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# 2006 - 2008 C&I Energy Efficiency Program Overview

**Rebates & incentives that could exceed \$1.2 million per customer, per year**

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# Under Pressure to Improve Your Bottom Line?



## We can help!

Energy efficiency makes economic sense based on forecasted energy cost and increasing operating expenses. Let us be your source for smart ideas to save money and energy.

# Expanded Cash Rebates, Incentives & Services



The Gas Company is now offering a package of rebates and incentives that could amount to more than \$1.2 million per customer, per year.

## Cash Rebates:

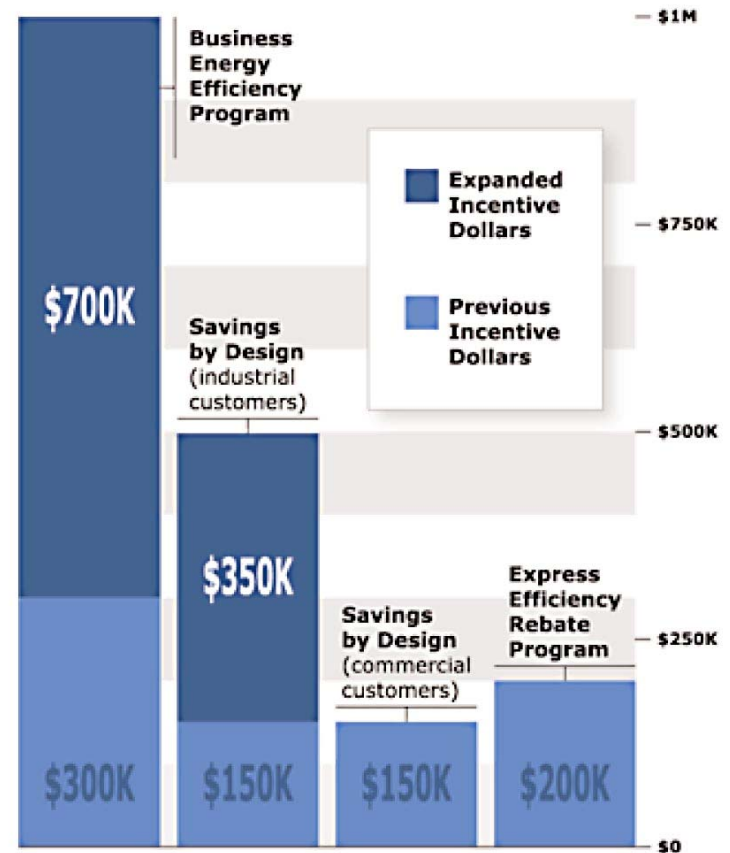
- Express Efficiency
- Food Service

## Energy Efficiency Incentives:

- Business Energy Efficiency Program
- Savings By Design
- Design Assistance

## Free Services:

- On Site Energy Assessment
- Account Executives & Trained Technicians
- Training, Education & Equipment Seminars



Earlier this year, two programs were expanded by the amounts shaded in dark blue.

# Express Efficiency (Cash Rebates)



**It's easy, it's fast. Our most popular business rebate program offers cash rebates up to \$200,000 per business customer, per year.**

- Steam Traps - up to \$200 per unit
- Pipe Insulation - up to \$3 per linear ft.
- Tank Insulation - up to \$4 per sq. ft.
- Process Boiler - \$.50 per MBtuh
- Direct Contact Water Heater - \$2.00 per MBtuh
- Commercial (Hot Water) Boiler - \$.50 per MBtuh
- Space Heating Boiler - \$.25 per MBtuh
- Instantaneous Water Heater - up to \$2 per MBtuh
- Storage Water Heater - \$2 per MBtuh
- Commercial Pool Heaters - \$2 per MBtuh
- Greenhouse Heat Curtains - \$.20 per sq. ft.
- Greenhouse Infrared Film - \$.03 per sq. ft.
- Residential Clothes Washer used in a business - Up to \$75 per unit



# Commercial Food Service Cash Rebate Program



**Cash rebates on over 130 pieces of qualifying commercial food service equipment.**

- Rebates up to \$25k per account, per year
- Rebates- Up to \$2,000 per unit

Commercial Food Service Equipment Rebate Measures for 2007	
Double Rack Ovens - \$2,000	Commercial Fryers - \$500
Single Rack Ovens - \$1,000	Large Vat Fryers - \$500
Combination Ovens - \$750	Convection Ovens - \$500
Pressureless Steamers - \$750	Griddles - \$125



Visit: [socalgas.com/foodservice](http://socalgas.com/foodservice)

# Business Energy Efficiency Program For All Business Customers



**This program is designed to help businesses save money and energy. This incentive program requires involvement of The Gas Company from the beginning of the process, up to \$1 million per premise, per year for the following types of projects:**

- Equipment replacement
- Process improvements
- Large industrial projects
- Custom engineering algorithms calculate energy efficiency and determine incentive.
- For larger projects, incentive based on actual measured savings.



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## Customer Success Story

**Company: All American Asphalt**

**Location: Irvine**

**Project: Equipment modernization & replacement**

**Incentives: \$27,688**

**Gross therm savings: 440,000/yr**

**Annual energy savings: More than \$220,000**

# Equipment Replacement or Process Improvements



**Replace equipment or improve your existing process**  
**Incentives up to \$1 million per customer, per year**

- Custom engineering algorithms calculate energy efficiency which determine incentive paid

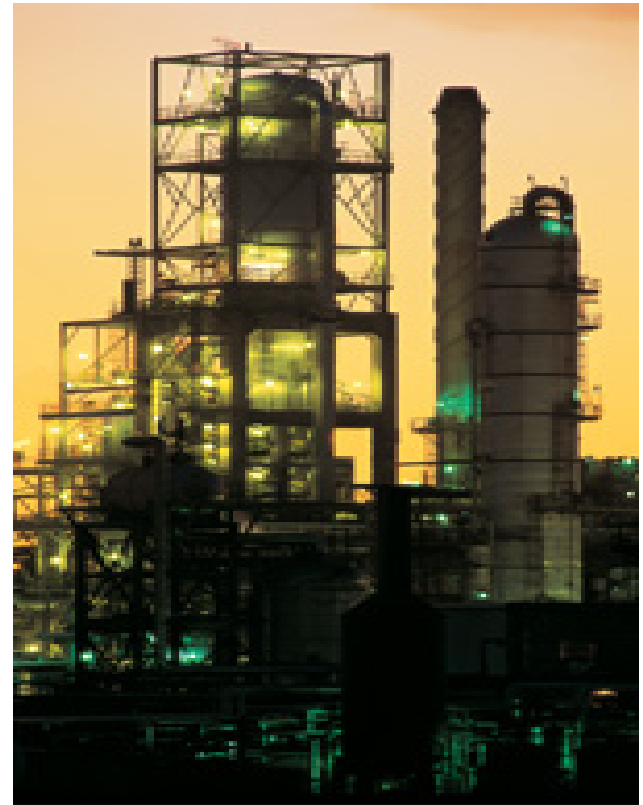




## Targets largest non-core customers

### Refineries & Industrial Giants

- Maximum \$1 million per premise, per year
- Requirements begin for projects saving at least 200,000 therms
- Certified engineering studies required to participate
- Measurement & validation of savings required



# New Construction & Facility Expansion Incentives



**Energy Analysis + Financial Incentives + Energy Savings = Savings By Design**

**Savings By Design is an energy efficiency program for C&I customers considering:**

- Facility Expansion – example: a new process line (non-replacement)
- A new facility
- New equipment (non-replacement)

**- Incentives up to \$150k per commercial customer, per year, and up to \$500,000 per industrial customer, per year. Customers may qualify for multiple projects in a year.**

**-Design assistance and incentives for new construction projects exceeding minimum standards**

**Benefits:**

- Custom energy analysis for your project
- Incentive of \$0.60 per therm saved annually
- Up to \$500,000 or 50% of the incremental cost (whichever is less)



**Example: New production line – food processing facility**

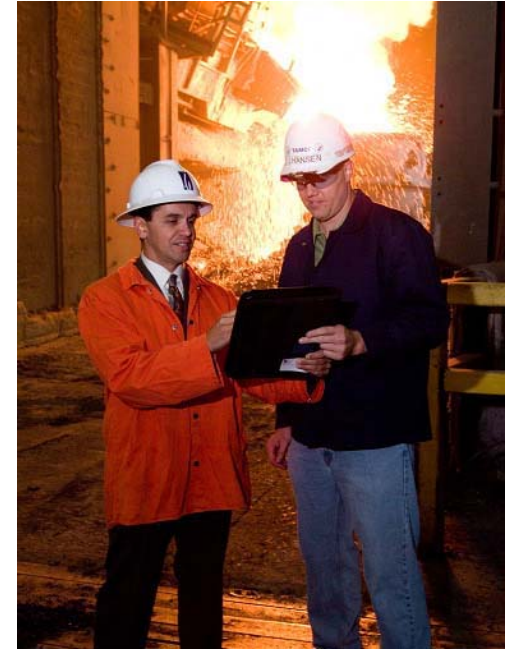
## Industrial End User Program On Site Inspection & Analysis



**Provides large customers with on-site energy efficiency analysis. Resulting efficiency maximization report provides recommended facility upgrades/improvements in order to achieve therm savings and maximize production efficiency.**

**Details: Site analysis report provided to customer within 60 days**

- Directs customer to appropriate incentive/rebate opportunities
- Resulting analysis can shorten management decision making and speed M&V process
- No charge to customer



# Vendor Participation Program



The Vendor Participation Program is a rebate program which allows registered vendors to solicit customers and encourage the installation of energy efficiency equipment.

**Company:** Parks Cleaners Service

**Location:** Walnut, CA

**Project:** Steam Trap Replacement - 300 + Dry Cleaners/Over 4,500 traps

**Rebates:** \$478,572

**Gross Therm Savings:** 666,366 therms/yr

**Annual Energy Savings:** More than \$325,000

**SoCalGas Vendor Program Managers contact:**

Patricia Alton (213) 244-3216

Allison Dourigan (213) 244-5541



# On-Bill Financing Program



**Interest-free, On-Bill Financing for purchase/installation of energy efficiency measures covered by SoCalGas' rebate/incentive programs.  
Loan amount: \$5,000 to \$50,000 per meter**

## Key Program Features

- 0% interest, unsecured
- Reduced rebate/incentive
- Maximum loan term is 5 years
- Monthly loan payment billed on customer's utility bill

## Target Markets

- Non-residential customers (including governments)
- Owners of Multifamily units who do not reside on premises

## Customer Eligibility

- Active accounts for past two years
- No disconnect notices in past 12 months
- No deposit pending or on hand



**On-Bill Financing Program:  
Up to \$5MM of loan funds available  
in 2007.**

# Energy Resource Center Downey, California



**The Energy Resource Center is your energy efficiency partner. The building is an award-winning model of energy-efficient, environmentally friendly technologies. And an array of practical seminars, demonstrations and consulting services can help businesses find the most cost-effective and energy-efficient solutions to their energy needs.**



# Food Service Equipment Test Center Downey, California



**The Food Service Equipment Test Center is located in the Energy Resource Center building in Downey, CA. It is the largest facility of its kind in the United States. The center provides customers with a total energy efficiency experience including: food service equipment test drives, educational seminars and training, and valuable rebate information.**

For a seminar calendar of events go to <http://socalgas.com/business/foodservice> and download the quarterly calendar. Customers can register on-line as well.



**The Food Service Equipment Test Center houses more than 130 pieces of food service equipment as well as a state-of-the-art Ventilation and Baking Lab.**

**Would You Like More Information?**



**Please utilize the following resources:**

**Account Executives**

**Gas Service Techs**

**Public Affairs Manager**

**[www.socalgas.com/energyefficiency](http://www.socalgas.com/energyefficiency)**

**1-800-GAS-2000**

**Save Energy. Save money.**



**Please let us help you improve your bottom line.**

**Thank you.**

**Questions?**