

## Energy Saved Is Money Earned for High-Usage Customers

*SCE's Strategic Energy Management program is helping enterprise customers do business more efficiently and create cost savings in the process.*

It starts with a “treasure hunt.” Company personnel accompanied by SCE energy specialists walk the facility searching for air leaks, unused equipment left idling, or any number of deficiencies letting energy slip through the cracks. The prize comes when these operational oversights are found — up to hundreds of thousands of dollars in cost savings over the course of a year or more.

This treasure hunt is the origin of SCE's **Strategic Energy Management (SEM) program**, which is designed for business customers with high energy usage interested in reducing the cost of their usage and its impact on the grid.

By working closely with an SCE account representative along with an energy coach, customers identify areas where they can conserve energy and develop a comprehensive plan. In the process, they often discover ways to engage employees to help uncover new cost-saving opportunities.

“Facilities really hit their stride in the program when they fully engage all employees,” said Richard Hart, senior Strategic Energy Management coach from the program's implementer, Cascade Energy. “That creates a sustainable system of continuous improvement and operational savings because employees start to own the results.”

### Sierra Aluminum's Energy Savings: \$70,000+

Sierra Aluminum is a metal extrusions company that began its Strategic Energy Management journey last year and was initially attracted by the program's offer of free energy consultation and rebates. Signing up each of its facilities in Riverside and Fontana, the company quickly uncovered cost savings during its initial on-site treasure hunt.

“As employees, we walk the floor and don't look at our process with energy usage in mind,” said Robert Smith, plant manager for Sierra Aluminum. “During the treasure hunt, when our attention was heightened, we heard air leaks and learned that we can conserve energy by fixing them and realize considerable savings by doing so.”

After fixing those air leaks and lowering their compressed air system's operating pressure, along with installing auto shut-offs on some of their equipment, Sierra Aluminum was able to shut off a superfluous air compressor. This, among other projects, allowed the company to realize a 5% reduction in energy usage last year in its Riverside facility. That equated to more than \$70,000 in energy savings that has since gone back into the business. Additionally, the company received a \$10,000 incentive check after achieving key program milestones.



*Glanbia saved thousands of dollars after a “treasure hunt” at their Corona facility uncovered 30-40 air leaks by using equipment from SCE's lending library.*

### Glanbia's Energy Savings: About \$40,000

Glanbia, which produces nutritional products out of its Corona plant, is another participant that worked with an energy coach to quickly identify energy savings at the onset of its Strategic Energy Management program.

After its treasure hunt, the company borrowed equipment to identify air leaks from SCE's lending library at no cost. "That allowed us to locate 30 to 40 leaks and got us \$10,000 in savings right off the bat for no investment," said James Cantwell, Glanbia project engineer.

Glanbia was fully invested in the program after its quick return and worked collaboratively with Cascade Energy and its SCE account representative to find opportunities for even greater savings.

"After a deep dive, we realized we didn't need to run one of our utility subsystems at all," said Cantwell. "We shut it off for a couple of weeks and realized it didn't have any effect on production. So, we took it offline and with no resource strain, we saved 200,000 kWh per year for about \$40,000 in savings."

While the Strategic Energy Management program helps high-energy-usage customers achieve vast savings, it provides benefits that go beyond near-term cost and energy reduction. "What surprised me the most is that there is no cost for this program," said Cantwell. "If you were to hire energy-efficiency engineers on your own, you're going to pay for it."

"One of the great things to come out of 2020 was our participation in the SEM program," said Smith. "We're going to keep moving with it this year and we're hoping to see about a \$130,000 cost reduction."

Whether businesses are looking to save costs, reduce energy usage, or simply do business more efficiently, the **Strategic Energy Management program** might be a perfect fit. Or as one program participant called it, a "no-brainer."

For more information on how your business can work with SCE to identify cost savings and reduce energy usage, contact your Account Manager or visit the **SCE business resource website**.

## Earn Financial Incentives Through Demand Response Programs

A key to business success is keeping electricity costs down – and at SCE, we're committed to helping you do just that.

Joining a Demand Response (DR) program can help you reduce your costs. Your business may benefit from temporarily lowering energy usage during high-use or peak times, or from shifting usage to off-peak hours. This, in turn, helps reduce overall electricity demand and alleviates strain on our electric system. You can potentially save money and help the environment.

The following select DR programs are currently open to new enrollment and offer smart ways to lower your bills through rate discounts, bill credits, and incentives.

- **Emergency Load Reduction Pilot (ELRP):** This is a new five-year pilot program for 2021-2025 that allows non-residential customers with monthly maximum demands of at least 200 kW to earn bill credits for reducing electricity usage during grid emergencies. There are no penalties if you are not able to participate in an event. Event hours are between 4 p.m. and 9 p.m., seven days a week, between May 1 and Oct. 31. Customers must submit an estimated target load reduction quantity to be achieved during an ELRP event at the time of enrollment. If you are a customer participating in a third-party managed program, including BIP, CBP, and DRAM (Demand Response Auction Mechanism), please contact your aggregator to get more information about your ELRP enrollment option. Customers enrolled in ELRP may not be simultaneously enrolled in another DR program with the exception of the Base Interruptible Program and the Agricultural and Pumping Interruptible Program, described below.
- **Base Interruptible Program (BIP):** Your business can earn monthly bill credits for committing to reduce your energy consumption to a predetermined level, also referred to as a Firm Service Level (FSL), during electrical system emergency events. BIP has a 15-minute or 30-minute notification option. A BIP event may occur at any time, seven days a week, 365 days a year. During a BIP event, any usage above your FSL will incur excess energy charges.
- **Agricultural and Pumping Interruptible Program (AP-I):** AP-I offers monthly bill credits to agricultural and pumping customers for allowing SCE to install a load control device which will suspend electricity to your agricultural or pumping equipment during electrical system emergencies. An AP-I event may occur at any time, seven days a week, 365 days a year.
- **Summer Discount Plan (SDP):** Through SDP, you can receive monthly bill credits on your summer season bills for allowing SCE to install a small load control device on or near your central A/C unit(s). The device allows us to remotely turn off or cycle your A/C compressor(s) for up to six hours a day during an SDP event. An SDP event may occur at any time, seven days a week, 365 days a year.

- **Automated Demand Response (Auto-DR) Technology Incentive Program:** Auto-DR provides incentives to offset the cost of purchasing and installing equipment to enable your participation in DR events by reducing electricity usage without manual intervention. The controls incentivized by Auto-DR let you preselect your load reduction strategies and automatically respond to DR events for maximum flexibility and ease-of-use. You can override Auto-DR signals or revise your load reduction strategies when necessary. You will need to be enrolled in a qualifying DR program to be eligible for Auto-DR incentives.
- **Real-Time Pricing (RTP):** If your business has flexibility around its operating schedule, you may want to consider the RTP rate. This rate schedule is beneficial if you can reduce energy usage during hours with higher temperature-driven prices, and/or shift usage to lower-priced hours. You may want to sign up for RTP courtesy email notifications that alert you of temperature-based price changes. This rate is only available to customers that purchase their energy from SCE (bundled service customers).
- **Critical Peak Pricing (CPP):** CPP is a rate that provides four months of summer season bill credits in exchange for paying higher prices during CPP events. Each year, there will be 12 to 15 CPP events; each event is 4 p.m. to 9 p.m. and will usually occur on the hottest summer non-holiday weekdays. If your business reduces its electricity during CPP event hours, you can minimize paying higher prices. Plus, your business will earn bill credits on your electricity bills during the summer season – when your bills are typically the highest. This rate is only available to bundled service customers.
- **Capacity Bidding Program (CBP):** This flexible monthly bidding program pays participants for being available and reducing energy when called upon. CBP events can occur when energy prices are high, demand reaches critical levels, or supply is limited. You can change your monthly level of participation depending on your business needs. If you participate through a third-party DR aggregator, participation and incentives are managed by your aggregator.
- **Third-Party Demand Response Providers:** Third-party DR providers, also known as DR aggregators, develop and manage their own DR programs that may be available and suitable to meet your business needs. By partnering directly with businesses, DR providers can pool or aggregate customers under their DR program(s) to achieve energy reductions. Your participation and incentives are managed by your third-party DR provider.

For a complete list of SCE's DR programs, a list of third-party DR providers, and to learn how we can work together to help you manage your company's energy use and improve your bottom line, contact your Account Manager or visit [sce.com/drp](https://www.sce.com/drp).

## Join Us for SCE's Hispanic Heritage Month Event!



Registration is now open for SCE's annual Hispanic Heritage Month (HHM) celebration, which will take place virtually on Friday, Oct. 8, 2021 from 9:30 a.m. to 11:30 a.m.

The event will recognize organizations and companies that advance the efforts and contributions of the Hispanic and Latino communities, with awards presented in the categories of Diversity, Clean Energy Champion, and Community Partnership. Attendees also will enjoy special guest speakers, entertainment, a cooking demonstration, and more.

To register, visit [sceheritageevents.com](https://www.sceheritageevents.com).