

## School District Adds to Bright Future with LED Upgrade Project

The Newport-Mesa Unified School District (Newport-Mesa USD) prides itself on helping students develop into bright, quality adults who will make lasting contributions to society. The district is now pursuing a bright, quality future in another way: by using one of our newest energy-efficiency programs to receive incentives for light-emitting diode (LED) T8 lamps that will provide long-term energy savings, along with environmental benefits.

Our Midstream Point of Purchase (MPOP) program, launched in 2016, provides our non-residential customers with a point of purchase incentive on qualifying LED products purchased through an SCE-approved electrical distributor. Customers receive an instant rebate when they purchase the products — meaning there is no need to complete an application or wait for a rebate check. We provide the incentive amount to the distributor, which automatically reduces the cost of the product at the time of purchase.

### *“Quick and Easy” Energy-Saving Lighting Option*

Newport-Mesa USD is in the process of replacing linear fluorescent T8 lamps with 4-foot LED T8 UL Type A tubes. Through the summer of 2017, the school district had re-lamped one middle school, five elementary schools, and the commons area of one high school — with a total of approximately 6,000 LED lamps — and plans to upgrade its remaining fluorescent T8 tubes to LEDs at the rest of its 32 schools, and its other sites, in the near future.

District Energy Manager Kent Ramseyer said that Newport-Mesa USD (which serves portions of Orange County) tested the LED technology first at its district office before deciding to expand its use.

He noted, “After the quality and brightness of the new LED lights were verified in our offices and conference room, we made the decision to replace all 4-foot T8 florescent lamps with LED ‘plug-n-play’ tubes at TeWinkle Middle School over spring break. After receiving positive feedback from site administration and zero complaints from faculty and staff, we deemed the project a success.”

And so, the district began the additional rollout of the LED installations. Ramseyer added, “This program offers a quick and easy way to install high-quality/long-lasting energy-efficient lighting throughout your schools, allowing your maintenance crews to focus on other more important tasks than constantly changing out florescent lamps, saving both labor and energy costs at the same time.”

### *Approximately 107,000 kWh in Annual Energy Savings*

Newport-Mesa USD receives a \$4 point of purchase incentive for each LED tube (which retail around \$7 apiece) it buys from a qualified distributor participating in the MPOP program. This resulted in a savings of approximately \$24,000 on its first 6,000 fixtures purchased. Based on the deemed energy savings of this LED tube type, installation of the first 6,000 fixtures equates to energy savings of approximately 107,000 kWh annually and approximately 40 kW in demand reduction.

“We’re always looking for ways to increase our energy efficiency, as long as it makes economic sense to do so,” Ramseyer said. “With the recent installation of additional air conditioning units in six schools, we realized that we had to quickly identify a means to counteract this increase in electrical load” - with an impetus of reducing the possibility of being placed on different SCE tariffs, and/or incurring increased demand charge fees. He added, “Installing more energy-efficient lighting is an obvious choice in quickly making this load reduction.”

Ramseyer credited Newport-Mesa USD’s SCE Account Manager for bringing the MPOP program to his attention so soon after its implementation, and for continuing to inform him of the latest energy-saving offerings to consider for the district.

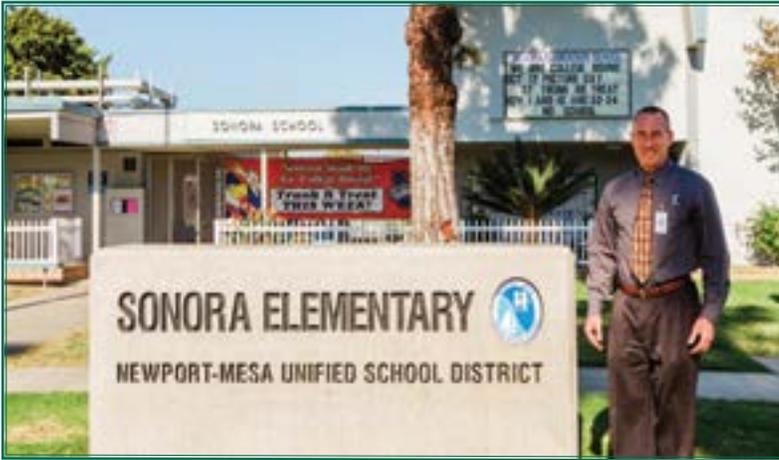
“We hope for the continued funding of programs like these,” he said, “as they are vital for school districts looking to redirect more monies back into the classroom, where they belong” — supporting the bright, quality leaders of tomorrow.

For more information on the MPOP program, visit [sconlineapp.com/MidstreamPOP.aspx](http://sconlineapp.com/MidstreamPOP.aspx).

As a business owner or manager, you have a wide selection of savings opportunities, and we can deliver energy management programs and solutions with incentives and bill credits to go with them. Our energy management solutions offer a range of efficiency

options, developed with your industry in mind, to help your business maximize savings over the long term through the permanent and temporary reduction of electricity usage.

For more information about our energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit [sce.com/business](http://sce.com/business) or contact your SCE Account Manager.



*Newport-Mesa Unified School District Energy Manager Kent Ramsey noted of SCE's Midstream Point of Purchase program, "This program offers a quick and easy way to install high-quality/long-lasting energy-efficient lighting throughout your schools."*

### **Newport-Mesa Unified School District**

**SCE Program Utilized:** Midstream Point of Purchase (MPOP) Program

#### **Results:**

- Estimated annual deemed energy savings of approximately 107,000 kWh, and demand reduction of approximately 40 kW, for LED tube upgrades completed through the summer of 2017
- Point of purchase buy-down cost savings of more than \$24,000 for new LED tubes purchased through the summer of 2017

*This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for any customer.*

*These programs are funded by California utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are effective until either funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice.*

*The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Terms and conditions apply. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at [sce.com/regulatory](http://sce.com/regulatory).*

## **Leading Industry News Publisher Names SCE "Utility of the Year"**

*Utility Dive*, which provides in-depth coverage of the electric utility industry, selected SCE as the 2017 "Utility of the Year" for our clean energy vision and leadership for a more sustainable future.

Krysti Shallenberger, editor for *Utility Dive* said, "SCE is tracking ahead of its peers in taking a holistic approach to deep decarbonization of the power and transportation sectors. It's well on its way to meeting California's steep renewables standard a decade before its deadline and just rolled out a comprehensive climate plan."

She added, "Any one of these accomplishments is notable, but taken together, they make SCE stand out."

Read more on the [Utility Dive website](http://UtilityDive.com) and at [Inside Edison](http://InsideEdison.com).

## SCE Honors Businesses and Community Partners for Black History Month

SCE recognized African-American-owned businesses, community leaders, and nonprofit organizations on Feb. 9 at our 16th annual Black History Month (BHM) celebration, held in Compton, CA.

Our eighth annual BHM event in Tulare, in the Central Valley, took place on Feb. 23; stay tuned for the wrap up of that event in the next issue of *Power Bulletin*.

At SCE, we believe that diversity is about capitalizing on the strengths of everyone, empowering people, and promoting the human spirit. As part of this vision, the BHM celebrations highlighted our energy-efficiency and supplier diversity programs by honoring African-American customer and partner champions in these areas, as well as African-American community-based partners that join us in giving back to the communities we serve.

Congratulations to the following awardees from the BHM celebration in Southern California:



(Left to right) Buffalo Wild Wings Franchise Owner/Operator Karim Webb; Webb Family Enterprises President and COO Kiana Webb; Board Treasurer Rene Webb; Webb Family Enterprises CEO and Chairman Reggie Webb; Edison International President and CEO Pedro Pizarro; SCE Business Customer Division Vice President Mike Marelli; Webb Family Enterprises CFO/Webb Family Investments CEO Kyle Webb; and Webb family guest Amy Girgis.

### ***Energy Efficiency Participation Award:***

***Webb Family Enterprises:*** Webb Family Enterprises is a franchise that owns 16 McDonald's Restaurants, as well as the Webb Family Investments, which invests in green technology and real estate. The Webbs' oldest child also has four Buffalo Wild Wings locations in the greater Los Angeles area. Over the years, Webb Family Enterprises has installed several energy-saving measures, including change-outs to exterior light-emitting diode fixtures for a savings of nearly 33,800 kWh annually (in addition to financial incentives for the project). They also installed high-density universal holding cabinets that equate to 252,000 kWh annually in savings.

**Community Partnership Award:**

**California State University, Long Beach (CSULB)-Long Beach Unified School District (LBUSD) Math Collaborative:** The Long Beach Math Collaborative provides quality STEM (science, technology, engineering, and math) education; college preparatory coursework; and a pathway to college for African-American males from Long Beach, CA, helping to combat the declining high school graduation and college acceptance rates for this demographic. The collaborative is a partnership between CSULB and LBUSD, and includes summer sessions with mentors; school-year tutoring; and an array of academic enrichment opportunities.



(Left to right) SCE Director of Government Relations Tammy Tumbling; Edison International President and CEO Pedro Pizarro; CSULB-LBUSD Math Collaborative Executive Director Doris Robinson; and Edison International Senior Vice President of Corporate Communications Janet Clayton.



(Left to right) Dennis Thurston, representative, SCE Supplier Diversity; AppleOne President Brett Howroyd; ActOne Group founder and CEO Janice Bryant Howroyd; Edison International President and CEO Pedro Pizarro; and SCE Supplier Diversity and Development Principal Manager Tarrance Frierson.

**Diverse Business Enterprise Award:**

**ActOne Group:** ActOne Group is a global enterprise that provides employment, workforce management, and procurement solutions to a wide range of industries, Fortune 500 organizations, local and mid-market companies, and government agencies. ActOne was founded in 1978 by founder and CEO Janice Bryant Howroyd, and now operates in 19 countries across the world with more than 17,000 clients and 2,600 employees. It is the largest privately held, woman- and minority-owned workforce management company in the United States.

If you are interested in our upcoming annual customer heritage events such as Asian American Pacific Islander Heritage Month in May, including potential opportunities for recognition, contact your SCE Account Manager for details. Additional background information and registration options are available at [sceheritageevents.com](https://www.sceheritageevents.com).

Also follow us on Twitter @SCE\_Business and @SCE\_Communities, and join our Business and Community Partnerships [Facebook](#) page, to learn more about our business programs and community initiatives. For more details on SCE's diversity commitment, cultural awareness, and outreach, visit [sce.com/diversity](https://www.sce.com/diversity).