

# EnergyUpdate

connected..... to energy solutions

## Get your share of \$10 million in savings for an energy edge

**Y**ou can save money by improving your facility's energy performance, even if you're concerned about cash flow. Get the job done with an interest-free loan through our **On-Bill Financing** program.

Energy cost savings recently reached \$10 million a year, and counting, for 1,000 commercial customers who have made \$26 million worth of energy-efficiency upgrades through On-Bill Financing since 2007. "We pioneered it. Today, it's a model for California's other major utilities as well as utilities in other states," said Ted Reguly, SDG&E's director of customer programs and assistance.

### How it works

You can take advantage of On-Bill Financing if you're an SDG&E® customer in good standing and the equipment qualifies for rebates or incentives through one of our business energy-efficiency programs. You don't even need to make a down payment.

*Lower your energy expenses and improve your bottom line with business-friendly financing.*

The monthly loan installments are calculated to be offset by the energy cost savings, so you'll see your loan payments in the same place you'll see your energy savings – on your SDG&E bill. The loan repayment period ranges from three to five years for businesses and up to 10 years for taxpayer-funded customers in the public sector, based on the equipment's cost and estimated energy savings. Program loans range from \$5,000 to \$100,000 for businesses and up to \$250,000 for taxpayer-funded organizations.

### Local grocer saves \$73,000 per year

With SDG&E rebates totaling \$50,720 and nearly \$144,000 financed through an average 24-month, 0% loan, **Dallo and Company** recently installed energy-efficient lighting and refrigeration equipment worth \$194,500 in eight grocery stores. This family-owned business is now saving more than \$73,000 a year at today's energy prices for an estimated

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600,267 kilowatt-hours (kWh) of electricity, enough to power 86 homes each year.

The upgrades include light-emitting diodes (LEDs) that help showcase the quality of fresh produce and other food on display for shoppers. Dallo owns the popular Hispanic community markets Foodland and Hometown in San Diego, National City, El Cajon and Chula Vista, and Jonathan's, a gourmet market in La Jolla.

### Dixieline cuts costs by \$56,000 per year

**Dixieline ProBuild**, one of the nation's largest professional building materials suppliers, registered nine home centers in El Cajon, Escondido, La Mesa, National City, San Diego and Solana Beach for On-Bill Financing. Dixieline anticipates saving \$56,000 annually as the result of \$294,000 in improvements such as energy-efficient lighting and heating, ventilating and air-conditioning support.

**To learn more about On-Bill Financing, visit [sdge.com/obf](http://sdge.com/obf).** ■

**NOTE:** The On-Bill Financing (OBF) program is funded by California utility customers and administered by San Diego Gas & Electric® under the auspices of the California Public Utilities Commission. The OBF program may be modified or terminated without prior notice and is provided to qualified customers on a first-come, first-served basis until program funds are no longer available. Eligibility requirements apply.

*Owner Chris Dallo finds refrigeration and lighting upgrades are good for business at eight grocery stores owned by the Dallo family. SDG&E rebates and interest-free financing made energy-efficiency improvements more affordable.*

▶▶▶ For more info, visit us anytime at [sdge.com](http://sdge.com).





## Know the score with benchmarking



If you'd like a starting point for reducing energy use at a building that you own or operate, try benchmarking. It's a way to rate the energy performance of your building on a scale of 1 to 100.

Just as cars come with miles-per-gallon ratings that help you compare fuel costs, benchmarking can help you:

- **Compare** your building's performance before and after energy-saving improvements.
- **Estimate** energy expenses among different buildings before buying or leasing one.

Visit [sdge.com/benchmarking](http://sdge.com/benchmarking) for information about:

- **Portfolio Manager**, a web-based benchmarking tool offered by the U.S. Environmental Protection Agency's ENERGY STAR®. Once you enter your information into Portfolio Manager, you'll see how your facility's energy use stacks up against that of similar buildings nationwide.
- **Automated Benchmarking Service**, a free tool we offer to upload your facility's energy data directly into Portfolio Manager and save you time. ■

# Refresh your facility with money-saving retrofits at no cost

Even if you don't have the budget for it, you still may be able to retrofit your facility with help from our **Direct Install Program**. More than 4,000 qualifying small and medium-sized businesses have received free, state-of-the-art energy-efficient equipment since we introduced the program in 2011.

Examples include energy-efficient lighting, refrigeration improvements, light-emitting diode (LED) "open" and "exit" signs, occupancy sensors, and vending misers that power down lights and refrigeration in vending machines. Qualifying facilities receive a free energy consultation by one of our contracted specialists to start.

Gary Clasen, owner of La Mesa Parkway Properties LLC in La Mesa, participated in Direct Install and pointed out to his tenants that they, too, might benefit from SDG&E energy-efficiency opportunities available to them. SDG&E's contracted representative toured his building, evaluated the efficiency of the circa-1970s rooftop heating, ventilating and air-conditioning (HVAC) system, made equipment recommendations and installed light-saving devices in the building's bathrooms.

"Since about 85% of our tenants pay their own utility bills, this was a great chance to help them cut costs," said Clasen, adding that 13 of his tenants opted to participate in Direct Install. They received free energy-efficient lighting and time-control sensors in

their units, which will save them a total of about \$6,000 a year.

"SDG&E worked really well with all my tenants. Many commented on how much they appreciated the new lighting and the professional installation," said Clasen. "SDG&E also offered many great suggestions for the future."

In fact, he anticipates energy savings of up to 40% in the future because the free energy audit helped him see how great the need was for him to invest in



*Gary Clasen, owner of La Mesa Parkway Properties, and his tenants trimmed their energy costs with free retrofits through our Direct Install Program.*

new air-conditioning units. He decided to buy more efficient A/C units. "When I reviewed the mounting repair receipts and escalating costs for outdated parts that were becoming scarce, I realized this was the best business decision I could make," Clasen said.

For more information about how our Direct Install Program works, visit [sdge.com/directinstall](http://sdge.com/directinstall). ■

## Save now and later with rebates on 220 upgrades

Before buying new equipment, browse our catalog at [sdge.com/businessrebates](http://sdge.com/businessrebates). You'll find 220 energy-efficient products that qualify for rebates. Save money now and every month with upgrades such as

lighting, motors, and refrigeration, food service, natural gas and agricultural equipment. Be sure to apply by Dec. 31, 2012. ■