






Welcome to the Team Leaders Meeting 2011!

March 23, 2011
10:00 AM – 2:00 PM

Today's Agenda

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|-------|--|---|
| 10:00 | Welcome and Introductions | |
| 10:15 | CEP Program Update | |
| 10:30 | Pilot Demand Response ME&O Campaign |  |
| 10:40 | Overview of Breakout Sessions | |
| 10:50 | Break | |
| 11:00 | Breakout Sessions (Part 1): | |
| | • Strategic Planning – Climate Action Plan Discussion | |
| | • Municipal Energy Efficiency Project Sharing |  |
| 11:45 | Break: Lunch | |
| 12:00 | Lunch & Learn Presentation: Energy Upgrade California™ | |
| 12:45 | Breakout Sessions (Part 2): | |
| | • Marketing, Education & Outreach Discussion | |
| | • To Be Determined – Continuation of Previous Topic | |
| 1:15 | Closing | |
| 1:20 | Overview of Brea's Chevron Project and Tour |  |

Introductions

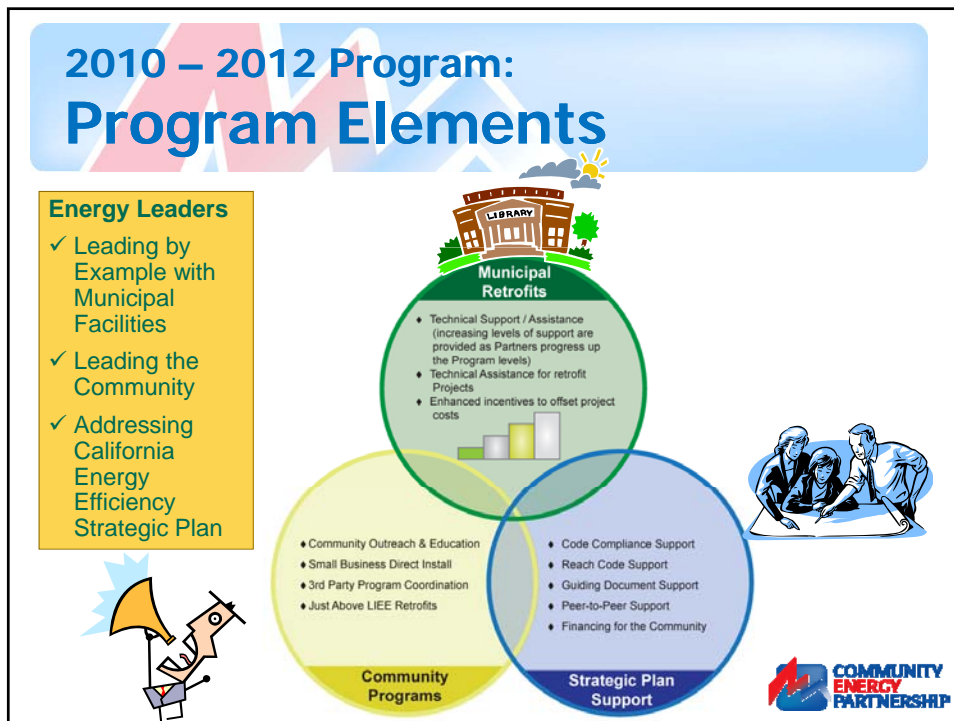
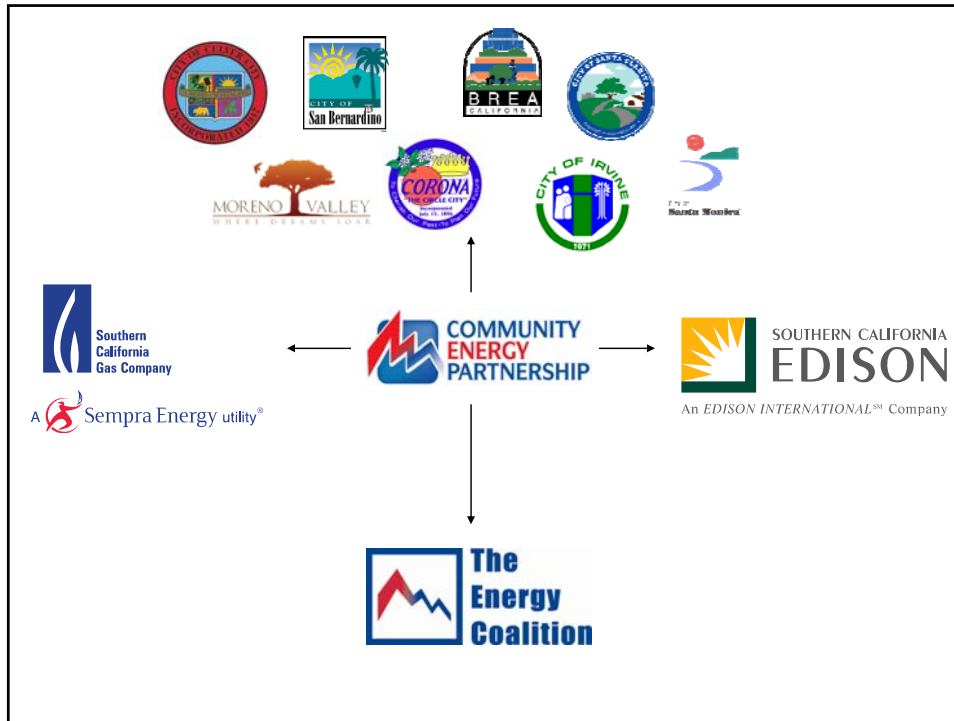


- Special Guests
- Partner Cities – Team Leaders and additional City representation
- Local Government Partnership team from SCE and SCG
- Account Representatives from SCE and SCG
- Public Affairs Managers from SCE and SCG
- The Energy Coalition staff



Program Update

Laurel Rothschild, The Energy Coalition
Scot Mann, Southern California Edison
Chauncy Tou, Southern California Gas Company



2010 – 2012 Program: Initiatives and Goals

Initiative	Goals
Energy Efficiency within Municipal Facilities	<ul style="list-style-type: none"> 7,965,064 annual kWh savings 1,764 annual kW savings 125,000 annual Therm savings
Strategic Planning Activities	<ul style="list-style-type: none"> 80% of Partner Cities have appropriate staff trained in the latest energy efficiency and code compliance standards for sustainability. 80% of Partner Cities successfully benchmarking major government facilities with ongoing tracking. 60% Partner Cities have ability to properly manage energy usage in municipal facilities. CHANGE: 60% of Partner Cities customize their CAP with energy efficiency language and data.
Community Marketing, Education and Outreach	<ul style="list-style-type: none"> Measurable increase of community participation in utility energy efficiency and demand response programs

Municipal Retrofit Accomplishments



January 2010 – March 2011

	2010 – 12 Goal	Achieved	% of GOAL
kWh	7,965,064	2,892,492	36%
kW	1,764	294	19%
Therms	125,000		

- **19** Projects installed and paid CEP enhanced incentive.
- **65** projects in the pipeline with applications submitted.
- Review CEP Municipal EE Project list to see what other Partner Cities are doing.



Strategic Planning Status



Goals	Committed Cities	Next Steps in 2011
80% of Partner Cities have appropriate staff trained in the latest energy efficiency and code compliance standards for sustainability.	<ol style="list-style-type: none"> 1. Irvine 2. Brea 3. Moreno Valley 4. San Bernardino 5. Santa Monica 6. Santa Clarita 	Connect interested Cities with utilities to organize code compliance trainings.
80% of Partner Cities successfully benchmarking major municipal facilities with ongoing tracking.	ALL Partner Cities	Assist individual cities with developing benchmark policies.
60% Partner Cities have ability to properly manage energy usage in municipal facilities	ALL Partner Cities	Work with individual Cities that request sub-metering and/or utility manager software in order to properly track energy use.
60% of Partner Cities customize their CAP with energy efficiency language and data.	<ol style="list-style-type: none"> 1. Corona 2. Moreno Valley 3. Brea 4. San Bernardino 5. Santa Clarita 	Work with Cities to integrate EE language into draft CAPs

Strategic Planning Accomplishments



- Cities of Irvine and Brea received code compliance training.
- Partner Cities attended benchmarking training and began entering municipal data into ENERGY STAR Portfolio Manager – Brea, Irvine, Moreno Valley, Santa Monica.
- Energy efficiency data is integrated into City of Corona's draft Climate Action Plan using SCE's EAP template. In process of working with Moreno Valley to do same.



Marketing, Education & Outreach: Community Programs

- 2011 Pilot Demand Response ME&O Campaign
- Direct Install 2010 Results
 - All 7 Partner Cities were visited in 2010
 - Typical response rate=5%
 - CEP average response rate when marketing with City support = **12%**
 - Typical capture rate = 36%
 - CEP average capture rate= **71%**
- Direct Install 2011
 - Corona – April
 - Santa Monica – May
 - Irvine – July



CEP Opportunities



- Energy Technology Assistance Program (ETAP)
 - Bi-Level lighting for Parking receives ETAP & SCE incentive
 - Irvine, San Bernardino and Moreno Valley may be pursuing projects
- Plug Load Occupancy Sensor Controls
 - AMAZING NO COST opportunity for Partner Cities
 - 1 unit = 143 kWh/\$48 retail value
 - Supplies limited
- HEES campaign – coming Spring 2011
 - Promotional efforts customized for each City



SCE's - Energy Leader Partnership

- Q1 2011 update will be sent out mid-April and reviewed at next *E1!* Team Meeting
- By the end of 2011, we are on track to have every Partner City at the SILVER Level and several are racing to GOLD
- Contact Scot Mann with any questions regarding status



Utility Program Updates

- On-Bill Financing (SCE & SCG)
 - Still available
 - Separate agreements, OBF & incentive agreement
- Calculated incentives - Customized Solutions (SCE)
Calculated Incentive Program (SCG)
 - Pre **and** post inspection required!
 - Allow ample time to move through application process
- Express Solutions (SCE)
 - Applications can be submitted pre or post installation



When will we see you again?

Efficiency First! Team Meetings in 2011

- Q2 2011

Next step: Schedule next E1! Team Meeting in April – June

- Q3 2011 – TO BE DETERMINED

Add E1! Team Meeting for Q3 2011

- Q4 2011

Request NOT to conduct E1! Team Meetings in December

Team Leader Meetings

- Webinar - DATE(S) TBD
- In-person - Q1 2012



Efficiency First! Team

- Additional City staff can be added to the E1! Team at any time.
- Please contact Audrey Knox if you have updates to the E1! contact list
- The Team Leader is main point of contact from each City



Additional Opportunities



- All Partners Meeting in Downey – March 29th
- Municipal Green Building Conference and Expo in Downey – April 14th
- Networking meeting for CA Local Government Energy Professionals in San Diego – May 13th
- 2nd Annual Statewide Energy Efficiency Best Practices Forum in Sacramento – July 28th
- Free trainings through ICLEI/SEEC – throughout the year



Q & A

