IOU Cross Cutting Retrocommissioning Programs
California IOU RCx Programs

SCE RCx Program

San Diego RCx Program
Funded by SDG&E

RCx Services and Incentives Program
Funded by PG&E
Program Overview

• **Objective:**
  – Technical and financial resources to support retrocommissioning (RCx) projects

• **Target Markets:**
  – Large commercial, lodging and hospitality, medical facilities, high technology, retail

• **Building Goals for Programs:**
  – RCx 350-400 buildings (or approx. 70 million SF) by end of 2008

• **Program Partners**
  – AEC Engineering - Technical Support
  – Energy Solutions - On-the-ground Support
  – RealWinWin - Marketing
Program Goals

<table>
<thead>
<tr>
<th>Program</th>
<th>SF</th>
<th>kWh</th>
<th>kW</th>
<th>therms</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCE</td>
<td>32,200,000</td>
<td>39,040,000</td>
<td>7,304</td>
<td>220,512</td>
</tr>
<tr>
<td>SDG&amp;E</td>
<td>10,000,000</td>
<td>12,191,040</td>
<td>2,496</td>
<td>183,169</td>
</tr>
<tr>
<td>PG&amp;E</td>
<td>27,800,000</td>
<td>28,349,400</td>
<td>5,500</td>
<td>187,590</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>70,000,000</strong></td>
<td><strong>79,580,440</strong></td>
<td><strong>15,300</strong></td>
<td><strong>591,271</strong></td>
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</tbody>
</table>
What makes a good Program candidate?

- **PGC**: Must be a SCE/SDG&E/PG&E customer paying the California public goods charge
- **Size**: >100,000 square feet of conditioned space
- **Energy Use**: >15 kWh/SF
- **Controls**: Direct digital control (DDC) system in place
- **Condition of equipment**: Not in need of replacement or significant retrofit
- **Commitment**: Committed ownership, management, and building operators
What does the Program offer?

- Free building SCREENING to determine eligibility for the Program
- Customized INVESTIGATION of building operations
- IMPLEMENTATION INCENTIVES for energy saving improvements that pay back in > 1 year
- Free DOCUMENTATION AND TRAINING on implemented RCx measures
- Free pre- and post-project ENERGY STAR® Performance Rating
- Project support services from start to finish
# Incentive Summary

<table>
<thead>
<tr>
<th>Project Phase</th>
<th>Incentive</th>
<th>Paid to</th>
</tr>
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<tbody>
<tr>
<td>RCx Investigation</td>
<td>Up to $0.10/SF</td>
<td>RCx provider</td>
</tr>
<tr>
<td>Implementation</td>
<td>Custom incentive estimated at $0.05/SF (incentive is calculated based on kWh savings)</td>
<td>Customer</td>
</tr>
<tr>
<td>Follow-up Documentation &amp; Training</td>
<td>$3,000 - $7,500</td>
<td>RCx provider</td>
</tr>
</tbody>
</table>
Who provides the services?

- The Program has a pool of pre-qualified and trained retrocommissioning providers (RCx Providers)
  - Approximately 40 firms
  - Selected based on their previous RCx experience and expertise in identifying O&M-type energy savings opportunities

- RCx Providers conduct the in-depth investigation, work with owners to select cost-effective measures for implementation, and provide project documentation and training

- For implementation, the owner may utilize in-house building staff, hire the RCx Provider to implement or provide technical assistance, contract with outside service contractors, or any combination of the above
What are the customer responsibilities?

- Sign the Owner Program Agreement (OPA)
  - Commit to implementing measures with a one year or less payback
    - A cap is set at project start for the maximum financial responsibility for implementing measures that pay back in one year or less
    - If measures are not implemented as agreed, the owner must reimburse the Program for the investigation costs
- Have funding available to implement measures within 12 months of project start
- Commit at least 40 hours of senior building operations staff time to support the project
- Hire and oversee contractors to provide implementation of selected measures
Program Status

- **SCE**
  - 103 applications received to-date, or 24 million SF
  - 42 buildings passed screening, or 10 million SF
  - 29 OPAs signed, 5.6 million square feet

- **SDG&E**
  - 21 applications received to-date, or 7.8 million SF
  - 8 buildings passed screening, or 2.7 million SF
  - 3 OPAs signed, 610,000 square feet

- **PG&E**
  - 5 applications received to-date, or 1.8 million SF
  - 4 buildings passed screening, or 1.5 million SF
  - 3.4 million SF currently on our customer prospect list
Successes To-Date

• Successful marketing through organizations such as BOMA and Utility Account Representatives
• Coordination with RCx Providers for marketing opportunities
• Program partners have key relationships with major California real estate firms
• High number of applications in 2007
Challenges To-Date

- Educating owners on benefit and cost-effectiveness of RCx
- Focusing the time and attention of facility managers on RCx
- Filling the pipeline early enough in the program to allow time for RCX projects to complete
- Reaching corporate business personnel to signed OPAs
Contact Information

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