



A Sempra Energy utility®

A broad variety of equipment replacements and process improvements can qualify for financial incentives from SoCalGas.

## FINANCIAL INCENTIVES FOR ENERGY EFFICIENCY

RECEIVE UP TO \$2 MILLION PER PREMISE, PER YEAR

The Energy Efficiency Calculated Incentive Program offers financial incentives and recognition awards for a variety of projects that save energy. The incentive payment for qualifying projects amounts to the following (whichever is less):

- \$1 per therm saved annually, or
- 50 percent of the project cost (excluding taxes and internal labor).

Incentives can be as high as \$1 million per project and \$2 million per premise, per year.

Southern California Gas Company (SoCalGas®) is offering this incentive program to any of its business customers (including agricultural, commercial, industrial and chain account customers) paying the Public Purpose Program Surcharge. These customers may qualify for incentives through any combination of the following types of energy-efficiency projects:

- Equipment replacements
- Improvements of existing processes
- New energy-efficient equipment or processes

A key qualification for financial incentives is that SoCalGas must be involved from the beginning of the process, prior to equipment selection or final project design.

### Program Specifics

- Retrofit projects saving less than an estimated 200,000 therms per year require an energy analysis, which may include load balance calculations, account history and engineering review. SoCalGas provides the energy analysis at no cost to the customer.
- Retrofit projects saving greater than an estimated 200,000 therms per year will require the customer to provide the energy analysis that is approved by a Registered Professional Engineer.
- New construction projects will utilize the Systems Approach for the energy analysis



*SoCalGas gave Ashland Specialty Chemical Company a \$23,500 incentive for a heat recovery project. "Since the project saved both gas and water, the incentive cut our payback period down to 11 months," said Aaron Jenkins, plant engineer.*

provided by SoCalGas. As a courtesy, SoCalGas will provide the customer with a copy of the "Energy Savings and Incentive Report."

- Leased equipment projects will be evaluated on a case-by-case basis, subject primarily to the terms of the lease.
- Beginning January 1, 2012, customers may receive incentives for qualifying installations of industrial steam traps. A key qualification is that SoCalGas or a licensed contractor must perform a steam trap survey, and SoCalGas must review that survey prior to the purchase of any steam traps. Please contact your account representative for more information.

### Get Started

Under this program, customers will need to follow a multi-step process using forms supplied specifically for this program by account representatives. The forms are submitted to SoCalGas for review and approval prior to purchasing the equipment. Additionally, pre- and post-inspections may be required. Customers work closely with SoCalGas to facilitate the review and payment process.

(Continued on reverse)

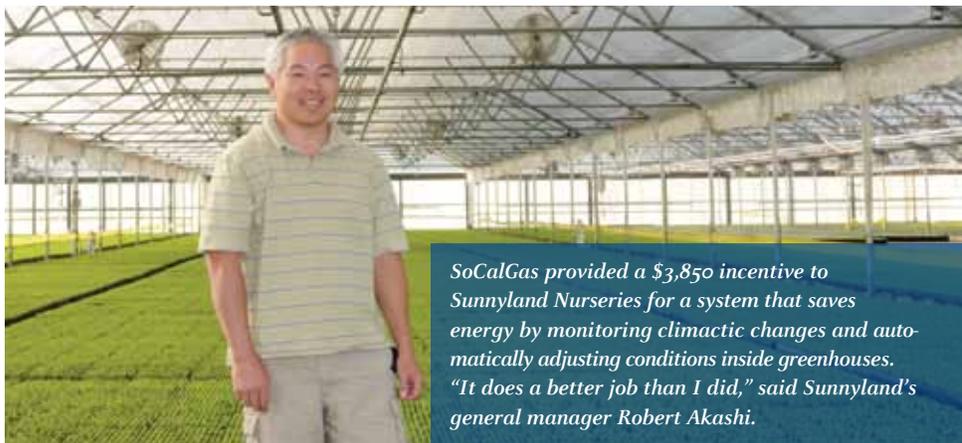
**How to Apply**

- 1 Contact your account representative to submit an application
- 2 Subject the project to an energy analysis
- 3 Sign a conditional incentive reservation form
- 4 Proceed with purchase orders and/or equipment purchases
- 5 Install equipment
- 6 Complete and submit project closure paperwork
- 7 Receive payment or recognition award

**Don't delay—start saving money today!**

**Benchmarking**

SoCalGas encourages commercial customers to benchmark their buildings' energy usage by using the free online ENERGY STAR®



*SoCalGas provided a \$3,850 incentive to Sunnyland Nurseries for a system that saves energy by monitoring climactic changes and automatically adjusting conditions inside greenhouses. "It does a better job than I did," said Sunnyland's general manager Robert Akashi.*

Portfolio Manager benchmarking tool. Energy-efficiency benchmarking is a method of comparing a building's level of energy efficiency with that of similar facilities nationwide. It allows building owners and managers to track and assess the energy performance of their buildings. For more information, please visit [socialgas.com](http://socialgas.com) (search "BENCHMARKING").

**Zero-Interest Loans**

To help you finance your energy-efficiency project, we offer unsecured, zero-percent loans\* of \$5,000-\$100,000 per meter for eligible business customers that participate in our incentive or rebate programs. We also offer unsecured, zero-percent loans of \$5,000-\$250,000 per meter for eligible taxpayer-funded institutions (such as counties, cities and school districts) that participate in our incentive or rebate programs. Find out how to qualify by visiting [socialgas.com](http://socialgas.com) (search "LOANS").

\*Eligibility requirements and additional restrictions apply. See PROGRAM DISCLAIMER below.

For more information, visit [socialgas.com](http://socialgas.com) (search "INCENTIVES"), contact your SoCalGas account representative or call us at 1-800-427-6584 and press option 4.



*SoCalGas provided an incentive of \$450,000 to help National Beef use biogas, which is essentially a renewable source of natural gas. National Beef uses microorganisms that produce biogas while consuming waste products. "The project gives us about a million therms of energy every year," said vice president Brian Webb.*

SOUTHERN CALIFORNIA GAS COMPANY  
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[socialgas.com](http://socialgas.com)

PROGRAM DISCLAIMER: These programs, including the On-Bill Financing Program, are funded by California utility customers and administered by Southern California Gas Company under the auspices of the California Public Utilities Commission. Programs are subject to change without notice and available on a first-come, first-served basis until program funds are no longer available. Minimum and maximum loan amounts per meter are \$5,000 and \$100,000 respectively for eligible business customers that participate in our rebate/incentive programs. Customer results cited may not be typical. Additional conditions apply. Southern California Gas Company is not responsible for any goods or services selected by the customer.