

## RESTORATIVE RETROFIT PROJECTS NOW ELIGIBLE FOR INCENTIVES

Restorative retrofit projects are now eligible for energy-efficiency incentives! This is a new project type for the **Calculated Incentive Program** that encourages the restoration of older equipment up to standard. Savings are calculated using an existing conditions baseline, and the incentive is \$0.75/therm saved annually.

The Incentive Program differs from the **Rebate Program** in that it requires projects to be approved by SoCalGas before the customer commits to purchasing their new equipment. Purchasing or committing to purchase prior to signing up will make the project ineligible for any incentives.

Possible qualifying projects include:

- Boiler, furnace, or oven optimization
- Insulation or refractory upgrade or repair
- Stack economizer restoration
- Combustion or process optimization and system tuning
- Automatic blowdown control
- Actuator damper operation
- Zone temperature dead-band adjustment and equipment scheduling
- Hot or cold deck reset adjustment and simultaneous heating and cooling reduction

Let your SoCalGas Trade Pro Account Executive know about your potential project as early as possible and before your customer commits, and we'll work with you through the incentive process. This is a great new opportunity that we hope your customers and you will take advantage of.



## DEADLINE FOR 2019 REBATES APPROACHING

As we approach the end of 2019, now is the perfect time to review your projects from the year and submit them for equipment rebates. **Rebate applications** for 2019 installations will not be accepted after January 2020.

The Trade Professional Program offers full rebate application assistance and support. Just send us the project's invoice and relevant information by year-end, and we'll take it from there!

## GROW YOUR BUSINESS WITH THE SMALL BUSINESS FINANCING PROGRAM

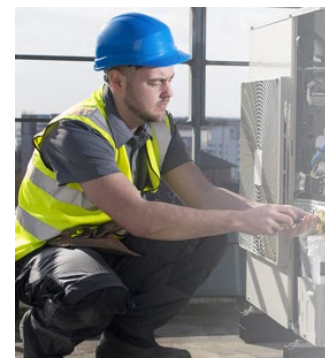
Now more than ever, businesses are making energy-efficient upgrades to save on operating costs. Thus, offering energy efficiency financing options, such as the new statewide **Small Business Financing (SBF) program**, to your customers can help with your competitive edge. Designed with commercial contractors in mind, SBF offers impressive benefits for customers.

Through SBF, up to \$5 million in attractive financing is available for both building owners and tenants. Financing can be combined with utility rebates and incentives, and a broad list of measures qualify for the program. By participating, contractors can help eliminate the up-front capital hurdle for customers, complete highly customizable projects, and get paid faster. Additionally, contractors can take advantage of the program's statewide marketing campaign, including a public listing on [GoGreenFinancing.com](http://GoGreenFinancing.com).

**Expand your offerings and visibility with SBF. Become a Participating Contractor today!**

The process is quick and easy:

1. Complete the 1-hour, self-paced [online training](#).
2. Fill out an [application](#).
3. Submit your application to [gogreen@frontierenergy.com](mailto:gogreen@frontierenergy.com).



## TRADE PRO SPOTLIGHT: KNORR SYSTEMS AND THE CITY OF IRVINE

We applaud the work you do each day to help customers save energy and money! To celebrate your success, we're shining the spotlight on one of your projects in each newsletter.

Knorr Systems provides equipment, service, training, and daily operations for aquatic facilities throughout the Western and South-Central United States. Among its customers is the City of Irvine's William Woollett Jr. Aquatics Center, a world-class venue for local, national, and international aquatic events with two side-by-side 50 meter pools and one 25 meter by 25 meter pool. It even hosted one of the swimming events at the 1984 Summer Olympics!

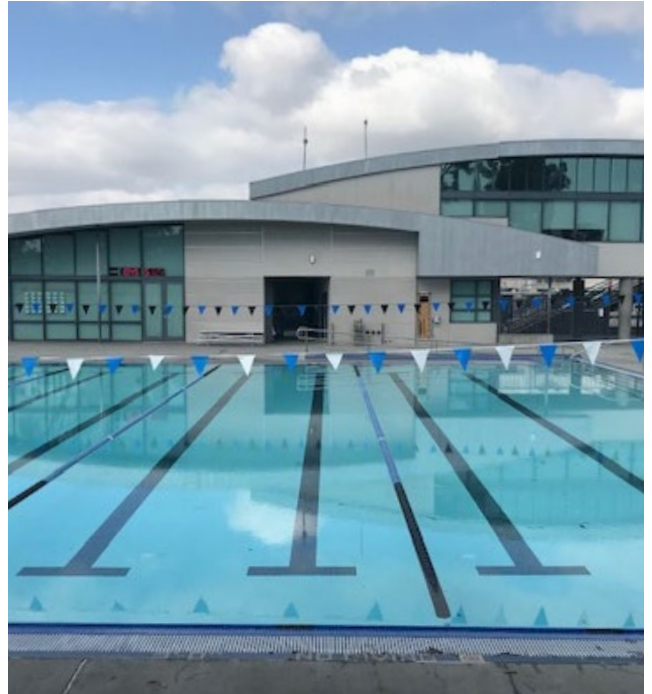
Given the rarity of having two 50 meter side-by-side pools, in 2013, the Woollett Aquatics Center was chosen to test the effectiveness and efficiency of the then-new 96% thermally efficient Lochinvar AQUAS condensing indirect pool heating system. While one pool kept its original 89% thermally efficient direct-fired boiler, the other used the AQUAS system, installed by Knorr Systems. Both pools were kept at the same temperature. Findings from the study concluded that the pool with the AQUAS system used 20% less natural gas than the one with a direct-fired heater.

The City has since upgraded all its pools with the AQUAS system, including the Northwood High School Aquatic Center earlier this year. With Knorr Systems' help, the City of Irvine is a stellar example of what a forward-thinking city can accomplish in energy efficiency while providing top-quality facilities to local citizens and the international aquatics community.

In addition to the Lochinvar AQUAS, there are many other brands of pool equipment that can support your aquatic customers' energy-efficiency goals. Please contact your SoCalGas Trade Pro Account Executive if you would like to learn more.

## CONTACT US

For any questions or comments, please contact us at [tradepro@socalgas.com](mailto:tradepro@socalgas.com)



The Calculated Incentive Program is funded by California utility customers and administered by Southern California Gas Company (SoCalGas®) under the auspices of the California Public Utilities Commission. Funds for programs described in this email, including any funds utilized for rebates or incentives, will be allocated on a first-come, first-served basis until such funds are no longer available. Programs may be modified or terminated without prior notice.

