

## 10 Steps To Improve Your Bottom Line



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Improve your bottom line by switching to environmentally friendly practices and policies, which promote resource efficiency and a healthy indoor environment in the workplace. A few smart choices can reduce your organization's utility bill, waste disposal costs, building maintenance expense, health insurance costs, and employee sick leave, while improving employee satisfaction and productivity, increasing your marketable brand image, and retaining or gaining green-minded consumers.

- ⊕ Energy applied to cooling and heating accounts for 40% of commercial building energy use
  with lighting, electronics and water heaters also contributing substantially.²
- ⊕ In 2007, Southern California Edison reported that the commercial, industrial and institutional sectors consumed a combined 68% of the total power in the City of Orange.³
- The average price of commercial and industrial electricity in California has increased by 52% and 58% respectively, since 1990.⁴

<sup>1</sup>Energy Information Administration (EIA), Emissions of Greenhouse Gases in the United States 2006. (November 2007). <sup>2</sup>The House Select Committee on Energy Independence and Global Warming, James E. Rannels, Technology Validation & Market Introduction DOE Building Technologies Program. (April 30, 2007). <sup>3</sup>Southern California Edison (SCE), City of Orange Electricity Use Report 2007. (October 2008). <sup>4</sup>Energy Information Administration (EIA), State Electricity Profiles 2006. (November 21, 2007). <sup>Logo TM</sup> ESRI® Business (2009).

## **Profitable Tips**

**Did you know?** – A small office space could prevent 500 pounds of CO<sub>2</sub> emissions a year just by adjusting the thermostat 2° lower in the winter and 2° higher in the summer.

**Transportation alternatives** – Provide incentives and employee facilities for carpooling, public transit and biking to work. Ensure company vehicles are well serviced. Upon replacing old vehicles, upgrade to low emissions alternatives. Always check for government incentive/rebate programs.

**Buy smart** – Revise your purchasing policies to favor greenminded products. For example, purchase office supplies that are recyclable and/or contain recycled content. Replace lamps with those that contain less than 80 pictograms of mercury per lumen hour of light output. Minimize the consumption of plastics, including Styrofoam, by providing reusable dishware.

Save the old fashioned way — Use less! Eliminate unnecessary product packaging for your end-product(s) and request less packaging from your suppliers.

**Recycle, recycle, recycle** – Institute a company-wide recycling and waste-reduction program. Be sure to provide employees with the necessary bins and equipment. If you have an abundance of manufacturing or supply waste, it may help to employ a service, which will help find a suitable end-user.

Is your business relocating? — Locate near public transportation and employee services to reduce vehicle trips. Consider a certified green building or contract for sustainable modifications prior to move-in, such as non-toxic carpets and carpet adhesives, zero-VOC paints, low-e windows, and water efficient fixtures and appliances. Simple solutions may include CFL light bulbs, motion sensing light switches, solar ventilation and window film. Smart choices will help improve employee health and reduce utility expense.

*Upgrade your building* – Research the potential cost-benefit of solar or wind power, efficient HVAC, solar water heaters, cool roof/siding technologies, water conscious landscaping and irrigation, and runoff catchment systems.

**Quick cash** – Real estate developers understand the value of time, which is why, beginning in July 2009, Orange offers "priority processing" for planning entitlement and building permits for new third-party certified green buildings in the City and for certain "green upgrades" to existing buildings. Your project will also receive public support through the new Hometown Heroes environmentally responsible recognition program. Contact the Community Development Department for more information (714) 744-7220.

Clean and green – Ensure that all cleaning practices employ eco-friendly, low toxicity products. When selecting healthier alternatives, look for products labeled as non-toxic, non-petroleum based, water-based, or those free of ammonia, phosphates, dyes or perfumes. Ideally, you should use those certified by the government or reliable third party as environmentally preferable.

Maintenance is key! – Fix leaky toilets, plumbing and faulty sprinklers right away, and establish an annual maintenance schedule for your equipment. Routine vent cleaning, filter replacement and tech-servicing will extend the life and improve the function of your capital investments.

## **Rebates and Other Incentives**

Take advantage of rebates and incentives when upgrading your equipment! Rebates may have limited funding and operate on a first come first serve basis. Please check with the rebate agency or utility service provider for the latest information and a full listing of industry specific programs. Always file rebate requests in a timely



Electric towers in Orange (2009).

Provider	Program	Rebate / Incentive
Southern California Edison www.sce.com/b-rs	Screw-in compact fluorescent lamps	Up to \$5 per lamp
	Hardwired fluorescent fixtures	Up to \$22.50 per fixture
	High-efficiency exit signs	\$27 per fixture
Sm. & Med. Businesses www.sce.com/ExpressEfficiency	Time clocks	\$36.00 per time clock
	Reflective window film	\$1.35 per square foot
	Packaged terminal air conditioners < 2 tons	\$100 per unit
	Demand Response Programs	Utility bill credits for interrupted service
www.sce.com/b-rs/small-medium/direct-install	Direct Install Programs for users with less	FREE energy saving analysis, FREE
	than 100kW monthly demand and not	installation of FREE energy saving products.
	corporately-owned national franchise	Limited to \$10,000 per site
Lg. Comm. or Inst. Building Owners www.sce-rcx.com	Retrocommissioning Program RCx	Save 5-20% energy cost
Metropolitan Water District – Save A	High efficiency toilets	\$100
Buck www.mwdsaveabuck.com/devices.php	High-efficiency, ultra low & zero water urinals	\$200-400
California Friendly Landscaping www.bewaterwise.com/home02.html	Developers gain rebates for installing water efficient fixtures and irrigation systems.	Up to \$2,500 per single-family home
South Coast Air Quality Management District www.aqmd.gov/aqmd/ funding.html	Air Quality Investment Program (Rule 2202)	Based upon a reduction in mobile emissions by providing alternative commute options for employees, updating vehicles and equipment, and improving practices.
	Carl Moyer Memorial Air Quality Standards	Monetary grants for cleaning-up heavy-duty
	Attainment Program	diesel engines more than regulation requires.



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## **Resources**

- Get a FREE non-residential energy audit from Southern California Edison to assess your organization's energy usage and cost, and review available incentives www.sce.com/business/energy-solutions/online-business-energy-survey.htm
- Edison's Energy Manager Cost analysis and other energy solutions for businesses. www.sce.com/business/energy-solutions/sce-energy-manager.htm
- Outdoor water audits (FREE) Get on the spot results in 30 minutes! Contact the Orange Water Division at (714) 288-2475 or email Tom Taulbee at ttaulbee@cityoforange.org to schedule an appointment.
- California Friendly Landscaping classes (FREE/Bilingual) Several, non-technical gardening classes offered on Saturdays. Learn about xeriscaping and drought tolerant methods. Call today (714) 744-5551.
- Metropolitan Water District of Southern California www.bewaterwise.com
- Find suppliers of low-VOC cleaning materials and supplies www.aqmd.gov/prdas/water.html
- Find certified suppliers of clean air solvents (CAS) www.aqmd.gov/rules/cas/prolist.html