



LA County Business Connect

Helping Business Thrive in LA County

Get Efficient this Year! Energy Saving Solutions for Your Business that Save you Money.

Are you looking for ways to cut costs in your energy use for such items as lighting, office equipment, machinery or refrigeration? Are you purchasing new equipment to upgrade or sustain your current operations? The LAEDC connects businesses located in Southern California Edison's (SCE) service delivery area to create cost-saving solutions where companies can **lower costs and receive valuable incentives**. The LAEDC Regional Economic Development (RED) Team gets on board with your goals, matching your goals with attainable solutions and partners in Los Angeles County (L.A. County).

SCE offers **money-saving energy management solutions** for your business:

ENERGY EFFICIENCY Express Solutions

These solutions are upgrades of existing equipment to more efficient options and are available to all business customers, regardless of size or energy use.

Get paid on a per-unit basis, **up to 100% of the project's cost** for qualified improvements.

Visit [here](#) to see the requirements. **If you are already an Edison customer you are automatically eligible to participate.**

Summer DISCOUNT PLAN

Earn valuable bill credits per unit when your business enrolls in the Summer Discount Plan (SDP). [Visit here for more information.](#)

On-Bill FINANCE

Energy projects do not need to cost a lot up front. Finance projects through the SCE On-Bill Financing program. [FIND OUT MORE HERE.](#)

Business Energy ADVISOR TOOL

Get 24/7 Access to Customized Energy-Saving Recommendations.

Looking for ways to make your business more energy efficient? Take advantage of the **Business Energy Advisor tool** by completing an on-line audit that will provide you with:

- Recommendations to help reduce your energy usage, customized for your business profile.
- Available incentives for lighting and equipment upgrades to help lower your operating costs.
- Your energy-use history, which identifies when and where your energy is being consumed.
- Your energy plan to track your short-term and long-term energy goals.

Start now at: <https://sce.energysavvy.com/business/>



The LA COUNTY Workforce Development Board (WDB) and the Los Angeles County Economic Development Corporation (LAEDC)

Partnering for business.

Welcome to our sixteenth issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WDB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees.
- Identify incentives and resources that can save you money.
- Assist with access to financing.
- Provide existing workers with new skills to help you compete.
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today, and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**

Five jobs were retained as part of a Regional Economic Development (RED) Team effort.*



All Ways Machining
11,036 square foot facility



Manufactured commercial parts

*Regional Economic Development (RED) Team effort.

Economic development partners involved in providing direct assistance and/or advisory to All Ways Machining:

- **America's Job Center of California** - Local office in Santa Fe Springs
- **LAEDC strategic business advisory**
- **CMTC (California Manufacturing Technology Consulting)** - California Manufacturers Advantage program
- **SCE**
- **Cerritos College**
- **City of Santa Fe Springs**
- **Santa Fe Springs Chamber**
- **Workers' Compensation and risk management expert**

Since 1997, All Ways Machining in Santa Fe Springs has been providing high quality precision machining with a strong commitment to customer service. In 2014 the company completed its two-phase expansion into 11,036 square feet, increasing its capacity to deliver fast, top line products to high volume customers.

Increased overhead created some budget issues and All Ways Machining turned to the LAEDC RED Team for assistance.

"All of the help that we received has made us a successful business again," says Lisa Botelho, president of All Ways Machining. "We learned about things that we never even knew existed!"

The RED Team consists of industry specialists and leaders brought together by the LAEDC and CSS that work to assist L.A. County companies in the many challenges of maintaining and growing a business.

Some ways the RED Team was able to assist included:

- SCE analysis and suggestion to change out several thousand square feet of warehouse lighting resulting in smaller monthly power bills.
- Marketing and guidance from the team gave All Ways Machining concrete direction on ways to grow their business.
- Expert professionals broke down complex situations into more attainable goals and action items.
- The team found the best ways to use limited funds and staff to maximize all of the resources and assistance available to use in L.A. County.

"I am very impressed with all that the RED Team has brought to the table. Through all of the services offered to us and the guidance we have received, it has made us grow as a business exponentially," relates Botelho following the completion of the process.

"We are better at marketing ourselves as a result. To have someone there to encourage you in the correct direction is huge!"

Lisa Botelho, President

All Ways Machining



Additional solutions that can make a big difference in your bottom line:

Energy Efficiency CUSTOMIZED SOLUTIONS

The solutions are uniquely designed to meet the needs of your business through tailored equipment upgrades. Upgrading to more efficient equipment may lower energy bills, and through the Customized Solutions program, companies can maximize potential savings and incentive payments based on energy savings over a 12-month period. Visit [here](#) for more information.

SAVINGS by Design

From building owner to design team incentives for planning and building green, energy efficient buildings, the planning starts early and the cost savings keep going. Visit [here](#) for more information.

Demand RESPONSE PROGRAMS

These programs help companies reduce energy consumption during hours of peak demand. This cost saving program reduces energy expenses and relieves pressure on the grid and the environment.

The benefits to your business include:

- Receiving discounted rates, incentives or bill credits for participation.
- Personalized consultation to identify solutions that are ideal for your business.
- Advance notification of DR events to mitigate the impact on your operations.
- Ability to enroll in more than one DR program at a time to earn incentives beyond those provided by a single program.

There are several opportunities to reduce energy costs, and you may enroll in more than one demand response program at a time. Click [here](#) for more details.

Solar REBATE

Reduce your carbon footprint while lowering your energy bill. If you are an SCE business customer and want to implement solar technologies and receive incentives, visit the FAQs page at the [SCE website](#).

Solar Thermal REBATE

As part of the California Solar Initiative Thermal Program you may receive rebates and tax credits for installing an eligible solar water heating system, which captures the warmth of the sun and transfers that heat to water.

Visit [here](#) for more information.

Business ENERGY GUIDE

More information will be here. [Click here to access the Guide.](#)

Energy Saving Solutions for Your Business. Visit SCE.com for more information.

CONNECT WITH US!

Put the LA County WDB and the LAEDC to work for you!
Call **888-4-LAEDC-1** Or visit LAEDC.org/business-assistance

