

## STATE OF CALIFORNIA LAUNCHES NEW SMALL BUSINESS FINANCING PROGRAM FOR ENERGY UPGRADES

Do you have customers who need extended terms to finance HVAC or other energy efficiency upgrades? Could you use a flexible energy-efficiency financing solution for your small business customers who don't qualify for On-Bill Financing?

The new Small Business Financing (SBF) program was created to provide attractive financing rates with quick approval turnaround times. The program, in limited launch with full launch scheduled for Fall 2019, is administered by the State of California in partnership with SoCalGas and the other investor-owned utilities. The SBF program provides private capital financing with flexible loan options to help your customers with:

- Equipment Leases and Equipment Finance Agreements
- Service Agreements
- Savings-Based Payment Agreements (Cash flow positive from Day 1)
- Loans

Learn more about the SBF program [here](#).

## ELECTRICITY ONLY OR RENEWABLE NATURAL GAS?

Two state agencies are currently holding hearings and conducting studies to determine the best way to eliminate the use of natural gas in California. Their intentions are good: They say switching to all electricity would help reduce the 9% of climate change emissions that come from using natural gas.

But there is another solution to addressing climate change that must be considered—**renewable natural gas** (RNG). RNG is good for the environment because it captures greenhouse gas emissions that come from food waste, landfills, dairy farms, wastewater, and the like.

If SoCalGas replaces 20% of its natural gas with RNG, it will reduce greenhouse gas emissions by the same amount as switching to using only electricity by 2030.

If your customers or you are in favor of having the choice to use natural gas and RNG instead of only electricity, consider emailing the Public Utilities Commission at [public.advisor@cpuc.ca.gov](mailto:public.advisor@cpuc.ca.gov) and expressing your opinions. You can also get updates on this issue from the Coalition for Balanced Energy Solutions at [www.c4bes.org](http://www.c4bes.org)



## TRADE PRO SPOTLIGHT: OMNI SOLUTIONS

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.

**OMNI Solutions** provides laundry cleaning and sanitization solutions and technologies to healthcare, hospitality, and commercial institutions. Among the company's customers is Buena Vista Care Center, a nursing home and rehabilitation center in Anaheim, CA.

After installing OMNI's LUX Advanced Oxidation Hydroxyl Laundry System, Buena Vista Care Center has saved approximately \$1,100 a month on its utility bills, which covers the cost of its monthly supply of laundry cleaning products. It additionally received an equipment rebate of over \$4,000 via the SoCalGas Trade Professional Program. Along with these cost savings, the center's staff has been thrilled with OMNI's attention to customer service, as well as the LUX system's disinfection capabilities. The facility's linens look, smell, and feel better than ever!



## CONTACT US

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