

BUSINESS PROGRAMS SUMMARY



We offer solutions for Xcel Energy electric business customers in a suite of energy conservation and energy management products that will help you increase your company's energy efficiency, reduce your operating costs and improve your bottom line. We'll put our energy expertise to work for you in your business.

We offer you cash rebates for purchasing and installing eligible energy-efficient equipment and mechanical system components. You'll reduce energy costs and lower upfront equipment costs as well as shorten payback periods. We also offer free consultation and recommissioning study funding.

For more information on our rebate programs, please contact your account manager or call our Business Solutions Center at **1-800-481-4700**, or look online at xcelenergy.com/rebates. Be sure to take a look at the application for qualifying options.

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing
Boiler Efficiency We offer cash rebates for replacing or upgrading your natural-gas-fired boiler. Colorado business customers on Xcel Energy's retail rates are eligible.	Colorado business customers on Xcel Energy's retail rates are eligible.	
	Non-condensing boilers >85% efficient	\$600 per MMBTUH
	Condensing boilers >92% efficient	\$2,500 per MMBTUH
	Modular burner controls >=5:1 turndown	25% of equipment cost up to \$5,000
	O2 trim controls	25% of equipment cost up to \$5,000
	Outdoor air reset controls	25% of equipment cost up to \$500
	Stack dampers	25% of equipment cost up to \$250
	Replacing failed steam traps	25% of equipment cost up to \$250 per trap
Cooling Efficiency We offer cash rebates for replacing or updating your cooling system using the latest cooling technology.	Packaged terminal air conditioners (PTAC)	\$50 per ton plus \$4/ton for greater efficiency
	Water-source heat pumps	\$50 per ton plus \$4/ton for greater efficiency
	Rooftop AC units	\$50 per ton plus \$4/ton for greater efficiency
	Condensing units	\$25 per ton plus \$4/ton for greater efficiency
	Split systems	\$25 per ton plus \$3/ton for greater efficiency
	Chillers-scroll or rotary screw	\$10 per ton plus \$3/ton for greater efficiency
	Chillers-centrifugal	\$12 per ton plus \$3/ton for greater efficiency
	Variable air volume (VAV) boxes	\$200 per box
	Cooling Towers	\$3 per ton
	Air-cooled chillers	\$8 per ton plus \$2/ton for greater efficiency
Compressed Air Efficiency Lower your energy costs by increasing efficiency in your compressed air system. We help fund studies that pinpoint leaks or waste and identify recommendations, paybacks, rebate opportunities and estimated energy savings. We also offer rebates for installing qualifying energy-saving equipment or making process changes that save energy.	Study funding for system diagnosis is based on compressor size:	
	Less than 50 hp	No study funding available
	50 - 99 hp	100% of study costs up to \$2,500*
	100+ hp	75% of study costs up to \$15,000*
		* Study funding requires that customers fix at least 50% of the air loss caused by the leaks and waste identified in the study.

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Compressed Air Efficiency (continued)	Prescriptive rebates	\$200 no loss air drains and \$4,500/VFD compressors between 10-49 hp. Use prescriptive application.
	Rebates for equipment upgrades or system improvements that result in lower energy use or higher production from your system. Use the Custom Efficiency application for equipment rebates. <i>Preapproval is required for study funding and for equipment rebates.</i>	Up to \$400 per kW saved Smaller compressors that are under the 50 horsepower requirement for study funding may still be eligible for an equipment rebate.
Commercial Real Estate Efficiency We offer bundled energy services, including study funding and rebate bonuses for implementing energy-saving recommendations.	Commercial real estate customers agree to implement recommendations resulting from our technical and financial building analysis. Projects qualify starting at 50,000 square feet.	Funding up to 75% of the study cost, maximum of \$25,000. Rebates plus up to 30% bonuses for implementing recommended energy-savings measures, maximum 75% of project cost.
Custom Efficiency We offer cash incentives for choosing energy-efficiency measures that exceed standard options but aren't covered under our standard energy conservation programs.	Any project that involves energy savings but is not included in our conservation programs. This can involve: <ul style="list-style-type: none"> • Replacing old, less efficient equipment with new, higher-efficiency equipment. • Purchasing new equipment that is more efficient than standard. • Improving efficiency of processes. <i>Preapproval is required.</i>	Rebates up to \$400 per kW saved Natural gas rebate of \$7 per dth (Xcel Energy natural gas customer)
Energy Analysis An energy assessment is an audit of your facility that helps identify ways you can save energy and qualify for rebates. A more in-depth engineering assistance study helps analyze building cooling systems, refrigeration, space or process heating, or helps recommend energy-saving Custom Efficiency projects.	Online energy assessment	FREE analysis tool located at xcelenergy.com (Get there by clicking on the Business tab, then Save Energy & Money, then the Online Energy Assessment link on the left-hand side.)
	On-site energy assessment	\$200 fee for buildings less than 25,000 sq. ft. and \$300 fee for buildings 25,000 sq. ft. and above.
	Engineering assistance studies	Xcel Energy will pay up to 75% of the cost of the study, not to exceed \$25,000. <i>Preapproval is required for studies.</i>
Business New Construction • Energy Design Assistance We offer free consultation, computer modeling and verification of measures for new buildings, additions and/or major renovations. Help towards LEED™ certification is available for select projects.	Xcel Energy Colorado electric business customers building a new building, adding an addition and/or completing major renovation are eligible to apply based on qualification for Energy Design Assistance. Projects qualify starting at 50,000 square feet and must be submitted early in design. <i>Preapproval is required.</i>	FREE design assistance plus custom incentives for energy conservation strategies.
Energy Management Systems We offer rebates for the purchase and installation of automated building controls that lower a facility's coincident demand during peak (workday) hours or provide energy savings during off-peak periods.	New energy management system (EMS) where none existed Replacing a non-functioning EMS Adding functionality to an existing EMS <i>Must complete application and project worksheet. Preapproval is required.</i>	Up to \$400 per kW of on-peak demand reduction (on-peak is 8 a.m. to 6 p.m., Monday through Friday) Natural Gas rebate of \$7 per dth (Xcel Energy natural gas customer) Up to \$0.08 per kWh of off-peak energy conservation (off-peak is 6 p.m. to 8 a.m. Monday through Friday, and Saturdays, Sundays and holidays)
Furnace Efficiency High-efficiency furnaces are eligible for rebates	New installation or retrofit	\$75 for 90% AFUE \$100 for 94% AFUE

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<p>Lighting Efficiency</p> <p>• New Construction</p> <p>We offer rebates for purchasing and installing energy-efficient lighting equipment in new construction facilities.</p>	<p>Low wattage 4-foot fluorescent T8 lamps (28 Watts or less)</p> <p>High-bay fluorescent T8s, T5HO and T8VHO with various total wattage per fixture</p> <p>Hardwired or screw-in compact fluorescent fixtures (CFL)</p> <p>Ceramic metal halide fixtures</p> <p>Pulse start metal halide fixtures</p> <p>Custom Efficiency</p>	<p>\$1.00 per lamp</p> <p>\$12 – \$50</p> <p>\$1.50 – \$8</p> <p>\$12 – \$25</p> <p>\$8 – \$18</p> <p>Custom Efficiency rebate amount is based on energy savings. <i>Preapproval is required.</i></p>
<p>Lighting Efficiency</p> <p>• Retrofit</p> <p>We offer rebates for purchasing and installing energy-efficient lighting equipment in an existing building retrofit</p>	<p>Fluorescent T8 lamps with electronic high-efficiency ballasts with a low ballast factor</p> <p>Low-wattage 4-foot fluorescent T8 lamps (28 watts or less)</p> <p>Fluorescent T5 lamps with electronic ballasts</p> <p>High-bay fluorescent fixture for T8, T5HO and T8HVO with various total wattage per fixture</p> <p>Hardwired or screw-in compact fluorescent fixtures (CFL)</p> <p>Industrial multi-CFL fixtures</p> <p>Metal halide & high pressure sodium fixtures</p> <p>Ceramic metal halide fixtures</p> <p>Pulse start metal halide fixtures</p> <p>LED exit signs</p> <p>Delamping</p> <p>Occupancy sensors and photocells</p> <p>Custom Efficiency</p>	<p>\$13 – \$22</p> <p>\$1.00 per lamp in addition to the standard rebate</p> <p>\$13</p> <p>\$85 – \$210</p> <p>\$3 – \$30</p> <p>\$45</p> <p>\$30 – \$45</p> <p>\$25 – \$75</p> <p>\$25 – \$140</p> <p>\$15</p> <p>\$12 – \$26</p> <p>\$30 – \$50</p> <p>Custom Efficiency rebate amount is based on energy savings. <i>Preapproval is required.</i></p>
<p>Lighting Efficiency</p> <p>• Redesign</p> <p>We offer funding to customers who complete a lighting redesign study of their current system. We also offer rebates to those who implement the recommended changes.</p>	<p>A Lighting Certified (LC), Certified Lighting Efficiency Professional (CLEP), or International Association of Lighting Designers member (IALD), must perform the study. The study provides a complete building-wide lighting system analysis for customers with overlit and/or mislit spaces and makes recommendations on the best approach to improving the design by reducing the existing light output while maintaining the proper lighting levels.</p>	<p>Xcel Energy will pay up to 50% of the cost of the study, not to exceed \$15,000. Xcel Energy provides incentives up to \$400/kW saved for implementation of recommended actions. <i>Preapproval required for studies.</i></p>
<p>Motor Efficiency</p> <p>• Motors</p> <p>Prescriptive rebates are available for new motors (where one never existed or burned out), or upgrading operating (working) motors. Incentives vary for NEMA Premium® and “Enhanced” – those that exceed NEMA Premium efficiency.</p> <p>Custom Efficiency rebates are available for motors that do not fit the prescriptive parameters.</p>	<p>Motors 1 – 500 hp that meet or exceed the NEMA Premium efficiency standards</p> <p>Motors > 500 hp, and that do not qualify under the prescriptive motor program offer, or whose hp size is not identified using NEMA hp categories</p>	<p>Rebate varies by motor type, hp and situation – new or upgrade. Range \$25 to \$13,500.</p> <p>Rebates are determined on case-by-case basis.</p> <p>Rebate amounts on equipment submitted through our Custom Efficiency program vary based on energy savings. <i>Preapproval is required.</i></p>

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<p>Motor Efficiency</p> <p>• Drive Efficiency</p> <p>Prescriptive rebates are available for variable frequency or adjustable speed drives.</p> <p>Custom Efficiency rebates are available for drives that do not fit the prescriptive parameters.</p>	<p>For drives placed on 1-hp - 200-hp sized motors that are used on fan and pump systems, and that have a minimum annual operational hours of 3,000.</p> <p>Rebates for drive equipment not mentioned above, or that is greater than 200 hp in size, or that operates less than 3,000 hours annually.</p>	<p>Rebate varies by hp with a range of \$400 to \$8,000.</p> <p>Rebates are determined on case-by-case basis.</p> <p><i>Preapproval is required.</i></p>
<p>Process Efficiency</p> <p>We work with large industrial customers to identify opportunities and design a 3- to 5-year energy management plan.</p>	<p>Projects conserving a minimum of 2 GWh or 8,000 MCF</p>	<p>Customized support proposal including rebates, studies and training</p>
<p>Recommissioning</p> <p>Reduce your energy costs by improving the efficiency of your building's existing mechanical systems and controls with low- or no-cost adjustments.</p>	<p>Study funding for buildings 50,000 square feet and above</p> <p>Additional incentives for implementing recommissioning measures.</p> <p><i>Preapproval is required.</i></p>	<p>Study funding: Xcel Energy will pay up to 75% of the cost of a recommissioning study, not to exceed \$ 25,000.</p> <p>Implementation rebate: Xcel Energy will pay up to \$200/kW or \$0.08/kWh, whichever is higher, and an additional \$7/dekatherm for our natural gas sales customers.</p>
<p>• Refrigeration Recommissioning</p> <p>Refrigeration recommissioning is designed to assist customers in tuning up their existing commercial refrigeration system to make sure it's operating correctly and to rectify deficiencies immediately during their investigation.</p>	<p>Rebates for system tune-ups; available to grocery stores, large warehouse grocery outlets and convenience stores.</p>	<p>We offer an investigation rebate based on your high and low temperature case design loads.</p>
<p>Self Direct</p> <p>Customer performs the majority of design, engineering, measurement, verification and reporting of the project.</p>	<p>Xcel Energy electric customers that have a combined facilities peak load of at least 2 MW and annual energy usage of at least 10 GWh.</p>	<p>Xcel Energy pays up to \$525 per kW or \$0.10 per kWh.</p>
<p>Standard Offer</p> <p>We rebate investment-grade energy audits and rebate conservation measures based on metered results.</p>	<p>Conservation measures bundled to provide significant energy use reduction.</p> <p><i>Requires preapproval.</i></p>	<p>50% of the cost of a technical audit</p> <p>\$250/kW reduced and \$0.05/kWh conserved</p> <p>\$7/dkt</p> <p>Rebates adjusted annually to reflect actual savings.</p>