

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.

Through *ConservationWise from Xcel EnergySM* 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.

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing																		
<p>Cooling Efficiency</p> <p>We offer cash rebates for replacing or updating your cooling system using the latest cooling technology.</p>	<table border="1"> <tr> <td data-bbox="539 625 1088 705">Packaged terminal air conditioners (PTAC)</td> <td data-bbox="1107 625 1520 705">\$50.00 per ton plus \$4/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 705 1088 785">Water-source heat pumps</td> <td data-bbox="1107 705 1520 785">\$50.00 per ton plus \$4/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 785 1088 865">Rooftop AC units</td> <td data-bbox="1107 785 1520 865">\$50.00 per ton plus \$4/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 865 1088 945">Condensing units</td> <td data-bbox="1107 865 1520 945">\$25.00 per ton plus \$4/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 945 1088 1024">Split systems</td> <td data-bbox="1107 945 1520 1024">\$25.00 per ton plus \$3/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 1024 1088 1104">Variable air volume (VAV) boxes</td> <td data-bbox="1107 1024 1520 1104">\$200 per box</td> </tr> <tr> <td data-bbox="539 1104 1088 1184">Cooling towers</td> <td data-bbox="1107 1104 1520 1184">\$3/ton</td> </tr> <tr> <td data-bbox="539 1184 1088 1262">Chillers-scroll or rotary screw</td> <td data-bbox="1107 1184 1520 1262">\$10 per ton plus \$3/ton for greater efficiency</td> </tr> <tr> <td data-bbox="539 1262 1088 1341">Chillers-centrifugal</td> <td data-bbox="1107 1262 1520 1341">\$12 per ton plus \$3/ton for greater efficiency</td> </tr> </table>	Packaged terminal air conditioners (PTAC)	\$50.00 per ton plus \$4/ton for greater efficiency	Water-source heat pumps	\$50.00 per ton plus \$4/ton for greater efficiency	Rooftop AC units	\$50.00 per ton plus \$4/ton for greater efficiency	Condensing units	\$25.00 per ton plus \$4/ton for greater efficiency	Split systems	\$25.00 per ton plus \$3/ton for greater efficiency	Variable air volume (VAV) boxes	\$200 per box	Cooling towers	\$3/ton	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	
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<p>Compressed Air Efficiency</p> <p>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.</p>	<p>Study funding for system diagnosis is based on compressor size:</p> <table border="1"> <tr> <td data-bbox="539 1262 1088 1341">Less than 50 hp</td> <td data-bbox="1107 1262 1520 1341">No study funding available</td> </tr> <tr> <td data-bbox="539 1341 1088 1421">50 - 99 hp</td> <td data-bbox="1107 1341 1520 1421">100% of study costs up to \$2,500*</td> </tr> <tr> <td data-bbox="539 1421 1088 1501">100+ hp</td> <td data-bbox="1107 1421 1520 1501">75% of study costs up to \$15,000*</td> </tr> </table> <p>* Study funding requires that customers fix at least 50% of the air loss caused by the leaks and waste identified in the study.</p> <p>Rebates for equipment upgrades or system improvements that result in lower energy use or higher production from your system.</p> <p>Use the Custom Efficiency application for equipment rebates.</p> <p><i>Preapproval is required for study funding and for equipment rebates. Smaller compressors that are under the 50 horsepower requirement for study funding may still be eligible for an equipment rebate.</i></p>	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*	<p>Up to \$200 per kW saved</p>												
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<p>Custom Efficiency</p> <p>We offer cash incentives for choosing energy-efficiency measures that exceed standard options but aren't covered under our standard energy conservation programs.</p>	<p>Any project that involves energy savings but is not included in our conservation programs. This can involve:</p> <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. <p><i>Preapproval is required.</i></p>	<p>Rebates up to \$200 per kW saved</p>
<p>Energy Analysis</p> <p>An energy assessment is an audit of your facility that helps identify ways you can save energy and qualify for rebates.</p> <p>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.</p>	<p>On-site energy assessment</p> <hr/> <p>Online energy assessment</p> <hr/> <p>Engineering assistance studies</p>	<p>Customers pay 50% of the cost of the on-site audit and will receive a written report of energy-saving measures.</p> <hr/> <p>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.)</p> <hr/> <p>Xcel Energy will pay up to 50% of the cost of the study, not to exceed \$15,000. <i>Preapproval is required for studies.</i></p>
<p>Energy Design Assistance</p> <p>We offer free consultation, computer modeling and verification of measures for new buildings, additions and/or major renovations.</p>	<p>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.</p> <p>Projects qualify starting at 50,000 square feet (includes housing projects with at least 50,000 square feet of commercial/retail space).</p> <p>Entirely-residential-housing projects qualify starting at 150,000 square feet (not including garage).</p> <p><i>Preapproval is required.</i></p>	<p>FREE design assistance plus custom incentives for energy conservation strategies.</p>

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<p>Energy Management Systems</p> <p>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.</p>	<p>New energy management system (EMS) where none existed</p> <p>Replacing a non-functioning EMS</p> <p>Adding functionality to an existing EMS</p> <p><i>Must complete application and project worksheet. Preapproval is required.</i></p>	<p>Up to \$400 per kW of on-peak demand reduction (on-peak is 8 a.m. to 6 p.m., Monday through Friday)</p> <p>Up to \$0.525 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)</p>
<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>Fluorescent Super T8 lamps with electronic ballasts</p> <p>Fluorescent T5 lamps with electronic ballasts</p> <p>High-bay fluorescent 6- or 8-lamp T8s and 4-lamp T5 HOs with electronic ballasts</p> <p>Hardwired or modular compact fluorescent fixtures (CFL)</p> <p>Metal halide & high pressure sodium fixtures (150W or less)</p> <p>Pulse start metal halide fixtures</p>	<p>\$1.75 - \$2.25</p> <p>\$2 - \$2.50</p> <p>\$12</p> <p>\$3 - \$8</p> <p>\$6</p> <p>\$6 - \$18</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 ballasts</p> <p>Low-wattage 4-foot fluorescent T8 lamps (28 watts or less)</p> <p>Premium efficiency electronic ballasts</p> <p>Fluorescent Super T8 lamps with electronic ballasts</p> <p>Fluorescent T5 lamps with electronic ballasts</p> <p>High-bay fluorescent 6- or 8-lamp T8s and 4-lamp T5 HOs with electronic ballasts</p> <p>Hardwired or modular compact fluorescent fixtures (CFL)</p> <p>Industrial multi-CFL fixtures</p> <p>Metal halide & high pressure sodium fixtures</p> <p>Pulse start metal halide fixtures</p> <p>High-bay T8, T5 and T5HO</p> <p>Occupancy sensors and photocells</p> <p>LED exit signs</p> <p>Delamping</p>	<p>\$5 - \$9</p> <p>\$0.50 per lamp in addition to the standard rebate</p> <p>\$1.50 per ballast in addition to the standard rebate</p> <p>\$10 - \$18</p> <p>\$5 - \$16</p> <p>\$75</p> <p>\$8 - \$24</p> <p>\$25</p> <p>\$17 - \$45</p> <p>\$25 - \$65</p> <p>\$40 - \$125</p> <p>\$12 - \$36</p> <p>\$6</p> <p>\$8</p>

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<p>Motor Efficiency</p> <p>• Motors</p> <p>We offer cash rebates for purchasing and installing NEMA Premium™ efficiency motors in new and existing facilities. NEMA Premium Motors can help you reduce downtime, maintenance and labor costs.</p>	<p>New motors must meet or exceed the NEMA Premium™ efficiency standards. Motors must be from 1-200 HP and meet the following features:</p> <ul style="list-style-type: none"> • AC Polyphase induction motors • Squirrel cage rotor design • NEMA design B torque characteristic • Synchronous speed of 3600, 1800 or 1200 RPM <p>Motors over 200 HP may be eligible for rebates through our Custom Efficiency program.</p>	<p>Rebates range from \$10-\$600 per motor, depending on HP, motor RPM and nominal efficiency rating.</p> <p>Rebate amounts on equipment submitted through our Custom Efficiency program vary based on energy savings. <i>Preapproval is required.</i></p>
<p>Motor Efficiency</p> <p>• Variable Frequency Drives (VFDs)</p> <p>VFDs can save energy, extend equipment life, improve quality control and earn cash rebates.</p>	<p>Cash Rebates for VFDs (1 hp - 200 hp)</p> <p>VFDs over 200 HP may be eligible for rebates through our Custom Efficiency program.</p>	<p>\$30/hp</p> <p>Rebate amounts on equipment submitted through our Custom Efficiency program vary based on energy savings. <i>Preapproval is required.</i></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>Xcel Energy will pay up to 50% of the cost of a recommissioning study, not to exceed \$15,000. Customized incentives are also available for implementation of recommended recommissioning measures that reduce peak kW and/or kWh.</p>



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