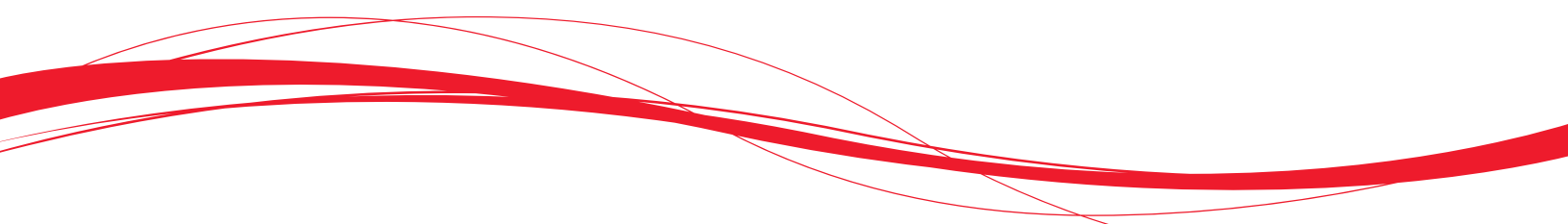




PARTNERS IN ENERGY

AN XCEL ENERGY COMMUNITY PARTNERSHIP

ENERGY ACTION
PLANNING
AT A GLANCE



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Together, We're on an Energy Mission

Dear Community Organizers,

We're pleased to be able to support your community as a Partner in Energy. Today there are more energy choices than ever before, making it the right time to consciously think about the role energy does and should play in your community. By thinking about it strategically, energy can be a resource in keeping your community an attractive place to work and live.

Through Partners in Energy, we'll supply the tools and framework for your community to create an Energy Action Plan. The content will be driven by members of your community and will reflect the unique nature and context of your community relative to energy moving forward. We'll work together to identify and incorporate a prioritized mix of programs and offerings to engage your residents and local businesses. Together, we will work to achieve the energy goals you identify.

Coach Vince Lombardi said it best ...

"Individual commitment to a group effort—that is what makes a team work, a company work, a society work, a civilization work."

We are enthusiastic about this opportunity and look forward to supporting you as we put this process into motion.

Warmest Regards,



Laura McCarten
Regional Vice President
NSP-Minnesota

Introduction

Congratulations on joining Xcel Energy as a Partner in Energy community! This is a unique opportunity and we are committed to being your energy partner through the next two years and beyond, as you develop and implement your Energy Action Plan. Your role as a Community Lead is to represent the interests, needs and beliefs of the residents and businesses affected by the outcomes of this plan. Our role is to listen, inform you about your baseline use and the many ways energy is used in your community. Together, we will roll up our sleeves to implement your plan so you can achieve your community's energy goals.

This planning guide is intended to offer a view of the Partners in Energy planning process, which is the first six months of your two-year commitment. At the end of the planning process, your community will have developed an Energy Action Plan that will outline strategies to be implemented in the subsequent 18 months and beyond. Throughout implementation of your plan, we will continue to support you and your community by offering guidance and resources needed to roll out your strategies.

Partners in Energy Planning Deliverables

Your community has made the commitment to participate in this unique offering and go the extra mile for a robust energy program. In return, you'll receive support from our team of experts in planning and executing energy programs tailored to the unique needs of your community.

No two communities are alike and we want to work with you in a way that meets your community's needs and incorporates local perspectives—where you are now and where you want to be in the future when it comes to energy.

Your community will receive tools and technical assistance to help you identify priorities and common goals, and develop a plan. You will work together to develop strategies that leverage existing and new opportunities in your community that positively affect residents, businesses, local government operations, or other sectors of the community. One of the main objectives of Partners in Energy is to link communities such as yours with the full suite of incentives, expertise, programs and rebates available from Xcel Energy in a fashion that will most effectively help achieve community energy goals. We also hope to help you identify other resources within your community to drive progress toward your goals.

We have developed a suite of resources to help you develop your Energy Action Plan:

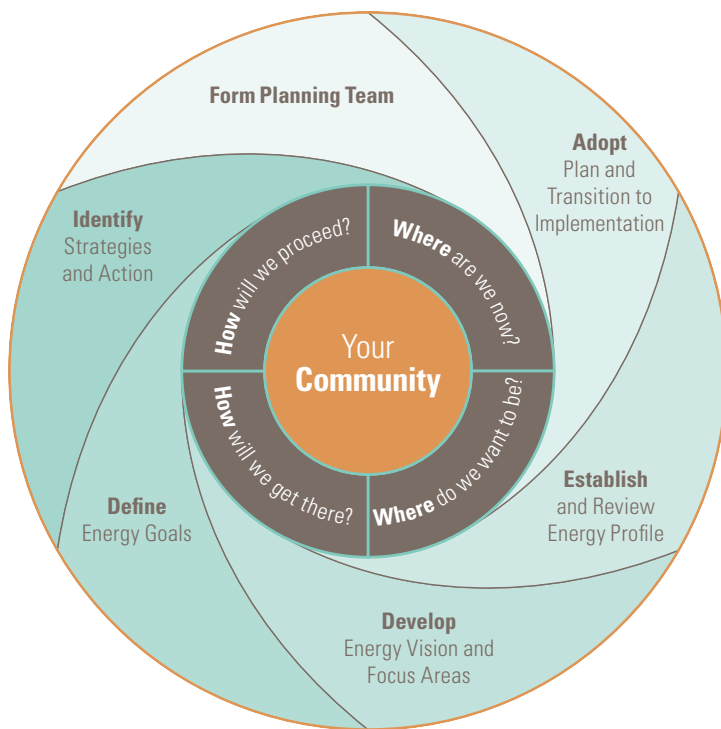
- Assistance in identifying appropriate community members to engage in the planning process
- A community-specific profile provided by Xcel Energy (electricity and/or natural gas data depending on your service area) to set your performance baseline, identify the market mix in your community, and help define opportunities to help you achieve your goals
- A timeline within which to develop and implement your Energy Action Plan so that you can actually see progress in the next two years
- Facilitation and planning support throughout the process to help you identify priority areas, goals, strategies and implementation tactics
- A peer-to-peer "Exchange" forum with other Partners in Energy communities. It will include helpful webinars that will bolster your planning process and help as you move through implementation
- Support to develop your Energy Action Plan document
- Transition management and implementation support beyond planning

Benefits to Your Community

As you engage your planning team of community members, questions may arise about why your community is developing an Energy Action Plan. When they do, keep the following points in mind:

- Your community will be joining the ranks of hundreds of small, medium and large communities nationwide that are reaping the benefits of energy planning—from saving energy and money to other community-based benefits, such as attracting and retaining businesses and reducing greenhouse gas emissions.
- Energy planning could help you identify energy and cost-saving opportunities for your community's residents, businesses and organizations by linking them to incentives, programs and rebates offered by Xcel Energy, as well as other programs in your community.
- Outcomes that will benefit your community may include the following:
 - Identifying and leveraging public and private partnerships to achieve goals.

- Completing projects that save money, reduce greenhouse gas emissions, and enable a more robust and vibrant local economy.
- Identifying additional funding sources for energy efficiency, renewables and conservation—local, state and federal.
- You will develop a replicable planning framework your community can use to tackle other sustainability initiatives, such as transportation, water, air quality or local food production.
- You will be helping redirect dollars saved by your residents and businesses from energy efficiency into greater local consumer spending in your community.
- You will be able to share with and learn from other communities involved in the same process.



Process and Timeline

We understand and appreciate that your planning team may work through the process in a step-wise manner, or may choose to address all the objectives early on and loop through them with more detail and substance as workshops progress. Either way, your planning team comes away with a good idea of your community energy picture—your current energy usage and vision for the future. You will be armed with the tools to develop a roadmap for how to get there, and practical and actionable steps for implementation.

We anticipate the planning process will take about six months from the time you identify and convene your planning team to the time you have a documented plan in hand. During plan development and into implementation, you will have the opportunity to participate in relevant peer-to-peer connections with other participating communities to share your progress, questions, and learn from their efforts. Once your Energy Action Plan is ready to launch, your Xcel Energy team will continue to work with you and the other partners identified in your plan to implement the strategies identified to achieve your goals.

What You Will Need to be Successful

Before you begin the planning process, it is important to understand the basic commitments, roles and expectations for the community leader, planning team members, and your Xcel Energy partners.

Community Commitment

Demonstrated commitment from and engagement of your community leadership is key to successful outcomes—all the way through planning and implementation. In fact, their help will be critical in making the plan viable. They can stay plugged in by participating on the planning team or by getting regular updates. To this end, you should plan to share progress with your entire community as you move through the process using a website or other public medium that can be updated regularly.

Commitment from both your community and Xcel Energy will be formalized through a Memorandum of Understanding. This will outline expectations for both the community and Xcel Energy through the planning phase of the program. A similar document will be drafted once your plan is complete and we get ready to tackle implementation. It will incorporate the specific goals for your community and the resources Xcel Energy expects to provide to help achieve these goals.

Community Lead

To oversee the process and provide Xcel Energy with a point of contact, you will need to designate a Community Lead that will champion the process on behalf of your community. This guide has been developed to support your designated Community Lead through the planning phase.

As the Community Lead, you will be responsible for serving as the liaison and coordinator among your community participants. In collaboration with Xcel Energy representatives, you will facilitate

planning by identifying and obtaining resources that will contribute to a successful process. The Community Lead is not expected to be an experienced planner or energy expert, but rather someone who can be responsible for moving the community forward. The Xcel Energy planning team has the resources and flexibility to support you with planning and energy expertise.

Overall, the Community Lead should anticipate spending up to 100 hours during the six-month planning process. This time will likely include the following activities:

- Selecting and engaging a planning team
- Gathering community data to enhance your community baseline
- Preparing for and attending planning workshops
- Keeping work moving between workshops
- Reviewing the plan document
- Helping craft a communications plan to get your community started with implementation

The role of Community Lead also will continue after your Energy Action Plan is complete. Whether it is the same individual or someone new, it will be important to maintain a focal point for communication and coordination with the community and your Xcel Energy team as you begin to implement your plan. If your community has the ability to identify an incremental part-time resource for this role, it may be possible for Xcel Energy to help you support the position.

Planning Team Members

You will want to recruit a cross section of community members to be part of your planning team, from business owners to key municipal staff to local grassroots organizations to large sector representatives. The idea is to assemble a group that is diverse enough to represent your community and engaged enough to help you get things done after planning.

Xcel Energy Support

The Xcel Energy planning team will support the process by analyzing and presenting community data, facilitating planning workshops, aligning community needs with utility programs, and compiling and drafting the Energy Action Plan—all based on direction from the community planning team. This plan will document focus areas, goals, strategies and projected outcomes as well as an activity timeline for implementation. This timeline will be what is used to track your community's progress once we start the work of implementing the plan.



Planning Team

Your Energy Action Plan needs to reflect the vision and needs of your community. Having diverse representation from across your community is necessary to develop a credible and actionable plan. Additionally, a varied group of planning team members may be able to help you leverage broader resources to support implementation.

Your planning team members will be asked to participate in four to five planning workshops during the six-month planning phase. They will also need to set aside some time between workshops to review materials and prepare for the next workshop. You should aim for a group of 10 to 20 individuals with varied expertise. The group also could be an extension of an existing committee or commission already in existence.

Invite managers of operations relevant to community sustainability, people with the ability to authorize and implement community-based strategies, community change agents, and recognized leaders on the basis of the following:

- Relevance to plan
 - Electric utility (Xcel Energy)
 - Natural gas utilities (Xcel Energy or other)
 - Water utilities
- Ability to authorize and implement community-based strategies
 - Energy efficiency contractors
 - USGBC local chapter or other green-building guilds or groups

- Workforce and educational providers
- Community change agents
- Faith-based organizations
- Civic leaders in general—or look to existing relevant citizen advisory boards for subject matter liaisons
- Neighborhood groups
- Chamber members
- City staff
 - Community development
 - Economic development
 - Land use planning
 - Environmental staff
- Larger sources of emissions
 - Hospitals
 - University and community colleges
 - K-12 energy managers
 - Other major employers
- Expertise
 - Energy policy, advocacy or technical experts
 - Regional and state partners that you may already work with

No matter the ultimate composition of your planning team, having a range of views creates a stronger plan with better buy-in.

Key points of discussion before the first workshop starts will include the following:

- Desired outcomes of the process
- What the plan is—and isn't
- Team member role as an advisor
 - Participate in a facilitated process to create the community Energy Action Plan
 - Attend approximately four to five workshops (15 to 20 hours) over six months
 - May involve sidebar calls and/or strategy development sub-groups—all voluntary roles
 - Provide technical expertise/oversight to ensure the accuracy, relevance, and credibility of the plan
 - Represent their organization's views, plans and practices relative to sustainability

- Serve as an ambassador in the community more broadly
- Wear their citizen hat
- Expected commitment and anticipated schedule

Community Profile

Your Xcel Energy team will work with you to develop a community profile that identifies the amount of energy your community purchases, by fuel source, from Xcel Energy, a breakout by segment (residential, commercial, industrial) of your community, and an overlay of energy use for each segment. We also will provide compiled information on historic program participation we have on file for the customers in your community. The level of detail and segmentation provided will be governed by data privacy guidelines. If additional data is available for your community from other sources, we will work together to identify it early in the kick-off process. This will allow time to fully integrate it into the community profile.

You will also want to identify your community's existing energy-related documents and goals, as well as other current energy practices, such as green building codes, home weatherization programs, building challenges, etc.

Energy Vision and Focus Areas

A clearly articulated, transparent, and shared vision of your community's energy future sets the direction for subsequent decisions about focus areas, goals, and strategies for achieving those goals. Some communities will build on an established broader vision reflecting a long-term community plan or previous sustainability work that might serve as a framework for a more energy-specific vision. Others may craft a completely fresh vision solely for the Energy Action Plan.

In order to organize and prioritize your plan in a way that best meets the objectives of your community, you will need to determine focus areas (or broad categories) under which goals and strategies for your plan will be organized. You will want to look at your vision and the profile of your community to best align with actionable opportunities and needs.

Keep in mind that sometimes less is better—fewer focus areas to start may make your efforts more manageable. It also will be important to look at other existing planning frameworks in your community that might help inform or align efforts.

Example Plan Focus Areas

- Residential energy efficiency
- Business energy efficiency
- New construction
- Existing buildings
- Local government
- Renewables
- Community solar gardens
- Electric vs. natural gas
- Economic development
- Target corridors
- Technologies

Energy Goals

Your planning team will brainstorm specific goals, or targets, for each focus area identified. At the outset, you'll just be thinking about the goals, not necessarily how you will achieve them. For example, "How much do we want to increase renewables in the energy serving our commercial market?" or "How far can we lower energy bills for a certain neighborhood?" Or, "To what extent can we increase energy efficiency in new construction?" For developing goals, it is sometimes helpful to break out your planning team members into focus area sub-groups in order to accelerate the brainstorming process and then reconvene the group as a whole with sub-groups reporting back on their ideas. Whichever facilitation tactics you choose, at the end of the brainstorming session you should have generated several goals that address your focus areas.

This planning process is intended to support and prompt goal development that is data driven and that vertically integrates top-down aspirations with bottom-up strategies. How your community chooses to structure and organize goals is up to you.

Regardless of how you structure and organize goals, it will be helpful to define the horizon for your Energy Action Plan so that your goals make sense for your community. You'll want to have some targets that are achievable in the two-year timeframe of support provided by Xcel Energy. These could be milestones to a long-term goal that extends beyond the current Partners in Energy commitment.

Sample Focus Areas	Sample Goals
Residential	Increase utility program participation for residential energy efficiency by 10% by 2017.
Commercial	Reduce small business electric consumption by 3% by 2017.
Education	Provide energy efficiency information/education to 500 residents by 2017.
Municipal Operations	Retrofit one or two city buildings with the latest in high-efficiency lighting technologies in 2016.
Renewables	Install a community solar garden to offer centralized, shared solar energy for multiple subscribers by 2018.

Goals are most valuable if they are easy to communicate and clear to follow.

- **Specific** – Ensure goals are clear and have enough detail. For example: "Reduce energy use, both electric and gas, in Smallville's municipal buildings by 20% over 2013 levels by January 1, 2016."
- **Measurable** – Ensure there is a way to assess whether the goal has been met. Our example goal, "Reduce energy use, both electric and gas, in Smallville's municipal buildings by 20% over 2013 levels by January 1, 2016," lends itself to energy metrics (kWh, DTH) and has a timeframe. Depending on the appetite of your community, both electric and natural gas consumption could be converted to BTUs and progress for both fuels could contribute to the same metric.
- **Attainable** – Establish goals that are a stretch to achieve, but be sure they are feasible—not unrealistic or unachievable.
- **Relevant** – Make sure that goals are in line with, and will provide progress toward, the community's vision.
- **Time-bound** – You will want to create short-term goals to attain within your two-year Partners in Energy timeframe to earn your bonus for reaching your goals. But don't feel limited—this is a great opportunity to develop long-term goals to work toward beyond two years.

Strategies and Actions

Once you've figured out where it is you want to go by setting goals, you need to identify the best path to get there. It's important to identify strategies for all your goals, prioritize them, and set a clear path for implementing them.

How many strategies your community chooses will be up to you, but you'll want to balance the desire to do it all at once with the practicalities of resources and time needed to implement the strategies. Remember that the intent is for your plan to be a living document, so you might pick a few top strategies to implement in the first year, with additional strategies to come in future years. Xcel Energy resources will be available to support your efforts for a full 18 months. Some sample strategy ideas are listed below:

- Building recommissioning of targeted building sectors (municipal buildings, schools, etc.)
- New construction design assistance tools
- Small business outreach and education
- Residential solar energy promotion
- Home energy performance improvements
- Community energy revolving fund for renewables and/or energy efficiency
- Corridor outreach and development
- Building or neighborhood challenges

Where possible, Xcel Energy will help model possible tactics or bundles of tactics within your strategies, help quantify potential outcomes and assist in aligning greatest opportunities with greatest resources. Once you have identified strategies for achieving your goals, it is important to document them and to identify operational responsibility for them, develop implementation steps and timelines, consider the costs and benefits, identify partners or resources, and assign metrics for tracking progress.

A structure for organizing and implementing each strategy might include the following information:

- Strategy description
- Costs, benefits, and contribution to plan goals
- Responsible parties
- Implementation steps

- Timeline
- Funding
- Resources
- Partners
- Metrics

Sample Outreach and Targets and Tactics		
Municipalities	<ul style="list-style-type: none"> • Government staff • Schools • Libraries 	Email from you or your public works managers
		Employee outreach
		All-hands meetings
		Kickoff celebrations
		Lunch 'n' learns
		Energy contests and awards
Businesses	<ul style="list-style-type: none"> • Retailers • Industrial • Large commercial • Healthcare • Colleges 	Email from your mayor
		Awareness events such as business association lunch 'n' learns
		Monthly email or direct mail
		Internal website, lunch 'n' learns, other onsite promotions, green business rewards
		Energy contests and awards
Residences	<ul style="list-style-type: none"> • Homeowners • Renters 	Letter from your mayor
		Quarterly newsletters—results, tips, updates, etc.
		Monthly emails or direct mails
		Awareness events or picnics
		Social media networking
		Education fairs

Your Energy Action Plan Document

Once the components of your plan are identified and vetted with your planning team, you and your Xcel Energy team will draft an Energy Action Plan that reflects your community, the planning process, and outcomes in a way that can be clearly understood by readers and easily replicated by those who will be involved in updating the plan. They will coordinate with you for review and revision so that it is a plan you can be proud of.

Major components of the plan will include the following:

- **Overview/summary**
 - Purpose of the plan
 - Community team acknowledgement
 - Summary of outcomes
- **Community background information**
 - Demographics
 - Major employers
 - Baseline energy data
 - Other key facts and figures
- **Your community's vision for energy**
 - Your community's role in making that vision a reality
 - Barriers to achievement
- **Goals for your community**
 - Short term (zero to two years)
 - Longer term (beyond two years)
- **Focus areas**
 - What are they?
 - Why did you choose them?
 - Why other key areas were not selected
- **Strategies to reach your goals**
 - How will you reach your goals?
 - Who will be responsible?
 - What are the resources available to help?
- **Monitoring and tracking**
 - How long will it take?
 - How will you measure success?
 - What will be done to communicate progress?

This document will belong to your community. We hope you will share it publicly as a way to be accountable to your community and as an example for other communities to follow. Although it will be the foundation for any decisions made regarding the implementation work to be completed over the next 18 months, it should be considered a dynamic document that is revisited and updated on a regular (annual) basis as you achieve goals and set new ones.

Transition to Implementation

When you have your Energy Action Plan completed, your roadmap of strategies will be ready to implement. While your community will determine the best overall course of action, Xcel Energy will be a continuing resource and partner.

Based on the goals and strategies identified in your plan, your Xcel Energy team will determine what resources we can provide to support implementation and will work with you develop an Implementation Memorandum of Understanding that outlines expectations and resources from Xcel Energy and your community. If appropriate, it will define an incentive that Xcel Energy will provide once you hit your goals in recognition of your community's commitment to its energy future.

For implementation, your Community Lead will need support to put the plan into action, so you will want to keep your decision makers and community team engaged in your implementation progress and update them through regular meetings or check-ins.

You also will want to report on your progress to your community, civic leaders, and elected officials to show progress and demonstrate the tangible benefits that have resulted from the work done. Your Xcel Energy team will work with you to provide updates and tools for communicating results.

Don't be afraid to ask for help. If an issue or opportunity arises that wasn't identified as the plan was created, there may be a need to make adjustments. We want to work with you to have the greatest impact possible, so don't be shy about bringing your Xcel Energy team in to talk about possible changes.

Xcel Energy Implementation Resources

Project
Management

Communication
Assistance and
Resources

Tracking and
Measurement

Celebration and
Recognition
of Successes

Appendix — Resources

Minnesota Residential Studies, Audits and Services				
Efficiency Type	Deliverable	Description	Gas or Electric	Study Rebate Service
Billing and Payment	My Account with eBill	My Account is Xcel Energy's online account management service that provides customers with a personalized summary of their account. Features include eBill, eBill payment, usage history, account info, product/program offers, energy efficiency info, and the customer preference center.	E G	Service
Fuel Conversions	Switch from propane or fuel oil to natural gas	Convert your primary fuel in your home and save. Potential construction charge for distances from distribution gas line greater than 75 ft and one-time account set-up charge.	G (in area)	Service
Home Audits	Home Energy Savings Program	After an in-home evaluation, qualifying residents may be eligible for services and equipment that include CFL bulb upgrades, insulation and weather stripping, appliance replacements and other equipment and appliances,	E G	Service
	Low-Cost Home Energy Audits	Home Walkthrough – Whole-house visual inspection and basic energy bill analysis for \$30. Standard Audit – Home Walkthrough plus blower door test for \$60. Standard audit with Infrared – Standard Audit plus an infrared camera scan for \$100 (where available).	E G	Audits
Home Services	Home Energy Squad®	Low-cost service to provide and install efficient items such as compact fluorescent light bulbs, programmable thermostats, weather stripping and more. Must have natural gas service from Xcel Energy or CenterPoint Energy (\$70).	E G (CenterPoint Energy gas)	Service
	Home Performance with ENERGY STAR®	By installing multiple measures after a \$60 energy audit, natural gas customers are eligible for cash rebates.	E G	Audits
	Saver's Switch®	During peak air conditioning use days, participating residents can save 15% off of their electric energy use June through September by allowing a lowering of energy use from their AC units.	E G	Services Rebates
New Home Construction	ENERGY STAR Homes	Free home performance testing, inspections and consulting services to help meet the ENERGY STAR guidelines set by the U.S. Environmental Protection Agency. We conduct regular site inspections and arrange an independent inspection at completion to ensure homes meet all required builder rebates.	E G	Study

Minnesota Residential Rebate Programs				
Efficiency Type	Deliverable	Description	Gas or Electric	Study Rebate Service
Cooling Efficiencies	Central Air Conditioning and Air Source Heat Pumps	Our Central AC Rebate program is designed to generate maximum energy savings for residents by focusing on proper installation practices. Qualifying equipment and installations may earn up to \$450 cash rebates. Must be installed by a contractor registered in Xcel Energy's Cooling program.	E	Rebate
	Ground Source Heat Pumps	Qualifying ENERGY STAR ground source heat pumps are eligible for a cash rebate of \$150 per ton (five ton limit). Must be installed by a contractor registered in Xcel Energy's Cooling program.	E	Rebate
Environmental	Refrigerator/Freezer Recycling	We pick up resident's old working, second fridge or freezer and recycle it free of charge as well as give a \$50 cash rebate and two compact fluorescent light bulbs.	E	Rebate Service
	CFL Bulb Recycling	Compact Fluorescent Lights (CFLs) contain small amounts of mercury that are harmful to the environment. Because of this, they should not be disposed in household trash receptacles. Xcel Energy provides free CFL recycling at participating retailers and Minnesota county recycling centers.	E	Service
Heating Efficiencies	Heating/ECM Rebates	Qualifying natural gas boiler, gas furnace or factory installed Electronically Commutated Motor (ECM) are eligible for cash rebates.	E G	Rebate
	Water Heating Rebates	Qualifying energy-efficient water heaters can earn rebates.	G	Rebate
	Insulation Rebates	Well-insulated homes can save up to 20% on heating and cooling costs. Rebates for 20% of project cost with a \$300 annual cap. Insulation upgrades existing single-family and multi-unit homes, up to four units, that professionally install insulation. Additional restrictions may apply.	G E (electric heat)	Rebate
Lighting Efficiencies	Home Lighting	Energy-efficient compact fluorescent light bulbs and light-emitting diodes can be purchased at a discount at participating retailers.	E	Rebate

Some restrictions apply; programs and rebates are subject to change. Please see program application forms official program details, terms and conditions.

Minnesota Residential Renewable Options				
Deliverable	Description	Fuel Type	Existing or New	Study Rebate Service
Solar*Rewards®Community®	A developer or a community installs a solar garden. Residents purchase or lease shares and receive credit on their monthly Xcel Energy electricity bills for their portion of solar energy produced by the solar gardens.	E	E N	Service
Solar*Rewards®	Residents receive incentives for installation of photovoltaic (PV) solar panels. The state of Minnesota may offer an additional rebate if you buy solar panels from Minnesota manufacturers.	E	E N	Service
Windsorce®	Residents can purchase renewable, wind energy through Windsorce. Subscriptions start at less than \$1 per month for one, 100-kilowatt-hour block*.	E	E N	Service

Some restrictions apply; programs and rebates are subject to change. Please see program application forms official program details, terms and conditions.

Minnesota Business Audits, Studies & Services			
Deliverable	Description	Gas or Electric	Study Rebate Service
Business New Construction Energy Design Assistance*	An integrated design process that includes whole building computer modeling and verification of measures for new buildings, additions or major renovations. Finished space 20,000 sq. ft. or larger	G E	Study Rebates
Business New Construction Energy Efficient Buildings*	Free design review to identify potential rebates and energy-saving opportunities, plus rebates for making efficiency improvements to your new building, addition or major renovation. Finished space smaller than 20,000 sq. ft.	E G	Study Rebates
Commercial Efficiency*	Operations and facilities analysis and support to help large commercial operations create a long-term energy management plan. (Designed for energy conservation potential of 1 GWh or 4,000 Dth)	E G	Study Rebate
Data Center Efficiency Study*	Data center energy efficiency analysis and identification of opportunities to improve IT equipment and/or facility systems to run at peak efficiency	E G	Study Rebate
Free Online Assessment	For businesses unsure of investing in an on-site energy audit, we have a FREE online energy assessment tool that offers a basic report on hidden energy-savings potential: xcelenergy.com/OnlineAssessment	E G	Tool
Fluid System Optimization* (Compressed Air, Pumps, Fans, Blowers, Vacuums)	Rebates for a study to analyze your fluid systems to discover no-cost/low-cost improvements as well as identify capital projects to increase your system's efficiency, reliability and performance	E	Study Rebate
Heating Efficiency Steam Trap Audits and Rebates	Identify failed traps and benefit from cost-saving rebates to repair or replace traps	G	Study Rebate
Heating Efficiency System Optimization Study*	Analyze all or part of heating system to uncover and/or assess natural gas savings opportunities, including no-/low-cost adjustments and/or equipment improvements	G	Study
Lighting Redesign Study*	A complete lighting analysis to identify ways to improve your lighting efficiency in over-lit or wrongly-lit spaces. (Not for 1-to-1 lighting retrofits; must be performed by a certified lighting professional)	E	Study Rebates
Process Efficiency*	Operations and facilities analysis to help create a long-term energy management plan. Industrial manufacturing customers must have cumulative energy conservation potential of 1 GWh or 4,000 Dth	E G	Study Rebate
Recommissioning*	Energy experts conduct a Recommissioning study and provide recommendations for building tune-ups. Many measures have simple paybacks of less than one year. Choose what to implement and get rebates on both the study and implementation measure(s)	E G	Study Rebates
Refrigeration Recommissioning*	Rebates for tuning up existing commercial refrigeration systems in grocery outlets, convenience stores and other facilities with refrigerated cases	E	Study Rebates
Turn Key Services	Low-cost, on-site assessments that identify energy-saving opportunities for community businesses. Includes free project implementation services and 30% bonus rebates on rebate-eligible improvements made within 12 months from assessment date. If businesses already have energy-saving projects identified, they can still take advantage of our free implementation services	E G	Study Service Rebates
My Account with eBill	My Account is Xcel Energy's online account management service that provides business customers with a summary of their account to help manage energy. Features include eBill, eBill payment, usage history, account info, product/program offers, energy efficiency info, and the customer preference center	E G	Services
PERSONALIZED BUSINESS ACCOUNT SERVICES	Our efficiency specialists are your go-to support for your businesses' energy needs, available to: <ul style="list-style-type: none"> • Answer questions • Suggest energy recommendations tailored to your business • Help you navigate program options, requirements and documentation • Discuss different ways to get started Contact your Xcel Energy account manager, or our energy efficiency specialists at 1-855-839-4362 or energyefficiency@xcelenergy.com .		Services
Trillion BTU Financing	Loan program that leverages public and private money to help businesses make improvements that lower energy costs. Delivered by St. Paul Port Authority.		Service

*Requires preapproval prior to starting the project or study.

Some restrictions apply; programs and rebates are subject to change. Please see program application forms official program details, terms and conditions.

Minnesota Business Rebate Programs

Deliverable	Description	Gas or Electric	Study Rebate Service
Cooling Efficiency	Rebates for energy-efficient air conditioning equipment including rooftops, chillers, water source heat pumps, zero-loss energy doors, PTACs and more	E	Rebate
Computer Efficiency	Rebates available for virtual desktop infrastructure (VDI) or PC power management software	E	Rebate
Custom Efficiency*	Rebates for energy-efficient technologies or process improvements not covered under our prescriptive programs	E G	Rebate
Data Center Efficiency Equipment Rebates*	Custom rebates for opportunities identified through a Data Center study	E	Rebate
Efficiency Controls*	Rebates for control systems that save energy by automating building systems such as lighting, HVAC and others	E	Rebate
Fluid System Optimization*	Rebates for efficiency improvements from upgraded equipment identified in a fluid system optimization study	E	Rebate
Foodservice Equipment	Cash-back rebates for purchasing and installing qualifying energy-efficient foodservice equipment such as convection ovens, broilers, demand controlled ventilation, ENERGY STAR dishwashers and more	E G	Rebate
Heating Efficiency	Prescriptive rebates for qualifying commercial heating systems used for space heating, domestic water heating and up to 30% additional process load	E G	Rebate
Lighting Efficiency Retrofit Rebates	Rebates for purchasing and installing energy-efficient lighting in an existing building	E	Rebate
Lighting Efficiency New Construction Rebates	Rebates for purchasing and installing energy-efficient lighting for new or significantly renovated facilities	E	Rebate
Motor and Drive Efficiency	Prescriptive and custom rebates for installing variable frequency drives (VFD), adjustable speed drives (ASD) and Constant Speed Motor Controllers. Motor rebates are available for NEMA Premium® enhanced new, upgrade and enhanced upgrade motors	E	Rebate

*Requires preapproval prior to starting the project or study.

Some restrictions apply; programs and rebates are subject to change. Please see program application forms official program details, terms and conditions.

Minnesota Business Renewable Options

Deliverable	Description	Fuel Type	Existing or New	Study Rebate Service
Solar*Rewards	Rebates based on energy production for installing solar panels on your business. Participation is limited. Additional incentive may be available through the Made in Minnesota program. Additional payment available for excess energy produced.	E	E N	Service
Windsorce	Businesses can purchase renewable energy through Windsorce. Subscriptions start at less than \$1 per month, for one, 100 kilowatt-hour block.*	E	E N	Service



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