Turn-Key Services
Implementing Energy Management with a helping hand

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Agenda

• Energy Management in Business Operations
  – Utility “Mid-Market” Customers
  – Key Partners to Xcel Energy
• Turn-Key Program & Eligibility
• Process Overview
• Deeper Dive
  – Energy Assessments & Implementation Assistance
• Technology Examples & Return on Investment
• Q&A
Business Customers of Xcel Energy

- Utility “Mid-Market” Commercial & Industrial Energy Users
- Broad spectrum of facility types and operational needs
- Often do not have dedicated staff for Energy Management
  - Team approach across various business roles
Keys to Effective Energy Management

• Strategic energy management (SEM)
  • Assess & set goals, create / implement action plan, celebrate success!!!
  • Continue to re-evaluate energy goals and business objectives
Importance for Continued Profitability

• External pressures to deliver on sustainability goals will increase from customers
  – Preference for sustainable supply chain solutions that can demonstrate how they reduce environmental impact & waste
• Brand Recognition as a Leader
• Lower operating costs to increase profit margins
• Transparency in real estate & considering energy in leasing decisions
• What is your motivation?
Utility Partnership for Success
Turn Key Energy Assessment
Turn Key Program

**Energy Assessment**
- ASHRAE Level 1
- 2-5 hours on-site
- 10-15 page report describing potential
- Prioritized list of projects to take action on

**Implementation Assistance**
- Third-party Unbiased / Vendor Neutral
- Project Scoping
- Project Qualification
- Assistance with rebate paperwork submission
Eligibility

Requirements to Participate:
- Must have business electric and/or gas account with Xcel
- Have not had a Turn-Key audit in the last 5 years

Recommendations to maximize the program:
- Have available capital or secured financing to put forth
- Openness to projects
- Availability to attend the audit and report readout
Process Overview

1) Enrollment: [www.turnkeydiscount.com](http://www.turnkeydiscount.com)
2) On-site assessment
3) Face-to-Face Report Readout
4) Development of Implementation Plan
5) On-going implementation support
6) Project Implementation and Rebate Paid
Deeper Dive: Energy Assessment
Deeper Dive: Energy Assessment

Kick-off Meeting

Utility Analysis
- Power Factor
- Rate Class
- Demand
- Define Scope
- Identify Rebates

Planned Projects
- Green
- Suggestions

Objectives
- Save Money
- Benchmarking
Deeper Dive: Energy Assessment

Energy Audit

- HVAC
- Compressed Air
- Building Envelope
- Efficiency Controls
- Process
- Computers
- Food Service
- Lighting
## Energy Conservation Opportunities

Please refer to the Conservation Opportunity Analysis section following this table for a detailed description.

<table>
<thead>
<tr>
<th>Energy Conservation Opportunity</th>
<th>Estimated Demand Savings (kW)</th>
<th>Estimated Energy Savings (kWh/yr)</th>
<th>Estimated Thermal Savings (Therm/yr)</th>
<th>Annual Cost Savings ($)</th>
<th>Estimated Capital Cost ($)</th>
<th>Simple Payback (Years)</th>
<th>Estimated Xcel Energy Incentives ($)</th>
<th>Rebate Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payback less than 2 years (capital cost opportunities)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Reduce system pressure setpoint by 10 psi</td>
<td>2.5</td>
<td>13,854</td>
<td>0</td>
<td>$2,103</td>
<td>$1,000</td>
<td>0.5</td>
<td>$0</td>
<td>DNO - Compressed Air</td>
</tr>
<tr>
<td>2 Replace (131) high-bay fluorescent T8 fixtures with high-bay LED fixtures</td>
<td>15.2</td>
<td>82,067</td>
<td>0</td>
<td>$12,457</td>
<td>$29,082</td>
<td>1.9</td>
<td>$5,928</td>
<td>Custom - Lighting</td>
</tr>
<tr>
<td>3 Add 500 gallons of storage at compressed air piping's entrance to the building</td>
<td>2.5</td>
<td>13,592</td>
<td>0</td>
<td>$2,063</td>
<td>$5,000</td>
<td>1.9</td>
<td>$982</td>
<td>Custom - Compressed Air</td>
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<tr>
<td>Payback 2 – 10+ years (low/no cost opportunities)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>4 Upon failure, upgrade to high-efficiency air conditioning unit for office (Incremental Cost)</td>
<td>2.6</td>
<td>929</td>
<td>0</td>
<td>$141</td>
<td>$600</td>
<td>3.2</td>
<td>$150</td>
<td>Prescriptive - Cooling</td>
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<tr>
<td>Payback 2 – 10+ years (capital cost opportunities)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 Install VFD on 100 HP dust collection system</td>
<td>9.0</td>
<td>49,802</td>
<td>0</td>
<td>$7,559</td>
<td>$25,000</td>
<td>2.5</td>
<td>$6,000</td>
<td>Prescriptive - Motors &amp; Drives</td>
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<tr>
<td>6 Bypass ballast and replace (152) fluorescent T8 lamps with Type-B LED T8 lamps</td>
<td>2.4</td>
<td>5,575</td>
<td>0</td>
<td>$846</td>
<td>$2,774</td>
<td>2.7</td>
<td>$456</td>
<td>Prescriptive - Lighting</td>
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<tr>
<td>7 Upgrade to inverter driven welders on beam-welder</td>
<td>3.2</td>
<td>31,049</td>
<td>0</td>
<td>$4,713</td>
<td>$22,500</td>
<td>4.5</td>
<td>$1,271</td>
<td>Custom - Custom Efficiency</td>
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<td><strong>Total</strong></td>
<td><strong>37.4</strong></td>
<td><strong>196,869</strong></td>
<td>0</td>
<td><strong>$29,882</strong></td>
<td><strong>$85,956</strong></td>
<td><strong>2.4</strong></td>
<td><strong>$14,786</strong></td>
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</table>
Additional Report Components

• Review of potential rate savings and/or other strategies to reduce charges
• Identification of available Demand Response programs
• Information about Xcel Energy’s other programs that are available to help your business
• Follow up support after the study is delivered
  – Implementation Assistance
Turn Key Implementation Services
Two Options: Post Study or Project Specific

- 1) Following Energy Assessment, support to business available from expert Energy Advisor for several years following study.
- 2) Free assistance to evaluate potential rebates related to a project idea, and support to complete and submit rebate applications.
Implementation Services

• Understand business’s specific goals and align with supporting utility programs
• Provide unbiased information & answer questions
• Project Identification
  • From Assessments- average identified 15%+ savings
• Internal stakeholder meetings to help obtain project approval
• Evaluating efficiency proposals/bid review
• Coordinating implementation and installation verification
• Paperwork compilation and rebate project submission
Customer Benefits

- One point of contact for all energy-related needs
- Bonus rebates for fast-follow project completions
- Efficiency-focused education from industry experts
- Personalized conservation project roadmap
- Data-driven ROI assurance
- Eliminated administrative burden through documentation support
- Monthly bill savings
Energy Saving Technology Examples
Common Findings in Many Businesses

• Convert HID and fluorescent to LED lighting systems & controls
• Add Variable Frequency Drives to pumps and fans
• Compressed Air Efficiency Improvements
• HVAC set points do not match current use
• Building Automation – converting to Direct Digital Controls
Turn Key Services – Implementing Energy Management with a helping hand
11.05.2019