

## ➤ **Summary of 60-Day Notice: Small Business Lighting and Lighting Efficiency Instant Rebate Offering**

Public Service Company of Colorado (“the Company”) posts this 60-Day Notice to make changes to the 2017 Small Business Lighting product, and the LED Instant Rebate offering in both Small Business Lighting and Lighting Efficiency in response to the 2016 Comprehensive Evaluation completed for the products.

The evaluation provided key findings in the areas of training and marketing, application processes, trade ally management, and net-to-gross (“NTG”). The Company will implement the following recommendations in 2017:

- Evaluate combining custom and prescriptive applications to allow for information transfer for multiple projects.
- Develop a robust email marketing strategy to reach new customers unaware of the program.
- Create LED technology snapshots for customers to better understand the pros and cons of various LED options.
- Continue ongoing reviews of Instant Rebate discount levels and leverage qualifying products list to adapt to ongoing market evolution.
- Adopt a NTG of 89% for the downstream rebates, 90% NTG for the direct install channel for Small Business Lighting and 92% NTG for the LED Instant Rebate offering in the Small Business Lighting and Lighting Efficiency products.

**Table 1: Summary of Forecasted Notice Impacts: *Small Business Lighting***

Lighting - Small Business -2017	As Filed	Revised per Evaluation 60-day
Electric Savings (Net Gen kWh)	26,324,295	22,467,260
Electric Demand Reduction (Net Gen kW)	3,123	3,022
Budget* (\$)	\$5,819,878	\$5,858,643
MTRC Test Ratio	1.19	1.13

**Table 1: Summary of Forecasted Notice Impacts: *Lighting Efficiency***

Lighting Efficiency - 2017	As Filed	Revised per Evaluation 60-day
Electric Savings (Net Gen kWh)	83,203,875	78,301,392
Electric Demand Reduction (Net Gen kW)	10,421	10,573
Budget* (\$)	\$11,233,085	\$11,233,085
MTRC Test Ratio	1.42	1.40

\* While the anticipated expenditure impacts are forecasted, the Company acknowledges that this Notice does not change the filed budget.

Detailed responses to each of the Comprehensive Evaluation recommendations can be found in the matrix included with the report.

Included with this Notice are the following documents:

Notification Date: April 12, 2017

- Revised Small Business Lighting Deemed Savings Technical Assumptions; and
- Revised Small Business Lighting Electric Forecast Summary.

These documents can be found on our website at the following link:

[http://www.xcelenergy.com/Company/Rates\\_&\\_Regulations/Filings/Colorado\\_Demand-Side\\_Management](http://www.xcelenergy.com/Company/Rates_&_Regulations/Filings/Colorado_Demand-Side_Management)