AGENDA

• 1:00 – 1:30 p.m. Welcome and DSM Regulatory Updates

• 1:30 – 2:30 p.m. DSM Programs: Q2-2019
  » Q2 Achievement Update
  » Business Programs
  » Residential and Low-Income Programs

• 2:30 – 2:45 p.m. -- Networking Break --

• 2:45 – 3:00 p.m. Colorado Agricultural Energy Efficiency Update

• 3:00 – 3:15 p.m. Product Development Update

• 3:15 – 3:30 p.m. Geo-targeting Pilot Update
60/90-Day Notices

- 2018 Product Evaluations Pt. 1
  - Posted: 2/1/2019
  - Implemented: 3/5/2019

- 2018 Product Evaluations Pt 2
  - Posted: 2/22/2019
  - Implemented: 3/26/2019

- Multifamily Buildings Update - 2019
  - Posted: 2/28/2019
  - Implemented: 4/2/2019

- Home Performance with Energy Star Update - 2019
  - Posted: 5/2/2019
  - Implemented: 7/1/2019

- Lighting Efficiency and Small Business Lighting Update
  - Posted 7/1/2019
  - Implementation 9/1/2019

- New Construction Update
  - Posted 7/1/2019
  - Implementation 9/1/2019

- Multifamily Buildings RFP Update
  - Posted 7/1/2019
  - Implemented 7/31/2019
2019-2020 Plan Implementation

• 2019 Plan product portfolio implemented July 1, 2019
• New product highlights include:
  – Strategic Energy Management
  – Geo-targeting
  – Residential Battery Demand Response

• Product performance updates provided at Q3-2019 Round Table
DSM Regulatory Update

• Upcoming Meetings – Save the Date!
  – Q3-2019 DSM Roundtable Meeting: Thursday, November 14, 2019
DSM Achievements
Q2-2019

Mark Schoenheider
Manager, Customer Solutions
2019 Q2 Achievement Highlights

Electric Portfolio
• 276 GWh (55% of 502 GWh Target)
• 41.7 MW (46% of 90 MW Target)
• $38.7M (42% of $92.4M Budget)

Business Programs
• 188 GWh (55% of Target)
• Lighting Eff/Small/Street 86 GWh (44%)
• New Construction 32 GWh (81%)
• Commercial Refrigeration 5.7 GWh (115%)

Residential / LI Programs
• 85 GWh (57% of Target)
• Home Lighting & Recycling – 59.8 GWh (67%)
• ENERGY STAR Homes – 2.3 GWh (74%)
• L.I. Non-Profit – 1 GWh (58%)

Gas Portfolio
• 307,697 Net Dth (48% of Blended Target)
• $6.6M Spend (48% of $13.8M Blended Budget)

Business Programs
• 71,057 Net Dth (44% of Target)
• Heating Efficiency 8,929 Dth (45% of Target)
• New Construction 44,315 Dth (57% of Target)

Residential / LI Programs
• 207,130 Net Dth (52% of Target)
• ENERGY STAR Homes – 50,695 Dth (56%)
• Residential Heating – 45,941 Dth (83%)
• School Ed. Kits – 22,996 Dth (57%)
Marketing Campaigns & Trade Outreach

**Business**
- Energy Efficiency Exposition April 2 at PPA Center in Denver
- Commercial Lighting Workshop June 4, PPA Event Center, including Commercial Financing
- Rocky Mountain Green Expo April 11-12, Denver, promoting Business New Construction
- Commercial Refrigeration Trade Partner Workshop June 6, PPA Event Center, 40 attendees.
- Energize Denver Benchmarking Workshop May 8, support for building owners - reporting was due June 1st
- 2019 Rocky Mountain ASHRAE Technical Conference May 10, sponsor/exhibit
- Multifamily Trade Partner Workshop May 16, PPA Event Center, 50 attendees.
- EEBC Quarterly membership Meeting June 27, presenting Business Program changes

**Residential**
- Low Income
  - Low income kit offer sent through direct mail to qualifying customers
- Evaporative Cooling
  - Retail store events promoting instant rebates
    - 37 events held across the service territory at various retail stores (The Home Depot, Lowes, Ace Hardware)
    - Third party vendor at each event educating customers about evaporative coolers, and promoting the instant rebate offering launched wide scale earlier this year
    - Customer response to the events was positive per reports by the third party vendor
DSM Business
Q2-2019 Highlights

David Hueser
Team Lead, Customer Solutions
Commercial Refrigeration Efficiency

- Energy Savings through Q2, 2019
  - Electric: 673 kW/78% of target
  - 5.6 GWh/115% of target
- 2019 Energy Savings continue with
  - Anti-Sweat Heater controls
  - Efficient reach-in cases
- Business segments targeted
  - Grocery stores
  - Liquor stores
  - Convenience store chains
- Trade Partner events in June, 40 attendees
Business Lighting Efficiency & Small Business Lighting

- LED Instant Rebate Program new measures adding
  - LED linear tubes, LED mogul screw-base and LED 2-pin or 4-pin lamps
  - No rebate paperwork, easier for customers to participate
  - Support from lighting trade, distributors
- Prescriptive new construction lighting rebates will be discontinued starting September 1, 2019.
- Customers will have two years from the invoice date to submit their project.

<table>
<thead>
<tr>
<th>New construction rebates discontinued</th>
</tr>
</thead>
<tbody>
<tr>
<td>LED downlight fixtures 26W-50W</td>
</tr>
<tr>
<td>LED downlight fixtures 8W-25W</td>
</tr>
<tr>
<td>Refrigerated LED case lighting</td>
</tr>
<tr>
<td>LED high/low bay fixtures 95W-625W</td>
</tr>
<tr>
<td>LED troffer fixtures 10-100W</td>
</tr>
</tbody>
</table>
Multifamily Buildings (Electric & Gas savings)

- RFP process was completed and the program was awarded to third-party implementer.
  - Transition was smooth and customer schedules were maintained with no delay.

- Initial meetings with large Property Management groups were positive and participation will continue.
Business Self-Direct, Custom Efficiency

- Custom-analyzed Commercial & Industrial measures drive savings – 26 GWh, 14% of total Business Program achievement through Q2 2019. Common measures include
  - Lighting C&I and Small Commercial: 13 GWh
  - Self-Direct: 10 GWh
  - Refrigeration: 2 GWh
  - Motors: 1 GWh
- Self-Direct projects in 2019 in School Systems, primarily lighting
- Custom Electric 2.1 GWh in 2019, Gas 426 Dth
  - Injection Molding
  - Custom Process Dryers
- The Custom Efficiency – Electric Product is forecasting to end 2019 below savings target while the Custom Efficiency Gas Product may exceed 2019 savings target
DSM Residential, Low Income
Q2-2019 Highlights

Michelle Beaudoin
Team Lead, Customer Solutions

Ann Cruz
Low Income Program Manager,
Customer Solutions
Residential Cooling

Air Conditioning

- Strong customer and trade participation
- $600 High Efficiency rebate
  - Simplified to one rebate amount
  - Driving more 15-16 SEER than 17-18
- $300 Standard Efficiency rebate
  - 100% Quality Installation (not equipment)
  - 15% of total AC rebate participation now
  - 2% of total AC rebates in 2018
- Mini-split heat pumps ($300 rebate)
  - Now 7% of total AC rebates
  - 47 participating trade partners
  - 2018: Was 4.8%, 33 trade partners
  - New rebate offering in 2017

Evaporative Cooling

- Customer events at 37 retail locations
  - 4,140 customer interactions
  - Valuable customer interactions
- Instant rebates launched, good response
  - Significantly higher results than 2018
- Mid-stream instant rebates
  - 3 distributors participating
  - Positive contractor feedback
ENERGY STAR® New Homes (E&G savings)

Q2 Program Metrics:

<table>
<thead>
<tr>
<th>Metric</th>
<th>First Quarter</th>
<th>Second Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qualifying Homes</td>
<td>1,487</td>
<td>1,720</td>
</tr>
<tr>
<td>Average Home Size</td>
<td>3,254 sq. ft.</td>
<td>3,294 sq. ft.</td>
</tr>
<tr>
<td>Average HERS</td>
<td>57</td>
<td>56</td>
</tr>
<tr>
<td>2012 IECC or Higher</td>
<td>72%</td>
<td>72%</td>
</tr>
<tr>
<td>ENERGY STAR Certified Bonus Rebate</td>
<td>381</td>
<td>435</td>
</tr>
</tbody>
</table>

Q2 Achievements:

<table>
<thead>
<tr>
<th>Savings</th>
<th>Q1</th>
<th>Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dth</td>
<td>28,310</td>
<td>22,385</td>
</tr>
<tr>
<td>kW</td>
<td>270</td>
<td>236</td>
</tr>
<tr>
<td>kWh</td>
<td>1,222,545</td>
<td>1,070,637</td>
</tr>
</tbody>
</table>

Q2 Activity

- Xcel Energy was awarded the ENERGY STAR® Certified Homes Market Leader Award for outstanding commitment to energy-efficient homes.
- 59% of the completed homes in Q2 were 2015 IECC or higher.
Low Income Portfolio

Q2 Achievements:

<table>
<thead>
<tr>
<th>Gas Achievement</th>
<th>Q1 + Q2</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dth</td>
<td>29,510</td>
<td>77,250</td>
</tr>
<tr>
<td>Spend</td>
<td>$1,431,573</td>
<td>$3,829,998</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Electric Achievement</th>
<th>Q1 + Q2</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>kW</td>
<td>347</td>
<td>1,344</td>
</tr>
<tr>
<td>kWh</td>
<td>2,493,589</td>
<td>7,969,430</td>
</tr>
<tr>
<td>Spend</td>
<td>$1,358,309</td>
<td>$4,121,754</td>
</tr>
</tbody>
</table>

- Portfolio on track to meet electric and natural gas targets
- Customers reached across the Xcel Energy Service Territory
  - Grand Junction Housing Authority, Salvation Army Greeley Corps, Pueblo
- Energy Outreach Colorado engaged non-profits to hand out lightbulbs to hard to reach customers
  - The Action Center, Grand Valley Catholic Outreach, CREA

Results
Low Income Multifamily

Q2 Activity

• Several large projects finished up
  – Eaton Senior Communities
    • 162 unit, Section 8 Housing, Senior living center
    • Cost effective lighting retrofit: Over $50,000 in rebates and 152,000 kWh
  – Reserve at Thornton
    • 276 unit affordable housing campus
    • 2018: In unit lighting and water saving measures
    • 2019: Common area lighting
  – Golden West Communities
    • 306 Unit senior living facility
    • Houses disabled seniors at greater than 200% Federal Poverty Level
    • Large boiler plant replacement
      – Annual gas usage reduced by 14%, money that is invested back into the residents
      – Xcel Rebates totaling almost $200,000

Q2 Achievements

• Product on track to meet 2019 electric and natural gas targets
- Networking Break -
Colorado Agricultural Energy Efficiency Program Update

Michelle Beaudoin
Team Lead, Customer Solutions
GET A FREE ENERGY ASSESSMENT THROUGH THE COLORADO AGRICULTURAL ENERGY EFFICIENCY PROGRAM
Colorado Agricultural Energy Efficiency Program

• Marketing Plan
  – Identified 1,000 electric commercial customers
  – Mailer set to drop August 19th

• Call to Action:
  – Contact the CEO
  – Audit Performed
  – Xcel Energy follows up with producer
DSM Pilot and Product Development
Q2 2019 Highlights

Katherine Mitchell
Product Developer, Customer Solutions
Residential Battery Demand Response Pilot

• **Background:** Approved pilot that engages early adopters of residential batteries to test demand response

• **Status:**
  – Setting-up pilot basics (e.g., accounting, IT/billing)
  – Developed and launched RFP to 8 potential bidders that offer software that controls residential batteries
  – Currently evaluating 4 responses to the RFP
Charging Perks pilot

• **Background:**
  – Filed high-level outline of smart charging pilot as part of 2019-2020 DSM Plan
  – Currently developing pilot details

• **Pilot design**
  – Focuses on residential EV customers and night-time home charging
  – Collects baseline charging data and tests 3 grid applications
    • Capacity avoidance, energy cost savings from load shift, mitigation of renewable curtailment
  – Partners with auto OEMs through telematics

• **Status:**
  – File 60-day modification in late August
Purpose

• Defer capital investment to electric grid through targeted DSM deployment
  – Specific transformer & distribution feeder
  – Demand response & energy efficiency
Target Geography – Kendrick Substation

Target Area of Work
New Development
Existing Customers
Timeline

<table>
<thead>
<tr>
<th>Existing Customers</th>
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<tbody>
<tr>
<td>Identify New A/C &amp; Smart T’stat Customers</td>
<td>Enroll New A/C &amp; Smart T’stat Customers</td>
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<table>
<thead>
<tr>
<th>New Customers</th>
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<tbody>
<tr>
<td>Q3 - Integrate ESNH Product into New Regional Development</td>
<td></td>
<td>ESNH Implementation</td>
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<thead>
<tr>
<th>DR</th>
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<tbody>
<tr>
<td>Q2/Q3 - Test Saver Switch &amp; Smart Thermostat</td>
<td>Q2/Q3 - Test Saver Switch &amp; Smart Thermostat</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Timeline</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019-2020 C0 Geotargeting Pilot</td>
<td>Target Area Development Begins</td>
<td>PLANNED Infrastructure Replacement</td>
<td>DEFERRED Infrastructure Replacement</td>
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Xcel Energy
Accomplishments

- Five DR Test Events in July
- Coordinate with other national pilots
Next Actions

- Builder/Developer Awareness
- Marketing Planning
- Baseline Model Development
Product idea submissions

Share your Product Ideas:

www.xcelenergy.com/productideas