



Q2-2019 COLORADO DSM ROUNDTABLE

08.14.2019

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

DSM Regulatory Updates Q2-2019

**George McGuirk
DSM Regulatory**

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



Photo: Emerson



Photo: Door Miser

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.

New construction rebates discontinued	
LED downlight fixtures 26W-50W	LED Wall pack fixtures 10W-150W
LED downlight fixtures 8W-25W	LED canopy fixtures 25W-150W
Refrigerated LED case lighting	LED parking fixtures 25W-83W
LED high/low bay fixtures 95W-625W	LED area lighting fixtures 45W-550W
LED troffer fixtures 10-100W	LED street lighting fixtures 55W-209W

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



Photo: Plastics Technology, Injection Molding



Photo: Atlas Copco

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

Join us for sweet treats, cool giveaways and instant rebates!

Stop by your neighborhood home improvement store to learn about evaporative coolers, also known as swamp coolers.

Saturday, May 11

2 p.m. - 5 p.m. at The Home Depot
14001 E. Mississippi Ave., Aurora, CO 80012

2 p.m. - 5 p.m. at Lowe's
1701 S. Havana St., Aurora, CO 80012

Sunday, May 12

9 a.m. - 12:30 p.m. at The Home Depot
500 S. Santa Fe Drive, Denver, CO 80223

2 p.m. - 5 p.m. at The Home Depot
860 S. Colorado Blvd., Glendale, CO 80246



 **Xcel Energy®**

RESPONSIBLE BY NATURE®

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

 **Xcel Energy®**

ENERGY STAR® New Homes (E&G savings)

Q2 Program Metrics:

Metric	First Quarter	Second Quarter
Qualifying Homes	1,487	1,720
Average Home Size	3,254 sq. ft.	3,294 sq. ft.
Average HERS	57	56
2012 IECC or Higher	72%	72%
ENERGY STAR Certified Bonus Rebate	381	435



Q2 Achievements:

Savings	Q1	Q2
Dth	28,310	22,385
kW	270	236
kWh	1,222,545	1,070,637

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:

Gas Achievement	Q1 + Q2	Target
Dth	29,510	77,250
Spend	\$1,431,573	\$3,829,998
Electric Achievement	Q1 + Q2	Target
kW	347	1,344
kWh	2,493,589	7,969,430
Spend	\$1,358,309	\$4,121,754



The Action Center

- 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

Grand Junction Housing Authority – Raetkin Towers



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



Golden West Communities



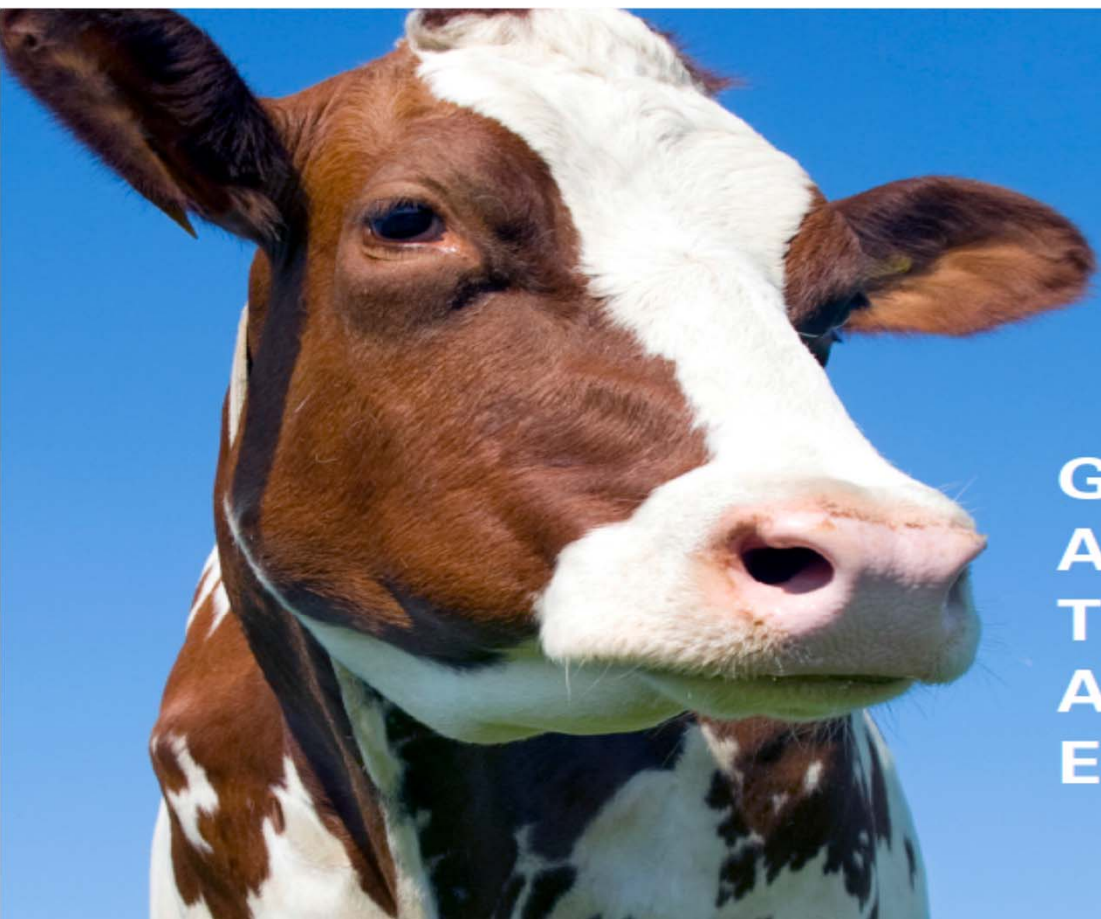
Eaton Senior Communities

- *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



GET A FREE ENERGY ASSESSMENT

The Colorado Energy Office's Agricultural Energy Efficiency program is set up to help producers in the state reduce energy use and operating costs and can be applied to multiple types of operations including:

- Dairies
- Crop farms (powered irrigation)
- Greenhouses/nurseries
- Cold storage facilities
- Poultry and Swine Farms
- Feedlots

Benefits for you

If eligible, this FREE program includes a comprehensive energy assessment, technical assistance, energy coaching and access to financial resources. Also, as an Xcel Energy customer you may qualify for rebates on energy efficiency improvements identified in your assessment. Examples of Xcel Energy rebates include:

- Lighting
- Water Heating
- Irrigation Systems
- Fan Systems
- Heat Recovery Systems
- Milk Refrigeration Systems
- Vacuum Pumps

GET STARTED TODAY!

To learn more about the Colorado Agricultural Energy Efficiency program:
Visit Colorado.gov/pacific/energyoffice/agricultural-energy-efficiency
Call 303.988.2486
Send an email to CEO_Ag_EE@nexasnt.com

To learn more about Xcel Energy rebates visit xcelenergy.com/business or call 855.839.8802

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



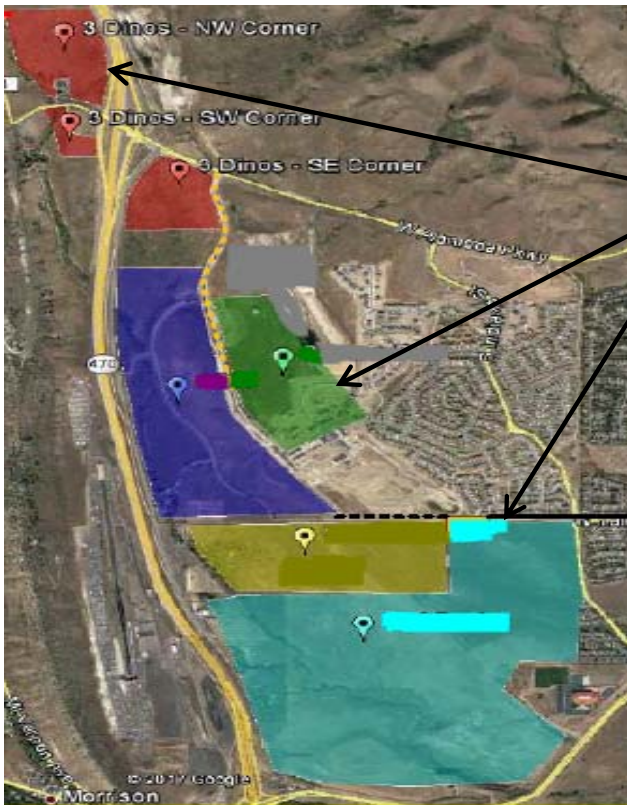
CO Geo-targeting Pilot Q2 2019 Update

Adam White
Team Lead, Customer Solutions

Purpose

- Defer capital investment to electric grid through targeted DSM deployment
 - Specific transformer & distribution feeder
 - Demand response & energy efficiency

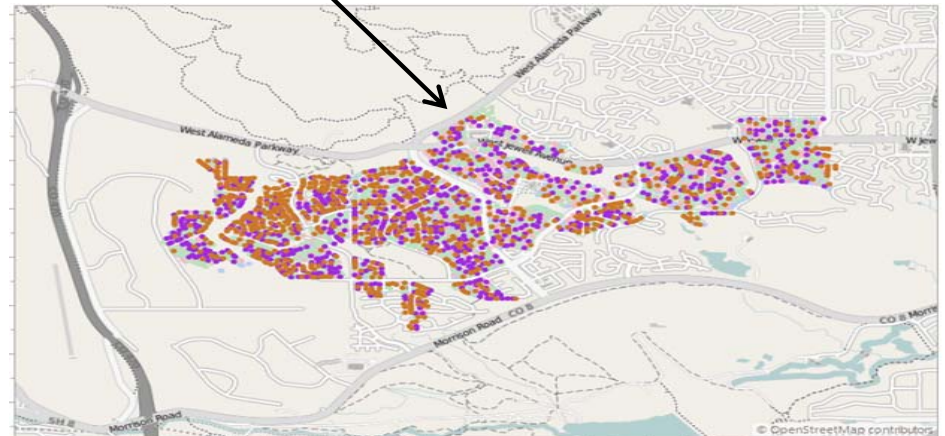
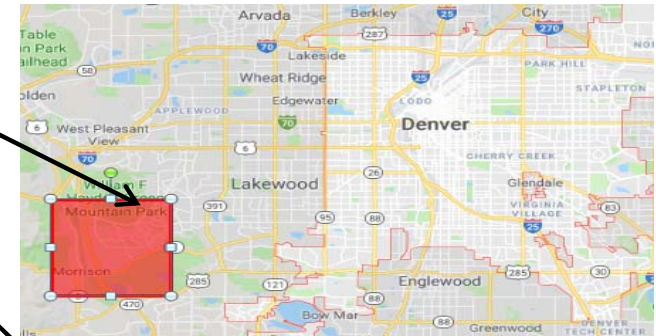
Target Geography – Kendrick Substation



Target Area of Work

New Development

Existing Customers

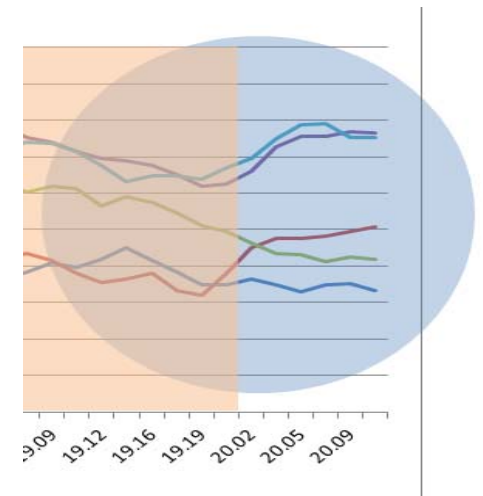
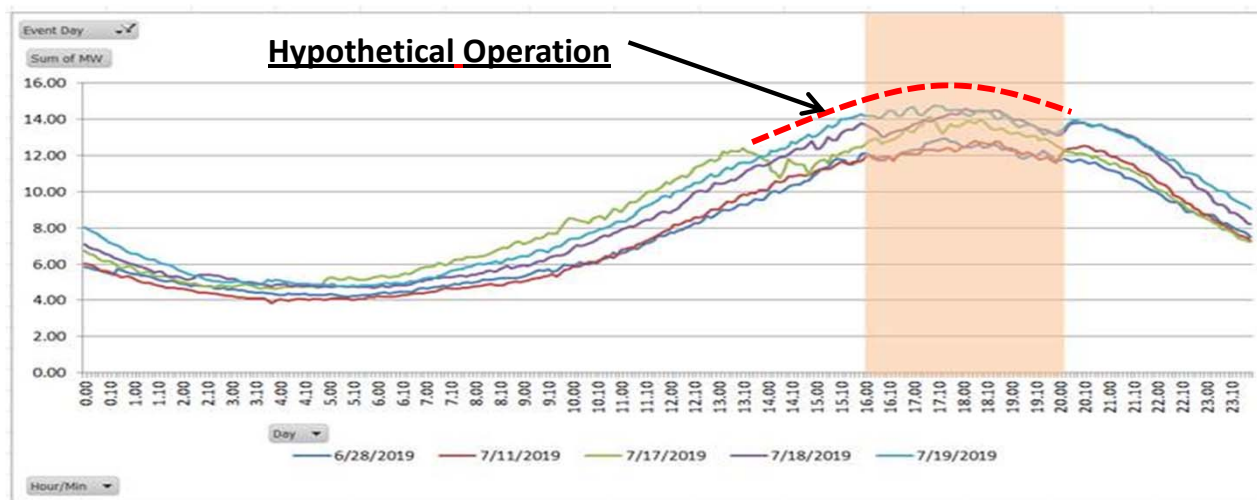


Timeline

Existing Customers	Identify New A/C & Smart T'stat Customers	Enroll New A/C & Smart T'stat Customers					
	Q3 - Integrate ESNH Product into New Regional Development			ESNH Implementation			
New Customers	Q2/Q3 - Test Saver Switch & Smart Thermostat						
	Q2/Q3 - Test Saver Switch & Smart Thermostat	Q2/Q3 - Test Saver Switch & Smart Thermostat					
DR	2019-2020 CO Geotargeting Pilot		Target Area Development Begins		PLANNED Infrastructure Replacement		DEFERRED Infrastructure Replacement
Timeline	2019	2020	2021	2022	2023	2024	2025

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

