



Business Programs Summary

We offer solutions for Xcel Energy electric and natural gas business customers through our suite of energy-efficient and energy management products that will help you increase your company's energy efficiency, reduce operating costs and improve your bottom line. We'll put our energy expertise to work for you.

This program summary provides a quick reference of the Xcel Energy rebate programs available to Colorado business customers. Programs are listed in one of two categories:

- **Custom projects, studies and audit-based incentives.** Our study and audit programs provide you with an understanding of how your facility or unique systems use energy and identify rebate opportunities. Programs range from free online energy assessments to on-site energy audits and in-depth, segment-specific engineering studies. In most cases, Xcel Energy covers up to 75 percent of cost of the study. Custom rebate programs are available for energy-saving equipment purchases that aren't covered under our Prescriptive programs listed below. **Preapproval is required.**

- **Prescriptive rebate programs** offer a set rebate amount and are based on defined equipment and efficiency qualifications as listed on each program's application. **Preapproval is not required.**

Financing options for commercial energy efficiency projects are available. For more information visit xcelenergy.com/BusinessEnergyEfficiencyFinancingCO.

If you are benchmarking your building in ENERGY STAR® Portfolio Manager® visit xcelenergy.com/EnergyBenchmarking to access our automated upload tool.

For more information about our rebate programs, please contact your account manager or our Business Solutions Center at **855.839.8862**, or EnergyEfficiency@xcelenergy.com. Be sure to take a look at the program application for qualifying options.







To access additional information online, visit xcelenergy.com/Business.

Fuel types: Electric Gas










Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Business New Construction • Energy Design Assistance Comprehensive consultation, computer modeling and verification of measures for new buildings, additions and/or major renovations. Help towards green building certification and early analysis is available for select projects.	Projects at or greater than 20,000 sq. ft. and in the early design stage are eligible to apply for Energy Design Assistance. The program requires a 15 percent minimum savings (electric demand, consumption, and natural gas consumption) above the EDA baseline for the basic track, and 30 percent minimum savings for the enhanced track.	Design assistance for the basic track, and reimbursement for early design analysis and certification in the enhanced track. Plus construction incentives for energy efficiency strategies at \$450 per kW*, \$0.04 per kWh, and \$4 per Dth gas saved. Design Team reimbursement for time spent on EDA. <small>*Increased incentive for projects with Intro Meetings dated between 1/1/2017 and 12/31/2018.</small>	
Business New Construction • Energy Efficient Buildings Offers rebates for new construction, major renovations and additions to buildings.	Intended for buildings between 5,000 and 50,000 sq. ft., although any size building over 5,000 sq. ft. may apply. Applicants can take advantage of the program anytime prior to equipment bidding stage, however, are encouraged to review the process and rebates before completion of construction documents. Projects require savings from a minimum of two building strategies.	Rebates vary depending on equipment purchased and installed. Xcel Energy will offer you the opportunity to review energy efficiency measures within the building and provide recommendations to help offset costs of additional efficiency measures.	
Compressed Air Efficiency Lower your energy costs by increasing efficiency in your compressed air system. We help fund studies that pinpoint leaks or waste and identify recommendations, paybacks, rebate opportunities and estimated energy savings.	Study funding for system diagnosis is based on compressor size:		
	Less than 50 hp	No study funding available	
	50 hp – 99 hp	100 percent of study costs up to \$2,500*	
	100+ hp	75 percent of study costs up to \$15,000* *Study funding requires that customers fix at least 50 percent of the air loss caused by the leaks identified in the study	
We also offer rebates for installing qualifying energy-saving equipment or making process changes that save energy.	Rebates for equipment upgrades or system improvements that result in lower energy use or higher production from your system.	Up to \$600 per kW saved for project implemented from a study. Up to \$400 per kW for projects implemented without a study.	




Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Custom Efficiency Rebates for choosing energy efficiency measures that aren't covered under our prescriptive rebate programs.	Projects that involve energy-saving measures that are not covered by our other energy efficiency programs, such as: <ul style="list-style-type: none"> Replacing/purchasing old, less efficient equipment with new, higher-efficiency equipment Improving efficiency of processes Refrigeration, Humidification, Controls, Custom Lighting, Compressed Air, Motors, Heating and Cooling 	Rebates up to \$400 per kW saved. Natural gas rebate of \$4 per Dth (Xcel Energy business retail natural gas customer). Custom Efficiency rebates vary based on estimated energy savings. A preapproval letter will be issued to show the rebate amount.	
Data Center Efficiency Data center study funding plus rebates for implementing recommended energy-saving changes. The study will identify potential energy savings and: <ul style="list-style-type: none"> Help build a business case for project approval Detail how to run your data center at peak efficiency Identify energy savings, cost estimates and rebate amounts for recommended projects 	Studies can include a holistic or narrow (IT or facility only) analysis of data centers. All studies require preapproval for funding. Energy-saving projects for energy-efficient equipment replacement and system improvement measures specifically designed to address data center needs. All custom projects require preapproval.	Study funding: Xcel Energy will pay up to 75 percent of the cost of a data center study, not to exceed \$25,000. Implementation rebates: Xcel Energy will pay up to \$400/kW or \$0.04/kWh, whichever is higher for preapproved projects. Contact an Xcel Energy account manager for details.	
Data Center Design Assistance Comprehensive consultation, computer modeling and verification of measures for new data centers or additions/major renovations to existing data centers.	The project size is at least one megawatt of IT load and is in the early design stage. The program requires a commitment to achieve 5 percent minimum savings above the baseline.	Rebates of \$400/kW and \$0.04/kWh saved	
Energy Analysis The Energy Analysis program is a first step to help businesses identify ways to save energy and reduce costs. Our energy audit options provide the flexibility to choose the level of detail you'll receive from your facility's energy audit.	Onsite Energy Audit: For more detailed cost and payback information prior to starting your efficiency upgrades, we offer on-site energy audits. Xcel Energy sends an energy advisor to your facility to conduct a comprehensive audit of the facility and its energy use. You will receive a detailed report including energy conservation opportunities with the associated payback, savings, cost and available rebates. Direct installation of energy savings measures (LED lamps, aerators and pipe insulation) are offered for free for customers with a peak demand <100kW.	Audits are free for customers with a building <50,000 square feet. Please see the application form for more information.	
	Engineering Assistance Study: An in-depth engineering assistance study focuses on a major energy conservation improvement and helps build the project's business case. This study provides guidance when you are seeking to replace or upgrade a major process or system.	Xcel Energy will pay up to 75 percent of the engineering assistance study cost, up to \$25,000; funding is based on the potential energy savings of the project and the cost of the study.	
Energy Information Systems Intended for large commercial and industrial business customers looking to enhance energy management capabilities through more visualization and analytics.	EIS services will create three types of new savings measures: <ul style="list-style-type: none"> New system or process automation opportunities Low cost/no cost recommissioning opportunities Behavioral or operation opportunities 	Completion of phase 1 incentive up to 30 percent of EIS installation costs. Rebates up to \$600 per kW saved and \$4 per Dth (Xcel Energy natural gas customer) for custom projects installed; additional incentives for Operational and Maintenance measures.	
Energy Management Systems Rebates for the purchase and installation of automated building controls.	<ul style="list-style-type: none"> New energy management system (EMS) where none existed Adding functionality to an existing EMS 	Rebates up to \$600 per kW saved. Natural gas rebate of \$4 per Dth (Xcel Energy natural gas customer).	












Custom projects, studies and audit-based incentives — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Lighting Efficiency • Advanced Lighting Controls Rebates for purchase and installation of advanced lighting controls system.	New advanced lighting controls system where none existed before.	Xcel Energy offers \$600/kW for lighting systems that are networked and controlled by a centralized system that go above and beyond the requirements for the prescriptive Networked Lighting Controls measure.	
Multifamily Buildings The Multifamily Buildings program is designed to engage multifamily building owners and operators in deploying efficiency measures to consume less energy.	Eligible property owners who have electric and/or natural gas service with Xcel Energy will earn an incentive in the form of no-cost direct-install measures or rebates for making approved electric and natural gas energy-saving improvements.	The Multifamily Buildings program offers three types of incentives: 1. Energy assessment to identify opportunities for improving building energy efficiency (free to customers) 2. Direct-installation of energy saving measures identified in the energy assessment. <ul style="list-style-type: none"> • High-efficiency LED lighting • Energy-efficient showerheads • Kitchen and bathroom faucet aerators • LED exit sign retrofits 3. Prescriptive or custom energy-efficiency improvements	 
Process Efficiency Available to our industrial and large commercial customers to identify system improvements and design a long-term energy management plan.	Cumulation of projects at any of the customer's facilities that has the potential to yield 2 GWh of energy savings. Also available to small industrial customers. Must have annual energy usage of at least 2 GWh.	Customized support including: energy management assessment, whole facility and sub-system study funding, metering, technical support, rebates, bonuses and training.	
Recommissioning Improve the efficiency of existing building operations by identifying existing functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements.	Study funding for buildings 50,000 sq. ft. and above. Additional incentives for implementing Recommissioning measures.	Study funding: Xcel Energy will pay up to 75 percent of the cost of a Recommissioning study, not to exceed \$25,000. Implementation rebates: Xcel Energy will pay up to \$400/kW or \$0.08/kWh, whichever is higher, and an additional \$4/Dth for our natural gas sales customers.	 
Self Direct Intended for our largest business customers, this program enables customers to self-manage energy efficiency measures at their facility. The customer is responsible for all of the design, engineering, measurement, verification and reporting work associated with the project.	Must have an aggregate peak load of 2 MW in any single month and an aggregated annual energy usage of 10 GWhs.	Rebates based on actual project savings up to \$525/kW or \$0.10/kWh.	
Small Building Tune-Up Assists small business customers to improve the efficiency of existing building operations. Through the Building Tune-Up audit, we identify functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements.	Buildings between 5,000 and 50,000 sq. ft. of conditioned space can participate in the program. Xcel Energy sends an energy advisor to your facility to conduct a Building Tune-Up audit. You receive a detailed report identifying the potential energy savings of all low-cost/no-cost measures. Some measures are remedied during the audit so you'll realize immediate energy savings!	Customers pay a small fee per Building Tune-Up audit. Please see the application form for more information.	 





Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Commercial Refrigeration Efficiency Offers business customers with self-contained refrigeration units, walk-in coolers or freezers, or reach-in refrigeration systems a FREE REFRIGERATION ENERGY ASSESSMENT designed to identify system improvements that can lower energy use and qualify for rebate incentives. <ul style="list-style-type: none"> • As part of the free assessment, you'll receive complimentary products and services that can provide immediate savings results • Receive substantial rebate incentives for installing additional, more advanced energy-saving measures 	Anti-sweat heater controls	\$60 per door	
	Commercial dishwashers	\$125–\$250 per unit	
	Demand controlled ventilation	Rebates vary based on exhaust fan hp.	
	Efficient fan motors for walk-in freezer or cooler	\$70 per motor	
	Efficient reach-in cases with doors	\$70 per linear foot	
	Efficient reach-in case doors	\$113 per door	
	ECM fan motors in reach-in cases	\$40 per motor	
	Evaporator fan speed controls	\$35 per motor	
	LED reach-in case lighting	\$45–55 per door	
	Night curtains for open coolers	\$20 per linear foot	
	Retrofit of open multi-deck cooler cases with solid glass doors	\$50–\$75 per linear foot	
Compressed Air Efficiency We offer rebates for more efficient air compressors and components. After our rebates, it is very inexpensive to add no-loss air drains to a system. The drains purge fluids without wasting energy.	No-loss air drains	\$200	
	Compressors that add or restore capacity	\$1,000–\$4,000	
	Compressors that replace in-service compressors	\$4,000–\$7,000	
	New VFD hp reduction not exceeding 20 hp of reduction	\$4,000–\$7,000	
	Cycling dryers	\$1.50/CFM	
	Mist eliminators	\$3/CFM	
	Purge controls	\$1,000	
Cooling Efficiency Cash rebates for replacing or updating your cooling system using the latest cooling technology.	Anti-sweat heater controls	\$60/Door	
	Chillers – centrifugal	\$15 per ton plus \$2/ton FLV + \$1.50/ton NPLV for incremental efficiency	
	Chillers – scroll or rotary screw	\$15 per ton plus \$2/ton FLV + \$1.50/ton IPLV for incremental efficiency	
	Direct evaporative pre-cooling for air-cooled condensers (DEPACC)	\$100 per ton of installed cooling, for units ≥ 120,000 BTUH	
	ECM – Refrigerated display case (medium temp.)	\$40	
	ECM – Freezer display case (low temp.)	\$40	
	ECM – Walk-in refrigerator (medium temp.)	\$70	
	ECM – Walk-in freezer (low temp.)	\$70	
	VFDs on chillers	\$1.50/ton per IPLV for every 0.01 kW/ton below max	

Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility		Rebate/incentive/or pricing	Fuel types
Data Center Efficiency Cash rebates for replacing or updating data center operations using the latest technology.	Plate and frame heat exchangers		Up to \$400/ton based on wet bulb onset temp	
	EC plug fans		Retrofit (of existing units): \$1,200 per fan (below floor or in-unit) New Installation (New units equipped with EC motor plug fan): \$700 per fan (below floor or in-unit)	
	Virtual Desktop Infrastructure (VDI) Thin clients are defined as including a small CPU, graphics coprocessor, RAM, and local storage like a solid-state hard drive, or simply flash memory, no operating system. Zero client computing is defined as no client-side processing or management; no CPU, no memory, no drivers, no software and no moving parts. VDI devices must be a maximum of 17 watts		\$10 per thin/zero client installed, minimum of 10 units	
	High efficiency server Titanium Power Supply		400W to 600W: \$5 per unit 600W to 1000W: \$10 per unit >1,000W: \$20 per unit Minimum of 10 units	
Heating Efficiency Cash rebates for new installation and upgrading natural gas heating systems. Only Xcel Energy retail natural gas customers are eligible.	Electronically commutated motor (ECM) for furnace fan		\$100 per motor	
	Modular burner control ≥ 5:1 turndown		\$750 per million BTUH; \$2,000 maximum	
	Outdoor air reset controls		\$250 per million BTUH	
	Pipe insulation		\$5 to \$9 per linear foot per inch of pipe diameter. Defined based on average fluid temperature.	
	Hot water boiler ≥ 85 percent efficient (minimum efficiency)		\$700 per million BTUH	
	Hot water boiler ≥ 92 percent efficient (minimum efficiency)		\$3,000 per million BTUH	
	Stack dampers		\$250 per million BTUH	
	Steam trap audit; repair and replacements		Free steam trap audit; 25 percent of trap cost up to \$250 per trap for repair or replacement, maximum \$10,000 per facility	
	Unit and infrared heaters	Non-condensing unit heater	83 percent efficient – \$50/100,000 BTUH	
		Condensing unit heater	>90 percent efficient – \$150/100,000 BTUH	
		Infrared heater	\$250/100,000 BTUH	 
	Water heater ≥75,000 BTUH/minimum of 92 percent efficiency (for domestic hot water use only)		Prorated \$400 per 100,000 BTUH	
Lighting Efficiency • New Construction Rebates for purchasing and installing energy-efficient lighting equipment in new construction facilities.	Rebates are offered for DLC and Non-DLC listed equipment in the following categories and more. <ul style="list-style-type: none"> • Downlights • High/low bays • Case lighting • Troffers • Parking garage Custom rebates available for non one-for-one replacements. Discounts on light bulbs available through participating distributors: businessledinstantrebate.com/Locator/Distributors		For specific rebate amounts and details, visit xcelenergy.com/LightingEfficiency	

Prescriptive Rebate Programs — Preapproval NOT Required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Lighting Efficiency • Retrofit Rebates for purchasing and installing energy-efficient lighting equipment in an existing building retrofit.	Rebates offered for DLC and non-DLC listed equipment in the following categories and more. <ul style="list-style-type: none"> • Downlights • Exit signs • High/low bays • Linear tubes • Case lighting • Troffers • Parking garage • Controls Custom rebates available for non one-for-one replacements. Discounts on light bulbs available through participating distributors: businessledinstantrebate.com/Locator/Distributors	For specific rebate amounts and details visit xcelenergy.com/LightingEfficiency	
Small Business Lighting Lighting retrofit rebates for small to mid-sized business customers.	The Small Business Lighting program offers rebates and special services for small and mid-sized business facilities that have peak demand of 400 kW or less.	FREE Energy Analysis Audit (<50,000 SQ FT) with cost-saving recommendations, plus rebates for implementing recommended lighting upgrades. Start-to-finish oversight of your lighting upgrades. Assistance with rebate paperwork and information on contractors. Prescriptive rebates are identical to Lighting Efficiency retrofit rebates (see above).	
Motor & Drive Efficiency • Constant speed motor controllers	Controllers that save energy while a motor is continuously operating.	\$188 to \$3,000, depending on application.	
• Drives Prescriptive rebates are available for variable frequency or adjustable speed drives.	For drives placed on 1 hp–200 hp sized motors that are used on fan or pump systems.	Rebate varies by hp with a range of \$400 to \$10,500.	
• Motors Prescriptive rebates are available for new motors that exceed energy efficiency standards.	Motors with efficiencies that exceed energy efficiency standards by minimum amounts. Examples may include “IE4” motors or motors of various other designs that meet minimum thresholds.	Rebate varies by motor type, hp and whether the motor is for new capacity or early retirement of a working motor. Range of \$25 to \$5,500.	