

# COMMERCIAL TRADE INCENTIVES

EARN CASH AND HELP YOUR CUSTOMERS

INFORMATION SHEET  
MINNESOTA  
UPDATED JANUARY, 2020



Participate in our Trade Incentive Program and start earning cash back by helping customers make energy efficiency improvements. Take the opportunity to get cash rewards from multiple programs throughout the year, while providing added value to your customers with rebates and energy savings.

## Promotion incentives for Trade Partners

Energy efficiency program	Amount—type of incentive
Custom Efficiency	<ul style="list-style-type: none"><li>10% of customer's rebate; maximum \$5,000/project for completed projects</li></ul>
Data Center Efficiency	<ul style="list-style-type: none"><li>10% of customer's rebate for custom Data Center projects; maximum \$5,000/project for completed projects</li></ul>
Efficiency Controls	<ul style="list-style-type: none"><li>10% of customer's rebate; maximum \$5,000/project for completed projects</li></ul>
Fluid System Optimization	<ul style="list-style-type: none"><li>10% of customer's rebate for custom FSO projects; maximum \$5,000/project for completed projects</li></ul>
Foodservice Equipment	<ul style="list-style-type: none"><li>15% of customer's rebate; maximum \$5,000/project for completed projects</li></ul>
HVAC-R (Heating, ventilation, air-conditioning and refrigeration) Efficiency	<ul style="list-style-type: none"><li>10% of the customer's rebate for all qualifying efficiency projects (excluding Tune-Ups and Tune-Up Plus); maximum \$5,000/project for completed projects</li><li>Boiler Tune-Ups: \$25/building boiler system tune-up (limit one per site, every other year)</li><li>Boiler Tune-Up Plus: \$150 for systems <math>\leq</math> 1 MMBTUH; \$300 for systems <math>&gt;</math> 1 MMBTUH</li></ul>
Ozone laundry	<ul style="list-style-type: none"><li>10% of customer's rebate; maximum 5,000/project for completed projects</li></ul>
Recommissioning	<ul style="list-style-type: none"><li>20% of customer's rebate; maximum \$5,000/project, for helping customers implement recommended recommissioning opportunities.</li><li>"Fast Track" projects: \$250 per approved project</li></ul>

To qualify for these incentives, a Trade Incentive ID must be included on the rebate application (or on the preapproval application for Custom Efficiency and Efficiency Controls) at the time of submission to Xcel Energy. If you need to obtain a Trade Incentive ID, please fill out and return a **Trade Incentive ID Request and W-9 Form**.

## Join our Trade Partner network

Visit [xcelenergy.com/TradePartners](https://www.xcelenergy.com/TradePartners) and look for the Trade Partners area where you can sign up to our trade partner network. We'll keep you informed about new incentives, training opportunities, events and special offers. We value your privacy and never share your information with any outside organization except as required by law.

### Learn more about our energy efficiency rebate programs

We offer rebates to our customers on a wide range of energy-saving improvements. Visit [xcelenergy.com/Business](https://www.xcelenergy.com/Business) for more information, or contact our Business Solutions Center at 855.839.8862.

**Take the opportunity to get cash rewards from multiple programs throughout the year.**