

Q1-2019 Colorado DSM Roundtable

May 14, 2019



AGENDA

- 1:00 – 1:30 p.m. Welcome and DSM Regulatory Updates
- 1:30 – 2:30 p.m. DSM Programs: Q1-2019
 - » Q1 Achievement Update
 - » Business Programs
 - » Residential and Low-Income Programs
- 2:30 – 2:45 p.m. -- *Networking Break* –
- 2:45 – 3:15 p.m. Product Development Update

DSM Regulatory Updates Q1-2019

Mark Schoenheider,
Manager, Customer Solutions

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*

DSM Regulatory Update

- **Upcoming Meetings – Save the Date!**
 - Q2-2019 DSM Roundtable Meeting:
Wednesday, August 14, 2019

DSM Achievements Q1 2019

Mark Schoenheider,
Manager, Customer Solutions

2019 Q1 Achievement Highlights

Electric Portfolio

- 140 GWh (28% of 502 GWh Target)
- 19.2 MW (21% of 90 MW Target)
- \$17.5M (20% of \$92.4M Budget)

Business Programs

- 94 GWh (27% of Target)
- Lighting Eff/Small/Street 55 GWh (28%)
- New Construction 16.9 GWh (43%)
- Commercial Refrigeration 2.7 GWh (54%)

Residential / LI Programs

- 45 GWh (30% of Target)
- Home Lighting & Recycling – 36.8 GWh (41%)
- ENERGY STAR Homes – 1.2 GWh (40%)
- L.I. Non-Profit – .7 GWh (42%)

Gas Portfolio

- 161,090 Net Dth (23% of Dth Target)
- \$2.7M Spend (18%% of \$14.8M Budget)

Business Programs

- 26,450 Net Dth (14% of Target)
- Heating Efficiency 3,961 Dth (19% of Target)
- New Construction 13,959 Dth (18% of Target)

Residential / LI Programs

- 134,639 Net Dth (26% of Target)
- ENERGY STAR Homes – 28,310 Dth (33%)
- Residential Heating – 25,735 Dth (41%)
- Insulation & Air Sealing – 5,735 Dth (28%)

Marketing Campaigns & Trade Outreach

Business

- Energy Efficiency Exposition April 2 at PPA Center in Denver
- Held a large Lighting training workshop at the PPA center – network lighting controls and program updates
- Sponsored and worked the IES membership event – support the local chapter and inform trade about network lighting controls and program updates
- 2019 Energy Efficiency Trade Partner Award winners identified and arrangements complete for the event and awards ceremony – winners have been notified
- Arrangements made for June 4th training event to cover the changes effective with the new plan start in July

Residential

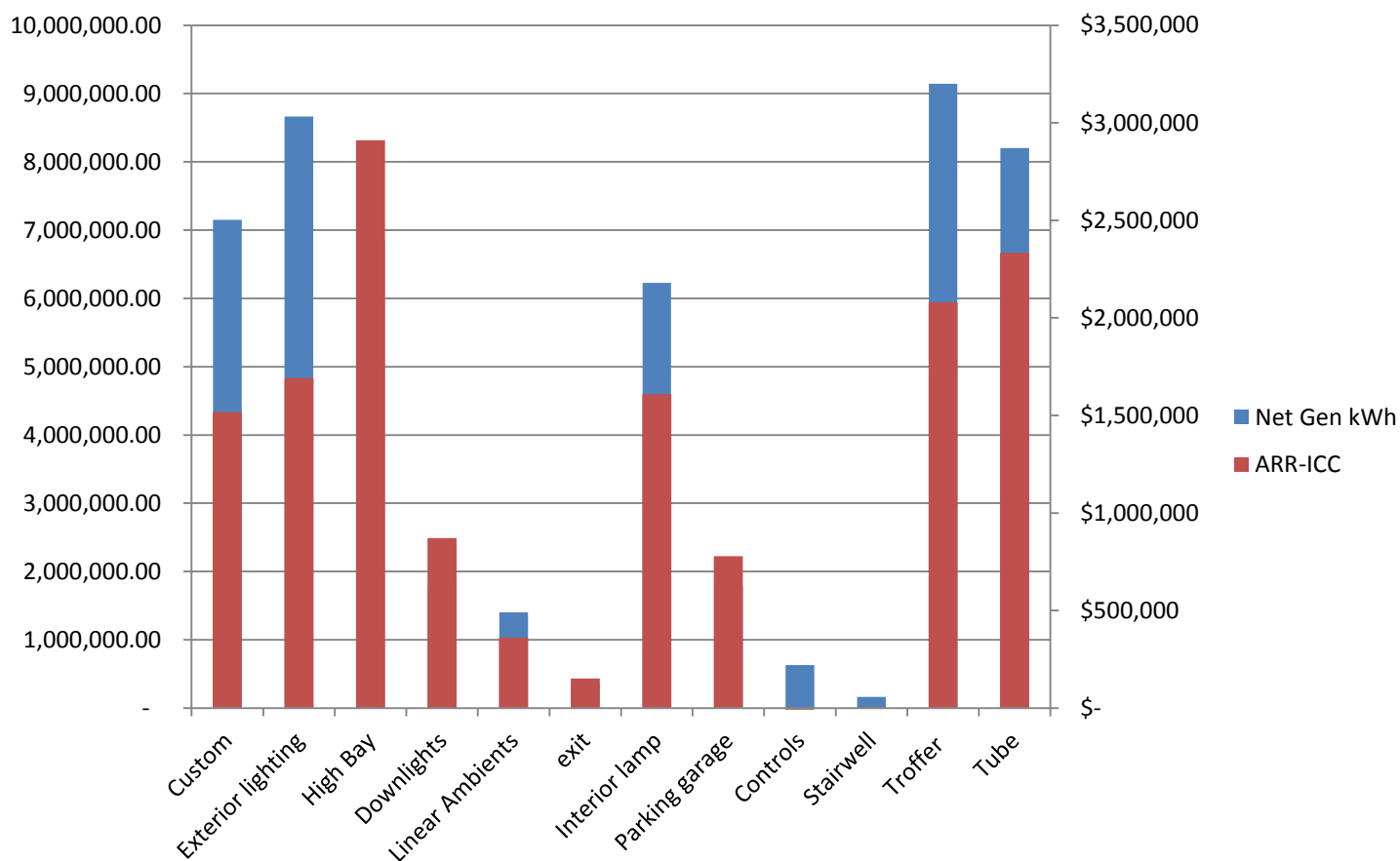
- Evap Cooling
 - 60-day notice finalized in April 2019
 - Changes retroactive to January 1
 - Several trade communications
 - Western Slope home show in March
 - Deep engagement with evap distributors
 - Updated web page and call center knowledge base
 - All in preparation for Q2 fresh tactics
- Heating bonus rebate – Q1 only - \$300 bonus
 - Popular with trade partners
- Heating Trade Partner Survey - EEBC
 - Part two: looking for definitive insights about barriers and energy savings (or not) associated with furnace installation practices

Business Lighting Efficiency & Small Business Lighting Products

Paige Romero
SBL Product Manager, Customer Solutions

Business Lighting Efficiency and Small Business Lighting

Business Lighting and Small Business Lighting



Prescriptive New Construction Lighting Rebates Discontinued

- 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 downlight fixtures 8W-25W

Refrigerated LED case lighting

LED high/low bay fixtures 95W-625W

LED troffer fixtures 10-100W

LED Wall pack fixtures 10W-150W

LED canopy fixtures 25W-150W

LED parking fixtures 25W-83W

LED area lighting fixtures 45W-550W

LED street lighting fixtures 55W-209W

New Measures Moving to LED Instant Rebate Program

- Beginning this summer, LED linear tubes, LED mogul screw-base and LED 2-pin or 4-pin lamps are moving from the prescriptive downstream path to the instant rebate path.
- Moving these measures to the instant rebate path will make it easier for customers to participate as there is no rebate paperwork required and rebates are provided immediately and upfront at the point of sale.
- Participating distributors are also very excited for this change. We conducted a survey of our participating distributors in 2018 and 100% of distributors thought moving linear tubes to the midstream offering made sense and 71% thought LED linear sales could increase if they were put through the instant rebate path.

DSM Business Q1 2019 Highlights

David Hueser
Team Lead, Customer Solutions

Commercial Refrigeration Efficiency

- Energy Savings through Q1, 2019
 - Electric: 330 kW/38%, 2.7 GWh/54% of target
 - No Gas DSM achievement yet
- 2019 Energy Savings concentrated in
 - Anti-Sweat Heater controls
 - Efficient reach-in cases
- Good traction and project completion
 - Grocery stores
 - Convenience store chains
 - Liquor stores
- Trade Partner in person events in June, opportunity to re-engage dormant trade
- Salesforce targeted campaigns planned for later in 2019



Photo: HillPhoenix



Photo: Emerson

Business Heating Efficiency (E&G)

- Strong Q1 start for both electric and gas measures
- Ozone Laundry measure launched and further out reach and promotion began in Q1
- In 2019 focusing on more cost effective measures such as pipe insulation, aerators, Infrared heaters, hot water heating
- Non cost-effective measures retired when 2019/20 DSM Plan launches July 1 include Boiler tune-ups



Photo: Armstrong Air



Photo: Rinnai

Data Center Efficiency (Electric)

- Stronger Q1 2019 start than 2018
- More product team outreach, trade and customer visits to achieve higher goals set in the 2019/20 DSM Plan
- 2019 focus on driving more studies and identifying more Custom and Prescriptive DC measures
- New construction path helps DC owners optimize efficiency for siting, design, early construction and operation stages of a new data center
- Remaining cost-effective measures from Computer Efficiency migrated to DC



Photo: York

Multifamily Buildings (Electric & Gas savings)

- New measures were introduced through a 60 day notice and included a 1.25 gpm showerhead and 1.0 gpm kitchen aerator.
- Product is moving a pay-for-performance model to encourage Stage 3 participation. RFP was released for bid and a new contract will be in place July 2019.



DSM Residential, Low Income Q1 2019 Highlights

Michelle Beaudoin
Team Lead, Customer Solutions

Residential Cooling

Evaporative Cooling

- Q1: 60-day notice, result of evaluation
- Q1: preparation time for cooling season
- Two major initiatives launching in Q2
- Instant rebates
 - Retail
 - Participating distributors
- Customer events at retail locations
 - 37 weekend events mid-April thru mid-June
 - “Meet customers where they are”
- Forecast a 20% increase in participation in 2019
- More in-depth information: next roundtable



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.

Visit xcelenergy.com/evaporativecooling for a list of local events and to learn more about evaporative coolers.

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Air Conditioning

- Simplified rebate structure launched October 1, 2018
- New rebate use impacts will be fully seen in 2020
- Promising results so far
- Smooth transition – positive trade partner feedback. Simplicity is appreciated.

ENERGY STAR® New Homes (E&G savings)

Q1 Program Metrics:

Metric	Fourth Quarter	First Quarter
Qualifying Homes	1,811	1,487
Average Home Size	3,375 sq. ft.	3,254 sq. ft.
Average HERS	57	57
2012 IECC or Higher	70%	72%
ENERGY STAR Certified Bonus Rebate	605	381

Q1 Achievements:

Savings	Q4	Q1
Dth	39,340	28,310
kW	271	270
kWh	1,571,412	1,222,545



Q1 Activity

- A code training was held in Erie for participating builders and city officials. The training covered the changes made when moving from one of the lower IECC codes, such as 2006 or 2009, into the 2015 IECC code. The two part training focused on the structure and pathway options within the IECC code as well as the thermal envelope requirements for the code.

Residential Home Performance with ENERGY STAR®

Q1 Savings Achievements:

Net Gen kW	Net Gen kWh	Net Dth
53	48,369	2,793

Q1 Activity

- Outreach efforts began to engage the Trade Partners that are most active in the program and support them in closing more HPwES projects.
 - Includes training on HPwES rebates and mentoring through submittal of rebate applications.



Low Income Non-Profit

- **Q1 Activity**

- Case Study: Step Denver

- Local recovery center, helps homeless men overcome addiction and rebuild their lives through sobriety, work, and accountability
- Finishing up Phase II:
 - 95% Efficiency Boilers
- Phase I:
 - Completed in 2018
 - 9,000ft² Attic Insulation
 - 65 Windows
 - All lighting upgraded to LED
 - Over \$60,000 in Xcel Energy Rebates
- Highlights of the social and economic impact include:
 - Created a more sustainable home for the men in recovery
 - Decreased utility bills by 32% each month
 - Dollars saved equates to serving 55 men through the program
 - Improved men's health, sleeping conditions and day-to-day productivity

- **Q1 Achievements**

- Product on track to meet 2019 electric and natural gas targets



Denver, CO

- *Networking Break* -



DSM Pilot and Product Development Q1 2019 Highlights

Thor Bjork
Team Lead, DSM Product Development

Thermostat Optimization Pilot – Q1 2019

Tendril's Orchestrated Energy 2018/19

- Ecobee Pilot winter preliminary results
 - 486 Households total
 - Recruitment campaign very successful
 - Average savings = 8.88 minutes/location day
 - EE Savings = 2.85%

TENDRIL™



Water Heater Demand Response - Vision



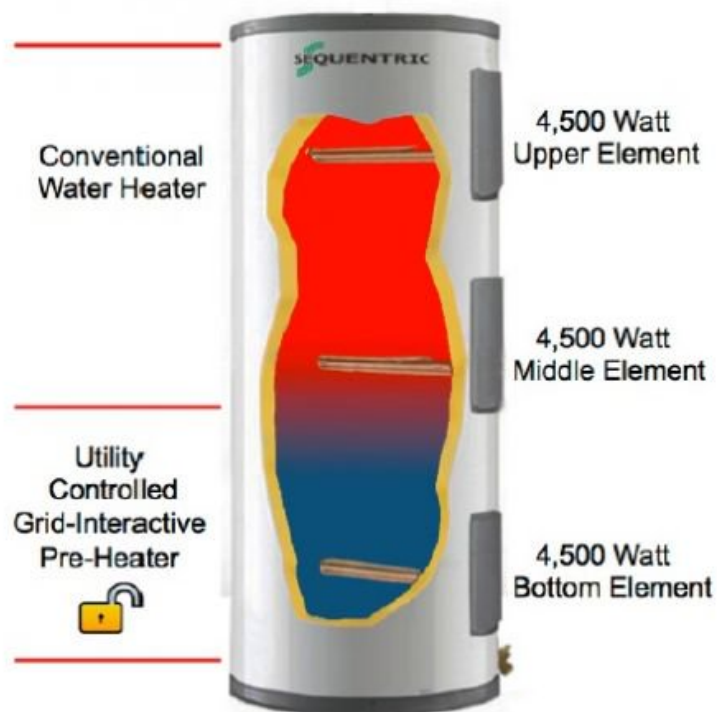
14 kWh
\$10,000

VS



8-13 kWh
\$400 - \$1,000

Water Heater Demand Response



- Currently in development
- Water heaters will be used as a form of thermal energy storage, to shift loads away from peak times
- Residential only, at the moment
- For new heat pump water heaters and electric resistance water heaters
- For existing electric resistance water heaters, a retrofit switch will be offered

Planning to file a 60 day notice in 2019

Clean Water Pumps



- Commercial, Industrial, Agricultural, and Municipal applications
- Increase sales of efficient clean water pumps through the stocking and upselling of high efficiency equipment.
- New DOE label requirement goes into effect in 2020
- Measures based on PEI, pump type, and control strategy
- Expected average rebate ~ \$300
- ~ 9 GWh savings

Plan to post a 60 – Day Notice in 2019

ENERGY STAR® Retail Products Platform



- Not on track to meet forecasted electric savings/spend
- Pilot ended March 31, 2019
- Plan to submit 90-Day Notice in Q2 to terminate pilot due to low cost effectiveness scores

Product idea submissions

Share your Product Ideas:

www.xcelenergy.com/productideas