

Energy Solutions for Your Business

Minnesota business customers can take advantage of our award-winning suite of energy conservation, renewable energy, energy management and billing programs. The programs can help you to increase your energy efficiency, reduce operating costs, lower environmental impacts and improve your bottom line.



Our energy efficiency specialists can provide recommendations tailored to your business. They can walk you through programs, explain requirements and discuss different ways to get started. Programs and rebates are subject to change. Contact your Xcel Energy representative or an energy efficiency specialist at **1-800-481-4700** or by email at energyefficiency@xcelenergy.com. Visit xcelenergy.com/Rebates for additional details.

Energy audits, studies and wholistic programs help identify energy-efficient opportunities for individual projects or a wholistic approach to energy savings for your business.

Program	Description	Details
Business New Construction Energy Design Assistance*	An integrated design process that includes whole-building computer modeling and verification of measures for new buildings, additions or major renovations	<ul style="list-style-type: none"> • Free modeling and design services • Rebates of \$400/kW and \$0.04/kWh plus \$5/Dth saved for implementing projects. 20,000 sq. ft. minimum size • Contact us for further details
Business New Construction Energy Efficient Buildings*	Free design review to identify potential rebates and energy-saving opportunities, plus rebates for making efficiency improvements to your new building, addition or major renovation	<ul style="list-style-type: none"> • Free design review • Prescriptive equipment rebates vary, and custom rebates range up to \$400/kW and/or \$5/Dth saved
Compressed Air Study*	Analyze your system to identify efficiency improvements and find leaks. At least 75% of leaks identified must be repaired to receive funding	<ul style="list-style-type: none"> • Funding based on compressed-air system size: • 10–49 hp: \$250 + \$20/hp • 50–199 hp: \$2,000 + \$20/hp • 200–499 hp: \$3,000 + \$20/hp • 500+ hp: \$4,000 + \$20/hp; \$25,000 maximum • Additional project implementation rebates may be available after leaks are fixed
Data Center Efficiency Study*	Data center energy efficiency analysis, includes review of the IT equipment and/or facility systems to detail how to run at peak efficiency	<ul style="list-style-type: none"> • Study rebates up to 75% of the study costs depending on the expected energy savings, not to exceed \$25,000 • Project implementation rebates up to \$400/kW and/or \$5/Dth saved
Energy Studies* for lighting, heating, cooling, motors, refrigeration or other technologies	An in-depth study of major energy efficiency improvements to help you build a project's business case	<ul style="list-style-type: none"> • Rebates up to 75% of the study costs depending on expected energy savings, not to exceed \$25,000 • Additional equipment rebates may be available for implementing recommendations
FREE Online Assessment	A free, do-it-yourself snapshot of energy consumption that helps find ways to save on energy bills	Visit xcelenergy.com/OnlineAssessment to get started

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Heating Efficiency Steam Trap Audits	Testing to find failed traps using internal or external labor	<ul style="list-style-type: none"> • \$15/trap tested rebate available after all qualifying failed traps are fixed and submitted to Xcel Energy. (Traps that fail to open do not qualify.) • Available every other calendar year • Industrial systems using internal testing labor limited to \$10,000 rebate annually
Heating Efficiency System Optimization Study*	Analyze all or part of heating system to uncover and/or assess natural gas savings opportunities, including no-/low-cost adjustments and/or equipment improvements	<ul style="list-style-type: none"> • Rebates up to 75% of the study costs depending on the expected energy savings, not to exceed \$25,000 • Additional equipment rebates may be available for implementing recommendations
Lighting Redesign Study*	A complete building-wide lighting analysis to identify ways to lower lighting output in over-lit or wrongly-lit spaces. (Not for 1-to-1 lighting retrofits; must be performed by a certified lighting professional)	<ul style="list-style-type: none"> • Study rebates up to 75% of the study costs depending on the expected energy savings, not to exceed \$25,000 • Project implementation rebates up to \$400/kW saved
Process Efficiency*	A wholistic operations and facilities analysis helps create a long-term energy management plan. Industrial manufacturing customers must have cumulative energy conservation potential of 1 GWh or 4,000 Dth	<ul style="list-style-type: none"> • Customized support includes enhanced analysis, study funding, implementation rebates and training • Call for details
Recommissioning*	Building system tune-up improves efficiency of existing systems and controls with low- or no-cost adjustments	<ul style="list-style-type: none"> • Study rebates up to 75% of the study costs depending on the expected energy savings, not to exceed \$25,000 • Additional implementation rebates up to \$400/kW or \$5/Dth
Refrigeration Recommissioning*	Rebates for tuning up existing commercial refrigeration systems in grocery outlets, convenience stores and other facilities with refrigerated cases	<ul style="list-style-type: none"> • Rebate amount is based on expected energy savings • Maximum rebate is 75% of the Recommissioning tune-up cost
Turn Key Services	On-site assessments and studies, plus project implementation assistance and bundled rebates for the project	<ul style="list-style-type: none"> • Phase 1: Project identification includes on-site study or assessment of energy-saving projects. Costs range from \$300–\$2,500 charged to your Xcel Energy bill. • Phase 2: Project Scoping provides a menu of ways we'll help with project implementation. Some options include help with on-site meetings, the bidding and selection process, coordination of implementation and pre-metering, and/or compiling rebate paperwork. Choose what you need and we'll fund up to 85% of the scoping service costs, which are dependent on project size. Your copay is deducted from your phase 3 implementation rebates. • Phase 3: Implementation rebates for completing your project

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At Your Service

Our energy experts are at your service to:

- Answer questions
- Suggest energy recommendations tailored to your business
- Walk through program options
- Explain requirements
- Discuss different ways to get started
- Help with paperwork

Contact your Xcel Energy account manager, or our energy efficiency specialists at **1-800-481-4700** or by email at energyefficiency@xcelenergy.com.

Equipment rebates help offset the up-front cost of installing qualifying energy-efficient equipment and shorten payback periods. Maximum rebate is 60% of the total project cost.

Program	Description	Details
Cooling Efficiency	Rebates for replacing or updating equipment to increase cooling efficiency	<ul style="list-style-type: none"> • DX Units (split systems, condensing units, rooftop units) \$75/ton plus \$5/ton for greater efficiency • Packaged Terminal Air Conditioners (PTAC) \$75/ton plus \$5/ton for greater efficiency • Water source heat pumps \$75/ton plus \$5/ton for greater efficiency • Chiller – Air Cooled \$8/ton plus \$1.50/ton per FLV + \$0.75/ton per IPLV for greater efficiency <ul style="list-style-type: none"> - Centrifugal \$15/ton plus \$2/ton per FLV + \$1.50/ton per IPLV for greater efficiency - Screw or Scroll \$15/ton plus \$2/ton per FLV + \$1.50/ton per IPLV for greater efficiency - VFDs on chillers .01kW/ton + \$1.50/ton per IPLV .01 kW/ton below base • Plate and frame heat exchangers \$120-\$300/ton • Economizers \$20/ton • Hotel room controllers \$75/unit • Custom rebates* up to \$400/kW and/or \$5/Dth saved for projects not listed above
Compressed Air Efficiency	Rebates for improving compressed air equipment efficiency	<ul style="list-style-type: none"> • No-loss air drains \$200/CFM • Compressors with integrated drives (10 hp–49 hp) \$100/hp • Custom rebates* based on energy savings, up to \$400/kW and/or \$5/Dth saved if customer has completed an approved compressed air study within 5 years, or if system is <50 hp or new construction. Up to \$50/kW saved without an approved study if eligible for a study
Computer Efficiency	Rebates are available for Virtual Desktop Infrastructure installations. Qualifying installations may also be termed: Thin Client or Zero Client Computing	<ul style="list-style-type: none"> • \$60 per Thin Client installed—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 • \$60 per Zero Client installed—Zero Client Computing is defined as no client-side processing or management; no CPU, no memory, no operating system, no drivers, no software and no moving parts
Custom Efficiency*	Rebates for energy efficiency projects that aren't covered under our other rebate programs	<ul style="list-style-type: none"> • Custom rebates* up to \$400/kW and/or \$5/Dth saved • Payback range 9 months to 15 years, and must meet other cost/benefit requirements • Includes custom lighting, cooling, heating, compressed air and other technologies or process improvements
Data Center Efficiency Equipment Rebates*	Rebates for making energy-saving data center improvements	<ul style="list-style-type: none"> • Up to \$400/kW and/or \$5/Dth saved
Efficiency Controls*	Rebates for control systems that save energy by automating building systems such as lighting, HVAC and others	<ul style="list-style-type: none"> • Rebates* up to \$400/kW and/or \$5/Dth saved for upgrading or installing new building controls

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Program	Description	Details
Heating Efficiency	Prescriptive rebates for qualifying commercial heating systems used for space heating, domestic water heating and up to 30% additional process load	<ul style="list-style-type: none"> • New boilers: \$500–\$3,500 per million BTUh • New furnaces: \$100–\$250 per furnace • New water heaters: \$200/100,000 BTUh • Boiler tune-ups (every other year): <ul style="list-style-type: none"> - Standard: 25% of cost up to \$250/boiler - Tune-up plus: 75% of cost up to \$750/boiler • Auxiliary equipment <ul style="list-style-type: none"> - Outdoor air reset control: \$200/control - O2 trim controls: 25% up to \$5,000/control - Modulating burner: \$1,500/boiler million BTUh, \$7,000 maximum/boiler - Stack damper 25% up to \$250 - Turbulator: 25% up to \$400 • Steam traps <ul style="list-style-type: none"> - Testing rebate: \$15/trap if all failed traps fixed; - Repair rebate: \$30/trap repaired • Pipe insulation: \$2–\$4/linear foot/inch of pipe diameter • Heating Optimization Study: Up to 75% of cost up to \$25,000/study • Custom rebates* up to \$400/kW and/or \$5/Dth saved for projects not listed above, including all industrial process boiler projects, heat recovery and new boilers >10 million BTUh
Motor and Drive Efficiency	Rebates for upgrading a working motor, or installing a new motor, drive or constant speed motor controller	<ul style="list-style-type: none"> • Motors* 1 hp–500 hp: \$25–\$13,500. Upgrade motors must meet or exceed NEMA Premium standards. New motors must exceed NEMA Premium® efficiency standards by at least one percentage point. • VFD* or ASD* (variable frequency or adjustable speed drive) for 1 hp–200 hp motors on fans or pumps: \$400–\$8,000 • Constant speed motor controllers 5 hp–500 hp: \$10/hp • EC (Electronically Commutated) Motors <ul style="list-style-type: none"> - Low and medium temperature display cases: \$40 per case - Walk-in coolers ≠ 15" fan size: \$70 per low or medium temp cooler • Custom rebates* up to \$400/kW saved for: <ul style="list-style-type: none"> - Motors > 500 hp or that otherwise do not qualify under the above criteria, or whose hp size is not identified using NEMA hp categories - Drives on motors >200 hp, or non fan/pump applications - Constant speed motor controllers 1 hp–5 hp or >500 hp <p><i>* High static pressure or poor sequencing type applications must apply for custom rebates.</i></p> <ul style="list-style-type: none"> • Soft-start and power-factor correction are not eligible for rebates

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Program	Description	Details
Lighting Efficiency Retrofit Rebates	Rebates for purchasing and installing energy-efficient lighting in an existing building	<ul style="list-style-type: none"> • Fluorescent T8 lamps with high-efficiency electronic ballasts \$18–\$28 plus 30% bonus through 12/31/12 • Low-wattage 4-foot fluorescent T8 lamps; 28W or less \$1/lamp • Fluorescent T5 lamps with electronic ballasts \$18–\$24 • High-bay fluorescent T8 lamps and T5 HO lamps with high-efficiency electronic ballasts \$85–\$175 • Hardwired or modular compact fluorescent lamps (CFL) \$4–\$35 • High-pressure sodium fixtures \$30–\$45 • Ceramic metal halide fixtures \$25–\$100 • Pulse start metal halide fixtures \$60–\$120 • Occupancy sensors and photocells \$25–\$50 • LED or LEC exit signs \$25 • LED traffic signs \$25–\$50 • ENERGY STAR®-qualified LED lamps \$20–\$35 or luminaires \$100–\$125 • Exterior LED canopy/soffit fixtures \$275 or wall pack fixtures \$100 • Refrigerated LED case lights \$100/door • Parking garage fixtures T5 HO or T8 with high-efficiency electronic ballasts \$85 • Lighting Optimization T12 or T8 to T8 \$12–\$26 • Custom rebates* up to \$400/kW saved for other lighting projects • Bulb recycling assistance also available
Lighting Efficiency New Construction Rebates	Rebates for purchasing and installing energy-efficient lighting for new or significantly renovated facilities	<ul style="list-style-type: none"> • Low-wattage 4-foot fluorescent T8 lamps; 28W or less \$1/lamp • High-bay fluorescent T8 and T5 HO lamps with high-efficiency electronic ballasts \$40–\$65 • Hardwired or modular compact fluorescent lamps (CFL) \$1–\$20 • Ceramic metal halide fixtures \$15–\$55 • Pulse start metal halide fixtures \$12–\$28 • ENERGY STAR®-qualified LED lamps \$20–\$35 or luminaires \$50–\$75 • Exterior LED canopy/soffit fixtures \$150 or wall pack fixtures \$20 • Refrigerated LED case lights \$100/door • Custom rebates* up to \$400/kW saved for projects not listed above • Bulb recycling assistance also available
Lighting Efficiency One-Stop Efficiency Shop	Enhanced rebates and special services for small- to medium-sized business customers	<ul style="list-style-type: none"> • Free lighting audit with cost-saving recommendations • Financing for lighting projects • Start-to-finish oversight of lighting upgrade and rebate paperwork • Administered by the Center for Energy and Environment (CEE) for customers with peak demand of 400 kW or less • Contact CEE at 612-335-3487 to verify eligibility and rebate details
Self-Direct	Increased rebates for self-engineered, implemented, commissioned, metered and verified projects	<ul style="list-style-type: none"> • Customers with aggregated usage of 10 GWh, 2 MW or 100,000 Dth • Rebates of \$525/kW or \$0.10/kW, and/or \$8/Dth based on amount of energy savings attained • Preapproval of eligibility and project required • New construction projects are not eligible

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Financing helps you manage cash flow for implementing your energy-saving project.

Program	Description	Details
Trillion BTU Financing	Loan program that leverages public and private money to help businesses make improvements that lower their energy costs	<ul style="list-style-type: none"> A joint effort of the St. Paul Port Authority, the Center for Energy and Environment, and Xcel Energy For more information, contact Peter Klein at 651-204-6211 or email him at pmk@sppa.com

Rate-savings discounts let you save on electricity bills when you're flexible about how you use energy.

Program	Description	Details
Saver's Switch®	A pager-activated device installed on/near outside air conditioning units to help reduce electric load when price or demand for electricity peaks	<ul style="list-style-type: none"> \$5 credit per month per ton of enrolled air conditioning applied to the electricity portion of your bill June through September Single- and dual-stage rooftop units are eligible (certain restrictions) Peak control customers are not eligible
Electricity Rate Savings Peak Control Rates	Tremendous savings for businesses that can reduce or interrupt ≥ 50kW of electricity demand upon our request	Contact us for details and advice on whether this is a good fit for your business

Renewable energy programs provide high-visibility and high-impact promotional value for your business while lowering your environmental impacts.

Program	Description	Details
Solar* Rewards®	Financial assistance for installing solar panels on your business	Projects are typically coordinated by PV system installers. After exploring program details at xcelenergy.com/Solar , contact several installers for quotes and design proposals
Windsources®	Buy blocks of wind power to offset your business' energy use	Call for details or visit xcelenergy.com/Windsources

Billing and account management services provide flexible options that let you view your energy use, manage your account and pay your bills when and how you want.

Program	Description	Details
eBill on My Account	eBill offers the ease of online payment plus	To enroll in eBill, sign up on My Account at xcelenergy.com
Electronic Data Interchange	Receive your energy bill electronically the day after the billing cycle is complete	Contact your account manager, call us for details or visit xcelenergy.com
Electronic Funds Transfer	Pay your bill directly from your account to Xcel Energy	Contact your account manager, call us for details or visit xcelenergy.com
InfoWise Energy Management Reporting Services	A powerful energy management reporting solution with customized data for your business to help manage and control energy use	Contact Power TakeOff, our energy management partner at 1-800-303-9890 or email support@powertakeoff.com

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