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.

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| 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 | • 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 | • 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 | • Funding based on compressed-air system size:  
  • 10–49 hp: $250 + $20/hp  
  • 50–199 hp: $2,000 + $200/hp  
  • 200–499 hp: $3,000 + $200/hp  
  • 500+ hp: $4,000 + $200/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 | • 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 | • 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               | • $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 | • 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) | • 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 | • 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 | • 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 | • 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 | • 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

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.

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| Cooling Efficiency       | Rebates for replacing or updating equipment to increase cooling efficiency | - Duct 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  
  - Centrifugal $15/ton plus $2/ton per FLV  
  - Screw or Scroll $15/ton plus $2/ton per FLV  
  - VFDs on chillers $0.10/kW/ton + $0.50/ton per IPLV $0.10 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/Working for projects not listed above |
| Compressed Air Efficiency| Rebates for improving compressed air equipment efficiency                   | - No-Lox 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/Working 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 | - $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 | - Custom rebates* up to $400/kW and/or $5/Working 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   | Rebates for making energy-saving data center improvements                   | - Up to $400/kW and/or $5/Working saved |
| Equipment Rebates*       | Rebates for control systems that save energy by automating building systems such as lighting, HVAC and others | - Rebates* up to $400/kW and/or $5/Working saved for upgrading or installing new building controls |

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Visit xcelenergy.com/Rebates for current details and applications.
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| Heating Efficiency       | Prescriptive rebates for qualifying commercial heating systems used for space heating, domestic water heating and up to 30% additional process load | • New boilers: $500–$3,500 per million BTU/h  
  • New furnaces: $100–$250 per furnace  
  • New water heaters: $200/100,000 BTU/h  
  • Boiler tune-ups every other year:  
    - Standard: 25% of cost up to $250/bioler  
    - Tune-up plus: 75% of cost up to $750/bioler  
  • Auxiliary equipment:  
    - Outdoor air reset control: $200/control  
    - O2 trim controls: 25% up to $5,000/control  
    - Modulating burner: $1,500/bioler million BTU/h, $7,000 maximum/bioler  
    - Stack dampers 25% up to $25C  
    - Turbulator: 25% up to $400  
  • Steam traps:  
    - 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 $5/0th saved for projects not listed above, including all industrial process boiler projects, heat recovery and new boilers >10 million BTU/h |
| Motor and Drive Efficiency | Rebates for upgrading a working motor, or installing a new motor, drive or constant speed motor controller | • 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 (Electrically Commutated) Motors:  
    - 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:  
    - 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  
  • High static pressure or poor sequencing type applications must apply for custom rebates.  
  • Soft-start and power-factor correction are not eligible for rebates  |

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| Lighting Efficiency                          | Rebates for purchasing and installing energy-efficient lighting in an existing building | • Fluorescent T8 lamps with high-efficiency electronic ballasts $16-$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                          | Rebates for purchasing and installing energy-efficient lighting for new or significantly renovated facilities | • 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                          | Enhanced rebates and special services for small- to medium-sized business customers | • 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 | • Customers with aggregated usage of 10 GWh, 2 MW or 100,000 Dth  
• Rebates of $525/kW or $0.10/kW, and/or $6/Dth based on amount of energy savings attained  
• Preapproval of eligibility and project required  
• New construction projects are not eligible |

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Visit xcelenergy.com/Rebates for current details and applications.
### Financing

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

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| Trillion BTU Financing   | Loan program that leverages public and private money to help businesses make improvements that lower their energy costs | • 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.

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| Saver’s Switch®          | A pager-activated device installed on/near outside air conditioning units to help reduce expensive load when price or demand for electricity peaks | • $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 apply)  
Peat control customers are not eligible |
| Electricity Rate Savings | Tremendous savings for businesses that can reduce or interrupt up to 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.

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<tr>
<td>Solar®Rewards®</td>
<td>Financial assistance for installing solar panels on your business</td>
<td>Projects are typically coordinated by PV system installers. After exploring program details at xcelenergy.com/Solar, contact several installers for initial bidding and design proposals</td>
</tr>
<tr>
<td>Windsource®</td>
<td>Buy blocks of wind power to offset your business' energy use</td>
<td>Call for details or visit xcelenergy.com/Windsource</td>
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### Billing and account management services

Provide flexible options that let you view your energy use, manage your account and your bills when and how you want.

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