

Business Programs Summary

We offer solutions for Xcel Energy electricity 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 in your business.




This Program Summary provides a quick reference of the Xcel Energy rebate programs available to Colorado business customers. Programs are listed in one of the following three categories:

- **Studies and Audit-Based Incentives**—provide you with an understanding of how your facility or unique systems use energy and identifies 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% of cost of the study. **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.**
- **Custom Rebate Programs**—are available for energy saving equipment purchases that aren’t covered under our Prescriptive programs listed below. **Preapproval is required.**

For more information about our rebate programs, please contact your account manager or our Business Solutions Center at **1-800-481-4700**, 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/rebates or click on any of the programs listed below.

Studies & Audit-Based Incentives — Preapproval REQUIRED



Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Commercial Real Estate Efficiency Bundled energy services, including study funding and rebate bonuses for implementing energy-saving recommendations.	Commercial real estate customers agree to implement recommendations resulting from our technical and financial building analysis. For office buildings over 50,000 square feet.	Rebates plus up to 30% bonuses for implementing recommended energy-savings 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 – 99 hp	100% of study costs up to \$2,500*	
	100+ hp	75% of study costs up to \$15,000* * Study funding requires that customers fix at least 50% of the air loss caused by the leaks and waste identified in the study.	
Prescriptive rebates	Rebates for equipment upgrades or system improvements that result in lower energy use or higher production from your system.	\$200/no-loss air drains \$1,000–\$4,000 for compressors that add or restore capacity. \$4,000–\$7,000 for compressors that replace in-service compressors.	
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	
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.	Study funding up to 75% of study cost, not to exceed \$25,000 Rebates up to \$400 per kW saved for preapproved projects Contact Xcel Energy account manager for details.	

Fuel types:  Electric  Gas





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Energy Analysis This entry-way program helps you discover your energy usage and energy conservation opportunities within your business while assisting you on critical energy-related decisions. The program provides tools and services that fit any budget.	Online Energy Assessment: A do-it-yourself online analysis helps you discover potential ways to save on business energy bills.	FREE analysis tool located at xcelenergy.com/EnergyAnalysis .	
	On-Site Energy Assessment: A detailed onsite energy audit by an energy engineer, which includes energy-efficiency opportunity cost and savings estimates, along with rebates and paybacks with a follow up review of your report and your opportunities.	\$200 fee for buildings less than 25,000 sq. ft. and \$300 fee for buildings 25,000 sq. ft. and above. Larger than 150,000 sq. ft.-- inquire for pricing	
	Engineering Assistance Studies: This in-depth engineering study focuses on a major energy-efficiency improvement and helps you build the project's business case. Focus areas can include heating, cooling, motors, custom technologies or process improvements.	Xcel Energy will pay up to 75% of the cost of the study, not to exceed \$25,000.	
Lighting Efficiency • Redesign Redesign offers funding to customers who complete a lighting redesign study of their current system. We also offer rebates to those who implement the recommended changes.	A Lighting Certified (LC), Certified Lighting Efficiency Professional (CLEP), or International Association of Lighting Designers member (IALD), must perform the study. The study provides a complete building-wide lighting system analysis for customers with overlit and/or mislit spaces and makes recommendations on the best approach to improving the design by reducing the existing light output while maintaining the proper lighting levels.	Xcel Energy will pay up to 75% of the cost of the study, not to exceed \$25,000. Xcel Energy provides incentives up to \$400/kW saved for implementation of recommended actions.	
Process Efficiency Available to our large industrial customers to identify system improvements and design a long-term energy management plan.	Cumulation of projects at any of the customers facilities that has the potential to yield 2 GWh of energy savings	Customized support including: EnVinta session, whole facility and sub-system audits, metering, engineering reports, rebates, bonuses and training.	
Recommissioning Reduce your energy costs by improving the efficiency of your building's existing mechanical systems and controls with low- or no-cost adjustments.	Study funding for buildings 50,000 square feet and above. Additional incentives for implementing recommissioning measures.	Study funding: Xcel Energy will pay up to 75% of the cost of a recommissioning study, not to exceed \$25,000. Implementation rebate: 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.	
• Refrigeration Recommissioning Designed to assist customers in tuning up their existing commercial refrigeration system to make sure it's operating correctly and to rectify deficiencies immediately during their investigation.	Rebates for system tune-ups; available to grocery stores, large warehouse grocery outlets and convenience stores.	We offer an investigation rebate based on your high and low temperature case design loads. We'll pay up to 75% of your investigation cost.	
Standard Offer Designed to rebate investment-grade energy audits and energy efficiency measures.	Efficiency measures are bundled to provide significant energy use reduction. <i>Requires preapproval for both performing audits and implementing measures.</i>	Study/TEA rebate – 50% of the cost of a technical audit, up to \$0.10 per square foot. Equipment / Implementation rebate – \$250/kW, \$0.05/kWh and \$4/Dth saved.	






Prescriptive Rebate Programs — Preapproval NOT required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
Computer Efficiency Provides cash rebates for installing a Virtual Desktop Infrastructure strategy. This strategy involves installing a VDI device instead of the traditional desktop PC.	Rebates are available for Virtual Desktop Infrastructure (VDI) 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 graphics coprocessor, RAM, CPU or local storage like a hard drive, solid state drive, or simply flash memory.	
		\$60 per Zero Client installed – Zero Client Computing is defined as no client-side processing or management; no CPU, no memory, no drivers, no software and no moving parts.	
Business New Construction • Energy Efficient Buildings A prescriptive type approach to obtaining 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 may apply. Applicants must apply prior to completion of construction documents. Projects require savings from a minimum of two building systems.	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.	





Prescriptive Rebate Programs — Preapproval NOT required

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Cooling Efficiency Cash rebates for replacing or updating your cooling system using the latest cooling technology.	Packaged terminal air conditioners (PTAC)	\$65 per ton plus \$5/ton for incremental efficiency	
	Water-source heat pumps	\$65 per ton plus \$5/ton for incremental efficiency	
	Rooftop AC units	\$65 per ton plus \$5/ton for incremental efficiency	
	Condensing units	\$65 per ton plus \$5/ton for incremental efficiency	
	Split systems	\$65 per ton plus \$5/ton for incremental efficiency	
	Chillers – air cooled	\$8 per ton plus \$1.50/ton FLV + \$.75/ton IPLV for incremental efficiency	
	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	
	Indirect Evaporative Coolers	\$750/1600 CFM	
	Plate and Frame heat exchangers	Up to \$400/ton based on wet bulb onset temp.	
	VFDs on Chillers	\$1.50/ton per IPLV for every 0.01 kW/ton below max	
Heating Efficiency Cash rebates for upgrading natural gas heating systems. Only Xcel Energy retail natural gas customers are eligible. Plan A – Replace a non-working hot water boiler or install a new boiler where none existed before. Plan B – Replace a working hot water boiler that is less than 25 years old with a new 92% efficient boiler. If the boiler is older than 25 years, Plan A will still apply.	Plan A hot water boiler ≥ 85% efficient	\$750 per MMBTUH	
	Plan A hot water boiler ≥ 92% efficient	\$3,500 per MMBTUH	
	Plan B hot water boiler ≥ 92% efficient	\$7,000 per MMBTUH	
	Water heater >150,000 BTUH / ≥ 92% efficient	\$350 per unit	
	Furnace	\$80 for 92% AFUE; \$120 for 94% AFUE	
	Pipe Insulation	\$3 – \$5 per linear foot	
	Modular burner control ≥ 5:1 turndown	\$750 per MMBTUH; \$2,000 maximum	
	Outdoor air reset controls	\$250 per MMBTUH	
	Stack dampers	\$250 per MMBTUH	
	Replacing failed steam traps	25% up to \$250 per trap, \$10,000 maximum per facility	
	Boiler system tune-ups	Prorated \$250 per MMBTUH, covered every other year.	
Lighting Efficiency • New Construction Rebates for purchasing and installing energy-efficient lighting equipment in new construction facilities.	Low wattage 4-foot fluorescent T8 lamps (28 Watts or less)	\$1.00 per lamp	
	High-bay fluorescent T8s, T5HO and T8VHO with various total wattage per fixture	\$12 – \$50	
	Hardwired compact fluorescent fixtures (CFL)	\$10 – \$20	
	Ceramic metal halide fixtures	\$12 – \$25	
	Pulse start metal halide fixtures	\$8 – \$18	
	Light-emitting diode (LED) lamps and fixtures	\$20 – \$150	
	Fluorescent T8 lamps with electronic high-efficiency ballasts	\$9 – \$22	
• Retrofit Rebates for purchasing and installing energy-efficient lighting equipment in an existing building retrofit.	Low-wattage 4-foot fluorescent T8 lamps (28 watts or less)	\$1.00 per lamp in addition to the standard rebate	
	Fluorescent T5 lamps with electronic ballasts	\$13 – \$16	
	High-bay fluorescent fixture for T8, T5HO and T8HVO with various total wattage per fixture	\$85 – \$210	
	Hardwired compact fluorescent fixtures (CFL)	\$25 – \$35	
	Industrial multi-CFL fixtures	\$45	
	High pressure sodium fixtures	\$30 – \$45	
	Ceramic metal halide fixtures	\$25 – \$75	
	Pulse start metal halide fixtures	\$25 – \$140	
	LED or LEC exit signs	\$15	
	Delamping fluorescent fixtures	\$12 – \$26	
	Occupancy sensors and photocells	\$30 – \$50	
	Light-emitting diode (LED) lamps and fixtures	\$20 – \$275	

Prescriptive Rebate Programs — Preapproval NOT required

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
<p>• Small Business Lighting Includes a free lighting audit plus lighting retrofit rebates for small to mid-sized business customers. The small business lighting program is implemented by our consultant, Franklin Energy.</p>	<p>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. Please call 1-877-287-2250 to verify eligibility.</p>	<p>FREE LIGHTING AUDIT 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 certified contractors. Prescriptive rebates are identical to Lighting Efficiency Retrofit rebates (See Page 3)</p>	
<p>Motor Efficiency • ECMotors Prescriptive rebates are available for electronically commutated motors</p>	<p>For fractional HP ECMs in refrigerators or freezers.</p>	<p>\$40 if placed in displays \$70 if placed in walk-ins</p>	
<p>• Constant Speed Motor Controllers</p>	<p>For moving walkways, escalators and conveyors.</p>	<p>\$188 – \$3,000, depending on application</p>	
<p>• Motors Prescriptive rebates are available for new motors (where one never existed or is burned out – Plan A), or upgrading operating (working) motors (Plan B).</p>	<p>Plan A: Motors 1 - 500 hp that exceed the NEMA Premium efficiency standards by at least one point. Plan B: Motors 1 - 500 hp that meet or exceed NEMA Premium efficiency standards.</p>	<p>Rebate varies by motor type, hp and situation – new or upgrade. Range \$25 to \$24,000</p>	
<p>• Drive Efficiency Prescriptive rebates are available for variable frequency or adjustable speed drives.</p>	<p>For drives placed on 1-hp – 200-hp sized motors that are used on fan and pump systems.</p>	<p>Rebate varies by hp with a range of \$400 to \$12,000.</p>	

Custom Rebate Programs — Preapproval REQUIRED

Program name and benefits	Description of eligibility	Rebate/incentive/or pricing	Fuel types
<p>Custom Efficiency Rebates for choosing energy-efficiency measures that aren't covered under our prescriptive rebate programs.</p>	<p>Projects that involve energy-saving measures that are not covered by our other energy-efficiency programs, such as:</p> <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 	<p>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.</p>	
<p>Business New Construction • Energy Design Assistance Free 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.</p>	<p>Projects at or greater than 50,000 square feet and in the early design stage are eligible to apply for Energy Design Assistance. The program requires a 15% minimum savings above the EDA baseline for the basic track, and 30% minimum savings for the enhanced track.</p>	<p>FREE 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 \$400 per kW, \$0.04 per kWh, and \$4 per Dth gas saved.</p>	
<p>Energy Management Systems Rebates for the purchase and installation of automated building controls.</p>	<ul style="list-style-type: none"> • New energy management system (EMS) where none existed • Replacing a non-functioning EMS • Adding functionality to an existing EMS 	<p>Rebates up to \$600 per kW saved. Natural Gas rebate of \$4 per Dth (Xcel Energy natural gas customer)</p>	
<p>Self-Direct Custom Efficiency 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.</p>	<p>Must have an aggregate peak load of 2 MW in any single month and an aggregated annual energy usage of 10 GWhs.</p>	<p>Rebates based on actual project savings up to \$525/kW or \$0.10/kWh.</p>	
<p>Data Center Efficiency Rebates for choosing energy efficient options and improvements specifically for data center operations.</p>	<p>Energy saving projects for energy efficient equipment replacement and system improvement measures specifically designed to address data center needs.</p>	<p>Rebates based on energy savings up to \$400/kW saved Data Center Efficiency rebates vary based on estimated energy savings. We will perform an analysis of energy saving estimates and issue a letter with the preapproved rebate amount. Preapproval is required.</p>	