



# Xcel Energy Colorado DSM Roundtable Discussion

May 23, 2012  
1:00pm to 4:00pm  
1800 Larimer, Room 03G01

# Welcome and Introductions

**Contact Info: Neil Cowan**

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# Agenda

- |             |   |
|-------------|---|
| 1:00 – 1:05 | <b>Welcome, Introductions</b>   |
| 1:05 – 1:15 | <b>Regulatory Updates</b>   |
| 1:15 – 2:00 | <b>DSM Program Highlights</b>   |
| 2:00 – 2:15 | <b>Break</b>  |
| 2:15 – 3:45 | <b>Product Development</b> <ul style="list-style-type: none"><li>- Settlement Related Development (Current RFP Status, EE Financing, Waste to Energy)</li><li>- Pilot Updates</li><li>- Ongoing Development (Upcoming 2012 60 Day Notices, New Ideas)</li></ul> |
| 3:45 – 4:00 | <b>Wrap-up/Open Discussion</b>  |

# Regulatory Update

Presented by:

**Neil Cowan**

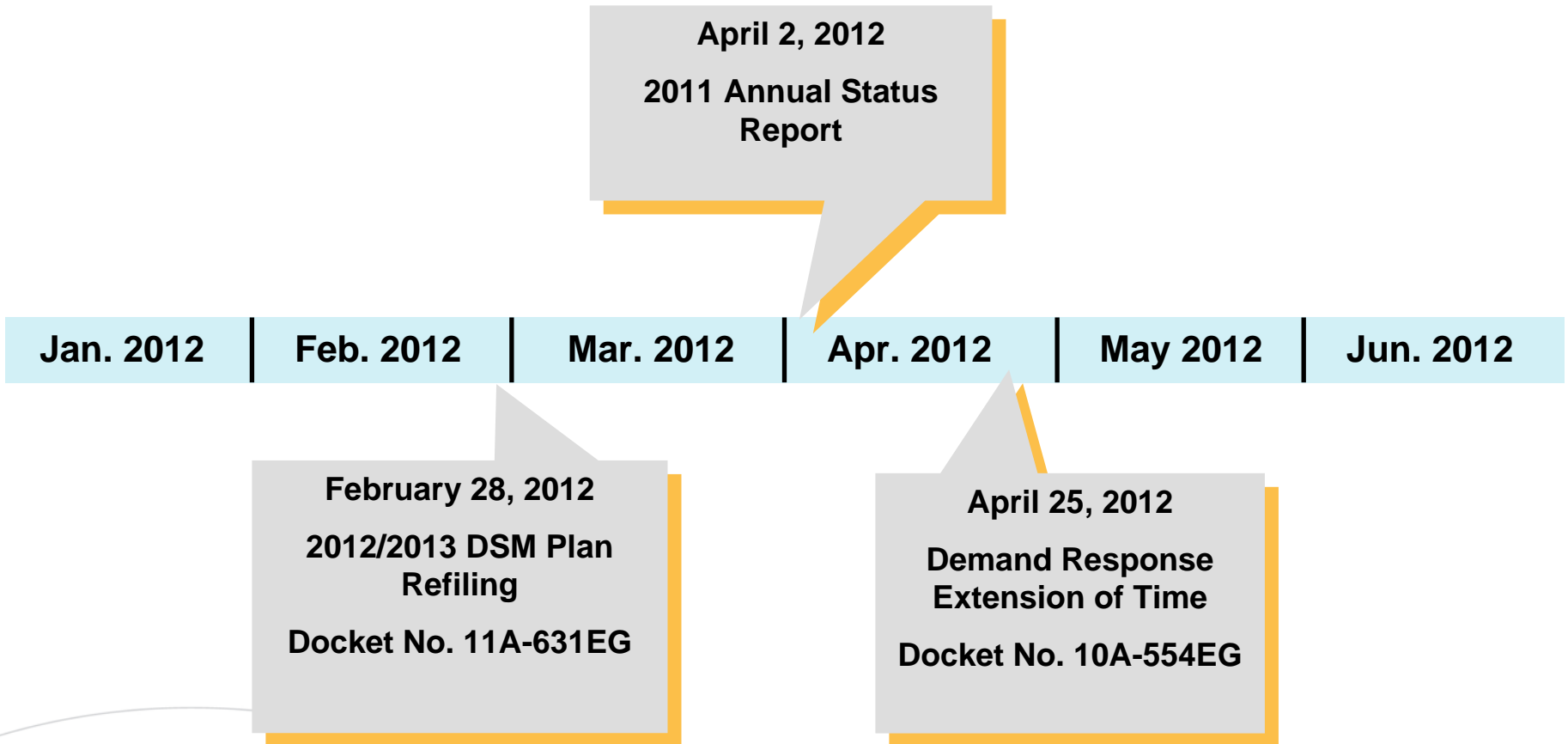
Compliance information is available  
at Xcel Energy's DSM Website:

[http://www.xcelenergy.com/About\\_Us/Rates\\_&\\_Regulations/Regulatory\\_Filings/CO\\_DSM](http://www.xcelenergy.com/About_Us/Rates_&_Regulations/Regulatory_Filings/CO_DSM)

# Preliminary First Quarter 2012 DSM Achievements

- 2012 Electric Targets: 79.2 MW; 329.3 GWh; \$78.1M
- Electric Achievements: 19.0 MW; 117.9 GWh; \$13.1M
  
- Gas Goals: 435,504 Dth; \$13.2M
- Gas Achievements: 57,748 Dth; \$2.7M

# Timeline of Recent Filings



# Demand Response Filing

- Agreed to file a Combined Demand Response and Energy Efficiency Strategic Issues Application on June 15, 2013
- Provide a Demand Response Study May 11, 2012
  - Colorado Benchmarking of Demand Response Potentials Final Report 2012
  - Study conducted by Kema
  - Posted on [www.xcelenergy.com](http://www.xcelenergy.com)

# 60 Day Notices – 1<sup>st</sup> Quarter 2012

- **In Home Smart Device Pilot**
  - **Posted 3-1-2012**
  - **Comments Received from Staff on 3-29-2012**
  - **Implemented 5-1-2012**
  - **Highlights of Notice**
    - Clarified the type of Device Installed
    - Updated the Recruitment Process
    - Revised the Spend Forecast
    - Updated the Evaluation Plan



# **DSM Program Highlights**

**Presented By:**

**Kim Spickard**

**Kate Warman**

# **DSM Program Overview, Business Energy Efficiency Program Highlights**

**Kim Spickard**

# Program Highlights

## ■ Adoption of IECC 2009

- Stricter minimum qualify efficiencies

## ■ Plan “A” Motors (NEMA Premium, New Capacity)

- Discontinued

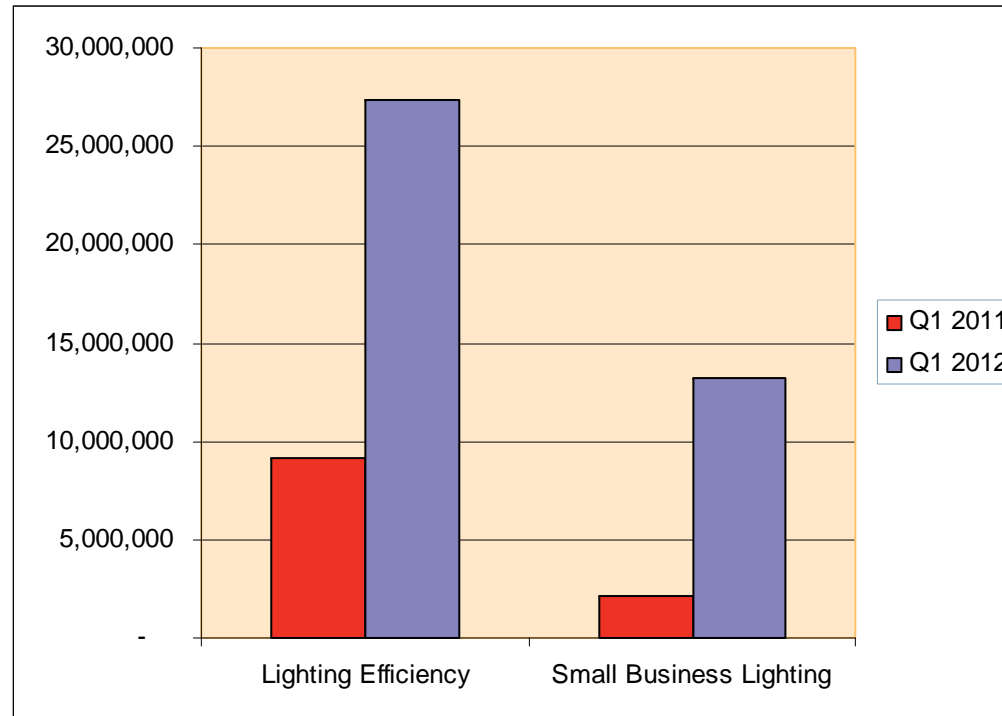
## ■ DSM Open House in February

- Joint Energy Efficiency Plan (JEEP)
- 6 new Jeeps directly as a result of the open house

## ■ High Efficiency Cooling Expo in March

- 250 Customers and Trades
- Exhibitors were manufacturers and distributors

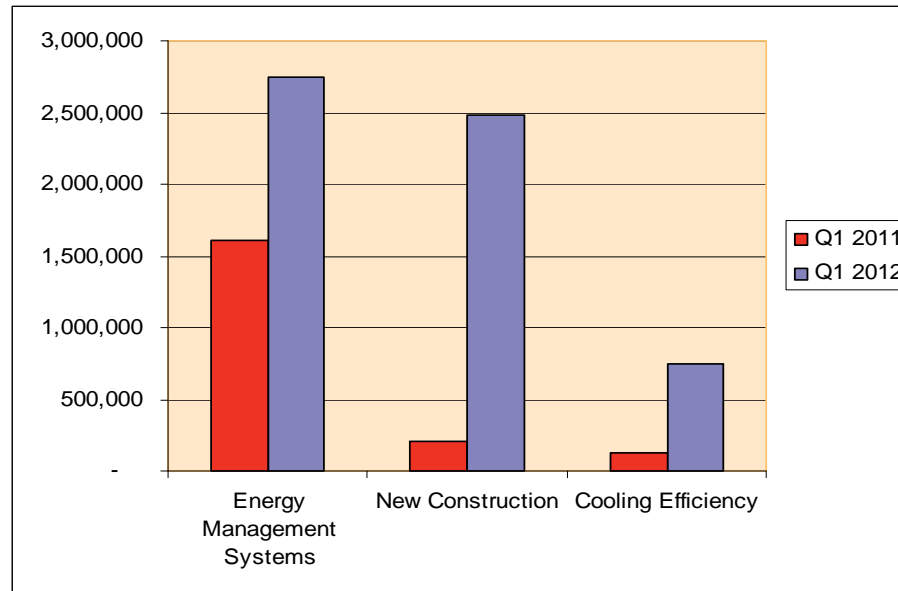
# C&I Lighting and Small Bus. Lighting



■ Business lighting 50% bonus rebate was extended through the first qtr.

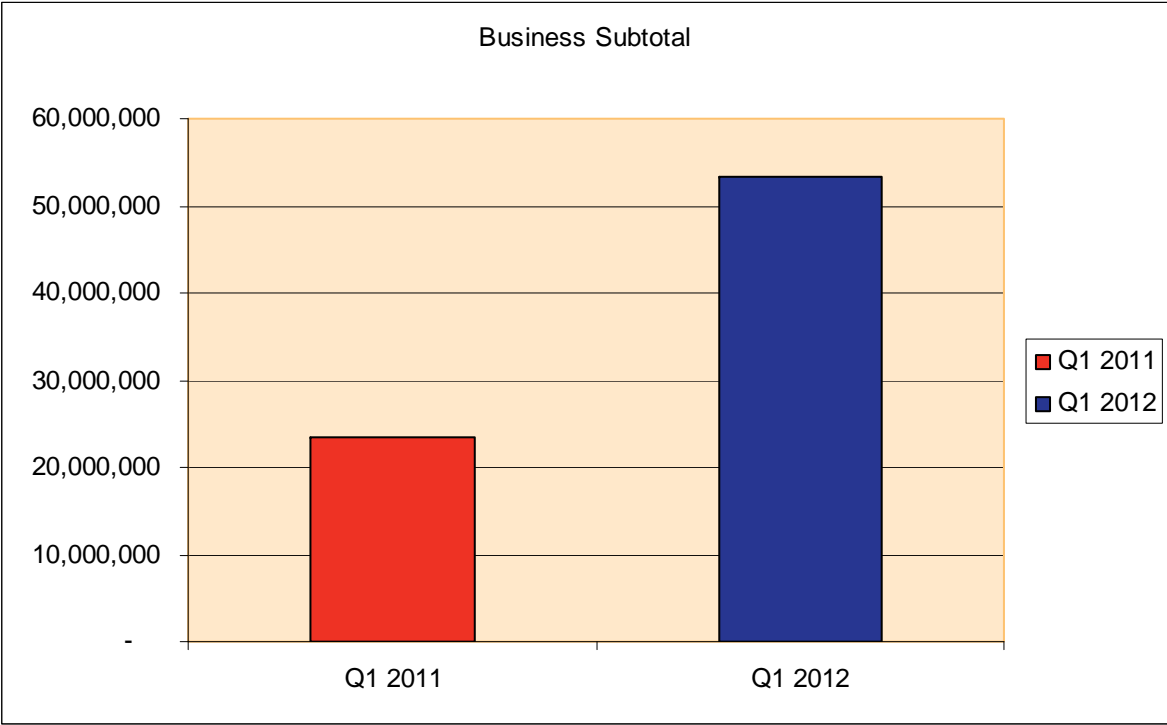
■ Small Business lighting has exceeded its 2012 goal with continuing participation. Franklin Energy achieved 13.2 GWh in Q1 2012, 116% of the 11.3 GWh filed goal.

# EMS, New Construction, Cooling



- Strong EMS pipeline going into 2012 may be the result of increased rebate levels in 2011
- New Construction had a very good pipeline developing later in 2011 that carried over into 2012
- Cooling realized a 4 fold increase in participants. 22 in 2011 and 80 in 2012

# Total Business



# **Residential and Low-Income Program Highlights**

**Kate Warman**

# Refrigerator Recycling

- RFP for 3<sup>rd</sup> party implementer
- Primary Refrigerators and Freezers
- March 26<sup>th</sup> launch
- Bill inserts, radio advertising and direct mailers



# Insulation Rebates

- **Quality assurance working group**
- **Program changes, quality assurance, onsite verification needed**
  
- **March 25<sup>th</sup> working group meeting**
- **No changes to the 2012 program**
- **Train the trade approach**
- **BPI certification required and air sealing if needed**
  
- **60 Day Notice to post in August**

# Home Performance w/ ENERGY STAR

- **Energy Concierge Pilot**
- **Call center selected**
- **Red Rocks Community College**
- **Training includes extensive training in sales, building science, and job specific tasks.**
- **Direct Mail campaign targeting Aurora, Lakewood, Golden and Westminster**
- **June 18<sup>th</sup> launch date**

# Energy Efficient Showerheads

- **First mailing was May 4- 115,000 customers**
- **Second mailing May 11- 110,000 customers**
  
- **Bill savings, shower satisfaction and ease of install**
- **CFL campaign**

# Low Income Single Family Weatherization

- **Still under evaluation**
- **Crawl space insulation, water heaters, storm windows, attic insulation in manufactured homes**
- **June 19<sup>th</sup> leadership review**
  
- **60 Day Notice to post in June**

# DSM Product Development Update

Presented by:

**Kevin Schwain and Pat Goggin**

DSM Website provides program idea submission forms at:

[http://www.xcelenergy.com/About\\_Us/Rates\\_&\\_Regulations/Regulatory\\_Filings/CO\\_DSM\\_Plan](http://www.xcelenergy.com/About_Us/Rates_&_Regulations/Regulatory_Filings/CO_DSM_Plan)

# Product Development Team

- **10 Resources able to flex across 3 Platforms**
  - Energy Efficiency
  - Renewable Energy
  - Demand Response
- Manager: Kevin Schwain, 612-330-5961
- Energy Efficiency Lead: Pat Goggin, 303-294-2370

# Settlement Development Update

# Request for Proposals Update

- **AC Tune Up**
  - **Received 2 proposals**
  - **Working with bidders to clarify information**
  - **Want to be able to compare “apples to apples”**
- **Innovative Technology**
  - **Received 54 proposals**
  - **Again – need to get to apples to apples**
  - **Next step is detailed RFP**
  - **That decision expected next week**



# Energy Efficiency Financing

- **April 18<sup>th</sup> stakeholder meeting**
  - **Presented possible alternatives within structure of settlement agreement**
  - **Good dialog on challenges, opportunities, possible approaches**
- **Anticipate late summer filing for January launch**

# Waste to Energy

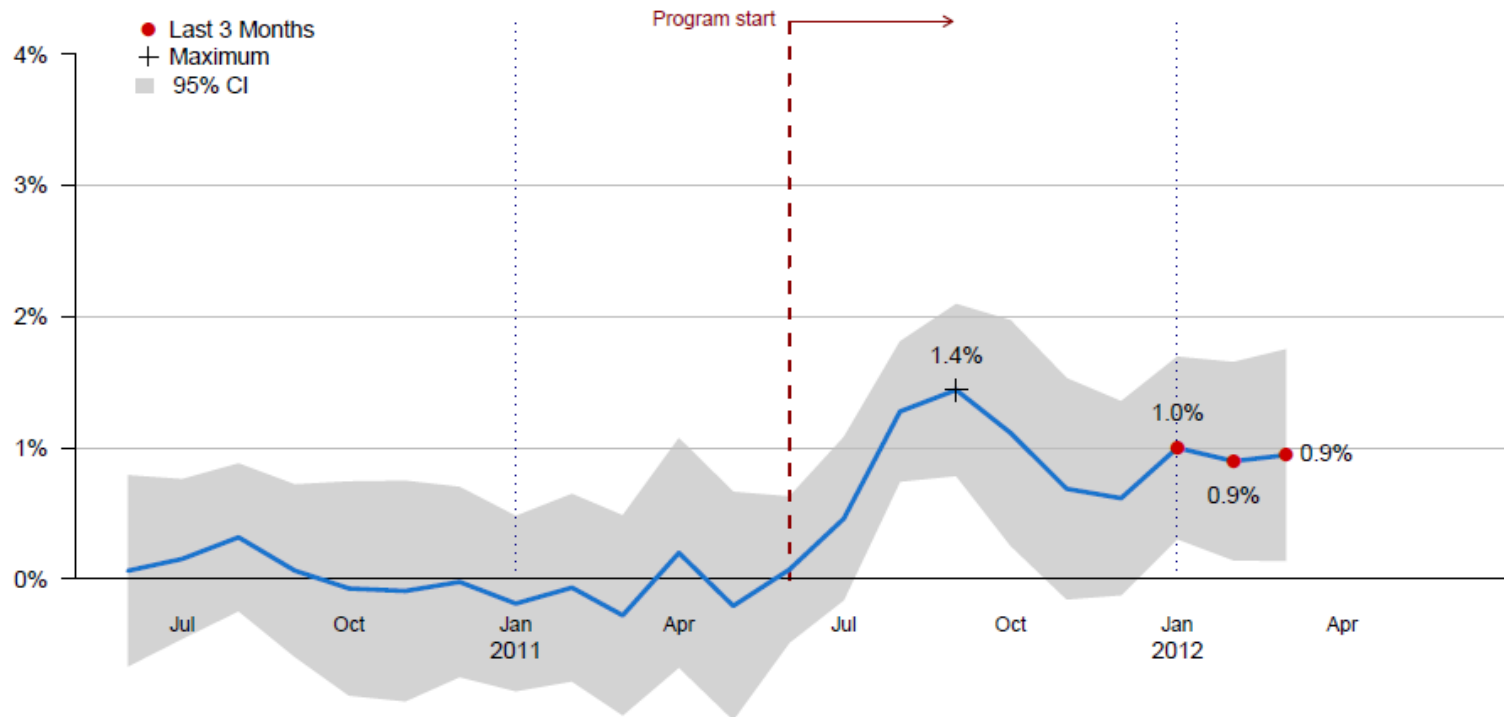
- **Stakeholder meeting to be held May 24<sup>th</sup>**
- **Various tariff & program options being considered**
- **Application or Advice Letter to be filed by June 30<sup>th</sup>**

# Pilot & Study Update

# Energy Feedback Pilot

## Results flatten out over winter

% Savings per Month



# **In-Home Smart Device (IHSD) Pilot Increase deployments in Greater Denver**

- **60 day notice posted 3/1/2012: adjust plan to install 1,149 devices in Greater Denver area**
- **Installation ahead of adjusted schedule**
  - **913 customers enrolled, 475 installed**
  - **Anticipate June completion**
- **Control events begin June 2012**
- **Evaluation to be completed after summer 2013**

# Whole-House Energy Efficiency and Comfort (WHEC) Study reaches midpoint

- 10 homes underwent deep retrofits in late 2010
  - Average retrofit cost = \$25,000
- First-year results: 18% energy savings
  - Electric usage increased
  - Unable to analyze 1 home
- Will continue to study with EEBC through 2012

# Building Code Support Pilot underway

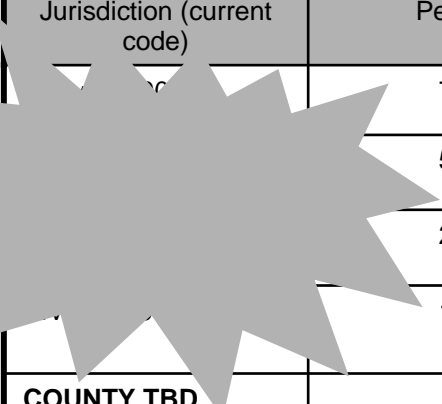
- Training and survey vendor selected via RFP:

Colorado Code Consulting

- Evaluator vendor selected via RFP:

Heschong Mahone Group

- Four jurisdictions selected, conversations continue:



Jurisdiction (current code)	Permits	Move to 2009 or 2012?	First Year?	Second Year?
	756			
	553		✓	
	230	✓		
	189			✓
COUNTY TBD		?	✓	
CITY TBD				?

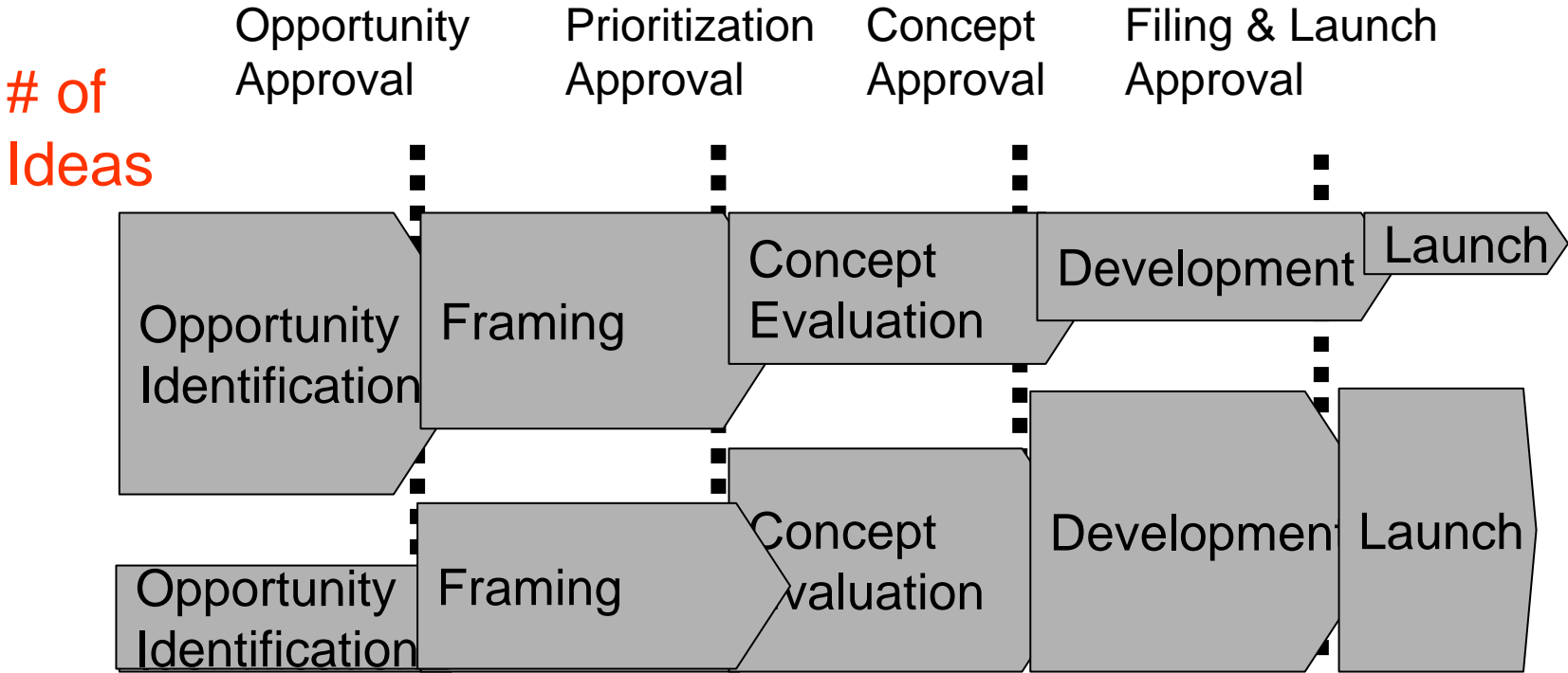
# EV Demand Response Pilot kicking off

- **First five devices designed, built**
- **Testing in-process (will include NREL and Xcel facilities)**
- **Anticipate sharing with customers this summer**



# Ongoing Development Update

# Product Development Process



Level of Effort per Idea

# New Products in Development for Potential 60-day Notice

<b>Commercial</b>	<b>Status</b>	<b>Potential Filing</b>
<b>LED Wall Pack fixtures</b>	<b>Product Development</b>	<b>2012 60 Day</b>
<b>Commercial Efficiency</b>	<b>Product Development</b>	<b>2012 60 Day</b>
<b>Bi-level Stairwell Fixtures</b>	<b>Product Development</b>	<b>2012 60 Day</b>
<b>RTU Early Retirement</b>	<b>Concept Evaluation (Settlement)</b>	<b>2012 60 Day</b>

# New Products in Development for Potential 60-day Notice

<b>Industrial</b>	<b>Status</b>	<b>Potential Filing</b>
<b>Turn Key Services</b>	<b>Development</b>	<b>2012 60 Day</b>
<b>Prescriptive Refrigerated Case Efficiency Anti-Sweat Heater Controls Zero Energy Glass Doors w/o Anti-Sweat Heaters</b>	<b>Concept Evaluation</b>	<b>2012 60 Day</b>
<b>Low loss filters (mist eliminators)</b>	<b>Concept Evaluation</b>	<b>2012 60 Day</b>
<b>Dew Point Demand Control – Desiccant Dryer</b>	<b>Concept Evaluation</b>	<b>2012 60 Day</b>
<b>Cycling Refrigerated Dryer</b>	<b>Concept Evaluation</b>	<b>2012 60 Day</b>

# New Products in Development for Potential 60-day Notice

<b>Residential</b>	<b>Status</b>	<b>Potential Filing</b>
<b>A/C Tune-Up Residential/Small Commercial</b>	<b>RFP Pending (Settlement)</b>	<b>2012 60 Day</b>
<b>EC motors for furnaces</b>	<b>Product Development</b>	<b>2012 60 Day</b>
<b>Residential Multi-family</b>	<b>Concept Evaluation</b>	<b>2012 60 Day</b>
<b>Prescriptive rebates for Condensing boilers &amp; outdoor resets</b>	<b>Canceled – not cost effective</b>	
<b>Primary Refrigerator Rebate</b>	<b>Approved for Filing</b>	<b>2012 Settlement</b>
<b>Freezer Rebate</b>	<b>Approved for Filing</b>	<b>2012 Settlement</b>

# Emerging Technology Grant

- **60 Day Notice to expand methods for commercializing new technology**
  - **Removes grant only limitation**
  - **Focus more on pilots**
  - **Technology at grant stage generally too far from commercialization**
  - **Pilots test technology fit with utility programs**
  - **Brings appropriate new technology into portfolio more quickly**

# DSM Roundtable Ideation Submissions – 4<sup>th</sup> Quarter

- **Received 3 new Product Ideas**
  - **Dimming Ballasts**
    - Received: 11/29/2012
    - Status: Incomplete Submission
  - **Reflective Insulation**
    - Received: 12/14/2012
    - Status: Incomplete Submission
  - **Energy Scan**
    - Received: 01/20/2012
    - Status: Incomplete Submission

# DSM Roundtable Ideation Submissions

- **A complete submission has two parts**
  - Answers to a series of questions
  - Numbers with which to estimate cost effectiveness
- **A complete submission answers these questions:**
  - *If new program idea:*
    - Please describe the program.
    - What problem does the new program solve?
    - Why should Xcel offer the new program?
    - How does the new program help the customer?



# DSM Roundtable Ideation Submissions

- *If new program idea: (continued)*
  - Which customer group(s) will directly benefit from the program?
  - What is the history and outlook for the technology used in the program?
  - What other utilities/groups offer a similar program?
  - Who could help bring this program to market?
  - What changes have happened or are expected to happen in the market that would affect this program?

# DSM Roundtable Ideation Submissions

- **A complete submission answers these questions:**
  - *If existing program:*
    - Which existing program does this modification relate to?
    - Describe the proposed modification.
    - How does the proposed modification help the customer?
    - Which customer group(s) will directly benefit from the proposed modification?

# DSM Roundtable Ideation Submissions

- A complete submission has numbers for the highlighted information

	Equipment to be Replaced OR Lower Efficiency Option	New Equipment OR Higher Efficiency Option
Equipment Description		
Equipment type		
Manufacturer of equipment		
Model number		
Age of equipment		
Efficiency		
Nameplate data: (kW, MMBtu, tons, Watts, HP, etc.)		
Non-energy savings or cost differences between low and high efficiency options		
<b>COST BREAKOUT</b>		
Equipment		
Installation		
Other (explain)		
<b>TOTAL</b>		

# New Ideas?

## ■ CO Roundtable Ideas

- Submit complete Roundtable Idea Form at least 90 days prior to a CO Roundtable Meeting in order for an analysis to be presented at that meeting.
- Incomplete Idea Forms will be returned to submitter for completion
- 90 Day window starts when form is complete

## ■ Roundtable Idea Form:

<http://www.xcelenergy.com/staticfiles/xcel/Regulatory/Regulatory%20PDFs/RushCODSMPProductDevelopmentIdeationForm.pdf>

- 2012 Opportunity Identification meeting in January (internal meeting)

# Wrap-up / Open Discussion

**Upcoming Roundtable Schedule:**

**August 16, 2012**

**November 14, 2012**

