



General Stakeholder Group

Q1 2019 Meeting

March 12, 2019 (1PM – 3:30PM)



AGENDA

1:00 – 1:10	Welcome & Introductions	Kevin Cray
1:10 – 1:40	Renewable Customer Survey	Cheryl Wells
1:40 – 2:00	Dashboards	Eric Van Orden
2:00 – 3:00	RES Plan Discussion	Neil Cowan
3:00 – 3:30	Solar*Rewards Community	Shawn Queenan



Renewable Programs Survey Report

Customer Insights

Publication Date: February 28, 2019

Methodology: Online Survey



Colorado Residential Customers

Action	Date
Launch survey	01/16/2019
Close survey	01/30/2019
Number of email invitations	13,519
Number of completes	1,084
Response rate	8%
Incentive	No

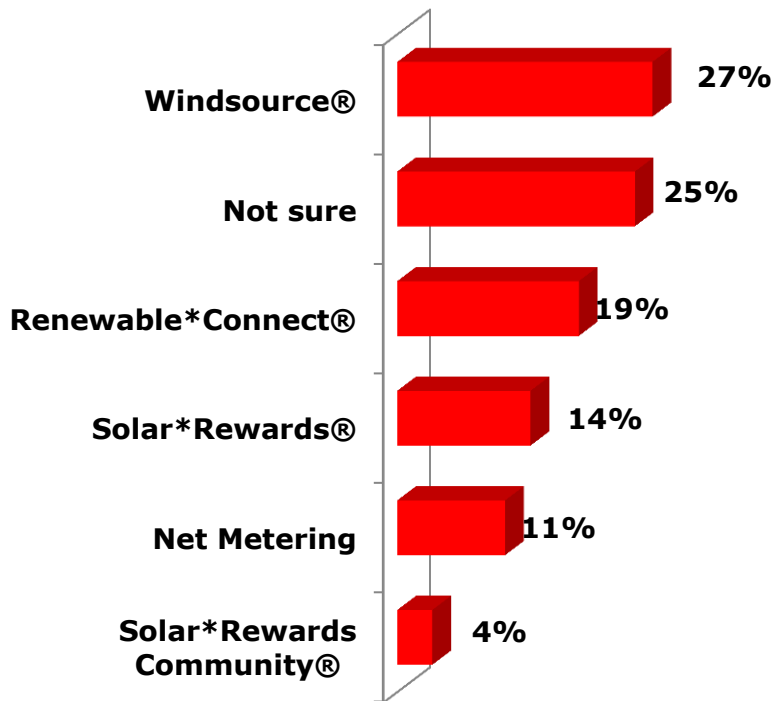
Program	# completes
Windsorce®	291
Solar*Rewards®	152
Solar*Rewards®Community	40
Renewable*Connect®	207
Net Metering	123
Not sure	271
TOTAL	1,084

Objectives: What Did We Want to Learn?

Program Drivers	What factors are most important to customers when deciding whether to participate in a renewable program?
Awareness	How did customers first learn about the renewable programs?
Environmental	Which environmental concerns are at the top of customers' minds?
Consideration	When evaluating options, do customers consider other Xcel Energy renewable programs?
Renewable Location	How important is having local renewable sources in state? In county? In community?
Satisfaction	How satisfied are customers with Xcel Energy, Solar Developer and Solar Garden Operator? How satisfied are customers with the value for price paid, from a monetary and environmental perspective?
Decision Making	Who do customers consult with when making a renewable choice?
Likes & Dislikes	What do customers like best about renewables? What do they like least?

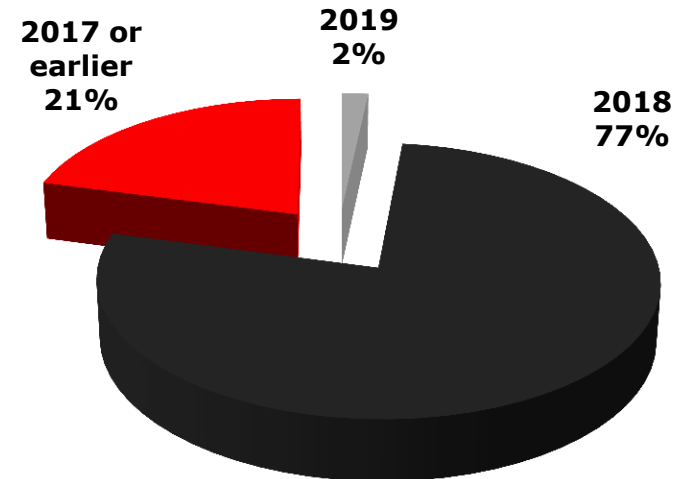
The Majority of Respondents are Windsource Customers

Program Chosen



N=1,084

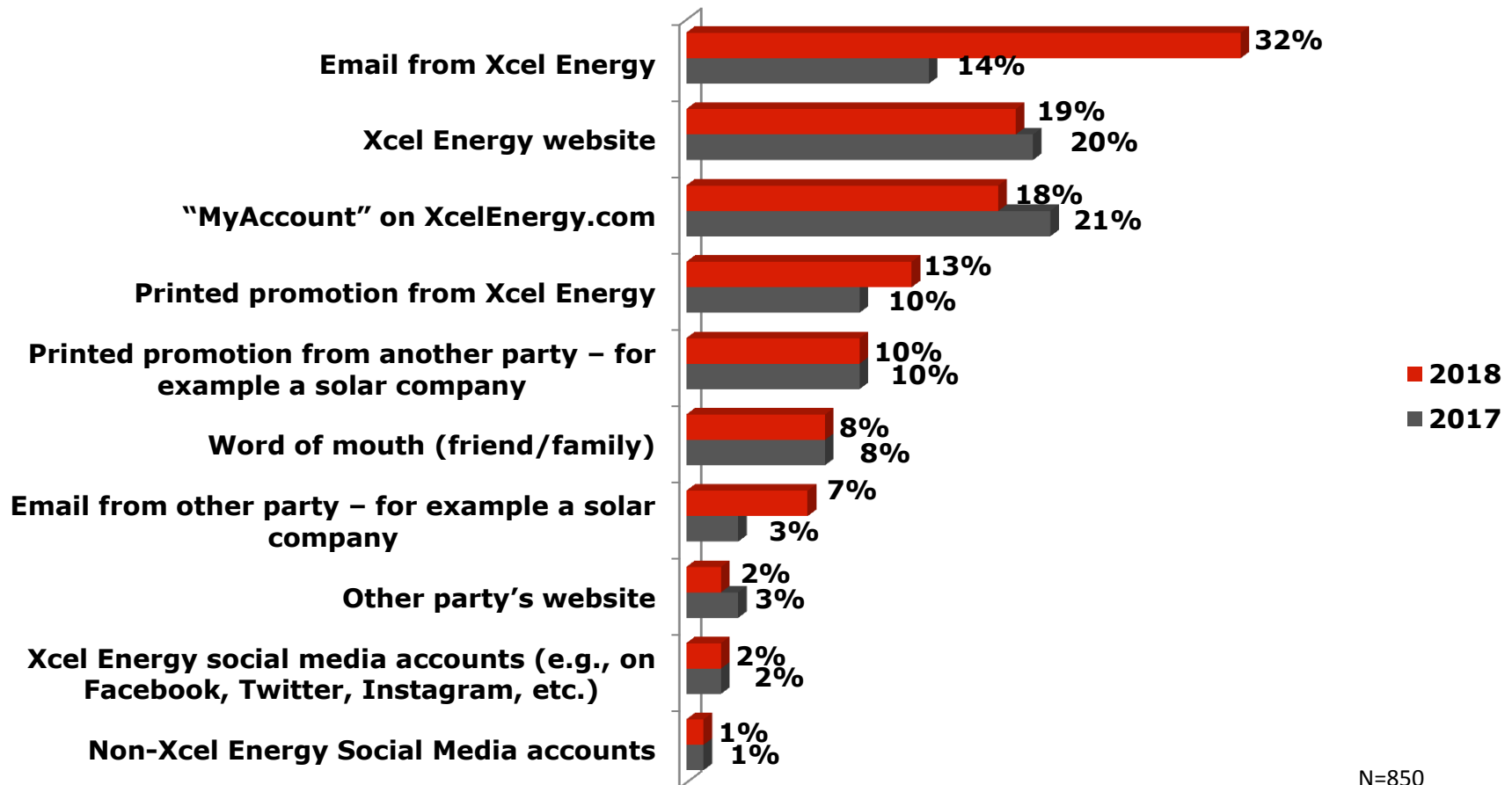
When Enrolled



N=813

Q. Please select the Xcel Energy renewable program that you are currently participating in:
 Q. How long ago did you enroll?

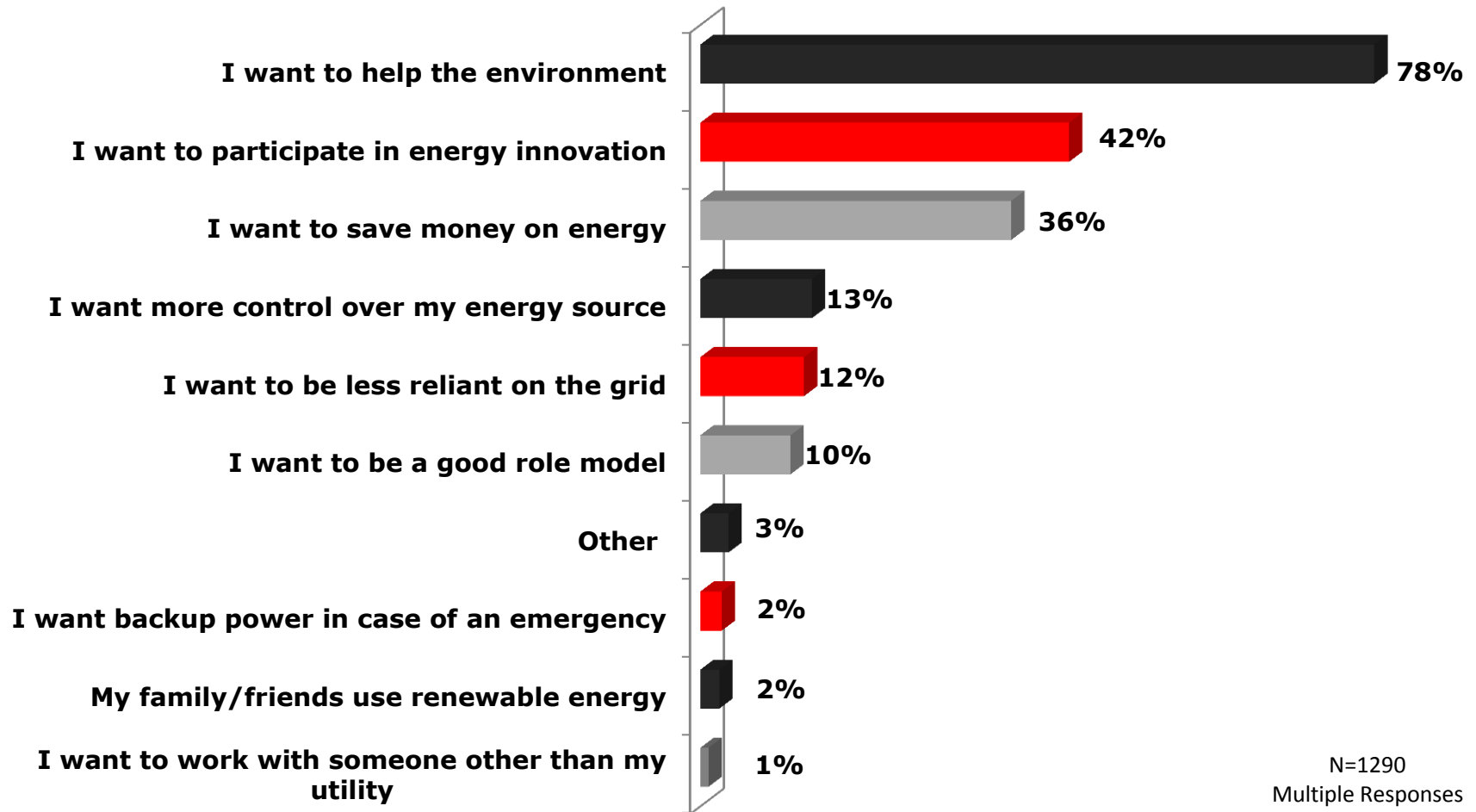
Learning about Renewable Programs via Xcel Energy | Email, Website and MyAccount



N=850
Multiple Responses

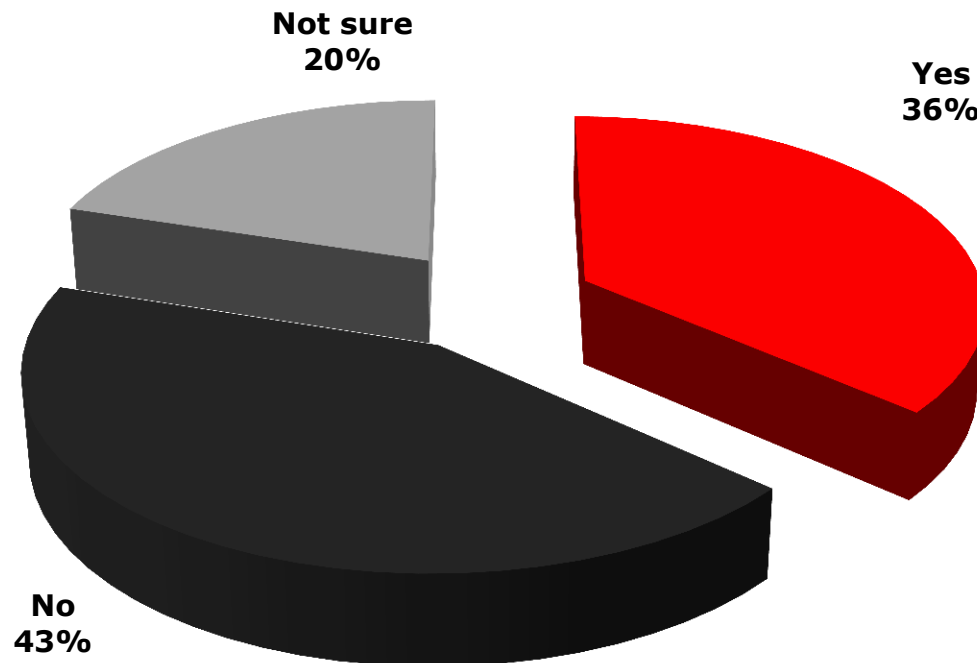
Q. How did you first learn about [Renewable Program]? Select all that apply.

Top Reason for Participating in a Renewable Program: *Help the Environment*



Q. Which of the following reasons best describe why you chose to participate in a renewable energy program? Please select your top three.

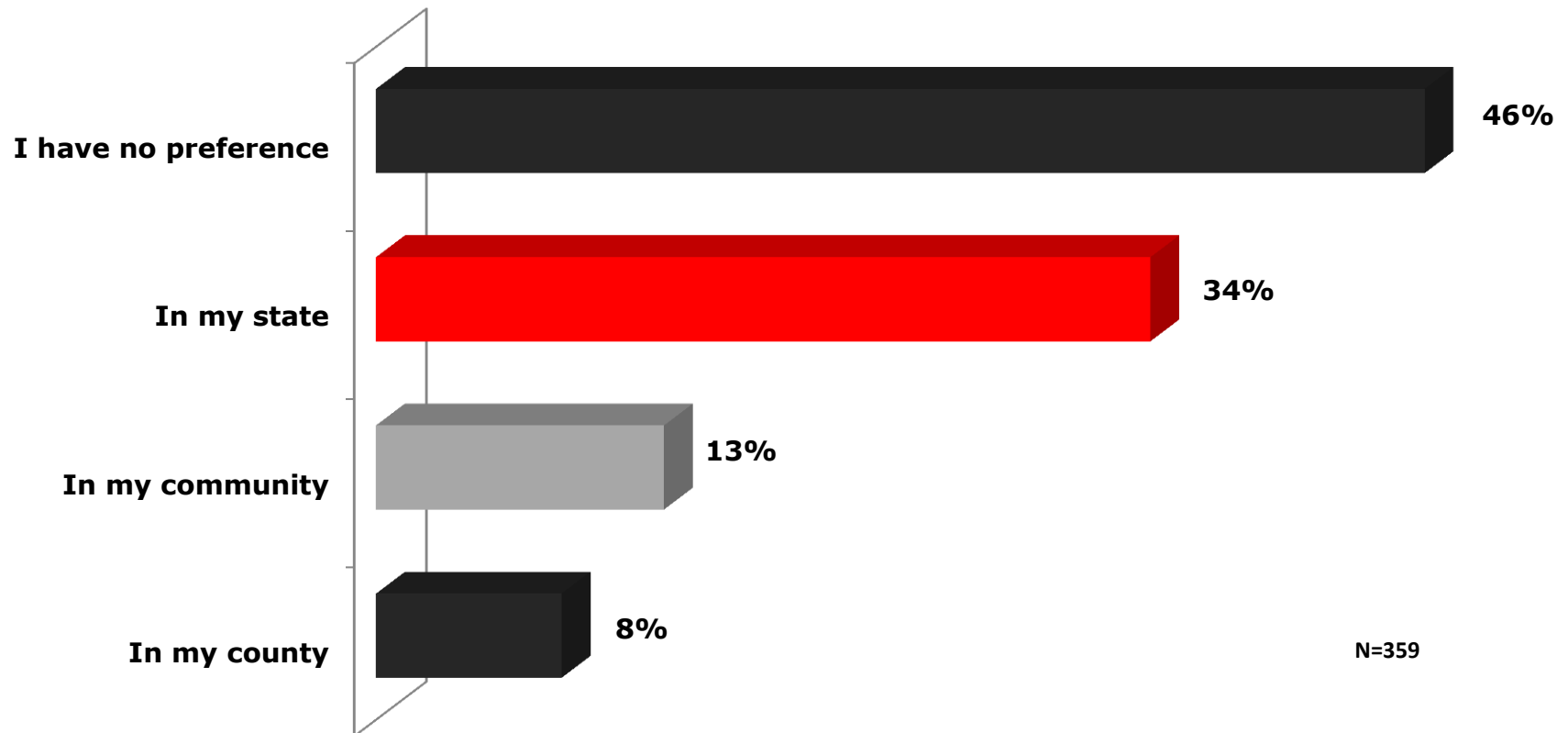
Many Customers Consider Other Renewable Options



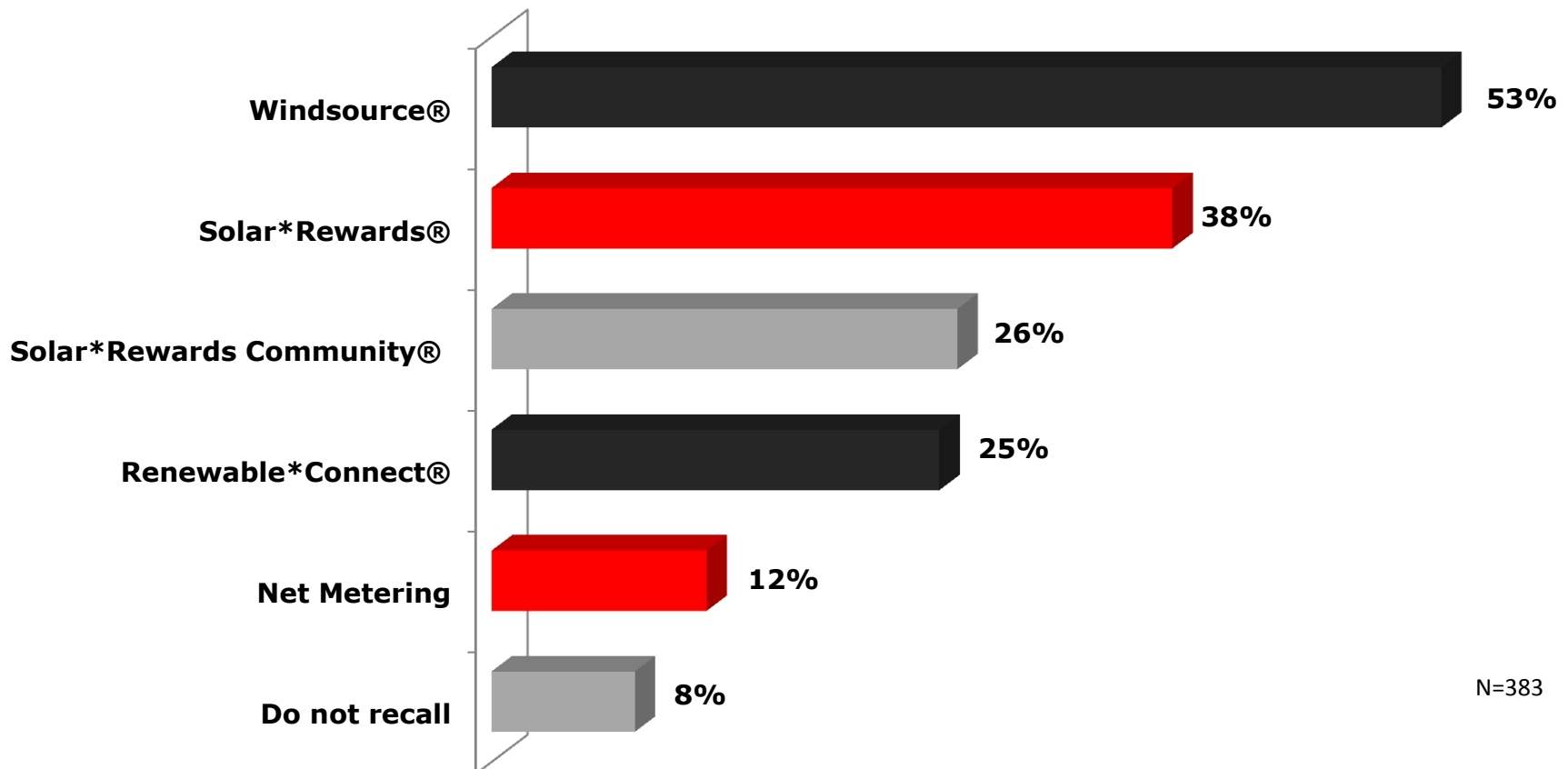
N=645

Q. When evaluating your renewable options, did you consider any of Xcel Energy's other Renewable Programs? Please select all that apply.

Customers are Mixed on Their Preferred Location of Renewable Energy Source



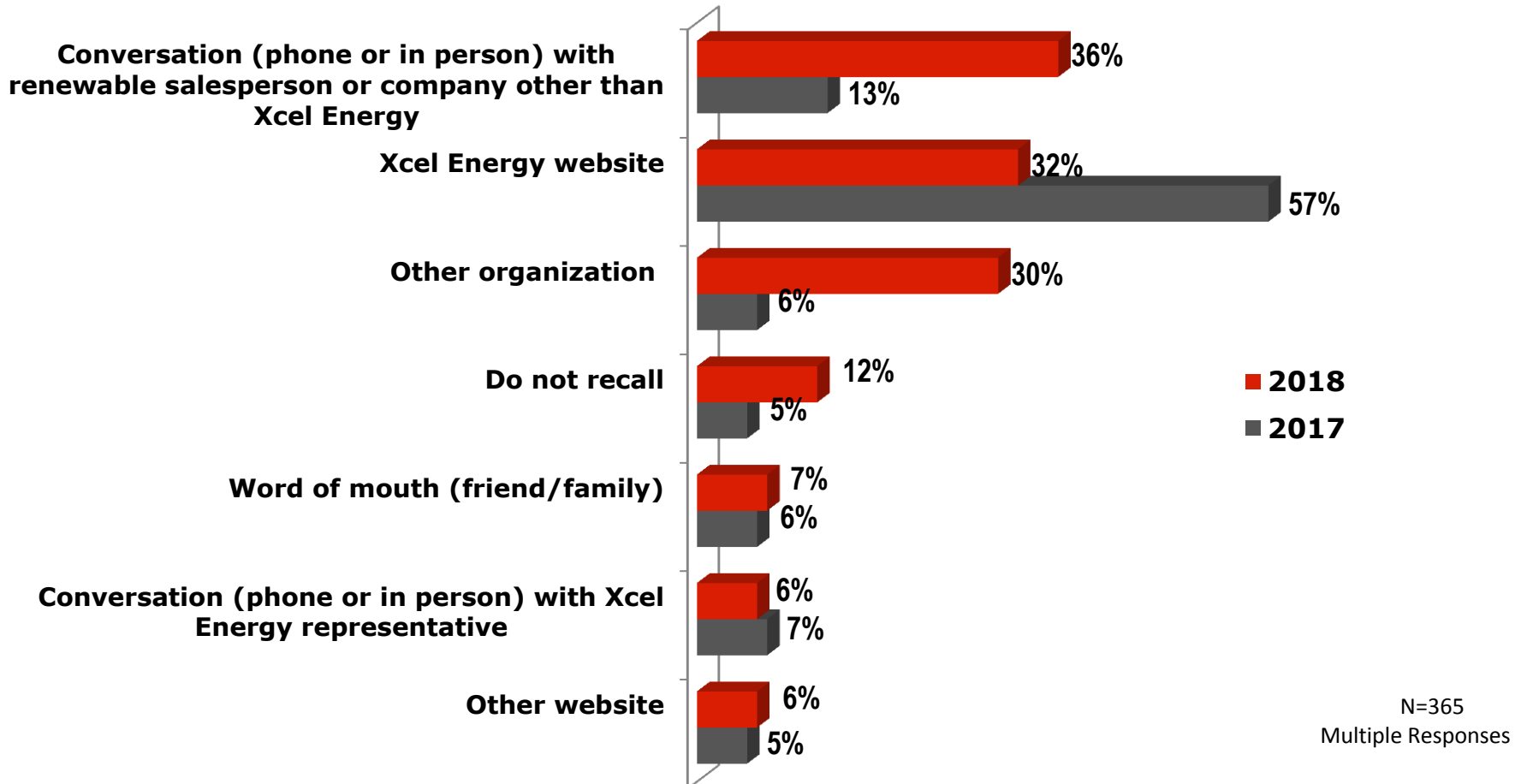
Of the 36% of Respondents Who Considered Other Renewable Programs, Most Looked At Windsource® or Solar*Rewards®



N=383

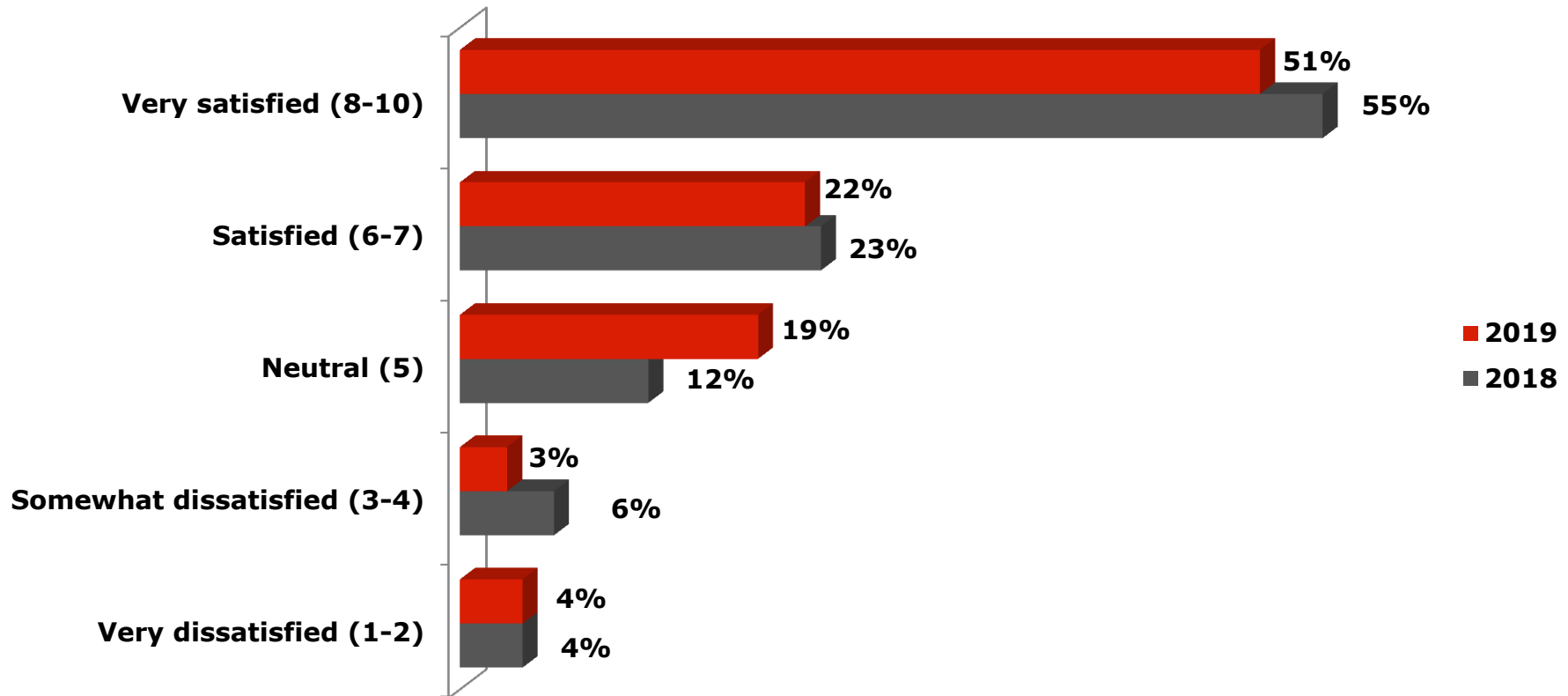
Q. Which renewable option(s) did you consider other than your current programs? Select all that apply.

The Majority of Respondents Conversated with A Person or Company Other than Xcel Energy to Obtain Information for Decision Making



Q. When enrolling in {Renewable Program} where did you obtain information to help with your decision?
Please select all that apply.

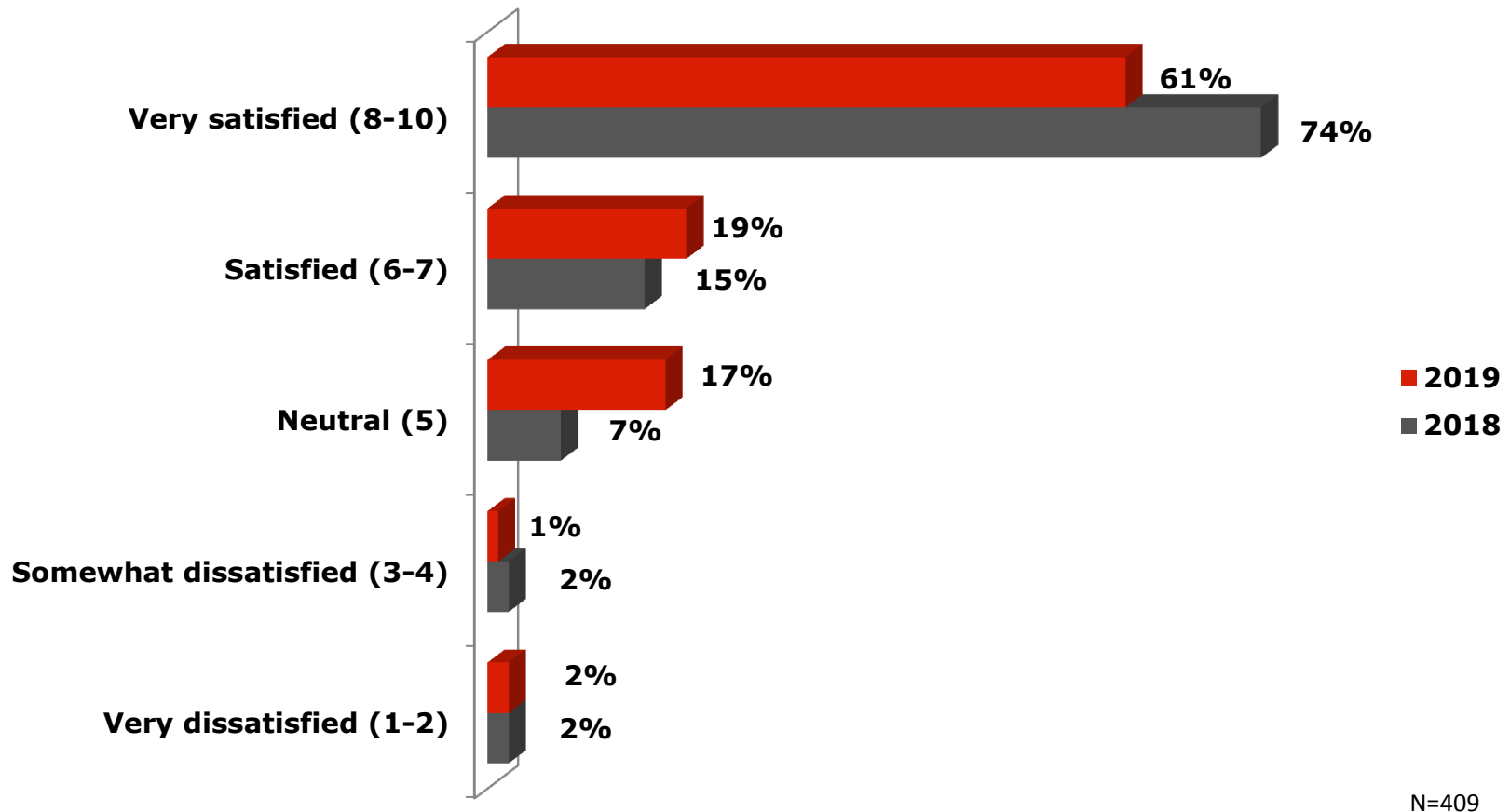
From a Monetary Perspective, Satisfaction with Value Received is High



N=409

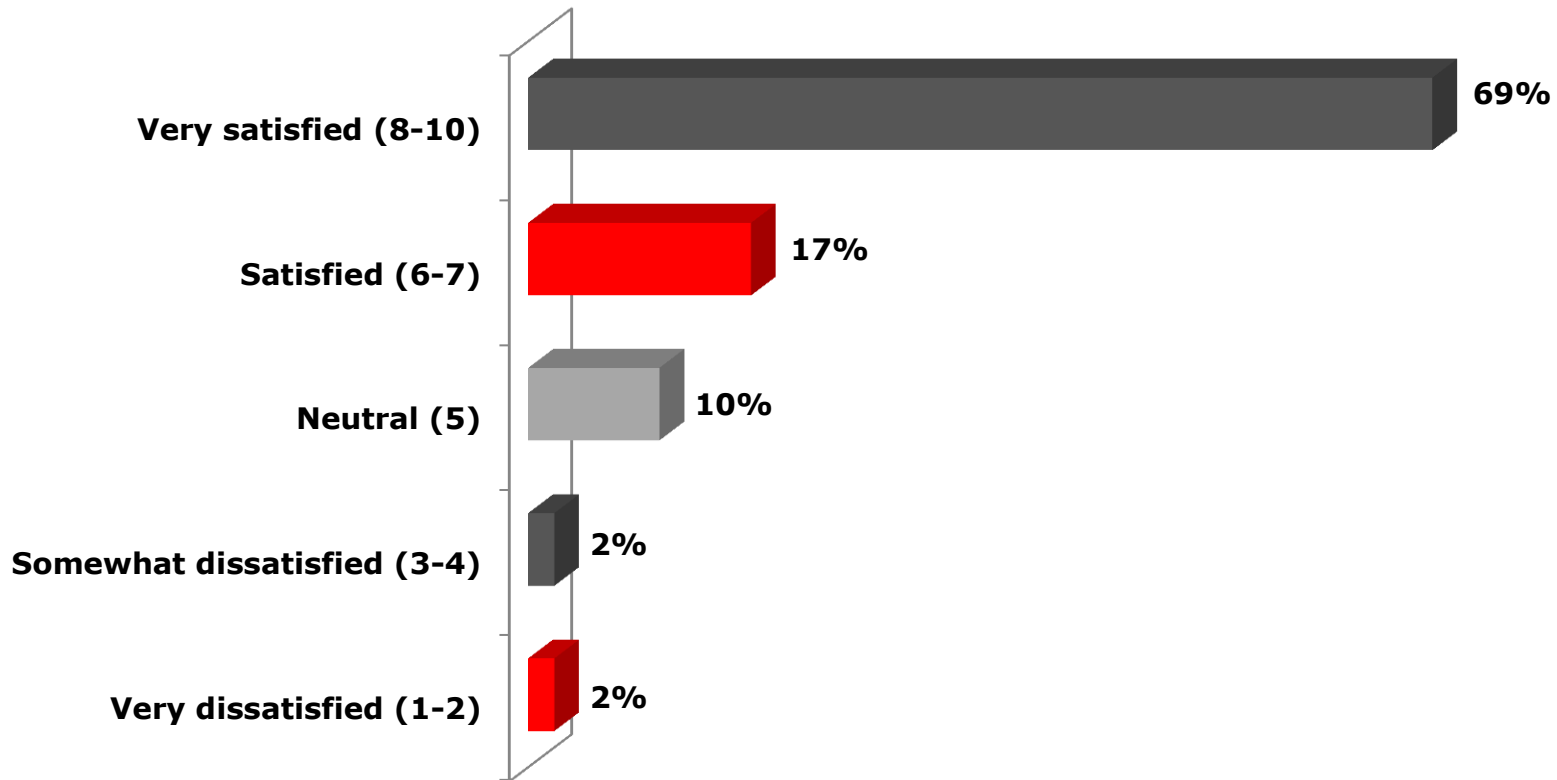
Q. From a monetary consideration, how satisfied are you with the value you receive from the price paid?

From an Environmental Perspective, Satisfaction with Value Received is Even Higher



Q. From an environmental perspective, how satisfied are you with the value you receive from for the price paid?

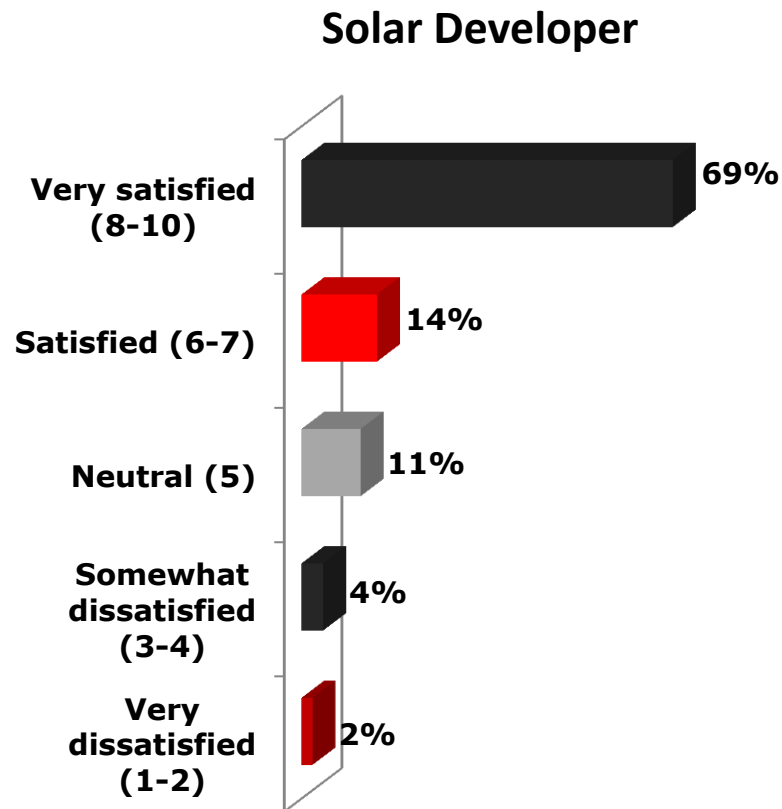
High Satisfaction with Xcel Energy Experience



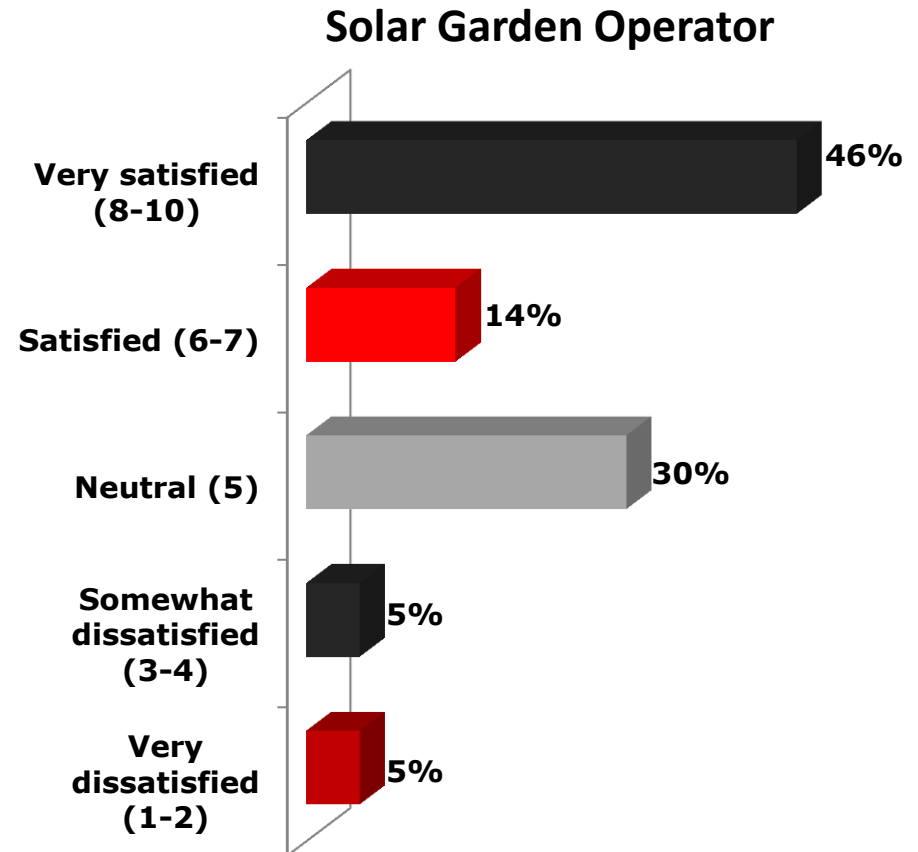
N=410

Q. Overall, how satisfied are you with your experience from Xcel Energy?

High Satisfaction with Solar Developer; Lower Satisfaction with Solar Garden Operator



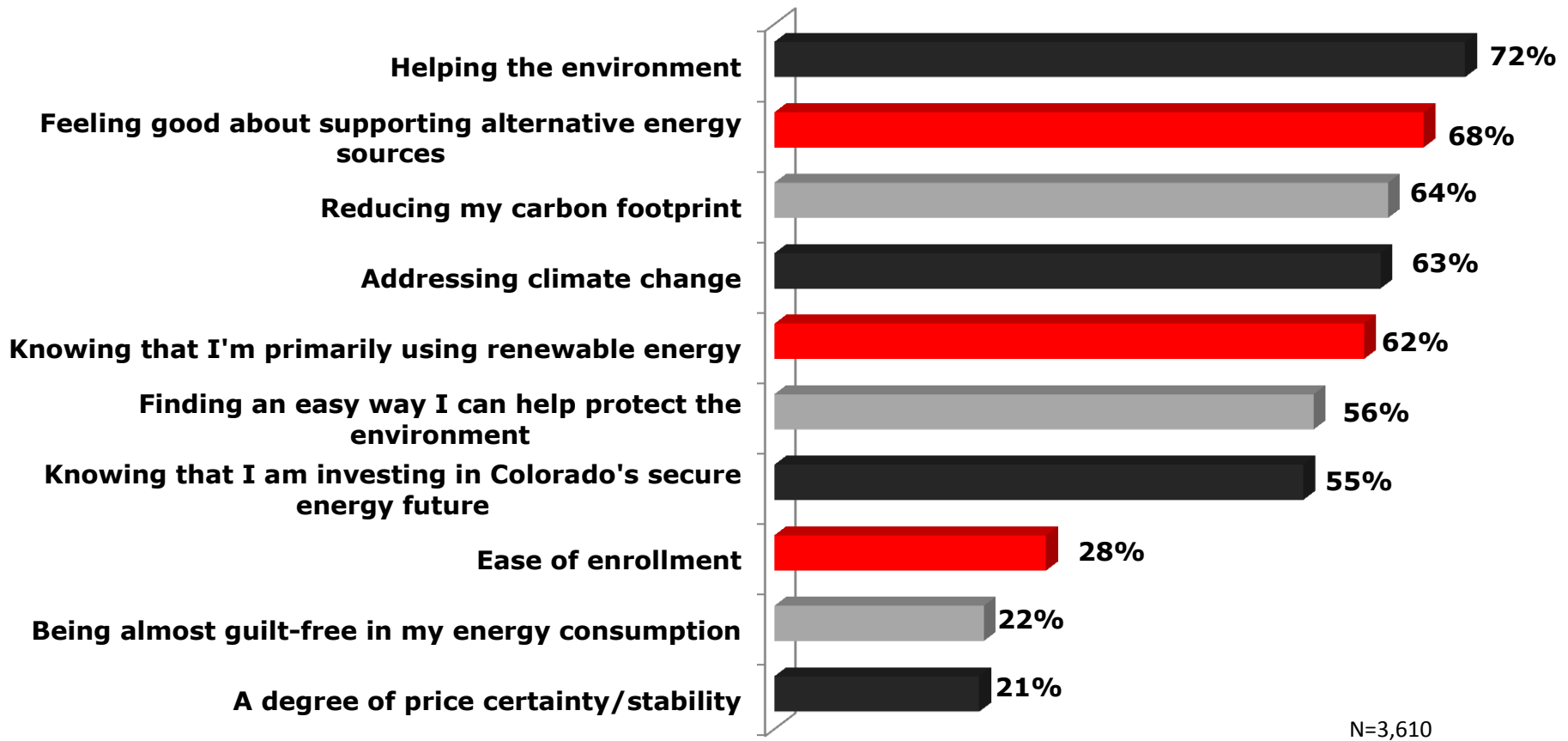
N=235



N=96

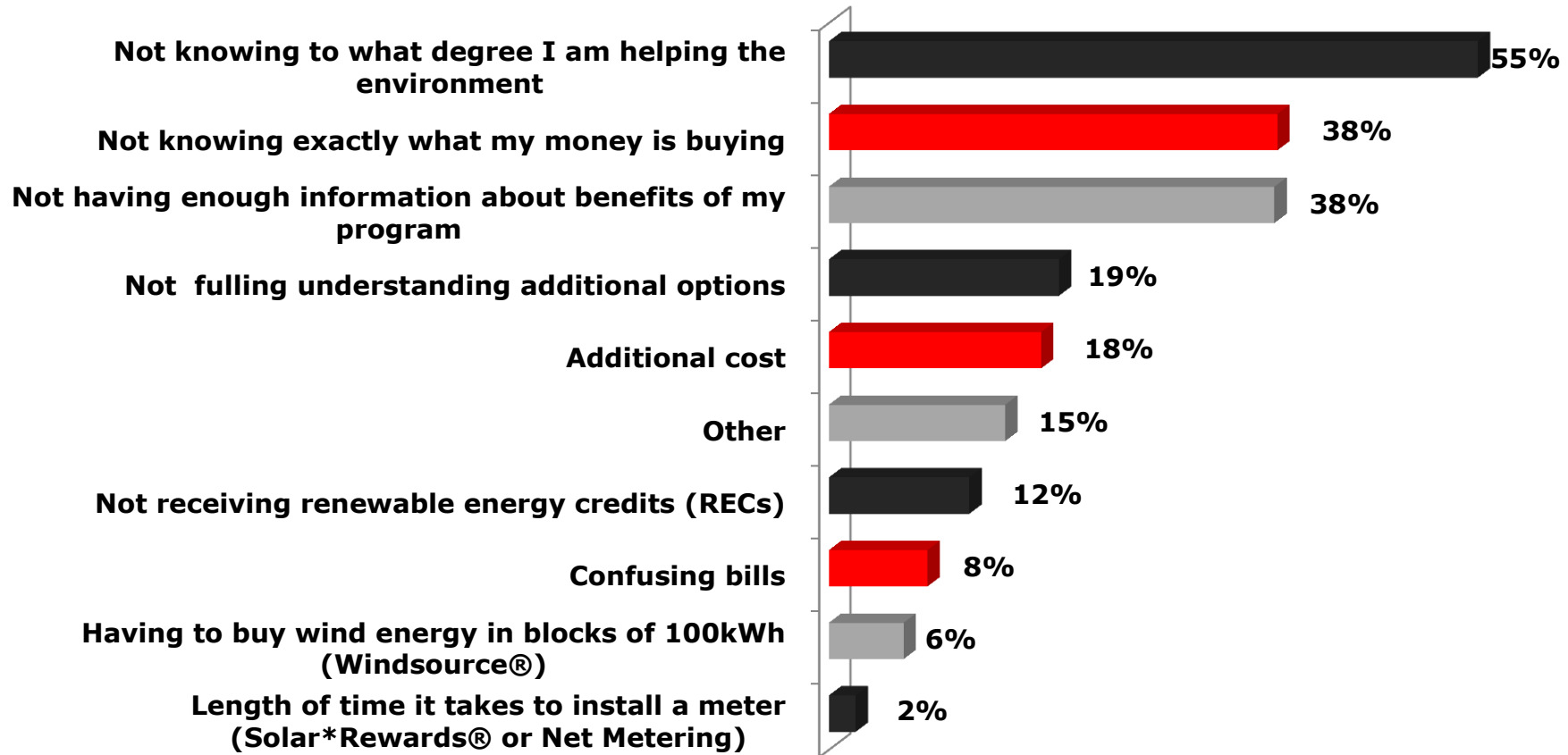
Q. Overall, how satisfied are you with your experience from your Solar Developer?

Respondents Like a Number of Environmentally Related Aspects of Renewable Programs



Q. What do you like best about participating in a renewable energy program?

Top Dislike: Not Knowing to What Degree Respondent is Helping Environment

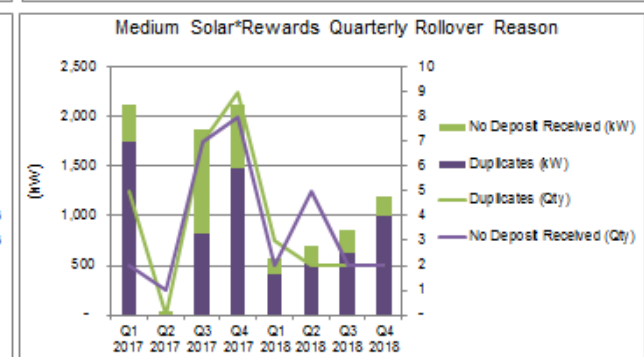
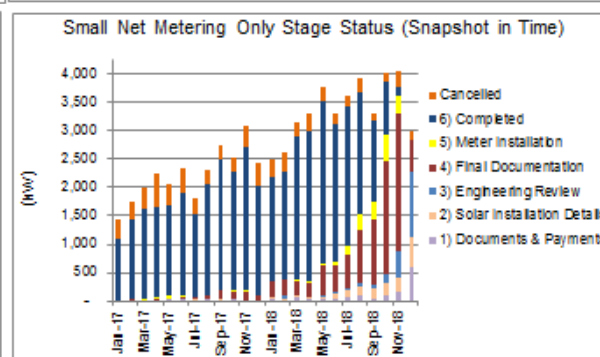
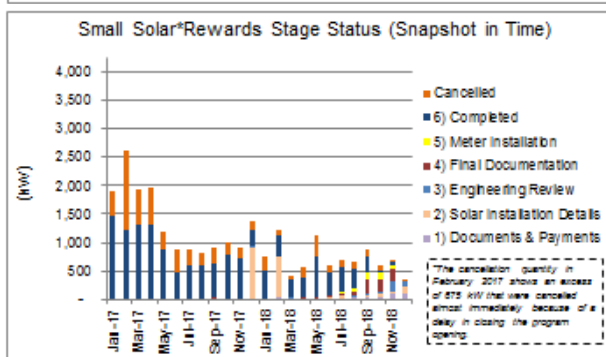
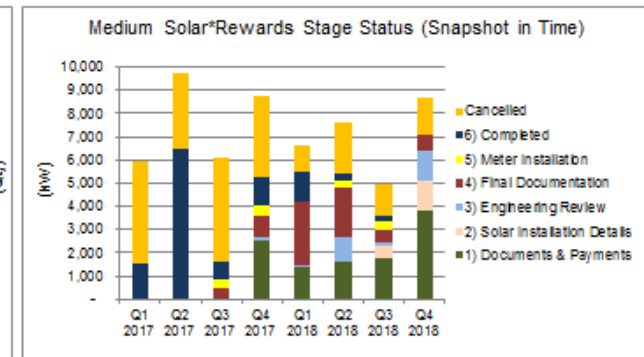
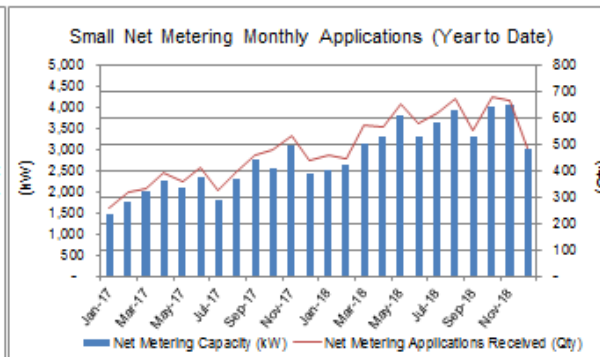
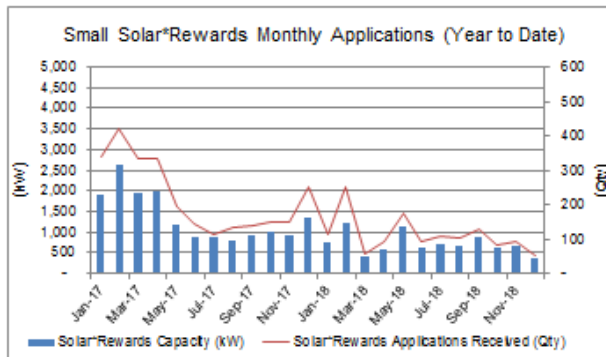
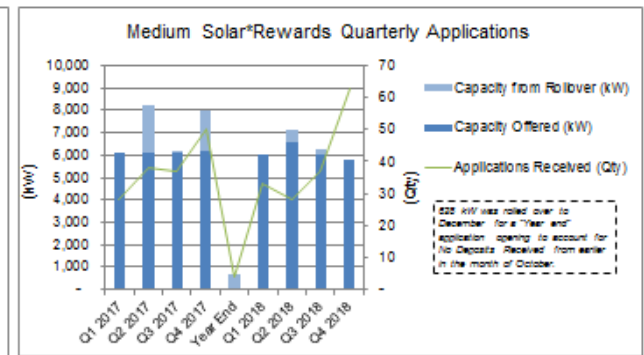
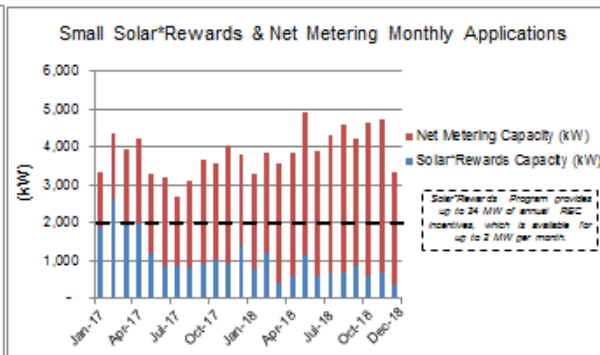
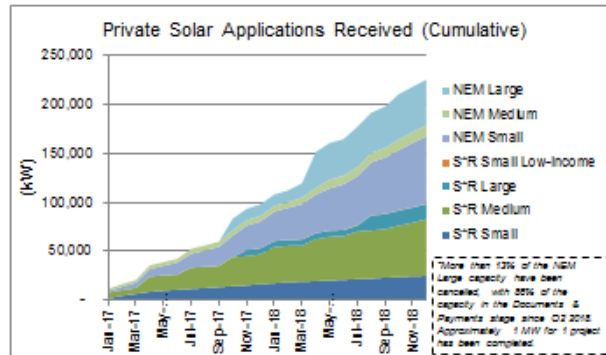


N=837

Q. What do you like least about participating in a renewable energy program?

Dashboards

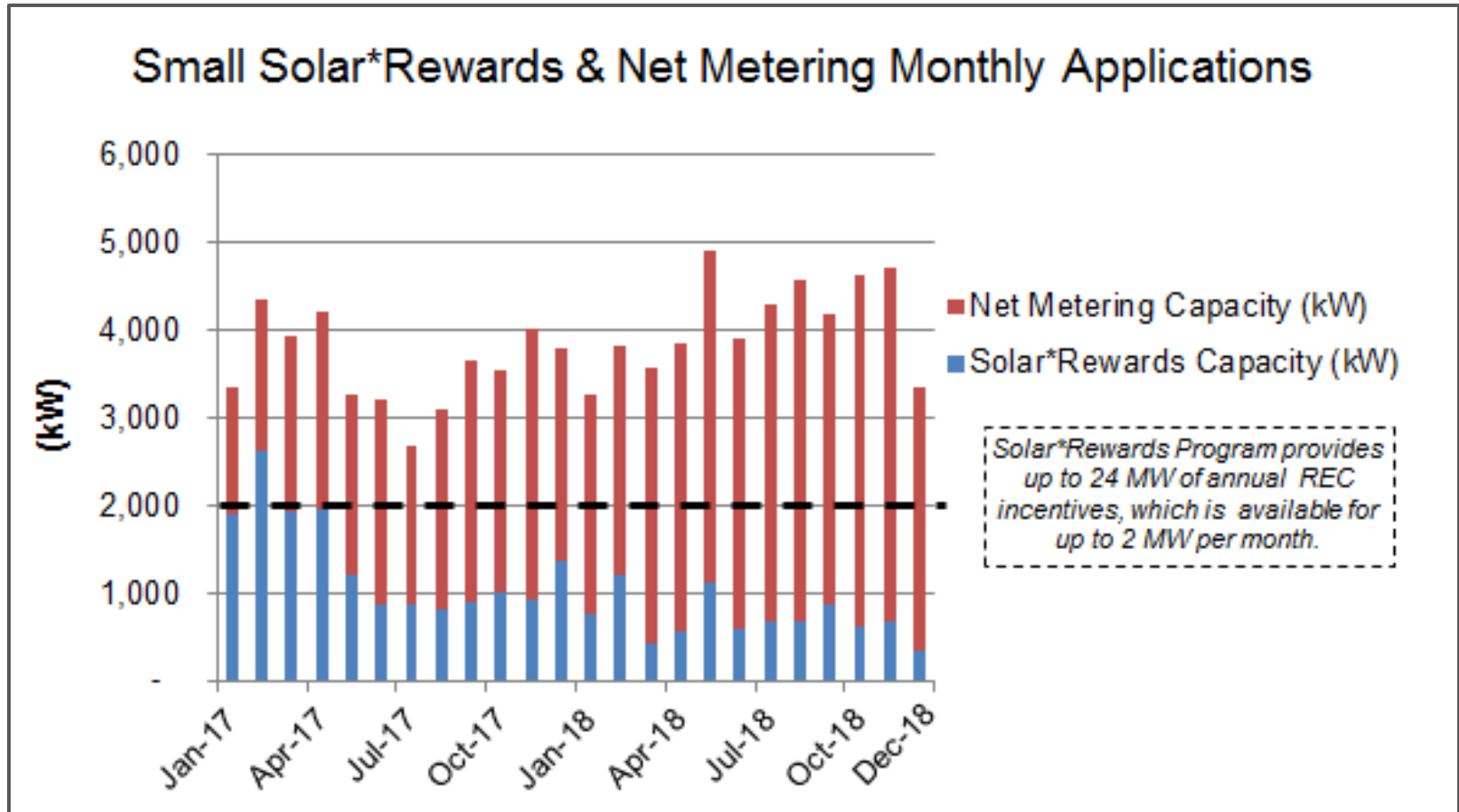
Solar*Rewards – Quarterly Dashboard



*Source data was extracted on January 2, 2019. There may be variances in future dashboards from similar periods, particularly the "Stage Status" graphs that are a snapshot in time.

Solar*Rewards & Net Metering Only - Small

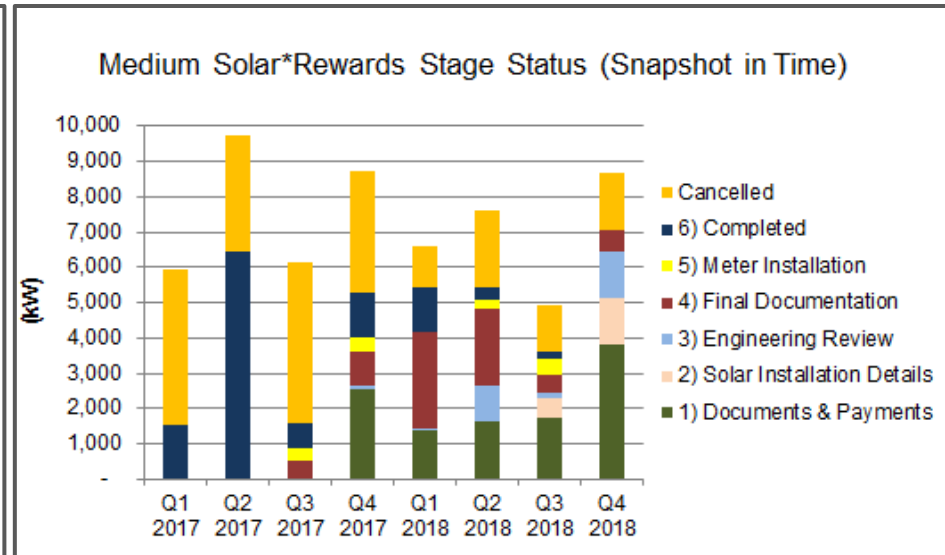
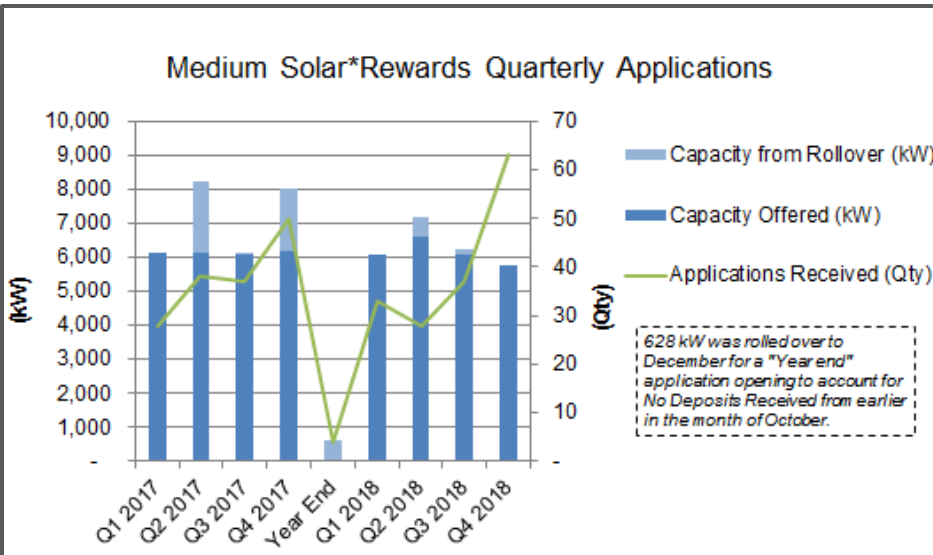
Approximately 1 MW of Solar*Rewards applications per month with more than 92 MW of total applications between Solar*Rewards & Net Metering through 2017 & 2018





Solar*Rewards - Medium

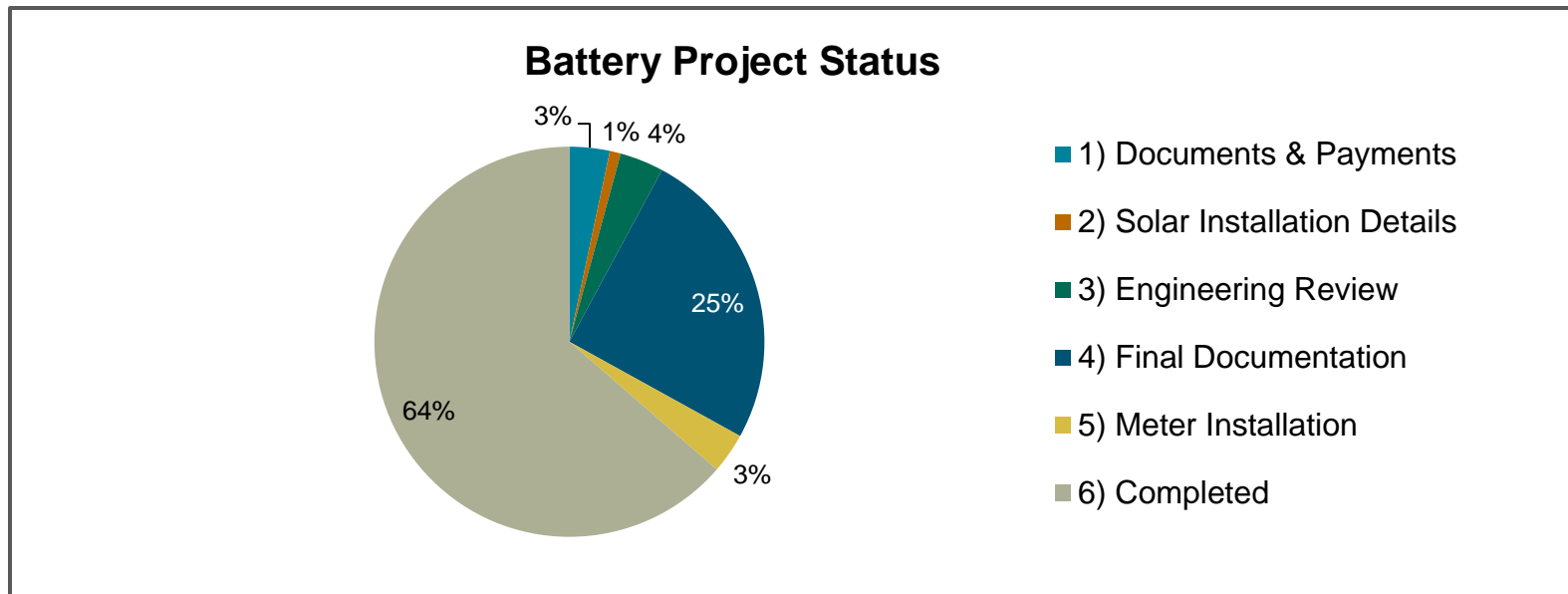
6 MW per quarter was subscribed in seconds in 2017. Then, with the same incentive through 2018, it went from closing in days to a few hundred kW open at year-end.



Days from Creation & Cancellation	Count
30 days or less	50
31 to 365 days	29
365 days or more	33
Grand Total	121

On-site Storage

181 applications in 2017 vs. 149 in 2018, almost 67% of Completed projects are more than 12 months old (20% when focusing on Non-completed)



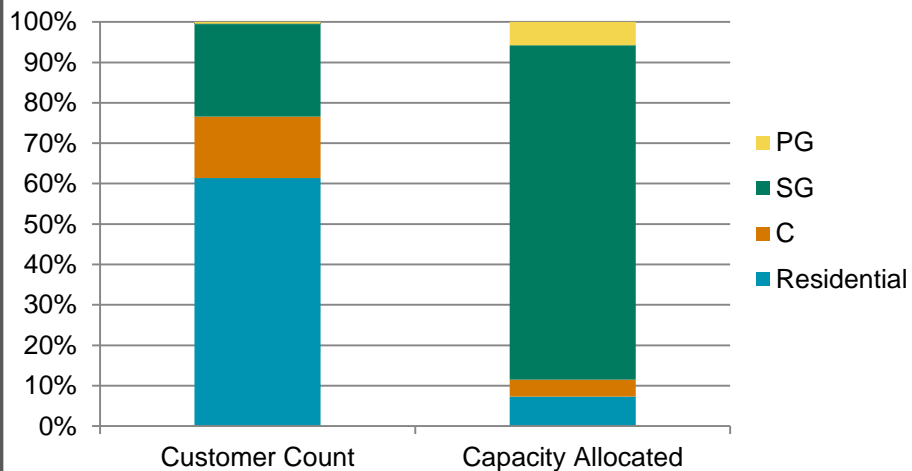
Stage	Count of Product
Early Application (Documents, Installation Details, & Review)	26
Pending Installation (Final Documentation & Meter Installation)	94
Completed	210
Grand Total	330

*Source data was extracted on February 1, 2019. There may be variances in future dashboards from similar periods, particularly the "Stage Status" graphs that are a snapshot in time.

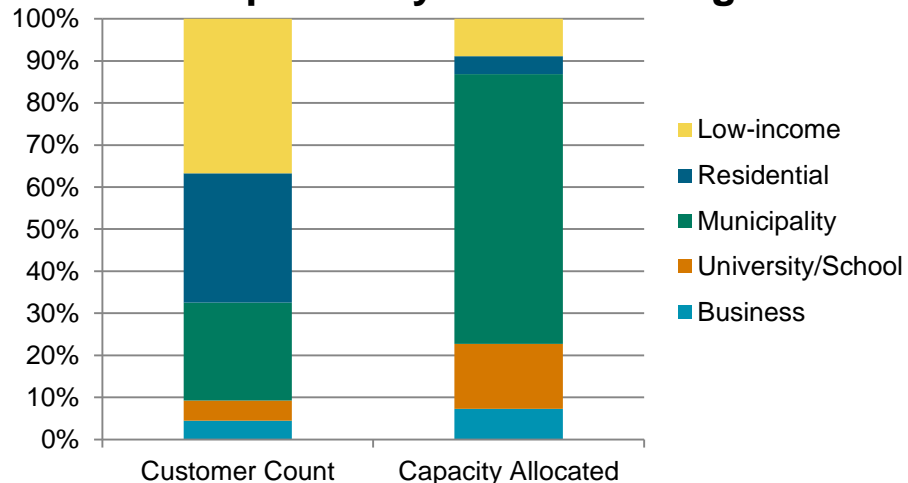
Solar*Rewards Community – Subscribers

Approx. 1,736 subscribers at Q4 2018, with 37% of participation count including Low-income customers, 31% for Residential, 23% Municipality, 9% Schools & Biz

Participation by Customer Class



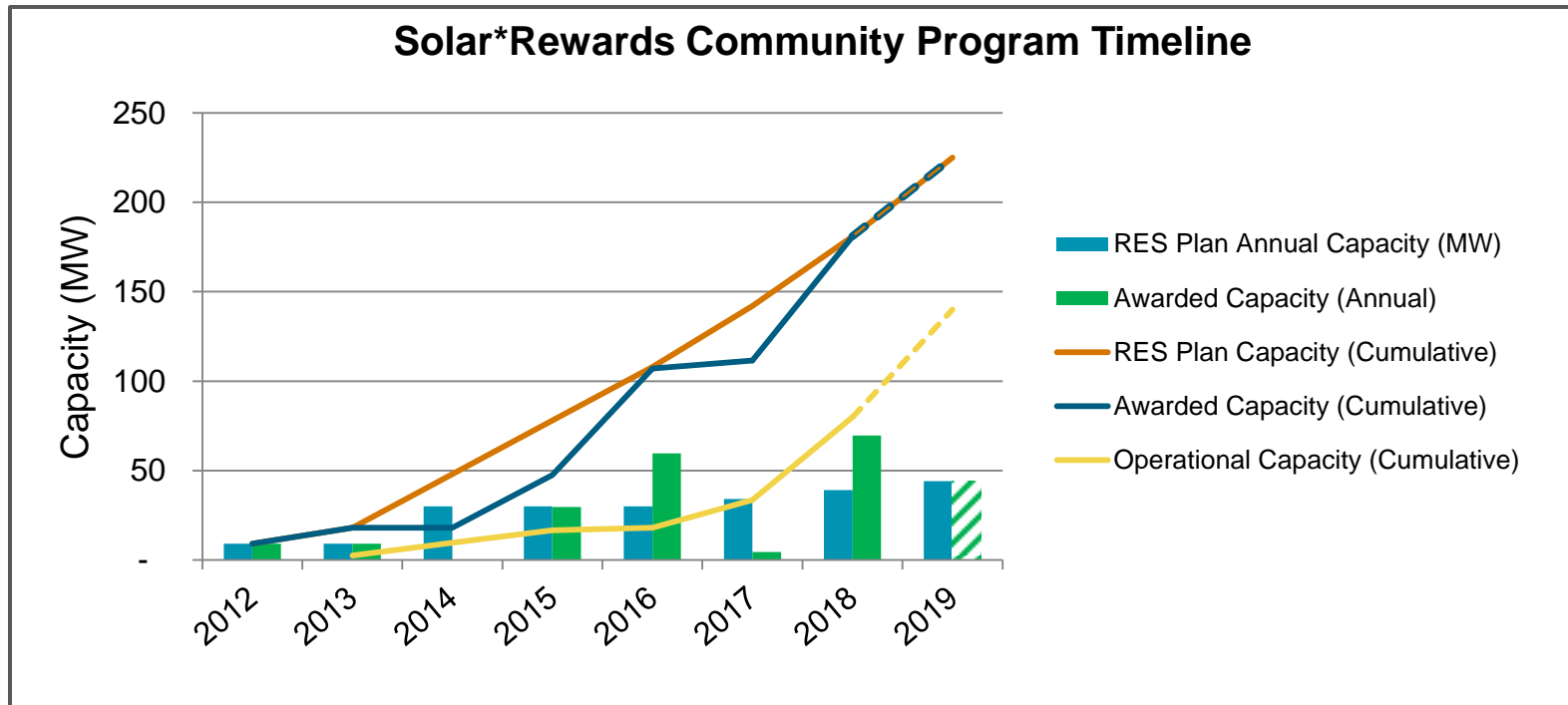
Participation by Customer Segment



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Solar*Rewards Community – Operational Status

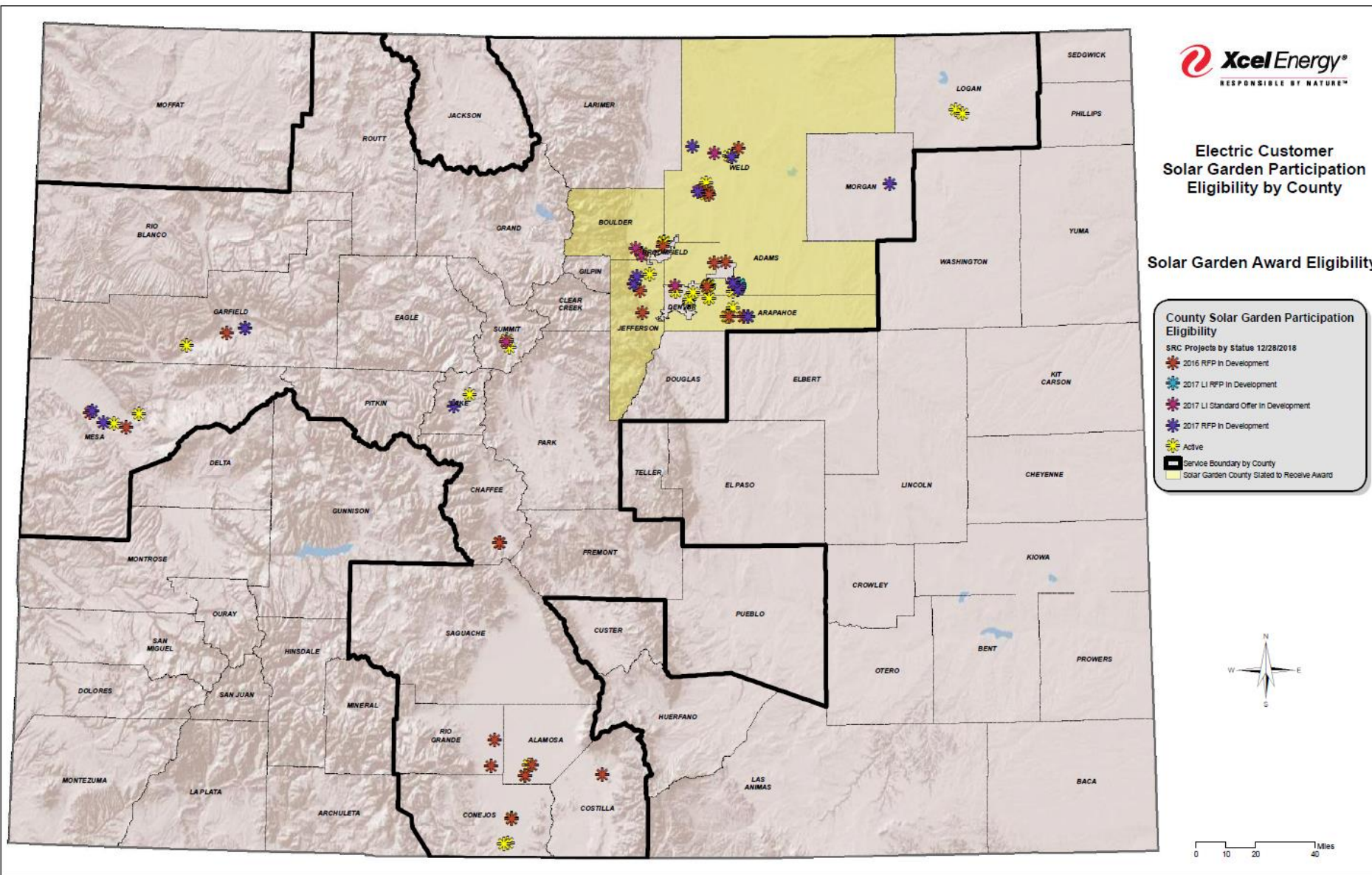
Doubled capacity between 2017 and 2018, expected to double again this summer



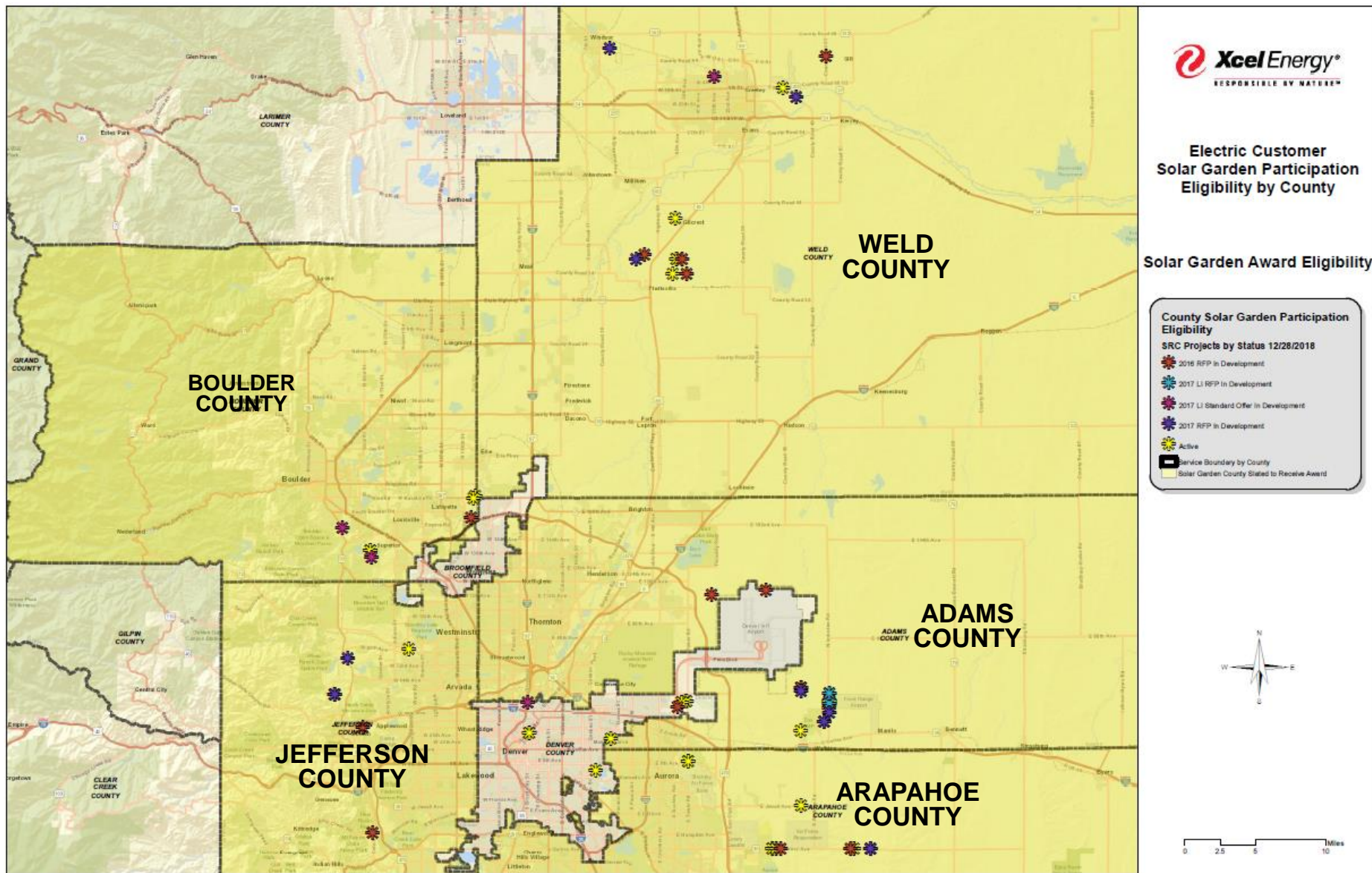
Status	Project sites	MW
Pre-Interconnection Study	44	51.6
Construction	17	27.3
Operational	57	70
Totals	118	149

*Source data was extracted on February 1, 2019. There may be variances in future dashboards from similar periods, particularly the "Stage Status" graphs that are a snapshot in time.

Solar*Rewards Community – Statewide Siting



Solar*Rewards Community – Front Range Siting



RES Plan Discussion

RES Plan Discussion

- Scope of Plan: 1-3 years
 - NOPR
- Programs
 - Solar*Rewards®
 - Today (2019)
 - Small / Medium / Large
 - CEO Low Income Program
 - Solar*Rewards Community®
 - Today (2019)
 - Regular RFP
 - Low Income RFP
 - Company-owned
 - Windsource®
 - Today \$1.50

Solar*Rewards – 2019 Capacity

Small (.5 to 25 kW)

- 2019 Capacity: 24 MW open at \$0.05/kWh REC Incentive

Medium (25.01 to 500 kW)

- 2019 Annual Capacity: 24 MW at \$0.0375/kWh REC Incentive
- Current Q1 2019 Capacity Available (as of March 11): ~4.6 MW out of 6 MW

Large (500 kW to 14 MW)

- Annual Capacity: 14 MW with REC incentive based on Competitive Bid Pricing
- Targeted RFP Launch Date: April 1, 2019 with bids due May 15, 2019

Solar*Rewards Community

Solar*Rewards Community – 2019 Capacity

Competitive Bids

- Solar Developer Survey Indicated:
 - Preference for Q1 RFP Launch
 - Mix opinions about subscriber carve outs
- Regular RFP – Minimum of 15 MW, Maximum of 37 MW; 10 MW Residential “Target”
- Low-income RFP – 4 MW out of the Regular capacity
- Targeted Launch Date: Before April 1, 2019, with bids due within 45 days/

Standard Offers (First come, first serve)

- 2016 Standard Offer opened May 9, 2018 with a REC price of \$0.0282/kWh
- 2017 Standard Offer opened August 28, 2018 with a REC price of \$0.01474/kWh
- 2018 Standard Offer opened January 25, 2019 with a REC price of \$0.01592/kWh
- 2018 Low Income Offer opened January 25, 2019 with a REC price of \$0.0052/kWh

PSCo Owned Low Income Solar Community Gardens

- Commitment in 2016 three case settlement (3-2 MW gardens)
- Selective RFP process
- Over 85% of potential* LI eligible customers impacted; net savings goal ~20-30%
- Energy Outreach Colorado as subscribing agency

