



Partners in Energy

Energy Efficiency for Small Businesses

Small Office and Retail



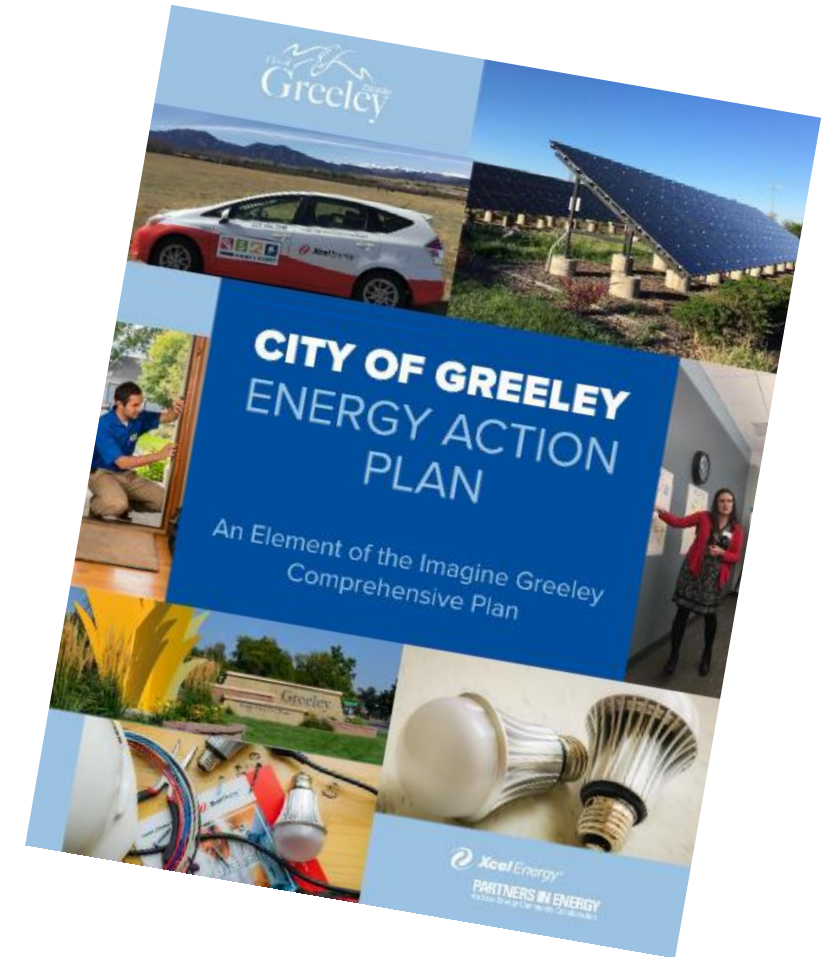
AGENDA

Time	Topic
2:00 p.m.	Greeley Energy Action Plan Overview
2:05 p.m.	Why Efficiency Matters
2:10 p.m.	Understanding Your Bill
2:20 p.m.	Opportunities & Resources
2:55 p.m.	Ways to Take Action Today
3:00 p.m.	Q&A and Peer Networking

KEY OBJECTIVES

- Support Greeley businesses during economic recovery period
- Make the connection between saving energy and saving money
- Highlight FREE “quick wins” to help you save now
- Highlight FREE opportunities for custom recommendations for big savings
- Highlight mid-cost opportunities with short return on investment

ENERGY ACTION PLAN OVERVIEW



GREELEY'S ENERGY ACTION PLAN

Greeley Energy Vision

Greeley promotes a healthy and diverse economy and a high quality of life that is responsive to all its residents, businesses, and neighborhoods. Through Xcel Energy Partners in Energy, the community will create an affordable and reliable energy future based on increased residential, commercial, and industrial energy efficiency and alternative energy opportunities to improve economic health and stimulate growth.

Business Sector Energy Goals:

- Encourage 270 or more businesses to participate in an energy efficiency or renewable energy program through Xcel Energy each year.

GREELEY BUSINESS ENERGY PROFILE

In 2018, businesses in Greeley accounted for...

4,900 businesses

61% of community electricity use

...and paid

\$8,355 Annually, on average, for electricity bills

BUSINESS ENERGY SAVINGS PROFILE

In the first half of 2020...

79 businesses participated in Xcel Energy energy efficiency programs

This is only...

1.6% of all businesses in Greeley

On average, these business saved...

\$3,500 annually on their electricity bills



WHY EFFICIENCY MATTERS



Image courtesy of Pexels

WHY EFFICIENCY?

\$0.30 for every **\$1** in commercial buildings is wasted through inefficiencies (*ENERGY STAR*)

- Reduce your operating costs
- Improve worker productivity and customer experience
- For building owners, it can improve the value of the building
- Efficient systems tend to be well maintained and more reliable - avoiding emergency downtime

SMALL BUSINESS DIFFERENTIATORS



Needs of a small business are different than large

- Wearing many hats, do not have time or knowledge to focus on energy
- Different financial outlook and priorities, especially during economic downturns
- Often lease facility space, resulting in less control over improvements



Large businesses often have:

- Dedicated facility or energy managers
- Advanced monitoring systems for facilities
- Control over operations and maintenance
- An Xcel Energy account manager

TIPS FOR TENANTS

If you lease your business space, you can still take part in energy efficiency!

- Complete the “quick wins” highlighted throughout this presentation
- Talk with your property manager about the benefits of energy efficiency
- Join with your fellow tenants to make the business case to your property manager
- Consider a cost share, for expensive upgrades, with your property manager
- Look into Green Lease options. Find out more at greenleaselibrary.com



Northglenn Marketplace shops, Northglenn, CO ([Summit Real Estate Group](#))

UNDERSTANDING YOUR BILL



Image courtesy of Pexels



UNDERSTANDING YOUR BILL



XCEL ENERGY
P O BOX 9477
MINNEAPOLIS, MN 554849477

Invoice Purpose	Invoice Type	Due Date	Account #	Amount Due
Original	Product/Service Bill	02/16/2021	[REDACTED]	3573.56

Bill To	Service Address
[REDACTED]	[REDACTED]

Account Activity			
Date of Bill	01/26/2021	Previous Balance	\$4124.13
Premise Number	[REDACTED]	Total Amount of Payments	\$-4124.13
		Balance Forward	\$0.00
		+ Current Bill	\$3573.56
		Current Balance	\$3573.56

Electricity Rate

Electricity Use (kilowatt-hours)

Electric Demand (kilowatts)

Electric Service - Account Summary

Invoice Number	[REDACTED]	Secondary General -- 33600 Kwh X 0.004610	\$154.90
Premise Number	[REDACTED]	Gen & Transm Demand -- 88 Kw X 9.820000	\$864.16
Meter No.	[REDACTED]	Service & Facility	\$36.17
Rate	SG (SECONDARY GENERAL)	Trans Cost Adj -- 60.5 Kw X 0.330000	\$19.97
Current Reading	33645 Actual 01/22/2021	Trans Cost Adj -- 27.5 Kw X 0.110000	\$3.03
Previous Reading	33225 Actual 12/21/2020	Elec Commodity Adj -- 10500 Kwh X 0.030840	\$323.82
Measured Usage	420.0	Elec Commodity Adj -- 23100 Kwh X 0.030970	\$715.41
Multiplier	80.0000	Distribution Demand -- 153 Kw X 5.630000	\$861.39
KWH Used	33600	Demand Side Mgmt Cost -- 88 Kw X 0.560000	\$49.28
Actual Demand	87.84	Purch Cap Cost Adj -- 27.5 Kw X 1.210000	\$33.28
Measured Demand	87.84	Purch Cap Cost Adj -- 60.5 Kw X 1.270000	\$76.84
Billed Demand	153.00	Renew. Energy Std Adj -- 3401.48 Each X 0.009993	\$33.99
Billed Demand	153.00	Cacja -- 88 Kw X -0.030000	\$-2.65
		Colo Energy Plan Adj -- 3401.48 Kwh X 0.009993	\$33.99
		Grsa -- 1916.62 Kwh X 0.065100	\$124.77
		Grsa E -- 33600 Kwh X 0.004200	\$141.12
		Franchise Fee	\$104.09
		Subtotal	\$3573.56

General & Transmission Demand

Distribution Demand



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TYPICAL XCEL ENERGY RATES

Schedule C

Commercial service

For customers whose demands are less than 25 kilowatts (kW) for electric power service supplied at secondary voltage.

Monthly rate

Service and facility charge:	\$10.50
Production meter charge:	\$2.55
Load meter charge:	\$2.55
All kilowatt hours used, per kWh	
Summer season*	\$0.08512
Winter season*	\$0.04256

Monthly minimum: Service and facility charge, plus the production meter charge if applicable, subject to applicable adjustments.

Schedule SG

Secondary general service


For customers with electric power service supplied at secondary voltage.

Monthly rate

Service and facility charge:	\$36.17
Production meter charge:	\$9.30
Load meter charge:	\$9.30
Demand charge: All kilowatts of billing demand, per kW distribution demand	\$5.63
Generation and transmission demand-summer season*	\$14.02
Generation and transmission demand-winter season*	\$9.82
Energy charge:	
All kilowatt hours used, per kWh	\$0.00461

Monthly minimum: Service and facility charge, plus demand charge and the production meter charge if applicable, subject to adjustments.

WATER BILL



City of Greeley
Director of Finance
P.O. Box 1928
Greeley, CO 80632-1928

Statement of Account for Utility Service(s)

THANK YOU FOR YOUR PROMPT PAYMENT.

ACCOUNT INFORMATION

Account Number: [REDACTED]
Service: [REDACTED]
Location: [REDACTED]

WATER CHARGES

COMMERCIAL WATER	Used	Rate	Amount
Commercial Water	10	5.100	\$51.00
Base Charge			\$15.24

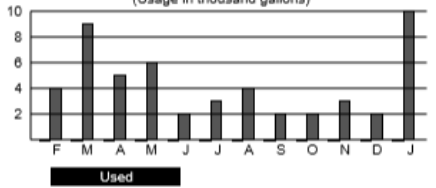
METER INFORMATION

Meter ID	Date	Curr Read	Date	Prev Read	Usage
06279166	01/08	1010	12/08	1000	10

BILLING SUMMARY

Payments	\$74.03-
Bal Fwd	\$0.00
COMMERCIAL WATER	\$66.24
COMMERCIAL CLASS 1 METER	\$41.55
STORMWATER	\$36.76

CONSUMPTION HISTORY
(Usage in thousand gallons)



CURRENT CHARGES \$144.55

TOTAL DUE ON 01/28/21 \$144.55

WATER CONSERVATION MESSAGES

DID YOU KNOW YOU COULD VIEW YOUR WATER USE ONLINE?
SIGN UP AT GREELEY.WATERSMART.COM
VIEW CONSUMPTION, GET TIPS, SIGN UP FOR ALERTS
AND GET HOME WATER USE REPORTS.

CONSUMER CONFIDENCE REPORT MESSAGE:
The City of Greeley's 2019 CCR has been revised.
See table for sanitary survey
<http://greeleygov.com/ccr>.

BILLING MESSAGES
CUSTOMER SERVICE: 970-350-9811

****SEWER CEILING WILL BE SET FROM YOUR JAN TO FEB USAGE****

TO PAY YOUR BILL ONLINE WITH NO FEES,
GO TO WWW.GREELEYGOV.COM/UTILITYBILL

PARA PAGAR SU FACTURA SIN CARGOS,
VAYA A: WWW.GREELEYGOV.COM/UTILITYBILL

YOUR STORMWATER FEE IS CALCULATED USING THE SQFT
SHOWN BELOW.
STORMWATER SQFT: 19128

DETACH AT PERFORATION AND RETURN WITH YOUR REMITTANCE

Account Number	Service Location	Due Date	Amount Due	Amount Enclosed

Previous 12 months' use

Water consumption (kgals)

Sewer charges (based on meter size)



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WHERE TO BEGIN



Image courtesy of Partners in Energy

VIRTUAL ENERGY AUDIT

- **FREE** for all business sizes if scheduled by March 31st, 2021
 - Value of up to \$2,700
- Includes audit of:
 - Lighting systems
 - Heating & cooling systems
 - Motors & drives
- Personalized recommendations for energy conservation opportunities
 - Costs, savings, payback
 - Available Xcel Energy rebates
- Immediate savings with direct install of FREE LED lamps, aerators, pipe insulation, and Wi-Fi enabled smart thermostats installed at the time of your audit (*additional customer and equipment eligibility required*)

Note:

After March 31, if your building is >50,000 square feet, Xcel Energy offers audits at a low cost. Visit the website for more information.



BENCHMARKING

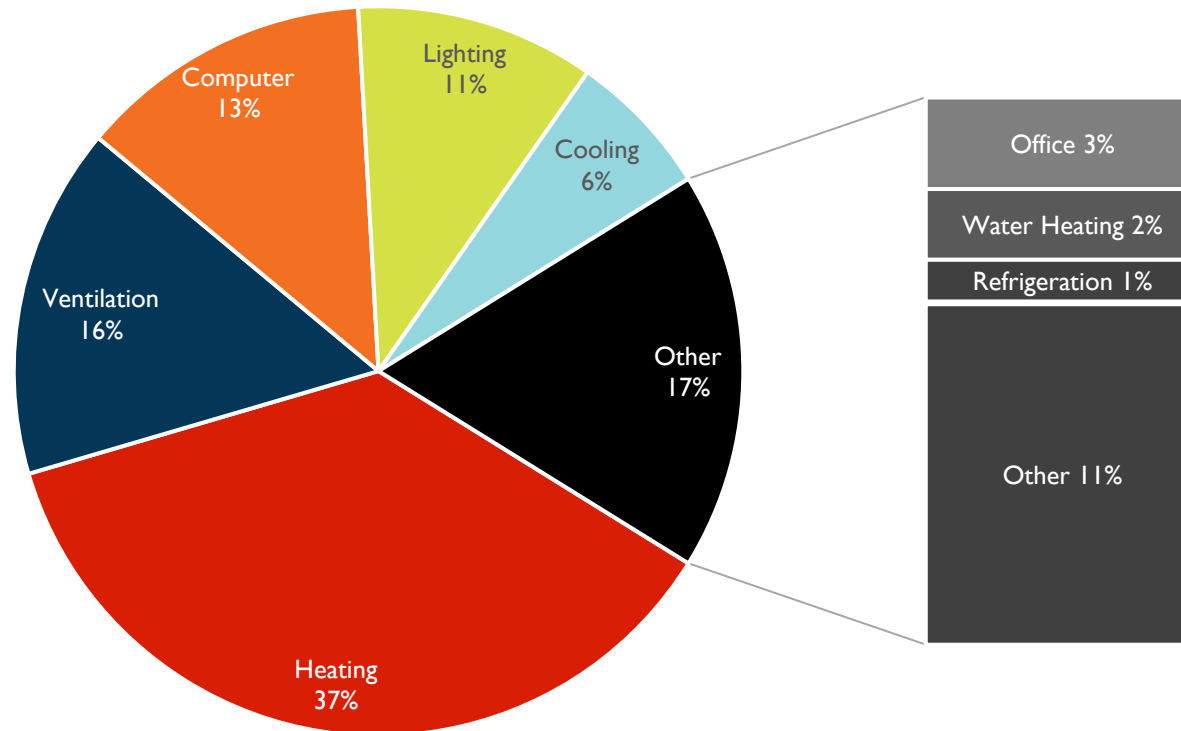
- Understand your facility energy use month to month
- Compare your facility with similar facilities
- **FREE** online platform
- Automatically sync Xcel Energy utility data
 - Note: Other utilities may offer this service as well*
- Xcel Energy can help analyze data and identify energy-saving strategies
- Highly efficient buildings can qualify for ENERGY STAR certification!



OPPORTUNITIES & RESOURCES



SMALL OFFICE TYPICAL ENERGY USE BREAKOUT



End Use Types

Refrigeration

- Walk-in coolers
- Refrigerator
- Freezers

Lighting

Ventilation

- Fans for heating and cooling systems
- Exhaust fans

Heating

Computer

Cooking

Cooling

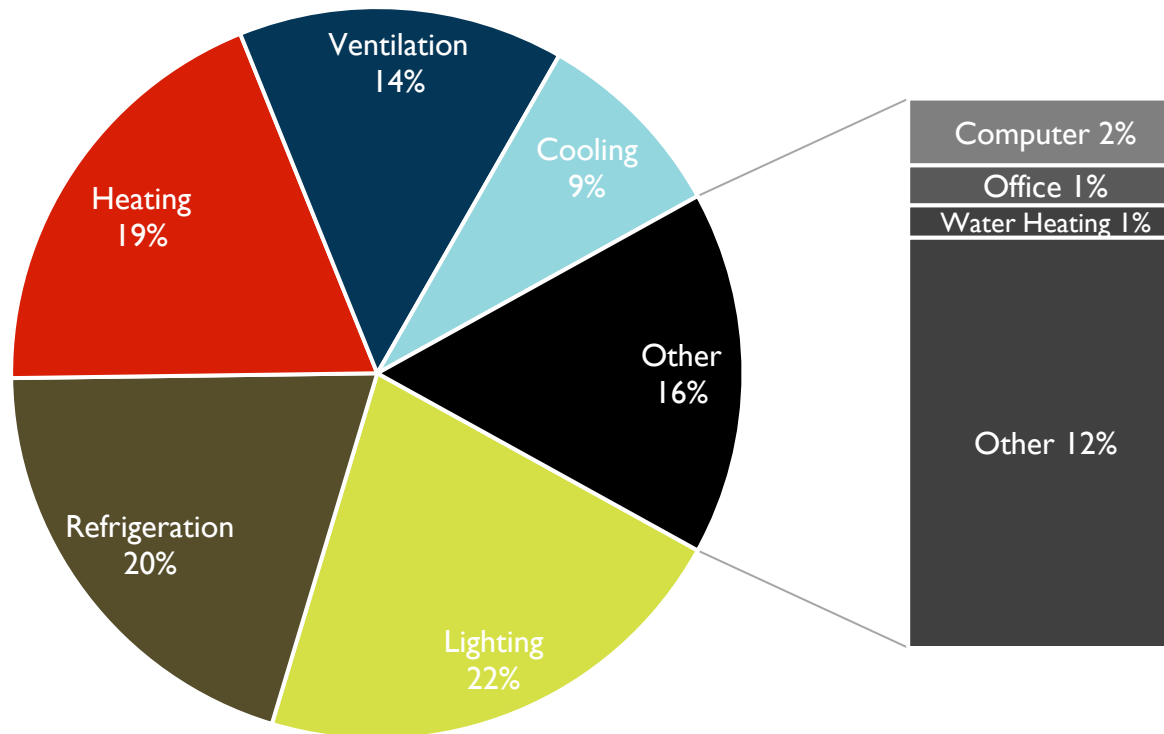
Office

- Printers
- Copiers

Water Heating

Other

RETAIL TYPICAL ENERGY USE BREAKOUT



End Use Types

Refrigeration

- Walk-in coolers
- Refrigerator
- Freezers

Lighting

Ventilation

- Fans for heating and cooling systems
- Exhaust fans

Heating

Computer

Cooking

Cooling

Office

- Printers
- Copiers

Water Heating

Other

BENEFITS OF ENERGY EFFICIENT HEATING, VENTILATION & COOLING

Cost Savings

Occupant Comfort

Improved Indoor Air Quality

Increased Equipment Reliability

Opportunity for Realtime Monitoring

HEATING & COOLING – QUICK WINS



Turn up (or down, depending on the season) your thermostat 7-10 degrees

- 8 hours of setback can save up to 10% annually
- Install a smart/programmable thermostat if needed.

Keep up with regular maintenance

- Make sure AC is clear of debris
- Make sure refrigerant is properly charged and HVAC controls are properly adjusted – contact a technician as needed
- Change your furnace filter at the start of heating season – then as needed throughout the heating season

Check your pipe insulation

- Look for damaged or uninsulated hot water pipes.
- Uninsulated hot water pipes can cause 3-5% energy loss

Check weather stripping and caulking

- Replace if old or damaged

HEATING & COOLING – PROGRAMS & REBATES

High Efficiency Equipment

- Rebates can cover up to 60% of up-front costs
- Gain year-over-year savings
- Rebates available for:
 - ✓ Chillers
 - ✓ Direct evaporative pre-coolers
 - ✓ Electronically Commutated Motors (ECMs)

Mid-Stream Rebates for stand alone roof-top units.

- Rebates are applied at the distributor, so no application is necessary

AC Rewards for Business

- **FREE** smart thermostat installation
- \$25 credit per thermostat
- Allows Xcel Energy to make minor adjustments to thermostat on hot summer days when electricity demand is highest
- Lowers your electricity use
- Ability to opt out of up to 5 events (there will be up to 10 events each summer)

Eligibility

- ✓ Central air conditioning
- ✓ No Building Management System (BMS) or Energy Management System (EMS) controlling building temperature
- ✓ Wi-Fi network for thermostat



Visit [XcelEnergy.com/Business](https://www.xcelenergy.com/business)



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VENTILATION – QUICK WINS

Quick Wins

- Keep vents and return grills clean and free of obstacles, to allow for good air flow
- Make sure to check the tension and alignment of fan belts annually
- Turn off exhaust fans when not needed
- Be sure fans are set to auto

Programs & Rebates

- Virtual Energy Audit or Building Tune-up to check fan controls
- Variable Frequency Drives (VFD)
 - Retrofit on existing fans or failed VFD replacement
 - Incentive based on fan size (e.g., \$900 for a 5HP fan)

ISLAND GROVE VILLAGE APARTMENTS CASE STUDY

Energy Efficiency Improvements Included:

- LED lighting
- Thermostat upgrades
- High efficiency furnaces
- High efficiency AC units
- High efficiency boilers
- Faucet aerators
- Ultra-low-flow showerheads
- Low-flow toilets

"We have always had a strong desire to be good stewards of our planet. And by making these kinds of changes over the years, we have been able to better serve our more than 350 residents, as well."

*Richard Maxfield, Maxfield Services Corporation,
Managing Agent for the HUD Section 8 property*

RESULTS



20%
Energy Use
Reduction



18%
Water Use
Reduction



\$33,000
Annual Utility
Cost Savings

BENEFITS OF ENERGY EFFICIENT LIGHTING

Cost Savings with a Short Payback

Improved Productivity and Safety*

Reduced Maintenance

Opportunity for Built-in Controls

LIGHTING – QUICK WINS

Quick Wins

- Add turning off lights to end-of-shift shutdown checklist
- Consider turning off overhead lights when there is plenty of natural light
- Turn off lights in storage areas and restrooms when they're not in use
 - Consider motion sensors or timers in rooms where lights are often forgotten

Programs & Rebates

- LED lighting fixture replacements
- LED lamp retrofits
- Lighting controls (occupancy, daylight, and photo sensor)

SMALL BUSINESS LIGHTING – PROGRAMS & REBATES



Small Business Lighting: Program Details

- Qualified customers receive:
 - FREE lighting assessment
 - Recommendation report
 - Implementation support
- Note: this is part of the energy audit!
- ✓ Eligible customers - have peak demand of 400 kW or less

Benefits

- Upgrade to high-efficiency, long-lasting LEDs
- Install occupancy sensors and other lighting controls
- Reduce energy use
- Lower replacement & maintenance costs
- Improve lighting quality
- Quick ROI

SMALL BUSINESS LIGHTING CASE STUDY: AMERICAN WEST CONSTRUCTION

“It was totally worth it and we’re really happy with it. Now I’m looking at what else we can do.”

– Rob Casagranda (Building Owner)

Project Details

- Mixed-use building
 - 2-acre yard for equipment
 - Maintenance area
 - Office space
- Needed better lighting for all areas
- Worked with energy advisor through Small Business Lighting program
- Upgraded both interior and exterior fixtures

Financial Snapshot

Project Cost	\$7,960
Xcel Energy rebate	\$2,940
Cost after rebate	\$5,020
Estimated annual energy savings	\$1,520 (15,000 kWh)
Payback term	3.3 years

[American West SBL Case Study](#)

BENEFITS OF ENERGY EFFICIENT REFRIGERATION

Cost Savings

Improved Reliability

Extended Equipment Life

May Decrease Cooling Costs

REFRIGERATION – QUICK WINS

Quick Wins

- Clean and dust refrigeration system coils regularly ([Check out this how-to guide](#))
- Ensure that door seals close tightly
- Set cooler temperatures to no less than 40°F and freezers to no less than 0°F

Programs & Rebates

Available Equipment Rebates

- ✓ Anti-sweat Heater Controls
- ✓ Demand Controlled Kitchen Ventilation (DCV)
- ✓ ENERGY STAR Dishwashers
- ✓ EC Motors for Reach-in Cases
- ✓ EC Motors for Walk-in Coolers or Freezers
- ✓ LED Display Case Lighting
- ✓ Replace Cases with Anti-sweat Heaters with No-heat Case Doors
- ✓ Reach-in Cases with Doors
- ✓ Retrofit of Open Multi-deck Cooler Cases with Solid Glass Doors

REFRIGERATION – PROGRAMS & REBATES

Refrigeration Assessment Program Details

- **FREE** on-site assessments
- Receive complimentary energy-saving products
 - May include LEDs, faucet aerators, tools/tips for coil cleaning tune-up
- Report on findings and cost-savings recommendations, including available rebates
- Custom projects also considered

Benefits

- Reduce energy use and costs on large energy users
- Reduce equipment failures and maintenance costs
- Offset up-front costs of refrigeration upgrades with rebates on qualifying equipment



ELECTRONICS & OTHER – QUICK WINS

- Shutting down a desktop computer every night and on weekends can save ~\$25 per computer*
- Use vending machine occupancy sensors to reduce energy use when area is unoccupied
- A space heater could cost you \$33 per hour to operate! Encourage energy efficient behavior among employees to save*
- When purchasing new office or kitchen equipment, check for ENERGY STAR certification
- Set your water heater at 120°F and insulate as much piping as you can reach



BENEFITS OF EFFICIENT WATER FIXTURES

- Commercial indoor audit
 - Visit: greeleygov.com/services/ws/conservation/water-audits
- Offices
 - On demand water heaters (small, under-the-sink)
 - Faucet aerators
 - Bathrooms

Irrigation

- Pressure
- Running appropriate schedule
- Overspray on paved areas
- Advance Meter Infrastructure
- Other uses
- Rebates available: greeleygov.com/services/ws/conservation/water-conservation-rebates

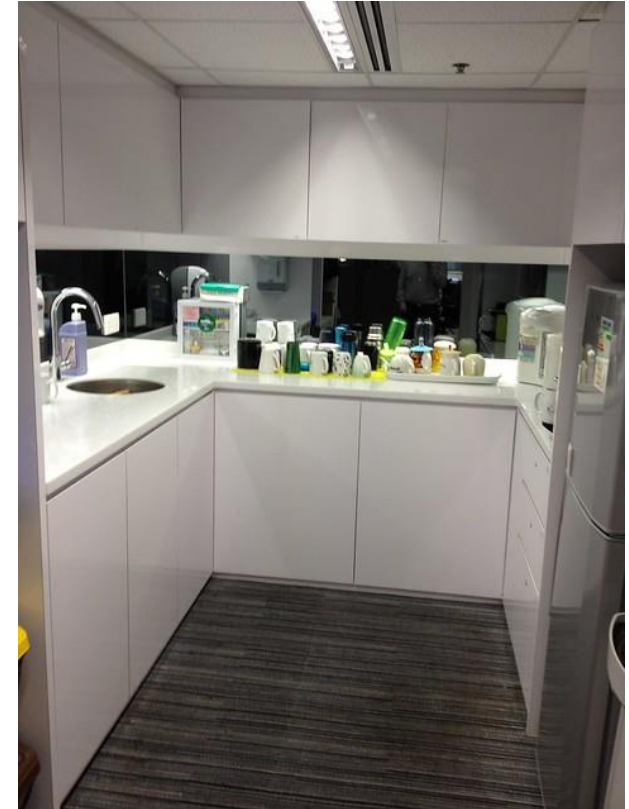


Photo provided by City of Greeley

RENEWABLE ENERGY OPTIONS



Image courtesy of Pexels

WHY RENEWABLE ENERGY?

- Be a sustainability leader
- Get to carbon-free electricity faster
- Subscribing to programs helps get more renewables on the grid
- Some programs may help you save money
- Develops the clean energy workforce
- Attract sustainability minded customers



Image courtesy of Xcel Energy

RENEWABLE ENERGY OPTIONS – ON SITE

Solar*Rewards®

- Install solar & produce your own energy
- Monthly energy use offset by solar, **plus** get a credit per kWh generated
- Contributes to Xcel Energy's clean energy goals

Net-Metering

- Install solar & produce your own energy
- Monthly energy use offset by solar **plus** bill credit for excess
- Contributes to your clean energy goals



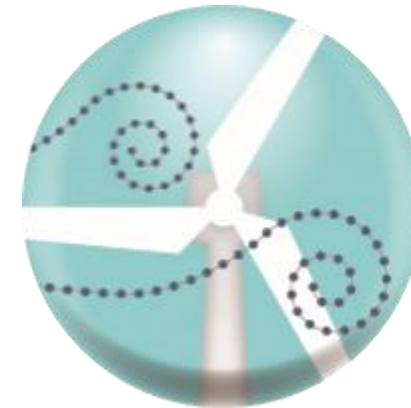
RENEWABLE ENERGY OPTIONS - SUBSCRIPTION

Windsource®

- Subscription fee applied to bill
- \$1.50 per 100 kWh block
- Can subscribe to up to 100% of energy use
- Contributes to your clean energy goals

Solar*Rewards Community

- Subscription fee from third-party solar garden
- Bill credit for solar energy you subscribe to
- Contributes to Xcel Energy's clean energy goals



FINANCING OPTIONS



Image courtesy of Pexels

FINANCING OPTIONS

Xcel Energy's Energy Efficiency Financing for Business

- Through HBC Energy Capital, a division of the National Energy Improvement Fund (NEIF)
- Easy-to-follow online process
- NEIF selects best possible rates from multiple lenders
- NEIF staff provides support through project installation
- Can couple financing with other Xcel Energy rebates

Visit:

www.xcelenergy.com/working_with_us/trade_partners/business_trade_partners/energy_efficiency_financing_for_trade_partners

Case Study – Green Mountain ACE Hardware Lighting Upgrades

Project High efficiency LED lighting

Project Cost \$81,000

Xcel Energy rebate \$22,400

Payback term 5.1 years

Monthly savings \$1,330

Monthly payment (5-yr loan) \$1,183

Net monthly positive cash flow \$147



WAYS TO TAKE ACTION



Image courtesy of Pexels

NEXT STEPS

- ❑ **Call 855.839.8862** to schedule your FREE energy audit
- ❑ **Call 855.839.8862** to schedule your FREE refrigerator audit
- ❑ **Call 970.336.4228** to schedule your FREE water audit
- ❑ **Talk to your landlord** about potential energy-saving upgrades

DISCUSSION



Image courtesy of Pexels

FOR MORE INFORMATION

Xcel Energy Business Programs



[XcelEnergy.com/Business](https://www.xcelenergy.com/business)



855-839-8862



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