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Partners in Energy

# Energy Efficiency for Small Businesses

## Hospitality



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# AGENDA

Time	Topic
1:30 p.m.	Greeley Energy Action Plan Overview
1:35 p.m.	Why Efficiency Matters
1:40 p.m.	Understanding Your Bill
1:50 p.m.	Opportunities & Resources
2:25 p.m.	Ways to Take Action Today
2:30 p.m.	Q&A and Peer Networking



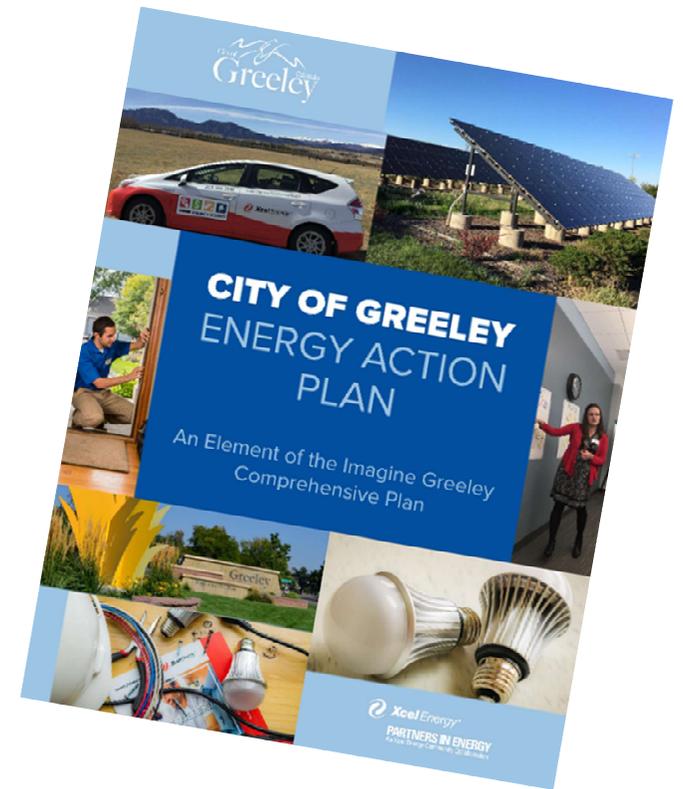
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## KEY OBJECTIVES

- 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



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## 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.



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## 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



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## BUSINESS ENERGY SAVINGS PROFILE

In 2020...

**149** businesses participated in Xcel Energy energy efficiency programs

This is only...

**3%** of all businesses in Greeley

On average, these business saved...

**\$3,200** annually on their electricity bills



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# WHY EFFICIENCY MATTERS



Image courtesy of Pexels



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## WHY EFFICIENCY?

**\$0.30** of 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

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# 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
		<b>Current Balance</b>	<b>\$3573.56</b>

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	Cacjia -- 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
		<b>Subtotal</b>	<b>\$3573.56</b>

Electricity Rate

Electricity Use (kilowatt-hours)

Electric Demand (kilowatts)

General & Transmission Demand

Distribution Demand



**PARTNERS IN ENERGY**  
An Xcel Energy Community Collaboration

# 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

Previous 12 months' use



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.

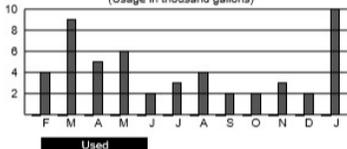
ACCOUNT INFORMATION		WATER CHARGES		
Account Number	[REDACTED]	COMMERCIAL WATER	Used	Rate
Service Location	[REDACTED]	Commercial Water	10	5.100
		Base Charge		\$51.00
				\$15.24

METER INFORMATION	BILLING SUMMARY	
Meter ID	Payments	\$74.03-
Date	Bal Fwd	\$0.00
Curr Read	COMMERCIAL WATER	\$66.24
Date	COMMERCIAL CLASS 1 METER	\$41.55
Prev Read	STORMWATER	\$36.76
Usage		
06279166		
01/08		
1010		
12/08		
1000		
10		

**CONSUMPTION HISTORY**  
(Usage in thousand gallons)



Used

**CURRENT CHARGES** **\$144.55**

**TOTAL DUE ON 01/28/21** **\$144.55**

WATER CONSERVATION MESSAGES	BILLING MESSAGES
<p>DID YOU KNOW YOU COULD VIEW YOUR WATER USE ONLINE? SIGN UP AT <a href="http://GREELEY.WATERSMART.COM">GREELEY.WATERSMART.COM</a> VIEW CONSUMPTION, GET TIPS, SIGN UP FOR ALERTS AND GET HOME WATER USE REPORTS</p> <p><b>CONSUMER CONFIDENCE REPORT MESSAGE:</b> The City of Greeley's 2019 CCR has been revised. See table for sanitary survey <a href="http://greeleygov.com/ccr">http://greeleygov.com/ccr</a>.</p>	<p>****SEWER CEILING WILL BE SET FROM YOUR JAN TO FEB USAGE****</p> <p>TO PAY YOUR BILL ONLINE WITH NO FEES, GO TO <a href="http://WWW.GREELEYGOV.COM/UTILITYBILL">WWW.GREELEYGOV.COM/UTILITYBILL</a></p> <p>PARA PAGAR SU FACTURA SIN CARGOS, VAYA A: <a href="http://WWW.GREELEYGOV.COM/UTILITYBILL">WWW.GREELEYGOV.COM/UTILITYBILL</a></p> <p>YOUR STORMWATER FEE IS CALCULATED USING THE SQFT SHOWN BELOW. STORMWATER SQFT: 19128</p>

DETACH AT PERFORATION AND RETURN WITH YOUR REMITTANCE				
Account Number	Service Location	Due Date	Amount Due	Amount Enclosed

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 less than 50,000 square feet
  - 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:*

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



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## 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!



<https://www.energystar.gov/buildings/facility-owners-and-managers/existing-buildings/use-portfolio-manager>



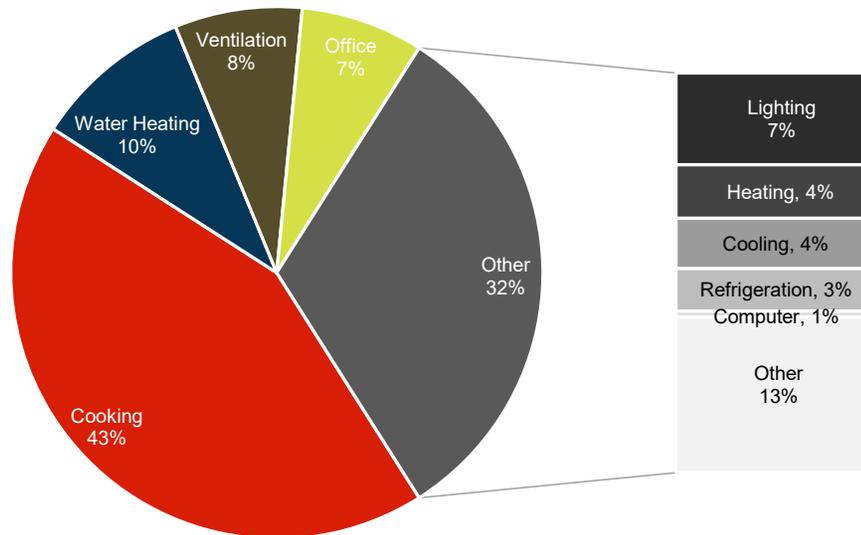
# OPPORTUNITIES & RESOURCES



Image courtesy of Partners in Energy



# HOSPITALITY 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

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## BENEFITS OF ENERGY EFFICIENT COOKING EQUIPMENT

Cost Savings

Improved Operating Performance

More Uniform Cooking

Increased Staff Comfort

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## COOKING – QUICK WINS

- Turn off equipment that is not in use.
- Check seals on ovens, hot food cabinets, and other kitchen equipment. Replace if they are worn and not sealing properly.
- Develop and keep up with a regular maintenance schedule for all equipment.
- When purchasing kitchen equipment, check for ENERGY STAR certification and applicable rebates. ENERGY STAR qualified food service equipment can offer significant energy savings over standard models,\* including:
  - ENERGY STAR qualified ovens are typically ~20 percent more energy-efficient
  - ENERGY STAR qualified hot food holding cabinets are typically ~65 percent more efficient
  - Standard-size fryers that have earned the ENERGY STAR designation are up to 30 percent more efficient
  - ENERGY STAR qualified steam cookers are typically ~50 percent more efficient
  - ENERGY STAR qualified griddles are typically ~10 percent more efficient



\*US EPA Commercial Food Service Equipment

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## OTHER – 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



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## BENEFITS OF ENERGY EFFICIENT WATER HEATING

Cost Savings

Improved Reliability

Reduced Maintenance

Less Water Waste

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# WATER HEATING – QUICK WINS

## Quick Wins

- Turn down your water heater to 120°F or warm unless higher temperatures are required to meet health code requirements.
- Insulate exposed pipes
- Use an insulating jacket to cover your water tank
- Have any leaks repaired immediately
- Use low flow fixtures

## Programs and Rebates

- Rebates can cover up to 60% of up-front costs
- Rebates available from Xcel Energy for electric hot water heaters
- Energy efficiency financing available
- Gas rebates are available from other utilities



## BENEFITS OF EFFICIENT WATER FIXTURES

- Commercial indoor audit
  - Visit: [greeleygov.com/services/ws/conservation/water-audits](http://greeleygov.com/services/ws/conservation/water-audits)
  - Office spaces
  - 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](http://greeleygov.com/services/ws/conservation/water-conservation-rebates)

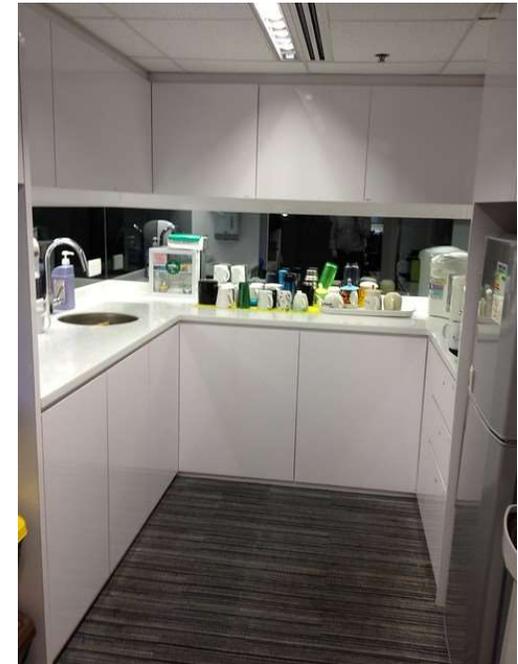


Photo courtesy of the City of Greeley

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## BENEFITS OF ENERGY EFFICIENT HEATING, VENTILATION & COOLING

Cost Savings

Occupant Comfort

Improved Indoor Air Quality

Increased Equipment Reliability

Opportunity for Realtime Monitoring

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## 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
  - Control thermostats based on room occupancy –can be done automatically or via housekeeping staff
  - Strategic room booking can reduce heating or cooling in entire wings -adjacent rooms help increase efficiency
- 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, and 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)

# CANDLEWOOD SUITES HOTEL CASE STUDY

## Energy Efficiency Improvements Included:

- Installing Packaged Terminal Air Conditioners (PTACs) to allow guests to control the air temperature separately from the rest of the building
- Employed an energy management systems that uses motion and door sensors to determine if a room is empty or when a guest returns and adjusts the temperature accordingly.

*“We realized we could recoup our incremental costs in energy savings over time, so we’d already made the decision to buy the equipment. But the rebate was the icing on the cake”*

– Jess Koehler (Hotel Manager)

FINANCIAL SNAPSHOT	
Project	Selected high-efficiency PTAC system with energy management system and motion sensors
Cost	\$20,970
Xcel Energy Rebate	\$13,320
Total After Rebate	\$7,650
Estimated Energy Savings	30%–35% less energy use/\$3,000 per year in savings
Payback Term	2.5 years



Candlewood Suites, Grand Junction, CO  
Image courtesy of Xcel Energy



<https://www.xcelenergy.com/staticfiles/xcel/Marketing/Files/EMS-CO-Case-Study-Candlewood-Suites.pdf>



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## BENEFITS OF ENERGY EFFICIENT LIGHTING

Cost Savings with a Short Payback

Improved Productivity and Safety\*

Reduced Maintenance

Opportunity for Built-in Controls



\*How LED Lighting Increases Employee Productivity and ROI <sup>31</sup>



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# 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: NEW LOOK FOR HILTON HOTELS

## Project Details

- Replace the old, outdated lighting with brighter, more efficient options at 2 Twin Cities hotels
  - Focused on common areas: lobby, ballrooms, meeting rooms, dining areas, lounges and corridors
  - Selected bright and efficient lights at the best cost

*“It is all part of a continuum for us. Everything we do goes back to what we feel is our responsibility to the community.”*

– Scott Youngblood (General Manager)

PROJECT SNAPSHOT HILTON MINNEAPOLIS	
Location	Downtown Minneapolis
Project	Converted more than 4,000 incandescent lamps in lobby, restaurants, lounge, ballrooms, meeting rooms, parlors and common areas/hallways to energy-efficient LED lighting
Cost	\$114,500
Xcel Energy Rebate	\$52,500
Estimated Energy Savings	\$82,750/year or nearly 1.2 gigawatt hours
Payback	Nine months

PROJECT SNAPSHOT HILTON MINNEAPOLIS/ ST. PAUL AIRPORT MALL OF AMERICA	
Location	Bloomington
Project	Upgraded nearly 3,000 old, inefficient lighting fixtures with efficient LED lamps and fluorescent fixtures in lobby, ballroom, guest rooms, banquet rooms, boutique meeting rooms and corridors
Cost	\$181,000
Xcel Energy Rebate	\$83,500
Estimated Energy Savings	\$57,400 per year/ 721,000 kilowatt-hours
Payback	1.7 years



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## ELECTRONICS & OTHER – QUICK WINS

- Shutting down a desktop computer every night and on weekends can save ~\$25 per computer\*
- Set printers to go into standby mode when not in use
- 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 equipment, check for ENERGY STAR certification



\*[DOE Appliance Energy Calculator](#)



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# 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

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## 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



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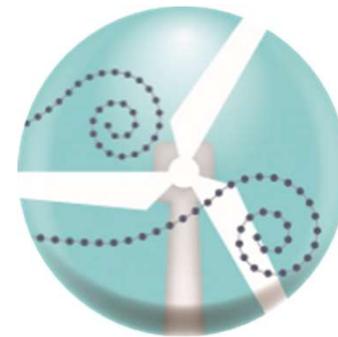
## RENEWABLE ENERGY OPTIONS - SUBSCRIPTION

### 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



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# 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](http://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

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## 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



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## FOR MORE INFORMATION

### Xcel Energy Business Programs



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



855-839-8862





**PARTNERS IN ENERGY**  
An Xcel Energy Community Collaboration