

Memorandum of Understanding

Doug Rex
Denver Regional Council of Governments (DRCOG)
1001 17th Street, Suite 700
Denver, CO 80202

Congratulations on being selected to participate in Xcel Energy's Partners in Energy. This document outlines how the DRCOG and Xcel Energy will work together to implement the DRCOG Building Decarbonization Program workplan and achieve shared goals. This effort builds on collaboration between the two entities through the Front Range Beneficial Electrification Network and Building Decarbonization Network (BDN). Specifically, this scope addresses areas of bi-lateral collaboration between Xcel Energy and DRCOG that may be less relevant to other BDN members. The term of this joint support, as defined in this document, will extend from July 1, 2025 through December 31, 2026.

Xcel Energy's Partners in Energy will support DRCOG in achieving the mutual goals of DRCOG's Building Decarbonization Program Workplan and Xcel Energy's Clean Heat Plan in the following ways:

Workforce & Industry

- **Contractor Navigation Hub**
 - Facilitate discussions to determine Xcel Energy's collaborative role with the Hub.
- **Stakeholder Engagement for Statewide HVAC Licensing**
 - Co-facilitate monthly meetings of statewide HVAC licensing working group.
 - Co-lead up to three (3) stakeholder engagement sessions in support of the exploration of a potential statewide HVAC license for the purposes of standardizing and streamlining contractor requirements for heat pump installations through HVAC licensing.
- **Promoting Decarbonization Careers**
 - Identify opportunities for Xcel Energy Clean Energy Careers program offerings to align and complement DRCOG's workforce-related offerings in promoting careers related to decarbonization.
 - Facilitate discussions to determine how the programs will interact.
 - Facilitate engagement and partnership between Xcel Energy and Public Workforce Centers in Colorado.
- **Heat Pump Trainings Alignment**
 - Identify standardization of core components of heat pump trainings that should be aligned across DRCOG and Xcel Energy territories (e.g., promoting available programs; technical guidance; emphasizing whole-home approach).
 - Share core training components for alignment with heat pump training providers and provide technical assistance if needed to ensure they are aligned.

Support funded by Xcel Energy for this strategy is not to exceed 120 hours. These hours will include those provided through the Partners in Energy team from Brendle Group and do not include support provided by Xcel Energy internal program staff.

Incentives, Advising, & LIDAC

- **Identification of Ideal Households for Electrification**
 - Determine methodology for identifying ideal households based on building stock, distribution system capacity, gas system planning, DIC/IQ status, and other inputs.
 - Building upon mapping created in support of DRCOG through FRBEN, provide mapping support to indicate where ideal households are located relative to incentive eligibility.
 - Facilitate discussions to align on which areas to target, how, and when.
- **Income Qualified Offerings Coordination**
 - Facilitate discussions to coordinate IQ/DIC/LIDAC program design and outreach, including leveraging DRCOG's Area Agency on Aging.
 - Building upon mapping created in support of DRCOG through FRBEN, provide mapping support to clarify target areas, clarify incentive eligibility and avoid messaging confusion.
- **Strategies for Mitigating Utility Bill Impacts**
 - Review existing tools that communicate utility bill impacts to identify potential tools for DRCOG and Xcel Energy to endorse/promote to customers.
 - Compare results of existing or new tools to customer utility cost analysis performed by the Company or other stakeholders.
 - Facilitate discussions to review tool analysis and determine which tool to use.
 - Develop aligned messaging that DRCOG and Xcel Energy can use to inform communications and analyze information from mapping efforts to help target messaging.
 - Support development of Xcel Energy and DRCOG customer-facing pathways to connect customers with resources to mitigate utility bill impacts.
- **Incentives Coordination**
 - Facilitate discussions to explore how DRCOG's upstream (distributor) incentives approach will impact equipment pricing and midstream and customer incentives.
 - Facilitate discussions to align on upstream/midstream incentives approach so that contractors have a streamlined experience.
- **Sharing Contractor Data**
 - Identify and prioritize contractor-related data to be shared across organizations and develop a framework for sharing.
- **Data Analysis to Track Impact**
 - Analyze Xcel Energy data for DRCOG communities to help track impact of programs.
 - Facilitate conversations and processes around data sharing including customer, project, contractor, aggregate and other relevant data.

Support funded by Xcel Energy for this strategy is not to exceed 370 hours. These hours will include those provided through the Partners in Energy team from Brendle Group and do not include support provided by Xcel Energy internal program staff.

Communications & Engagement**• Sector-Specific Engagement Plans**

- Provide best practice advising to support DRCOG's development of three (3) engagement plans for their workforce, incentives/advising, and policy programs. Partners in Energy will share its institutional knowledge to ensure that engagement plans are complete and reflect program objectives, particularly as they pertain to affected stakeholders.
- Help align applicable Partners in Energy community beneficial electrification messaging with DRCOG messaging.

Support funded by Xcel Energy for this strategy is not to exceed 40 hours. These hours will include those provided through the Partners in Energy team from Brendle Group and do not include support provided by Xcel Energy internal program staff.

Policy**• Energy Codes Technical Support Alignment**

- Facilitate discussions to clarify each organization's building code support for communities and determine the best way to avoid duplication of support and cross-promote programs.
- Facilitate conversations where possible with Xcel Energy to help inform building policy adoption, such as grid capacity and panel upgrades.

Support funded by Xcel Energy for this strategy is not to exceed 20 hours. These hours will include those provided through the Partners in Energy team from Brendle Group and do not include support provided by Xcel Energy internal program staff.

Project Management

- Facilitate monthly check-in meetings to track progress and inform any necessary pivots.
- Support cross-coordination among each focus area and with the Building Decarbonization Network.

Support funded by Xcel Energy for project management is not to exceed 110 hours. These hours will include those provided through the Partners in Energy team from Brendle Group and do not include support provided by Xcel Energy internal program staff.

DRCOG commits to coordination with Xcel Energy to achieve the goals of its Building Decarbonization Program Workplan in the following ways:

Workforce & Industry

- **Contractor Navigation Hub**
 - Participate in discussions to determine Xcel Energy's role as a partner in the Hub.
- **Stakeholder Engagement for Statewide HVAC Licensing**
 - Co-facilitate monthly meetings of statewide HVAC licensing working group.
 - Co-lead up to three (3) stakeholder engagement sessions in support of the exploration of a potential statewide HVAC license.
- **Promoting Decarbonization Careers**
 - Participate in discussions to determine how the Xcel Energy Clean Energy Careers program and DRCOG's workforce programs will interact.
- **Heat Pump Trainings Alignment**
 - Support the identification of core components of heat pump trainings that should be aligned across DRCOG and Xcel Energy territories (e.g., promoting available programs; technical guidance).
 - Participate in meetings with heat pump training providers as needed.

Incentives, Advising, & LIDAC

- **Identification of Ideal Households for Electrification**
 - Help inform methodology for identifying ideal households based on building stock, distribution system capacity, gas system planning, DIC/IQ status, and other inputs.
 - Participate in discussions to align on which areas to target, how, and when.
- **Income Qualified Offerings Coordination**
 - Participate in discussions to coordinate IQ/DIC/LIDAC program design and outreach, including leveraging DRCOG's Area Agency on Aging.
- **Strategies for Mitigating Utility Bill Impacts**
 - Participate in discussions to review tools for communicating bill impacts and determine which tool to use.
 - Work to align on messaging with Xcel Energy to help customers be aware of anticipated bill impacts and opportunities to mitigate bill impacts.
 - Support development of Xcel Energy and DRCOG customer-facing pathways to connect customers with resources to mitigate utility bill impacts.
- **Incentives Coordination**
 - Participate in discussions to explore how DRCOG's upstream (distributor) incentives approach will impact equipment pricing and midstream and customer incentives.
 - Participate in discussions to align on midstream incentives approach so that contractors have a streamlined experience.
- **Sharing Contractor Data**
 - Help identify and prioritize data to be shared across organizations.
 - Provide feedback on proposed framework for sharing.

Communications & Engagement**• Sector-Specific Engagement Plans**

- Lead development of three (3) engagement plans for workforce, incentives/advising, and policy.

Policy**• Energy Codes Technical Support Alignment**

- Participate in discussions to clarify each organization's building code support for communities and determine the best way to avoid duplication of support and cross-promote programs

Project Management

- Participate in monthly check-in meetings to track progress and inform any necessary pivots.
- Continue to participate in the Building Decarbonization Network as relevant.
- Share relevant program data to inform the CHP and ongoing heat pump uptake efforts.

Single Points of Contact

All communications pertaining to this agreement shall be directed to Robert Spotts on behalf of DRCOG and Sofia Troutman on behalf of Xcel Energy.

Legal Applicability and Waiver

This is a voluntary agreement and not intended to be legally binding for either party. This Memorandum of Understanding has no impact, nor does it alter or modify any existing Franchise Agreement or other existing agreements between Xcel Energy and DRCOG and its member jurisdictions. Parties agree that this Memorandum of Understanding is to memorialize the intent of the Parties regarding Partners in Energy but does not create a legal agreement between the Parties. It is agreed by the Parties that nothing in this Memorandum of Understanding will be deemed or construed as creating a joint venture, trust, partnership, or any other legal relationship among the Parties. This Memorandum of Understanding is for the benefit of the Parties and does not create third party rights. Nothing in this Memorandum of Understanding constitutes a waiver of DRCOG's members' ordinances or regulatory jurisdiction, or Colorado's utility regulatory jurisdiction.

Xcel Energy is excited about this opportunity to support DRCOG in advancing its goals. The resources outlined above and provided through Partners in Energy are provided as a part of our commitment to the communities we serve and Xcel Energy's support of energy efficiency and renewable energy as important resources to meet your future energy needs.

For DRCOG:

Signature:

Name:

Title:

Date:

For Xcel Energy:

Signature:

Name:

Title:

Date:
