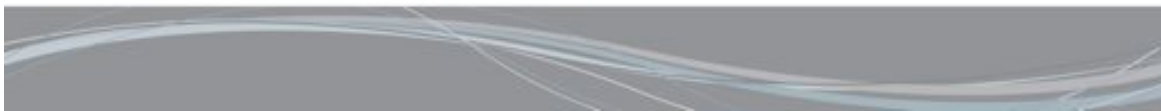


Xcel Energy's Energy Efficiency Programs

Lighting

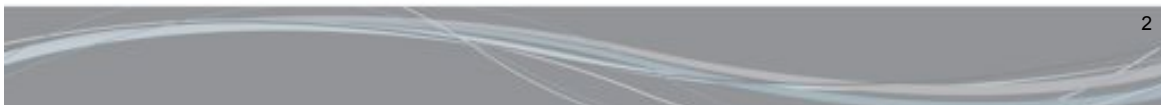
Longmont Event June, 2011



Xcel Energy Program Results in Colorado

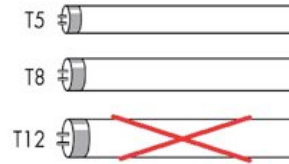
Small Business, Commercial and Industrial

- 2010 (Year-End)
 - 33 MW demand reduction
 - 161 GWh annual energy use reduction
 - 44% from C&I Lighting Efficiency + Small Business Lighting
 - That trend continues in 2011



New Lighting Standards

- Most T12 lamps will no longer be manufactured after July 2012. The new standards will become effective in the summer of 2012, and will eliminate nearly all 4-foot T12 lamps, some 4-foot T8 lamps, and most 8-foot T12 lamps.
- The DOE issued these changes in 2009.
- The new energy efficiency standards for commercial general-service fluorescent lamps and incandescent and halogen reflector lamps set a minimum lumens/watt requirement for the various products.



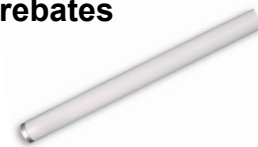
3

T12 Phaseout Promotion

- Beginning **March 8, 2011 through December 31, 2011**, all Xcel Energy Colorado electric business customers are eligible for **up to a 50 percent bonus rebate** – above and beyond current rebate levels – for select T12 upgrades.
- Rebates can not exceed 75 percent of cost.

Current Rebate Levels (per retrofitted fixture)	New 50% Bonus Rebate Levels (per retrofitted fixture)
\$13.00 – \$26.00	\$19.50 – \$39.00

- T12 to T8 retrofit rebates
- T12 to T8 delamping rebates
- T12 to T5 retrofit rebates



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2012-2013 Planning

- **Filing due Summer of 2011**
- **CO Lighting Efficiency is proposing to include T12 retrofits through December 2012**
 - **50% rebate bonus will likely decrease through 2012**
 - **Complete phaseout of T12 rebates by January 2013.**

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Continuing LED Lighting Addition

- **Interior lighting applications**
 - Screw-based or Pin-based Lamps: \$20-35/lamp, retrofit and new construction – ENERGY STAR qualified only.
 - Downlight Fixtures: \$100-125/fixture retrofit, \$50-75 NC – ENERGY STAR qualified only.
- **Outdoor lighting applications**
 - Store Canopy & Soffit Lighting: \$275/fixture retrofit, \$150 NC; no ENERGY STAR requirement
 - Does not include Wall Packs
- **Refrigerated Case Lighting**
 - LED strip lighting: \$100/door retrofit, \$70/door NC
 - Only vertical doors allowed

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LED Prescriptive Rebate List

LED Lamps – Retrofit or New Construction		
Standard Lamp	Energy Star Lamp	Rebate Amount
Halogen or Incandescent	LED <=5W	\$20 per lamp
Halogen or Incandescent	LED 6W – 10W	\$22 per lamp
Halogen or Incandescent	LED 11W – 20W	\$35 per lamp



Photos: OSRAM Sylvania

LED Prescriptive Rebate List

LED Fixtures – Retrofit or New Construction		
Standard Fixture	Energy Star Fixture	Rebate Amount
Incandescent	LED <= 15W	\$100 or 50 per fixture
Incandescent	LED 16W – 25W	\$100 or 50 per fixture
Incandescent	LED 26W – 35W	\$125 or 75 per fixture
Incandescent	LED 36W – 50W	\$125 or 75 per fixture



Photo: Renaissance Lighting

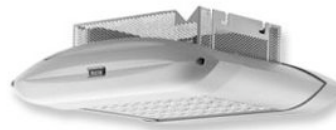
Photo: Phillips

LED Prescriptive Rebate List

LED Outdoor Lighting – Retrofit or New Construction		
Standard Fixture	New Fixture *	Rebate Amount
Metal Halide Canopy or Soffit lighting	LED 25W – 50W	\$275 or \$150 per fixture
Metal Halide Canopy or Soffit lighting	LED 51W – 100W	\$275 or \$150 per fixture
Metal Halide Canopy or Soffit lighting	LED 101W – 150W	\$275 or \$150 per fixture



* Energy Star qualification not required for LED canopy/soffit



Photos: BetaLED

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LED Prescriptive Rebate List

LED Refrigerated Case Lighting – Retrofit or New Construction		
Standard Fixture	New Fixture *	Rebate Amount
T8 or T12 Fluorescent	LED Strip Lighting	\$100 or \$70 per door

* Energy Star qualification not required for LED case lighting



Photos: GE

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LED Product Notes

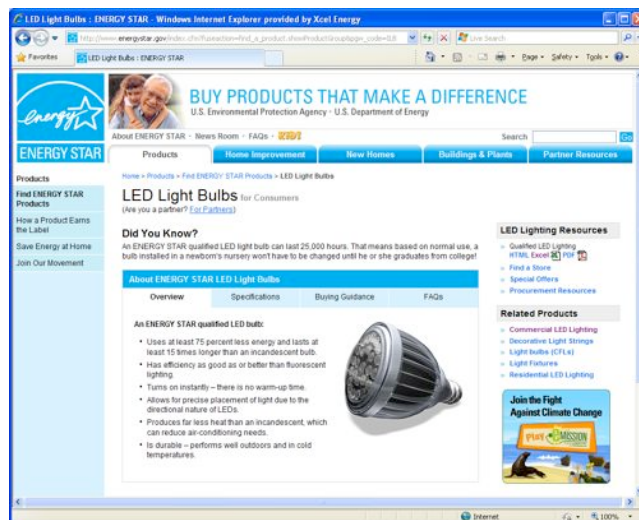
- **Parking Garage Lighting, Parking Lot Lighting and Signage were also evaluated for prescriptive rebates**
 - **To remain in Custom for now**
 - **Too few Custom participants to properly evaluate**
 - **Lighting level requirements not standardized for parking garages**
 - **Signage projects too unique to properly create a prescriptive rebate**

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ENERGY STAR® Qualified Lighting

<http://www.energystar.gov/sslparkers>

- **Locate Energy Star qualified LED lamps and fixtures**
- **If not listed with E/S, LED lamps and fixtures can still be evaluated through Custom Efficiency, subject to pre-approval**
- **LED canopy/soffit and refrigerated case lighting does not require E/S qualification**



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Current Rebates

- \$1.00 - \$275/fixture
- T8 rebates- 1 for 1 (retrofit only) require high efficiency ballast with low ballast factor: \$13 - \$22
- Ceramic metal halide rebates – new construction and retrofit: \$12 - \$75
- Rebates for screw-based and hardwired CFLs
 - Screw-in: \$1-3 per lamp (both New Construction and Retrofit)
 - Hardwired: \$25-35 per fixture (Retrofit)
 - Hardwired: \$10-20 per fixture (New Construction)
- Proportion of program energy use reduction increasing for T12 to T8s, screw-in CFLs, T8 High Bay, Low Watt T8 Lamps

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Contact Information

- Rebate Info: www.xcelenergy.com/rebates
- Xcel Energy Account Managers
- Business Solutions Center 1-800-481-4700

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