



Business Prescriptive Programs

2011 BUSINESS
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RESPONSIBLE BY NATURE™

Heating Efficiency



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Who is eligible for gas rebates

- Customer must pay into the Gas DSCMA
 - This is listed on their Xcel Energy bill
 - Contact the Xcel Energy Business Solutions Center 1-800-481-4700

Transport gas customers are NOT eligible

Plan A Boilers

- Minimum Efficiency - 85%
 - \$1,000/mmbtuh
- Minimum Efficiency - 92%
 - \$4,000/mmbtuh
- Plan A definition—
 - **no previous boiler existed**
 - **current boiler is no longer functional**

Plan B Boilers

- Minimum Efficiency - 92%
– \$14,000/mmbtuh

Existing boiler must currently be functional and within the assumed lifetime of the equipment.

For plan B we require that the boiler to be replaced must:

- **have passed a recent Colorado State inspection**
- **be less than 25 years old**
- If the boiler to be replaced is functional, but more than 25 years old, it will qualify for Plan A

Boilers

- Prescriptive rebates are only for
 - Space Heating
 - Hot Water Heating
- All other boiler uses must be Preapproved through the Custom program:
 - Pool Boilers
 - Ice-melt
 - Any other process heating

Hot Water Heaters

- Tankless or with Storage
- Minimum 92% efficiency
- Greater than 150,000 BTU/h
- Only for commercial rate customers
- Flat rebate of \$350 per unit

Furnaces

- Minimum 92% AFUE - \$80.00 per unit
- Minimum 94% AFUE - \$120.00 per unit

Pipe Insulation

- Rebate is based on
 - Diameter of pipe / r value
 - 0.5" – 2" / 3.5 r value = \$3.00 linear ft.
 - 0.5" – 6" / 5.0 r value = \$4.00 linear ft.
 - 2.5" – 6" / 7.0 r value = \$5.00 linear ft.

Boiler System Tune-ups

- Boiler Tune-ups
 - **25% of project costs up to \$250 per boiler**
- **Covered every other year**
- **Must complete tune-up according to the check list requirements on application**
- **The technician does not need to be NATE certified**

Auxiliary Equipment

- Modular burner controls - $\geq 5:1$ turndown ratio
 - **25% of project costs up to \$5,000 per burner**
- Outdoor air reset controls
 - **25% of project costs up to \$500 per control**
- Stack dampers
 - **25% up to \$250 per damper**
- Steam trap replacement/parts
 - **25% up to \$250 per trap; maximum \$10,000 per facility**

Other controls or improvements Apply for Custom Efficiency rebate preapproval prior to purchase and installation

Custom Boilers

- Any project that does not fit within our regular (prescriptive) programs can still qualify for a rebate through our Custom program

Preapproval is required

Frequently Asked Questions

- **How can we help our customers insure they provide the correct information needed to take advantage of the programs available?**
 - Rebate application
 - Business Solutions Center 1-800-481-4700
 - Account Managers: see contact list
 - Xcel Energy web site: xcelenergy.com/rebates

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Individual Program Summaries

2011 Motors & Drives



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2011 Motors and Drives

- The benefits of installing premium efficiency motors & drives include:
 - Reduced downtime that can be caused by motor failure
 - Increased reliability since premium motors are manufactured with higher quality materials and standards which reduce internal losses & heat
 - Longer warranties than standard motors
 - Increased productivity due to reduced maintenance activities and fewer repairs

2011 Motors and Drives

- Plan A: **New Motor Rebates** are available to eligible customers who install a motor where one never existed, or replace a non-operating (non-working) motor with a NEMA Premium motor.
- Plan B: **Upgrade Motor Rebates** are available to eligible customers who replace an operating / functioning inefficient motor with a NEMA Premium Motor.
- Rebates for Motors 1-500 hp that meet or exceed the NEMA Premium Efficiency standard range from \$25 - \$13,500 based on type, hp and whether new or upgrade.
- Rebates for Variable Frequency or Adjustable Speed Drives placed on 1-200 hp sized motors that are used on **fan or pump systems** with minimum annual operation of 3,000 hours range from \$400 - \$8000.
- Drives/motors outside these parameters may qualify under our Custom Program – *****preapproval required.**

2011 Motor Efficiency Standards

- Rebate eligibility depends on:
 1. Whether the motor is new or upgraded
 2. The motor's horsepower
 3. Whether the motor is Open Drip Proof (ODP) or Totally Enclosed Fan Cooled (TEFC)
 4. The motor's RPM (1200,1800,3600)
 5. Whether the motor exceeds the efficiency standard (NEMA Premium or Enhanced)

2011 Motors Rebate Rules

- If you are replacing a working motor, then you must replace it with a qualifying AC motor of the same or smaller size in order to qualify for the **UPGRADE** Replacement Motor rebate. Otherwise, the rebate offer will revert to the **NEW** Motor schedule.
- Customers must scrap the previous motor themselves or have it scrapped by their installer. By signing the application, you are acknowledging that the motor has been scrapped.

2011 Motors Rebate Rules

- We realize that motor equipment is not always installed immediately and may be entered into stock on hand.
- Therefore, for prescriptive products, customers must submit their rebate application claim for motors and VFD rebates within 24 months from the purchase date on the invoice.
- Custom projects that exceed their timeframe or have significant deviations from their original preapproval will require reanalysis and new approval.

Rebate Form Information:

- End use: Fan – Pump – Other
- Manufacturer
- Motor Type: ODP or TEFC
- RPM: 6 pole = 1200 rpm, 4 pole = 1800 rpm,
2 pole = 3600 rpm
- Manufacturers Model # (not part #)
- Nominal Efficiency %: of a Full Load or 100% as noted by the manufacturer.
- Horse power and quantity

NEMA Premium Efficiency Standards Update

- Will Xcel Energy offer higher rebates for motors that exceed the NEMA Premium base line efficiency rating?
- Yes, Xcel Energy currently offers rebates for not only NEMA Premium motors but also motors that exceed NEMA Premium levels which we call “Enhanced NEMA Premium” motors.
- If the motor you are purchasing exceeds NEMA premium efficiency levels by one full point (efficiency rating + 1), then it will earn additional rebate dollars.

NEMA Premium Efficiency Standards Update

- How does this affect plans to buy new or upgrade existing motor equipment?

Motor Plan 2011

- **Plan A: (New or replace non-working motor) Rebates available through 12/31/2011**
- **Plan B: (replace working unit) Rebates available – no change**
- **Enhanced Plan A Rebates available – no change**
- **Enhanced Plan B Rebates available – no change**
- **Please visit XcelEnergy.com for updated information.**

Motor Efficiency Standards Update

- Invoices for new NEMA Premium motors
“Plan A” will be honored provided that:
 1. The invoice purchase date is on or before 12/31/11.
 2. The application claim is received no later than 12/1/2012
 3. The invoice date is also within 24 months of the time the application claim is submitted

2011 Variable Frequency Drive Efficiency Standards

- Drives must operate pump or fans (air movement devices)
- From 1 – 200 hp
- We prefer that the drive hp match the motor hp. If not, then the drive rebate is calculated using the lowest rating of either the drive nameplate or the motor nameplate.
- Drive rebates are also available to customers who replace existing drives on eligible equipment that longer functions.

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Variable Frequency Drives Rebate Rules

- A copy of a dated invoice must accompany the rebate application.
- Invoice must show quantity, model number & hp
- **Installation must be complete** before submitting application
- Maximum rebate is 60% of project cost
- As a sponsor of Motor Decisions Matter campaign (MDM), we offer an array of tools to demonstrate our programs financial benefits and to help you develop a plan that's right for our customers. To learn more www.motorsmatter.org