Colorado & New Mexico
Electric Energy Efficiency

2013 Southwest Energy Efficiency Project Workshop

Bill Conrad
Manager, Energy Efficiency Marketing
November 2013
3.4 million electricity customers
1.9 million natural gas customers
$11.2 billion in revenues
#1 wind power provider
Overview

- Colorado Electric 2014 Plan Summary
  - Portfolio Plan Settlement (Pending Approval)
  - DSM Spend and Goals
  - New in 2014
  - Experiences and Lessons Learned
  - Future DSM Concerns

- New Mexico Electric 2014 Plan Summary
  - Portfolio Plan & Trend
  - New in 2014
  - Experiences and Lessons Learned

- Questions
2014 DSM Plan Colorado (As Filed)

- Plan Filed: 7/1/2013
- Settlement Agreement Filed: 10/29/2013
- Hearing with one intervening party: 12/20/2013
- Decision by 3/1/2014*

*Anticipated date
Key Provisions of Settlement

- Electric DSM budget – reduce budget flexibility to 7.5%
- Home Lighting & Recycling – reduce NTG ratio from 0.75 to 0.70
- School Education Kits – contents to include 5 CFLs and 1 LED
- Lighting Efficiency & Small Business Lighting – increase low watt T8 lamp rebates
- Heating System Rebates – add NATE Certification requirement
- Maximize gas DSM budget for participation in ENERGY STAR
- New Homes & Home Performance with ENERGY STAR; special updates on spending during Roundtables
  - Under consideration during 2014 calendar year: Launch Multi-Family Housing Pilot
  - Western Cooling Control Device added to HEAC
  - Smart Thermostat Study Group & Pilot
Key Provisions of Settlement, Cont.

- Evaluate Upper-Tier Windows
- Evaluate upstream vendor incentives for lighting distributors
- Update minimum AFUE for Residential Heating System to 95%
- Expansion of Portfolio Manager use for building performance benchmarking
- Local government stakeholder engagement in CEEP Pilot
- Evaluate inclusion of non-lighting measures and financing for Small Business Lighting product
- Evaluate GSHP as potential prescriptive program
# Colorado 2014 Plan (As Filed)

<table>
<thead>
<tr>
<th>2014</th>
<th>Electric Budget</th>
<th>GWh Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>$31,189,213</td>
<td>99.5</td>
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<tr>
<td>Low income</td>
<td>$2,941,590</td>
<td>8.1</td>
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<tr>
<td>Business</td>
<td>$47,347,362</td>
<td>242.4</td>
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<tr>
<td>Indirect/Pilots</td>
<td>$6,285,330</td>
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<tr>
<td>Total</td>
<td>$87,763,495</td>
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Electric Savings and Spend – CO

Colorado - Electric

<table>
<thead>
<tr>
<th>Year</th>
<th>Spend ($)</th>
<th>Savings (GWh)</th>
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<tbody>
<tr>
<td>2010</td>
<td>$20,000,000</td>
<td>0</td>
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<tr>
<td>2011</td>
<td>$40,000,000</td>
<td>200</td>
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<td>2012</td>
<td>$60,000,000</td>
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<td>2013</td>
<td>$80,000,000</td>
<td>600</td>
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<tr>
<td>2014</td>
<td>$100,000,000</td>
<td>800</td>
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New in 2014 (As filed)

- More LED Lighting measures added
  - LED Troffers
  - LED Parking Garage Lighting
  - Midstream LED Pilot
- Small Building tune-up program
- New commercial refrigeration measures
- Energy Feedback Pilot
- Western cooling control device (under review)
- Smart thermostat study group and potential Pilot
What’s working well in 2013

- Business
  - Business New Construction programs
  - Industrial & Commercial Process Efficiency

- Residential
  - Energy Star New Homes
  - Refrigerator recycling
Future DSM Concerns, Strategic Issues

- Lower avoided costs
  - Increased rate impacts
  - Budget Concerns
- Lower EE potentials
  - Emerging Technologies
  - Traditional DSM naturally occurring through increased codes & standards
## New Mexico 2014 Plan (Pending Approval)

<table>
<thead>
<tr>
<th>2014</th>
<th>Electric Budget</th>
<th>GWh Savings</th>
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<tbody>
<tr>
<td>Residential / LI</td>
<td>$4,235,116</td>
<td>17.5</td>
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<tr>
<td>Business</td>
<td>$3,026,516</td>
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<tr>
<td>Indirect</td>
<td>$621,982</td>
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<tr>
<td>Total</td>
<td>$7,883,614</td>
<td>33.1</td>
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Electric Savings and Spend – NM

New Mexico - Electric

- Spend
- Savings (GWh)

Year
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014

Savings (GWh)
- $2,000,000
- $4,000,000
- $6,000,000
- $8,000,000
- $10,000,000
- $12,000,000

$
New in 2014

- Small Building Tune Up
  - Buildings under 75K sq.ft.
  - Identify low cost, no cost measures and complete on site
- Energy Feedback Pilot
- Western cooling control device (under review)
- Residential pool pump VSD (under review)
Experiences & Lessons Learned

- Business customer participation increasing
- Face to face sales is a necessity
- Support of 3rd party to move market
- Support of Account Managers
- Market Segment Challenges
Questions

Bill Conrad
Manager, Energy Efficiency Marketing

William.t.conrad@xcelenergy.com