



# One-Stop Efficiency Shop Lighting Retrofit Program

One-Stop Efficiency Shop 2007



Center for Energy and Environment

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## Outline

- ✓ Program Background
- ✓ Program Statistics
- ✓ Market Barriers
- ✓ Program Process
- ✓ Case Study – Coastal Seafoods
- ✓ Questions

## Program Background

- ✓ Project approved by Minnesota Department of Commerce in 2000
- ✓ Lighting retrofits in Xcel Energy's Minnesota service territory
- ✓ Small business customers with less than 400 kW demand

## Program Statistics

- ✓ 12,200 audits
- ✓ 3,119 businesses retrofitted
- ✓ 37 MW in savings
- ✓ 138,600,000 kWh savings
- ✓ \$14.6 million in rebates

## Program Statistics

- ✓ \$2,400 average annual savings
- ✓ \$4,600 average rebate per job
- ✓ Received 2003 Governor's Award for waste & pollution prevention
- ✓ 2003, 2004 & 2005 finalist for the MEI awards
- ✓ ACEEE Exemplary Program Award 2007

## Market Barriers

- ✓ Limited Financial Resources
- ✓ Limited Time
- ✓ Limited Knowledge of Lighting Products

## Market Barriers

- ✓ Limited Financial Resources
  - Free, no-obligation audit
  - Rebate \$475 per kW saved up to 60% of installation cost
  - Below market rate financing
  - Monthly loan payments match monthly energy savings

## Market Barriers

### ✓ Limited Time

- Bring service directly to the customer
- Computerized audit/reporting system that generates all site-specific paperwork
- Program contractors available or customer can use own contractor
- One-Stop processes all program paperwork

## Market Barriers

- ✓ Limited Knowledge of Lighting Products
  - Objective, third party-not selling a particular product
  - Savings/payback based on actual rate data
  - Program software allows analysis of multiple scenarios
  - Evaluate customer's potential to participate in other Xcel Energy rebate programs

## Program Process - Audit

- ✓ One-Stop verifies eligibility
- ✓ Customer schedules a free, no-obligation audit
- ✓ Auditor completes evaluation and provides recommendations, cost, payback and financing info
  - Based on specific demand rate and hours of operation

## Program Process - Retrofit

- ✓ Customer completes retrofit using program contractor or own contractor
  - Contract between customer and contractor
  - Contractor conducts walk-through to verify recommendations
  - Contractor schedules and completes work
- ✓ One-Stop staff serves as a liaison and resource during retrofit
- ✓ CEE conducts random post installation inspections

## Program Process - Contractor Responsibilities

- ✓ Conduct walk-through
- ✓ Schedule and complete job in a timely and professional manner
- ✓ Pull appropriate permits
- ✓ Submit change order if necessary
- ✓ Recycle all ballasts and lamps
- ✓ Submit detailed invoice

## Program Process – Completion Paperwork

- ✓ Contractor sends copy of invoice to CEE
  - Invoice must include quantities, manufacturer/model number of equipment, labor and materials costs
- ✓ CEE generates all completion paperwork, gets customer signature and forwards to Xcel Energy

## Program Process – Payment

### ✓ Loan Customers

- Check mailed directly to contractor for entire installation cost
- Loan payments via automatic withdrawal or coupon

### ✓ Cash Customers

- Rebate check mailed directly to contractor
- Customer pays for balance of job

## Case Study – Coastal Seafoods

- ✓ Minneapolis location
  - Saved 6.431 KW, 24,812 KWh/yr
  - Rebate 46% of job cost
  - \$1,682 annual savings
  - Payback 2.1 years
- ✓ St. Paul location
  - Saved 1.371 KW, 5,576 KWh/yr
  - Rebate 51% of job cost
  - \$371 annual savings
  - Payback 1.7 years

## Questions

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Thank you for your interest in One-Stop

### ***Contact Information***

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