

ROSEVILLE WORKSHOP 3

FEBRUARY 16, 2021

ROSEVILLE

 **Xcel Energy**[®]
PARTNERS IN ENERGY
An Xcel Energy Community Collaboration

THIS MEETING IS BEING RECORDED

ROSEVILLE

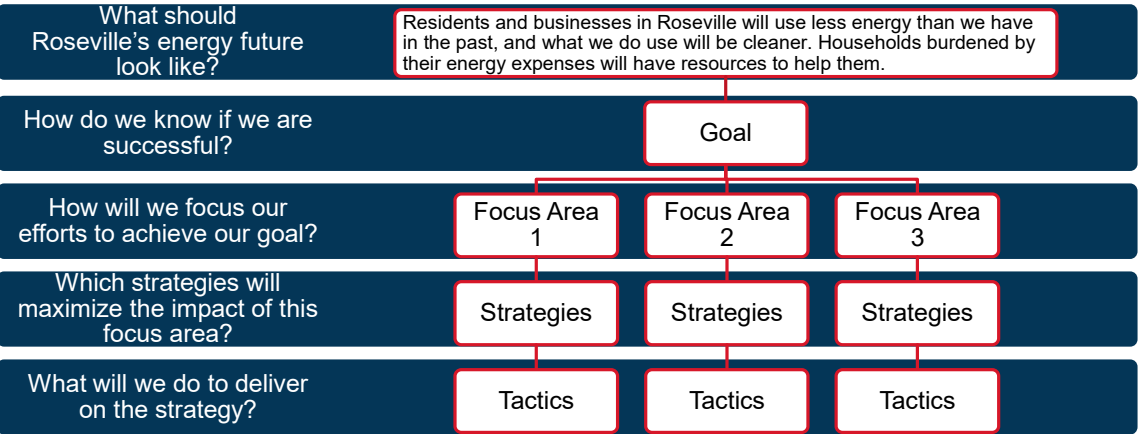
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AGENDA

- Welcome
- Where do we stand?
- Where are we headed?
- How will we get there?
 - Program Overview
- Break
- Goal Setting
 - Priorities
 - Language
- Wrap Up

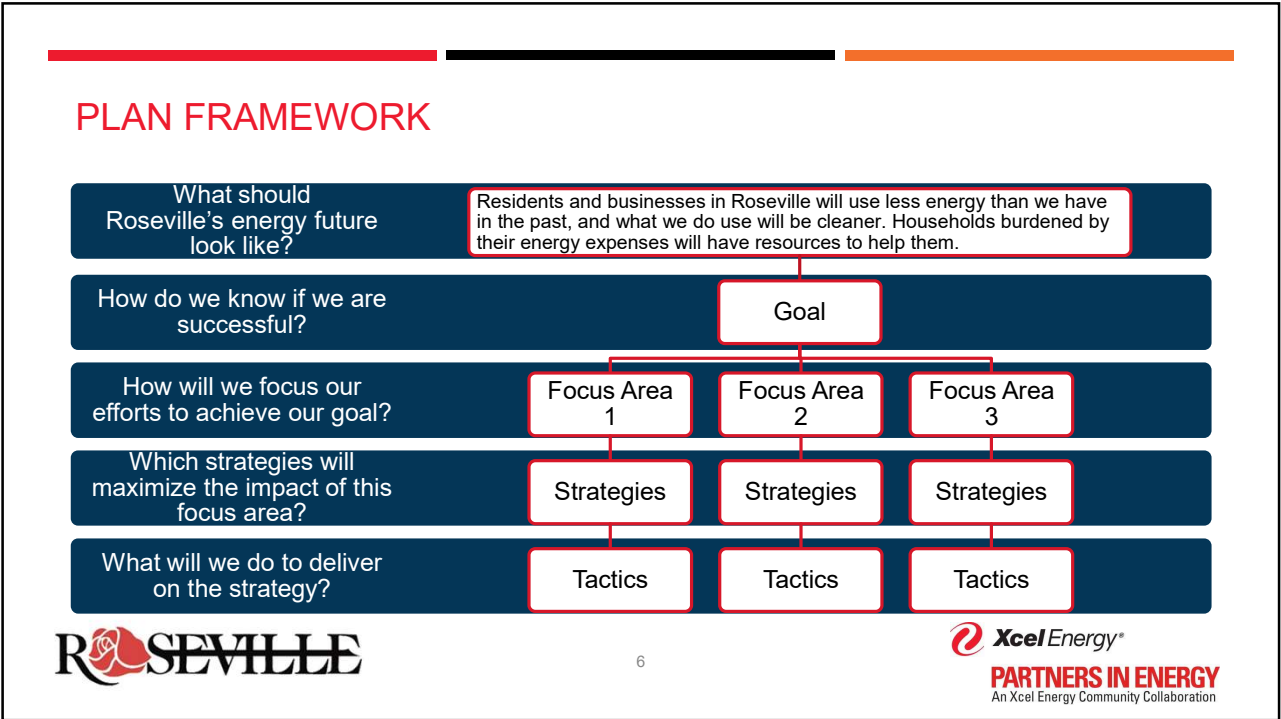


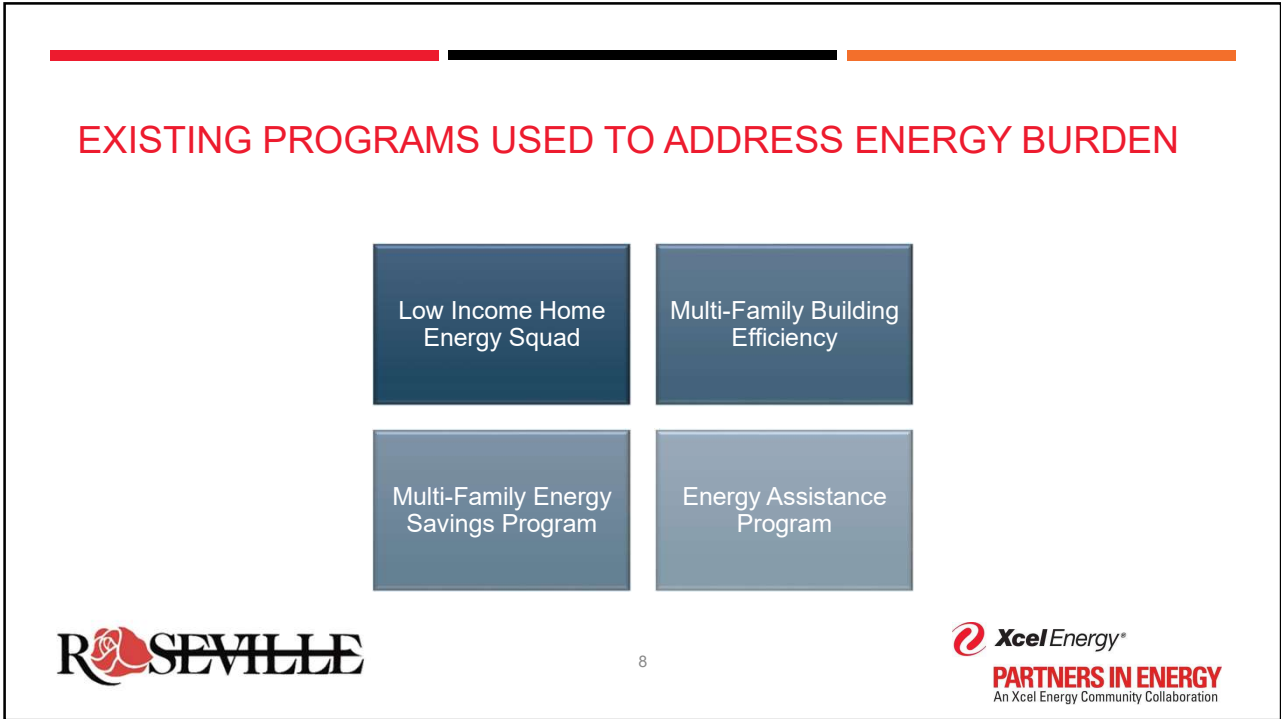
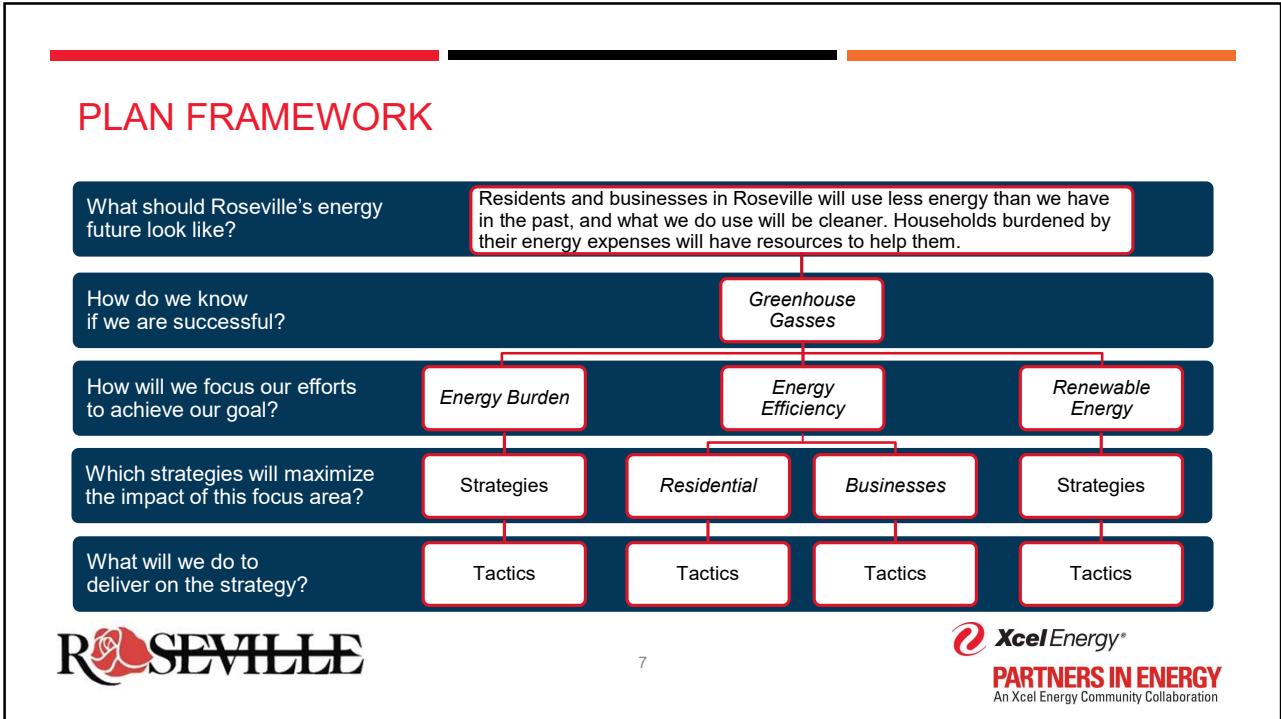
PLAN FRAMEWORK



KNOWING WHAT YOU KNOW NOW ...

Focus Area	Next 2 Years	3 – 5 Years	> 5 Years
Preparing for more electric vehicles on the road		→ WR X ✓ EP ✓ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★	★ WR X CN ✓ PRG ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Renewable energy for businesses and institutions	mc X → ★ ★ ★ ★ ★ ★ ★ ★ ★ ★	EP CN BG PG WR ★ ★ ★ ★ ★ ★ ★ ★ ★ ★	DP ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Renewable energy for residents	✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ★	X ★ ★ → ★ ★ ★ ★ X	mc rj ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Decreasing energy burden	WR CN ✓ ★ ★ ✓ ✓ EP ★ ★ ★ ★		
Energy efficiency for businesses and institutions	WR DP X EP X ★ ★ ★ ★ ★ ★	rj Dp mc MBS ★ ★ ★ ★ ★ ★ ★ ★ ★ ★	
Energy efficiency for residents	R1 MK ★ ★ ✓ ✓ ✓ ★ ★ X	✓ ★ ★ mc ★ ★ ★ ★ ★ ★ ★ ★ ★ ★	→ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Saving money spent on energy	BS ✓ X ✓ ✓ ✓ ★ ★	✓ ✓	→ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Greenhouse gas avoidance	CN ✓ ✓ ✓	★ CN ★ ★ ★ ★	X X ✓ CN mc PKG rj ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
Educate the public on energy options	✓ X ★ ★ → ★ ★ ★ ★ ✓ ✓	DP	





JCJ1

REDUCING ENERGY BURDEN



- A “**high energy burden**” means more than **6%** of income is spent on home energy bills
- A “**severe energy burden**” means more than **10%** of income is spent on home energy bills



- In **Roseville**, average energy burden is **2%**
- But ~9.5% of households (**1,438 homes**) are experiencing high or severe energy burden

(Statistics are pre-pandemic)



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LOW INCOME HOME ENERGY SQUAD

- Fully subsidized version of a full Home Energy Squad visit
- Income qualifications have changed since Covid-19 to make the program more accessible.
 - Qualifications based on past 3, not 12, months income
- Residents receive energy saving products, and energy counselors provide information on additional assistance programs.
- Information is referred to agencies who may be able to offer more assistance, like the Home Energy Savings Program.

Low Income Home
Energy Squad



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Slide 9

JCJ1

Sources?

Jamie C. Johnson, 2/16/2021

MULTI-FAMILY BUILDING EFFICIENCY

- Free program designed to help property managers run their buildings more efficiently
- Efficiency savings enhance profitability and (hopefully) reduce costs for tenants

Become a Property Management Champion. For free.

The Multi-Family Building Efficiency program helps property managers reduce maintenance time and operating expenses and increase tenant comfort.

A little time can save a lot of money.

When you sign up for a free energy audit for qualifying multi-family properties, you'll have access to a wide range of free products and services to help you save energy in your building's common areas. Our free full-service energy efficiency audit includes:

- On-site energy efficiency audit.
- Installation of energy saving items, such as LEDs, smartmeters, and more.
- Energy usage and recommendation report.
- Consulting support along the way.

You can also earn 10% bonus incentives to reduce demand for making energy-efficient upgrades throughout your building. Here's what you need to qualify:

- Located in Roseville.
- Has five or more units.
- Electric service through Xcel Energy.
- Natural gas service through CenterPoint Energy or Xcel Energy.
- Has common entrance, common areas and in-unit kitchens.

Wait, there's no cost?

Correct. Multi-Family Building Efficiency is jointly offered by Xcel Energy and CenterPoint Energy. The only costs would be for upgrades that you may choose to make, and our consultants will work with you to make certain that you get the most value for your money. There is no cost for installation of energy saving products, or for the consulting services we provide.

Let's get started! Call us today.

Get Started Now

Visit MultiFamilyEnergySolutions.com
Call 855-545-7455

Multi-Family Building Efficiency

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MULTI-FAMILY ENERGY SAVINGS

- No-cost program designed to help reduce tenants' energy use and save money on their energy bills
- Efficiency savings directly reduce tenants' energy expenses

Now there's valuable help for your income-qualified tenants.

The Multi-Family Energy Savings program offers energy-saving services to help reduce tenants' electricity use and save money on their energy bills. There's NO COST to you or to your tenants.

Here's how it works.

This program is offered to 5+ unit buildings with 60% or more units dedicated to income-qualified tenants.

After you call the program implementer, Franklin Energy Services, at 812-284-3863, they'll make sure your building qualifies.

After qualification, an efficiency expert will arrange a visit and schedule in-unit assessments to determine which improvements can be made to each unit.

Improvement options may include:

- Installation of screw-in LED light bulbs.
- Appliance replacements, such as refrigerators, freezers and window or wall AC units.
- Replacing old refrigerators, freezers, and window or wall air conditioners.

Call Franklin Energy Services, at 812-284-3863, for more information and you can start your building improvement project today.

Need financing help?

Visit mimFACE.com

Call 812-284-4236

Relates can make upgrading HVAC Systems more affordable.

Is it about time to upgrade or replace your HVAC system?

Call an energy advisor at 855-629-8862. They can help you find great rebates to help with upfront costs on high-efficiency systems.

Low-interest financing helps make efficiency affordable.

Property Assessed Clean Energy (PACE) is a way to finance energy efficiency and renewable energy projects for multi-family buildings.

Energy saving projects completed by the property owners receive PACE financing and are repaid as a separate loan on their property tax assessment for a set period. PACE helps overcome barriers by eliminating up-front costs, reduces dependence on credit and allows for comprehensive projects.

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Multi-Family Energy Savings Program

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INCOME-QUALIFIED HOME ENERGY SAVINGS PROGRAM¹

- Administered for Xcel Energy by program service providers Energy CENTS Coalition and Sustainable Resources Center, Inc.
- Eligibility requires income, based on the number of people in the household, at or below 50% of the state median income.
- Once qualified, households first receive a Low-Income Home Energy Squad visit.
 - Assessment conducted to determine need for additional measures
 - Could include insulation, air sealing, appliance replacement, HVAC replacement



¹[Xcel Energy website](#)



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LOW-INCOME HOME ENERGY ASSISTANCE PROGRAM LIHEAP

- **Federal** program administered by states and tribal organizations
 - Minnesota receives \$106,133,440 FY 2021¹
- In **Minnesota**, services may include²:
 - Payment of energy bills
 - Help with utility disconnections or fuel deliveries
 - Education on efficient and safe use of energy
 - Advocacy with energy suppliers and human service providers
 - Repair or replacement of homeowners' broken heating systems
- Available to **Roseville** residents via Community Action Partnership of Ramsey and Washington Counties

Energy Assistance
Program



¹[US Dept of HHS](#) ²[Minnesota Commerce Dept.](#)



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RESIDENTIAL EFFICIENCY PROGRAMS

Residential Heating

Home Energy Squad

Low Income Home Energy Squad

Insulation Rebate

Efficient New Home Construction

Refrigerator Recycling

Residential Cooling

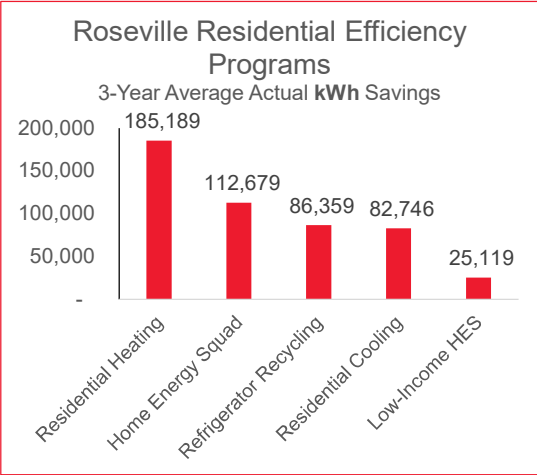
Whole Home Efficiency



RESIDENTIAL EFFICIENCY PROGRAMS

Roseville Residential Efficiency Programs

3-Year Average Actual kWh Savings

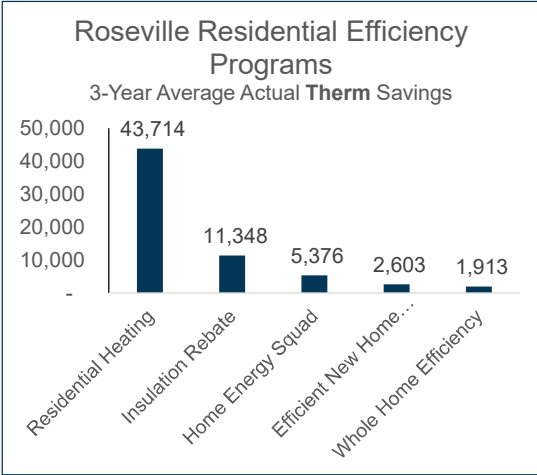


Program	3-Year Average Actual kWh Savings
Residential Heating	185,189
Home Energy Squad	112,679
Refrigerator Recycling	86,359
Residential Cooling	82,746
Low-Income HES	25,119

92% of Residential kWh Savings

Roseville Residential Efficiency Programs

3-Year Average Actual Therm Savings



Program	3-Year Average Actual Therm Savings
Residential Heating	43,714
Insulation Rebate	11,348
Home Energy Squad	5,376
Efficient New Home...	2,603
Whole Home Efficiency	1,913

93% of Residential Therm Savings

RESIDENTIAL HEATING REBATES INSULATION, FURNACE, WATER HEATERS

- Xcel Energy offers rebates when new equipment is installed by a participating contractor

Residential Heating

Heating equipment: up to **\$400**



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Tankless water heater: **\$250**



This Photo by Unknown Author is licensed under CC BY

Attic Insulation: up to **\$350**



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HOME ENERGY SQUAD

- Virtual or in-home visit from local efficiency experts, who perform an audit to identify small home improvements.
- Home Energy Squad installs energy saving measures including LED bulbs, programmable thermostats, weather stripping and more.
- HES can perform a blower door test to assess quality of air sealing and use infrared camera to find leaks

Home Energy Squad



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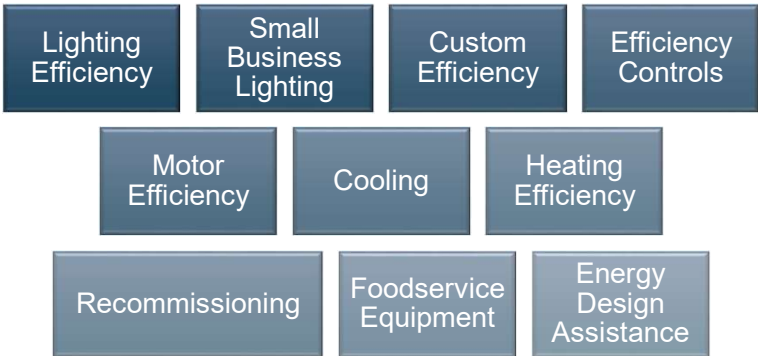
EFFICIENT NEW HOME CONSTRUCTION

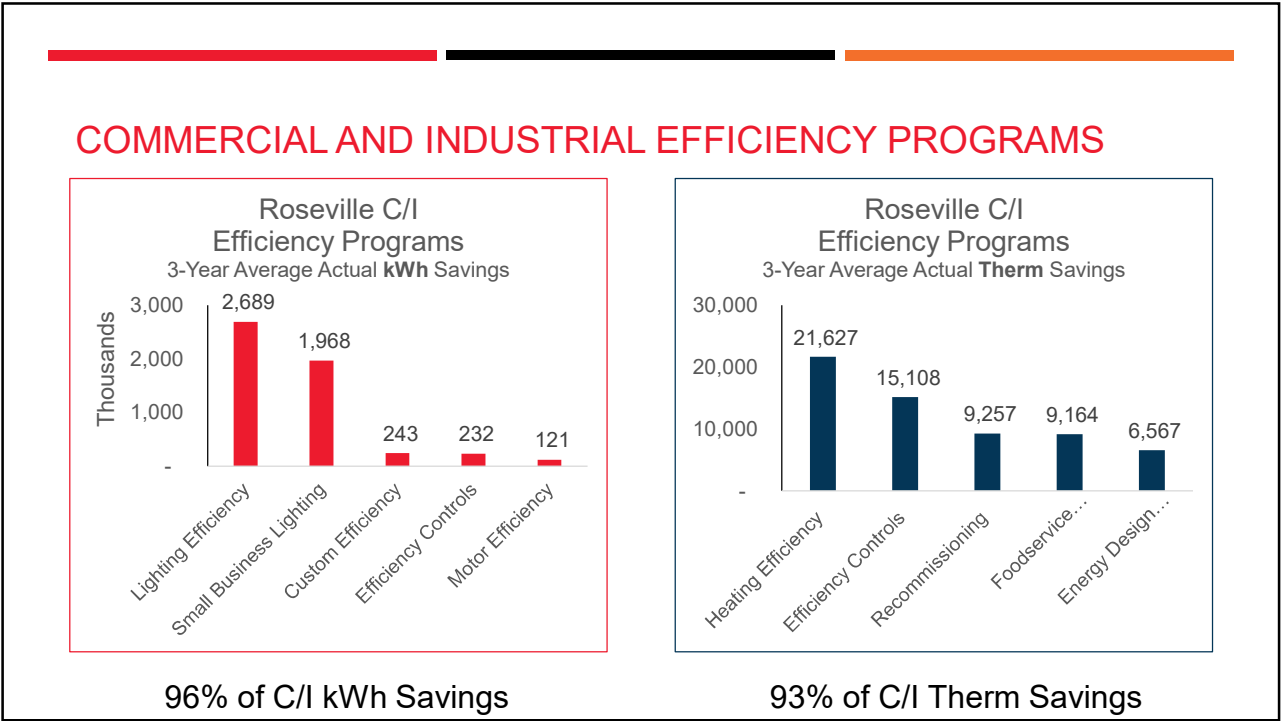
- Provides incentives for builders to build homes that exceed local energy code and baseline requirements for energy efficiency by at least 10%.

Efficient New Home Construction



COMMERCIAL / INDUSTRIAL EFFICIENCY PROGRAMS





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LIGHTING EFFICIENCY

Lighting Efficiency

- Wide range of option to save businesses money with lighting efficiency improvements



Equipment Upgrades



New Construction



Business LED Rebates



One-Stop Efficiency Shop®



Lighting Controls



Lighting Redesign





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HEATING EFFICIENCY

- Contractors working on a project that offers HVAC-R Efficiency rebates to customers receive 10% of the customer's total rebate.
 - Up to \$5,000/project for completed projects
 - Restrictions apply



RENEWABLE ENERGY RESIDENTS, BUSINESSES AND ORGANIZATIONS



WHAT IS A RENEWABLE ENERGY CREDIT?



- Each REC represents the environmental attributes of 1 megawatt hour of electricity produced and delivered to the power grid by a renewable resource
 - The REC and the actual electricity can be sold separately
 - Every REC is uniquely numbered and tracked
- The resources owner can keep or sell the REC
- If you buy the REC you own the environmental benefits of that power
 - A REC can be sold once and then is “retired”.



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ROSEVILLE RENEWABLE ENERGY SUMMARY

Windsorsource®

participants purchase wind energy to power their homes. 100 MW of capacity.

Renewable*Connect®

Solar Rewards Community: Xcel Energy electric customers purchase or lease part of a 3rd party owned community solar garden. Customers will begin receiving bill credits on their Xcel Energy bill equivalent to the

Solar*Rewards Community®

Renewable Energy Program	Residential	Commercial & Industrial
Windsorsource®		
Subscriber Count	874	6
Total Annual Electricity Subscribed (kWh)	2,841,115	887,204
Percent of Sector Electricity Use	3%	0%
Renewable*Connect®		
Subscriber Count	47	0
Total Annual Electricity Subscribed (kWh)	353,245	0
Percent of Sector Electricity Use	0%	0%
Solar*Rewards®**		
Installation Count	85	10
Total Annual Electricity Produced (kWh)	343,639	198,888
Percent of Sector Electricity Use	0%	0%
Solar*Rewards Community®**		
Participant Count	91	2
Total Annual Electricity Produced (kWh)	478,389	2,121,858
Percent of Sector Electricity Use	0%	1%
Total Renewable Energy Support		
Participants	1,097	18
Total Annual Electricity Subscribed (kWh)	4,016,388	3,207,950
Percent of Sector Electricity Use	4%	1%



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WHAT'S THE CORRECT WAY TO DESCRIBE EACH?

Program	Correct description
Windsource	I use renewable energy
Renewable*Connect	I use renewable energy
Solar*Rewards	I help increase the amount of solar energy on Xcel Energy's grid by installing onsite solar
Solar*Rewards Community	My subscription supports community solar



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LET'S TAKE A BREAK




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GOAL SETTING



PLAN FRAMEWORK

What should Roseville's energy future look like?

Residents and businesses in Roseville will use less energy than we have in the past, and what we do use will be cleaner. Households burdened by their energy expenses will have resources to help them.

How will we know if we are successful?

Greenhouse Gasses

How will we focus our efforts to achieve our goal?

Energy Burden

Energy Efficiency

Renewable Energy

Which strategies will maximize the impact of this focus area?

Strategies

Residential

Businesses

Strategies

What will we do to deliver on the strategy?

Tactics

Tactics

Tactics

Tactics



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ELEMENTS OF A WELL-DEFINED GOAL

- S** **Specific** *Who, what, where, when, and why*
- M** **Measurable** *How much, how many*
- A** **Achievable** *Goals within reach to increase likelihood of success*
- R** **Realistic** *Goals should align with organizational strategies
Tools to accomplish the goals should be available*
- T** **Time-bound** *Set a timeframe for accomplishing goals*

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ELEMENTS OF A WELL-DEFINED GOAL

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- R** **Realistic** *Goals should align with organizational strategies
Tools to accomplish the goals should be available*
- T** **Time-bound** *Set a timeframe for accomplishing goals*
- IE** **Inclusive & Equitable** *Set clear priorities to support under-resourced community members*

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GOAL SETTING

■ Top-down

- Set a target or threshold and then figure out how to get there
- Serves as a guidepost
- Communications tool

■ Bottom-up

- Build up from what's achievable – sum of its parts
- Clear path, high chance of success
- More directly connected to action



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GOAL SETTING

How will we know if we are successful?

- How do we state our goal so that friends and neighbors understand – and want to be part of the success?
- The specifics are critical
- But the wording is everything
 - What will make sense to your family, friends, neighbors, groups you're representing?



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SETTING GOALS: WHAT ARE YOUR PRIORITIES?

Priority	Sample Goals
 A. Reduce Greenhouse Gas Emissions	1. Avoid <u>XXX</u> Metric tons of CO2 equivalent by <u>20XX</u> . 2. Reduce community emissions by <u>XX%</u> by <u>20XX</u> .
 B. Save money for our community members	1. Cumulatively avoid an estimated <u>\$XXX</u> spent on energy costs in the community by <u>20XX</u> .
 C. Save Energy for our community members	1. Increase annual energy savings by <u>XX%</u> 2. By <u>20XX</u> , we will save <u>XX</u> therms of natural gas and <u>YY</u> kWh of electricity

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SETTING GOALS: WHAT ARE YOUR PRIORITIES?

Priority	Sample Goals
 D. Support under-resourced households	1. By <u>20XX</u> , support <u>XX</u> under-resourced households saving energy. 2. <u>Double</u> participation in income-qualifying programs by <u>20XX</u> .
 E. Engage our community and increase participation in energy programs	1. <u>Double</u> participation in utility energy programs in our community in <u>20XX</u> . 2. <u>XXX</u> residents receive a home energy assessment by <u>20XX</u> .
 F. Increase renewable energy	1. Add <u>XX</u> new C&I and <u>YY</u> residential renewable energy subscribers by <u>20XX</u> . 2. <u>Double</u> the amount of renewable energy supported or subscribed to by <u>20XX</u>

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SETTING GOALS: WHAT ARE YOUR PRIORITIES?

A. Reduce Greenhouse Gas Emissions

B. Save money for our community members

C. Save Energy for our community members

D. Support under-resourced households

E. Engage our community and increase participation in energy programs

F. Increase renewable energy

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STRATEGIES: BARRIERS AND BENEFITS



What are the barriers preventing people from taking action?

- How can we overcome those barriers?



What are the benefits?

- How can we enhance those benefits?







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BARRIERS AND BENEFITS BRAINSTORMING

- Team will split into two breakout rooms,
 1. Energy Efficiency
 2. Renewable Energy.
- After 15 minutes, everyone comes back and rotates to the next group, adding to the previous team's strategies.
- Facilitators will report out ideas and the team will talk about their favorites



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BRAINSTORMING: "RULES OF THE ROAD"

- Everybody speaks – Everybody listens
- Keep them simple
- Build ideas up
 - "That doughnut would be even better with sprinkles" ✓
 - "That doughnut has a hole in the middle of it." ✗
- As many ideas as possible
 - More is better,
 - Silly is good,
 - Weird is great



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WORKSHOPS

Workshop 4: March 22

Workshop 5: April 26



THANK YOU FOR YOUR TIME!

