

REBATE

CENTRAL

COLORADO | DECEMBER 2009

Dear Contractors,



Happy Holidays! I hope you and your loved ones have a wonderful season. Looking ahead to 2010, please keep your eyes open for a special envelope from me.



It will be THE source of information for you about what's happening with the residential rebate programs and associated industry news. If you want me to include multiple people in your company, just let me know their contact information, including email. Keep your calls coming – I love hearing from you!

Warm regards,



RECENT CHANGES TO RESIDENTIAL REBATE PROGRAMS

Insulation

- **Existing attic insulation R-values** will no longer automatically disqualify home-owners from getting Xcel Energy rebates. The key is to increase the R-value by 25 points or more (minimum of R-40.) For example, an existing R-value of R-25 needs to go to at least R-50.
- **All electric customers can qualify for our insulation rebates** if their home is heated with electric heat provided by Xcel Energy!
- **Wall insulation** – a clarification on this is that the wall cavity doesn't have to be entirely empty in order to qualify for a rebate. An example would be if the existing insulation has fallen down to the bottom of the wall, leaving most of it empty.

Home Performance with ENERGY STAR®

- **The same changes to insulation** were made to this program as well.
- **Boilers with an efficiency rating of 84% or higher** have been added to the list of optional improvements.
- **Air leakage** – the starting air leakage rate is now flexible, but the required improvement is 0.15 tested air changes per hour.



COME HAVE A BALL! AND GET REBATE FORMS TRAINING

In an effort to make the rebate process cleaner and easier for you and your customers, we are offering rebate forms training. The goal is to make sure your customers get approval the first time the rebate application is submitted. This will save you from "re-do's" and extra phone calls from customers.

Pick a Date (all times are 4 – 7 p.m.)

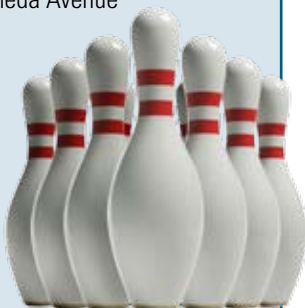
Tuesday, Jan. 12; Friday, Jan. 22; Wed., Jan 27; or Friday, Jan 29.

Place: Bowlero Lanes, 5480 W. Alameda Avenue (1 block west of Sheridan Blvd)

Who Should Attend: 1 – 2 people who work with the rebates and who will train the other people in the company.

Agenda: One hour of training from Xcel Energy, and two hours of bowling fun, food, and beverages.

RSVP: Space is limited! www.xcelenergysvp.com.



Rebate Programs for 2010

Q: Will the existing programs continue in 2010?

A: Yes. Every one of them!

Q: When are the 2009 forms due?

A: The forms are due in the summer of 2010. Check the back of the rebate form to see whether it's June 30 or July 31; the date depends on the program.

Q: I understand that some communities in Colorado are using American Reinvestment and Recovery Act (ARRA) funds to offer local rebates. How does this impact Xcel Energy's residential rebate programs?

A: ARRA funds, a.k.a., 'stimulus funds', are being used in some communities

around Colorado to provide rebates locally. Some communities are offering rebates on energy audits, air sealing, insulation, major appliances, water heaters, and furnaces. Check with your local community, e.g., building or planning department, to learn more. Additionally, the Governor's Energy Office, www.colorado.gov/energy/ will have more information. GEO will also offer rebates on qualifying ENERGY STAR® appliance purchases. Xcel Energy rebates will remain the same and customers can potentially qualify for Xcel Energy, local rebates, and in some cases, GEO rebates. GEO is developing a call center and Web site where customers throughout the state can visit to learn about the rebates for which they qualify.

2010 Rebate Forms

These will be available on the Web site by early January. Triplicate copies will be available mid-January. The forms will be more similar in style to make things easier.



WHO TO CONTACT?

Ann Kirkpatrick is your Xcel Energy trade relations manager. She is available to answer questions about our energy conservation programs and will help you make the most of the high efficiency rebate offerings. Feel free to contact her for additional information on our new residential rebate programs.

Phone: **303-294-2943**

E-mail: **ann.kirkpatrick@xcelenergy.com**

Customers should call: **800-895-4999**

MARKETING CORNER WITH ANN KIRKPATRICK

Do YOU have a 10xxxxx Contractor ID number?

You need one if you don't already have one. Beginning in January, trade ally "spiffs" will only be given to registered contractors. Sign up today! It's free and easy and it's free advertising! Here are directions:

1. Go to **www.xcelenergy.com**
2. On the left, select a state (Colorado)
3. From the purple tabs at the top, put your cursor over ENERGY PARTNER
4. A menu drops down. Double click on TRADE PARTNERS
5. On the left, double click on RESIDENTIAL PROGRAMS

6. In the center of the screen, in the section "Register for your Contractor ID," click on start here

7. Fill out each screen, clicking on "NEXT" at the bottom of each, until it says "Congratulations!"

Once you've done that, the next time you go to our Web site, it's easier:

- **www.xcelenergy.com/tradepartners** will give you the latest information from a contractor's perspective.
- **www.xcelenergy.com/homerebates** will get you to the "Find a Registered Contractor" link – that's what customers see.

New Categories Available

If you are a general contractor, architect, builder/remodeler or consultant, we have new categories on our "Find a Registered Contractor" link so you can be found there. This is true for both the standalone rebate programs and Home Performance with ENERGY STAR®.



RESPONSIBLE BY NATURE™



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