



The One-Stop Efficiency Shop[®]

2000–2019 Program Report

The One-Stop Efficiency Shop®

96%

One-Stop satisfaction rate based on post-project surveys

The One-Stop Efficiency Shop (One-Stop) is sponsored by Xcel Energy and administered by the Center for Energy and Environment (CEE).

Since 2000, One-Stop has served small and mid-sized businesses, which are not always able to take full advantage of energy efficiency resources and related rebate programs. Historically focused on lighting, One-Stop added HVAC Efficiency in 2017 to address equipment and associated temperature controls for heating and cooling.

Our simple, one-stop service provides a single point of contact for practical lighting and HVAC solutions, while being sensitive to time constraints and financial barriers that small businesses often face.

We have devoted nearly two decades to addressing common gaps in information, time, and resources, making it easy to cut costs and improve operations through energy efficient upgrades. You can count on us for:

- A free, no-obligation energy audit
- Detailed recommendations
- Project guidance and oversight
- Facilitation of significant rebates
- Financing resources
- Completion and filing of all program paperwork

To ensure quality installations and customer satisfaction, we perform random high-quality inspections on at least 10% of all One-Stop's program participants.

Every year, One-Stop provides meaningful value and savings to small and mid-sized businesses with peak demand of up to 400 kilowatts throughout Xcel Energy's Minnesota service territory. If you're not already working with us to save money for your business, please give us a call today to see if you qualify.

One-Stop Impact

Since 2000, One-Stop has had a major impact on the economic and energy climate of Minnesota.

Our exceptionally high customer satisfaction ratings are one big sign of One-Stop's impact — and that's just one of the many ways we measure success.

PROGRAM STATS

	2019	All time
Rebates	\$7,034,824	\$89,310,062
First year savings	\$5,776,735	\$63,889,535
Participants	2,265	24,272

PROGRAM GOAL vs ACTUAL SAVINGS (kW)

14,111 kilowatts (kW) saved in 2019

Program goal

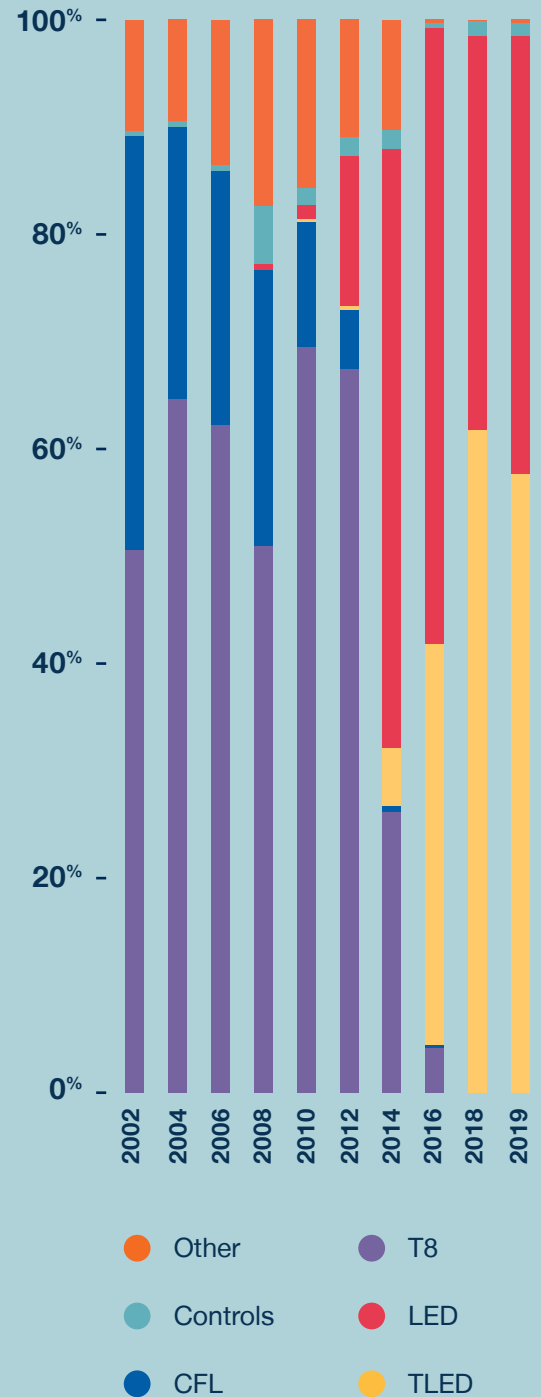
Over goal



10,419 kW

3,692 kW

PERCENT SAVINGS CONTRIBUTION BY TECHNOLOGY

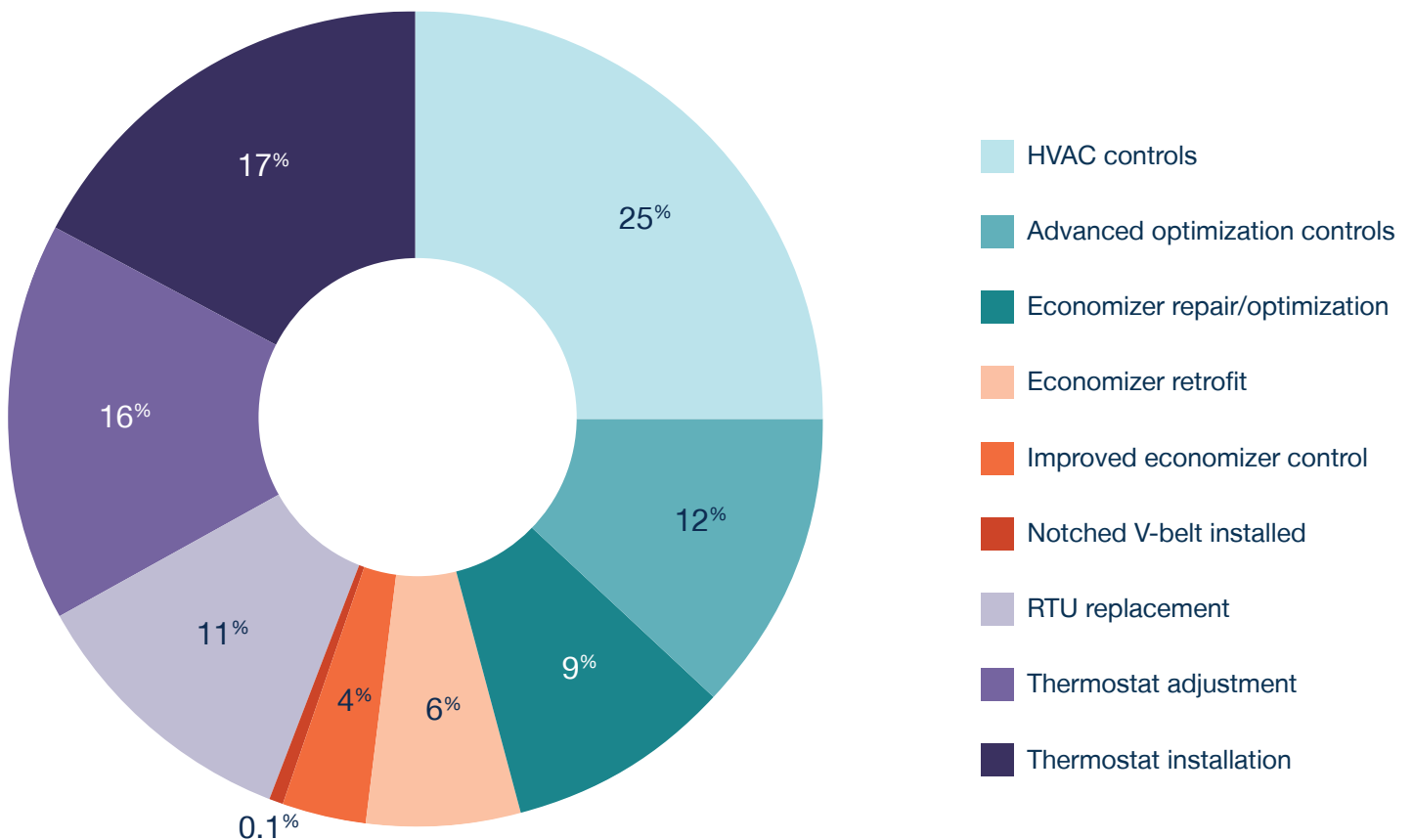


One-Stop HVAC Efficiency

One-Stop offers significant HVAC-related rebates and services for small and mid-sized business facilities with peak demand of up to 400 kilowatts. Building on our years of success with lighting, we make it easy for businesses to improve HVAC efficiency by offering the following services:

- A free RTU assessment with cost savings recommendations
- Rebates covering up to 60% of installed costs
- Start-to-finish oversight of improvement projects
- Completion and submission of all rebate paperwork

One-Stop HVAC kWh Savings by End Use



Where We Work

If you are in Xcel Energy's Minnesota service territory, One-Stop has probably already worked with businesses you know.

We have helped deliver rebates to more than **24,000** local businesses and worked with over **1,500** different installation contractors and equipment vendors. Work generated by the program has created over **\$250 million** in revenue for Minnesota's economy — all through efficiency improvements that are as good for our natural environment as they are for your bottom line.

BUSINESS SECTORS SERVED

One-Stop serves a broad range of business types, including:

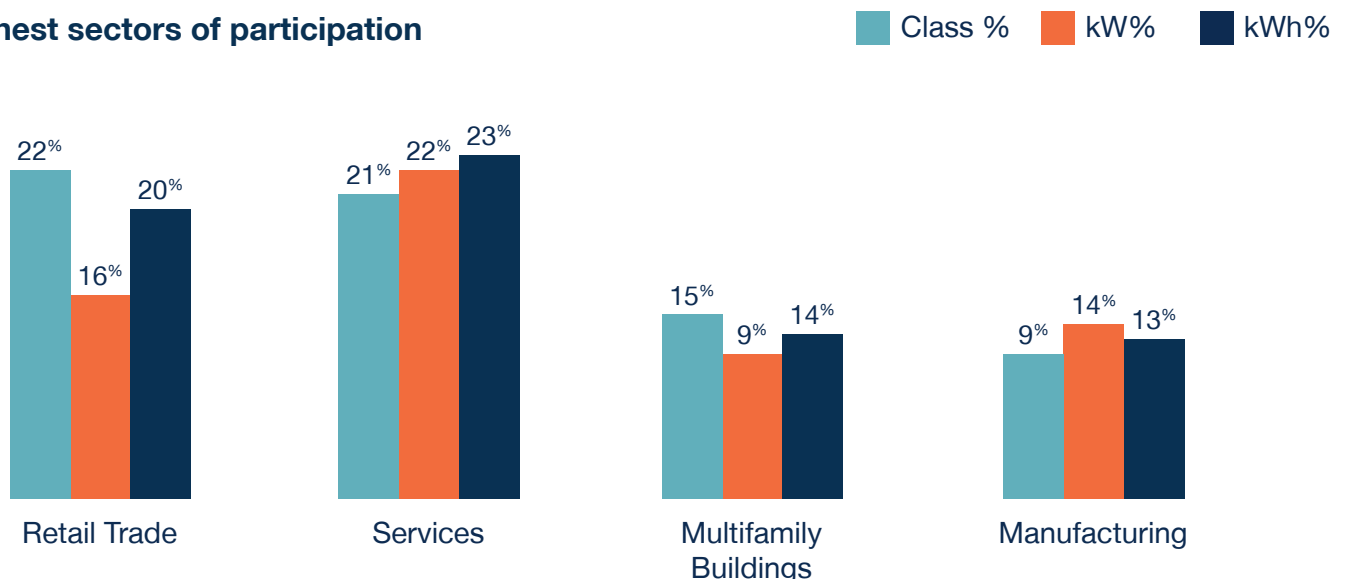
- Office Buildings
- Schools
- Retail
- Public Administration
- Places of Worship
- Finance, Insurance, and Real Estate
- Construction
- Multifamily

GREATER MINNEAPOLIS AND UNDERSERVED METRO

We work with cities, business districts, and priority corridors across Minnesota to deliver savings — with a concentrated focus on traditionally underserved areas throughout Greater Minnesota and economically strained Twin Cities business corridors.

Built-in financing is available to all our customers and is especially helpful in those areas of concentrated focus. Since 2000, One-Stop has enabled **5,578 installations** in these challenging areas, resulting in **41 MW** and **154 GWh** of savings. Program participants in these areas save **\$13.2 million** annually.

Highest sectors of participation



Project Financing

CEE offers 3.9% interest commercial energy financing for One-Stop, which is delivered by CEE's Lending Center. One-Stop also offers a 0% interest loan for qualified nonprofits. And for the smallest loans, if your business is current with its monthly Xcel Energy utility bills, a personal guarantee may be all that is needed.

Since 2006, CEE has loaned approximately \$17 million to program participants. In 2019, One-Stop participants represented 92% of all the Lending Center's commercial loans. The Lending Center loaned more than \$905,612 to 59 program participants last year.

Although these specific loan products are only available to One-Stop program participants, CEE's Lending Center is able to address a wide range of energy efficiency projects and offers commercial financing at varying interest rates to any qualified commercial property in Minnesota.

Cumulative lending stats

Residential



\$235,395,946

Commercial

(includes non-One-Stop projects)

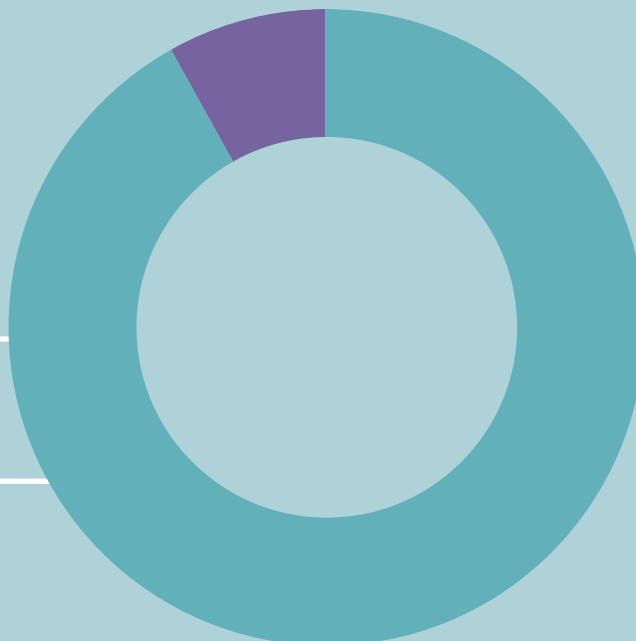


\$17,837,150

2019 One-Stop Lending Stats

59
projects

\$905,612
loaned



92%

of all the Lending Center's
commercial loans went to
One-Stop participants

Convenient Process

One-Stop makes it easy to save money and reduce energy use through efficiency upgrades. Our team of trained professionals is here every step of the way to guide your improvement projects — from identifying opportunities to getting the work done right.

Assessments On-site	Our professionals come to you for a comprehensive, in-person assessment of your facility, existing equipment, and operations.
Analysis	We provide detailed reports that outline areas for improvement with associated rebates, estimated payback periods, and total cost savings. You are in charge of decisions, but we will give you all the right information to help you make the smartest choices for your business.
Guidance	As an independent, mission-driven nonprofit that does not sell equipment, we offer a uniquely unbiased perspective. And because our success begins and ends with your satisfaction, we also serve as a contractor liaison to ensure work is completed as recommended.
Rebates and Incentives	From lighting to HVAC, One-Stop's team helps facilitate the entire process and administers all rebate paperwork. We've been doing this since 2000, and our customers' trust in us is well earned.
Financing	CEE's Lending Center helps businesses overcome financial barriers and put local funds back into the community through competitive loan programs that make improvement projects possible.



Center for Energy and Environment

**212 3rd Avenue North, Suite 560
Minneapolis, MN 55401**

Phone: 612.335.5858

Fax: 612.335.5888