



## FRANKLIN ENERGY EXPANDS WORK WITH XCEL ENERGY COLORADO

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PORT WASHINGTON, Wis.- Franklin Energy Services, LLC, a leading national energy efficiency program implementation firm, announced today that it has signed a two-year contract with Xcel Energy Colorado, expanding the reach of its current Colorado work with the utility.

Franklin Energy will conduct On-Site Energy Assessments and Small Building Tune-Ups for Small Business and Commercial and Industrial customers from its existing office in the Denver area. In addition, Franklin Energy is currently implementing services for the utility's Commercial Refrigeration Efficiency program in Colorado.

Franklin Energy's role in the new work is to conduct energy assessments to identify cost effective energy efficiency improvements. This work directly supports Xcel Energy's robust demand side management programs through customer education and awareness of potential energy saving opportunities. This specific type of program design allows for a personalized customer centric approach that many commercial and industrial customers require.

"Franklin Energy has 40 offices nationwide and will serve Xcel Energy, a leading multi-state utility, through our existing Colorado office in Arvada," said Kevin McDonough, Franklin Energy President. "This territory foothold allows us to support Xcel Energy programs and customers, and continue building relationships with Xcel Energy stakeholders to achieve program goals."

"For over 20 years, Franklin Energy has developed a core competency of energy advising while working in the C&I marketplace," said Dean Laube, Regional Vice President of Franklin Energy. "For many customers, assessments are the first point of contact with energy efficiency programs, and we have the expertise to educate all Xcel Energy customers and maximize this program's potential."

Xcel Energy operates across eight Western and Midwestern states, including Colorado, Michigan, Minnesota, New Mexico, North Dakota, South Dakota, Texas and Wisconsin.

#### About Franklin Energy Services, LLC

*With over two decades in the industry, Franklin Energy designs and implements energy efficiency programs for utility, state and municipality clients nationwide and into Canada. The firm's expertise pinpoints goal-focused solutions for its clients and their customers across residential, multifamily, small business and commercial/industrial markets. As home of Efficiency@Work, Franklin Energy integrates all customer interaction including online application processing and in-field data collection through its technology suite. Franklin Energy currently works alongside Resource Action Programs, a designer and implementer of education based programs and kits, and GoodCents, a designer and implementer of demand side management solutions.*

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