



Ready Building Program

OVERVIEW

The Xcel Energy Ready Building Program supports our mission to partner with communities to grow jobs and capital investment. Our program focuses on establishing real estate options for business attraction and expansion projects which will increase speed to market and generate multiple marketing channels to promote to potential customers available buildings within our communities. These buildings undergo a rigorous review with our site selection consultant, Phil Schneider of Schneider Strategy Consulting LLC and former Chairman of the Site Selector Guild, to verify their marketability and outline processes to attract businesses and capital investment. The partnership between Xcel Energy, Schneider Consulting, developers / land owners, industry leaders and economic development organizations assures that our program follows robust and credible certification protocol.

SUBMISSION PROCESS

Ready buildings can be submitted by an EDO, municipality, developer or land owner. Xcel Energy and our site consultant will perform an initial assessment of the proposed site to verify that it holds key attributes that make it attractive for business development and site selection viability, which will usually involve a visit. Buildings must be in Xcel Energy's service territory. Once the building is identified as a strong fit, Xcel Energy and our site consultant will work with the applicant to develop the data to validate the building. Involved parties will communicate regularly to assure that the information is being shared and evaluated and that the certification process is progressing smoothly. Inquiries regarding Xcel Energy's Midwest territory (MI, MN, ND, SD, WI) can be emailed to Morgan Hill at Morgan.M.Hill@xcelenergy.com. Inquiries regarding Xcel Energy's Southern territory (CO, NM, TX) can be emailed to Angie Bedolla at Angie.M.Bedolla@xcelenergy.com.

RECOMMENDED BUILDING CHARACTERISTICS

Data required for a ready building provides a site selector and prospect with relevant information needed to seriously evaluate an available building for a relocation or expansion project. The program focuses on buildings with attributes such as:

- High-quality buildings with a minimum size of 20,000 square feet
- Industrial buildings or data center - appropriate buildings in very good condition
- Robust electric power service or capacity available from Xcel Energy
- Very good transportation access: highway, air (rail not required but rail-served buildings may be preferred)
- No significant environmental or flooding / wetland concerns

MARKETING AND PROMOTION

Ready buildings will receive the following marketing and promotional support from Xcel Energy:

- Xcel Energy website and marketing materials
- Two page marketing brochure
- Customized presentations for national site selectors and prospect proposals
- Promotion at national trade shows and industry events

Ready buildings will be listed on Xcel Energy's Economic Development website:
economicdevelopment.xcelenergy.com/real-estate