



CITY OF LA CROSSE UTILITIES
WATER - SEWER - STORM

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RE: Xcel Energy Non-regulated Empower Solutions

To whom it may concern:

The City of La Crosse is pleased to support Xcel Energy's new Empower solutions suite, with its many options to optimize energy management and usage. We are presented with numerous local and national energy services companies offering these non-regulated products, ranging from turnkey system upgrades and to in-depth operational support through energy data analysis and maintenance guidance. We would appreciate adding Xcel Energy as another option because of the level of trust and the working relationship we have developed thru the years.

La Crosse has shown its commitment to sustainability and is always looking for creative ways to improve our facility reliability, reduce energy usage, and reduce costs. The non-regulated products that Xcel Energy intends to offer would provide various solutions that meet our needs and would provide a straightforward path to implementation.

A key barrier we encounter to addressing deficient facility systems is the internal competition for capital within our organization and our State imposed spending and borrowing caps. Empower Facilities provide means to address these issues by providing flexible financing options and allowing us to customize project scope based on our needs and goals while meeting State rules.

While energy is an essential part of our business, it is not a core area of expertise. With the help of a trusted partner like Xcel Energy, we feel the many products within the Empower solutions suite will provide the confidence we need to move forward with impactful investments.

Thank you for your consideration. We are hopeful that Xcel Energy will gain the support they need to fully introduce these products that we know will benefit our company and the community in our journey to increased energy efficiency and sustainability.

Sincerely,

Bernard Lenz, PE
Utility manager
City Of La Crosse
608-789-7536