



**C. Shane Boyett**  
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October 8, 2018

Ms. Carlotta Stauffer, Commission Clerk  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee FL 32399-0850

Re: Docket No. 20180143-EI – Petition to initiate rulemaking to revise and amend portions of Rule 25-6.0426, F.A.C., by Florida Power & Light Company, Gulf Power Company, and Tampa Electric Company

Dear Ms. Stauffer:

Attached for electronic filing is Gulf Power Company's response to Staff's First Data Request in Docket 20180143-EI.

Sincerely,

A handwritten signature in blue ink that reads "C. Shane Boyett".

C. Shane Boyett  
Regulatory and Cost Recovery Manager

md

**Attachments**

cc: Gulf Power Company  
Jeffrey A. Stone, Esq., General Counsel  
Beggs & Lane  
Russell Badders, Esq.  
Florida Public Service Commission  
Rosanne Gervasi, Office of General Counsel

1. Please explain and provide support for the statement that Gulf's economic development efforts supported 14,000 jobs.

**RESPONSE:**

Gulf Power's economic development initiatives, along with its support of Enterprise Florida, Inc., Florida's Great Northwest, and regional and local economic development organizations played a significant role in companies' decisions to create approximately 14,000 jobs in Northwest Florida. Gulf Power has developed various processes and programs in support of its economic development efforts including, hosting a website for business attraction and expansion, a small business website portal, research and technical support, corporate recruitment missions, trade show missions, conducting an existing business retention program, economic development incentives for new and expanding businesses, economic development training for state, regional and local partners, and other industry standard economic development tools.

The listing below provides yearly documentation of fifty-nine business announcements resulting in the pledge to create approximately 14,000 new jobs in Northwest Florida. Gulf Power was directly involved in many of these projects. Gulf Power's involvement included meeting one-on-one with members of the project teams, research assistance to provide information requested by prospects in order to aid their decision-making processes, assisting with prospect visits to Northwest Florida, coordinating and participating in meetings related to incentive negotiations, and providing workforce solutions to prospects that demonstrate Northwest Florida can meet their hiring requirements. Many of the projects also benefitted from Gulf's investment in its Florida First Sites program, investments in regional and local economic development organizations, and research assistance provided by the Company.

**Year 2013**

Company Name	City	New/ Expansion	Jobs
Navy Federal Credit Union	Pensacola	Expansion	1,500
Eastern Shipbuilding Group	Panama City	Expansion	500
CHCS Services - iGate	Pensacola	Expansion	381
iSirona	Panama City	Expansion	300
PRITON	Milton	New	200
Global Business Solutions	Pensacola	Expansion	120

Staff's First Data Request  
 GULF POWER COMPANY  
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Gulf Cable - WTEC – Phase 1	Milton	Expansion	110
West Fraser Mill	McDavid	New	105
FedEx Ground	Panama City	New	70
Oceaneering	Panama City	Expansion	50
Grayton Beer Company	Rosemary Beach	Expansion	40
TAMINCO	Pace	Expansion	30
Bit-Wizards	Fort Walton Beach	Expansion	20
ChemCo	Pensacola	Expansion	10

**Year 2014**

Company Name	City	New/ Expansion	Jobs
Berg Steel Pipe – Phase I	Panama City	Expansion	40
Navy Federal Phase II	Pensacola	Expansion	5,000
Berg Steel Pipe – Phase II	Panama City	Expansion	100
Grocery Outlet	Panama City	New	60
Capital Materials	Milton	New	12
Mansfield Coating	Pensacola	New	15
On-Point Defense Technologies	Ft. Walton Beach	Expansion	29
DeepFlex, Inc.	Pensacola	New	100
Edge Aerospace	Panama City	New	120
FEDITC LLC	Panama City	New	30
Lighting Technologies	Pensacola	New	20
GS Gelato	Ft. Walton Beach	Expansion	27
ST Aerospace	Pensacola	New	300
Offshore Inland	Pensacola	Expansion	100
Project Secure <b>Confidential</b>	Okaloosa County	New	15

**Year 2015**

Company Name	City	New/ Expansion	Jobs
Sun Coast Converters	Ft. Walton Beach	Expansion	10
FedEx	DeFuniak Springs	Expansion	70
Aero Sekur	Pensacola	New	10
Boeing	Ft. Walton Beach	Expansion	50
AeroSync	Milton	New	25
Bay State Cable Ties	Crestview	New	100
Jupiter Composites Project 1	Pensacola	Expansion	100
DeepFlex, Inc.	Pensacola	New	100

**Year 2016**

Company Name	City	New/ Expansion	Jobs
ST Engineering - Expansion	Pensacola	Expansion	100
Jansen	Lynn Haven	Expansion	42
Eastern Shipbuilding – Coast Guard	Panama City	Expansion	1000
Raytheon	Pensacola	New	100
Torch Technologies	Okaloosa County	New	170
Gulf Cable – Phase 2	Santa Rosa County	Expansion	20
Transcore	Bonifay	New	25
Paradigm Plastics	Bonifay	New	50
Props Craft Brewery	Ft. Walton Beach	New	11
Jupiter Composites – Project 2	Pensacola	Expansion	50
Capehorn Boats	Santa Rosa County	Expansion	10
Jellyfish Health	Panama City	Expansion	100

**Year 2017**

Company Name	City	New/ Expansion	Jobs
GKN Aerospace	Panama City	New	170
Catalyst Fabrics	Marianna	New	150
Redline Engineering	Pensacola	New	10
Gulf Cable – Phase 3	Santa Rosa	Expansion	75
JCK Enterprises	Santa Rosa	New	10
IRIS	Pensacola	Expansion	30
Trane	Panama City	Expansion	250
Coca-Cola Bottling	Valparaiso	Expansion	80
Tyndall MQ-9 Reaper	Panama City	Expansion	1,600
VetFed Resources	Pensacola	New	20

**Summary 2015 - 2017**

Year	Number of Announcements	Jobs
2013	14	3,436
2014	15	5,968
2015	8	465
2016	12	1,678
2017	10	2,395
Total	59	13,942

2. Please explain and provide support as to what degree Gulf's economic efforts have influenced the 59 new and expanding businesses.

RESPONSE:

Please see Gulf Power's response to Item No. 1 above.

3. Please clarify over what time period the 59 new and expanding businesses are expected to produce an economic impact of more than \$1.2 billion.

RESPONSE:

Gulf, like all other investor-owned utilities in the State of Florida, records announcements of business creation and expansions in the month in which the announcement occurs. It can take months, or in some cases years, following an announcement for a business to construct new facilities, test new equipment and attract and hire new employees. Many of the projects identified in response to Item No. 1 above have been completed. Other projects are still in process. While Gulf Power does not routinely track the status of each and every project identified, the Company can state with confidence that the direct capital investment associated with 59 identified projects will exceed \$1.2 billion as the announced expansions at Navy Federal's facility will result in a direct investment in excess of \$1.0 billion, once the campus is completed. The campus is approximately 75 percent complete today, with approximately 6,200 professionals employed at the campus. The remaining portions of the campus which are currently under construction will be complete in 2021. Once completed, Navy Federal will employ 10,000 professionals at the campus.

4. Referring to paragraph 25 of the petition, please show the calculation to support the \$0.14 impact on a 1,000 kWh monthly residential bill by 2023.

RESPONSE:

	<b><u>2023</u></b>
Impact of Proposed Rule Change	1,517,583
÷ Forecasted Retail Energy Sales	10,838,097,014
× 1,000 kWh	1,000
Bill Impact	<u>\$0.14</u>



5. Referring to paragraph 25 of the petition, please state the impact on a 1,000 kWh monthly residential bill for 2018, 2018, 2020, 2021, and 2022 based on the economic development rule modifications suggested by the company. In your response, include the calculation to support the bill impact.

RESPONSE:

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
Impact of Proposed Rule Change	838,033	747,793	688,457	796,542	1,202,710
÷ Forecasted Retail Energy Sales	10,730,460,099	10,769,567,371	10,795,739,269	10,806,335,779	10,819,997,397
× 1,000 kWh	1,000	1,000	1,000	1,000	1,000
Bill Impact	\$0.08	\$0.07	\$0.06	\$0.07	\$0.11

6. For 2016, 2017, and 2018, please state the total amount of rate discounts offered to commercial/industrial customers pursuant to all Commission-approved economic development rate schedules. In your response, include the economic development rate schedules the customers take service under, the number of customer for each year, and the discounts given as a percentage of total economic development expense.

RESPONSE:

	<b>A</b>		<b>B</b>		
	<u>Customers*</u>	<u>Total Discounts</u>	<u>Total ED Expenditures</u>		<u>A / B = C</u>
2016	2	\$15,023	\$1,001,867		1.5%
2017	2	\$11,507	\$1,243,557		0.9%
2018 (YTD July)	2	\$5,577	\$684,062		0.8%

\* Both Customers receive service under the Small Business Incentive Rider (SBIR).

Expenditures for 2016, 2017, and 2018 represent 95% of total system Economic Development expenses for the Company.

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Petition to initiate rulemaking to revise and )  
amend portions of Rule 25-6.0426, F.A.C., by )  
Florida Power & Light Company, Gulf Power )  
Company, and Tampa Electric Company )

Docket No.: 20180143-EI

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true copy of the foregoing has been furnished by electronic mail this 8th day of October, 2018 to the following:

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