FPL

Florida Power & Light Company, P. O. Box 14000, Juno Beach, FL 33408-0420
Law Department

(561) 691-3441

February 6, 1998

VIA HAND DELIVERY

Ms. Blanca S. Bayó, Director
Division of Records and Reporting
Florida Public Service Commission
4075 Esplanade Way, Room 110
Tallahassee, Florida 32399-0850

980190-EI

RE: Florida Power & Light Company's Request Confidential Classification in the Cost Allocations For FPL and FPL Services Audit Audit Control No. 97-223-4-1 Undocketed

Dear Ms. Bayó:

In accordance with Rule 25-22.006, Florida Administrative Code, and Chapter 366.093, Florida Statutes, Florida Power & Light Company ("FPL") hereby submits for filing:

The original and fifteen (15) copies of FPL's Request For Confidential Classification in the Cost Allocations for FPL and FPL Services Audit, including the following exhibits:

One copy of Exhibit A, the confidential documents referred to in FPL's Request, submitted for filing in a separate, sealed folder marked "EXHIBIT A - CONFIDENTIAL;"

Two (2) copies of Exhibit B, the same documents referred to in FPL's Request in which the information contended by FPL to be confidential has been redacted, submitted for filing in two separate folders marked "EXHIBIT B;"

The original and fifteen (15) copies of Exhibit C, FPL's justification and identification matrix, submitted for filing as an attachment to FPL's Request;

The originals and fifteen (15) copies of Exhibits D and E, affidavits in support of FPL's Request, submitted for filing as attachments to FPL's Request; and

One copy of Exhibit F, a computer diskette containing FPL's identification and justification matrix (in MicroSoft Word 6.0), submitted for filing as an attachment to FPL's request.

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DOCUMENT NUMBER-DATE
01882 FEB 5 98
FPSC-RECORDS/REPORTING

DOCUMENT NUMBER-DATE
01881 FEB-5 98
FPSC-RECORDS/REPORTING

DOCUMENT NUMBER-DATE
01880 FEB-5 98
FPSC-RECORDS/REPORTING

980190-EI

DISCLOSURES

Disclosure No. 1

Subject: **FPL Services Files**

Statement of Fact: Staff reviewed all of the sales files for FPL Services to determine if the files contained any information that would lead us to believe that FPL Services was benefiting from their relationship with Florida Power and Light's regulated business or if they were obtaining leads from them. We reviewed the files in the company's Plantation, Margate, Brevard, Miami and Fort Myers offices.

Staff believes the following items found in the files are areas of concern:

1. A letter from Denny George, an FPL Service sales manager, on October 18, 1995 to the Department of Corrections states:

"With Florida Power and Light having spent $100 million on some demand side management programs, I believe that we are uniquely qualified to handle such a high profile effort as the Department of Corrections."

2. The presentation materials used by Services states that Services is owned and managed by Florida Power and Light Company. The materials also state that an independent study commissioned by the Florida Energy Office showed that Florida Power and Light is among the nation's leaders in promoting and implementing demand side management programs, and that Florida Power and Light ranked sixth in total demand and third in total energy savings among utilities nationwide.

3. Letters from Brevard County in May of 1994 and May of 1995 discuss making agreements with Florida Power and Light for demand side management and energy efficient services and granting Florida Power and Light authority to bid lighting retrofit projects.

Opinion: The above information from FPL Services (1 & 2) give the appearance that FPL Services is the regulated utility. In the letter from Brevard County (3), FPL Service is referred to as Florida Power and Light thus staff questions whether Brevard County knew there was a distinction.

MLL 9-23-01
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01881 FEB-5 01
FPSC-RECORDS/REPORTING

DISCLOSURES

Disclosure No. 2

Subject: **FPL Services Name and Affiliation with Florida Power and Light**

Statement of Fact: FPL Services received more rebates from the Commercial Industrial Lighting program in 1997 than any other vendor. (See attached list.)

FPL Services name includes the utility name. Their letterhead, business cards and shirts contain the Florida Power and Light logo.

A review of FPL Services correspondence files and a discussion with Denny George, a FPL Service representative, revealed that FPL Services routinely sends out letters that discuss how Services was specifically formed by Florida Power and Light to meet the energy efficiency needs of its qualifying customers by removing marketing barriers to the implementation of energy efficient projects, and that the services provided are a natural extension of Florida Power and Light's demand side management program. These letters often contain organization charts showing Services as a subsidiary of Florida Power and Light. These letters were found both before and after October 1996.

A letter written by internal audit on April 29, 1994 states the following:

"A primary advantage to Florida Power and Light is that the joint venture partner will provide expertise on the operation of an ESCO (Energy Service Company), and the name of FPL will be associated with the projects, thus retaining Florida Power and Light customers."

All except one of the FPL Services sales representatives were former Florida Power and Light Marketing Representatives. Therefore, the customers already associate them with Florida Power and Light. They are familiar with the large customers in the service territory, and are familiar with many Florida Power and Light employees. Until recently their offices were in Florida Power and Light utility buildings and they shared common areas with them.

Opinion: Although FPL Services has Services added to the utilities name and is a separate subsidiary, the company still gives the appearance of being part of the regulated business. Since FPL Services has received more rebates than the other vendors, the appearance of being part of a well established utility company may be giving the company a competitive edge.

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FPL C/I Lighting Program
Y-T-D 1997 Top 40 participating Contractors

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Count	Incentive	Company
1	$ 190,794	FPL SERVICES Total
2	$ 161,107	CANAM Total
3	$ 109,317	ENERGY TECHNOLOGIES INT'L Total
4	$ 87,735	LANDIS & STAEFA, INC. Total
5	$ 85,405	ADVANCED ENERGY MANAGEMENT Total
6	$ 85,001	JOHNSON CONTROLS, INC. Total
7	$ 69,020	CONSUMER LIGHTING Total
8	$ 65,739	ENERGY SAVING LTD Total
9	$ 62,905	JOHNSON CONTROLS Total
10	$ 51,904	DENNISON LIGHTING Total
11	$ 48,354	B P ENERGY INC Total
12	$ 44,165	JOHN B ASSOCIATES Total
13	$ 40,412	INTERLOCKEN SERVICES INC Total
14	$ 37,773	UNITED ENERGY ASSOCIATES INC Total
15	$ 30,409	ILLUMELEX Total
16	$ 28,209	CITY ELECTRIC Total
17	$ 25,581	CHEM LIGHT PLUS Total
18	$ 24,255	BRITE LITE SALES Total
19	$ 24,174	LASER LIGHTING Total
20	$ 22,220	CES/WAY INTERNATIONAL Total
21	$ 19,232	PHASEMASTERS Total
22	$ 18,876	CONSERV Total
23	$ 18,544	ADVANCED POWER TECH Total
24	$ 18,032	FLORIDA LIGHTING Total
25	$ 17,745	SYLVANIA LIGHTING SERVICES Total
26	$ 13,592	ENERGY CONSERVATION PRODUCTS Total
27	$ 12,347	ENERGY ONE Total
28	$ 11,888	A & K SERVICE CORP Total
29	$ 11,188	KILOWATT SAVER INC Total
30	$ 11,183	US POST OFFICE Total
31	$ 11,024	IN HOUSE STAFF Total
32	$ 10,898	ENVIRONMENTAL ELECTRICAL ENGR. Total
33	$ 10,709	A BETTER WAY ELECTRIC INC Total
34	$ 10,584	STEPHEN C POMEROY ELECTRIC INC Total
35	$ 10,558	LANDIS & STEEFA, INC. Total
36	$ 9,791	ENERGY CONTROLS Total
37	$ 9,706	K D ELECTRICAL Total
38	$ 9,423	JOHNSON CONTORLS Total
39	$ 9,254	ARCHIBALD ELEC Total
40	$ 9,219	ENTERGY SYSTEMS & SERV INC Total

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DISCLOSURES

Disclosure No. 3

Subject: **Recommendation of Vendors by Florida Power and Light Company Employees**

Statement of Facts: One of staff's objectives was to determine if Florida Power and Light company employees recommend vendor/participants for conservation programs and/or recommend FPL Services for conservation programs and/or other energy measures. Information was obtained through interviews with Florida Power and Light company employees (25), Florida Power and Light customers (26), vendors (12), and reviews of FPL Services files. The methodology for selecting the people to interview is disclosed in the scope section of this report.

Florida Power and Light Company Interviews:

Thirteen of the 25 have told their customers about FPL Services, and one employee stated that this is part of their strategic plan. The context in which the Florida Power and Light employees told their customers about FPL Services is detailed on the Exhibit to this disclosure.

Four of the 25 people interviewed charged time to FPL Services. None of the remainder charge any time to FPL Services. The reasons given for charging time to FPL Services were (1) a technical specialist was assigned to work for Services four days a week, (2) assigned a certain amount of time to work for Services because an officer of Services, (3) a rates product manager charged 10% of time to Services and (4) a Sales Specialist charged 5% of time to Services.
None of the Managers charged time to FPL Services.

Customer Interviews:

One customer stated that they contacted Florida Power and Light company and Florida Power and Light contacted FPL Services.

In another case the customer said that they only worked with Florida Power and Light company and FPL Services through the whole process.

FPL Services Files:

A letter from a regulated account manager to Metropolitan Dade County on 9/12/95 discussed the services that Florida Power and Light can provide through its subsidiary. It also states that Florida Power and Light is the only company that can offer the option to finance the projects by means of a service charge which can be placed directly on the utility bill. In the interview, this person stated that he was trying to see if Metro Dade could take advantage of reductions. At the County's request he was exploring possibilities of putting FPL Services charges on the utility bill. FPL Services was the only company who could offer line item billing at the time. The line item issue was resolved in

the October 10, 1996 letter.

In an e-mail dated 7/10/97, a regulated employee set up a meeting with a Service employee and a Tropicana employee. In his interview the regulated employee said Tropicana wanted an overall energy audit.

An e-mail dated 7/11/97 from a regulated employee to an FPL Service employee and another regulated employee states that "The most opportunities lie with this committee and FPL Services is the primary way we can bring the resources to bear on this project for Tropicana." This employee was not one of the people interviewed.

Another e-mail from a regulated employee to another regulated employee and an FPL Services employee dated 7/10/97 states: "I got the feeling at lunch and throughout the meeting that there is a significant level of interest in FPL Services if we could continue to do good things for them."

Opinion: It appears that Florida Power and Light employees let their customers know that FPL Services is available and a subsidiary of Florida Power and Light. It also appears that they have been encouraged to do this by management as part of their goals. At the same time only four of the people interviewed charged time to FPL Services. Also Florida Power and Light company employees talking about FPL Services could cause an unfair advantage to other competitors.

Exhibit to Disclosure No. 3.

Comments from Florida Power and Light employees who have told their customers about FPL Services.

- Said that FPL Services is one of the vendors.
- Gave list of participating vendors and mentions that FPL Services was one of many. Also knew that account managers were instructed to highlight that FPL Services was a possibility.
- Explained FPL Services to a customer , customer wanted a meeting and set up a meeting.
- Tells about FPL Services if think it will fit.
- Have been instructed to recommend FPL Services for meeting customer needs beyond Florida Power and Light.
- Have been told to promote FPL Services by manager. Would let customer know FPL Services part of Florida Power and Light. Also recommended because customer needed line item billing and FPL Services only company offering this service.
- Told by upper management to let customers know of FPL Services existence. Recommended because customer wanted financing and Services did this. Also was given brochures about FPL Services to give to customers (especially at the beginning to get message across).
- Gave customer list of vendor/participants and casually mentioned FPL Services.
- Encouraged to let customer know that they have a new subsidiary (FPL Services).
- Brought Services in if they thought there was a match and let customer decide. Instructed to recommend FPL Services. Part of Commercial Industrial Plan (plan to identify goals of Commercial Industrial representatives) says to identify potential opportunities for FPL Services. Rep said that if the customer was interested, would bring in Services, but try to avoid recommendation.
- Has not been instructed to talk bout FPL Services, but has been told he/or she can tell customers about Services.
- Two representatives recommend FPL Services when customer asks for something additional that Florida Power and Light does not have.

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DISCLOSURES

Disclosure No. 4.

Subject: Marketing Data

Statement of Facts: One of staff's objectives was to determine if marketing data was being given to FPL Services employees by Florida Power and Light company employees, and/or if FPL Services employees had access to Florida Power and Light company marketing data. Information was obtained through interviews with Florida Power and Light company employees (25), Florida Power and Light customers (26), vendors (12), and reviews of FPL Services files. The methodology for selecting the people to interview is disclosed in the scope section of this report.

According to an FPL Services representative in Brevard County, prior to October 1996 FPL Services employees were accessing Florida Power and Light's computer system to obtain load data and 15 minute interval peak time of use data. This practice was stopped in October 1996.

FPL Services Files:

In reviewing FPL Services files, information was found that shows in one instance FPL Services obtained this data after October 10, 1996, without written permission from the customer.

An e-mail to an FPL Services person on 8/6/97 included customer load data. Per other information in the file, the customer was contacted 9/11/97. FPL Services did not have authorization to receive the load data.

A comparison of the list of Florida Power and Light employees whose names were found on correspondence in FPL Services files with the company marketing database user list showed that 19 had access to the marketing database.

Florida Power and Light Company Employee Interviews:

Of the 25 Florida Power and Light company employees interviewed, 24 said that they did not give out data unless they had a written request from the customer. One stated that he gives FPL Services employees information about the customer such a size, square foot, what FPL Service can offer the customer.

Vendor Interviews:

Of the interviews with 12 vendors, all except one did not believe that FPL Services was being told

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of their contracts after requesting load data. Most of the vendors got the data within a day or a week. One of the vendors did complain about how long it took to get 15 minute interval peak time of use data. We asked the vendor to supply documentation, but the vendor did not send it to us.

Our interviews showed that other vendors did not have a problem with obtaining data, but most of their customers were not of the size that would have the specific meter necessary (SSRD) to detail 15 minute interval data which seemed to be the area of the problem.

Except for 15 minute interval peak time of use data, most of the customers' information is available on the Internet. A customer has to have a specific meter for this information. Most of the companies who have the specific meter also have an in house system that gives them the information they want.

Opinion: From the information we obtained, it appears that problems for vendors to obtain load data are not prevalent. It appears that the company is adhering to its October 10, 1996-letter by not allowing FPL Services people access to Florida Power and Light company marketing databases. However, there have been some exceptions, and Florida Power and Light company employees who deal with FPL Services people and the customers do have access to the marketing database.

DISCLOSURES

Disclosure No. 5

Subject: **Interaction Between Florida Power and Light Company and FPL Services.**

Statement of Fact: Interviews with Florida Power and Light employees revealed the following information. The Vice President of Florida Power and Light Marketing and Sales is also the President of FPL Services. The fixed time allocation shows both.

A Florida Power and Light company employee stated that they have invited FPL Services people to Florida Power and Light company general meetings to inform Services people of lighting certificates and the process for rebate. This same information is given to other vendors on a one to one basis. The employee also stated they invite other vendors to their general meetings to inform Florida Power and Light employees about new products on the market.

A Florida Power and Light company employee said that one goal of the job is to provide customer service and get Florida Power and Light to be the preferred provider in light of deregulation.

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DISCLOSURES

DISCLOSURE No. 6

Subject: Presentations by Florida Power and Light with FPL Services and other Vendors

Statement of Facts:

I. Presentation to School Board of Brevard County

A presentation was made to the School Board of Brevard County on February 19, 1997. This presentation was called "Business Partnership - Brevard County School District and Florida Power and Light/FPL Services." According to Florida Power and Light personnel this was an informational presentation which had been specifically requested by the staff of the Brevard County School Board. The Florida Power and Light account manager worked in conjunction with the school board staff to develop the presentation.

Per Florida Power and Light, one Florida Power and Light account manager, Jim Quinn was present at the meeting along with Denny George, North Area Sales person at FPL Energy Services.

The only identifiable costs for this presentation at Florida Power and Light were for printing copies in the amounts:

Major Accounts	$192.50
Area Mgmt - ECCR	82.50

Other costs, not identifiable but known to be charged to Florida Power and Light are for the payroll of the account manager whose fixed distribution is to different programs in energy conservation.

The preparation costs to FPL Energy Services are unknown as they do not track general and administrative expenses at this level of detail. The time for Denny George, North Area Sales would have been charged to FPL Energy Services, Inc.

This contract was not yet awarded at the time of the audit.

II. Attending Other Vendor/Participant Meetings

We requested that the company supply us with information as to how often Florida Power and Light regulated employee representatives attend presentations for proposals or implementation with vendors and customer other than FPL Services and customers for 1996 and 1997.

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The company responded for 1997. They stated that Florida Power and Light representatives attend presentations for proposals or implementation with vendors at the customers' request. They also stated that about one-third of their representatives attended meeting with vendors other than FPL Services. The company gave an example of eight vendor meetings as follows:

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Vendor	Type of Meeting
1 Slattery Electric	Lighting proposal/approval
2 Pitts Consulting	Thermal Energy Storage (TES) proposal
3 CES Way	TES Commissioning
4 CES Way	Lighting and HVAC proposals
5 Trane	TES proposal
6 TLC Engineering	TES proposal
7 Venderweil Engineering	Ten year expansion plan proposal
8 Flour Daniels	General discussion regarding TES

In answer to our request the company provided us with copies of other presentations to customers 9 with Florida Power and Light and vendor/participants. One was with Grumman Corporation and 10 dated April 1992. The second one was also with Grumman and Honeywell dated October 89 and active through 93-94.

Opinion:

I. The presentation to the School Board of Brevard County includes reference to both Florida Power and Light company and FPL Energy Services on practically every page. It appears that FPL Energy Services is working in conjunction with Florida Power and Light energy conservation people to sell their product.

Florida Power and Light energy conservation did not allocate any time charges to FPL Energy Services for this presentation.

The combination of Florida Power and Light and FPL Services personnel at a presentation along with their names linked on the same pages, gives the appearance that FPL Services is Florida Power and Light.

II. The company representatives do attend meetings with other vendor/participants at the customers request. There is no evidence that Florida Power and Light plans and/or prepares presentations with other vendor/participants since the organization of FPL Services.

III. The difference between Florida Power and Light representative participation with FPL Services and other Vendor/Participants is that it appears that Florida Power and Light is working with FPL Services to prepare presentations where this is not the case with other vendor/participants.

DISCLOSURES

Disclosure No. 7

Subject: Payroll Allocations

Statement of Facts:

Part of our procedures was to determine if Florida Power and Light regulated employees were allocating their time correctly to regulated base rates, ECCR rates, and nonregulated items. For this staff selected a sample of Florida Power and Light regulated employees to (1) determine how their time was allocated, (2) determine the methodology used to allocate and (3) determine the types of documentation for the methodology .

We selected a sample of 77 names and obtained the type of payroll allocation for each Florida Power and Light employee. Generally, the allocations were a fixed percent, or if they varied an exception report by the hours worked on each work order was submitted. In order to get the allocations for each employee, the company had to go to each business unit.

In answer to our request Florida Power and Light stated that there is no corporate-wide policy or procedure to document the methodology to determine fixed payroll distribution. It is up to each Business Unit to determine their own fixed payroll distribution.

We asked the company to explain the methodology for payroll allocations and document a sample. The company said the 1997 documentation was not available.

In lieu of 1997 documentation, the company provided documentation for the methodology of fixed allocations for 1998. They said 1997 was done in the same way. For 1998 an explanation was given for the manager's fixed allocation which is 78% of time to base rates and 22% of time to ECCR. The company illustrated that this was based on the total Base and ECCR budget for 1998. The 1998 budget is 70% base rates and 30% for ECCR. The company said the difference between the managers fixed allocation percent and the budget percent is a judgmental call based on history by the managers.

Opinion: There is no corporate policy or methodology for allocations. The documentation for allocations is not in one area. The documents for the sample requested for 1997 were not available. Part of the allocation methodology is judgmental and therefore undocumented.

In light of the company having deregulated subsidiaries, and future deregulation, it seems that a formal corporate allocation policy and/or methodology would give more assurance that the company is allocating the correct amounts to regulated and deregulated business, and to items charged to the clauses.

DISCLOSURES

Disclosure No. 8

Subject: Florida Power and Light 1997 Business Plan for CI Customer Service

Statement of facts: Through an employee interview, staff obtained a copy of the Florida Power and Light 1997 Business Plan for CI Customer Service. Part III, Strategies and Supporting Activities includes a line item that states: "Identification of opportunities for FPL Services."

As identified in Audit Disclosure No. 4, four of the 25 employees interviewed charged their time to FPL Services and three of these were working on special projects for FPL Services.

Opinion: Based on the business plan, Florida Power and Light appears to be promoting FPL Services in the normal course of business. It also appears that not all of the Florida Power and Light company employees promoting FPL Services in the course of business are charging time to FPL Services.

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1997 BUSINESS PLAN FOR CI CUSTOMER SERVICE

I. MISSION STATEMENT

CI will market and deliver energy related products and services to governmental, commercial and industrial customers in a manner that differentiates FPL from other providers.

II. CI ENVIRONMENT

1. The pace of restructuring and other competitive activities is accelerating:
   A. Regulatory and legislative initiatives have been introduced at the federal and state levels, with a number already passed.
   B. ESCo's and other suppliers are increasing their efforts to develop business relationships with our customers.
   C. Customers are more knowledgeable and are being aggressive in their efforts, especially at the chain/national account level.
   D. CI is being challenged to meet customer demands for competitive options in a regulated environment.

2. FPL's price position is changing:
   A. Our relative position has improved, but we are still not a "low cost" provider.
   B. 76% of large CI customers rate our price as "Moderate", while 16% feel it is "High or Very High".

3. The future structure of our industry and the timing of change is uncertain:
   A. We should not base planning on the assumption that any particular scenario will develop.
   B. We should work to protect FPL's future by addressing all needs of FPL's CI customers.

4. Reliability and power quality are key concerns of our customers:
   A. In 1996, only 62% of our large CI customers rated the overall quality of power as Excellent or Very Good.
   B. The 1996 rating was 10 percentage points lower than that of two years ago (72% in 1994).
   C. Customers are afflicted differently by various types of outages, depending on the nature of their business.
   D. Communications with customers are not always timely or effective, especially in response to trouble calls.

III. STRATEGIES AND SUPPORTING ACTIVITIES

1. Strategy: Continue to build relationships with the appropriate customer contacts / decision makers:
   A. Utilize (SAMS) customer account plans.
   B. Management and Executive visits and other targeted communications.

2. Strategy: Understand customer business needs, issues and concerns:
   A. Segmented focus on customers in groups with commonalities.
   B. Internal as well as external training opportunities for CI employees.

3. Strategy: Provide products and services that help meet customer business needs:
   A. Superior service with basic/core customer service needs.
   B. Expert DSM and energy use consultations.
   C. Provision of value added services, such as power quality analysis and solutions and rate/billing options.
   D. Identification of opportunities for FPL Services.
   E. Working with Marketing and related departments in developing responses to customer RFPs.

4. Strategy: Identify and address potential competitive scenarios affecting our customers:
   A. Gather customer/industry market intelligence.
   B. Employ Management and Executive visits.
   C. Participate in industry organizations and activities.
   D. Utilize (SAMS) customer account plans.

5. Strategy: Prepare CI to be successful in a competitive environment:
   A. Identify and implement needed system requirements.
   B. Make available the necessary training.
   C. Participate in industry seminars and workshops.
   D. Work to successfully integrate our CI field organization with the new CI Marketing group.

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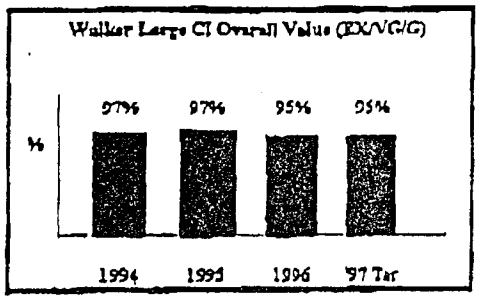
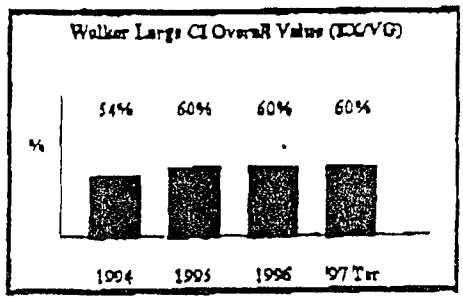
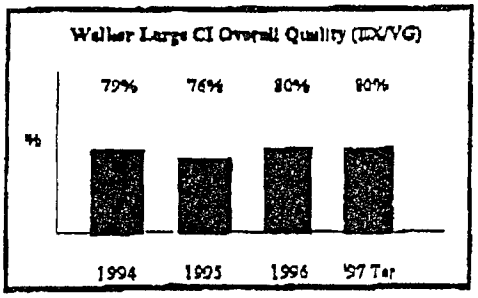
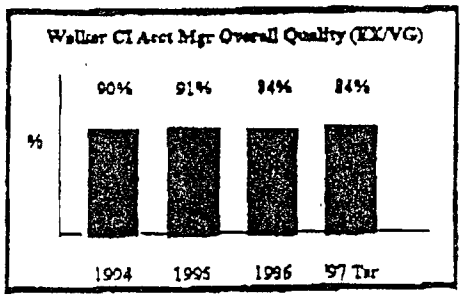
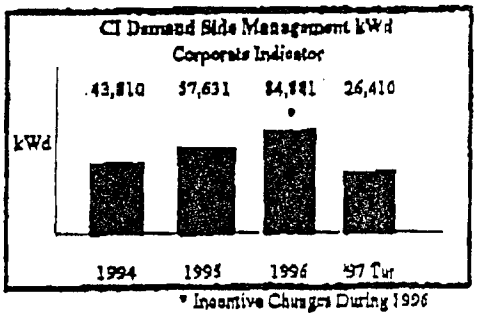
IV. CI PERFORMANCE INDICATORS



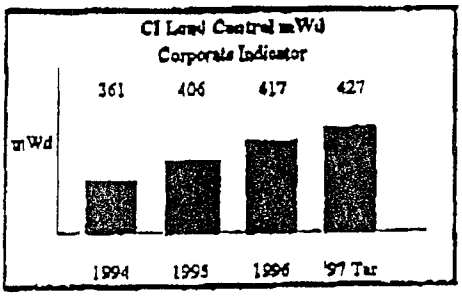


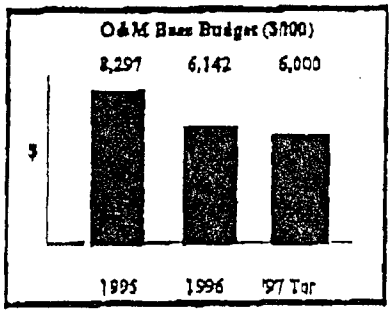


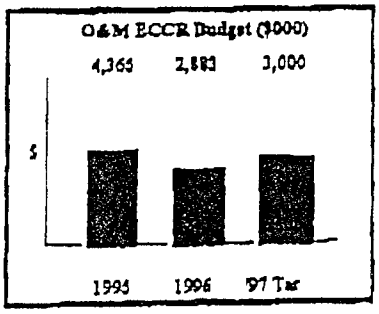




* Incentive Charges During 1996







Others:

FPSC Infractions: 1997 Target = 0

CI Reengineering Milestone: Complete IAS Implementation by the end of 1Q97

CI Reengineering Milestone: Complete MSOI Pilot by the end of 2Q97

Executive Visit Program: 1997 Target = (TBD)

Management Visits: 1997 Target = 50

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DISCLOSURES

Disclosure No. 9

Subject: **Office Furniture and Rent Expense**

Statement of Facts: FPL Services has an office in Margate and in Brevard, along with district offices, located in the utility's property. The district offices are located in the General Office, Ft. Myers and Plantation Florida Power and Light utility buildings.

The office furniture located in the Margate and Brevard buildings does not appear in FPL Services' Depreciation Summary Report. A list of the furniture is shown in a page that follows:

The office furniture located in the district offices does not appear in FPL Services' Depreciation Summary Report. The following is located at the offices:

General Office - Miami -
Desk, chair, credenza, file cabinet , book shelf and a round table with 5 chairs.

Ft. Myers -
Desk, chair, credenza, file cabinet and bookcase.

Plantation -
Desk and two chairs.

Also, FPL Services does not pay the utility for the use of offices their employees use at the General Office - Miami, FT. Myers and Plantation.

Opinion: It appears that the above office furniture is owned by the utility and therefore should be compensated for the furniture. Also, the utility should be compensated for providing the use of office space. Staff visited these sites and determined the size to be as follows:

General Office - Miami - Approximately 100 square feet office

FT. Myers - Approximately 100 square feet office

Plantation - Cubicle

FPL Services
Margate Office
List of Furniture

	Total
Desk	6
Desk Chair	20
Side Chair	16
Round Table	1
4 shelf Book Case	10
2 shelf Book Case	7
Credenza	3
2 draw laterial file cabimet	12
4 draw laterial file cabimet	3
2 draw horizontal file cabimet	8
4 draw horizontal laterial file cabimet	1
Conference Table	1
Modular Furniture	13
Fire Proof Cabinets	3
Supply Cabinet	1
Work Tables	5

FPL Services was not charged rent for this furniture. The furniture was in excess of 7 years old.

JAN 08 '98 08:16PM FPL SERVICES P.2

FPL Services
Brevard Office
List of Furniture

	Total
Desk	1
Desk Chair	4
Side Chair	6
Round Table	1
4 shelf Book Case	1
2 shelf Book Case	1
4 draw horizontal laterial file cabimet	1
Modular Furniture	3

FPL Services was not charged rent for this furniture. The furniture was in excess of 7 years old.

1
18 01 19

DISCLOSURES

Disclosure No. 10

Subject: Expenses

Statement of Facts: On November 20, 1997 staff requested the documentation which showed that FPL Services was charged for internal audit fees for an audit that was performed by the utility during 1997.

The auditor was provided with the entry to charge the subsidiary for the fees totaling $22,616.88. The entry was prepared on November 26, 1997.

Also, FPL Services does not have any stockholders or website expense allocations on their books.

Opinion: It appears that the entry to charge the subsidiary for internal audit fees was prepared due to the auditors' inquiry.

Also, the subsidiary should be charged for a share of stockholders and website costs, since they benefit by obtaining capital from Florida Power and Light Group.

PBC

Exhibit 3 By Job only, not cumulati

	INSTALLER	INCENTIVE AMOUNT
	A	
1	DENNISON LIGHTING	115,079.50
2	NATIONAL ENERGY SVCS	113,849.00
3	CUST INSTALLED	107,464.00
4	CUST INSTALLED	104,814.00
5	CHEMLIGHT PLUS	100,510.00
6	INTERLOCKEN	91,004.25
7	ADVANCED POWER TECH	90,422.00
8	CHEM LIGHT	88,422.50
9	ILLUMELEX CORPORATION	87,418.70
10	JB & ASSOCIATES	85,377.25
11	GLOW LIGHT-ING	81,900.00
12	KILOWATT SAVER	81,000.00
13	CUST INSTALLED	80,641.00
14	BP ENERGY	78,174.50
15	KILOWATT SAVER	74,679.25
16	JB & ASSOCIATES	70,046.07
17	WORLD ELECTRIC SUPPLY & LIGHTING INC	68,010.20
18	CHEMLIGHT PLUS	66,973.70
19	CUST INSTALLED	66,412.80
20	CUST INSTALLED	62,931.00
21	FPL SERVICES	59,930.75
22	GLOW LIGHTING	59,893.16
23	BRITE LITES	59,858.30
24	ADVANCE POWER TECH	58,810.20
25	CUST INSTALLED	57,602.53
26	CUST INSTALLED	57,127.25
27	GLACE AND COMPANY	56,403.50

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5-1
2-3

Pg-1 of

ZPL

11/2/98
8-10/98

A

28	LASER MAINTENANCE SU	55,945.50
29	MIRAMAR ELECTRIC SUPPLY	55,033.00
30	CHEMLIGHT PLUS	54,415.25
31	BP ENERGY	54,201.00
32	LAR-KEN ELECTRIC INC	53,930.00
33	CHEM LIGHT PLUS	53,046.25
34	CUST INSTALLED	52,866.00
35	VERNON ELECTRIC	51,815.75
36	NATIONAL ENERGY SERV	51,736.25
37	JOHNSON CONTROLS	50,831.50
38	ENERGY SAVERS	50,713.70
39	CUST INSTALLED	49,466.75
40	ALLSTATES LIGHTING	49,450.60

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2-3 pg. 2 of 2

CONFIDENTIAL

Interview Acct Mgrs to ask if Training Off of FPL Services

~~How do you get your contacts~~

Interview Johnson?
Load data

MW

Agreement
Audits Business Energy use
Lighting Retrofit
Chillers Retrofit contract
Decide on rebates you need a feasibility study
contract out to local eng. firms

Sometimes customers gets rebates sometimes Energy does

Then sign contract

Design Engineering

Construction

energy mgmt Controls, motors, Chillers, light retrofit, Water retrofits

Have done work outside of FPL territory
in Sears, Puerto Rico

? Customer Service

Customers signs a release ~~Asst Manager~~ gives them info
Mail in

How quick it is is defined by how fast can get to Acct Manager

Can get on internet

Separate Co - has own fin. statement

Payroll is from Corp
Allocated Workmens' Comp
Uses HRD - hourly charge back
? Internal Audit - allocated?
Reports to Larry Lawton - VP Energy Services Inc
PR Loc is Utility
? Overall accts - to Consolidation Eng for work
? Rent to FPL Bldg
? Markup on training

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1 District cooling does not go to Terrace doesn't produce revenue

P1 5-6

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

COMPANY: FPL
TITLE: NOTES FROM MEETING ON OCTOBER 9,1997
WITH GENERAL MANAGER OF FPL ENERGY SERVICES, INC.
JOHN HANEY
PERIOD: 1996 AND 1997
DATE: OCTOBER 10, 1997
AUDITOR: RKY

WP NO. 5

DESCRIPTION OF SERVICES PERFORMED

The company (FPL Energy Services, Inc,) provides performance guarantees for customers. If the performance guarantees are not met, FPL pays up. Have not had to do this yet. FPL performs their services in FPL utility territory primarily. The company services are : How a customer uses energy and how to save them money. The types of changes the company would recommend are lighting, chillers (air conditioning systems), energy management controls such as motors that centrally chill the water, motors on production plant, speed drives, water retrofits.

DESCRIPTION OF COMPANY PROCESSES

1. The first process is to audit a facility. The method of getting the facility to audit by FPL Energy Ser vices, Inc. is their sales people go out on cold calls, the company responds to RFP's And RFQ's, and word of mouth. The company works primarily with hotels, hospitals, government and schools. Strictly businesses, no residential.

Before the audit is performed, the company signs a master agreement with the facility (sets up business relationship). The audit identifies financial criteria of the company and then they determine if there are projects that will meet the facility criteria. They determine the years of payback. Determine the feasibility cost during audit. Also, an audit agreement is signed with the facility before this step.

2. The second step is a feasibility study. In this step the construction costs are determined. The company may subcontract this out to an engineering firm locally to the company who can provide costs cheaper and best. A feasibility agreement is executed with the facility before this step is taken

3. The third step , if necessary, is design engineering. This is also sub-contracted out.
A design agreement is executed with the facility before this step is taken.

4. The fourth step is construction -- This is an outgrowth of feasibility or design study.
A construction agreement is executed with the facility before this step is taken.

The way the conservation programs fit into this is that if FPL energy services recommends something that fits into the conservation program, either FPL energy services gets the rebate or the customer gets the rebate depending on how FPL Energy services contract is written with the customer/and or how the program standards are written.

The General Manager of Energy Services says that they do not specifically set out to use the conservation programs in their studies, but if they fit in they use them.

Energy Services fills out the paper work as the participant/vendor.

DESCRIPTION OF HOW ENERGY SERVICES OBTAINS LOAD DATA.

The facility fills out a form for Energy Services and Energy Services goes to account manager at FPL to get load data information. In answer to our question as to turn around time, the general manager says its how quickly Energy Services can contact the FPL account manager and how fast they get back to them.
The general manager stated that the information is now available on the internet and anyone can get it.

FPL FUNCTIONS THAT FPL ENERGY SERVICES USES.

FPL GROUP payroll printing function.

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COMPANY: FPL
TITLE: NOTES FROM MEETING ON OCTOBER 9,1997
WITH GENERAL MANAGER OF FPL ENERGY SERVICES, INC.
JOHN HANEY
PERIOD: 1996 AND 1997
DATE: OCTOBER 10, 1997
AUDITOR: RKY

WP NO. 5

Does Group charge for printing payroll checks.

Sometimes use FPL Human Resources - sometimes hire themselves.
No FPL Energy Services employees allocate their time to FPL utility.

Employees at FPL who allocate their time to FPL Energy Services, Inc.
1. Larry Lasiter - VP Marketing, FPL,; President, Energy Services, Inc.
On FPL payroll and allocated to Energy Services . – Fixed payroll distribution.

Others
2. Blake Morrison - FPL Utility payroll CI marketing
3. Frank Collisuo - FPL utility Marketing Planning
4. Winton Kelly - FPL CI Customer services

Nos 2,3,&4 fill out time sheets.

John Haney says that there are other employees who are allocated to him. He is in the process of finding out who they are.

INTERRELATIONSHIP BETWEEN FPL ENERGY SERVICES, FPL ENERGY SERVICES II, FPL SERVICES, A GENERAL PARTNERSHIP AND ENERSYS, INC.

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11.	LAND MANAGEMENT ST. LUCIE ADMIN. BLDG. AUDIT	APR 05, 1996
12.	FT. MYERS PLANT ADMINISTRATION AUDIT	APR 29, 1996
13.	RADIO OPERATIONS AUDIT	MAY 02, 1996
14.	SUPPLY CHAIN SERVER - UNIX OPERATING SYSTEM	MAY 01, 1996
15.	LOCAL DISBURSEMENT SYSTEM (LDS) SPECIAL - METER TEST CENTER	MAY 09, 1996
16.	WORKERS' COMPENSATION (WC) INTERIM AUDIT REPORT	MAY 28, 1996
17.	TRANSFORMERS PURCHASED FROM SMIT INC. (MEMO)	MAY 06, 1996
18.	PUTNAM PLANT ADMINISTRATION	JUNE 06, 1996
19.	EDI UNIX	JUNE 20, 1996
20.	VM SYSTEMS MIGRATION	JUNE 27, 1996
21.	COMPETITIVE BIDDING PROCESS - CREWS VS. CONTRACTORS	JUNE 28, 1996
22.	MUNICIPAL UTILITY TAX AND FRANCHISE FEE AUDIT - ACCOUNTING	JUNE 28, 1996
23.	PAYMENT PROCESSING CENTER UNIX	JUNE 28, 1996
24.	PARIS INTERIM REVIEW #1	JUNE 28, 1996
25.	CHECK FRAUD	JULY 08, 1996
26.	DISASTER RECOVERY PLAN - HOT SITE IMPLEMENTATION	JUNE 28, 1996
27.	FUEL RISK MANAGEMENT PROCESS	JULY 15, 1996
28.	CONFLICT OF INTEREST - SPECIAL	JULY 12,1996
29.	MUNICIPAL TAXES AND FRANCHISE FEES REVIEW - DATA SEC. ADMIN.	JULY 17, 1996
30.	EMPLOYEE INFORMATION SYSTEM (EIS) - PAYROLL	JULY 26, 1996
31.	SUPPLIER DIVERSITY - SUBCONTRACTING PLAN	JULY 31, 1996
32.	PSL PROCUREMENT AND CONTRACT ADMINISTRATION AUDIT	AUG. 16, 1996

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9p1-4 is an extract from Environmental Cost Recovery Clause ~~DKT~~ Audit workpaper DKT 970007-EI, AFA. 97-064-4-1, June 10, 1997

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33.	INTELLIGENT WORKSTATION PROCUREMENT AUDIT	AUG. 27, 1996
34.	PAYMENT PROCESSING CENTER (PPC) APPLICATION AUDIT	AUG. 28, 1996
35.	LEVEE-MIDWAY CONTRACT ADMINISTRATION (INTERIM 4)	SEP. 10, 1996
36.	SYSTEM-WIDE LAND UTILIZATION	SEP. 16, 1996
37.	COLLECTION AGENCY REVIEW	SEP. 17, 1996
38.	CONTINUOUS EMISSION MONITORING SYSTEMS (CEMS) FOLLOW-UP	SEP. 20, 1996
39.	CENTRAL LOCATING SERVICE LTD., INC. REVIEW	SEP. 24, 1996
40.	SUBSTATION WEED CONTROL SERVICES SPECIAL	SEP. 25, 1996
41.	SALES TAX	SEP. 27, 1996
42.	DISTRIBUTION ACCOUNTS RECEIVABLE MISC. SYS. (ARMS)	SEP. 30, 1996
43.	RIVIERA PLANT FOLLOW-UP	OCT. 3, 1996
44.	PAYMENT PROCESSING CENTER (PPC)	SEP. 30, 1996
45.	CONFLICT OF INTEREST SPECIAL	OCT. 10, 1996
46.	CRS SALVAGE PROCESS FOLLOW-UP	OCT. 29, 1996
47.	NUCLEAR DIVISION PERSONAL COMPUTER SPECIAL	OCT. 31, 1996
48.	SUBSTATION CONTRACT ADMINISTRATION	NOV. 7, 1996
49.	POWER BILLING UNIX SERVER	NOV. 12, 1996
50.	EDI APPLICATION REVIEW	NOV. 13, 1996
51.	FRAUD INVESTIGATION SPECIAL REPORT	NOV. 18, 1996
52.	CHECK WRITING PROCESS CONTROLS	SEP. 12, 1996
53.	ON CALL & ROOM AIR CONDITIONING MARKETING PROGRAMS AUDIT	NOV. 19, 1996
54.	TURNER FOODS CORPORATION AUDIT	DEC. 12, 1996
55.	NOVELL SERVER SECURITY REVIEW	OCT. 21, 1996
56.	PRINTING, COPY & MAIL AUDIT	DEC. 31, 1996
57.	SANFORD PLANT ADMINISTRATION AUDIT	DEC. 31, 1996

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58.	NUCLEAR DIVISION PERSONAL COMPUTER SPECIAL AUDIT	DEC. 31, 1996
59.	NUCLEAR BUSINESS SERVER LOCAL 951-LDS REVIEW	DEC. 31, 1996
60.	PARIS INTERIM #2	JAN. 07, 1997

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4.	TURKEY POINT DIGITAL DOSIMETRY UNIX SERVER	FEB. 06, 1997
5.	CONFLICT OF INTEREST SPECIAL - G.O. PRINT SHOP	FEB. 11, 1997
6.	PTN CONSUMABLE STOREROOM	FEB. 11, 1997
7.	POWER SUPPLY UNIX SERVERS	FEB. 17, 1997
8.	ADMINISTRATION OF INSURANCE OF NON-UTILITY OPERATIONS	FEB. 24, 1997
9.	SECURITY REVIEW OF THE HR FILE SERVER AT G.O.	FEB. 27, 1997
10.	CUSTOMER BILL ON THE WEB	FEB. 28, 1997
11.	OIL SPILL PREPAREDNESS AND PREVENTION	MAR. 04, 1997
12.	REVIEW OF DISTRIBUTION OPNS SELF-AUDIT GUIDELINES	FEB. 05, 1997
13.	SOUTH DADE MITIGATION BANK (SDMB) SPECIAL (R.N. KESSLER)	MAR. 05, 1997
14.	PARIS A/P UNIX SERVER	MAR. 06, 1997
15.	TREASURY WORKSTATION	MAR. 11, 1997
16.	DOCUMENT IMAGE UNIX SERVER	MAR.. 18, 1997
17.	BAYLOAN INVESTMENT BANK	MAR. 20, 1997
18.	MERIT SYSTEM-APPLICATION & UNIX SECURITY ASSESSMENT	MAR. 21, 1997
19.	PGBU SPECIAL (FRED TARASCHKE & THE H_20 DOCTOR)	MAR. 27, 1997
20.	FIXED PAYROLL DISTRIBUTION	MAR. 28, 1997

Prior audit 9-16

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9/4/97

Q1. FPSC

Qtr	Rpt #	Audit Report Title	Issue Da
1st (			
	96-01	Officers' Expenses Audit	01/10/9
	96-02	Fleet Services Automotive Maintenance Center (AMC) Special Audit F/U	01/16/9
	96-03	Customer Accounting Follow-Up Review	01/26/9
	96-04	Maintenance Planning and Control (MPAC) System Application Review	01/31/9
	96-05	Distribution Operations - West Audit	02/14/9
	96-06	Directors' Fees and Expenses (Letter)	02/16/9
	96-07	Indian River Insulation, Inc. - Special Audit	03/13/9
	96-08	Power Billing Re-Engineering (PBRE) Audit - System Testing	03/13/9
	96-09	Conflict of Interest Special Audit	04/02/9
	97-22	Passport Security Review	03/31/97
	97-23	St. Lucie Inventory Audit	04/07/97
	97-24	Contribution Tax Reporting Process	03/31/97
2nc			
	97-25	Brevard Service Center Audit	04/23/97
	97-26	Special Audit - Fleet Services' Construction Equipment Yard (CEY) Garage	04/29/97
	97-27	Distribution Vendor Review	04/25/97
	97-28	Land Management Special Expense Report Review	05/01/97
	97-29	FPL Soft Political Contributions	05/01/97
	97-30	Prepayment Service Option Review	05/01/97
	97-31	Keith & Schnars, P.A. - Conflict of Interest Special Audit	05/13/97
	97-32	Computer Operations (CPO) Audit	05/15/97
	97-33	Wireless and Fiber Leveraging Audit	05/22/97
	97-34	PTN Consumable Storeroom Follow-Up	06/04/97
	97-35	OPAL - Controls Review	06/12/97
	97-36	PARIS Accounts Payable (AP) Audit	06/13/97
	97-37	Conflict of Interest Audit - Customer Service	06/12/97
	97-38	OPAL - Technology Review	06/16/97
	97-39	Workers' Compensation - Follow-up Audit	06/03/97
	97-40	Westinghouse Litigation Credits Audit	06/26/97
	97-41	PGBU / ESI Payroll Audit	06/26/97
	97-42	Risk Management and Johnson & Higgins Non-Utility Work Flow Process Review	06/26/97
	97-43	Turkey Point HR Manager - HR Special Audit	06/26/97
	97-44	Daytona Radio Shop Special-Special Investigation in Conjunction with Corporate Security-Mr.	06/27/97
	97-45	Fuel Procurement Audit	06/27/97
	97-46	Corporate Accident Reporting Process	06/30/97
	97-47	Disaster Recovery Plan	06/30/97
	97-48	Indiantown Cogeneration Actual Energy Cost Audit	06/30/97
3rd			

Jan 1 - 12/96

97 March - Present

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FPSC

Qtr Rpt #	Audit Report Title	Issue Dat
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97-49	FPL Energy Services, Inc.	07/07/9
97-50	Megatran Allegation	07/10/9
97-51	Distribution Authorization	07/15/9
97-52	Energy Trading & Risk Mgmt. Systems Application Sec. Assess.	07/28/9
97-53	ESI Special (Personal Systems)	07/31/9
97-54	Supply Chain Catalog (SCSM)	08/05/9
97-55	Paris Authorization	08/05/9
97-56	Orimulsion - Manatee Plant (Contract Provisions)	08/12/9
97-57	Gladiolus Inventory Services Review	08/11/9
97-58	Tax Data Security	08/19/9
97-59	PGBU Inland Barging Bid Process	08/14/9
97-60	G.O. Construction - Cafeteria / Fitness Center Audit	08/28/9
97-61	Turkey Point (PTN) Contract Admin. - (Cafeteria and Daycare Contracts)	08/29/9
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97-63	Turkey Point Contract Admin.-(SBI Nuclear and Plant Maintenance Bid)	08/29/9
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97-64	Net Energy for Load Management Audit	09/08/9
97-65	ECRC - Substation Project Audit	09/11/9
97-66	Mitigation Banking Audit (Revenues)	09/12/9
97-67	Cafeteria Invoicing Audit	09/15/9
97-68	EMT's Competitors Evaluation of Credit Risk	09/15/9
97-69	EMT Supplier Authorization	09/15/9
97-70	Doswell Policy Review	09/18/9
97-71	Claims Operations Audit	09/23/9
97-72	Environmental Reserve	09/25/9
97-73	Procurement Process Review	09/24/9

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KW 11/12/98, 1/10/98

Q.2

96-10 FPL Service Audit
97-49 FPL Energy Service, Inc.
97-64 Net Energy for Load Management Audit

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PPL KW

Internal Audit Workpapers 10/10/97

Net Energy Load Reporting Audit

September 8, 1997

973-64

Issue: To determine if there were any weaknesses in the process of reporting Net Energy Load (NEL) that led to significant variances in data used within FPL NEL model used to calculate unbilled revenues

Recommendation - Automate manual steps. Clerical errors were made in all the manual steps. Problem with timeliness of preparing form 27 is due to reconciling MW with utilities external to FPL (ie. municipalities) Therefore it is not distributed until 3 weeks after month end. Needs to be done in 7 days.

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FPL

Review Of Internal Audit Workpapers — KW 10/10/97
FPL Service Audit
March 1996

9620

Internal Control Issues

1. 2 parties that required independence were related - bookkeeper & Haney
   Haney is now Gen. Mgr. of FPL Services
   Ber Grdinelli is now Comptroller of FPL Energy Services
2. Financial statements & unbilled rev report were not ready
3. Unbilled revenue does not use a standard method of calculation
   Response said they used % of completion. (Actual costs divided by total est. proj costs) X (total est. rev)
4. Problems with Cash recs not = Fin. St. Cash
   Implemented daily cash schedule in Excel
5. No standard method was in place to document, account & pursue accts. rec. of approx $500,000.
   Pursuing tracking of AR module from Timberline Co.
6. $274,000 could not be traced - Documentation provided.
7. $85,000 past due from one vendor - now being corrected by attorney
8. Sales tax not paid on several invoices for tax exempt customers
9. One expense report of Gen. Mg. paid locally without approval
10. Problems in Implementation of Timberline accty software
    Prepared weekly status reports on expenses
11. Paper files & computer data left unlocked

Scope:

Reviewed GL for significant transactions
Audit for authority, support, compliance w/contracts, accuracy, timeliness
Identify processes & evaluate controls
Evaluate due diligence & documentation for new projects
Evaluate process of monitoring current Op. petty cash
Inventory
Assets safeguarded

Spent 607 hrs this 1/96 - 3/96 billable $ 13,354
44 in 1995 $ 968

Process overseen - Audit Report & Construction
Forms\project.doc \ PROCESS.PRE
has flow chart

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FPL & Keystone - 50% partners
Name will be associated w/ FPL thus retaining FPL customers per memo 4/29/94 to Joe Valdes from Tony Macedo
Keystone reimbursed at cost plus overhead of 73.8%
asked for 2 page memo 4/29/94 & 11 page flowchart
overseen

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9-2/1

9-2

GRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

PBC

FPL

Inter-Office Correspondence

To: Jose L. Vazquez
Manager, Internal Auditing

Date: April 29, 1994

From: Tony Maceo

Location: IA/GO

Subject: FPL Energy Services (ESCO) Audit (9-2)

A meeting was held March 29, 1994 with Guy Casaceli, Business Unit Accounting Advisor, Robert Onsgard, Senior Internal Auditor, and myself to obtain an understanding of the status of FPL Energy Services. Mr. Casaceli gave the auditors an overview of the FPL Energy Services joint venture. FPL Energy Services ("the partnership") is a joint venture partnership whereby FPL and Kenetech Management Services will operate as an energy service company ("ESCO") in an effort to retain customers in the foreseeable highly-competitive utility industry environment. Both FPL and Kenetech will be an equal (50%) partner in the ESCO. An ESCO typically solicits the utility's customers to identify energy conservation opportunities as well as design, finance, and install energy efficient measures. This is done at no cost to the customer during the length of the contract, structured so that payment to the ESCO is generated out of the savings realized by the customer.

Recently, there has been an increased level of activity by non-FPL ESCOs in FPL's service territory. For example, this activity ranged from offering energy efficient measures to FPL customers (ie, FIU and Barry University) to financing the replacement of electric chillers with new technology. A primary advantage to FPL is that the joint venture partner will provide expertise on the operation of an ESCO, and the name of FPL will be associated with the projects, thus retaining FPL customers. The charges to customers would appear on the customers' utility bill, which also reinforces the customers' association with FPL.

Mr. Onsgard inquired as to the selection criteria involved in determining that Kenetech was a viable candidate with which to enter into such a joint venture. Mr. Casaceli replied that the selection was based upon prior experience with, and the expertise of Kenetech noted by interaction with George Caraghiaur, FPL Marketing Department.

Mr. Casaceli explained the structure of the ESCO, which is consolidated with FPL (utility) as a subsidiary. Emphasis was placed on the importance of naming the ESCO in such a manner that the customer associates the ESCO and its services with FPL utility, hence the name FPL Energy Services. The structure of the entity was also an issue as to isolate the utility from potential liability incurred by the ESCO. Consideration was also given to the accounting and regulatory impacts that formation of the ESCO would present. The auditors were provided a flowchart to illustrate the flow of transactions of the ESCO.

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Mr. Casaceli stated his concern over the future transactions the joint venture partnership would incur, which are based on a 'cost plus' expense reimbursement basis. This agreement states that the partnership will reimburse Kenetech at actual direct costs plus an overhead allocation percentage of such direct costs, which was established by Kenetech at 73.78%. Concern is directed towards the reasonableness of this overhead allocation rate, which is subject to revision in accordance with the terms of the contract between the partners. Mr. Casaceli suggested that the auditors visit Kenetech and evaluate the costs incurred in the manufacture of equipment sold to customers by FPL Energy Services. This will provide assurance as to the adequacy of the overhead rate established by Kenetech.

Mr. Onsgard inquired as to the level of transactions that the ESCO has incurred in order to assess the materiality of the operations to date. Mr. Casaceli provided the auditors with financial statements for the partnership since inception (10/29/93) through December 31, 1993, as well as for the month of January 1994. The auditors noted that the results of operations since inception through January 31, 1994 have resulted in a net loss of $52,397, which is split equally as each partners' deficit. Total revenues for that time period amounted to $47,052, and total assets were $96,146 at January 31, 1994.

Mr. Maceo inquired as to the projected commencement of manufacturing by Kenetech from sales of energy efficient equipment, in order to address the timing of a visit to Kenetech. Mr. Casaceli responded that a reasonable time frame for manufacturing would be no earlier than May or June 1994.

We analyzed the status of the ESCO's operations and level of transactions, and determined that the transactions' immateriality and lack of projects for customers does not warrant further audit work at this time. We will monitor the status of the ESCO's operations via communication with Mr. Casaceli and analysis of financial statements, and therefore determine when operations reach an appropriate level to perform an audit.

NOTE · As of 5/25/94, discussion with Guy Casaceli indicated that there has not been significant activity incurred by FPL Energy Services.

· As of 7/25/94, three projects have been initiated, of which none have incurred material activity.

cc: G. C. Caraghiaur
G. L. Casaceli
M. V. Fogarty

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1

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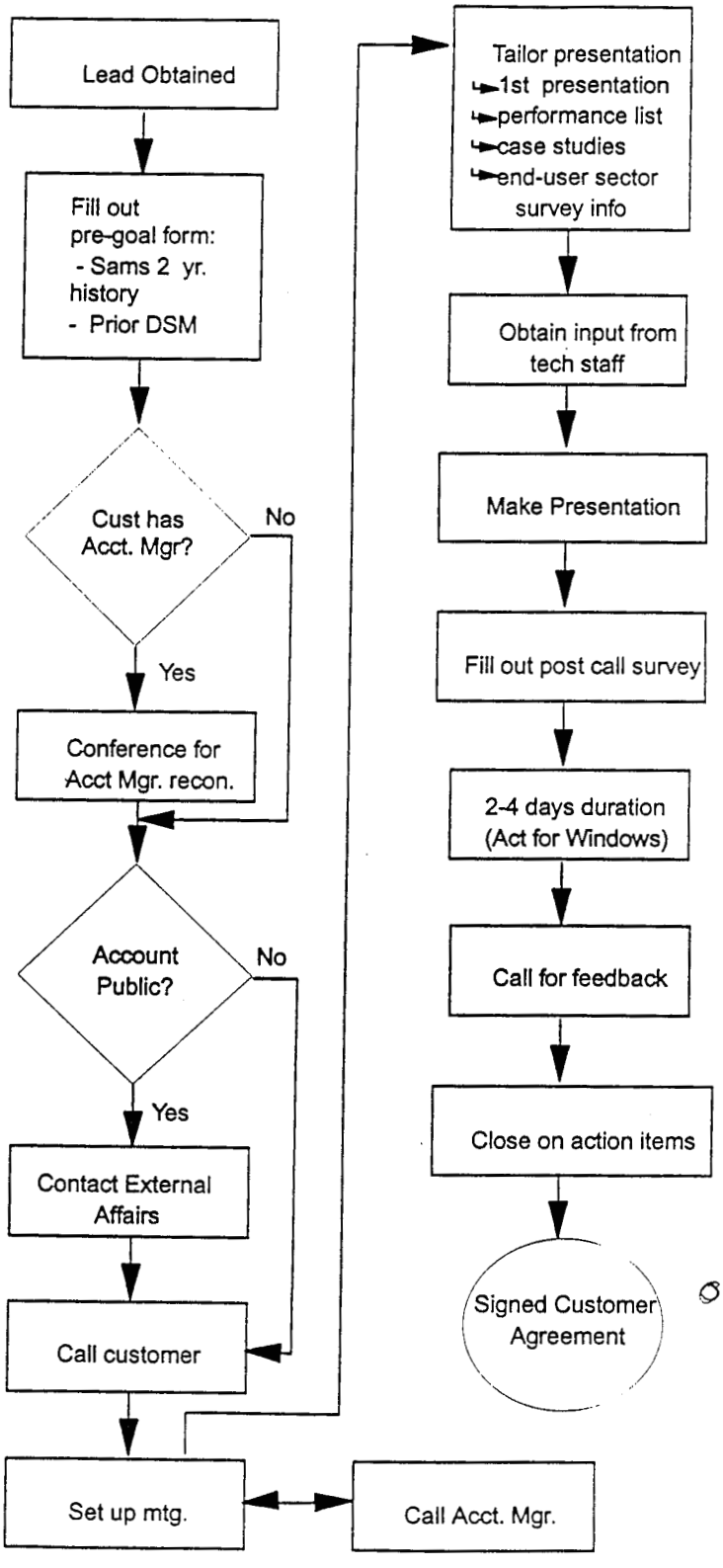
Public/Private Sales Leads Processing

Sales Cycle 12-18 months

Sales Representative



FPL-S employees have no access to SAMS

OMA - Order Master Agreement

- Survey
- Feasability Study
- Engineering & Design
- Construction

g:formsadmin.docprojproc.pre 11/8/96

j:\fpl_serv\forms\admin.doc\projproc.pre created: 5/1/96 revised: 5/14/96

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FPL Services

Process Overview

Audit Report to Construction

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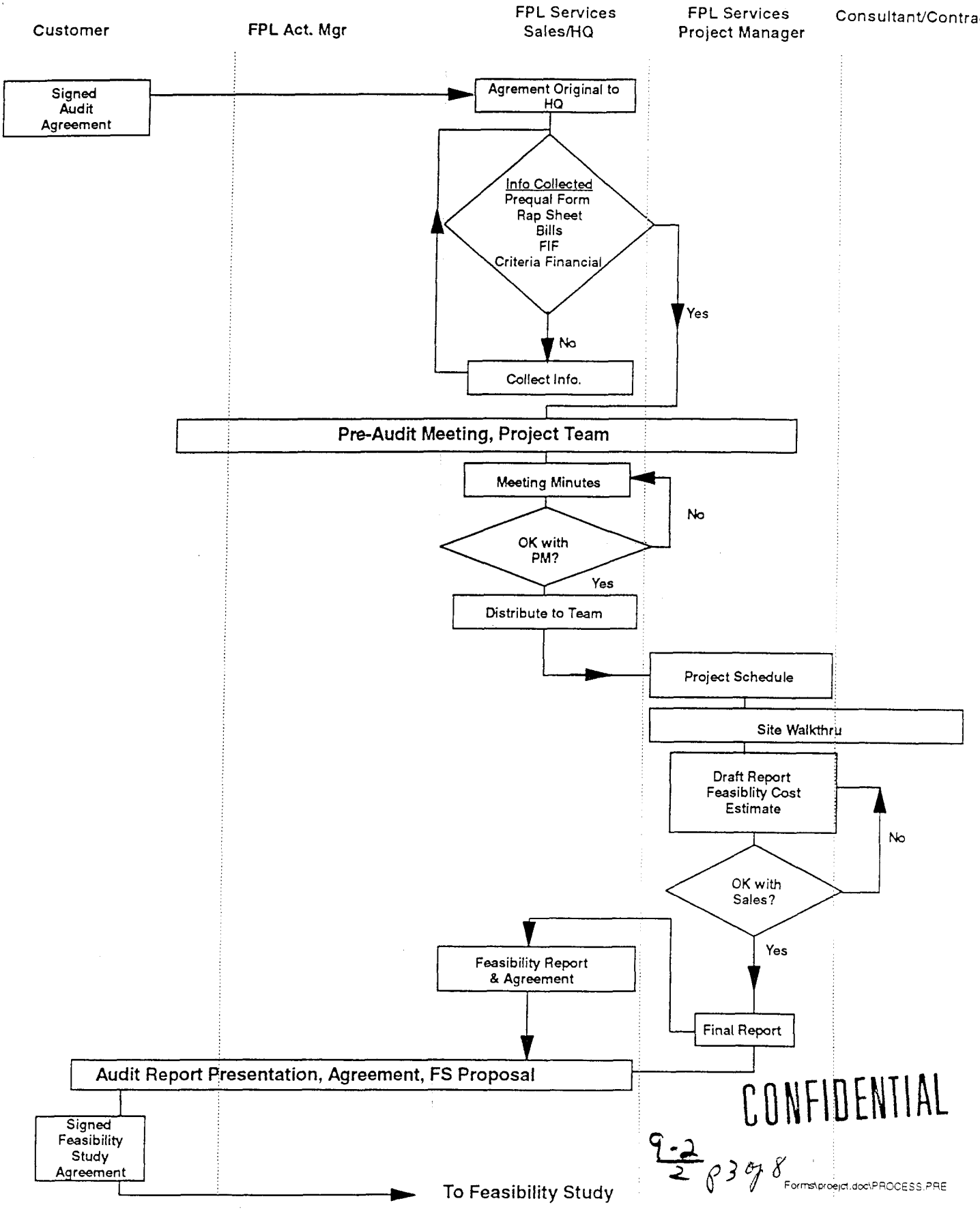
Audit Report



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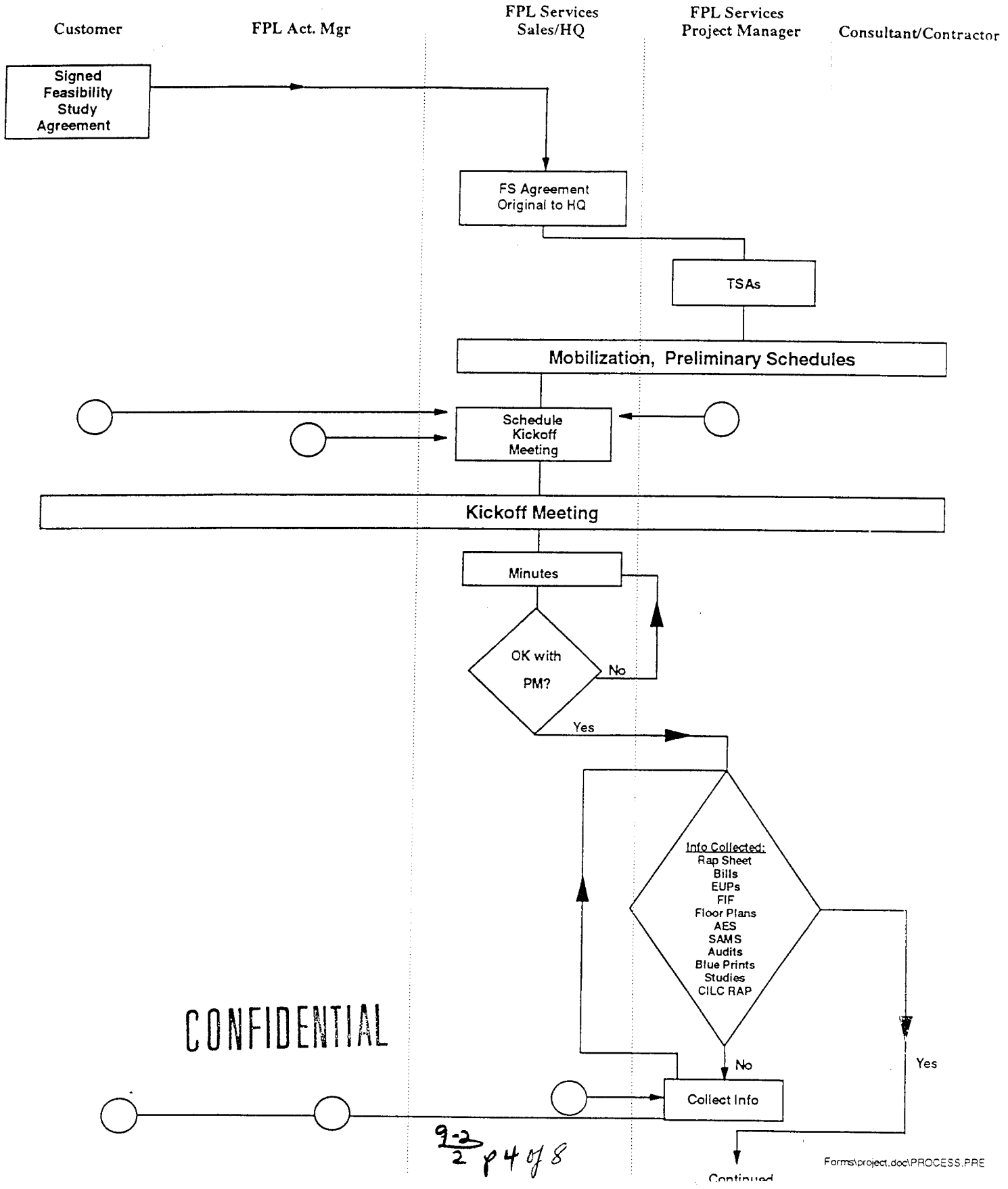
Feasibility Study



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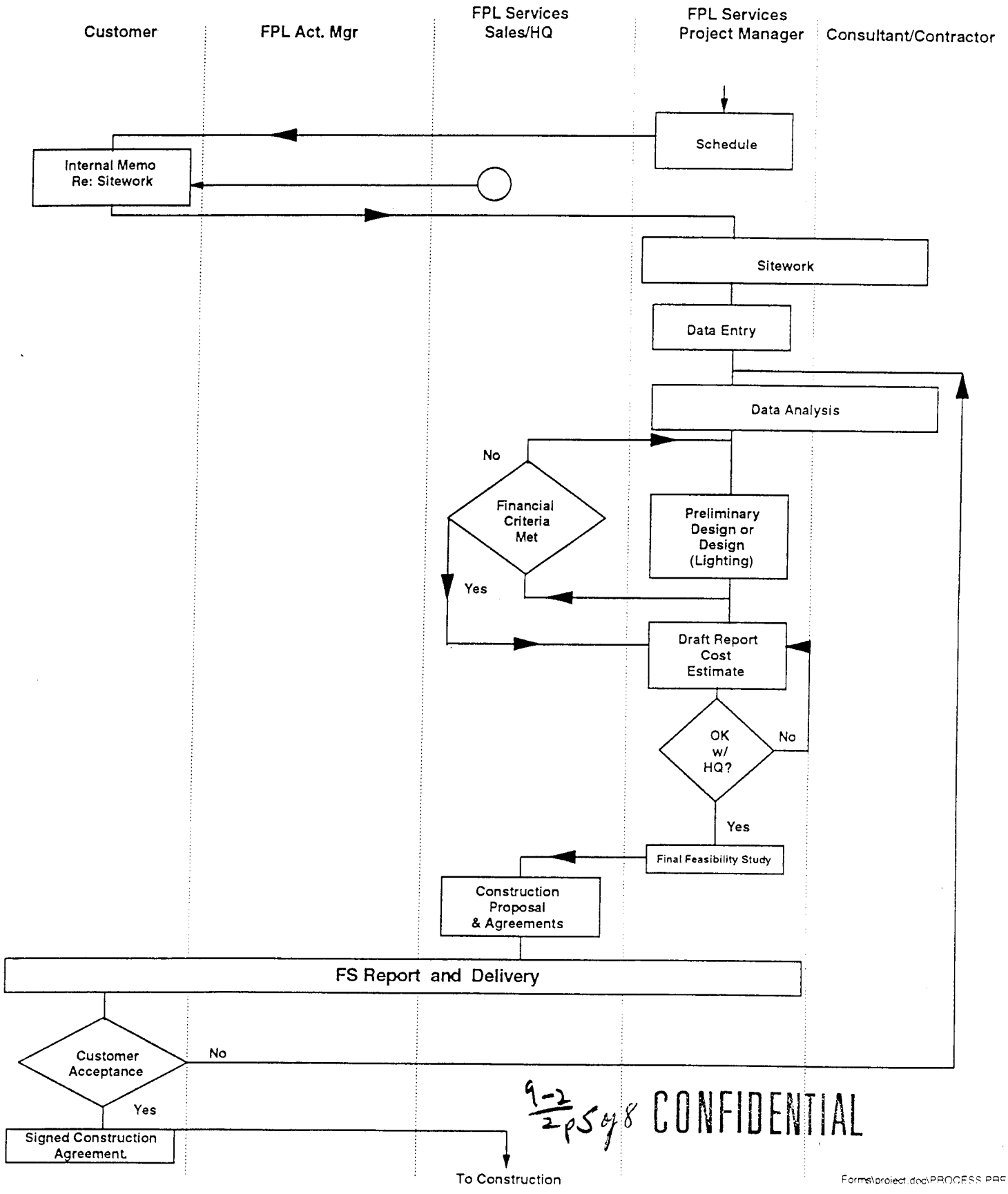
Feasibility Study, Continued



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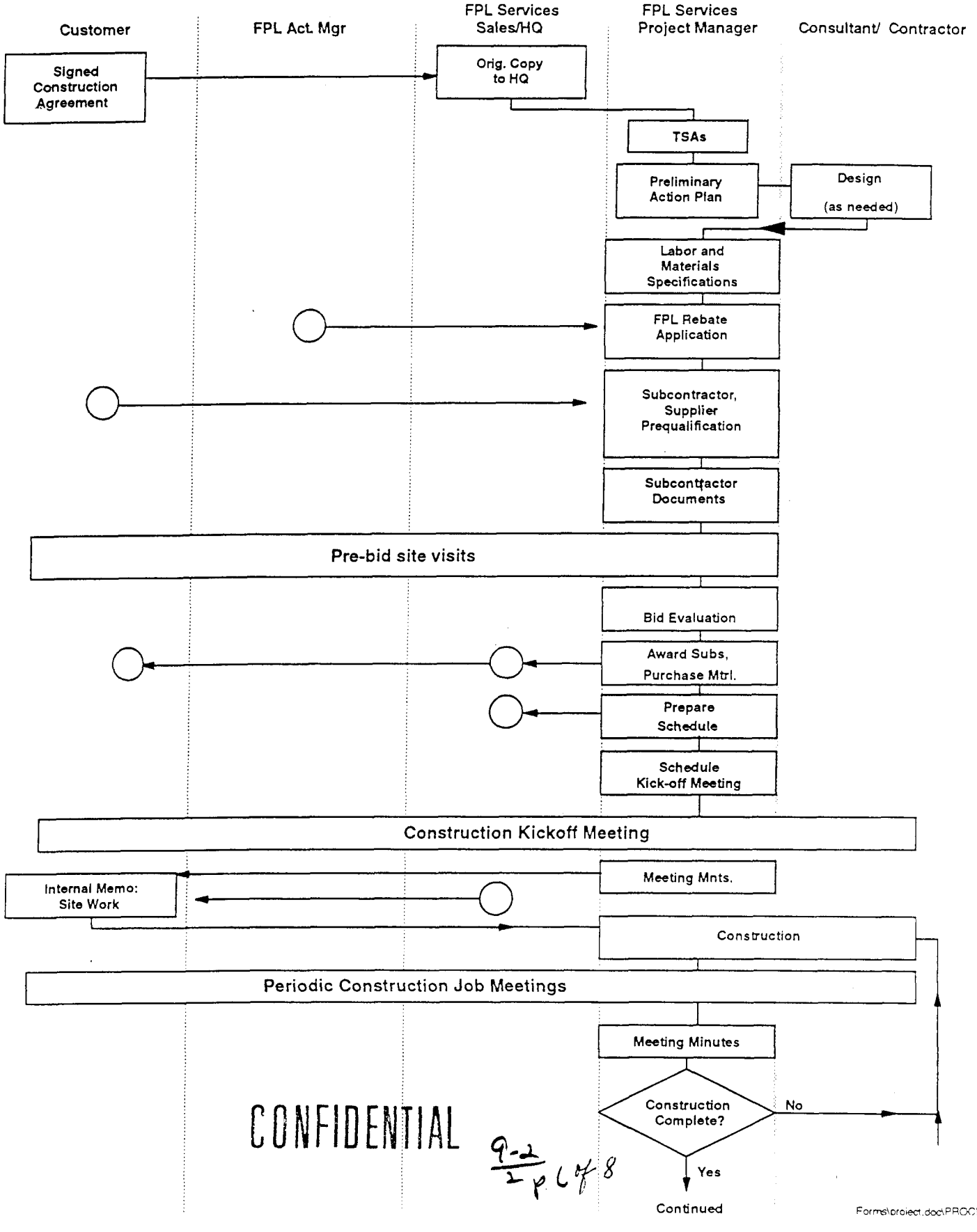
Construction Process



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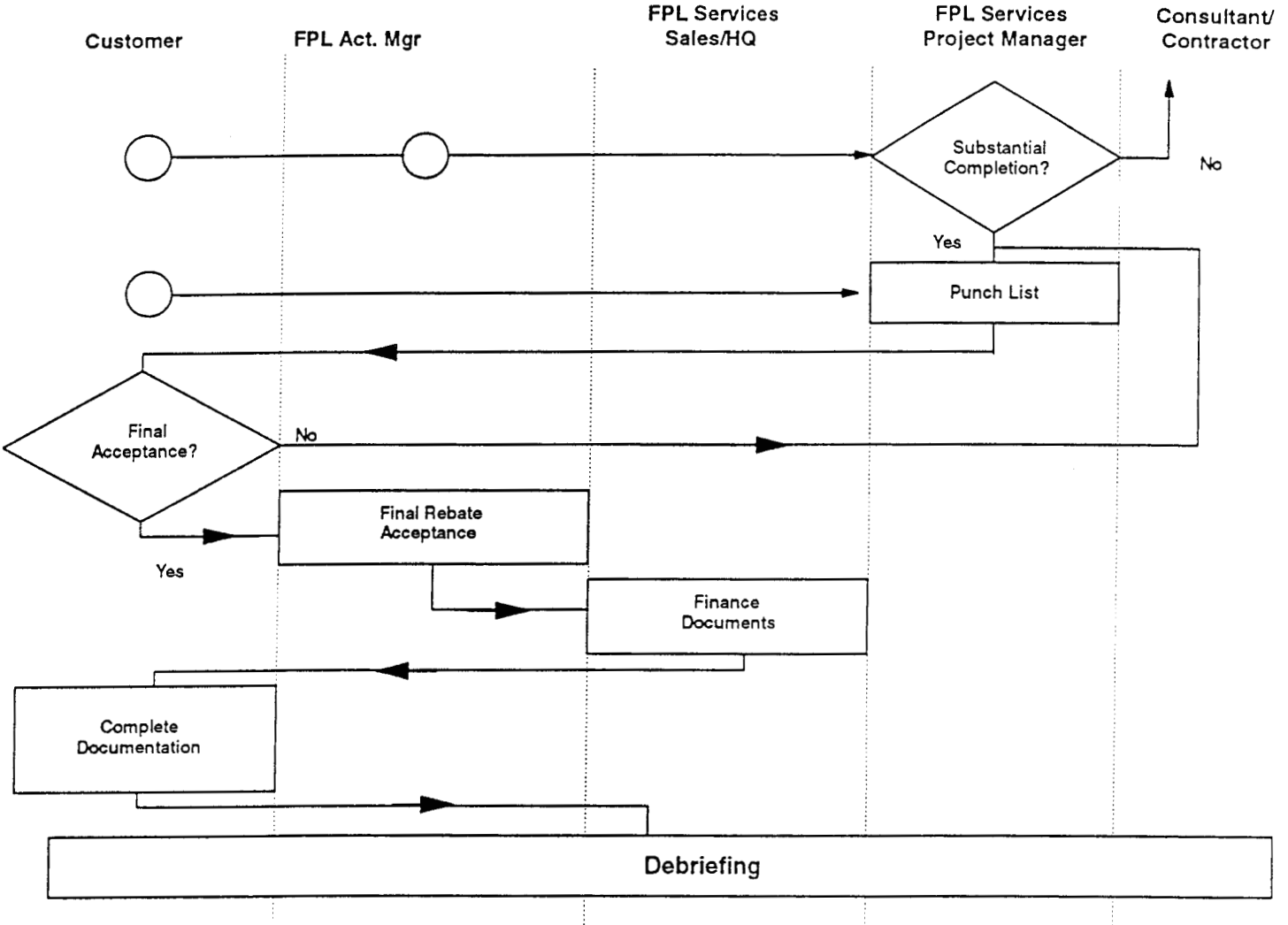
1 pg 1 of 8

Construction Process, Continued



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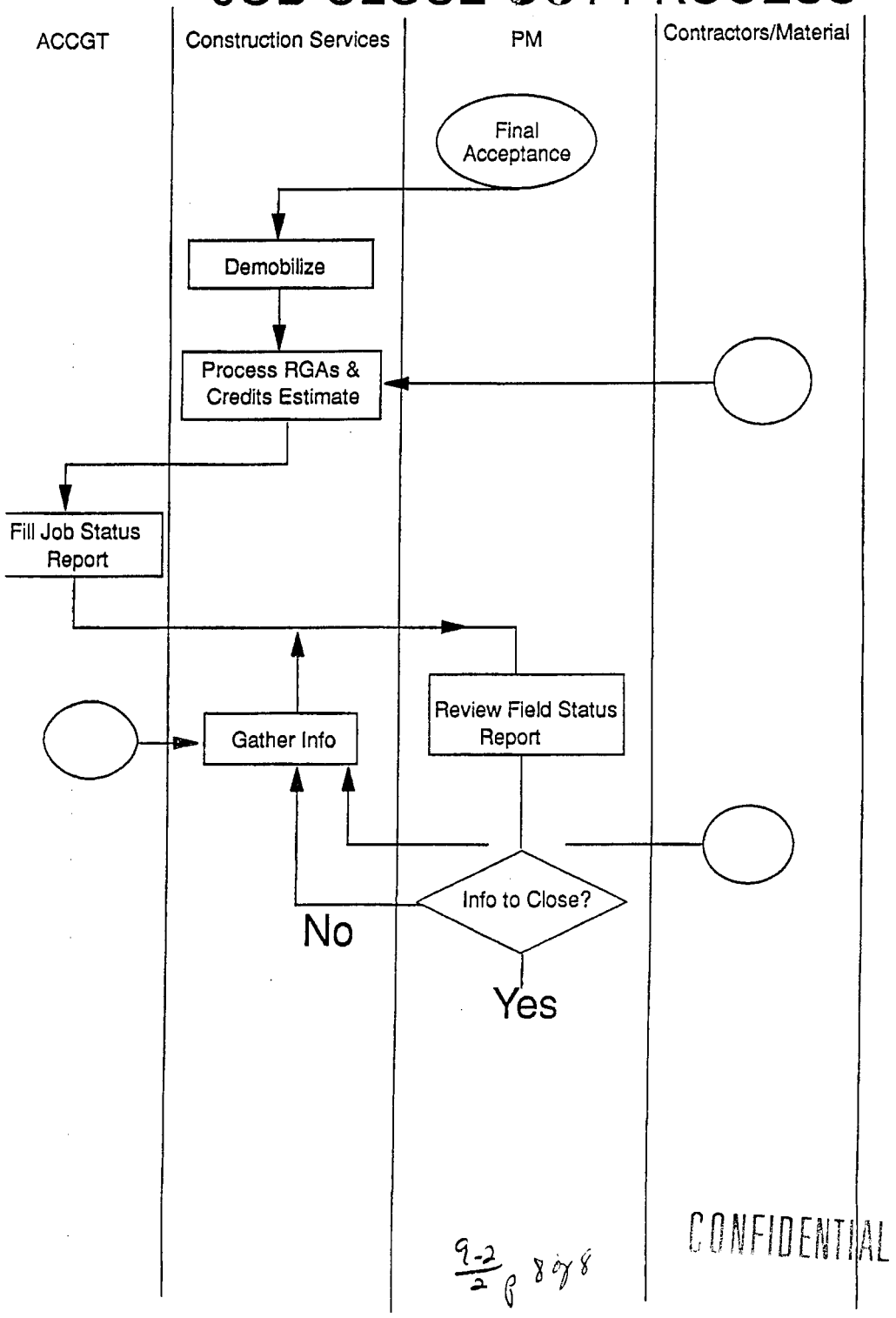
FPL Energy Services Inc. 1/12/98 to 10/15/97

JOB CLOSE-OUT PROCESS



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2

INTEGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

FPL SERVICES ACCOUNTING

The following data is needed for preparation of financial statements and project accounting:

- Cash activity: Quicken list, bank statement, and reconciliation of these
- Schedule of vendor's invoices, sorted and totaled by project code
- Schedule of any changes to projects' margins and any new projects' margins
- Project estimate for each project (cost, income, and margin)
- FPL Energy Services' bill for interest on the Working Capital loan
- FPL's bill for incurred expenses
- Kenetech's bill for incurred expenses
- Each special transaction or treatment must be recorded and/or documented and filed in every month's folder in which it affected the financial statements (e.g. accruing all of Allied's costs in 1994; capitalization of PAFB costs)

The schedules must be consistent as to the fiscal period, and should be reviewed to ensure activities do not appear in more than one period, and that they all are in the appropriate period.

Some control points:

- The bank statement should be reconciled by someone other than the checkwriter.
- Payments should be received by someone different that the creator of the invoices.

This is from 1994 + does not apply now

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3 pl fl

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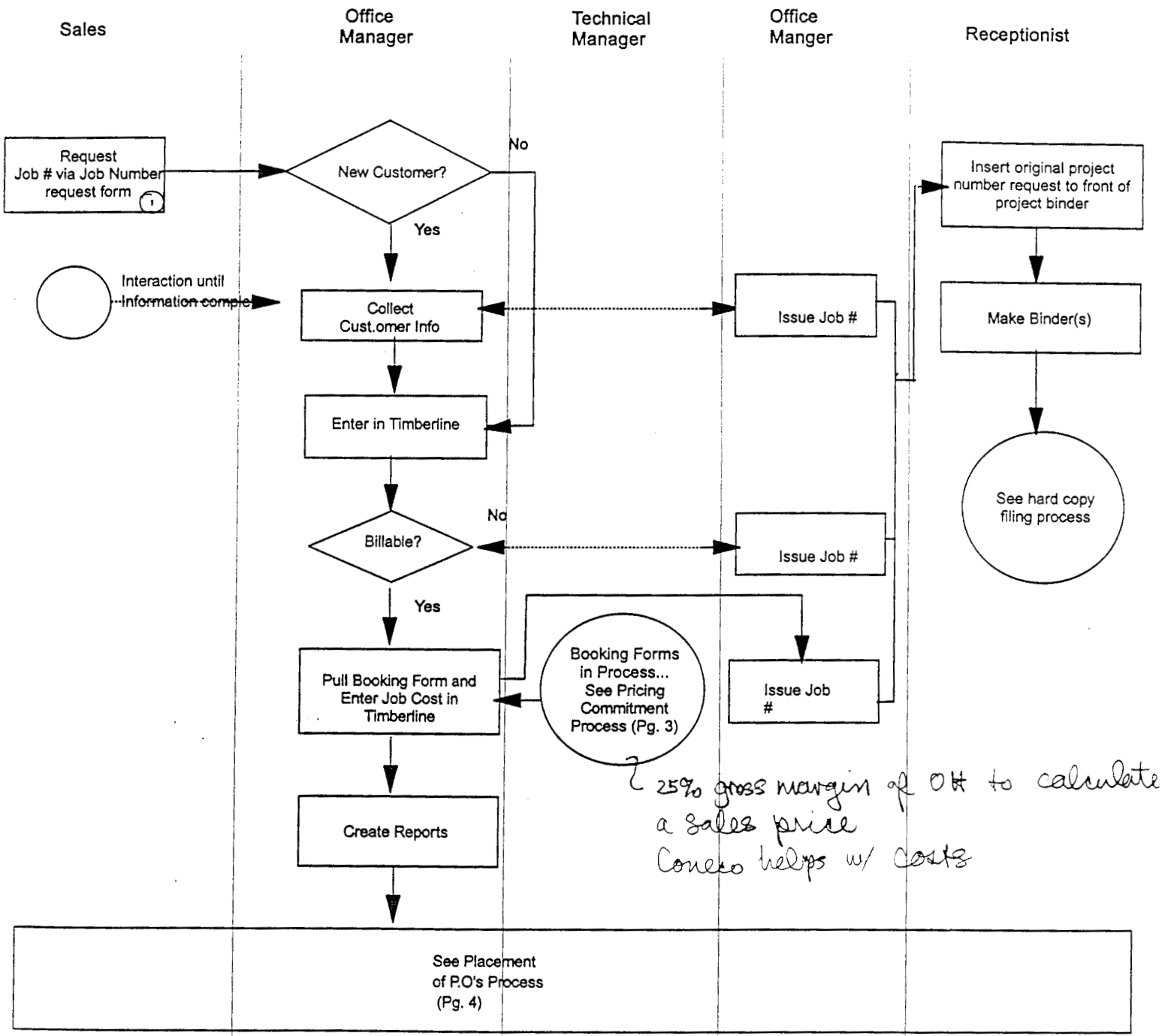
Job Set Up



25% gross margin of OH to calculate a sales price
Conesco helps w/ costs

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Purchase Order Procedure

- Identify product to be purchased, leased or rented.
- Whenever possible, get at least three quotes for items being purchased.
- On Request for Purchase of Materials Form, identify vendor and supply a very brief description of materials purchased, rented or leased. List if order is complete or partial relative to what is budgeted. Give percentage.
- List prices from other vendors quoting same item.
- List cost in estimate for purchased/rented/leased item. If puchase order is continuation of previous order, note dollar amount spent to date, as well as present purchase order amount. If additional amount or cumulative amounts exceed estimate, give brief reason why.
- Present purchase order with request form to RSR. Once approved, procure sequential purchase order number from accounting department. This purchase order number will be used on all further correspondence in reference to ordered materials.
- Nothing, (N-O-T-H-I-N-G) will be purchased, rented, or leased without a signed, numbered purchase order. In urgent field situations, call required orders into a team member in the office, not a vendor. They will be able to place the order appropriately for you.
- The following information must appear on all purchase orders:
  - Vendor's Name & Address
  - RSR's Signature
  - Purchase Order Number
  - Ship-To Address
  - Job Name & Number
  - Ship Date (ASAP, Rush, Hot, etc. not acceptable)
  - Start and End Dates for leases and rentals
  - Ship Via (Vendor's Truck, Motor Freight, Air Express, Mail, UPS, etc.)
  - F.O.B. Point (Manufacturer's Warehouse, Jobsite, Supplier, etc.)
  - Accurate, complete description of materials being ordered including, but not limited to, specific part numbers, series number, material type, sizes, wattages, voltages...
  - Quantity
  - Special handling instructions
  - Unit cost for each different material
  - Extensions of unit prices
  - Applicable sales taxes
  - Total dollar amount
  - Request for Notification of Project Manager(minimum of 24 hour notice)
- Freight charges should be listed as a line item on the P.O. If the freight charge is not known exactly when issuing P.O. a note should be made as a line item such as

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" UPS Blue Charges To Follow." This will notify accounting to expect to see freight on an invoice.

- There is no such thing as putting too much information on a purchase order.

- Distribution:

  Two copies of the signed and numbered P.O. should go to accounting for their records. Accounting will be checking incoming invoices against the corresponding purchase order. The project manager is to notify the vendor that any invoices forwarded to accounting must match our purchase order in order to be processed.

  The project manager should keep a copy of each P.O. issued in the Project File. Subsequently, if an Acknowledgement of the order is received from the manufacturer or supplier, this should be attached to the P.O. in the file. Ultimately, once the Packing Slip is received, this should be attached to the P.O. in the file.

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The Process

1. Invoice is recieved, date stamped, and stamped with the approval stamp.

2. Invoice is entered into database under project, PO#, due date,etc...

3. Copy is made (after stamps are applied) and sent to Coneco if applicable, or the project Mgr.

4. Original invoice is then given to Peter awaiting pre-approval from the field, inspection of goods and qty's.

5. Coneco or PM makes adjustments or approves as is (or advises to hold) on a weekly basis.

6. Upon reciept, on a weekly basis, Peter will match up original invoices with the approvals that are returned from the field and approve, hold or further expidite to resolve as required.

7. Once approved, the original will go to PQ for payment processing and further data entry as required.

Status report to be printed each week for PM to review during invoice approval time.

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3 8 5 0 6

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FPL energy Services
Internal Audit Process

KW 1/12/98
R 10/15/97

Filename: TSO.DOC

RBIA TEAM SUCCESS OBJECTIVES

Audit: Unbilled Revenue
Audit Number:
Audit Customer: Davis & Rodriguez
Date/time First Changed: 4/2/97
Date of Last Change to TSO:

Audit Executive: S.L. Stamm
Team Members: A.L. Maceo
R.A. Yanez
M.C. Fernandez
A. M. Rodriguez

1. **VALUE TSO:** VP's Davis & Rodriguez accepts our assessment on the accuracy and timeliness of preparing Form 27 (Interconnected System Generation and Interchange Summary). The team will include recommendations, if needed, to improve the current reporting process.

Exceed	Meet	Almost	Fail
P.- VP accepts our assessment and commits to implement recommendation. A.	Accepts our assessment and commits to implement similar corrective action.	Accepts our assessment with no committment for implementation.	Rejects our assessment.

Result:
Lessons Learned:

2. **TIMING TSO:** Present to VP the week of June 16.

Exceed	Meet	Almost	Fail
P.- Week of 6/9/97 A.	Wk of 6/16/97	Wk of 6/23/97	After 6/27/97

Result:
Lessons Learned:

3. **COST TSO: $11,500**

Exceed	Meet	Almost	Fail
P.- <$11,000 A.	$11,000 - $12,000	$12,001 - $13,000	>$13,000

Result:
Lessons Learned:

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FPL 1/12/98 HP

Review of Internal Audits 10/10/97

FPL Energy Services, Inc Audit 97-49 7/97

On 10/1/96, FPL Energy Services (FPLES) purchased the remaining 50% partnership interest of FPL Services (FPLS) previously owned by Hellado Inv. Assoc. As a result FPL has 100% ownership on FPLS. Since nearly all the revenues of FPLES are derived from FPLS, this review focused on the financial statements and operations of FPLS.

Based on risk assessment, we reviewed the processes utilized in recording transactions to significant accounts on the FS.

Development costs

Consulting fees of approximately $92,000 were previously expensed. These were subsequently reclassified to a capital account when it was validated that the project would be revenue producing.

In accordance with GAAP, development costs that are classified as a deferred asset are appropriate where there is an expected future economic benefit through exchange or use of the asset under an expected contract. The development costs will be amortized over the life of the project to coincide with matched revenue recognition.

Recommendation:

A defined tasking account is needed to monitor to hold project costs until a final decision is made to capitalize or expense the amounts based on validity. CONFIDENTIAL

Mng will correct by 6/20/97

Confidential 9-3pl

TPL

Review of Internal Audits

Amortization of Purchased Contracts -

Included in the purchased contracts of 10/96, were construction projects to be performed and completed by 1997. The value recorded, under the Gross Profit Method at the date of purchase was $561,688. The purchase was amortized over a period of seven years in accordance with TAT laws and would result in amortization expense of $80,241 per year.

After recalculations under the Net Income Method, the approximate amortization expense will be $58,000 in 1997 and $28,000 for each of the remaining years of the 15 year amt life).

Recommendation -

Purchased contracts should be evaluated using the Net Income Method and amortized over its estimated book life) in order with GAAP. Accounting goodwill resulting from the purchase transaction should be amortized over a reasonable period not to exceed 40 years.

Cash

Reviewed process/reconciliation performed during 1997. Based on observations/testing, appears adequate. Customer checks are received by the Administrative Assistant, who then forwards to the project accountant, who endorses the checks, deposits and records entries.

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Recommendation.

To enhance controls and streamline the process, the administrative assistant should stamp the checks as received.

Accounts Receivables / Revenues

The auditors reviewed the process used to records project billings and revenue recognition. FPLS recognizes revenue using the percentage of completion method. As a conservative policy, FPLS recognizes 90% of total revenue on open projects and records the remaining 10% to a corresponding asset / liability (288,331 at 3/31/97). Assets and liabilities are overstated by the unrecognized + unbilled contract revenues, and revenues + expenses are not properly matched.

Recommendation -

The intention to be conservative should be incorporated into the percentage of completion's method of estimating gross profit by decreasing the gross profit variable, resulting in the elimination of inappropriate recording of assets / liab.

Corrective action will be taken 6/30/97

Accrued Expenses / Subcontractor Costs

Project costs are based on contractor invoice receipt rather than accruing in accordance with GAAP. Costs are accrued at year end.

1) As the company grows to a more material level of financial activity, monthly accruals will be necessary.

2) The account title 'accrued expenses' be changed to "construction costs payable" to reflect the type of activity.

Mr. Hareef will consider monthly accruals when there is more material expenses. Mr Berardinelli concurs with account title will correct 6/20/97.

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Segregation of Duties

The controller has input capabilities to the Timberline computer application and serves as the security access administrator for Timberline. He assigns/deletes passwords for users.

The person responsible for granting/denying access to the system should not have input/change capabilities.

Correction will be taken by 6/30/97.

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: AFA
FROM: _____ (AUDIT MANAGER) Diana M Rodriguez (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 24 DATE OF REQUEST: 10/20/97
AUDIT PURPOSE: _____

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 10/23/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1) Provide a breakdown of the Fixed Assets 1996 - $110,321 and any other additions through 1997.

2) were any of these obtained from AFA Utilities? If so, provide specific amount and valuation method.

CONFIDENTIAL

TO: AUDIT MANAGER Ruth Young DATE: 10-22-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) 1 & 2 IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill - Reg Cond
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

10-24

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: _____ (AUDIT MANAGER) Iliana H Piedra (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 29 DATE OF REQUEST: 11/4/97
AUDIT PURPOSE: _____

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11-7-97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1 Provide calculations for the $22,720 - 1996
2 $ 60,691 - 1997
3 Lease

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TO: AUDIT MANAGER Iliana Piedra DATE: 11-5-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☐ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☒ AND IN MY OPINION, ITEM(S) 1 IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg. Coord.
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
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Pink: Audit File Copy
Canary: Utility Retain

10-29

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: ~~GPL~~
FROM: _____ (AUDIT MANAGER) Iliana H Piedra (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 32 DATE OF REQUEST: 11/5
AUDIT PURPOSE: _____

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: ~~11/10~~ 11/12 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☒ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1) Provide a breakdown of the Operating Expenses
$ 497,237 - 1996 and 1997 by account.

2) Are any of these expenses related to charges
incurred as a result of GPL Utility providing
services. If so provide specifics
of type of allocation.

CONFIDENTIAL

TO: AUDIT MANAGER Ruth Young DATE: 11-13-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) 1 IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM).

S. Hill Reg Cond.
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

10-32

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY:
FROM: _____ (AUDIT MANAGER) Iliana H Piedra (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 33 DATE OF REQUEST: 11/5
AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11/12 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1) Provide a breakdown of fixed assets 1996 - $ 80,561 and any additions through 1997.

2) were any of these obtained from FPL Gulfy? If so, provide specific amount and valuation methods.

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TO: AUDIT MANAGER Iliana Piedra DATE: 11-12-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) H 1 IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg. Affairs
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

10-33

PSC/AFA-6 (Rev.2/95)

(Please Use Ball Point Pen - Press Hard)

FLORIDA PUBLIC SERVICE COMMISSION
DOCUMENT / RECORD REQUEST

TO: Sally Hall
UTILITY: FPL
FROM: Iliana H Piedra → _____
(AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 34 DATE OF REQUEST: 11/14
AUDIT PURPOSE: _____
REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY 11/19 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ◯ INCIDENT TO AN INQUIRY ◯ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1) Provide Schedule for Fixed assets $ 323,678.62, (A)
2) Provide Schedule for Other Investments (Energy's Equipment. $ 42,644. (B)
3) Please explain why FPL Services balance at 11/96 (C) is used in the attached cons Trial Balance.

TO: AUDIT MANAGER Ruth Young DATE 11-20-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ✓ HAS BEEN PROVIDED TODAY

(2) ◯ CANNOT BE PROVIDED IN THREE (3) WORK DAYS BUT WILL BE MADE AVAILABLE BY _____

(3) ◯ AND IN MY OPINION THIS MATERIAL IS PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. I UNDERSTAND THAT TO OBTAIN TEMPORARY CONFIDENTIAL HANDLING A NOTICE OF INTENT MUST BE FILED WITH THE DIVISION OF RECORDS AND REPORTING TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE COMMISSION STAFF HAS OBTAINED THE MATERIAL (OR IN THE CASE OF MATERIAL OBTAINED DURING THE COURSE OF AN AUDIT, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE) FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING, REFER TO RULE 25-22.006 F.A.C.

(4) ◯ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hall - Reg Coord.
SIGNATURE AND TITLE OF RESPONDENT

DISTRIBUTION:
Original: Utility Complete and Return to Auditor Pink: To FPSC Analyst Goldenrod: Audit File Copy Canary: Utility Retain

PSC/AFA-6 (Rev. 7/90)

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Prior Audit up

surveillance - 12/96

5/9/97

PBC

FPL Energy Services
Consolidated - Trial Balance
12/31/96

Description	FPL Account	FPL Services 11/96 Current Activity A	FPL Services 11/96 Current Balance B	FPL Engy Svcs 12/96 Current Activity C	FPL Engy Svcs 12/96 Current Balance D	FPL Engy Svcs Consol. 12/96 Current Activity E	FPL Engy Svcs Consol. 12/96 Current Balance F
Energy Management System	121100		111,894.85	-	323,678.62	111,894.85	435,573.4
ce Furniture & Equipment	121300					-	-
Accumulated Depreciation	122100		(29,333.75)	(2,683.73)	(280,834.38)	(32,017.48)	(310,168.1
Accumulated Depreciation	122300					-	-
Investment in JV	123100			(838,871.68)	0	(838,871.68)	-
Cash	131000		1,916.88			1,916.88	1,916.8
Accounts Receivable Customers	142000		1,737,971.31	317,148.45	358,348.45	2,055,119.76	2,096,319.7
A/R Enersys Contracts	142105			(16,850.00)	556,500.00	(16,850.00)	556,500.0
Deferred Revenue	143100		539,170.65			539,170.65	539,170.6
Allowance for Doubtfull Account	144000			-	(2,845.91)	-	(2,845.9
Accounts Receivable FPL	146950		-			-	-
Prepayments	165000		1,688.06			1,688.06	1,688.0
Accounts Receivable Other	171000			(7,890.54)	558.85	(7,890.54)	558.8
Other Deferred Debit	186100		340,067.49	53,227.44	53,227.44	393,294.93	393,294.9
Purchased Contracts	186100		555,001.24			555,001.24	555,001.2
Capital Stock	201000				(1.00)		(1.0
Paid In Capital	211000		(838,312.00)	838,312.00	(2,136,809.13)		(2,975,121.13
Retained Earnings	216000		(15,235.71)		2,102,328.50		2,102,328.5
Accounts Payable - Other	232100		(1,113,994.72)	(11,037.61)	(11,037.61)	(1,125,032.33)	(1,125,032.33
Accounts Payable - FPL	234000			(436,596.38)	(703,783.85)	(436,596.38)	(703,783.85
Accrued Taxes Federal Income	236100			55,505.00	24,126.21	55,505.00	24,126.21
Accrued Taxes State Income	236110			937.00	1,176.26	937.00	1,176.26
Misc Current & Accrued Lia	242100		(1,290,834.30)	13,361.61	(10,221.20)	(1,277,472.69)	(1,301,055.50
Deferred Gains Enerysys Cont's	253005			2,509.49	(81,835.91)	2,509.49	(81,835.91
Deferred Interest Enerysys Cont's	253015			4,845.00	(89,579.00)	4,845.00	(89,579.00
Federal Deferred taxes Pay	282120			(69.00)	7,930.06	(69.00)	7,930.06
ral Deferred Non Reg Depr	282196			105.00	4,964.92	105.00	4,964.92
State Deferred taxes Pay	282220			(12.00)	1,321.36	(12.00)	1,321.36
State Deferred Non Reg Depr	282296			17.00	826.43	17.00	826.43
Taxes Other than Income	408245	(664.66)	32,403.47		3,661.00	(664.66)	2,996.34
Federal Income Taxes	409100				226,887.00		226,887.00
State Income Taxes	409110				38,238.00	-	38,238.00
Federal Income Taxes Non Reg	409200			(5,638.00)	342,013.00	(5,638.00)	342,013.00
State Income Taxes Non Reg	409210			(937.00)	58,223.00	(937.00)	58,223.00
Federal Deferred taxes	410103			69.00	(220,092.00)	69.00	(220,092.00)
State Deferred taxes	410153			12.00	(37,544.00)	12.00	(37,544.00)
Prov Federal Deferred Non Reg	410213			(105.00)	(298,966.00)	(105.00)	(298,966.00)
Prov State Deferred Non Reg D	410			(17.00)	(50,952.00)	(17.00)	(50,952.00)
Gain Enersys Contracts reg	411			(209.00)	(5,814.00)	(209.00)	(5,814.00)
Revenue	415600	(664.66)	(5,306,329.78)	(341,400.00)	(539,529.00)	(964,900.00)	(1,163,029.00)
Expenses	415600	461,777.75	3,821,272.33	313,503.62	370,536.51	777,281.37	834,314.26
Revenue Non Utility	417000						
Expenses Non Utility Operations	417110	142,362.18	1,081,779.75	63,429.20	346,608.28	205,791.38	488,970.46
Bus Meals- Non Utility Operatio	417111	2,789.02	38,696.80	3,796.89	18,060.98	6,585.91	20,850.00
Mid-Market Sales & Exp	417125						
Bus Meals-Mid-Market	417126						
Depreciation	417140			2,683.73	32,204.76	2,683.73	32,204.76
Equity in Earnings JV FPL Servi	418150				(237,386.68)	-	(237,386.68)
nterest Income - Enersys	419005			(4,845.00)	(68,369.00)	(4,845.00)	(68,369.00)
nte. st Income - Other	419010				(65,829.25)	-	(65,829.25)
Gain On Enersys Contracts non	421155			(2,300.49)	(30,189.71)	(2,300.49)	(30,189.71)
Gen Expenses	930200				200.00		200.00
(Income) Loss		(15,235.71)	(332,177.43)	28,042.95	(118,039.11)	12,807.24	(133,274.82)
Total Trial Bal.		(15,235.71)	(332,177.43)	(0.00)	(0.00)	(0.00)	(0.00)

CONFIDENTIAL

EA - 1376229.18

10-34p27

FPL Energy Services, Inc.
Consolidated Balance Sheet
December 31, 1996

CONFIDENTIAL

ASSETS

Cash	$	1,917
Accounts Receivable Trade (Net)		2,093,474
Unbilled Revenue		539,171
Interest Receivable		559
Prepaid Expenses		1,688
Total Current Assets		2,636,808
Net Fixed Assets		82,561
Other Investments (Enersys Equipment)		42,844
Enersys Contracts Receivable		556,500
Purchased Contracts		555,001
Deferred Costs		393,295
	$	4,267,010

LIABILITIES AND SHAREHOLDERS EQUITY

Accounts Payable - Associated Cos.	$	703,784
Accounts Payable - Trade		1,125,032
Accrued Liabilities		1,301,056
Income Taxes Accrued		(25,302)
Total Current Liabilities		3,104,569
Deferred Gains		81,836
Deferred Interest		89,579
Accumulated Deferred Income Taxes		(15,043)
Total Liabilities		3,260,941
Common Stock		1
Paid In Capital		2,975,121
Retained Earnings		(1,969,054)
Total Shareholders Equity		1,006,068
	$	4,267,010

CONFIDENTIAL

10-34p393

OCT 08 '97 01:30PM FPL SERVICES

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: G. T. C.
FROM: Ruth Young (AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 35 DATE OF REQUEST: 11/17/97
AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11/20/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

(1) Please provide the same information requested in #30 for the following employees

~~Jeff Womble~~
Andy Kinkard
Linda Reilman

(2) Also include these employees in the interview schedule

(3) Provide interpretations for the work order #'s as we discussed.

TO: AUDIT MANAGER Ruth Young DATE: 11-19-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☐ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg. Affairs
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

10-35 p.1

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Ruth Young
(AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 36
DATE OF REQUEST: 11/12/97

AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11/20/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide copies of bills for the customers listed below for Jan 97, April 97, & Sept 97

Wrong bills used for customer bills

FPL Energy Service Customers

1 ✓ Byron Hall

2 X ✓ Ocean Manor Resort

3 ✓ Jefferson Center

4 ~~X Sears + Roebuck~~ ⊘

CONFIDENTIAL

FPL Service Customers

5 ~~John Knox Village~~

6 ✓ North Broward Hospital District

TO: AUDIT MANAGER Ruth Young DATE: 11-21-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEC ATTACHED MEMORANDUM)

S. Hill - Reg Coord.
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

p/o r

10-36.

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Ruth Young
(AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 36
DATE OF REQUEST: 11/12/97

AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11/20/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide copies of bills for the customers listed below for Jan 97, April 97, & Sept 97

FPL Energy Services Customers

1 ✓Byron Hall
2 ✓Ocean Manor Resort
3 ✓Jefferson Center
4 Sears + Roebuck

FPL Services Customers

5 John Knox Village
6 ✓North Broward Hospital District

CONFIDENTIAL

TO: AUDIT MANAGER Ruth Young DATE: 11-21-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY CIS II bills 11-24-97

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill - Reg Coord.
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

pg 2 of 10-36p2

PSC/AFA-6 (Rev.2/95)

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY:
FROM: Ruth Young
(AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 37
AUDIT PURPOSE:

DATE OF REQUEST: 10/19

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 10/24 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide answers to the attached Q's re line items billing.

Need to know why Suwannee Cty is being line item billed as of Nov 96

TO: AUDIT MANAGER Ruth Young DATE: 11-21-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg Coord
(SIGNATURE AND TITLE OF RESPONDENT)

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

10-37 p1 of 2

PSC/AFA-6 (Rev. 2/95)

REQUEST NO. 37 (37)

Per a letter written by FPL on August 13, 1996 to the FPSC, FPL said that FPL Services would not enter into any additional contracts which involve billing for service on FPL utility bills for electric service. At that time four contracts existed. FPl also said this would not pertain to contacts with the federal government.

In answer to request 18, you provided us with a list of six FPL utility customers who were being billed with a separate line item for DSM. Three of these are Federal Government customers. The other three are Florida Institute of Technology, Embry Riddle Aeronautical Univ., Suawnee Country Schools.

If these three were part of the original four contracts that existed at August 13, 1996, provide documentation the bills to these customers for the months of April, May and June 96. If not part of the original four, explain why they are being billed separately for the contracts with FPL Energy Services or FPL Services.

CONFIDENTIAL

10-37p29

(Please Use Ball Point Pen - Press Hard)

FLORIDA PUBLIC SERVICE COMMISSION
DOCUMENT / RECORD REQUEST

TO: Sally Heil

UTILITY: FPL

FROM: _____ (AUDIT MANAGER) Iliana H Piedra (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 38 DATE OF REQUEST: 11/20/97

AUDIT PURPOSE: _____

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY 11/25/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ◯ INCIDENT TO AN INQUIRY ◉ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1. ✓ 1) Explain the status of the office furniture for the
2. field personel.
3. ✓ 2) What insurance is the $5,250 related to? (Reverted)
4. 11/21 Provide general liability policy.
5. 3) Provide payroll billing for December 1996. (with detail
6. of all type of charges)

TO: AUDIT MANAGER Ruth Young DATE 12.2.97

CONFIDENTIAL

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ✓ HAS BEEN PROVIDED TODAY

(2) ◯ CANNOT BE PROVIDED IN THREE (3) WORK DAYS BUT WILL BE MADE AVAILABLE BY _____

(3) ✓ AND IN MY OPINION THIS MATERIAL IS PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. I UNDERSTAND THAT TO OBTAIN TEMPORARY CONFIDENTIAL HANDLING A NOTICE OF INTENT MUST BE FILED WITH THE DIVISION OF RECORDS AND REPORTING. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE COMMISSION STAFF HAS OBTAINED THE MATERIAL (OR IN THE CASE OF MATERIAL OBTAINED DURING THE COURSE OF AN AUDIT, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE) FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING, REFER TO RULE 25-22.006 F.A.C. Item No. 3

(4) ◯ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg Coord
SIGNATURE AND TITLE OF RESPONDENT

10-38 P.1

DISTRIBUTION:
Original: Utility Complete and Return to Auditor Pink: To FPSC Analyst Goldenrod: Audit File Copy Canary: Utility Retain

PSC/AFA-6 (Rev. 7/90)

(Please Use Ball Point Pen - Press Hard)

FLORIDA PUBLIC SERVICE COMMISSION
DOCUMENT / RECORD REQUEST

TO: Sally Hill
UTILITY: FPL
FROM: _____ (AUDIT MANAGER) Iliana A Piedra (AUDITOR PREPARING REQUEST)
REQUEST NUMBER: 39 DATE OF REQUEST: 11/20/97
AUDIT PURPOSE: _____
REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY 11/25/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ◯ INCIDENT TO AN INQUIRY ◉ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

1,2 1) Have you been charged for any Internal audit costs? If so provide documentation.

3,4 2) Provide source documentation for FPL invoice for training $1,610. - 6/30/96. (LDS)

5,6,7 3) Provide sarce documentation for FPL invoices for Legal expenses 10/31/96 $3,215.52
11/21 12/31/96 4,367.14

CONFIDENTIAL

TO: AUDIT MANAGER Buddy Shafer DATE 12-1-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ◯ CANNOT BE PROVIDED IN THREE (3) WORK DAYS BUT WILL BE MADE AVAILABLE BY _____

(3) ◯ AND IN MY OPINION THIS MATERIAL IS PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. I UNDERSTAND THAT TO OBTAIN TEMPORARY CONFIDENTIAL HANDLING A NOTICE OF INTENT MUST BE FILED WITH THE DIVISION OF RECORDS AND REPORTING. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE COMMISSION STAFF HAS OBTAINED THE MATERIAL (OR IN THE CASE OF MATERIAL OBTAINED DURING THE COURSE OF AN AUDIT, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE) FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING, REFER TO RULE 25-22.006 F.A.C.

(4) ◯ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg Affairs
SIGNATURE AND TITLE OF RESPONDENT

10-39 p. 1

DISTRIBUTION:
Original: Utility Complete and Return to Auditor Pink: To FPSC Analyst Goldenrod: Audit File Copy Canary: Utility Retain

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Ruth Young (AUDIT MANAGER) _____ (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 42 DATE OF REQUEST: 12/1/97
AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 12/3/97 (DATE)

REFERENCE RULE 25-22.006. F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☒ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

(1) Describe the methodology FPL used to come up with the fixed distribution as in response to our prior request for fixed distribution @ 9/26/97 q.a. 27 explain.

(2) Describe the documentation available for the methodology used by FPL.

(3) How did you come up with the 70 from current fixed payroll distribution & the attached sheet for No. (83), (84) and also [illegible] Willing + Larry Lasseter

TO: AUDIT MANAGER Ruth Young DATE: 12-2-97

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☒ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☐ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill Reg. Coord.
(SIGNATURE AND TITLE OF RESPONDENT)

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PSC/AFA-6 (Rev.2/95)

FL. PUBLIC SERVICE COM Fax:305-470-5806 Dec 1 '97 16:12 P.02

FPL Employees charging to FPL Energy Services, Inc./FPL Services
Request 17

payroll date 9/16/97

	Company	Employee	Business Unit	Title		Time
	~~FPL Energy Services~~	~~Frank Colasino~~	Sales & Marketing	~~Project Manager~~		80% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Blake Morrison~~	Sales & Marketing	~~C/I Specialist~~		80% from current fixed payroll distribution
(*)	~~FPL Energy Services~~	~~Winton E. Kelly, Jr.~~	C/I Customer Services	~~Account Manager~~		Based on actual hours spent on FPL Service Projects
77	FPL Energy Services	Patricia Cook	Sales & Marketing	Secretary	General Office	Based on actual hours spent on FPL Service Projects
78	FPL Energy Services	James Gill	Sales & Marketing	Product Manager	General Office	Based on actual hours spent on FPL Service Projects
79	FPL Services	Larry Nelson	Customer Service	C/I Specialist I	Brevard	Based on actual hours spent on FPL Service Projects
80	FPL Energy Services	Vern Beck	Sales & Marketing	C/I analyst	General office	Based on actual hours spent on FPL Service Projects
81	FPL Energy Services	Pat T. Maher	General Counsel	Environmental Specialist	Juno Beach	Based on actual hours spent on FPL Service Projects
82	FPL Energy Services	Ignacio B. Sarmiento	Human Resources	Right-of-Way Representative	Miami	Based on actual hours spent on FPL Service Projects
	~~FPL Energy Services~~	~~Susan Asair Meliene~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
83	FPL Energy Services	James F. Butcher	Sales & Marketing	Product Manager	General Office	10% from current fixed payroll distribution
	FPL Energy Services	~~Michael J. Whalin~~	Sales & Marketing	~~Product Manager~~		20% from current fixed payroll distribution
	FPL Energy Services	~~Ocisha J. Williams~~	Sales & Marketing	~~Manager Field Support(C/I)~~		10% from current fixed payroll distribution
87	FPL Energy Services	Kedric A. Bostic, Jr.	Sales & Marketing	C/I Specialist I	General Office	5% from current fixed payroll distribution
88 (10)	FPL Energy Services	Rebecca Chapman	Distribution	District Area Mgr-Distribution	Broward	Based on actual hours spent on FPL Service Projects
89	FPL Energy Services	Thomas Kunz	Customer Service	C/I Specialist II	Brevard	Based on actual hours spent on FPL Service Projects
	FPL Energy Services	~~Larry Lasater~~	Sales & Marketing	~~V.P. Sales & Marketing~~		8% from current fixed payroll distribution
87	FPL Energy Services	Martha Gonzalez	Customer Service	Customer Service Sys. Analyst	Gen. Office	Based on actual hours spent on FPL Service Projects
88	FPL Energy Services	Stephen Reed	Information Management	Systems Project Manger	General Office	Based on actual hours spent on FPL Service Projects
89	FPL Energy Services	Robert Steele	Information Management	Systems Integrator II	General Office	Based on actual hours spent on FPL Service Projects
	FPL Services	~~Richard Lopez~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
90	FPL Energy Services	G. B. Mass	Customer Service	Mngr Cust. Bill Accouting & Pay	G.O.	Based on actual hours spent on FPL Service Projects
91	FPL Energy Services	David Elford	Sales & Marketing	Market Planning Support	General Office	Based on actual hours spent on FPL Service Projects
92	FPL Energy Services	Eileen Kent	Information Management	Systems Program Manager	General Office	Based on actual hours spent on FPL Service Projects
93	FPL Energy Services	Jeffery Womble (*)	Customer Service	Major Account Manager	Brevard	Based on actual hours spent on FPL Service Projects
94	FPL Energy Services	E. J. Salem	Human Resources	Right-of-Way Representative	Broward	Based on actual hours spent on FPL Service Projects

95 (*) Winton, Kelly • MajorAcct Mgr. Broward
96 Kinard, Andy (*) • Major Acct. Mgr Broward
97 Reilman, Linda (*) • Major Acct Mgr I Broward

(*) Recently moved to distribution

(1) 2nd pg

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Ruth Young (AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 43 DATE OF REQUEST: 12/3/97
AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: See attached (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide answers to the attached request #3.

TO: AUDIT MANAGER Ruth Young DATE: 1-12-98

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☑ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☑ AND IN MY OPINION, ITEM(S) * IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

Sally Hill Reg Coord.
(SIGNATURE AND TITLE OF RESPONDENT)

* interviews with employees

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

PSC/AFA-6 (Rev.2/95)

10-43 p 1 of 4

REQUEST NO. 43

As I discussed with Sam Waters on December 2, 1997, we will start by interviewing 25 FPL employes from the list of 77. We will also go to their place of work so that they will not have to travel to us. When this is completed we will again assess our needs and determne whether to pursue the others on the list.

Attached is a list of 25 names. Please note that number 25 was supposed to be on our original list but somehow I omitted it. Please add, provide the time allocation for 9/26/97, title and location.

Iliana and I will be conducting the interviews (Kathy may possibly sit in on some).

We will be available on the following days:
Dec 15 PM only
December 16 &17 all day
December 18 in the AM only

December 22 and 23 (except not in Brevard)
December 29 and 30 (except not in Brevard)

January 5, 6, 7, 8 and 9 all day.

10-43 p294

COMPANY: FPL

TITLE: LIST OF EMPLOYEES TO INTERVIEW

PRIOR #	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME	DATE/TIME	LOCATION
1	4 Besley	Wayne	————	9/26/97	9/23/97		C/I Spec II	Ft. Laud Cust Serv		
2	5 Bloch	Peter	————	9/26/97			Maj Acc;t Mgr I	Brev Cust Svs-Comm		
3	10 Chapman	Rebecca	————	9/26/97	7/2/97		Distribution	Broward		
4	12 Cobb	Dave	————	9/26/97			Energ Mgt. Consult	Cent Fl Energ Mgt.		
5	25 Gill	Jim	————	9/26/97			CS Generalst Iii	Cust Programs		
6	27 Grealy	Ann	————	9/26/97	1/24/97		Dir.Rates&Tariff	General Office		
7	29 Hall	Terry	————	9/26/97	5/28/96		Maj Acct Mgr I	Ft.Laud Cust Serv		
8	33 Kelly	Winton	————	9/26/97			Maj Acct Mgr I	Ft. Laud Cust Serv		
9	34 Khoury	Michael	————	9/26/97	6/25/97	8/27/97	Maj Acct Mgr I	Brev Cust SErv-Comm		
10	35 Langley,	Dave	————	9/26/97	3/10/97		Sr. Maj Acct Mgr	Govt-C/I Admin		
11	36 Lasester	Larry	————	9/26/97			VP Sales & Mkt.			
12	37 Lehr	John	————	9/26/97	9/30/94		Maj Acct Mgr I	Brev Cust SErv-Comm		
13	39 Lyerly	Susan	jeanette	9/26/97	4/22/97	2/18/97	Maj Acct Mgr I	Miami		
14	40 Maestri	Hector	————	9/26/97	9/5/97		Maj Acct Mgr I	N Dade Cust Serv		
15	46 Morrison	Blake	————	9/26/97	7/10/97		C/I Specialiat I	C/I Marketing Field Supp		
16	54 Ponitz	Keith	————	9/26/97	7/10/97		Maj Acct Mgr I	Ft. Laud Cust Serv		
17	56 Quinn	Jim	————	9/26/97			Maj Acct Mgr I	Govt C/I admin		
18	58 Romig	Steve	————	9/26/97	2/18/97		Area Mgr Comm	Ft. Laud Cust Serv		

10-98394

COMPANY: FPL

TITLE: LIST OF EMPLOYEES TO INTERVIEW

	PRIOR #	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME	DATE/TIME	LOCATION
19	60	Samil	Dilek	———	9/26/97			Treasurer	Juno Beach		
20	62	Schmidt	Kathy	———	9/26/97	4/7/97		Cust Svc Field I	Ft. Laud Cust Serv		
21	66	Sturmer	M.M	———	9/26/97	10.17.96		RiskMgmt Anal	Juno Beach		
22	75	Wright	Joycelyn	———	9/26/97	5/16/97		Cust Svc Field I	Ft. Laud Cust Serv		
23	83	Butcher	James F.		9/26/97			Product Mgr.	Sales & MKT		
24	97	Reilman	Linda		9/26/97			Maj Acc't Mgr I	Broward		
25	new	LLera,	Ralph A.		9/26/97						

10-43-94

(Please Use Ball Point Pen - Press Hard)

FLORIDA PUBLIC SERVICE COMMISSION
DOCUMENT / RECORD REQUEST

TO: Sally Hill
UTILITY: FPC
FROM: Ruth Young (AUDIT MANAGER) _____ (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 49 DATE OF REQUEST: 1/6/98

AUDIT PURPOSE: _____

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY ASAP (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE:
- ◯ INCIDENT TO AN INQUIRY
- ◯ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide documentation for fixed allocations to Larry Lawton as discussed in meeting on 1/5/98

TO: AUDIT MANAGER Ruth Young DATE 1-8-98

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ✓ HAS BEEN PROVIDED TODAY

(2) ◯ CANNOT BE PROVIDED IN THREE (3) WORK DAYS BUT WILL BE MADE AVAILABLE BY _____

(3) ◯ AND IN MY OPINION THIS MATERIAL IS PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. I UNDERSTAND THAT TO OBTAIN TEMPORARY CONFIDENTIAL HANDLING A NOTICE OF INTENT MUST BE FILED WITH THE DIVISION OF RECORDS AND REPORTING. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE COMMISSION STAFF HAS OBTAINED THE MATERIAL (OR IN THE CASE OF MATERIAL OBTAINED DURING THE COURSE OF AN AUDIT, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE) FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING, REFER TO RULE 25-22.006 F.A.C.

(4) ◯ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

S. Hill
SIGNATURE AND TITLE OF RESPONDENT

DISTRIBUTION:
Original: Utility Complete and Return to Auditor Pink: To FPSC Analyst Goldenrod: Audit File Copy Canary: Utility Retain

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Rbc

CONFIDENTIAL

FPL Energy Services, Inc.
Customer List 1997 (42)

Request 18
Part 1

A

Byron Hall
Lynn University
Deering Hospital
Jupiter Convalescence Pavilion
Ocean Manor Resort
Patrician Condominium
5600 Collins Bldg (Harbour Realty)
Jefferson Center
Boca Raton Convalescence Center
Sears & Roebuck

FPL Services
Customer List 1997 (42)

B

United States Postal Service
Suawanee County Schools
VA Hospital/ Lake City
Cape Canaveral Hospital
Hendry County Schools
Patrick Air Force Base
Cape Canaveral Air Station
John Knox Village
North Broward Hospital District
Sarasota County Government
General Services Administration
Seminole County Correctional
NASA
Walgreens
Dade County Public Schools

Enersys
C
No Customers

For test of customers to determine whether they are receiving line item billing See 42-1/2 42-1/3 & 42-1/4

42-1/1 p. 1

CONFIDENTIAL

OCT 21 '97 05:38PM FPL SERVICES

yes one from Kelly

PSC

request 18 part 2

CONFIDENTIAL

FPL Energy Services, Inc./ FPL Services
Utility Bill DSM charges

Request 18
Part 2

42-3 Fed Gov United States General Services Administration
42-2 Fed Gov. U S Government Department of Air Force (Patrick Air Force Base)
42-4 Florida Institute of Technology
42-5 Embry Riddle Aeronautical University
42-6 Fed Gov. U S Veterans Administration Hospital/ Lake City
42-7 Suwanee County Schools

List of Customers getting line item billing

See 42-1 for further conclusion as to whether these customers should be getting line item billing.

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2

P. 1

REQUEST NO. 37

Per a letter written by FPL on August 13, 196 to the FPSC, FPL said that FPL Services would not enter into any additional contracts which involve billing for service on FPL utility bills for electric service. At that time four contracts existed. FPI also said this would not pertain to contacts with the federal government.

In answer to request 18, you provided us with a list of six FPL utility customers who were being billed with a separate line item for DSM. Three of these are Federal Government customers. The other three are Florida Institute of Technology, Embry Riddle Aeronautical Univ., Suawnee Country Schools.

If these three were part of the original four contracts that existed at August 13, 1996, provide documentation the bills to these customers for the months of April, May and June 96. If not part of the original four, explain why they are being billed separately for the contracts with FPL Energy Services or FPL Services.

Conclusion:

1) Federal Gov't Customers are allowed per letter to PSC

2) Suanee County Schools started line item billing in Nov. 1996 after the Aug 13 1996 date however, they entered into the Contract prior to August 13, 1996 Staff reviewed K + noted the date before Aug 13 + the P in the K discussing line item billing (X) per Co personnel (42-1 / 3-1)

CONFIDENTIAL

2 3) For Fl. Institute of Tech + Embry Riddle staff requested copies of bills prior to Aug 13, 1996 for May + Jun 96 - All these showed that these customers were receiving line item billing prior to the FPL Aug 13, 1996 letter. 42-8

5) It appears that FPL is complying with their own letter agreement 42-1 / 3 p.1

4) I also requested copies of bills for customers that should not be getting line item bills. I was supplied w/ copies of bills from FPL Services for work done; as 42-1 / 3 they are being billed directly from Serv - Should not be on monthly bill

RBC

November 20, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 37

Attached are the bills requested for April, May and June 1996.

Suawnee County Schools was not on billing for service until November, 1996.

Contract prior to August signed.

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3-1

P.1

YDC

November 20, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 37

As requested, a copy of the contract between FPL and Suawnee County Schools is attached. Bills that include the DSM service charge did not begin until November, 1996.

P about first item billing on Page 4 of K
P 3.4

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3-1
T

Page 14

CONFIDENTIAL

MASTER AGREEMENT
FOR
DEMAND SIDE MANAGEMENT AND ENERGY EFFICIENCY SERVICES
WITH
FPL SERVICES

Feb 96

THIS MASTER AGREEMENT (this "Agreement") is made and entered into as of the 14 day of ~~January~~, 1996 (the "Effective Date"), by and between FPL SERVICES (the "Company") and SUWANNEE COUNTY SCHOOL BOARD (the "Customer") (the Company and the Customer each being referred to herein individually as a "Party" and collectively as the "Parties"), with reference to the following:

RECITALS

A. The Company is in the business of providing demand side management services for customers of Florida Power & Light Company ("FP&L") pursuant to a Company initiated program known as the Energy Efficiency Services Program (the "Program");

B. The Customer has agreed to participate in the Program by considering the furnishing and upgrading of its facilities with energy efficient equipment and systems in order to achieve potential electric demand and energy savings; and

C. Pursuant to this Agreement, the Parties wish to set forth their understanding concerning certain energy efficiency services (the "Services") to be provided by the Company to the Customer
under the Program.

NOW, THEREFORE, in consideration of the mutual promises and agreements set forth herein, the Parties, intending to be legally bound, hereby agree as follows:

ARTICLE 1 - SCOPE OF AGREEMENT AND TERM

1.1 Scope. Subject to the terms and conditions of this Agreement, the Company shall furnish, and the Customer shall purchase and receive, Services requested by the Customer from time to time with respect to certain specified facilities of the Customer (each, a "Service Location") and with respect to specific Energy Conservation Opportunities (each, an "ECO") identified at a Service Location. The Services to be furnished by the Company with respect to each Service Location and with respect to ECOs identified at a Service Location shall be set forth in a supplement to this Agreement (each, a "Supplemental Agreement") which will be mutually agreed upon and executed by both Parties prior to the Company commencing work at any designated Service Location. Each Supplemental Agreement (a form of which is attached as Exhibit A to this Agreement) shall cover one or more Service Locations of the Customer and shall consist of the following forms and schedules:

Form of Supplemental Agreement
Schedule A - Specification of Service Location(s)
Schedule B - Form of Audit Request
Schedule C - Form of Agreement for Feasibility Study
Schedule D - Form of Engineering and Design Order
Schedule E - Form of Construction and Implementation Order
Schedule F - Form of Certificate of Final Acceptance
Schedule G - Form of Payment Agreement

Upon execution of a Supplemental Agreement or any Schedule thereto by the Parties, such Supplemental Agreement or Schedule shall be binding upon the Parties and shall be incorporated herein by reference as part of this Agreement. In the event of any conflict between this Agreement and a Supplemental Agreement or Schedule thereto, the terms and provisions of this Agreement, as amended from time to time, shall control, and in the event of any conflict between or among a Supplemental Agreement and the Schedules thereto, the document of the latest date mutually agreed upon by the Parties shall control.

1.2 Term. This Agreement shall commence upon the Effective Date and shall continue in effect indefinitely until written notice of termination by either Party in accordance with the provisions of Article 14 hereof; provided that upon such written notice of termination, portions of this Agreement and of one or more Supplemental Agreements previously entered into by the Parties may remain in effect as set forth in Article 14.

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Pg 1 of 14

P.2

NOV 20 '97 04:31PM FPL SERVICES

ARTICLE 2 - ENERGY AUDIT AND FEASIBILITY STUDY

2.1 Initiation of Audit. From time to time upon the request of the Customer, the Company will meet with the Customer's energy personnel to identify Service Locations to be included in a Company assisted energy efficiency audit. The Parties will agree upon mutually acceptable audit procedures and schedules, identify energy savings technologies to be reviewed, determine the payback criteria desired by the Customer with respect to new installations, and agree upon other matters with respect to the audit, all as set forth in a Supplemental Agreement entered into by the Parties at such time, which shall include an executed Schedule A (Specification of Service Location(s)) and an executed Schedule B (Audit Request). All of the Services to be provided by the Company in performing or assisting in such audit shall be performed by the Company at no cost to the Customer in accordance with the terms and conditions of such Supplemental Agreement and Schedules.

2.2 Audit Report. Upon completion of an audit conducted by the Parties pursuant to Section 2.1, the Company shall submit to the Customer an audit report (an "Audit Report") identifying potential ECOs, if any, at the Customer's Service Location(s) which the Company believes may be cost effective to implement and which may meet the Customer's payback criteria, as set forth in the Audit Request. The Company shall designate in the Audit Report those ECOs, if any, for which it recommends that a detailed feasibility study be performed, and the Customer shall have thirty (30) days from receipt of the Audit Report to notify the Company whether the Customer wishes to receive a feasibility study proposal from the Company concerning such ECOs. If the Customer fails to request such a proposal within the thirty (30) day period, the Company's obligations under the Supplemental Agreement covering the Service Location(s) of the audit shall terminate, without further liability of either Party thereunder. If the Customer requests a feasibility study proposal within such period, then the Company shall submit such a proposal to the Customer, which shall include a designation of the Services to be provided, the technologies to be included in the study and the compensation to be paid to the Company for such Services. The proposal also shall include a completed Schedule C (Agreement for Feasibility Study) of the Supplemental Agreement, to be executed by the Customer and returned to the Company within thirty (30) days of the Customer's receipt of the proposal. If the Customer fails to execute and return to the Company the Schedule C within such period, the Company's obligations under the Supplemental Agreement shall terminate, without further liability of either Party thereunder. If the Customer executes and returns the Schedule C, then the Company shall perform the feasibility study in accordance with the terms thereof.

2.3 Feasibility Report. Pursuant to a feasibility study performed by the Company as set forth in Section 2.2, the Company shall recommend ECOs for implementation at the Service Location(s) surveyed based on a life-cycle cost analysis and estimated energy savings for each ECO. The Company shall prepare and submit to the Customer a written report (a "Feasibility Report") specifying each recommended ECO and providing for each an estimate of (a) the expected implementation cost, (b) the anticipated life-cycle cost savings, and (c) the estimated timing for implementation, all of which shall be estimates only, based on the Company's reasonable assumptions. In the case of each ECO examined in a Feasibility Report, the Company shall provide sufficient information to determine whether the Customer's payback criteria described in Schedule C (Agreement for Feasibility Study) of the Supplemental Agreement are expected to be met based on the Company's estimates. Subject to the provisions of Schedule C, if the Feasibility Report submitted by the Company does not identify at least one potential ECO which meets the Customer's agreed upon payback criteria, the Customer shall be under no obligation to pay the Company for the Feasibility Report.

2.4 Engineering and Design Order. The Customer shall have thirty (30) days following receipt of a Feasibility Report to determine if it wishes to proceed with the implementation of any or all of the ECOs recommended by the Company and to supply the Company with a list of the ECOs approved for further action by the Company. If the Customer fails to supply the Company with a list of such approved ECOs within such thirty (30)-day period, the Company's obligations under the applicable Supplemental Agreement shall terminate, without further liability of the Company, and the Customer shall pay the Company for the feasibility study in accordance with the provisions of Schedule C of the Supplemental Agreement (subject to the terms and conditions thereof). If, however, the Customer wishes to proceed with the implementation of one or more ECOs and provides the Company with a list of approved ECOs in accordance with the foregoing, the Company shall provide the Customer with a proposal to develop the design and detailed cost estimate for each approved ECO, which proposal shall include all Services to be performed by the Company in order to quote a definitive fixed price for the installation of each such approved ECO and the

compensation to be paid to the Company for such Services. The proposal also shall include a completed Schedule D (Engineering and Design Order) of the Supplemental Agreement, to be executed by the Customer and returned to the Company within thirty (30) days of the Customer's receipt of the proposal. If the Customer fails to execute and return to the Company the Schedule D within such period, the Company's obligations under the applicable Supplemental Agreement shall terminate, without further liability of the Company, and the Customer shall pay the Company for the feasibility study in accordance with the provisions of Schedule C of the Supplemental Agreement. If the Customer executes and returns the Schedule D, then the Company shall perform engineering and design services in accordance with the terms thereof.

ARTICLE 3 - DESIGN AND INSTALLATION

3.1 Design Services and Estimate. Unless otherwise set forth in Schedule D, the Company shall prepare and develop, or cause to be prepared and developed, designs, specifications and installation drawings for each approved ECO identified in Schedule D and shall prepare, through solicitation of bids or otherwise, a detailed cost estimate and proposed implementation schedule for each such ECO. The Company shall coordinate its design and engineering work with the Customer's energy personnel, and a joint technical review shall be conducted with the Customer, as set forth in Schedule D, when the design documents are approximately 35% and 95% complete. Designs and specifications shall comply with all applicable codes, standards, regulations and permits (if any) and shall be available for inspection by the Customer at any time during normal business hours upon reasonable advance notice. Upon the completion of design and development of a final cost estimate for each approved ECO, the Company shall submit to the Customer a design document (a "**Design Document**") and fixed-price installation proposal (an "**Installation Price Proposal**"), as set forth in Schedule D of the Supplemental Agreement.

3.2 Construction and Implementation Order. If, on the basis of the Company's submission, the Customer wishes to proceed with the installation and construction of one or more ECOs in accordance with the Design Document and Installation Price Proposal, the Customer shall notify the Company thereof within thirty (30) days of the receipt of such submission, and the Parties shall thereupon complete and execute a Schedule E (Construction and Implementation Order) of the Supplemental Agreement providing for such work. The Schedule E shall include the Services to be performed by the Company and the price to be paid by the Customer with respect to each such installed ECO. Prior to executing a Schedule E, the Company will consult with the Customer regarding the selection of any third party contractors to be retained by the Company to perform installation or construction work at the Customer's Service Location(s) (each, an "**Implementation Contractor**"), and the Company shall not select an Implementation Contractor to which the Customer has a reasonable objection (provided, however, that any increased cost resulting from the need to select an alternative Implementation Contractor shall be borne by the Customer). If the Customer does not wish to proceed with the installation of any ECO in accordance with the Design Document and Installation Price Proposal, or if the Parties fail to complete and execute a Schedule E within thirty (30) days following the date of the submission of the Design Document and Installation Price Proposal to the Customer, then the Company's obligations under the applicable Supplemental Agreement shall terminate, without further liability of the Company, and the Customer shall pay the Company for its Services in accordance with the provisions of Schedule D of the Supplemental Agreement. If the Customer elects to proceed with an ECO and the Parties enter into a Schedule E in accordance with the foregoing, then the Company shall provide construction and installation services in accordance with the provisions thereof.

3.3 Elimination of Schedules. Notwithstanding any provision in this Agreement to the contrary, the Parties may elect, by mutual agreement, to eliminate and forego any of the steps outlined above and set forth in Schedules B, C, and D of the Supplemental Agreement; and, in lieu thereof, the Parties may agree to enter directly into a Schedule E (Construction and Implementation Order) on the basis of a fixed price proposal for one or more ECOs submitted by the Company to the Customer for the Service Location(s) set forth in Schedule A. Such an election may occur, for example, in the case of a standard ECO identified by the Company in an Audit Report, which is of such a nature that it does not require a feasibility study or design and engineering services in order for the Company to provide an estimate and quote a fixed-price proposal, or in order for the Customer to request that the ECO be implemented. In such a case, a Supplemental Agreement may consist of some but not all of the Schedules listed in Section 1.1 of this Agreement, and, upon entering into a Schedule E of the Supplemental Agreement, the Parties shall be deemed to have waived the preceding provisions of this Agreement which are no longer applicable.

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3.4 Financing. As set forth in Schedule E of the Supplemental Agreement, the Company may, if the Customer meets the Company's credit criteria, provide the Customer the option of obtaining Company furnished financing for installed ECOs, in which case the Customer shall compensate the Company for its Services with respect to such installed ECOs by means of a Service Charge to be added to the Customer's monthly utility bill from FP&L for a period of time (the "Payback Period") agreed to by the Parties. If offered by the Company and requested by the Customer, the terms and conditions of such Company furnished financing, including the amount of the monthly Service Charge and term of the Payback Period, shall be agreed to by the Parties and set forth in a Schedule G (Payment Agreement) of the Supplemental Agreement, which shall be executed by the Customer and returned to the Company concurrently with the execution and return of Schedule E (Construction and Implementation Order) of the Supplemental Agreement. The Customer acknowledges and agrees that the Company, without the Customer's consent, may transfer or assign, for financing purposes, to one or more assignees, all or any part of the Company's right to receive payments under any Schedule G, and, in connection therewith, the Customer agrees, at the request of the Company or any assignee, to execute and deliver, to the extent permitted by applicable law, any and all consents, acknowledgments, financing statements, security agreements, supplements and the like as may be reasonably requested by the Company or an assignee to secure the obligations and liabilities of the Customer under Schedule G and to confirm the rights and interests of the Company or assignee thereunder.

3.5 Construction and Implementation Services. Subject to the provisions of Section 3.2, the Company may employ one or more Implementation Contractors in the performance of Services under Schedule E, which Implementation Contractors shall be the sole responsibility of the Company and shall have no direct contractual relationship with the Customer. In accordance with Schedule E, the Company and its Implementation Contractors shall (a) procure, construct and install all materials, equipment and systems required to implement each ECO in accordance with the Design Documents, (b) provide and pay for all labor and support services necessary to perform such work, (c) supply to the Customer copies of any operation and maintenance manuals available from the manufacturers, vendors and suppliers of equipment or systems comprising a part of any installed ECO, (d) provide on-site training for a reasonable number of the Customer's designated operating personnel, if such training is reasonably required or necessary for the proper operation and maintenance of any complex equipment or system comprising a part of any installed ECO, and (e) arrange for the final inspection and check-out of each installed ECO. In connection with training provided by the Company, the Customer shall make available training areas at the Customer's Service Location(s), training aids and Customer's operating personnel during normal business hours, as set forth in Schedule E. Upon completion of construction and installation, the Parties shall conduct a final inspection of each installed ECO and if the work is found to be complete, the Customer shall execute and return to the Company a Schedule F (Certificate of Final Acceptance) of the Supplemental Agreement, within twenty (20) days following receipt by the Customer of a notice of substantial completion from the Company. If, upon inspection, the work is not found to be substantially complete, or if any material defect or deficiency exists, then the Customer shall so notify the Company as set forth in Schedule E and the Company shall perform any necessary corrections prior to the Customer executing and returning a Schedule F. The date upon which the Customer issues, or is deemed pursuant to Schedule E to issue, a Schedule F with respect to an ECO shall be referred to herein as the "Final Acceptance Date" for such ECO.

3.6 Verification of Energy Savings. If applicable, the Design Documents shall set forth appropriate systems and procedures for measuring and verifying the actual energy savings resulting from the implementation of an ECO. At the Customer's request, the Company shall assist the Customer in measuring and verifying such energy savings with respect to each ECO following the Final Acceptance Date. The Company's compensation for such Services shall be included in the compensation to be paid to the Company pursuant to Schedule E.

ARTICLE 4 - WARRANTY

4.1 General Warranty. The Company warrants to the Customer that the Services performed by the Company under this Agreement and under any Supplemental Agreement shall be performed with the degree of skill and care that is required by current good and sound professional procedures and practices, and in conformance with generally accepted industry standards prevailing at the time the Services are performed. The Company further warrants that all equipment and materials provided and installed by the Company in connection with the implementation of any ECO hereunder shall be new, shall be free from significant defects in design, engineering, materials, construction and workmanship, and

shall conform in all material respects with all requirements of law, the final Design Documents applicable to such ECO and all descriptions set forth therein, applicable engineering and construction codes and standards, and all other requirements of this Agreement and of the applicable Supplemental Agreement.

4.2 Warranty Period. The warranty period for the warranties set forth in Section 4.1 shall extend, with respect to each installed ECO, for a period of one (1) year following the Final Acceptance Date for such ECO. The warranty period for any Services performed by the Company hereunder or under any Supplemental Agreement which do not result in the installation or full implementation of an ECO shall extend for a period of one (1) year following the date of completion of such Services.

4.3 Remedies. The Customer shall promptly notify the Company in writing of the discovery during the applicable warranty period of any breach of the Company's warranties under Section 4.1, including any defects in the equipment or materials installed as part of an ECO. As the Customer's sole and exclusive remedy for any such breach of the Company's warranties, the Company shall, at its own cost and expense, as soon as reasonably possible following the Company's receipt of notice of any breach of warranty or the Company's otherwise obtaining knowledge of any breach of warranty, perform any necessary services to correct any deficiencies and repair or, if necessary, replace, rework and retest (if appropriate) defective equipment and construction workmanship and/or provide at the Company's expense any changes, modifications or additions to the work which are necessary due to a failure to perform any Services hereunder and furnish the equipment and materials in accordance with the standards set forth in Section 4.1. All costs incidental to the Company's rework and testing thereof shall be borne by the Company. The Company shall use reasonable efforts to perform such remedial actions and make any tests in such a manner and at such a time so as to minimize disruption of normal operations at the Customer's Service Location. If the Company fails to correct defective or nonconforming Services or materials within a reasonable time after written notice from the Customer, the Customer may correct and, if necessary, retest the same at the Company's expense.

4.4 Vendor Warranties. Without limiting the Company's warranty set forth in Section 4.1, the Company, in procuring materials and equipment for an ECO, shall use reasonable efforts to obtain standard vendor warranties from the supplier or Implementation Contractor for the benefit of the Company and the Customer, and where practical shall attempt to obtain warranty periods of longer than one (1) year from the Final Acceptance Date, if such extended warranty periods do not increase the Company's procurement costs. The Customer shall be entitled to the benefit of any vendor or Implementation Contractor warranties obtained which are better or of longer duration than those provided by the Company hereunder. If any such warranties are for a period longer than the Company's warranties, they shall be transferred to the Customer at the end of the Company's warranty period hereunder, and the Company shall thereafter act, at the Customer's request and expense, as liaison for the Customer with such vendors or Implementation Contractors in prosecuting any warranty claims.

4.5 Company Principally Responsible. Notwithstanding Section 4.4, the Company shall have primary liability with respect to all Company warranties set forth in Section 4.1, including warranties with respect to materials and equipment, whether or not any event or defect is also covered by a vendor or Implementation Contractor warranty, and the Customer need only look to the Company for corrective action pursuant to Section 4.3; provided that the Company shall receive the benefit of any vendor or Implementation Contractor warranties.

4.6 Warranty Exclusions. The liabilities and obligations of the Company under this Article 4 do not extend to any repairs, adjustments, alterations, replacements or maintenance which may be required as a result of wear and tear in the operation or use of an installed ECO, or as a result of the Customer's failure to operate or maintain an ECO in accordance with the operating manuals or instructions supplied by the Company, or in accordance with the training provided by the Company to Customer's personnel.

4.7 NO IMPLIED WARRANTIES. EXCEPT AS EXPRESSLY PROVIDED IN THIS ARTICLE 4, THE COMPANY MAKES NO WARRANTIES OR GUARANTEES, EXPRESS OR IMPLIED, CONCERNING THE SERVICES OR ANY ECO, AND THE COMPANY DISCLAIMS ANY WARRANTY IMPLIED BY LAW, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE AND IMPLIED WARRANTIES OF CUSTOM OR USAGE. THE COMPANY MAKES NO WARRANTIES OR GUARANTEES OF ANY NATURE WHATSOEVER CONCERNING THE ACTUAL REDUCTION IN THE CUSTOMER'S ENERGY USAGE AS A RESULT OF THE INSTALLATION AND OPERATION OF ANY ECO, AND THE CUSTOMER ACKNOWLEDGES AND AGREES THAT

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REDUCTIONS OR OTHER SIMILAR PROJECTIONS SUPPLIED OR MADE BY THE COMPANY SHALL BE FOR INFORMATIONAL PURPOSES ONLY AND SHALL NOT CONSTITUTE A WARRANTY OR GUARANTEE BY THE COMPANY OF THE ACTUAL SAVINGS OR LOAD REDUCTION, IF ANY, WHICH MAY BE EXPERIENCED BY THE CUSTOMER.

ARTICLE 5 - LIMITATION OF THE COMPANY'S LIABILITY

5.1 **No Operating or Maintenance Responsibility.** Except as otherwise specifically provided in Article 4, the Company shall have no responsibility or liability with respect to any ECO after the Final Acceptance Date thereof, and the Customer shall be solely responsible for the operation, maintenance and utilization of each ECO after such date. Without limiting the generality of the foregoing, no payment obligation of the Customer hereunder, or under any Supplemental Agreement or Schedule, shall be affected by the actual performance of any ECO following the Final Acceptance Date, and the Service Charge to be paid by the Customer pursuant to Schedule G of any Supplemental Agreement shall not be measured or determined in any manner by the actual amount of energy savings or load reduction resulting from the implementation or operation of any ECO.

5.2 **Consequential Damages.** In no event shall the Company, its officers, directors, partners, shareholders, employees or affiliates, or any Implementation Contractor or its employees or affiliates, be liable to the Customer for special, indirect, exemplary, punitive or consequential damages of any nature whatsoever connected with or resulting from the Services or from performance or non-performance of this Agreement or any Supplemental Agreement or Schedule, including damages or claims in the nature of lost revenue, income or profits, loss of use, or cost of capital, irrespective of whether such damages are reasonably foreseeable and irrespective of whether such claims are based upon negligence, strict liability, contract, operation of law or otherwise. Notwithstanding the foregoing, nothing contained in this Section 5.2 shall be deemed or understood to relieve the Company of its liability to the Customer in accordance with this Agreement for any direct damages arising out of or related to the acts or omissions of the Company or its agent.

5.3 **Intent.** Except in cases of wilful misconduct, the Parties intend that the waivers and disclaimers of liability, releases from liability, limitations and apportionments of liability, and exclusive remedy provisions expressed throughout this Agreement and in any Supplemental Agreement or Schedule shall apply even in the event of the fault, negligence (in whole or in part), strict liability or breach of contract of the person released or whose liability is waived, disclaimed, limited, apportioned or fixed by such remedy provision, and shall extend to such person's affiliates and to its and their partners, shareholders, directors, officers, employees, contractors and agents. The Parties also intend and agree that such provisions shall continue in full force and effect notwithstanding the termination, suspension, cancellation or rescission of this Agreement, any Supplemental Agreement, Schedule or any other agreement entered into pursuant hereto. No officer, director, employee, agent or other individual representative of either Party shall be personally responsible for any liability arising under this Agreement or any Supplemental Agreement or Schedule.

5.4 **Remedies.** Where remedies are expressly afforded by this Agreement or any Supplemental Agreement or Schedule with respect to the Services provided by the Company, such remedies are intended by the Parties to be the sole and exclusive remedies of the Customer for liabilities of the Company arising out of or in connection with the Services or this Agreement, notwithstanding any remedy otherwise available at law or in equity.

ARTICLE 6 - ACCESS AND INFORMATION

6.1 **Access to Service Locations.** Upon the request of the Company, the Customer shall provide the Company and its Implementation Contractors with reasonable access to the Service Location(s) to enable the Company to perform all Services hereunder and under any Supplemental Agreement and to verify and confirm the operation of any installed ECO following the Final Acceptance Date. The Company also shall have access to the Service Location(s) during the warranty period specified in Article 4 for purposes of performing its obligations thereunder. The Customer shall provide the Company with storage and laydown areas at the Service Location(s), as applicable, during the installation of ECOs and shall make available any construction power and other utilities required by the Company and its Implementation Contractors to perform the Services. The Company and its Implementation Contractors shall observe all of the Customer's safety and security procedures at the Service Location(s), to the extent made known to the Company, and shall not unreasonably disturb or interrupt the Customer's operations at such location(s).

6.2 **Information.** The Customer shall promptly comply with all reasonable requests by the Company for information concerning the Service Location(s), as required by the

Company to perform the Services, and information to enable the Company to determine the actual energy savings and load reduction achieved at the Service Location(s) as a result of ECO implementation. The Customer also shall provide the Company with any information and other assistance reasonably required to verify to the Florida Public Service Commission (the "Commission") the demand and energy savings achieved and the related costs thereof. The Customer agrees that the Company may disclose such information obtained by the Company or provided by the Customer pursuant to this Agreement or any Supplemental Agreement to the Commission and to any other public authority having jurisdiction.

ARTICLE 7 - DOCUMENTS AND DATA

7.1 Ownership Rights. Any Audit Report, Feasibility Study, Design Document or other report or document furnished or to be furnished by the Company pursuant to this Agreement or any Supplemental Agreement shall become the property of the Customer and may be used by the Customer for the operation, maintenance, repair or alteration of any ECO installed by the Company. Notwithstanding the foregoing, the Customer shall not acquire any rights or interest with respect to the Company's or its Implementation Contractors' proprietary technology, know-how, processes or computer software that may be used in connection with the Services or the supply of equipment and materials hereunder.

7.2 Use of Documents After Termination. If any Supplemental Agreement or Schedule is terminated, in whole or in part, by the Customer prior to completion of the installation of any ECO, or the Customer chooses not to proceed with the implementation of an ECO as set forth herein, then the Customer shall be entitled to use for its own purposes any Audit Report, Feasibility Study, Design Document or other documents furnished by the Company hereunder, upon payment of the Company therefor to the extent required in this Agreement or any Supplemental Agreement; provided, however, that the Customer shall be obligated to indemnify, defend and hold harmless the Company and its Implementation Contractors with respect to all claims, actions, liabilities and costs (including attorneys' fees and costs of litigation) arising out of such use by the Customer.

ARTICLE 8 - INSURANCE

8.1 Insurance to be Maintained by the Company. At any time that the Company is performing Services under this Agreement or under any Supplemental Agreement at any Customer Service Location, the Company shall keep and maintain, with insurers of recognized responsibility, the following insurance, which shall include the minimum coverages and limits set forth below:

(a) Worker's Compensation Insurance covering all of the Company's employees as required by law;

(b) Commercial General Liability Insurance, including contractual liability, premises and operations, broad-form property damage, products/completed operations, independent contractor, and personal injury coverages, with a limit of not less than $1,000,000 for each occurrence, combined single limit; and

(c) Commercial Automobile Liability Insurance, including coverage for liability arising out of the use of owned, non-owned, leased or hired automobiles, for both bodily injury and property damage in accordance with state legal requirements, having not less than $1,000,000 combined single limit per occurrence.

8.2 Policy Requirements. Any insurance carried by the Customer with respect to the Services of the Company shall be deemed to be excess and not contributory insurance, and the Company's insurance to be provided hereunder shall be primary to the Customer's coverage for all purposes, despite any conflicting provisions in the policies to the contrary. No policy maintained by the Company hereunder shall be subject to cancellation or reduction in coverage or amount, except upon thirty (30) days prior written notice thereof (ten (10) days for non-payment of premiums) to the Customer at its address set forth in Section 17.1. The Company shall provide proof of coverage to the Customer with respect to the insurance required to be maintained hereunder at any time upon the Customer's request.

8.3 Implementation Contractor Insurance. The Company shall require such liability insurance of its Implementation Contractors performing services at a Service Location as shall be reasonable and in accordance with industry practices in relation to the work or other items being provided by each such Implementation Contractor. Upon the Customer's request, the Company shall provide the Customer evidence of the insurance coverages carried by any Implementation Contractor.

ARTICLE 9 - INDEMNIFICATION

9.1 Indemnity Obligation. To the fullest extent permitted by law, each Party (an "Indemnitor") shall defend, indemnify and hold harmless the other Party, its affiliates and contractors and their respective directors, partners, shareholders, officers, agents and employees (collectively, the "Indemnitees"), from and against all loss, damage, liability and expense (including court costs and reasonable attorneys' fees) resulting from injury to or death of persons, including employees of the Indemnitor or any Indemnitee, and from loss to or damage of property, for which any Indemnitee becomes liable caused by or arising out of the fault or negligent acts or omissions, whether active or passive, of the Indemnitor or anyone employed by the Indemnitor in connection with activities or Services under this Agreement, except such loss, damage, liability or expense as may be caused by the willful misconduct or negligence of any Indemnitee. The Company's obligation under the foregoing indemnification shall include full indemnification of the Customer from any of the foregoing which is caused by the fault or negligence, whether active or passive, of any Implementation Contractor retained by the Company, including the subcontractors, officers, employees and agents of any such Implementation Contractor.

9.2 Employee Claims. In any and all claims against an Indemnitee by an employee of an Indemnitor or of anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, the indemnification obligations stated in Section 9.1 shall not be limited in any way by any limitation on the amount or type of damages, compensation or benefits payable by or for the Indemnitor under any applicable worker's compensation law, disability law, or other employee benefit law.

9.3 Comparative Negligence. It is the intent of the Parties that where negligence is determined to have been joint or contributory, principles of comparative negligence will be followed and each Party shall bear the proportionate cost of any loss, damage, expense or liability attributable to that Party's negligence.

9.4 Defense of Claims. An Indemnitor shall have the right to defend an Indemnitee by counsel (including insurance counsel) of Indemnitor's selection reasonably satisfactory to the Indemnitee, with respect to any claims within the indemnification obligations hereof. The Parties shall give each other prompt written notice of any asserted claims or actions indemnified against hereunder and shall cooperate with each other in the defense of any such claims or actions. No Indemnitee shall settle any such claims or actions without prior written consent of the Indemnitor.

9.5 Payment. In the event that either Party is required to make an indemnity payment under this Article 9, such Party shall promptly pay the Indemnitee the amount so determined. The amount owing to the Indemnitee shall be the amount of such Indemnitee's actual out-of-pocket loss or expense, net of any insurance or other recovery paid to such Indemnitee. If there should be a dispute as to the amount or manner of determination of any indemnity obligation, the Indemnitor shall nevertheless pay when due such portion, if any, of the obligation as is not subject to dispute. Upon the payment in full of any claim, the Indemnitor making payment shall be subrogated to the rights of the Indemnitee against any person with respect to the subject matter of such claim.

9.6 Survival. The obligations of the respective Parties under this Article 9 shall survive the termination of the Agreement or of any Supplemental Agreement with respect to any claims or liability arising prior to such termination.

ARTICLE 10 - HAZARDOUS MATERIALS

The Customer shall have sole responsibility and liability with respect to the proper identification, removal and disposal of any hazardous materials (e.g., asbestos) or correction of any hazardous condition at a Service Location which affects the Company's performance of the Services hereunder or under any Supplemental Agreement. If, during the course of performing the Services, the Company becomes aware of any such hazardous materials or hazardous condition, the Company shall report such matter to the Customer immediately and before disturbing (or further disturbing) such materials or condition. Work in the affected areas shall be resumed by the Company only upon the written direction of the Customer, when such materials have been removed or such condition has been corrected, and then only if such continuation of work shall not violate any applicable law or permit. The Customer shall indemnify, defend and hold harmless the Company and its Implementation Contractors with respect to any liability, cost or expense of whatever nature incurred as a result of any such hazardous materials or hazardous condition.

ARTICLE 11 - TITLE AND RISK OF LOSS

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11.1 Passage of Title. Subject to the provisions of Section 11.2, legal title to each installed ECO, including all equipment and materials comprising a part thereof, shall pass to the Customer upon the Final Acceptance Date for the ECO. Notwithstanding the foregoing, the Customer shall bear all risk of loss or damage of any kind with respect to all or any part of an ECO located at a Service Location, whether installed or not, and the Customer shall indemnify and pay the Company for the repair or replacement of any ECO or component thereof stolen, lost, destroyed or damaged at a Service Location, unless such loss or damage is directly caused by the Company or an Implementation Contractor retained by the Company. Loss or damage to an ECO directly caused by the Company or its Implementation Contractor shall be the responsibility of the Company.

11.2 Security Interest. Notwithstanding the provisions of Section 11.1, following the Final Acceptance Date and passage of title to the Customer, the Company or its assignee shall have a purchase money security interest (to the extent permitted by law) in each installed ECO and the components thereof to secure the compensation payable to the Company hereunder or under the applicable Supplemental Agreement until paid in full. The Customer agrees (to the extent permitted by law) to execute and deliver all documents requested by the Company or its assignee to protect and maintain such purchase money security interest.

11.3 Warranty of Title. Except as set forth in Section 11.2, the Company warrants good title to all ECOs and components thereof furnished or installed by the Company or its Implementation Contractors, and the Company warrants that title to such ECOs and components shall pass to and vest in the Customer as set forth in Section 11.1 free and clear of all liens, claims, charges, security interests, encumbrances and rights of other parties arising as a result of the actions or failure to act of the Company, its Implementation Contractors, or their employees.

ARTICLE 12 - FORCE MAJEURE

Neither the Company nor the Customer shall be considered to be in default in the performance of its obligations under this Agreement or under any Supplemental Agreement or Schedule, except obligations to make payments with respect to amounts already accrued, to the extent that performance of any such obligation is prevented or delayed by any cause, existing or future, which is beyond the reasonable control of, and not a result of the fault or negligence of, the affected Party (a "Force Majeure Event"). If a Party is prevented or delayed in the performance of any such obligation by a Force Majeure Event, such Party shall immediately provide notice to the other Party of the circumstances preventing or delaying performance and the expected duration thereof. Such notice shall be confirmed in writing as soon as reasonably possible. The Party so affected by a Force Majeure Event shall endeavor, to the extent reasonable, to remove the obstacles which prevent performance and shall resume performance of its obligations as soon as reasonably practicable.

ARTICLE 13 - CHANGES

The Customer shall have the right to request changes in the Services (each, a "Change"), consisting of modifications or additions to, or deletions from, any work to be performed or materials to be provided by the Company pursuant to this Agreement, or any Supplemental Agreement or Schedule thereto. A Change also may result from any failure of the Customer, or its representatives or agents, to fulfill its obligations hereunder, which failure materially adversely affects the Company's cost, schedule or performance under this Agreement or any Supplemental Agreement or Schedule. Should any Change cause an increase or decrease in the cost of or time required for the Company's performance, or otherwise affect any provision of this Agreement or any Supplemental Agreement or Schedule, an equitable adjustment shall be made to the Company's compensation and any other provision of this Agreement or of any Supplemental Agreement or Schedule which is thereby affected, by mutual agreement of the Parties. The Company shall not be obligated to proceed with or perform any Change requested by the Customer hereunder until the Parties have agreed in writing upon any such adjustments resulting from the Change. Except to the extent a Change specifically results in an amendment or adjustment to one or more provisions of this Agreement or of any Supplemental Agreement or Schedule, all provisions hereof and thereof shall apply to all Changes, and no Change shall be implied as a result of any other Change.

ARTICLE 14 - TERMINATION AND DEFAULT

14.1 Termination for Convenience. Either Paty may terminate this Agreement or any Supplemental Agreement, in its sole discretion, at any time, without further liability, upon ten (10) days prior written notice to the other Party; provided, however, that such termination shall not apply with respect to any Services or work of the Company previously ordered by the Customer under a Supplemental Agreement Schedule

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entered into by the Parties on or prior to the termination date. With respect to any such previously ordered Services or work, including any previously implemented ECO or ECO under implementation, this Agreement and the applicable Supplemental Agreement and Schedules entered into thereunder, shall remain in full force and effect in accordance with their terms, unless the Parties specifically agree in writing to the contrary.

14.2 Termination for Cause.

14.2.1 Termination by Customer for Company Default. The Customer shall have the right to terminate this Agreement and any Supplemental Agreement for cause if (a) any proceeding is instituted against the Company seeking to adjudicate the Company as bankrupt or insolvent, or if the Company makes a general assignment for the benefit of its creditors, or if a receiver is appointed on account of the insolvency of the Company, or if the Company files a petition seeking to take advantage of any other law relating to bankruptcy, insolvency, reorganization, winding up or composition or readjustment of debts and, in the case of any such proceeding instituted against the Company (but not by the Company) such proceeding is not dismissed within sixty (60) days of such filing, or (b) the Company substantially fails to perform its obligations hereunder or under any Supplemental Agreement; provided, in the case of clause (b), that the Customer first has given the Company fifteen (15) days written notice of default of any payment obligation or thirty (30) days written notice of any other default, and the Company has failed to cure the default (or, if the non-payment default cannot be cured within thirty (30) days, the Company has not commenced the cure within that period and diligently proceeds therewith). In the case of such a termination by the Customer, to the extent that the reasonable and necessary costs of completing any Services previously ordered by the Customer hereunder or under any Supplemental Agreement or Schedule, including compensation for obtaining a replacement contractor or for obtaining additional professional services required as a consequence of the Company's breach, exceed those costs which would have been payable to the Company but for the Company's breach, the Company shall pay the difference to the Customer. The Company, in turn, shall be entitled to be paid an amount (to the extent not already paid) equal to the sum of all of its reasonable costs incurred in performing the Services up to the termination date, including all costs incurred with respect to any Implementation Contractors; provided that the Company makes available to the Customer all of the work product, equipment and materials produced or obtained by the Company in performing such Services. Notwithstanding the foregoing and notwithstanding any other provisions set forth herein or in any Supplemental Agreement or Schedule to the contrary, such a termination by the Customer shall not affect or diminish in any way any liability already incurred by the Customer pursuant to any Schedule G (Payment Agreement) already entered into by the Customer prior to the termination date, and each such Schedule G shall remain in full force and effect.

14.2.2 Termination by the Company for Customer Default. The Company shall have the right to terminate this Agreement and any Supplemental Agreement for cause if (a) the Customer makes a general assignment for the benefit of its creditors, or if a receiver is appointed on account of the insolvency of the Customer, or if the Customer files a petition seeking to take advantage of any other law relating to bankruptcy, insolvency, reorganization, winding up or composition of or readjustment of debts and, in the case of any such proceeding instituted against the Customer (but not by the Customer) such proceeding is not dismissed within sixty (60) days of such filing, or (b) if the Customer substantially fails to perform its obligations hereunder or under any Supplemental Agreement, including any payment obligation; provided, in the case of clause (b), that the Company first has given fifteen (15) days written notice of default of any payment obligation or thirty (30) days written notice of any other default, and the Customer has failed to cure the default (or, if the non-payment default cannot be cured within thirty (30) days, has not commenced the cure within that period and diligently proceeds therewith). In the event of such a termination by the Company, the Company shall be entitled, as its sole remedy, to be paid an amount equal to the sum of (i) all amounts due and payable and not already paid under any Supplemental Agreement or Schedule for Services performed by the Company prior to the termination date, (ii) an amount equal to the sum of all of the Company's reasonable costs and expenses incurred in performing Services up to the termination date, to the extent the Company's compensation for such Services is not included in the amounts set forth in clause (i) of the foregoing, and (iii) all of the Company's reasonable costs and expenses of termination, including cancellation charges and demobilization costs assessed against the Company by its Implementation Contractors. Notwithstanding the foregoing and notwithstanding any other provisions set forth herein or in any Supplemental Agreement or Schedule to the contrary, such a termination by the Company shall not in itself affect or diminish in any way any liability already incurred by the Customer pursuant to any Schedule G (Payment Agreement)

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already entered into by the Customer prior to the termination date, and each such Schedule G shall remain in full force and effect.

14.2.3 Payment. All amounts payable by either Party pursuant to this Section 14.2 shall be due within thirty (30) days following the submission by the other Party of an invoice therefor, which invoice shall include an itemization of costs with respect to any amounts measured on the basis of reimbursable costs. Such reimbursable costs also shall be subject to audit by the other Party, at the other Party's expense upon reasonable advance notice; provided that such audit shall be completed within sixty (60) days following the submission of the invoice. Amounts not paid by either Party to the other when due hereunder shall bear interest, from the date payment was due to and including the date of payment at a rate equal to the lesser of one percent (1%) per month, or the maximum rate permitted by applicable law (the "Delayed Payment Rate").

ARTICLE 15 - DISPUTES

15.1 Resolution by Arbitration. Any controversy, dispute or claim between the Parties arising out of or relating to this Agreement, or any Supplemental Agreement or Schedule, or the breach thereof, which the Parties are unable to resolve by consultation and negotiation shall be submitted to arbitration and shall be settled by arbitration in accordance with the Commercial Arbitration Rules (the "Rules") of the American Arbitration Association ("AAA") then in effect and the provisions of this Article. No suit at law which seeks to resolve any controversy, dispute or claim between the Parties shall be instituted by either Party, except where such suit is instituted to appeal or confirm an arbitration award rendered pursuant to this Article 15. Any controversy, dispute or claim submitted to arbitration shall be settled by arbitration in Miami, Florida, unless otherwise agreed by the Parties. Any award entered pursuant to such arbitration shall be binding on both Parties, and judgment upon the award rendered or received may be entered in a court of competent jurisdiction in the State of Florida. Exclusive jurisdiction for the entry of judgment on any arbitration award relative to any controversy or claim between the Parties shall lie in any court of appropriate subject matter jurisdiction located in Florida, and the Parties hereby expressly subject themselves to the personal jurisdiction of said court for entry of any such judgment and for the resolution of any dispute, action, or suit arising in connection with the entry of such judgment.

15.2 Arbitration Proceeding. The controversy, dispute or claim to be arbitrated shall be referred to one (1) arbitrator to be selected by the Parties by alternately striking from a list of nine (9) arbitrators provided by the AAA. All decisions and awards shall be made by the arbitrator in writing. After a notice of demand for arbitration has been filed in accordance with the Rules, the Parties may, to the extent permitted by the Rules, make discovery of any matter relevant to such dispute before the hearing. Any costs associated with arbitration under this Article 15, including but not limited to attorneys fees and witness expenses, shall be paid by the Party originally incurring the costs and the costs of the arbitrator shall be shared equally by the Parties.

15.3 Pendency of Dispute. The existence of any dispute, controversy or claim under this Agreement, or any Supplemental Agreement or Schedule, or the pendency of the dispute settlement or resolution procedures set forth herein shall not in and of themselves relieve or excuse either Party from its ongoing duties and obligations hereunder or thereunder.

ARTICLE 16 - ASSIGNMENT

16.1 Agreement Binding. This Agreement and each Supplemental Agreement entered into by the Parties shall be binding upon, and shall inure to the benefit of, the Parties and their successors and permitted assigns.

16.2 Permitted Assignment. This Agreement and each Supplemental Agreement entered into by the Parties shall not be assignable by either Party, in whole or in part (except as otherwise provided in Section 3.4 hereof), without the prior written consent of the other Party hereto, which consent shall not be unreasonably withheld or delayed, except that this Agreement may be assigned without such consent to an affiliate or successor of either Party, or to a person acquiring all or a controlling interest in the business assets of such Party; provided that, unless otherwise expressly agreed by the Parties, any such assignment pursuant to the foregoing shall not relieve the assigning Party of any of its obligations under this Agreement or any such Supplemental Agreement. Any assignment which does not comply with the provisions of this Section 16.2 shall be null and void.

16.3 No Third Party Beneficiaries. Except as otherwise expressly provided herein, neither this Agreement nor any Supplemental Agreement or Schedule, nor any term or provision hereof or thereof, shall be construed as being for the benefit of any party not a signatory hereto.

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ARTICLE 17 - NOTICES

17.1 In Writing. All notices, demands, offers or other written communications required or permitted to be given pursuant to this Agreement, or any Supplemental Agreement or Schedule, shall be in a writing signed by the Party giving such notice and shall be mailed by U.S. Mail, postage prepaid, couriered or faxed as follows:

If to the Company:
FPL Services
9250 W. Flagler Street
Miami, Florida 33174-3414
Fax: (305) 979-7656
Tel.: (305) 979-7661
Attention: George Caraghiaur

If to the Customer:
Suwannee County School Board
224 West Parshley Street
Live Oak, FL 32060
Fax: (904) 364-2606
Tel.: (904) 364-2635
Attention: Mary Daniels

Each Party shall have the right to change the place to which notices shall be sent or delivered or to specify one additional address to which copies of notices may be sent, in either case by similar notice sent or delivered in like manner to the other Party.

17.2 Timing of Receipt. Notices delivered by mail shall be deemed received three (3) working days after the date of the postmark, and notices delivered by overnight courier shall be deemed received on the date when left at the address of the recipient. Notices sent by fax shall be effective the date faxed, if a working day, or the following working day otherwise; provided that all faxes shall be confirmed by follow-up mail within three (3) working days.

ARTICLE 18 - GENERAL PROVISIONS

18.1 Entire Agreement. This Agreement, including the Exhibits and Schedules attached hereto, sets forth the full and complete understanding of the Parties relating to the subject matter hereof as of the Effective Date, and supersedes any and all negotiations, agreements and representations made or dated prior hereto with respect to the subject matter of this Agreement. Any actions or Services described in this Agreement which were performed or implemented by the Parties prior to the Effective Date shall for all purposes be deemed to have been performed under this Agreement.

18.2 Amendments. No change, amendment or modification of this Agreement or any Supplemental Agreement or Schedule thereto shall be valid or binding upon the Parties unless such change, amendment or modification shall be in writing and duly executed by both Parties.

18.3 Status of the Parties. The Company and its Implementation Contractors shall be independent contractors with respect to the Services performed hereunder and under any Supplemental Agreement or Schedule, irrespective of whether such Implementation Contractors are approved by the Customer, and neither the Company nor its Implementation Contractors, nor the employees of either, shall be deemed to be the employees, representatives or agents of the Customer. Nothing in this Agreement or any Supplemental Agreement or Schedule shall be construed as inconsistent with the foregoing independent contractor status or relationship, or as creating or implying any partnership, joint venture, trust or other relationship between the Company and the Customer.

18.4 Drafting Interpretations and Costs. Preparation and negotiation of this Agreement has been a joint effort of the Parties and the resulting document shall not be construed more severely against one of the Parties than against the other. Each Party shall be responsible for its own costs, including legal fees, incurred in negotiating and finalizing this Agreement and any Supplemental Agreement or Schedule.

18.5 Captions. The captions contained in this Agreement or in any Supplemental Agreement or Schedule are for convenience and reference only and in no way define, describe, extend or limit the scope or intent of such document or the intent of any provision contained therein.

18.6 Severability. The invalidity of one or more phrases, sentences, clauses, Sections or Articles contained in this Agreement or any Supplemental Agreement or Schedule shall not affect the validity of the remaining portions thereof so long as the material purposes of such document can be determined and effectuated.

18.7 Further Assurances. The Company and the Customer each agree to do such other and further acts and things, and to execute and deliver such additional instruments and documents, as either Party may reasonably request from

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time to time whether at or after the execution of this Agreement, in furtherance of the express provisions of this Agreement.

18.8 Applicable Law. This Agreement and each Supplemental Agreement and Schedule thereof, shall be governed by, construed and enforced in accordance with the laws of the State of Florida, exclusive of conflicts of laws provisions.

18.9 Counterparts. This Agreement and any Supplemental Agreement or Schedule may be signed in any number of counterparts and each counterpart shall represent a fully executed original as if signed by both Parties.

18.10 No Waiver. The failure of a Party to enforce, insist upon, or comply with any of the terms, conditions or covenants of this Agreement or any Supplemental Agreement or Schedule, or a Party's waiver of the same in any instance or instances shall not be construed as a general waiver or relinquishment of any such terms, conditions or covenants, but the same shall be and remain at all times in full force and effect.

IN WITNESS WHEREOF, the Parties hereto have executed this Agreement by and through their duly authorized representatives as of the Effective Date.

THE COMPANY:

FPL Services

By: J. Denny George

Its: North Area Sales Manager

THE CUSTOMER:

Suwannee County School Board

By: Charles T. Hobbs

Its: Superintendent

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Rick Young
(AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 36
DATE OF REQUEST: 11/12/97

AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: 11/20/97 (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide copies of bills for the customers listed below for Jan 97, April 97, & Sept 97

FPL Energy Services Customers
42-1 4-1
1 Byron Hall
2 Ocean Manor Resort 42-1 4-2
3 Jefferson Center 42-1 4-3
4 Sears + Roebuck

FPL Services Customers
5 John Knox Village
6 North Broward Hospital District 42-1 4-4

Maybe one time item

TO: AUDIT MANAGER DATE:

THE REQUESTED RECORD OR DOCUMENTATION:

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(1) ☐ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☐ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

(SIGNATURE AND TITLE OF RESPONDENT)

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DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

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PSC/AFA-6 (Rev.2/95)

BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/24/97 12:50:48

1 31033-87548 84 16 114 ELE ACT 11/24/93 2/072/ 4N02852
2 BYHALL LIMITED PARTNERSHIP DBA BYRO+ PH (305)865-4823 S SPEC
3 401 69TH ST S/T# 13-3739137 CCIN
4 MIAMI BEACH FL 33141 P

SVC FROM 12/16/96 SVC TO 01/16/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	239.09	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	30	30	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	3.92	------ THIS YEAR ------		
ECC ADJ	7.27	FRANCHISE FEE	21.20	SVC DYS	30 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	34.52	LMIS CRDT DYS		0
ECRC CHG	0.63	FL SALES TAX	30.54	KWH/DAY		139
FUEL CHG	92.29	ELECTRIC AMT	472.26	KWH USAGE		4178
CAPACITY CHG	42.80	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	32 BIL DYS	30
		BB DEFER BAL	0.00	KWH/DAY		144
FPL AMT	382.08	TOT FAC RNTL	0.00	KWH USAGE		4,635

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

There do not appear to be a line item charge in this bill

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BILL BILLING HISTORY SEC/OL BILL DETAIL

1 31033-87548 84 16 114 ELE ACT 11/24/93 2/072/ 4N02852
2 BYHALL LIMITED PARTNERSHIP DBA BYRO+ PH (305)865-4823 S SPEC
3 401 69TH ST S/T# 13-3739137 CCIN
4 MIAMI BEACH FL 33141 P

SVC FROM 03/19/97 SVC TO 04/17/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	228.63	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	28	28	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	3.73	------ THIS YEAR ------		
ECC ADJ	9.43	FRANCHISE FEE	20.43	SVC DYS	29 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	32.52	LMIS CRDT DYS		0
ECRC CHG	0.64	FL SALES TAX	29.13	KWH/DAY		147
FUEL CHG	94.12	ELECTRIC AMT	449.95	KWH USAGE		4286
CAPACITY CHG	31.32	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	29 BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		157
FPL AMT	364.14	TOT FAC RNTL	0.00	KWH USAGE		4,573

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

There does not appear to be a line item charge in the bill

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4-1 p2 q3

CONFIDENTIAL

BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 11:52:47

1 31033-87548 84 16 114 ELE ACT 11/24/93 2/072/ 4N02852
2 BYHALL LIMITED PARTNERSHIP DBA BYRO+ PH (305)865-4823 S SPEC
3 401 69TH ST S/T# 13-3739137 CCIN
4 MIAMI BEACH FL 33141 P

SVC FROM 08/15/97 SVC TO 09/16/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND	
BASE AMT	237.61	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK
CURTAIL CR	0.00	RTP USAGE CHG	0.00	30	30
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT	0
LOAD CNTL CR	0.00	GROSS RCT TAX	3.82	THIS YEAR	
ECC ADJ	9.02	FRANCHISE FEE	20.87	SVC DYS 32	BIL DYS 30
OBC ADJ	0.00	MUNICIPAL TAX	33.64	LMIS CRDT DYS	0
ECRC CHG	0.62	FL SALES TAX	29.76	KWH/DAY	128
FUEL CHG	90.04	ELECTRIC AMT	460.18	KWH USAGE	4100
CAPACITY CHG	34.80	BILL COMP AMT	0.00	LAST YEAR	
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS 30	BIL DYS 30
		BB DEFER BAL	0.00	KWH/DAY	129
FPL AMT	372.09	TOT FAC RNTL	0.00	KWH USAGE	3,882

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

CONFIDENTIAL

42-1
4-1 p383

BILL BILLING HISTORY ELEC/GS BILL DETAIL 11/22/97 11:56:12

1 08680-49115 71 05 053 ELE ACT 03/26/93 2/072/ 1U86805 UCSE
2 OCEAN MNR ASSOC LTD & KENARD CORP PH (954)568-0507 S SPEC
3 4040 GALT OCEAN DR # HM S/T# 36-3202079 CCIN
4 FORT LAUDERDALE FL 33308 P OLDBA:71-11-072-00980-8

SVC FROM 12/31/96 SVC TO 01/31/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	4,868.01	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	312	312	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	94.82	------ THIS YEAR ------		
ECC ADJ	270.74	FRANCHISE FEE	527.08	SVC DYS	31 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	755.67	LMIS CRDT DYS		0
ECRC CHG	23.34	FL SALES TAX	690.73	KWH/DAY		5,019
FUEL CHG	3,437.20	ELECTRIC AMT	11,313.87	KWH USAGE		155600
CAPACITY CHG	646.28	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	30 BIL DYS	30
		BB DEFER BAL	0.00	KWH/DAY		4,560
FPL AMT	9,245.57	TOT FAC RNTL	0.00	KWH USAGE		136,800

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

There does not appear to be a line item billing for DSM

CONFIDENTIAL

42-1
4-2 & 1 & 3

CONFIDENTIAL

BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 11:59:08

08680-49115 71 05 053 ELE ACT 03/26/93 2/072/ 1U86805 UCSE

OCEAN MNR ASSOC LTD & KENARD CORP PH (954)568-0507 S SPEC

4040 GALT OCEAN DR # HM S/T# 36-3202079 CCIN

FORT LAUDERDALE FL 33308 P OLDBA:71-11-072-00980-8

SVC FROM 04/02/97 SVC TO 05/01/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	5,198.17	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	320	320	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	101.33	------ THIS YEAR ------		
ECC ADJ	374.88	FRANCHISE FEE	593.19	SVC DYS	29 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	806.63	LMIS CRDT DYS		0
ECRC CHG	25.56	FL SALES TAX	740.22	KWH/DAY		5,875
FUEL CHG	3,741.98	ELECTRIC AMT	12,121.36	KWH USAGE		170400
CAPACITY CHG	539.40	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	29 BIL DYS	30
	---	BB DEFER BAL	0.00	KWH/DAY		5,531
FPL AMT	9,879.99	TOT FAC RNTL	0.00	KWH USAGE		160,400

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS

21-OL BRKDWN FACT

CONFIDENTIAL

42-1
4-2p2 93

FPL 11/21/97 8/10/98

NOV 21 '97 11:57AM CBT HUB

BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 11:53:49

1 08680-49115 71 05 053 ELE ACT 03/26/93 2/072/ 1U86805 UCSE
2 OCEAN MNR ASSOC LTD & KENARD CORP PH (954)568-0507 S SPEC
3 4040 GALT OCEAN DR # HM S/T# 36-3202079 CCIN
4 FORT LAUDERDALE FL 33308 P OLDBA:71-11-072-00980-8

SVC FROM 08/29/97 SVC TO 09/30/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	5,720.64	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	320	320	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	103.91	------ THIS YEAR ------		
ECC ADJ	435.60	FRANCHISE FEE	608.28	SVC DYS 32	BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	902.92	LMIS CRDT DYS		0
ECRC CHG	49.50	FL SALES TAX	759.05	KWH/DAY		6,187
FUEL CHG	3,259.08	ELECTRIC AMT	12,505.48	KWH USAGE		198000
CAPACITY CHG	666.50	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS 32	BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		6,525
FPL AMT	10,131.32	TOT FAC RNTL	0.00	KWH USAGE		208,800

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

CONFIDENTIAL

42-1
4-2 p 3.13

BIH1 BILLING HISTORY ELEC/OL BILL DETAIL 12/21/97 11:55:43

1 05115-49842 56 21 002 ELE ACT 02/01/68 2/072/ 1U8963D
2 JEFFERSON CENTER INC PH (941)366-8999 S SPEC
3 930 N TAMIAMI TRL PBC S/T#
4 SARASOTA FL 34236 P ~~OLDBA:56-01-035-02500-1~~

SVC FROM 12/23/96 SVC TO 01/24/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	3,664.66	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	260	260	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	69.93	------ THIS YEAR ------		
ECC ADJ	190.01	FRANCHISE FEE	385.12	SVC DYS	32 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	565.16	LMIS CRDT DYS		0
ECRC CHG	16.38	FL SALES TAX	0.00	KWH/DAY		3,412
FUEL CHG	2,412.23	ELECTRIC AMT	7,838.49	KWH USAGE		109200
CAPACITY CHG	535.00	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	30 BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		3,160
FPL AMT	6,818.28	TOT FAC RNTL	3.41	KWH USAGE		94,800

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

There does not appear to be a DSM line item billing

CONFIDENTIAL

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42-1
4-30183

BIH1 BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 12:30:40

1 05115-49842 56 21 002 ELE ACT 02/01/68 2/072/ 1U8963D
2 JEFFERSON CENTER INC PH (941)366-8999 S SPEC
3 930 N TAMIAMI TRL S/T#
4 SARASOTA FL 34236 P OLDBA:56-01-035-02500-1

SVC FROM 03/26/97 SVC TO 04/24/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	3,668.38	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	240	240	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	70.65	------ THIS YEAR ------		
ECC ADJ	255.20	FRANCHISE FEE	401.68	SVC DYS	29 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	565.34	LMIS CRDT DYS		0
ECRC CHG	17.40	FL SALES TAX	0.00	KWH/DAY		4,000
FUEL CHG	2,547.36	ELECTRIC AMT	7,926.21	KWH USAGE		116000
CAPACITY CHG	400.20	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	29 BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		3,806
FPL AMT	6,888.54	TOT FAC RNTL	3.41	KWH USAGE		110,400

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

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4-4
Pg 2 of 3

CONFIDENTIAL

BIHI NOV 21 '97 11:59AM BILLING HISTORY CRT HOB ELEC/OL BILL DETAIL 11/21/97 10/15 11:51:10

1 05115-49842 56 21 002 ELE ACT 02/01/68 2/072/ 1U8963D
2 JEFFERSON CENTER INC PH (941)366-8999 S SPEC
3 930 N TAMIAMI TRL S/T#
4 SARASOTA FL 34236 P OLDBA:56-01-035-02500-1
SVC FROM 08/22/97 SVC TO 09/23/97 R/R/R 2 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	4,781.59	RTP ACCESS CHG	0.00	ACTUAL	BILLING	ON-PEAK
CURTAIL CR	0.00	RTP USAGE CHG	0.00	280	280	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	94.15	THIS YEAR		
ECC ADJ	355.52	FRANCHISE FEE	535.30	SVC DYS	32 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	743.07	LMIS CRDT DYS		0
ECRC CHG	24.24	FL SALES TAX	0.00	KWH/DAY		5,050
FUEL CHG	3,548.74	ELECTRIC AMT	10,552.41	KWH USAGE		161600
CAPACITY CHG	469.80	BILL COMP AMT	0.00	LAST YEAR		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	32 BIL DYS	30
		BB DEFER BAL	0.00	KWH/DAY		5,262
FPL AMT	9,179.89	TOT FAC RNTL	3.41	KWH USAGE		168,400

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

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4-4
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CONFIDENTIAL

BIH1 BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 12:00:15

1 21322-45065 71 01 019 ELE ACT 07/24/89 B/072/ 1U77206
2 NBHD 0001 NEW DIST RICT BUILDING PH (954)355-5977 S SPEC
3 303 SE 17TH ST PBC S/T# CCIN
4 FT LAUDERDALE FL 33316 M OLDBA:71-21-136-03785-5

SVC FROM 12/26/96 SVC TO 01/27/97 R/R/R B 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	4,634.79	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	312	312	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	89.40	------ THIS YEAR ------		
ECC ADJ	249.31	FRANCHISE FEE	496.94	SVC DYS 32	BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	0.00	LMIS CRDT DYS		0
ECRC CHG	21.49	FL SALES TAX	0.00	KWH/DAY		4,477
FUEL CHG	3,165.06	ELECTRIC AMT	9,303.27	KWH USAGE		143280
CAPACITY CHG	646.28	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS 32	BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		5,092
FPL AMT	8,716.93	TOT FAC RNTL	0.00	KWH USAGE		162,960

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

There does not appear to be a DSM line item billing

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4-4-1983

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BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 11:54:19

1 21322-45065 71 01 019 ELE ACT 07/24/89 B/072/ 1U77206
2 NBHD 0001 NEW DIST RICT BUILDING PH (954)355-5977 S SPEC
3 303 SE 17TH ST S/T# CCIN
4 FT LAUDERDALE FL 33316 M OLDBA:71-21-136-03785-5

SVC FROM 03/27/97 SVC TO 04/25/97 R/R/R B 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	4,457.61	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	312	312	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	84.50	------ THIS YEAR ------		
ECC ADJ	294.62	FRANCHISE FEE	494.65	SVC DYS	29 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	0.00	LMIS CRDT DYS		0
ECRC CHG	20.09	FL SALES TAX	0.00	KWH/DAY		4,617
FUEL CHG	2,940.88	ELECTRIC AMT	8,817.83	KWH USAGE		133920
CAPACITY CHG	525.48	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	28 BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		4,568
FPL AMT	8,238.68	TOT FAC RNTL	0.00	KWH USAGE		127,920

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

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4-4 pg 83

CONFIDENTIAL

NOV 21 '97 12:00PM CBI AOB P.13/13

BIHI BILLING HISTORY ELEC/OL BILL DETAIL 11/21/97 11:54:28

1 21322-45065 71 01 019 ELE ACT 07/24/89 B/072/ 1U77206
2 NBHD 0001 NEW DIST RICT BUILDING PH (954)355-5977 S SPEC
3 303 SE 17TH ST S/T# CCIN
4 FT LAUDERDALE FL 33316 M OLDBA:71-21-136-03785-5

SVC FROM 08/25/97 SVC TO 09/24/97 R/R/R B 072 READ TYPE A

BILL DETAIL				DEMAND		
BASE AMT	4,016.77	RTP ACCESS CHG	0.00	ACTUAL BILLING	ON-PEAK	
CURTAIL CR	0.00	RTP USAGE CHG	0.00	264	264	0
TRANS CR	0.00	RTP ADMIN CHG	0.00	CURTAILMENT		0
LOAD CNTL CR	0.00	GROSS RCT TAX	77.26	------ THIS YEAR ------		
ECC ADJ	278.26	FRANCHISE FEE	452.31	SVC DYS	30 BIL DYS	30
OBC ADJ	0.00	MUNICIPAL TAX	0.00	LMIS CRDT DYS		0
ECRC CHG	18.97	FL SALES TAX	0.00	KWH/DAY		4,216
FUEL CHG	2,777.50	ELECTRIC AMT	8,063.03	KWH USAGE		126480
CAPACITY CHG	441.96	BILL COMP AMT	0.00	------ LAST YEAR ------		
COSP CHG	0.00	BB AMOUNT	0.00	SVC DYS	32 BIL DYS	30
	----------	BB DEFER BAL	0.00	KWH/DAY		4,972
FPL AMT	7,533.46	TOT FAC RNTL	0.00	KWH USAGE		159,120

NEXT ____ TYPE A FIND _____ GWA 70

13-MRDG HIST 15-COMPNT DTL 16-BUS BRKDWN 17-HI BILL 18-READ/VERIFY NEWS
21-OL BRKDWN FACT

42-1
44P383

CONFIDENTIAL

CONFIDENTIAL

FPL

FPL SERVICES

Memorandum

PSBFORM1

To: Pat Cook Date: September 27, 96

From: Brian Hashimoto

Subject: *Initiation of Pass Through Billing: Customer: US Govt Dept of Air Force*

This correspondence is your notification to begin the "Pass Through Billing Process" which will allow FPL Services to be compensated for services rendered per the "Agreement for Invoicing of DSM Services Charges" between FP&L and FPL Services signed in March 1995. The following information is to be used for the above referenced customer:

FPL Billing Account Number: 22467-06234

Cycle Day for Meter Reading: 20

Monthly DSM Service Charge: $5,345.91

Total Number of Monthly DSM Service Charges: 120

Commencement Date of FP&L Invoices: September 27, 1996

Customer Work Order Number:

Financial Lender: Potomac Federal Corporation

Also, please find attached the following information:

- Signed Customer Consent Agreement
- Amortization Schedule

If you have any questions please call our office in Brevard County at 639-5787.

Thanks,

Brian S. Hashimoto

Filename: PSBForm1 Disk General (08/25/95)

CONFIDENTIAL

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p. 1

RBC

Please request changes on the back. Notes on the front will not be detected.

1 21-20-948-98329-6

A V 2120

600005

2 U S GOVT DEPT OF
3 AIR FORCE
4 45 CES/CERF
5 1224 JUPITER ST
PAFB FL 32925

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

6

Account Number	Total Now Due	NEW Charges Past Due
22467-06234	$900,473.17	MAY 15 1997

FOLD ON PERFORATION BEFORE TEARING

7 **CUSTOMER STATEMENT**

Statement Date: APR 23 1997
8 Customer Name: U S GOVT DEPT OF
9 Service Address: SUBSTATION #N CAPE

Account Number: 22467-06234
Service Dates: MAR 25 97 to APR 23 97
Service Days: 29
Next Scheduled Read Date: MAY 22 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
943,975.89	479,360.31CR	0.00	464,615.58	435,857.59	MAY 15 1997	$900,473.17

10 **Meter Reading**-Meter 9Y1816F

KWH Used	8500800
On-Peak KWH Used	2357160
Off-Peak KWH Used	6143640
On-Peak Demand	16695
Maximum Demand	18325

Energy Usage

	Last Year	This Year
KWH This Month	8274000	8500800
Service Days	29	29
KWH/Day	285310	293131

**Amt includes the following charges:

Customer Charge:	$400.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01307 per KWH
Off-Peak	$0.01174 per KWH
Fuel Charge:	
On-Peak	$0.02325 per KWH
Off-Peak	$0.02001 per KWH
Demand Charge:	
On-Peak	$7.99 per KW

Account Activity

Previous Statement Balance		943,975.89
Payments Received - THANK YOU		479,360.31CR
BALANCE BEFORE NEW CHARGES		464,615.58
Billing for Electric Use on Rate: GSLDT-3 GENERAL SVC LRG DEMAND TIME OF USE		
Electric Service Amount	414,465.68**	
Gross Receipts Tax Increase	4,250.76	
Franchise Charge	11,795.24	
Current Electric Charges		430,511.68
Billing for Additional Services:		
MONTHLY DSM SVC CHG		5,345.91
TOTAL NEW CHARGES:		435,857.59
TOTAL NOW DUE:		$900,473.17

pd 6/4 to print PM

42-2

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- Pulse metering conversion factors are available upon request.
-- The FPSC has approved a decrease in fuel and non-fuel energy charges effective March 31 through September 25. Rates will vary according to your rate schedule.
-- Effective APR 1 thru OCT 31, Time-of-Use On-Peak hours are Noon to 9 PM, MON thru FRI; holidays are off peak.
-- Transactions involving connects, disconnects, name changes and payment extensions may require positive identification.

CONFIDENTIAL

p.10f2

Example 3 Bill
request refund 6/25/97 $5345.91

42-2
1

Florida Power & Light Company
PO Box 025576
Miami FL 33102

COPY

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)

Miami, FL 33102

FPL

/ 87 ^ 40676073 21202246706234298990378OO

Please request changes on the back. Notes on the front will not be detected.

21-20-948-98329-8

A V 2120 2

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

U S GOVT DEPT OF
AIR FORCE
45 CES/CERF
1224 JUPITER ST
PAFB FL 32925

Account Number	Total Now Due	NEW Charges Past Due
22467-06234	$873,099.89	FEB 13 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: JAN 23 1997
Customer Name: U S GOVT DEPT OF
Service Address: SUBSTATION #N CAPE

Account Number: 22467-06234
Service Dates: DEC 20 96 to JAN 23 97
Service Days: 34
Next Scheduled Read Date: FEB 24 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
867,200.45	460,439.72CR	0.00	406,760.73	466,339.16	FEB 13 1997	$873,099.89

Meter Reading - Meter 8Y1816F

KWH Used	9349200
On-Peak KWH Used	2098492
Off-Peak KWH Used	7250708
On-Peak Demand	16163
Maximum Demand	16204

Energy Usage

	Last Year	This Year
KWH This Month	9668400	9349200
Service Days	34	34
KWH/Day	284365	274976

**Amt includes the following charges:

Customer Charge:	$400.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01274 per KWH
Off-Peak	$0.01141 per KWH
Fuel Charge:	
On-Peak	$0.02251 per KWH
Off-Peak	$0.02068 per KWH
Demand Charge:	
On-Peak	$8.40 per KW

Account Activity

Previous Statement Balance		867,200.45
Payments Received - THANK YOU		460,439.72CR
BALANCE BEFORE NEW CHARGES		406,760.73
Billing for Electric Use on Rate: GSLDT-3 GENERAL SVC LRG DEMAND TIME OF USE		
Electric Service Amount	442,818.26**	
Gross Receipts Tax Increase	4,541.52	
Franchise Charge	13,635.47	
Current Electric Charges		460,993.25
Billing for Additional Services:		
MONTHLY DSM SVC CHG		5,345.91
TOTAL NEW CHARGES:		466,339.16
TOTAL NOW DUE:		$873,099.89

Pd 3/14/97

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- If power is interrupted due to severe cold weather, please turn off all major equipment until power is restored. Then turn them back on gradually. This could reduce outage time.

4/2-2

1

p.2 of 2

CONFIDENTIAL

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

"COPY"

Print Date: JAN 27 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at [illegible]

FPL

PO Box 025576
Miami FL 33102

/ 27 1532848 (1) 71024219041391655402930000

Please request changes on the back. Notes on the front will not be detected.

(2) 71-02-029-48902-0

A V 7102 6

600030

3 UNITED STATES GENERAL
4 SERVICES ADMINISTRATION
5 C/O FINANCE DIV UTILITIES UNIT
6 06736381 P0425302 FL2092ZZ PO BOX 17478
7 FORT WORTH TX 76102

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ _____

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
42190-41391	$39,204.55	SEP 16 1997

8

FOLD ON PERFORATION BEFORE TEARING

9 CUSTOMER STATEMENT

Account Number: 42190-41391

Statement Date: AUG 26 1997
10 Customer Name: UNITED STATES GENERAL
11 Service Address: 299 E BROWARD BLVD

Service Dates: JUL 28 97 to AUG 26 97
Service Days: 29
Next Scheduled Read Date: SEP 25 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
~~38,697.68~~	23,369.20CR	0.00	~~15,328.48~~	23,876.07	SEP 16 1997	~~$39,204.55~~

12 **Meter Reading** - Meter 9V8629H

Current Reading	4958
Previous Reading	4033
KWH Used	370000
Demand KW	706

Energy Usage

	Last Year	This Year
KWH This Month	409600	370000
Service Days	31	29
KWH/Day	13213	12759

**Amt includes the following charges:

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	
	$0.01816 per KWH
Fuel Charge:	$0.02196 per KWH
Demand Charge:	$7.99 per KW

Account Activity

Previous Statement Balance		~~38,697.68~~
Payments Received - THANK YOU		23,369.20CR
BALANCE BEFORE NEW CHARGES		~~15,328.48~~
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	20,526.34**	
Gross Receipts Tax Increase	210.52	
Franchise Charge	1,232.39	
Current Electric Charges		21,969.25
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,906.82
TOTAL NEW CHARGES:		23,876.07
TOTAL NOW DUE:		$39,204.55

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- Electric motors account for significant electricity use. When buying a motor, or equipment powered by a motor, be sure the motor has a high efficiency rating. Ask to see the NEMA ratings.

Example of bill

pd 9/11/97

CONFIDENTIAL

42-3

pg 1 of 3

Florida Power & Light Company

USEFUL TELEPHONE NUMBERS
Customer Service: (954) 581-5668
Hearing/Speech Impaired: 1-800-432-6554 TDD

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

27 1914212 710242190413917662711 4000

Please request changes on the back. Notes on the front will not be detected.

71-02-282-05143-7

A V 7102 7

600002

UNITED STATES GENERAL
SERVICES ADMINISTRATION
C/O FINANCE DIV UTILITIES UNIT
06736381 P0425302 FL2092ZZ PO BOX 17478
FORT WORTH TX 76102

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐ Dollars . ☐☐ Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
42190-41391	$41,172.66	MAY 20 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 42190-41391

Statement Date: APR 28 1997
Customer Name: UNITED STATES GENERAL
Service Address: 299 E BROWARD BLVD

Service Dates: MAR 28 97 to APR 28 9
Service Days: 31
Next Scheduled Read Date: MAY 28 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
38,339.90	19,197.78CR	0.00	19,142.12	22,030.54	MAY 20 1997	**$41,172.66**

Meter Reading - Meter 9V8629H

Current Reading	1278
Previous Reading	0448
KWH Used	332000
Demand KW	681

Energy Usage

	Last Year	This Year
KWH This Month	276000	332000
Service Days	29	31
KWH/Day	9517	10710

****Amt includes the following charges:**

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	$0.01816 per KWH
Fuel Charge:	$0.02196 per KWH
Demand Charge:	$7.99 per KW

Account Activity

Previous Statement Balance		38,339.90
Payments Received - THANK YOU		19,197.78CR
BALANCE BEFORE NEW CHARGES		19,142.12
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	18,802.03**	
Gross Receipts Tax Increase	192.83	
Franchise Charge	1,128.86	
Current Electric Charges		20,123.72
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,906.82
TOTAL NEW CHARGES:		22,030.54
TOTAL NOW DUE:		**$41,172.66**

Pd - 5/30/97

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- Transactions involving connects, disconnects, name changes and payment extensions may require positive identification.
- Is your air conditioner old, inefficient? If you are buying a new unit, get fast, competitive financing through the FPL ElectriLoan Program. Call 1-800-693-3267.

request refund 6/27/97

42-3 pg. 2 of 3

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

/ 27

71024219041391258431120000

Please request changes on the back. Notes on the front will not be detected.

71-02-282-05143-7

A V 7102 2

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

UNITED STATES GENERAL
SERVICES ADMINISTRATION
C/O FINANCE DIV UTILITIES UNIT
06736381 P0425302 FL2092ZZ PO BOX 17478
FORT WORTH TX 76102

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
P O BOX 029100
MIAMI FL 33102-9100

ATTN: Patricia Cook
CIP/GO - Room 5157

Account Number	Total Now Due	NEW Charges Past Due
42190-41391	$21,134.85	FEB 18 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: JAN 28 1997
Customer Name: UNITED STATES GENERAL
Service Address: 299 E BROWARD BLVD

Account Number: 42190-41391
Service Dates: DEC 27 96 to JAN 28 97
Service Days: 32
Next Scheduled Read Date: FEB 27 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
19,688.98	19,688.98CR	0.00	0.00	21,134.85	FEB 18 1997	$21,134.85

Meter Reading - Meter 9V8629H

Current Reading	8826
Previous Reading	8010
KWH Used	326400
Demand KW	593

Energy Usage

	Last Year	This Year
KWH This Month	272400	326400
Service Days	32	32
KWH/Day	8513	10200

**Amt includes the following charges:

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	$0.01773 per KWH
Fuel Charge:	$0.02208 per KWH
Demand Charge:	$8.40 per KW

Account Activity

Previous Statement Balance		19,688.98
Payments Received - THANK YOU		19,688.98CR
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	18,016.18**	
Gross Receipts Tax Increase	184.77	
Franchise Charge	1,027.08	
Current Electric Charges		19,228.03
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,906.82
TOTAL NOW DUE:		$21,134.85

Pd 3/3/97

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- Pulse metering conversion factors are available upon request.
-- If power is interrupted due to severe cold weather, please turn off all major equipment after power is restored. Then turn them back on gradually. This could reduce outage time.

customer paid direct to Payment Processing Center 3/3/97.

42-3
pg. 3 of 3

Florida Power & Light Company
PO Box 025576

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing Impaired [illegible] 800-432-8554 (TTY/TDD

Miami, FL 33102

FPL / 27

22142218603146 7614127000

Please request changes on the back. Notes on the front will not be detected.

22-14-901-02000-1

A V 2214

600009

FLORIDA INSTITUTE
OF TECHNOLOGY INC
MAIN METER LOOP
150 UNIVERSITY BLV
MELBOURNE FL 32901

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ___

PLEASE FILL IN TOTAL AMOUNT PAID

$ _____

Make check payable to FPL in U.S. fur and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
22186-03146	$72,141.67	SEP 04 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 22186-03146

Statement Date: AUG 13 1997
Customer Name: FLORIDA INSTITUTE
Service Address: 2901 S COUNTRY CLUB RD

Service Dates: JUL 15 97 to AUG 13 9
Service Days: 29
Next Scheduled Read Date: SEP 12 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Du (=)
58,731.80	58,731.80CR	0.00 -	0.00	72,141.67	SEP 04 1997	$72,141.67

Meter Reading - Meter 9Y5882D

KWH Used	931000
On-Peak KWH Used	335270
Off-Peak KWH Used	595730
Load Control On-Peak Demand	2180
Maximum Demand	2550

Energy Usage

	Last Year	This Year
KWH This Month	1010800	931000
Service Days	29	29
KWH/Day	34855	32103

**Amt includes the following charges:

Customer Charge:	$600.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01361 per KWH
Off-Peak	$0.01361 per KWH
Fuel Charge:	
On-Peak	$0.02413 per KWH
Off-Peak	$0.02077 per KWH
Demand Charge:	
L/C On-Peak	$2.95 per KW
Maximum	$2.43 per KW
Firm On-Peak	$7.64 per KW

Account Activity

Previous Statement Balance	58,731.80
Payments Received - THANK YOU	58,731.80CR

Billing for Electric Use on Rate: CILC-1D COMMERCIAL/INDUSTRIAL LOAD CONTROL-DIS

Electric Service Amount	46,361.79**
Gross Receipts Tax Increase	465.03
Franchise Charge	2,689.78
Utility Tax	3,477.40
Facilities Rental	3,018.56
Transformer Credit	1,020.00CR
Current Electric Charges	54,992.56
Billing for Additional Services:	
MONTHLY DSM SVC CHG	17,149.11
TOTAL NOW DUE:	**$72,141.67**

Messages

- A late payment charge of 1.5% will apply if not paid by SEP 04.
- Pulse metering conversion factors are available upon request.
- Save energy and money. Turn off lights in unoccupied areas and when the business is closed. Timers and other controllable lamps help you do this.

Exam Sample **CONFIDENTIAL**

42-4

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: AUG 18 97

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

p.1

PO Box 025576
Miami, FL 33102

FPL

/ 27

11052185701915 5015071000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ___

A V 1105

600022

PLEASE FILL IN TOTAL AMOUNT PAI

$ _____

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG S
DAYTNA BCH FL 32114

Make check payable to FPL in U.S. fu and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$17,051.05	SEP 19 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: AUG 29 1997
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS BLVD # MAIN

Account Number: 21857-01915
Service Dates: JUL 31 97 to AUG 29 9
Service Days: 29
Next Scheduled Read Date: SEP 30 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
10,342.41	10,342.41CR	0.00	0.00	17,051.05	SEP 19 1997	$17,051.05

Meter Reading - Meter 1V5175D

Current Reading	9197
Previous Reading	- 7952
KWH Constant	x 120
KWH Used	149400
Demand Reading	3.00
KW Constant	x 120.00
Demand KW	360

Energy Usage

	Last Year	This Year
KWH This Month	133920	149400
Service Days	29	29
KWH/Day	4618	5152

**Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02128 per KWH
Fuel Charge:	$0.02196 per KWH
Demand Charge:	$7.99 per KW above 10 KW

Account Activity

Previous Statement Balance		10,342.41
Payments Received - THANK YOU		10,342.41CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	9,291.55**	
Gross Receipts Tax Increase	95.29	
Franchise Charge	518.53	
Utility Tax	770.63	
Facilities Rental	9.07	
Current Electric Charges		10,685.07
~~Billing for Additional Services:~~		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		$17,051.05

Messages

-- A late payment charge of 1.5% will apply if not paid by SEP 19.
-- Electric motors account for significant electricity use. When buying a motor, or equipment powered by a motor, be sure the motor has a high efficiency rating. Ask to see the NEMA ratings.

pd to PPC 9/22/97

Example

CONFIDENTIAL request refund 10-1-97

42-5 pg 1 of 3

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: SEP 02 97

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

Miami, FL 33102

FPL

1105218570191585839341000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ [ ][ ][ ][ ][ ][ ][ ][ ]
Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

A V 1105 8

CAR-RT SORT** 14

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG S
DAYTNA BCH FL 32114

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$14,393.85	APR 23 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 21857-01915

Statement Date: APR 02 1996
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS BLVD # MAIN

Service Dates: MAR 04 96 to APR 02 96
Service Days: 29
Next Scheduled Read Date: MAY 01 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
8,663.35	8,663.35CR	0.00	0.00	14,393.85	APR 23 1996	$14,393.85

Meter Reading - Meter 1V5175D

Current Reading	1181
Previous Reading	- 0267
KWH Constant	x 120
KWH Used	109680
Demand Reading	2.60
KW Constant	x 120.00
Demand KW	312

Energy Usage

	Last Year	This Year
KWH This Month	125640	109680
Service Days	29	29
KWH/Day	4332	3782

**Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02080 per KWH
Fuel Charge:	$0.02075 per KWH
Demand Charge:	$7.87 per KW above 10 KW

Account Activity

Previous Statement Balance		8,663.35
Payments Received - THANK YOU		8,663.35CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	6,968.94**	
Gross Receipts Tax Increase	71.47	
Franchise Charge	383.98	
Utility Tax	594.41	
Facilities Rental	9.07	
Current Electric Charges		8,027.87
Billing for Additional Services:		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		$14,393.85

Messages

-- A late payment charge of 1.5% will apply if not paid by APR 23.
-- Customers paying FPL bills at Authorized Pay Agent locations MUST have a bill statement when paying with a check.

CONFIDENTIAL

42-5
Pg 2 of 3

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: APR 04 96

USEFUL TELEPHONE NUMBERS
Customer Service: (904) 252-1541
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)

Miami, FL 33102

FPL

/ 27

1105218570191507350641000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. fu and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

A V 1105 0

7

CAR-RT SORT** 14

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG S
DAYTNA BCH FL 32114

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$14,605.37	JAN 25 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: JAN 04 1996
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS # MAIN

Account Number: 21857-01915
Service Dates: DEC 01 95 to JAN 04
Service Days: 34
Next Scheduled Read Date: FEB 02 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
9,237.34	9,237.34CR	0.00	0.00	14,605.37	JAN 25 1996	$14,605.37

Meter Reading - Meter 1V5175D

Current Reading	8342
Previous Reading	- 7394
KWH Constant	x 120
KWH Used	113760
Demand Reading	2.60
KW Constant	x 120.00
Demand KW	312

Energy Usage

	Last Year	This Year
KWH This Month	151080	113760
Service Days	33	34
KWH/Day	4578	3346

Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02128 per KWH
Fuel Charge:	$0.01773 per KWH
Demand Charge:	$8.79 per KW above 10 KW

Account Activity

Previous Statement Balance		9,237.34
Payments Received - THANK YOU		9,237.34CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	7,127.35**	
Gross Receipts Tax Increase	73.10	
Franchise Charge	389.69	
Utility Tax	640.18	
Facilities Rental	9.07	
Current Electric Charges		8,239.39
Billing for Additional Services:		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		$14,605.37

Messages

-- A late payment charge of 1.5% will apply if not paid by JAN 25.
-- Work safely outdoors. Stay clear of power lines when trimming trees or using ladders or other equipment. If you cannot avoid a power line, do not do the work.

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: JAN 10 96

USEFUL TELEPHONE NUMBERS
Customer Service: (904) 252-1541
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)

FPL / / 27

3215219891684935081058000

Please request changes on the back. Notes on the front will not be detected.

2 32-15-927-86906-2

A V 3215 3

600008

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ _____

Make check payable to FPL in U.S. fund and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

3 U S VET ADM HOSP
4 % FISCAL SERV (04)
5 801 S MARION ST
6 LAKE CITY FL 32025

Account Number	Total Now Due	NEW Charges Past Due
21989-16849	$85,018.05	SEP 04 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 21989-16849

Statement Date: AUG 14 1997
Customer Name: U S VET ADM HOSP
Service Address: 801 S MARION ST

Service Dates: JUL 16 97 to AUG 14 97
Service Days: 29
Next Scheduled Read Date: SEP 15 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
79,579.89	79,579.89CR	0.00	0.00	85,018.05	SEP 04 1997	$85,018.05

Meter Reading - Meter 9Y7754H

Current Reading	6735
Previous Reading	5867
KWH Used	1388800
On-Peak KWH Used	404300
Off-Peak KWH Used	984500
On-Peak Demand	2458
Maximum Demand	2460

Energy Usage

	Last Year	This Year
KWH This Month	1376000	1388800
Service Days	29	29
KWH/Day	47448	47890

**Amt includes the following charges:

Customer Charge:	$170.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.03064 per KWH
Off-Peak	$0.01297 per KWH
Fuel Charge:	
On-Peak	$0.02409 per KWH
Off-Peak	$0.02073 per KWH
Demand Charge:	
On-Peak	$8.03 per KW

Account Activity

Previous Statement Balance		79,579.89
Payments Received - THANK YOU		79,579.89CR
Billing for Electric Use on Rate: GSLDT-2 GENERAL SVC LRG DEMAND TIME OF USE		
Electric Service Amount	75,212.75**	
Gross Receipts Tax Increase	771.38	
Franchise Charge	4,480.02	
Facilities Rental	6.02	
Current Electric Charges		80,470.17
Billing for Additional Services:		
MONTHLY DSM SVC CHG		4,547.88
TOTAL NOW DUE:		**$85,018.05**

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- Save energy and money. Turn off lights in unoccupied areas and when the business is closed. Timers and other controllable lamps help you do this.

Example CONFIDENTIAL

42-6 Pg 183

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

COPY

Print Date: AUG 18 97

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

1 [illegible] Date: [illegible]
2 Customer Name: U S VET ADM HOSP
Service Address: 801 S MARION ST

Service Days [illegible]
Next Scheduled Read Date: MAY 15 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
60,531.09	0.00	0.00	60,531.09	59,403.14	MAY 07 1997	$119,934.23

[redacted] CK DATE
16-97
LE NUMBER
12401
NE NUMBER
·3016
[redacted]

3 **Meter Reading** - Meter 9Y7754H

Current Reading	3540
Previous Reading	2917
KWH Used	996800
On-Peak KWH Used	269059
Off-Peak KWH Used	727741
On-Peak Demand	2005
Maximum Demand	2005

Energy Usage

	Last Year	This Year
KWH This Month	939200	996800
Service Days	29	29
KWH/Day	32386	34372

Amt includes the following charges:

Customer Charge:	$170.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.03064 per KWH
Off-Peak	$0.01297 per KWH
Fuel Charge:	
On-Peak	$0.02409 per KWH
Off-Peak	$0.02073 per KWH
Demand Charge:	
On-Peak	$8.03 per KW

Account Activity

Previous Statement Balance	60,531.09	
BALANCE BEFORE NEW CHARGES		60,531.09
Billing for Electric Use on Rate: GSLDT-2 GENERAL SVC LRG DEMAND TIME OF USE		
Electric Service Amount	55,520.63**	
Gross Receipts Tax Increase	569.42	
Franchise Charge	3,307.07	
Facilities Rental	6.02	
Current Electric Charges	**59,403.14**	
TOTAL NEW CHARGES:		59,403.14
TOTAL NOW DUE:		**$119,934.23**

Messages

-- Did you forget? $60,531.09 of this bill is past due. If payment has been made, we thank you and apologize for this reminder.
-- A late payment charge of 1.0% will apply if not paid by MAY 07.
-- Pulse metering conversion factors are available upon request.
-- The FPSC has approved a decrease in fuel and non-fuel energy charges effective March 31 through September 25. Rates will vary according to your rate schedule.
-- Transactions involving connects, disconnects, name changes and payment extensions may require positive identification.

$ 4547.88

Florida Power & Light Company
PO Box 025576
Miami, FL 33102
FPL

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

To payment processing 5/13/97

INQUIRIES CALL: PATRICIA COOK AT 305-552-2448

42-6 pg 283

Miami, FL 33102

FPL

Please request changes on the back. Notes on the front will not be detected.

32-15-927-86906-2

A V 3215 0

7

U S VET ADM HOSP
% FISCAL SERV (04)
801 S MARION ST
LAKE CITY FL 32024

3215219891684902485316001

I added my donation for the Care to Share Ener. Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ___

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
21989-16849	$61,358.42	FEB 05 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: JAN 15 1997
Customer Name: U S VET ADM HOSP
Service Address: 801 S MARION ST

Account Number: 21989-16849
Service Dates: DEC 13 96 to JAN 1
Service Days: 33
Next Scheduled Read Date: FEB 14 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now D (=)
120,599.83	120,599.83CR	0.00	0.00	61,358.42	FEB 05 1997	$61,358.42

Meter Reading - Meter 9Y7754H

Current Reading	1750
Previous Reading	1155
KWH Used	952000
On-Peak KWH Used	209792
Off-Peak KWH Used	742208
On-Peak Demand	1941
Maximum Demand	1941

Energy Usage

	Last Year	This Year
KWH This Month	953600	952000
Service Days	34	33
KWH/Day	28047	28848

Amt includes the following charges:

Customer Charge:	$170.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.03032 per KWH
Off-Peak	$0.01265 per KWH
Fuel Charge:	
On-Peak	$0.02332 per KWH
Off-Peak	$0.02143 per KWH
Demand Charge:	
On-Peak	$8.44 per KW

Account Activity

Previous Statement Balance		120,599.83
Payments Received - THANK YOU		120,599.83CR
Billing for Electric Use on Rate: GSLDT-2 GENERAL SVC LRG DEMAN TIME OF		
Electric Service Amount	53,099.74**	
Gross Receipts Tax Increase	544.59	
Franchise Charge	3,160.19	
Facilities Rental	6.02	
Current Electric Charges		56,810.54
Billing for Additional Services:		
MONTHLY DSM SVC CHG		4,547.88
TOTAL NOW DUE:		$61,358.42

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- If power is interrupted due to severe cold weather, please turn off all major equipment until power is restored. Then turn them back on gradually. This could reduce outage time.

42-6
Pg 393

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

COPY

Print Date: JAN 17 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

PO Box 025576
Miami, FL 33102

FPL

32095251415864657501900000

Please request changes on the back. Notes on the front will not be detected.

32-09-359-35100-2

A V 3209 6

15

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☒ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

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MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
52514-15864	$9,105.75	JAN 28 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 52514-15864

Statement Date: JAN 07 1997
Customer Name: SUWANNEE CO BPI
Service Address: 1730 S WALKER #M SCHOOL

Service Dates: DEC 05 96 to JAN 07 97
Service Days: 33
Next Scheduled Read Date: FEB 06 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
9,184.73	9,184.73CR	0.00	0.00	9,105.75	JAN 28 1997	$9,105.75

Meter Reading - Meter 9V7037H

Current Reading	1992
Previous Reading	1648
KWH Used	82560
Demand KW	461

Energy Usage

	Last Year	This Year
KWH This Month	91920	82560
Service Days	33	33
KWH/Day	2785	2502

Amt includes the following charges:

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	$0.01773 per KWH
Fuel Charge:	$0.02208 per KWH
Demand Charge:	$8.40 per KW

Account Activity

Previous Statement Balance		9,184.73
Payments Received - THANK YOU		9,184.73CR
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	7,200.11**	
Gross Receipts Tax Increase	73.84	
Franchise Charge	419.49	
Current Electric Charges		7,693.44
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,412.31
TOTAL NOW DUE:		**$9,105.75**

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- Pulse metering conversion factors are available upon request.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

Example
extra copy –
customer part of the bill

CONFIDENTIAL

42-7 pg 187

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: JAN 22 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

Miami, FL 33102

FPL

32039370116874791086300000

Please request changes on the back. Notes on the front will not be detected.

A V 3203 7

30

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☒ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

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FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
93701-16874	$3,680.19	JAN 27 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 93701-16874

Statement Date: DEC 26 1996
Customer Name: SUWANNEE CO BPI
Service Address: 1419 S WALKER AVE #MAIN SVC ELEM WEST

Service Dates: NOV 26 96 to DEC 28 96
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
3,814.78	3,814.78CR	0.00	0.00	3,680.19	JAN 27 1997	$3,680.19

Meter Reading - Meter 1U78541

Current Reading	7563
Previous Reading	- 7433
KWH Constant	x 240
KWH Used	31200
Demand Reading	0.74
KW Constant	x 240.00
Demand KW	178

Energy Usage

	Last Year	This Year
KWH This Month	35520	31200
Service Days	34	32
KWH/Day	1045	975

Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02082 per KWH
Fuel Charge:	$0.02209 per KWH
Demand Charge:	$8.39 per KW above 10 KW

Account Activity

Previous Statement Balance		3,814.78
Payments Received - THANK YOU		3,814.78CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	2,783.32**	
Gross Receipts Tax Increase	28.55	
Franchise Charge	162.16	
Current Electric Charges		2,974.03
Billing for Additional Services:		
MONTHLY DSM SVC CHG		706.16
TOTAL NOW DUE:		$3,680.19

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7
pg 297

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: JAN 08 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

FPL

32039364111816620275300000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

A V 3203 6

47

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
93641-11816	$3,572.02	JAN 21 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 93641-11816

Statement Date: DEC 28 1996
Customer Name: SUWANNEE CO BPI
Service Address: 415 PINEWOOD WAY # SUWANNEE VOTECH

Service Dates: NOV 26 96 to DEC 28 96
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
2,927.23	2,927.23CR	0.00	0.00	3,572.02	JAN 21 1997	$3,572.02

Meter Reading - Meter 1V70165

Current Reading	0423
Previous Reading	- 0268
KWH Constant	x 240
KWH Used	37200
Demand Reading	0.60
KW Constant	x 240.00
Demand KW	144

Energy Usage

	Last Year	This Year
KWH This Month	44640	37200
Service Days	34	32
KWH/Day	1313	1163

**Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02082 per KWH
Fuel Charge:	$0.02209 per KWH
Demand Charge:	$8.39 per KW above 10 KW

Account Activity

Previous Statement Balance		2,927.23
Payments Received - THANK YOU		2,927.23CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	2,755.52**	
Gross Receipts Tax Increase	28.26	
Franchise Charge	160.54	
Current Electric Charges		2,944.32
Billing for Additional Services:		
MONTHLY DSM SVC CHG		627.70
TOTAL NOW DUE:		$3,572.02

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7
pg 387

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: JAN 02 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

FPL

27

32039376119823641581410000

Please request changes on the back. Notes on the front will not be detected.

32-03-352-47400-2

A V 3203 6

48

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other _____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
93761-19823	$14,185.14	JAN 21 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: DEC 28 1996
Customer Name: SUWANNEE CO BPI
Service Address: 1625 S WALKER AVE #ELEM EAST

Account Number: 93761-19823
Service Dates: NOV 26 96 to DEC 28 96
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
13,240.02	13,240.02CR	0.00	0.00	14,185.14	JAN 21 1997	$14,185.14

Meter Reading - Meter 9V7020H

Current Reading	7132
Previous Reading	6445
KWH Used	164880
Demand KW	663

Energy Usage

	Last Year	This Year
KWH This Month	145920	164880
Service Days	34	32
KWH/Day	4292	5153

**Amt includes the following charges:

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	$0.01773 per KWH
Fuel Charge:	$0.02208 per KWH
Demand Charge:	$8.40 per KW

Account Activity

Previous Statement Balance		13,240.02
Payments Received - THANK YOU		13,240.02CR
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	12,174.07**	
Gross Receipts Tax Increase	124.86	
Franchise Charge	709.28	
Current Electric Charges		13,008.21
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,176.93
TOTAL NOW DUE:		$14,185.14

Messages

- Past-due balances are subject to a late payment charge of 1.0%.
- Pulse metering conversion factors are available upon request.
- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7
pg. 487

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: JAN 02 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

FPL

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Please request changes on the back. Notes on the front will not be detected.

A V 3203 9

25

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ [ ][ ][ ][ ][ ][ ][ ][ ]
Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
93181-13819	$404.74	JAN 21 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: DEC 28 1996
Customer Name: SUWANNEE CO BPI
Service Address: PARSHLEY ST #ADMIN

Account Number: 93181-13819
Service Dates: NOV 26 96 to DEC 28 9
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
169.75	240.16CR	0.00	70.41CR	475.15	JAN 21 1997	$404.74

Meter Reading - Meter 1Q52292

Current Reading	0062
Previous Reading	- 0057
KWH Constant	x 120
KWH Used	600
Demand Reading	0.10
KW Constant	x 120.00
Demand KW	12

Energy Usage

	Last Year	This Year
KWH This Month	8280	600
Service Days	34	32
KWH/Day	244	19

Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02082 per KWH
Fuel Charge:	$0.02209 per KWH
Demand Charge:	$8.39 per KW above 10 KW

Account Activity

Previous Statement Balance		169.75
Payments Received - THANK YOU		240.16CR
BALANCE BEFORE NEW CHARGES		70.41CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	77.52**	
Gross Receipts Tax Increase	0.80	
Franchise Charge	4.52	
Current Electric Charges		82.84
Billing for Additional Services:		
MONTHLY DSM SVC CHG		392.31
TOTAL NEW CHARGES:		475.15
TOTAL NOW DUE:		$404.74

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7
pg 5 of 7

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: JAN 03 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

Miami, FL 33102

FPL

27

32039342110849472516400000

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A V 3203 4

46

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐.☐☐

Dollars . Cents

Make check payable to FPL in U.S. fund and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
93421-10849	$4,615.27	JAN 21 1997

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 93421-10849

Statement Date: DEC 28 1996
Customer Name: SUWANNEE CO BPI
Service Address: ONTARIO AVE #MAIN SVC DOUGLAS CENTER

Service Dates: NOV 26 96 to DEC 28 9
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Du (=)
3,124.58	3,124.58CR	0.00	0.00	4,615.27	JAN 21 1997	$4,615.27

Meter Reading - Meter 1U52930

Current Reading	0680
Previous Reading	- 0336
KWH Constant	x 120
KWH Used	41280
Demand Reading	1.85
KW Constant	x 120.00
Demand KW	222

Energy Usage

	Last Year	This Year
KWH This Month	36840	41280
Service Days	34	32
KWH/Day	1084	1290

Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02082 per KWH
Fuel Charge:	$0.02209 per KWH
Demand Charge:	$8.39 per KW above 10 KW

Account Activity

Previous Statement Balance		3,124.58
Payments Received - THANK YOU		3,124.58CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	3,585.01**	
Gross Receipts Tax Increase	36.77	
Franchise Charge	208.87	
Current Electric Charges		3,830.65
Billing for Additional Services:		
MONTHLY DSM SVC CHG		784.62
TOTAL NOW DUE:		$4,615.27

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7
Pg 6 of 7

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: JAN 02 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

Typical Billing 11/25/97

1

FPL Miami, FL 33102

/ 27

32034544881362470621210000

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I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

A V 3203 4

27

2
3
4

SUWANNEE CO BPI
702 2ND ST NW
LIVE OAK FL 32060

Make check payable to FPL in U.S. fund and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

5

Account Number	Total Now Due	NEW Charges Past Due
45448-81362	$12,126.07	JAN 21 1997

6a

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 45448-81362

6b Statement Date: DEC 28 1996
Customer Name: SUWANNEE CO BPI
6c Service Address: PINEWOOD DR # SUWANNEEHIGH

Service Dates: NOV 26 96 to DEC 28 96
Service Days: 32
Next Scheduled Read Date: JAN 29 1997

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
13,202.31	13,202.31CR	0.00	0.00	12,126.07	JAN 21 1997	$12,126.07

7

Meter Reading-Meter 1V77806

Current Reading	2853
Previous Reading	- 2345
KWH Constant	x 240
KWH Used	121920
Demand Reading	2.40
KW Constant	x 240.00
Demand KW	576

Energy Usage

	Last Year	This Year
KWH This Month	156000	121920
Service Days	34	32
KWH/Day	4588	3810

**Amt includes the following charges:

Customer Charge:	$41.00 per Month
Non-Fuel Energy Charge:	$0.01773 per KWH
Fuel Charge:	$0.02208 per KWH
Demand Charge:	$8.40 per KW

Account Activity

Previous Statement Balance		13,202.31
Payments Received - THANK YOU		13,202.31CR
Billing for Electric Use on Rate: GSLD-1 GENERAL SVC LRG DEMAND		
Electric Service Amount	9,733.03**	
Gross Receipts Tax Increase	99.82	
Franchise Charge	567.06	
Current Electric Charges		10,399.91
Billing for Additional Services:		
MONTHLY DSM SVC CHG		1,726.16
TOTAL NOW DUE:		$12,126.07

Messages

-- Past-due balances are subject to a late payment charge of 1.0%.
-- From all of us at FPL, thank you for your business in 1996. Have a safe and happy holiday season.

42-7 pg 7987

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: JAN 02 97

USEFUL TELEPHONE NUMBERS
Customer Service: 000-0000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)
Visit FPL's Web Site at http://www.fpl.com

Please request changes on the back. Notes on the front will not be detected.

22-14-901-02000-1

A V 2214 3

CAR-RT SORT** 01

FLORIDA INSTITUTE
OF TECHNOLOGY INC
MAIN METER LOOP
150 UNIVERSITY BLV
MELBOURNE FL 32901

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
22186-03146	$65,600.02	MAY 06 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: APR 15 1996
Customer Name: FLORIDA INSTITUTE
Service Address: 2901 S COUNTRY CLUB RD

Account Number: 22186-03146
Service Dates: MAR 15 96 to APR 15 96
Service Days: 31
Next Scheduled Read Date: MAY 14 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
44,614.57	44,614.57CR	0.00	0.00	65,600.02	MAY 06 1996	$65,600.02

Meter Reading - Meter 9Y5882D

KWH Used	854000
On-Peak KWH Used	235459
Off-Peak KWH Used	618541
Load Control On-Peak Demand	1797
Maximum Demand	2548

Energy Usage

	Last Year	This Year
KWH This Month	977200	854000
Service Days	31	31
KWH/Day	31523	27548

Amt includes the following charges:

Customer Charge:	$600.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01327 per KWH
Off-Peak	$0.01327 per KWH
Fuel Charge:	
On-Peak	$0.02318 per KWH
Off-Peak	$0.01938 per KWH
Demand Charge:	
L/C On-Peak	$2.80 per KW
Maximum	$2.43 per KW
Firm On-Peak	$7.48 per KW

Account Activity

Previous Statement Balance		44,614.57
Payments Received - THANK YOU		44,614.57CR
Billing for Electric Use on Rate: CILC-1D COMMERCIAL/INDUSTRIAL LOAD CONTROL-DIST		
Electric Service Amount	40,601.08**	
Gross Receipts Tax Increase	405.95	
Franchise Charge	2,338.89	
Utility Tax	3,107.63	
Facilities Rental	3,018.56	
Transformer Credit	1,019.20CR	
Current Electric Charges		48,450.91
Billing for Additional Services:		
MONTHLY DSM SVC CHG		17,149.11
TOTAL NOW DUE:		**$65,600.02**

Messages

- A late payment charge of 1.5% will apply if not paid by MAY 06.
- Pulse metering conversion factors are available upon request.
- Effective APR 1 thru OCT 31, Time-of-Use On-Peak hours are Noon to 9 PM, MON thru FRI; holidays are off peak.
- Customers paying FPL bills at Authorized Pay Agent locations MUST have a bill statement when paying with a check.

CONFIDENTIAL

CONFIDENTIAL # 140651

CONFIDENTIAL

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

FPL

Print Date: APR 16 96

USEFUL TELEPHONE NUMBERS
Customer Service: (407) 631-2000
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)

42-8

P. 186

Miami, FL 33102

FPL

/ 27

22142218603146589747960000

Please request changes on the back. Notes on the front will not be detected.

22-14-901-02000-1

A V 2214 5

CAR-RT SORT** 01

FLORIDA INSTITUTE
OF TECHNOLOGY INC
MAIN METER LOOP
150 UNIVERSITY BLV
MELBOURNE FL 32901

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

Account Number	Total Now Due	NEW Charges Past Due
22186-03146	$69,747.98	JUN 04 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 22186-03146

Statement Date: MAY 14 1996
Customer Name: FLORIDA INSTITUTE
Service Address: 2901 S COUNTRY CLUB RD

Service Dates: APR 15 96 to MAY 14 96
Service Days: 29
Next Scheduled Read Date: JUN 13 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
48,450.91	48,450.91CR	0.00	0.00	69,747.98	JUN 04 1996	**$69,747.98**

Meter Reading - Meter 9Y5882D

KWH Used	917000
On-Peak KWH Used	312042
Off-Peak KWH Used	604958
Load Control On-Peak Demand	2250
Maximum Demand	2548

Energy Usage

	Last Year	This Year
KWH This Month	1013600	917000
Service Days	29	29
KWH/Day	34952	31621

****Amt includes the following charges:**

Customer Charge:	$600.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01327 per KWH
Off-Peak	$0.01327 per KWH
Fuel Charge:	
On-Peak	$0.02318 per KWH
Off-Peak	$0.01938 per KWH
Demand Charge:	
L/C On-Peak	$2.80 per KW
Maximum	$2.43 per KW
Firm On-Peak	$7.49 per KW

Account Activity

Previous Statement Balance		48,450.91
Payments Received - THANK YOU		48,450.91CR
Billing for Electric Use on Rate: CILC-1D COMMERCIAL/INDUSTRIAL LOAD CONTROL-DIST		
Electric Service Amount	44,217.45**	
Gross Receipts Tax Increase	443.04	
Franchise Charge	2,550.40	
Utility Tax	3,388.62	
Facilities Rental	3,018.56	
Transformer Credit	1,019.20CR	
Current Electric Charges		**52,598.87**
Billing for Additional Services:		
MONTHLY DSM SVC CHG		17,149.11
TOTAL NOW DUE:		**$69,747.98**

Messages

-- A late payment charge of 1.5% will apply if not paid by JUN 04.
-- Pulse metering conversion factors are available upon request.
-- When reporting a street or outdoor light outage, please try to obtain the 11-digit number mounted at eye level on the pole; then call the number at the bottom of your bill for servicing.

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42-8
P296

Florida Power & Light Company
PO Box 025576

USEFUL TELEPHONE NUMBERS
Customer Service: (407) 631-2000

/ / 27

22142218603146485216860OO

Please request changes on the back. Notes on the front will not be detected.

2 22-14-901-02000-1

A V 2214 4

13

CAR-RT SORT** 01

3 FLORIDA INSTITUTE
4 OF TECHNOLOGY INC
5 MAIN METER LOOP
6 150 UNIVERSITY BLV
7 MELBOURNE FL 32901

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ [ ][ ][ ][ ][ ].[ ][ ]
Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

8

Account Number	Total Now Due	NEW Charges Past Due
22186-03146	$68,612.58	JUL 05 1996

FOLD ON PERFORATION BEFORE TEARING

9 **CUSTOMER STATEMENT**

Statement Date: JUN 13 1996
10 Customer Name: FLORIDA INSTITUTE
11 Service Address: 2901 S COUNTRY CLUB RD

Account Number: 22186-03146
Service Dates: MAY 14 96 to JUN 13 96
Service Days: 30
Next Scheduled Read Date: JUL 15 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
52,598.87	52,598.87CR	0.00	0.00	68,612.58	JUL 05 1996	$68,612.58

12 **Meter Reading**-Meter 9Y5882D

KWH Used	896000
On-Peak KWH Used	307534
Off-Peak KWH Used	588466
Load Control On-Peak Demand	2148
Maximum Demand	2548

Energy Usage

	Last Year	This Year
KWH This Month	1036000	896000
Service Days	30	30
KWH/Day	34533	29867

**Amt includes the following charges:

Customer Charge:	$600.00 per Month
Non-Fuel Energy Charge:	
On-Peak	$0.01327 per KWH
Off-Peak	$0.01327 per KWH
Fuel Charge:	
On-Peak	$0.02318 per KWH
Off-Peak	$0.01838 per KWH
Demand Charge:	
L/C On-Peak	$2.80 per KW
Maximum	$2.43 per KW
Firm On-Peak	$7.49 per KW

Account Activity

Previous Statement Balance		52,598.87
Payments Received - THANK YOU		52,598.87CR
Billing for Electric Use on Rate: CILC-1D COMMERCIAL/INDUSTRIAL LOAD CONTROL-DIST		
Electric Service Amount	43,229.07**	
Gross Receipts Tax Increase	432.90	
Franchise Charge	2,492.04	
Utility Tax	3,310.10	
Facilities Rental	3,018.56	
Transformer Credit	1,019.20CR	
Current Electric Charges		**51,463.47**
Billing for Additional Services:		
MONTHLY DSM SVC CHG		17,149.11
TOTAL NOW DUE:		**$68,612.58**

Messages

-- A late payment charge of 1.5% will apply if not paid by JUL 05.
-- Pulse metering conversion factors are available upon request.
-- Work safely outdoors. Stay clear of power lines when trimming trees or using ladders or other equipment. If you cannot avoid a power line do not do the work.

42-8

CONFIDENTIAL

P3 of 6

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. fund and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

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6

CAR-RT SORT** 14

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG S
DAYTNA BCH FL 32114

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$14,859.70	MAY 22 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 21857-01915

Statement Date: MAY 01 1996
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS BLVD # MAIN

Service Dates: APR 02 96 to MAY 01 96
Service Days: 29
Next Scheduled Read Date: MAY 31 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
8,027.87	8,027.87CR	0.00	0.00	14,859.70	MAY 22 1996	$14,859.70

Meter Reading - Meter 1V5175D

Current Reading	2177
Previous Reading	- 1181
KWH Constant	x 120
KWH Used	119520
Demand Reading	2.60
KW Constant	x 120.00
Demand KW	312

Energy Usage

	Last Year	This Year
KWH This Month	132600	119520
Service Days	29	29
KWH/Day	4572	4121

****Amt includes the following charges:**

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02128 per KWH
Fuel Charge:	$0.01773 per KWH
Demand Charge:	$8.79 per KW above 10 KW

Account Activity

Previous Statement Balance		8,027.87
Payments Received - THANK YOU		8,027.87CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	7,377.79**	
Gross Receipts Tax Increase	75.67	
Franchise Charge	406.51	
Utility Tax	624.68	
Facilities Rental	9.07	
Current Electric Charges		8,493.72
Billing for Additional Services:		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		$14,859.70

Messages

- A late payment charge of 1.5% will apply if not paid by MAY 22.
- When reporting a street or outdoor light outage, please try to obtain the 11-digit number mounted at eye level on the pole; then call the number at the bottom of your bill for servicing.

CONFIDENTIAL

42-8

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: MAY 02 96

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6554 (TTY/TDD)

Page 6

110521857019 15 5691351000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐ Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

A V 1105

20

CAR-RT SORT** 14

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG 8
DAYTNA BCH FL 32114

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$15,319.65	JUN 21 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Statement Date: MAY 31 1996
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS BLVD # MAIN

Account Number: 21857-01915
Service Dates: MAY 01 96 to MAY 31 96
Service Days: 30
Next Scheduled Read Date: JUL 01 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
8,493.72	8,493.72CR	0.00	0.00	15,319.65	JUN 21 1996	$15,319.65

Meter Reading - Meter 1V5175D

Current Reading	2215
Previous Reading	- 2177
KWH Constant	x 120
KWH Used	124560
Demand Reading	2.80
KW Constant	x 120.00
Demand KW	336

Energy Usage

	Last Year	This Year
KWH This Month	149040	124560
Service Days	30	30
KWH/Day	4968	4152

**Amt includes the following charges:

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02090 per KWH
Fuel Charge:	$0.02075 per KWH
Demand Charge:	$7.87 per KW above 10 KW

Account Activity

Previous Statement Balance		8,493.72
Payments Received - THANK YOU		8,493.72CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	7,776.08**	
Gross Receipts Tax Increase	79.75	
Franchise Charge	428.46	
Utility Tax	660.31	
Facilities Rental	9.07	
Current Electric Charges		8,953.67
Billing for Additional Services:		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		$15,319.65

Messages

- A late payment charge of 1.5% will apply if not paid by JUN 21.
- Work safely outdoors. Stay clear of power lines when trimming trees or using ladders or other equipment. If you cannot avoid a power line do not do the work.

Acct # 145206

CONFIDENTIAL

42-8

Florida Power & Light Company
PO Box 025576
Miami, FL 33102

Print Date: JUN 04 96

USEFUL TELEPHONE NUMBERS
Customer Service: 1-800-375-2434
Hearing/Speech Impaired: 1-800-432-6654 (TTY/TDD)

FPL

PO Box 025576
Miami, FL 33102

/ 27

11052185701915323433611000

Please request changes on the back. Notes on the front will not be detected.

I added my donation for the Care to Share Energy Fund to help those in need. (Mark 'X' in box)

☐ $1 ☐ $2 ☐ $5 ☐ $10 ☐ Other ____

PLEASE FILL IN TOTAL AMOUNT PAID

$ ☐☐☐☐☐☐☐☐
Dollars . Cents

Make check payable to FPL in U.S. funds and mail along with this coupon to:

FPL
GENERAL MAIL FACILITY
MIAMI FL 33188-0001

A V 1105 3

2

EMBRY RIDDLE AERONAUTICAL
UNIVERSITY
600 S CLYDE MORRIS
PHYS PLANT BLDG S
DAYTNA BCH FL 32114

Account Number	Total Now Due	NEW Charges Past Due
21857-01915	$16,334.32	JUL 22 1996

FOLD ON PERFORATION BEFORE TEARING

CUSTOMER STATEMENT

Account Number: 21857-01915

Statement Date: JUL 01 1996
Customer Name: EMBRY RIDDLE AERONAUTICAL
Service Address: 500 S CLYDE MORRIS BLVD # MAIN

Service Dates: MAY 31 96 to JUL 01 96
Service Days: 31
Next Scheduled Read Date: JUL 31 1996

Previous Statement Balance	Payments (-)	Additional Activity (+ or -)	Balance Before NEW Charges (=)	NEW Charges (+)	NEW Charges Past Due	Total Now Due (=)
8,953.67	8,953.67CR	0.00	0.00	16,334.32	JUL 22 1996	$16,334.32

Meter Reading - Meter 1V5175D

Current Reading	4359
Previous Reading	- 3215
KWH Constant	x 120
KWH Used	137280
Demand Reading	3.00
KW Constant	x 120.00
Demand KW	360

Energy Usage

	Last Year	This Year
KWH This Month	156000	137280
Service Days	31	31
KWH/Day	5032	4428

****Amt includes the following charges:**

Customer Charge:	$35.00 per Month
Non-Fuel Energy Charge:	$0.02090 per KWH
Fuel Charge:	$0.02205 per KWH
Demand Charge:	$7.87 per KW above 10 KW

Account Activity

Previous Statement Balance		8,953.67
Payments Received - THANK YOU		8,953.67CR
Billing for Electric Use on Rate: GSD-1 GENERAL SERVICE DEMAND		
Electric Service Amount	8,671.95**	
Gross Receipts Tax Increase	88.94	
Franchise Charge	477.82	
Utility Tax	720.56	
Facilities Rental	9.07	
Current Electric Charges		9,968.34
Billing for Additional Services:		
MONTHLY DSM SVC CHG		6,365.98
TOTAL NOW DUE:		**$16,334.32**

Messages

- A late payment charge of 1.5% will apply if not paid by JUL 22.
- The FPSC has approved an increase in the fuel charge beginning June 27 through Sept. 1996. Increases will vary according to your rate schedule.

CONFIDENTIAL

P.BC.

November 20, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 36

1 FPL Energy Services Customers:
The Sears & Roebuck is not completed and it has not been billed. The bills for the other companies are attached.

FPL Services:
2 3 The John Knox Village job was completed and paid in 1996. The bills for North Broward Hospital are attached.

CONFIDENTIAL

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42-9 P. 8 of 11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-003
DATE: January 1, 1997

To:

1 Byron Hall
2 401 69th Street
3 Miami Beach, FL 33141
4 Attn.: Stevonnie Brown

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25935	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,350	$1,350.00
		SUBTOTAL	$1,350.00
		SALES TAX	
		TOTAL DUE	$1,350.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL

42-9
P2 8 11

FPL
ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-031
DATE: April 1, 1997

To:

1 Byron Hall
2 401 69th Street
3 Miami Beach, FL 33141
4 Attn.: Stevonnie Brown

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25935	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,350	$1,350.00
		SUBTOTAL	$1,350.00
		SALES TAX	
		TOTAL DUE	$1,350.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL
42-9
P 3 of 11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-076
DATE: September 2, 1997

To:

Byron Hall
401 69th Street
Miami Beach, FL 33141
Attn.: Stevonnie Brown

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25935	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,350	$1,350.00
		SUBTOTAL	$1,350.00
		SALES TAX	
		TOTAL DUE	$1,350.00

Make all checks payable to: FPL Energy Services, Inc.
If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL

42-9
4911

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-007
DATE: January 1, 1997

To:

1 Ocean Manor Resort
2 4040 Galt Ocean Drive
3 Ft Lauderdale, FL 33308
4 Attn.: Darlene Shaffer

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25920	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	3,700	$3,700.00
		SUBTOTAL	$3,700.00
		SALES TAX	
		TOTAL DUE	$3,700.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL

42-9
P5 of 11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-035
DATE: April 1, 1997

To:

1 Ocean Manor Resort
2 4040 Galt Ocean Drive
3 Ft Lauderdale, FL 33308
4 Attn.: Darlene Shaffer

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25920	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	3,700	$3,700.00
		SUBTOTAL	$3,700.00
		SALES TAX	
		TOTAL DUE	$3,700.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL

P 42-9
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FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-080
DATE: September 2, 1997

To:

1 Ocean Manor Resort
2 4040 Galt Ocean Drive
3 Ft Lauderdale, FL 33308
4 Attn.: Darlene Shaffer

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25920	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	3,700	$3,700.00
		SUBTOTAL	$3,700.00
		SALES TAX	
		TOTAL DUE	$3,700.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

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P7 8/11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-001
DATE: January 1, 1997

To:

1 Jefferson Center
2 930 North Tamiami Trail
3 Sarasota , FL 34236
4 Attn.: Mary Stults

02-20-0426

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25932	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,150	$1,150.00
		SUBTOTAL	$1,150.00
		SALES TAX	
		TOTAL DUE	$1,150.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

CONFIDENTIAL
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P 8 of 11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-029
DATE: April 1, 1997

To:

1 Jefferson Center
2 930 North Tamiami Trail
3 Sarasota , FL 34236
4 Attn.: Mary Stults

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25932	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,150	$1,150.00
		SUBTOTAL	$1,150.00
		SALES TAX	
		TOTAL DUE	$1,150.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

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Pg 8 of 11

FPL

ENERGY SERVICES, INC.

INVOICE

1982 N. State Road 7
Margate, FL 33063-5710

INVOICE NO: 97-074
DATE: September 2, 1997

To:

1 Jefferson Center
2 930 North Tamiami Trail
3 Sarasota , FL 34236
4 Attn.: Mary Stults

CUSTOMER NO.	P.O. NUMBER	DATE SHIPPED	SHIPPED VIA	F.O.B. POINT	TERMS
25932	N/A	N/A	N/A	N/A	Net 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Progress billing for Energy Equipment	1,150	$1,150.00
		SUBTOTAL	$1,150.00
		SALES TAX	
		TOTAL DUE	$1,150.00

Make all checks payable to: FPL Energy Services, Inc.
5 If you have any questions concerning this invoice, call: Joseph Berardinelli, 954-979-7663

THANK YOU FOR YOUR BUSINESS!

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P10 8 11

FPL

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FPL SERVICES

1982 N. State Road 7
Margate, FL 33063-5710
954 979-7660
Fax 954 979-7656

Invoice

Date: April 8, 1997

Invoice No.: 175 Terms: Upon Receipt

To: 1 North Broward Hospital District
2 303 S.E. 17th Street
3 Ft Lauderdale, FL 33316
4 Attn: Mr. Mark Bittner

Project #: 5 96-08428-003

RE: 6 Broward General Medical Center Lighting Retrofit.

Description: 7 Process & retainage billing for Broward General Medical Center lighting retrofit project.

	A
Contract Value:	$864,395.00
Net Change by Change Orders:	(34,040.00)
Contract Sum To Date:	$830,355.00
Percent Complete	100%
Total	830,355.00
Less: Retainage at 10 %	(0.00)
Total Earned less retainage	$830,355.00
Less previous invoice(s)	(775,669.00)
Amount Due	$ 54,686.00
Balance due to finish plus retainage	$ 0.00

Remit To
FPL Services
1982 N State Road 7
Margate FL 33063
Attn: Accounts Receivable Dept.

CONFIDENTIAL

P 42-9 R 11/8/11

PBC

FPL Services
Balance Sheet
December 31, 1996

CONFIDENTIAL

A

ASSETS

Current Assets:		
Cash	$	1,155,837
Accounts Receivable		266,738
Accounts Receivable Associated Companies		126,316
Revenue in Excess of Billings		687,730
Unrecognized Revenues		250,846
Prepaid Expenses		18,452
Total Current Assets	$	2,505,919
Net Deferred Costs		214,164
Total	$	214,164
Fixed Assets →		110,521
Accumulated Depreciation		(31,374)
Net Fixed Assets	$	79,148
Organizational Costs		56,331
Accumulated Amortization		(32,786)
Net Organizational Costs	$	23,545
Contracts Purchased	$	548,314
Total Assets	$	3,371,090

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LIABILITIES & EQUITY

Payable to FPL	$	38,196
Working Capital Note Payable		-
Accrued Interest		-
Total Payables non construction	$	38,196
Liabilities for Projects		648,404
Accrued Liabilities		770,145
Deferred Revenues		1,049,222
Total Liabilities	$	2,505,968
Equity		
FPL Energy Services, Inc. capital		829,929
FPL Energy Services 2 , Inc. capital		8,383
Retained Earnings		(316,942)
Net Income		343,752
Total Equity	$	865,122
Total Liabilities & Equity	$	3,371,090

44-2 1-1 p4

9/1997 149,970.78

44-2 1-1 2

44-2 / 1 p.1

KW 1/12/98

October 22, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 24

Item No.1

Attached is a breakdown of the assets for 1996 and 1997.

Item No. 2

The XP-American Server was obtained from FPL. This item is on the Depreciation Expense Report, page 4, line SYS NO 000046.

not material to test # 662.36

44-2
1-1
2

44-2
1-1
p. 1

CONFIDENTIAL

January 9, 1997 Page 1
5:14 pm

FPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Current Accum Depreciation (F)	Key
(A)											
000012 CH-4		0.00	SLMM	03 00	499.00	12/96	110.88	13.86	166.32	277.20	
Hard Drive - Compaq LT (GC)											
000017 CH-5		0.00	SLMM	03 00	6477.78	12/96	719.76	179.93	2159.27	2879.03	
Vectra VL3 PC (PQ)											
000020 CH-8		0.00	SLMM	03 00	4583.76	12/96	127.33	127.32	1527.94	1655.27	
Versa, Doc Station											
Count= 3											
Location	Brevard				11560.54		957.97	321.11	3853.53	4811.50	
Less disposals and transfers					0.00		0.00			0.00	
Net					11560.54		957.97	321.11	3853.53	4811.50	
000038 CH-10		0.00	SLMM	05 00	12197.88	12/96	0.00	203.30	609.90	609.90	
2 IBM Laptops for Ed Cancio & Marco Gonzalez											
Count= 1											
Location	Brow/Dade				12197.88		0.00	203.30	609.90	609.90	
Less disposals and transfers					0.00		0.00			0.00	
Net					12197.88		0.00	203.30	609.90	609.90	
000001 CP-1		0.00	SLMM	03 00	673.10	12/96	467.50	0.00	168.30	635.80	d
Cell Phone & Mobile Kit											
000002 OF-1		0.00	SLMM	03 00	189.00	12/96	131.25	5.25	57.75	189.00	
File Cabinet											
000003 CS-1		0.00	SLMM	03 00	146.22	12/96	101.50	4.11	44.72	146.22	
Paradox/Win Software											
000004 CS-2		0.00	SLMM	03 00	148.39	12/96	103.00	4.18	45.39	148.39	
PC Anywhere Software											
000005 OF-2		0.00	SLMM	03 00	254.39	11/96	176.75	0.00	77.64	254.39	
File Cabinet 2-Dr Lateral											
000006 CP-2		0.00	SLMM	03 00	805.60	12/96	380.46	22.38	268.55	649.01	

OCT 21 '97 05:35PM FPL SERVICES

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PPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Current Accum Depreciation (F)	Key
Cell Phone & Mobile Kit											
000007	CH-1	0.00	SLMM	03 00	5839.40	12/96	1946.24	162.21	1946.50	3892.74	
2 Dell Desktop Computers & Software											
000008	CH-2	0.00	SLMM	03 00	386.18	12/96	128.76	10.73	128.75	257.51	
TWS Cable & Installation											
000009	TE-1	0.00	SLMM	03 00	1473.40	12/96	491.16	40.93	491.15	982.31	
Phone System											
000010	CH-3	0.00	SLMM	03 00	4478.50	12/96	995.20	124.40	1492.81	2488.01	
Dell Laptop Computer (JH)											
000011	CS-3	0.00	SLMM	03 00	598.00	12/96	132.88	16.61	199.32	332.20	
Software for Dell Laptop											
000013	CP-3	0.00	SLMM	03 00	866.00	12/96	120.30	24.06	288.70	409.00	
Cell Phone & Mobile Kit											
000014	CSL-1	0.00	SLMM	05 00	12741.20	12/96	1061.75	212.35	2548.22	3609.97	
Timberline Software											
000015	OF-3	0.00	SLMM	03 00	207.30	12/96	23.04	5.75	69.11	92.15	
Fed Acquisition Regulations											
000016	CS-5	0.00	SLMM	03 00	746.57	12/96	82.96	20.73	248.87	331.83	
PC Software											
000018	CH-6	0.00	SLMM	03 00	2372.40	12/96	197.70	65.90	790.80	988.50	
Uninterruptible Power Supply											
000019	CH-7	0.00	SLMM	03 00	429.20	12/96	0.00	11.92	143.05	143.05	
Optiquest Monitor											
000021	CH-9	0.00	SLMM	03 00	317.90	12/96	0.00	8.83	105.96	105.96	
Beck - PC Hardware											
000022	CH-10	0.00	SLMM	03 00	13941.35	12/96	0.00	387.26	3085.56	3085.56	
2 HP's 1 Laptop											
000023	CS-6	0.00	SLMM	03 00	1709.95	12/96	0.00	47.50	380.00	380.00	
FAS 2000											
000025	CSL-1	0.00	SLMM	04 11	2295.00	12/96	155.60	38.89	466.79	622.39	
Timberline Software											

1

2

OCT 21 '97 05:36PM FPL SERVICES

1-1-44

2

CONFIDENTIAL

5:04 pm

FPL Services

D E P R E C I A T I O N S U M M A R Y R E P O R T

for Int bk Books FY = 12

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Current Accum Depreciation	Key
	A				B		C	D	E	F	
000026	CSL-1	0.00	SLMM	04 10	2550.00	12/96	131.91	43.97	527.62	659.53	
1 Timberline Software											
000027	CSL-1	0.00	SLMM	04 09	5012.50	12/96	49.12	87.93	1055.27	1104.39	
2 Timberline Software											
000029	CH-1A	0.00	SLMM	02 09	190.37	12/96	51.93	5.77	69.24	121.17	
Installation of 2 Dell PC's											
000030	CH-3A	0.00	SLMM	02 11	291.11	12/96	58.24	8.32	99.83	158.07	
Sales Tax on Dell Laptop											
000031	CS-3A	0.00	SLMM	02 11	38.88	12/96	7.77	1.11	13.32	21.09	
Stales Tax on Software											
000032	CH-4A	0.00	SLMM	02 11	32.44	12/96	6.51	0.92	11.14	17.65	
Sales Tax on Hard Drive											
000033	CS-7	0.00	SLMM	03 00	345.00	12/96	0.00	9.59	57.50	57.50	
Word Upgrade											
000034	CS-8	0.00	SLMM	03 00	1880.00	12/96	0.00	52.23	261.11	261.11	
1 PC Anywhere, 3 Freelance Graphics, 2 Project V.4.0 win 3.5											
000035	TE-2	0.00	SLMM	03 00	1340.86	12/96	0.00	37.25	186.24	186.24	
Add move changes FPL Invoice 7/96											
000036	OF-4	0.00	SLMM	05 00	2270.00	12/96	0.00	37.83	113.50	113.50	
Show Booth Marketing											
000037	CSL-1	0.00	SLMM	03 06	5021.22	12/96	0.00	119.56	358.66	358.66	
Add'l users for Timberline											
000040	OF - 5	0.00	SLMM	03 00	1230.07	12/96	0.00	34.17	102.51	102.51	
Ad Slick thru ARMS invoice											
000041	CSL-1	0.00	SLMM	04 07	700.00	12/96	12.73	0.00	140.00	152.73	d
Timberline Software											
000042	CSL-1	0.00	SLMM	04 07	2325.00	12/96	42.27	42.28	507.27	549.54	
Timberline Software											
Count= 35											
Location	Broward				73846.50		7056.53	1694.92	16551.15	23607.68	
Less disposals and transfers					1373.10		480.23			788.53	

OCT 2'97 05:36PM FPL SERVICES

3

CONFIDENTIAL

FPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Current Accum Depreciation	Key
	A				B		C	D	E	F	
Net					72473.40		6576.30	1694.92	16551.15	22819.15	
000039 CH-10		0.00	SLMM	03 00	524.43	12/96	0.00	14.57	43.70	43.70	
1 HP 5L printer E. Cancio											
Count= 1											
Location	Dade				524.43		0.00	14.57	43.70	43.70	
Less disposals and transfers					0.00		0.00			0.00	
Net					524.43		0.00	14.57	43.70	43.70	
Count= 40											
Grand Total					98129.35		8014.50	2233.90	21058.28	29072.78	
Less disposals and transfers					1373.10		480.23			788.53	
Net					96756.25		7534.27	2233.90	21058.28	28284.25	

2 Construction MANAGEMENT 13,765.50

3 System

110,521.75 (44-2 / 1)

+ 1,373.10 pg 3

111,894.85 goes to End. FV SVC 44-4 / 1-1

OCT 21 '97 05:37PM FPL SERVICES

4 44.00 / 1-1 / 2-44

4

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FPL Services

DEPRECIATION EXPENSE REPORT

for Int bk Books FY - 12

as of 09/97

SYS No	In Svc Date	Acquired Value (A)	Dep Meth	P T	Est Life	Salvage/ Sect 179	Depreciable Basis (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Curr Accum Depreciation (F)	Key
000012	04/01/95	499.00	SLMM	P	03 00	0.00	499.00	04/97	277.20	0.00	41.58	318.78	d
	Hard Drive - Compaq LT (GC)												
000020	11/01/95	4583.76	SLMM	P	03 00	0.00	4583.76	08/97	1655.27	127.33	1145.94	2801.21	
	Versa, Doc Station												
000012	05/01/95	32.44	SLMM	P	02 11	0.00	32.44	08/97	17.65	0.93	8.34	25.99	
	Sales Tax on Hard Drive												
000045	01/31/97	5117.22	SLMM	P	03 00	0.00	5117.22	08/97	0.00	142.14	1137.16	1137.16	
	IB-IBM Computer BH												
000049	03/31/97	846.81	SLMM	P	01 00	0.00	846.81	08/97	0.00	70.57	423.41	423.41	
	Ricoh Digital Camera												
Count=	5												
Location	Brevard												
		11079.23				0.00	11079.23		1950.12	340.97	2756.43	4706.55	
Less disposals and transfers													
		499.00				0.00	499.00		277.20			318.78	
		10580.23				0.00	10580.23		1672.92	340.97	2756.43	4387.77	
000038	09/01/96	12197.88	SLMM	P	05 00	0.00	12197.88	08/97	609.90	203.30	1829.68	2439.58	
	2 IBM Laptops for Ed Cancio & Marco Gonzalez												
Count=	1												
Location	Brow/Dade												
		12197.88				0.00	12197.88		609.90	203.30	1829.68	2439.58	
Less disposals and transfers													
		0.00				0.00	0.00		0.00			0.00	
		12197.88				0.00	12197.88		609.90	203.30	1829.68	2439.58	
000021	01/01/93	189.00	SLMM	P	03 00	0.00	189.00	04/97	189.00	0.00	0.00	189.00	
	File Cabinet												
000031	01/01/93	146.22	SLMM	P	03 00	0.00	146.22	04/97	146.22	0.00	0.00	146.22	

05:37PM FPL SERVICES OCT 21 '97

5

CONFIDENTIAL

FPL Services

DEPRECIATION EXPENSE REPORT

for Int bk Books FY = 12

as of 08/97

SYS No	In Svc Date	Acquired Value (A)	Dep Meth	P Est T Life	Salvage/ Sect 179	Depreciable Basis (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Curr Accum Depreciation (F)	Key
		1 Paradox/Win Software										
000004	11/01/93	2 148.39	SLMM	P 03 00	0.00	148.39	04/97	148.39	0.00	0.00	148.39	
		3 PC Anywhere Software										
000005	12/01/93	4 254.39	SLMM	P 03 00	0.00	254.39	04/97	254.39	0.00	0.00	254.39	
		5 File Cabinet 2-Dr Lateral										
000006	07/01/94	6 805.60	SLMM	P 03 00	0.00	805.60	06/97	649.01	0.00	134.26	783.27	
		7 Cell Phone & Mobile Kit										
000007	12/01/94	8 5839.40	SLMM	P 03 00	0.00	5839.40	08/97	3892.74	162.20	1459.84	5352.58	
		9 2 Dell Desktop Computers & Software										
000008	12/01/94	10 386.18	SLMM	P 03 00	0.00	386.18	08/97	257.51	10.73	96.55	354.06	
		11 IWS Cable & Installation										
000009	12/01/94	12 1473.40	SLMM	P 03 00	0.00	1473.40	08/97	982.31	40.93	368.35	1350.66	
		13 Phone System										
000010	04/01/95	14 4478.50	SLMM	P 03 00	0.00	4478.50	08/97	2488.01	124.40	1119.62	3607.63	
		15 Dell Laptop Computer (JH)										
000011	04/01/95	16 598.00	SLMM	P 03 00	0.00	598.00	08/97	332.20	16.61	149.49	481.69	
		17 Software for Dell Laptop										
000013	07/01/95	18 866.00	SLMM	P 03 00	0.00	866.00	08/97	409.00	24.06	216.50	625.50	
		19 Cell Phone & Mobile Kit										
000014	07/01/95	20 12741.20	SLMM	P 05 00	0.00	12741.20	08/97	3609.97	212.36	1911.18	5521.15	
		21 Timberline Software										
000015	08/01/95	22 207.30	SLMM	P 03 00	0.00	207.30	08/97	92.15	5.76	51.82	143.97	
		23 Fed Acquisition Regulations										
000016	08/01/95	24 746.57	SLMM	P 03 00	0.00	746.57	08/97	331.83	20.74	186.64	518.47	
		25 PC Software										
000017	08/01/95	26 6477.78	SLMM	P 03 00	0.00	6477.78	08/97	2879.03	179.94	1619.44	4498.47	
		27 Vectra VL3 PC (PQ)										
000018	09/01/95	28 2372.40	SLMM	P 03 00	0.00	2372.40	08/97	988.50	65.90	593.10	1581.60	
		29 Uninterruptible Power Supply										
000019	10/01/95	30 429.20	SLMM	P 03 00	0.00	429.20	08/97	143.05	11.92	107.30	250.35	
		Optiquest Monitor										

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CONFIDENTIAL

FPL Services

DEPRECIATION EXPENSE REPORT

for Int bk Books FY = 12

as of 09/97

SYS No	In Svc Date	Acquired Value (A)	Dep Meth	P Est T Life	Salvage/ Sect 179	Depreciable Basis (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Curr Accum Depreciation (F)	Key
000021	11/01/95	317.90	SLMM	P 03 00	0.00	317.90	08/97	105.96	8.83	79.47	185.43	
	2 Beck - PC Hardware											
000022	03/01/96	13941.35	SLMM	P 03 00	0.00	13941.35	08/97	3085.56	387.26	3485.34	6570.90	
	4 2 HP's 1 Laptop											
000023	04/01/96	1709.95	SLMM	P 03 00	0.00	1709.95	08/97	380.00	47.50	427.48	807.48	
	6 FAS 2000											
000025	08/01/95	2295.00	SLMM	P 04 11	0.00	2295.00	08/97	622.39	38.90	350.08	972.47	
	8 Timberline Software											
000026	09/01/95	2550.00	SLMM	P 04 10	0.00	2550.00	08/97	659.53	43.97	395.69	1055.22	
	10 Timberline Software											
000027	10/01/95	5012.50	SLMM	P 04 09	0.00	5012.50	08/97	1104.39	87.94	791.44	1895.83	
	12 Timberline Software											
000029	03/01/95	190.37	SLMM	P 02 09	0.00	190.37	08/97	121.17	5.77	51.92	173.09	
	14 Installation of 2 Dell PC's											
000030	05/01/95	291.11	SLMM	P 02 11	0.00	291.11	08/97	158.07	8.31	74.85	232.92	
	16 Sales Tax on Dell Laptop											
000031	05/01/95	38.86	SLMM	P 02 11	0.00	38.88	08/97	21.09	1.11	9.99	31.08	
	18 Stales Tax on Software											
000033	03/01/96	345.00	SLMM	P 03 00	0.00	345.00	08/97	57.50	9.59	86.25	143.75	
	20 Word Upgrade											
000034	07/01/96	1880.00	SLMM	P 03 00	0.00	1880.00	08/97	261.11	52.22	470.00	731.11	
	22 1 PC Anywhere, 3 Freelance Graphics, 2 Project V.4.0 win 3.5											
000035	07/01/96	1340.86	SLMM	P 03 00	0.00	1340.86	08/97	186.24	37.25	335.21	521.45	
	24 Add move changes FPL Invoice 7/96											
000036	08/01/96	2270.00	SLMM	P 05 00	0.00	2270.00	08/97	113.50	37.84	340.50	454.00	
	26 Show Booth Marketing											
000037	09/01/96	5021.22	SLMM	P 03 06	0.00	5021.22	08/97	358.66	119.56	1075.98	1434.64	
	28 Add'l users for Timberline											
000040	10/01/96	1230.07	SLMM	P 03 00	0.00	1230.07	08/97	102.51	34.17	307.51	410.02	
	30 Ad Slick thru ARMS invoice											
000042	12/01/95	2325.00	SLMM	P 04 07	0.00	2325.00	08/97	549.54	42.27	380.45	929.99	

OCT 21 '97 05:39PM FPL SERVICES

7

CONFIDENTIAL

FPL Services

DEPRECIATION EXPENSE REPORT

for Int bk Books FY = 12

as of 09/97

SYS No	In Svc Date	Acquired Value	Dep Meth	P T	Est Life	Salvage/ Sect 179	Depreciable Basis	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Curr Accum Depreciation	Key
		A					B		C	D	E	F	
	1 Timberline Software												
000043	01/31/97 2	4200.00	SLMM	P	00 11	0.00	4200.00	08/97	0.00	381.82	3054.55	3054.55	
	3 Master Shell Document												
000044	01/31/97 4	6090.07	SLMM	P	03 00	0.00	6090.07	08/97	0.00	169.17	1353.36	1353.36	
	5 IB-IBM Computer JCB												
000046	01/31/97 FPL6	662.36	SLMM	P	03 00	0.00	662.36	08/97	0.00	18.40	147.20	147.20	
	7 XP-American Server												
000047	02/28/97 8	1050.00	SLMM	P	00 10	0.00	1050.00	08/97	0.00	105.00	735.00	735.00	
	9 Master Shell Document - Add to Asset 43												
000048	03/01/97 10	4814.74	SLMM	P	00 10	0.00	4814.74	08/97	0.00	481.47	3370.31	3370.31	
	11 Network Integration Service												
000050	05/01/97 12	2299.14	SLMM	P	00 08	0.00	2299.14	08/97	0.00	287.39	1436.96	1436.96	
	13 Leasehold Improvement Telecom Equip.												
000051	05/01/97 14	2810.61	SLMM	P	03 00	0.00	2810.61	08/97	0.00	78.07	390.36	390.36	
	15 Computer												
000052	05/01/97 16	6044.10	SLMM	P	03 00	0.00	6044.10	08/97	0.00	167.89	839.45	839.45	
	17 Computer												
000053	05/01/97 18	6012.98	SLMM	P	03 00	0.00	6012.98	08/97	0.00	167.02	835.13	835.13	
	Computer												
Count=	42												
Location	19 Broward												
	20	112902.74				0.00	112902.74		25680.53	3694.27	20838.57	54519.10	
Less disposals and transfers 21													
	22	0.00				0.00	0.00		0.00			0.00	
et	23	112902.74				0.00	112902.74		25680.53	3694.27	20838.57	54519.10	
000039	10/01/96 24	524.43	SLMM	P	03 00	0.00	524.43	08/97	43.70	14.56	131.10	174.80	
	25 HP 5L printer E. Cancio												
Count=	1												
Location	Dade												

OCT 21 '97 05:39PM FPL SERVICES

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CONFIDENTIAL

FPL Services

DEPRECIATION EXPENSE REPORT

for Int bk Books FY = 12

as of 09/97

SYS No	In Svc Date	Acquired Value (A)	Dep Meth	P Est T Life	Salvage/ Sect 179	Depreciable Basis (B)	Thru Date	Prior Accum Depreciation (C)	Depreciation This Run (D)	Current Year to Date (E)	Curr Accum Depreciation (F)	Key
1		524.43			0.00	524.43		43.70	14.56	131.10	174.80	
Less disposals and transfers												
2		0.00			0.00	0.00		0.00			0.00	
Net 3		524.43			0.00	524.43		43.70	14.56	131.10	174.80	
Counts 49												
Grand Total 4		136704.28			0.00	136704.28		28284.25	4253.10	33555.78	61840.03	
Less disposals and transfers												
5		499.00			0.00	499.00		277.20			318.78	
Net 6		136205.28			0.00	136205.28		28007.05	4253.10	33555.78	61521.25	

7 Construction Management 13,765.50

8 System 149,970.78

44-2

OCT 21 '97 05:40PM FPL SERVICES P.15

9

pw 11/21/98
IHP

PBC

CONFIDENTIAL

FPL Services
Balance Sheet
December 31, 1995

A

ASSETS	
Cash	$ 56,088
Accounts Receivable	521,674
Revenue in Excess of Billings	283,794
Total Current Assets	861,555
Deferred Costs - Net	168,322
Organizational Costs - Gross	56,331
Accunulated Amortization	(21,447)
Organizational Costs - Net	34,884
Fixed Assets - Gross	57,669
Accumulated Depreciation	(7,960)
Fixed Assets - Net	49,709
	$ 1,114,471
LIABILITIES AND PARTNER'S EQUITY	
Liabilities	
Accounts Payable - Trade	$ 264,691
Payable to FPL Energy Services, Inc.	66,496
Payable to KENETECK Management Services, Inc.	135,188
Working Capital Note Payable	626,194
Accrued Wages	22,981
Accrued Interest	9,240
Reserve for Warranty	30,000
Total Liabilities	1,154,789
Partners' Equity (Deficiency)	
FPL Energy Services, Inc.	(20,159)
KENETECK Management Services, Inc.	(20,159)
Total Partners Equity(Deficiency)	(40,318)
	$ 1,114,471

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2
p. 1

OCT 08 '97 01:31PM FPL SERVICES P.6

44-2
2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

PBC

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FPL Services
Income Statement
December 31, 1996

	A Current Activity	B Year to date	C
PROJECT REVENUE			
Revenue from operations	$737,674	$ 6,044,003	
Cost of sales	639,188	4,492,864 (A)	
Gross Margin	$ 98,486	$ 1,551,140	
SG & A Expenses (income)			
Operating Expenses	$ 80,082	1,037,180	
Depreciation	2,289	21,113	
Amortization	8,018	52,008	
Total SG & A Expenses	$ 90,389	$ 1,110,301 (A)	
Earnings before interest, income taxes & extraordinary item	$ 8,097	$ 440,839	
Extraordinary Item (Moving)		31,257 (A)	
Earnings before interest, income taxes	$ 8,097	$ 409,581	
Interest expense		65,829 (A)	
Earnings before income taxes	$ 8,097	$ 343,752	

Σ(A) = 5,700,251

4941749

OCT 08 '97 01:32PM FPL SERVICES

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4609

Request 22

CONFIDENTIAL

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FPL Services
Income Statement - December 31,1996

	MTD (A)	YTD Balance (B)	
Expenses			
Salaries --FPL	20,178	357,707	
Temporary Services	270	83,005	
SGA LABOR - KMS	15,122	148,249	
SGA GENERAL - KMS	1,693	20,774	
Bonus Expense		53,600	
Sales Comm - Intrnl		140,000	
OFFICE EXPENSES - General	(742)	20,440	
Office Supplies	544	4,052	
Office Equipment - Rental	750	4,232	
Computer Supplies	266	266	
Telecommunications	960	15,061	
Cellular Phone	242	242	
Pagers	240	240	
Travel/Entertainment	433	37,086	
Lodging	170	170	
Meals	225	225	
Entertainment	200	200	
Mileage Allowance	1,997	1,997	
Travel & Misc Expense	139	139	
Rent	4,544	22,720	44-3 / 4-1 — FPL Provinces
Marketing/Advertising	404	4,905	
Other General Office Expenses		359	
Courier Expense	330	330	
Postage Expense	64	64	
Insurance		5,250	
Publications	440	440	
Membership Fees	385	385	
Accounting	911	5,445	
Legal	10,979	29,819	
Technical Services		5,200	
Other Operating Expenses	144	44,881	
Bank Fees		174	
Warranty Expense	8,057	29,486	
Gain or Loss Disposal of Assets	37	37	
Preproject Costs	11,102	-	
Total Expense:	80,082	1,037,180	44-3 / 1

See up 44-3 / 4-1 for Detail on rent payments.

44-3 / 1-1 / 1

p.1

OCT 21 '97 05:35PM FPL SERVICES P.6

See 44-3 / 5-1 for detail of salaries

44-3 / 4-1 / 1

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

Request 22 PBC

CONFIDENTIAL A B R22

FPL Services
Income Statement - September 30, 1997

	MTD	YTD Balance	
Salaries --FPL	55,983	450,172	
Employee Benefits	12,635	95,810	
Contract Labor - Third Party	108	108	
Employee Relations	73	2,023	
Consultants	(2,295)	173,774	
Bonus Expense	18,000	68,800	
Sales Comm - Intrnl		67,000	
Office Supplies	959	8,458	
Office Equipment - Rental		2,737	
Office Equipment - Expense		2,326	
Telecommunications	442	5,057	
Cellular Phone	2,084	18,161	
Pagers	100	512	
Airfare	495	13,887	
Lodging	2,268	16,092	
Meals	1,429	10,862	
Entertainment	100	272	
Car Rental		731	
Mileage Allowance	4,124	30,195	
Travel & Misc Expense	159	2,921	
Rent	6,311	60,691	FPL provides paid by Svs.
Maintenance	853	6,173	
Marketing/Advertising	6,011	19,805	
Sales Promotions / Trade Shows	515	515	
Courier Expense	78	1,535	
Postage Expense	100	502	
Seminar Expense	150	3,553	
Publications	240	6,090	
Membership Fees	52	11,689	
Accounting	44	1,853	
Legal	2,890	15,746	
Professional Fees & Licenses		732	
Financing Costs		849	
General Liability		1,796	
Intangible Property Tax		1,748	
Gain or Loss Disposal of Assets		27	
Other Income	(3,580)	(39,124)	
Warranty Expense	17,690	158,820	
Total Expense:	128,019	1,222,899	

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1-1
2 p. 1

OCT 21 '97 05:34PM FPL SERVICES P.5

44-3
1-1
2

CITY BUSINESS FORMS INC. (847) 698-2626 FAX (847) 698-4608

PBC

FPL Services
Statement of Operations
as of December 31, 1995

A CONFIDENTIAL

CONFIDENTIAL

Revenues	$	3,243,935
Cost of sales		2,232,852
Gross margin		1,011,082
Operating expenses		743,251
Net income (loss) before income taxes	$	267,832

44-3
2
P. 1

OCT 08 '97 01:31PM FPL SERVICES

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4808

FPL SVS
Lease Exp
Margate/Brevard

11/12/98
11/13/97

Request 29 PBC

CASE HOLDING COMPANY, INC.
4367 North Federal Highway
Fort Lauderdale, Florida 33308

CONFIDENTIAL

December 23, 1995

Florida Power and Light Company
11770 U.S. Highway One
Golden Bear Plaza - South Tower
North Palm Beach, Florida 33408

Re: Lease at 1982 North State Road 7, Margate, Florida

Dear Sir or Madam:

This letter is to confirm our intention to lease to you approximately 5,501 sq. ft. of space at the above address commencing on the date that we purchase the building from you on the following terms:

44-3 P 2
4-2

1. The rent will be $15.00 (plus applicable sales tax) per sq. ft. at 6,189 sq. ft. (consisting of the 5,501 sq. ft. set forth above plus a loss factor of 12.5%), for an annual rent of $92,835, payable monthly at the rate of $7,736.25 on the first day of each month;

2. The term of the lease will begin on the date of purchase and terminate December 31, 1997;

3. You will have an option to renew for one year if notice of such is given to us by September 30, 1997;

4. Either you or we may terminate the lease at any time upon 90 days' written notice to each other;

5. You and we will enter into a formal lease with terms and conditions customarily applicable to similar leases.

If acceptable please sign and return a copy of this letter.

Case Holding Company, Inc.

C.J. Case, President

Phone: 771-3500

The above terms are acceptable. Dated December 26th, 1996.

Florida Power and Light Company

By: John A. Jewett Mgr. Fac.

44-3
4

CONFIDENTIAL P.1

NOV 12 '97 12:29PM FPL SERVICES P.2

44-3
4

MIGHTY BUSINESS FORMS INC (847) 698-2625 FAX (847) 698-4508

11/13/97

11/13/97

FPL Services
Rent Expense 1996 &1997

Request 29

	A	B	C
Period	**Margate**	**Brevard**	**Total**
Jul-96	(1) 3,544	(2) 1,000	4,544
Aug-96	3,544	1,000	4,544
Sep-96	3,544	1,000	4,544
Oct-96	3,544	1,000	4,544
Nov-96	3,544	1,000	4,544
1996 Total	17,720	5,000	22,720
Dec-96	3,544	1,000	4,544
Jan-97	5,502	1,000	6,502
Feb-97	(3) 5,389	1,000	6,389
Mar-97	5,389	(4) 948	6,336
Apr-97	* (3) 5,364	948	6,311
May-97	5,364	948	6,311
Jun-97	5,364	948	6,311
Jul-97	5,364	948	6,311
Aug-97	5,364	948	6,311
Sep-97	5,364	-	5,364
1997 Total	52,005	8,686	60,691

44-3/5-1

44-3 / 1-1 / 1

44-3 / 1-1 / 2

*calculated on 6% sales tax and not 6.5% as in note.

CONFIDENTIAL

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p. 1

NOV 05 '97 10:20AM FPL SERVICES P.2

44-3 / 4-1

EGRITY BUSINESS FORMS, INC. (847) 695-2626 FAX (847) 593-4809

Author: Robert Onsgard at USFPL102
Date: 8/15/96 11:44 AM
Priority: Normal
TO: George Caraghiaur at USFPL103
TO: Joseph C Berardinelli at USFPL123
TO: Patrick James at USFPL103
TO: Denny George at USFPL202
CC: Don Moranz
CC: John Dewar at USFPL202
CC: Winnie Lohmann
CC: Ariel Perez at USFPL620
CC: Carol Dieringer
Subject: Facility Rates for FES

---------- Message Contents ----------

Gentleman,

Based on the information received to date, below are the buildings occupied by FPL Energy Services, the related square footages and billing rates. This information has been collected from yourselves, John Dewars and Don Moranz. The invoice you receive this month will have billings for these facilities for the month of July.

(1) Margate Office
3544 Sq Ft @ $12.00/Sq Ft Annual

Area Office of Broward (AOB or Plantation)
2048 Sq Ft @ $17.00/Sq Ft Annual

(2) Brevard Office (Rockledge)
1000 Sq Ft @ $12.00/Sq Ft Annual

Based on the above the total monthly billing will be $7,445.33. Thanks for your help, and please call me with any comments or questions.

Robert

CONFIDENTIAL

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4-2
p. 1 of 2

11/13/97

Author: Osmel Maestre at USFPL102
Date: 2/18/97 6:24 PM
Priority: Normal
TO: Joseph C Berardinelli at USFPL123
CC: John Dewar at USFPL202
Subject: NB - Lease Expenses
---------- Message Contents ----------

Per your request, the Total Monthly Rent is broken down as follows:

FES: 4048 s.f. @ $15/s.f. per year or $5,388.60 per month.
FPL: 2141 s.f. @ $15/s.f. per year or $2,836.83 per month.
Landlord is Case Holding Co. Inc.

Should you have any other questions, please let me know.

(4) Reduced to 950 square feet.

CONFIDENTIAL

Request 22

CONFIDENTIAL

FPL Services
Income Statement - December 31,1996

		A MTD		B YTD Balance
Expenses				
	Salaries --FPL	20,178		357,707
	Temporary Services	270		83,005
	SGA LABOR - KMS	15,122		148,249
	SGA GENERAL - KMS	1,693		20,774
	Bonus Expense			53,600
	Sales Comm - Intrnl			140,000
	OFFICE EXPENSES - General	(742)		20,440
	Office Supplies	544		4,052
	Office Equipment - Rental	750	44-3|5-1|1	4,232
	Computer Supplies	266		266
	Telecommunications	960	44-3|5-1|2	15,061
	Cellular Phone	242		242
	Pagers	240		240
	Travel/Entertainment	433		37,086
	Lodging	170		170
	Meals	225		225
	Entertainment	200		200
	Mileage Allowance	1,997		1,997
	Travel & Misc Expense	139		139
	Rent	4,544	44-3|5-1|3	22,720
	Marketing/Advertising	404	44-3|5-1|4	4,905
	Other General Office Expenses			359
	Courier Expense	330		330
	Postage Expense	64		64
	Insurance		44-3|5-1|5	5,250
	Publications	440		440
	Membership Fees	385		385
	Accounting	911	44-3|5-1|6	5,445
	Legal	10,979	44-3|5-1|7	29,819
	Technical Services		44-3|5-1|8	5,200
	Other Operating Expenses	144	44-3|5-1|9	44,881
	Bank Fees			174
	Warranty Expense	8,057	44-3|5-1|10	29,486
	Gain or Loss Disposal of Assets	37		37
	Preproject Costs	11,102		-
Total Expenses		80,082		1,037,180

FPL Provides 44-3 #1

44-3 / 5-1 / 12

44-3 / 1

Internal audit clarification for 44-3 1997 - 5-1 / 11

Post-it™ brand fax transmittal memo 7671 | # of pages ▸ 1

To Joey	From Sally
Co.	Co.
Dept.	Phone #
Fax #	Fax #

44-3 / 5-1 p. 1

After reviewing detail for above, Stabb inquired regarding questionable items. as noted on each WP

44-3 / 5-1

RITY BUSINESS FORMS, INC. (847) 698-2625 FAX (847) 698-4608

RBC

office equipment

CONFIDENTIAL

FPL Services
Account History 12 months ended 12/31/96
Office Equipment - Rental

A

Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
20	FPL	155641	Margate Copier	10/31/96	1,114.15		AP
20	FPL	155641	Margate Fax	10/31/96	10.91		AP
20	FPL	158247	Margate Copier	11/30/96	193.16		AP
20	FPL	161059	Margate Copier	12/31/96	750.09		AP
20	FPL	134999	F.P.L. January 96	3/18/96	131.42		AP
20	FPL	134999	F.P.L. January 96	3/18/96	30.68		AP
20	FPL	140098	FPL March 96 Invoice	4/30/96	10.86		AP
20	FPL	142684	FPL 4/96 equip maint fax	4/30/96	174.00		AP
20	FPL	142684	FPL 4/96 rent off. equip	4/30/96	131.53		AP
20	FPL	145949	Actual May Invoice FPL fax	6/30/96	10.88		AP
20	FPL	145949	Actual May Invoice FPL copying	6/30/96	124.07		AP
20	FPL	148564	7/96 FPL ARMS BVI fax	7/31/96	184.95		AP
20	FPL	148564	7/96 FPL ARMS BVI copier rent	7/31/96	131.51		AP
20	FPL	150552	7/96 computer supplies	8/31/96	122.20		AP
20	FPL	150552	7/96 add/move phones	8/31/96	729.21		AP
20	FPL	150552	7/96 comp supplies	8/31/96	208.64		AP
20	FPL	153008	8/96 ARMS Margate Fax Rent	9/30/96	174.00		AP
					4,232.26	-	

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5-1

CONFIDENTIAL

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5-1
1

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1

INTEGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

FPL Services
Account History 12 months ended 12/31/96
Telecommunications

phones

CONFIDENTIAL

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	Jrn	Vendor	Invoice		Description	Acct Date	Debit	Credit	Journal
1	20	JDG	XP20		XPup to 01/15/96	1/31/96	10.79		AP
2	20	JDG	XP20		XPup to 01/15/96	1/31/96	10.79		AP
3	20	JDG	XP23		XP up to 01/30/96	1/31/96	126.20		AP
4	20	BELL		12296	Mobile Phone -	1/31/96	128.69		AP
5	20	FPL		137621	FPL Feb Activity	2/28/96	267.60		AP
6	20	JDG	Xp-26		XP-DG up to02-15	2/28/96	19.65		AP
7	20	REN	XP-32		Rex XP up to 02-29	2/29/96	15.94		AP
8	20	AT&T		208	Long Dist.	2/29/96	12.08		AP
9	20	BELL		22296	Mobile Phone Brian Has.	2/29/96	122.05		AP
10	20	AT&T		30896	Long Dist.	2/29/96	1.94		AP
11	20	FPL		134999	F.P.L. January 96	3/18/96	468.17		AP
12	20	FPL		134999	F.P.L. January 96	3/18/96	78.29		AP
13	20	FPL		134999	F.P.L. January 96	3/18/96	657.73		AP
14	20	GC	XP-42		GC Xp up to 03/15	3/31/96	19.95		AP
15	20	JDG	XP-33		D.G. XPense up to 03/15	3/31/96	12.08		AP
16	20	JDG	Xp-47		DG Xp up to 03/30	3/31/96	234.25		AP
17	20	PBR	XP 46		PBR xp 3-25 to 3-29	4/5/96	28.88		AP
18	20	REN	XP-56		REN XP up to 4/30	4/30/96	66.65		AP
19	20	FPL		140098	FPL March 96 Invoice	4/30/96	8.77		AP
20	20	FPL		140098	FPL March 96 Invoice	4/30/96	529.10		AP
21	20	FPL		140098	FPL March 96 Invoice cell Phs	4/30/96	1,150.05		AP
22	20	FPL		142684	FPL 4/96 ATT charge	4/30/96	17.16		AP
23	20	FPL		142684	FPL 4/96 phone maint, pagers	4/30/96	273.02		AP
24	20	FPL		142684	FPL 4/96 cellulars	4/30/96	869.04		AP
25	20	JDG	Xp-58		JDG XP up to 4/30	4/30/96	263.68		AP
26	20	BELL		42296	Bell Mobile Brian	4/30/96	85.33		AP
27	20	REN	xp66		Exp Rpt 5/17 - 31/96	5/31/96	7.25		AP
28	20	REN	xp66		Exp Rpt 5/17 - 31/96	5/31/96	69.28		AP
29	20	JDG	xp65		Exp Rpt 5/17 - 31/96	5/31/96	223.54		AP
30	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	2.25		AP
31	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	89.36		AP
32	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	4.75		AP
33	20	JDG	xp-69		expense report	6/28/96	38.54		AP
34	20	MAG	xp-71		expense rpt 6/96	6/28/96	6.66		AP
35	20	BELL		4075372854	407-537-2854	6/28/96	126.60		AP
36	20	BELL		40753728546	407-537-2854	6/28/96	90.73		AP
37	20	FPL		145949	Actual May Invoice FPL pagers	6/30/96	78.29		AP
38	20	FPL		145949	Actual May Invoice FPL cellula	6/30/96	417.68		AP
39	20	FPL		145949	Actual May Invoice FPL l dist	6/30/96	30.73		AP
40	20	JDG	xp76a		exp rpt 06/15-30/96	6/30/96	269.12		AP
41	20	JCB	xp79		exrpt 7/14-19/96 phone	7/25/96	65.82		AP
42	20	AT&T	B4353728546/96		long distance	7/25/96	7.78		AP
43	20	REN	exp071296		exp rpt 07/02 - 12/96 cellular	7/26/96	59.44		AP
44	20	BELL	4.07537[illegible]		B. Hashimoto mobile long dist	7/31/96	106.13		AP
45	20	JRH	xp84		JRH Exp rpt 7/1-31/96 phone	7/31/96	32.14		AP
46	20	FPL		148564	7/96 FPL ARMS ATT long Dist	7/31/96	128.21		AP
47	20	FPL		148564	7/96 FPL ARMS pager	7/31/96	37.80		AP
48	20	FPL		148564	7/96 FPL ARMS cell phones	7/31/96	306.60		AP
49	20	MAG	xp82		MAG Exp rpt 7/16-31/96 phone	7/31/96	176.87		AP
50	20	EPC	xp -89		EPC Exp Rpt 8/1-8/15/96 phone	8/26/96	6.24		AP
51	20	REN	xp-95		REN exp rpt 8/21-8/31/96	8/31/96	72.45		AP
52	20	REN	xp-96		REN exp rpt 8/1-8/15/96	8/31/96	86.69		AP
53	20	JRH	xp-100		JRH exp rpt 06/21-08/27/96	8/31/96	9.40		AP
54	20	PBR	xp-101		exp report -7/15 to 9/4/96	8/31/96	122.81		AP
55	20	FPL		150552	7/96 Att Charge Margate	8/31/96	105.14		AP
56	20	FPL		150552	7/96 beepers	8/31/96	77.93		AP

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20	FPL		150552	7/96 cellular	8/31/96	622.91	AP
20	MAG	xp-98		MAG exp rpt 8/19-8/31/96 phones	8/31/96	173.62	AP
20	BELL	5372854-082296		BSH bell south mob 8/22/96	8/31/96	193.00	AP
20	AT&T		9/8/96	ac#b43-407-537-2854-0-4	9/30/96	31.99	AP
20	REN	XP-105		EXP REPORT - 9/9 TO 9/15	9/30/96	106.29	AP
20	FPL		153008	8/96 ARMS ATT Margate	9/30/96	21.95	AP
20	FPL		153008	8/96 ARMS Pagers	9/30/96	78.38	AP
20	FPL		153008	8/96 ARMS Cellular MArgate	9/30/96	310.44	AP
20	KENETECH		10621	9/96 KMS Inv Phone	9/30/96	5.13	AP
20	KENETECH		10621	9/96 KMS Inv Phone KWG	9/30/96	28.71	AP
20	MAG	xp 108		MAG exp rpt 9/17-30/96 phone	9/30/96	173.62	AP
20	EPC	xp 110		EPC exp rpt 9/1-15/96 cellular	9/30/96	160.25	AP
20	KENETECH		10621	9/96 KMS Inv Fax KWG	9/30/96	53.78	AP
20	JDG	XP-103		EXP REPORT - 9/1 TO 9/15	9/30/96	185.18	AP
20	BELL		5.37285E+12	BXH mobile phone	9/30/96	88.57	AP
20	KENETECH		10621	9/96 KMS Inv Fax KWG	9/30/96	61.16	AP
20	KENETECH		10621	9/96 KMS Inv Phone KWG	9/30/96	4.50	AP
20	KENETECH		10621	9/96 KMS Inv Phone KWG	9/30/96	7.79	AP
20	FPL		155641	Margate Telephone	10/31/96	100.15	AP
20	FPL		155641	Margate Pager	10/31/96	207.59	AP
20	FPL		155641	Margate Cellular	10/31/96	535.02	AP
20	EPC	103196EPC		Telephone	10/31/96	260.48	AP
20	EPC	103196EPC-1		Telephone	10/31/96	272.42	AP
20	BELL		5.37285E+12	BH Mobile 10/96	10/31/96	156.48	AP
20	JDG	103196JDG		Telephone	10/31/96	389.77	AP
20	PBR	103196PBR		PBR 9/5/96-10/31/96 Tele.	11/15/96	41.50	AP
20	AT&T		110896	BH Cellular 9/10-11/7	11/18/96	51.51	AP
20	FPL		158247	Margate Telephone	11/30/96	41.15	AP
20	FPL		158247	Margate Pager	11/30/96	37.91	AP
20	FPL		158247	Margate Cellular	11/30/96	306.26	AP
20	REN	120496REN		Exp. Report 11/19-26/96 REN	11/30/96	179.98	AP
20	JDG	113096JDG		Exp Report 11/15-30/96 Tele	11/30/96	397.81	AP
20	AT&TW	1.20897E+12		BH Cellular 11/07-12/05/96	11/30/96	45.20	AP
20	BELL		5.37285E+12	BH Bell 11/96	11/30/96	217.91	AP
20	BRIAN	121396BH		Exp. Report 11/4-20/96 Tele	12/20/96	20.48	AP
20	FPL		161059	Marg. Telephone	12/31/96	185.97	AP
20	AT&TW	123196-4012195		Service 12/1-23/96	12/31/96	114.58	AP
20	PBR	10697PBR		Expense Rept. 11/4/96-12/19/96	12/31/96	73.44	AP
20	AT&TW	122496-6479731		GC Cellular 11/20/96-12/19/96	12/31/96	20.81	AP
20	REN	11297REN		Exp. Rept. 12/10-20/96	12/31/96	11.90	AP
	12-042	12-042		Reclass Expense Accounts	12/31/96	186.06	GL
20	MAG	10697MAG		Exp. Rept. 12/17-30/96	12/31/96	174.12	AP
20	JDG	10297JDG		Exp. Rept. 12/16-27/96	12/31/96	390.79	AP
Total						15,060.67	-

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INTEGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4628

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rent PBC

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FPL Services
Account History 12 months ended 12/31/96
Rent

Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
					A		
20	FPL	150552	8/96 rent margate/rockledge	8/31/96	4,544.00		AP
20	FPL	153008	8/96 ARMS rent	9/30/96	4,544.00		AP
20	FPL	155641	10/96 Rent	10/31/96	4,544.00		AP
20	FPL	158247	11/96 Rent	11/30/96	4,544.00		AP
20	FPL	161059	12/96 Rent	12/31/96	4,544.00		AP
					22,720.00	-	

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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marketing

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FPL Services
Account History 12 months ended 12/31/96
Marketing

A

Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
	10-006	10-006	10/96 Case study exp	10/31/96	250.00		GL
20	FPL	155641	Margate Marketing Expense	10/31/96	305.00		AP
20	FPL	158247	Marketing	11/30/96	244.98		AP
20	FPL	158247	Marketing Exp.	11/30/96	(500.00)		AP
20	FPL	161059	Fed. Buyers Guide	12/31/96	403.75		AP
20	FPLEXP	43096	Expo '96	6/28/96	300.00		AP
20	NAESCO	60496	Conference fee	6/28/96	495.00		AP
	06-006		mailers C/I	6/30/96	1,060.00		GL
20	JERREB	071296a	Sales Seminar	7/12/96	400.00		AP
20	EDLELE	11527	electric @ FPL Expo	8/31/96	64.66		AP
20	NAESCO	082996	NAESCO booklets	8/31/96	50.00		AP
20	FPL	150552	7/96 mkgt exps GO	8/31/96	1,200.00		AP
20	FPL	153008	8/96 ARMS Case Study	9/30/96	250.00		AP
20	FPL	153008	8/96 ARMS Expo	9/30/96	381.67		AP
					4,905.06	-	

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TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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insurance

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FPL Services
Account History 12 months ended 12/31/96
Insurance

	A Jrn	B Vendor	C Invoice	Description	D Acctg Date	E Debit	F Credit	G Journal
1	20	KENETECH	10616	KMS FPLS insurance 8/96	8/31/96	5,250.00		AP

general liab

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Look @ invoice to determine if coverage is for general liab. 44-3 5-1

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TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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accounting

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FPL Services
Account History 12 months ended 12/31/96
Accounting

A B C

	Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
1		12-018	12-018	Exp. Timberline Maint Agreemt	12/31/96	248.06		GL
2		10-006	10-006	10/96 Timberline maint exp	10/31/96	248.06		GL
3		11-018	11-018	Exp Timberline Maint Agreemt	11/30/96	248.06		GL
4		11-018	11-018	Exp Prepaid Consultant Time	11/30/96	560.00		GL
5	20	SAFEGUARD	GJS5SG000	500 Laser Checks	12/31/96	103.24		AP
6	20	BEST	1092268	Computer Program	4/30/96	2,337.25		AP
7		05-003		Timberline Maint prepd exp	5/31/96	248.06		GL
8		05-007		Reverse exp 4/96 capitalize	5/31/96		(1,709.95)	GL
9		12-018	12-018	Exp. Prepd. Consult Time 12/96	12/31/96	560.00		GL
10		06-003		timberline maint 6/96	6/30/96	248.06		GL
11	20	FPL	145949	Actual May Invoice FPL trainin	6/30/96	(A) 1,610.00		AP
12		07-004	07-004	timberline maint agrmt 7/96	7/31/96	248.06		GL
13		09-005	09-005	9/96 Timberline Maint Exp	9/30/96	248.06		GL
14		08-009	08-009	exp timberline maint agreement	8/31/96	248.06		GL
						7,154.97	(1,709.95)	

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Selected to determine if FPL is charging adequately.

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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legal

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FPL Services
Account History 12 months ended 12/31/96
Legal

A

Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
20	JECK	20996	JV FPL/ 10866-02000m	9/30/96	359.70		AP
20	JECK	31396	JV FPL/DCPS 10866-02000m/02	9/30/96	150.24		AP
20	JECK	42396	JV FPL 10866-02000m 3/96	9/30/96	40.05		AP
20	JECK	52196	sales tax 10866-02003m 6/96	9/30/96	1,192.40		AP
20	JECK	61796	sales tax 10866-02003m 5/96	9/30/96	4,513.05		AP
20	JECK	71796	sales tax 10866-02003m 6/96	9/30/96	37.80		AP
20	FPL (A)	155641	Legal Expense	10/31/96	3,215.52		AP
20	FPL (A)	161059	Legal Exp.	12/31/96	4,367.14		AP
20	JECK	31396	JV FPL/DCPS 10866-02000m/02	9/30/96	13.00		AP
20	THEM	538176	Legal Services 9/96	12/20/96	2,183.10		AP
20	THEM	531159	Legal Services 7/18-31/96	12/30/96	1,823.00		AP
20	THEM	535610	Legal Serv 8/1-22/96 4.6 hrs.	12/30/96	1,310.98		AP
20	THEM	535610	Legal Serv 8/1-22/96 3.65 Hrs	12/30/96	1,040.23		AP
20	THEM	540866	Legal Services 10/14-22/96	12/30/96	254.08		AP
20	THEM	62496	sarasota pre contract	7/31/96	3,420.29		AP
20	THEM	523130	sarasota co legal serv-4/96	9/30/96	5,898.70		AP
					29,819.28	-	

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(A) Is FPL charging adequately?

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TEGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4808

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technical services

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FPL Services
Account History 12 months ended 12/31/96
A Technical Services B

	Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
1	20	DONURG	092996	96 Contractor License	10/24/96	5,000.00		AP
2	20	SUMMARY	7004	Technical Services TMS	4/25/96	200.00		AP
3						5,200.00	-	

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

FPL Services

Account History 12 months ended 12/31/96

Other Operating Expenses

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	Jrn	Vendor	Invoice		Description	Acctg Date	Debit	Credit	Journal
1	20	ED LYNCH		10	UP TO 12-29	1/3/96	198.00		AP
2	20	ED LYNCH		10	UP TO 12-29	1/3/96	108.13		AP
3	20	ED LYNCH		10	UP TO 12-29	1/3/96	604.94		AP
4	20	TAX	No 17		Late Fee-acct: 23430151	1/19/96	10.00		AP
5	20	REN	XP 24		XP up to 01/31	1/31/96	20.00		AP
6	20	GC	XP-17		XP up to 12/31/95	1/31/96	62.52		AP
7	20	GC	XP-17		XP up to 12/31/95	1/31/96	36.68		AP
8	20	SUMMARY	10866-02003M		Jeck Harris Jones	1/31/96	2,383.40		AP
9	20	SUMMARY	T001		Tina Stevenson-Office Sub	2/8/96	150.00		AP
10	20	FPL		137621	FPL Feb Activity	2/28/96	15.00		AP
11	20	REN	XP-28		REN XP up to 02/15	2/29/96	125.00		AP
12	20	REN	XP-28		REN XP up to 02/15	2/29/96	31.48		AP
13	20	REN	XP-32		Rex XP up to 02-29	2/29/96	210.00		AP
14	20	ED LYNCH	96-005		E. Lynch Time & Xpense	3/20/96	99.00		AP
15	20	JRH	XP-39		XP jrh up to 02/29	3/27/96	153.22		AP
16	20	SUMMARY	XP-36		Dean L. Brantly	3/31/96	4.00		AP
17	20	SUMMARY	XP-36		Dean L. Brantly	3/31/96	9.92		AP
18	20	SUMMARY	XP-36		Dean L. Brantly	3/31/96	401.82		AP
19	20	PBR	XP 47		xp 1-11 TO 3-20	4/5/96	108.90		AP
20	20	PBR	XP 47		xp 1-11 TO 3-20	4/5/96	27.69		AP
21	20	PBR	XP 47		PBR xp 1-11 TO 3-20	4/5/96	87.73		AP
22	20	BRIAN	xp64		Exp Rpt 5/17 - 31/96	5/31/96	99.51		AP
23	20	BRIAN	xp64		Exp Rpt 5/17 - 31/96	5/31/96	107.57		AP
24	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	15.50		AP
25	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	12.40		AP
26	20	PBR	xp67		PBR xp rpt 4-6/96 hotel	6/27/96	263.44		AP
27	20	PBR	xp67		PBR xp rpt 4-6/96 trans	6/27/96	314.82		AP
28	20	PBR	xp67		PBR xp rpt 4-6/96meals	6/27/96	47.29		AP
29	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	14.14		AP
30	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	2.79		AP
21	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	31.31		AP
22	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	4.50		AP
23	20	PBR	xp67		PBR xp rpt 4-6/96	6/27/96	4.40		AP
24	20	B. HASHI	xp-68		mileage	6/28/96	5.89		AP
25	20	JDG	xp-69		mileage	6/28/96	143.22		AP
26	20	JDG	xp-69		mileage	6/28/96	11.47		AP
27	20	JDG	xp-69		mileage	6/28/96	138.26		AP
28	20	JDG	xp-69		mileage	6/28/96	13.02		AP
29	20	JDG	xp-69		mileage	6/28/96	76.88		AP
30	20	JRH	xp-72		expense rpt 6/96	6/28/96	4.65		AP
31	20	JRH	xp-72		expense rpt 6/96	6/28/96	124.00		AP
32	20	JRH	xp-72		expense rpt 6/96	6/28/96	35.25		AP
33	20	MAG	xp-71		expense rpt 6/96	6/28/96	252.03		AP
34	20	MAG	xp-71		expense rpt 6/96	6/28/96	247.50		AP
35	20	FLOREV		63096	'96 Intangible Tax Return	6/28/96	1,043.35		AP
36	20	MAG		63096	Expense report	6/28/96	108.91		AP
37	20	GC	xp-73			6/28/96	106.95		AP
38	20	GC	xp-73		Expense Report	6/28/96	5.20		AP
39	20	GC	xp-74		mileage	6/28/96	34.72		AP
40	20	BRIAN		62896	Vehicle miles	6/28/96	226.61		AP
41	20	BRIAN		62896	Expense Report	6/28/96	226.78		AP
42	20	BRIAN		62896	Meals	6/28/96	172.38		AP
43	20	JCB		62896	Vehicle miles	6/28/96	20.46		AP
44	20	JCB		62896	Travel expense	6/28/96	129.00		AP
45	20	WLA		62896	Vehicle miles	6/28/96	149.11		AP
46	20	WLA		62896	Travel expense	6/28/96	52.50		AP
47	20	WLA		62896	Meals	6/28/96	64.45		AP

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FPL Services
Account History 12 months ended 12/31/96
Other Operating Expenses

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	Jrn	Vendor	Invoice	A	Description	Acctg Date	(B) Debit	Credit	Journal
1	20	REN	xp-70		mil;eage	6/28/96	7.75		AP
2	20	B. HASHI	xp-68		mileage	6/28/96	78.74		AP
3	20	B. HASHI	xp-68		mileage	6/28/96	11.78		AP
4		06-006			rec acct #06290 to 06950	6/30/96	211.73		GL
5	20	FPL	143463		5/96 DSM Charges	6/30/96	112.40		AP
6	20	REN	xp 75a		exp rpt 06/03 - 30/96 hotel	6/30/96	616.40		AP
7	20	REN	xp 75a		exp rpt 06/03 - 30/96meals	6/30/96	189.10		AP
8	20	REN	xp 75a		exp rpt 06/03 - 30/96 phone	6/30/96	0.54		AP
9	20	REN	xp 75a		exp rpt 06/03 - 30/96 confrenc	6/30/96	255.00		AP
10	20	REN	xp 75a		exp rpt 06/03 - 30/96 CEM Memb	6/30/96	90.00		AP
11	20	FPL	145949		Actual May Invoice FPL coffee	6/30/96	85.25		AP
12	20	JDG	xp76a		exp rpt 06/15-30/96 mileage	6/30/96	115.63		AP
13	20	JDG	xp76a		exp rpt 06/15-30/96 mileage	6/30/96	92.38		AP
14	20	CARUANA	842		printing	7/25/96	394.32		AP
15	20	DESMOI	100158		deposit stamp	7/25/96	24.58		AP
16	20	JCB	xp78		exrpt 7/02-12/96 mileage	7/25/96	32.86		AP
17	20	JCB	xp79		exrpt 7/14-19/96 mileage	7/25/96	136.40		AP
18	20	JCB	xp79		exrpt 7/14-19/96 tolls	7/25/96	21.80		AP
19	20	JCB	xp79		exrpt 7/14-19/96 training	7/25/96	1,200.00		AP
20	20	WLA	xp77		EXrpt 7/1-17/96 mileage	7/25/96	27.90		AP
21	20	WLA	xp77		EXrpt 7/1-17/96 parking/Tolls	7/25/96	31.00		AP
22	20	B. HASHI	xp 79a		ex rpt 07/01-12/96 mileage	7/25/96	11.78		AP
23	20	B. HASHI	xp 79a		ex rpt 07/01-12/96 mileage	7/25/96	128.03		AP
24	20	REN	exp071296		exp rpt 07/02 - 12/96 mileage	7/26/96	94.55		AP
25	20	REN	exp071296		exp rpt 07/02 - 12/96 tolls	7/26/96	7.50		AP
26	20	AIRBORNE	S 5085146		aireborne 7/5-17/96	7/31/96	175.00		AP
27	20	JRH	xp83		JRH Exp rpt 6/6-6/27/96 miles	7/31/96	326.94		AP
28	20	JRH	xp84		JRH Exp rpt 7/1-31/96 miles	7/31/96	664.33		AP
29	20	JRH	xp84		JRH Exp rpt 7/1-31/96 tolls	7/31/96	80.00		AP
30	20	JRH	xp84		JRH Exp rpt 7/1-31/96 meals	7/31/96	211.22		AP
31	20	REN	xp-87		Exp rpt Rex 07/16-31/96	7/31/96	59.22		AP
32	20	MAG	xp82		MAG Exp rpt 7/16-31/96miles	7/31/96	193.04		AP
33	20	JDG	xp 81		exp rpt JDG 07/01-16/96	7/31/96	390.90		AP
34	20	BRIAN	xp-86		Exp rpt Brian 07/16-31/96	7/31/96	197.78		AP
35	20	FPL	148564		7/96 FPL ARMS BVI coffee	7/31/96	14.88		AP
36	20	JDG	xp-85		Exp rpt Denny 07/16-31/96	7/31/96	800.17		AP
37	20	CARUANA	(A)926		Bus Cards E. Cancio	8/1/96	94.34		AP
38	20	PLQ	62396		PLQ exp rpt Timber train miles	8/19/96	10.54		AP
39	20	ASSENE	81496		AEE 1995 instalation dinner	8/26/96	70.00		AP
40	20	FEDEX	588137629		Fed Ex W/E 07/26/96	8/26/96	57.75		AP
41	20	FEDEX	588790117		Fed Ex W/E 08/2/96	8/26/96	15.50		AP
42	20	JCB	xp-88		JCB Exp Rpt 7/27-8/21/96 miles	8/26/96	14.88		AP
43	20	EPC	xp -89		EPC Exp Rpt 8/1-8/15/96 miles	8/26/96	420.98		AP
44	20	EPC	xp -89		EPC Exp Rpt 8/1-8/15/96 tolls	8/26/96	35.50		AP
45	20	MAG	xp-92		MAG Exp Rpt 8/1-8/15/96 miles	8/26/96	135.78		AP
46	20	MAG	xp-92		MAG Exp Rpt 8/1-8/15/96 tolls	8/26/96	22.50		AP
47	20	MAG	xp-93		MAG Exp Rpt 7/1-7/15/96	8/26/96	114.79		AP
48	20	BRIAN	xp-91		BS Exp Rpt 8/1-8/15/96 miles	8/26/96	12.71		AP
49	20	JDG	xp-90		JDG Exp Rpt 8/1-8/15/96 miles	8/26/96	62.62		AP
50	20	JDG	xp-90		JDG Exp Rpt 8/1-8/15/96 miles	8/26/96	159.03		AP
51	20	JDG	xp-90		JDG Exp Rpt 8/1-8/15/96 miles	8/26/96	93.93		AP
52	20	JDG	xp-90		JDG Exp Rpt 8/1-8/15/96 tolls	8/26/96	25.83		AP
53	20	BRIAN	xp-91		BS Exp Rpt 8/1-8/15/96 miles	8/26/96	329.84		AP
54	20	BRIAN	xp-91		BS Exp Rpt 8/1-8/15/96 tolls	8/26/96	12.05		AP
55		08-002	08-002		FEDEX REFUND	8/31/96		(2.50)	GL
56		08-002	08-002		TEKTRONIX REFUND	8/31/96		(386.90)	GL
57	20	JCB	xp-97		JCB exp rpt 8/22-9/4/96	8/31/96	162.63		AP
58	20	REN	xp-95		REN exp rpt 8/21-8/31/96	8/31/96	139.19		AP

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FPL Services
Account History 12 months ended 12/31/96
Other Operating Expenses

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	Jm	Vendor	Invoice		Description	Acctg Date	Debit	Credit	Journal
1	20	REN	xp-95		REN exp rpt 8/21-8/31/96	8/31/96	49.50		AP
2	20	REN	xp-95		REN exp rpt 8/21-8/31/96	8/31/96	27.82		AP
3	20	REN	xp-96		REN exp rpt 8/1-8/15/96	8/31/96	13.23		AP
4	20	FEDEX	5-894-591		Fed Ex 8/6-8/8	8/31/96	118.25		AP
5	20	JRH	xp-100		JRH exp 06/21-08/27/96 miles	8/31/96	530.10		AP
6	20	PBR	xp-101		exp report -7/15 to 9/4/96	8/31/96	30.38		AP
7	20	FPL		150552	7/96 R Lopez tolls	8/31/96	4.00		AP
8	20	FPL		150552	7/96 R Lopez mileage	8/31/96	65.10		AP
9	20	MAG	xp-98		MAG exp rpt 8/19-8/31/96	8/31/96	172.05		AP
10	20	MAG	xp-98		MAG exp rpt 8/19-8/31/96	8/31/96	19.00		AP
11	20	PBR	xp-101		exp report -7/15 to 9/4/96	8/31/96	13.02		AP
12	20	EPC	xp-90		expense report - 8/16 to 8/30	8/31/96	106.49		AP
13	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	13.95		AP
14	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	115.01		AP
15	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	167.69		AP
16	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	10.00		AP
17	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	139.19		AP
18	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	77.71		AP
19	20	JDG	xp 99		JDG exp rpt 8/16-8/30/96	8/31/96	47.55		AP
20	20	FPL		150552	7/96 rockledge couier	8/31/96	32.09		AP
21	20	BRIAN	xp-94		BH exp rpt 8/16-8/30/96	8/31/96	129.89		AP
22	20	BRIAN	xp-94		BH exp rpt 8/16-8/30/96	8/31/96	49.29		AP
23	20	JCB	xp106		jcb exp rpt 9/5-9/30	9/30/96	1,300.00		AP
24	20	JCB	xp106		jcb exp rpt 9/5-9/30	9/30/96	4.96		AP
25	20	FPL		153008	8/96 ARMS Margate coffee	9/30/96	13.79		AP
26	20	FPL		153008	8/96 ARMS Margate office depot	9/30/96	175.81		AP
27	20	JECK		20996	SAles Tax 10866-02003m	9/30/96	1,028.14		AP
28	20	REN	xp 112		REN exp rpt 9/16-30/96 dues	9/30/96	403.00		AP
29	20	REN	xp 112		REN exp rpt 9/16-30/96 miles	9/30/96	18.60		AP
30	20	KENETECH		10621	9/96 KMS Inv Airfare	9/30/96	908.09		AP
31	20	KENETECH		10621	9/96 KMS Inv Postage	9/30/96	29.00		AP
32	20	MAG	xp 108		MAG exp rpt 9/17-30/96 miles	9/30/96	124.00		AP
33	20	MAG	xp 108		MAG exp rpt 9/17-30/96 tolls	9/30/96	15.00		AP
34	20	EPC	xp 110		EPC exp rpt 9/1-15/96 miles	9/30/96	127.41		AP
35	20	EPC	xp 110		EPC exp rpt 9/1-15/96 tolls	9/30/96	23.50		AP
36	20	EPC	xp 111		EPC exp rpt 9/16-30/96 miles	9/30/96	295.74		AP
37	20	EPC	xp 111		EPC exp rpt 9/16-30/96 tolls	9/30/96	31.25		AP
38	20	JRH	xp 109		JRH exp rpt 9/15-30/96 miles	9/30/96	32.55		AP
39	20	JRH	xp 109		JRH exp rpt 9/15-30/96 tolls	9/30/96	3.00		AP
40	20	KENETECH		10621	9/96 KMS Inv Car Rent GA	9/30/96	239.80		AP
41	20	KENETECH		10621	9/96 KMS Inv Taxi GA	9/30/96	135.25		AP
42	20	KENETECH		10621	9/96 KMS Inv Lodging GA	9/30/96	380.85		AP
43	20	KENETECH		10621	9/96 KMS Inv Fuel GA	9/30/96	31.00		AP
44	20	KENETECH		10621	9/96 KMS Inv Parking GA	9/30/96	45.50		AP
45	20	KENETECH		10621	9/96 KMS Inv Courier GA	9/30/96	75.00		AP
46	20	BRIAN	xp 107		BXH exp rpt 9/3-30/96 miles	9/30/96	106.65		AP
47	20	JDG	exp-109		exp report	9/30/96	367.65		AP
48	20	JDG	exp-109		exp report	9/30/96	27.00		AP
49	20	JDG	exp-109		exp report	9/30/96	711.84		AP
50	20	FPL		153008	8/96 ARMS Rock coffee	9/30/96	16.94		AP
51	20	FPL		153008	8/96 ARMS Rock Couirer	9/30/96	82.99		AP
52	20	WLA	XP-102		EXP REPORT - 9/16 TO 9/17	9/30/96	21.39		AP
53	20	WLA	XP-102		EXP REPORT - 9/16 TO 9/17	9/30/96	100.44		AP
54	20	BRIAN	xp 107		BXH exp rpt 9/3-30/96 miles	9/30/96	188.47		AP
55	20	JRH	xp 109		JRH exp rpt 9/15-30/96miles	9/30/96	130.20		AP
56	20	JRH	xp 109		JRH exp rpt 9/15-30/96 hotel	9/30/96	48.40		AP
57	20	KENETECH		10621	9/96 KMS Inv Car Rent CB	9/30/96	99.50		AP
58	20	KENETECH		10621	9/96 KMS Inv PArking CB	9/30/96	91.00		AP

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FPL Services
Account History 12 months ended 12/31/96
Other Operating Expenses

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	Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
1	20	BROCOU	93096	Broward Cnty Occup Lic 1997	10/24/96	49.50		AP
2	20	CITMAR	16435	1997 Occup License - Margate	10/24/96	137.50		AP
3	20	FEDEX	5-938-558	Fedex W/E 9/27	10/24/96	10.75		AP
4	20	FEDEX	5-945-306	Fedex W/E 10/2	10/24/96	62.15		AP
5	20	MCKIN	3778	Rekey lock - Server room	10/24/96	103.09		AP
6	20	RSMEAN	72996	Mechanical Cost Data Guide	10/24/96	79.75		AP
7	20	MAG	XP114	Mileage	10/24/96	212.04		AP
8	20	MAG	XP114	T & P	10/24/96	27.75		AP
9	20	MAG	XP114	Telephone	10/24/96	3.67		AP
10	20	MAG	XP114	Postage	10/24/96	2.39		AP
11	20	FEDEX	5-938-558	Fedex W/E 9/27	10/24/96	8.00		AP
12	20	JDG	XP113	Mileage	10/24/96	6.82		AP
13	20	JDG	XP113	Mileage	10/24/96	13.64		AP
14	20	JDG	XP113	Mileage	10/24/96	172.67		AP
15	20	JDG	XP113	Airplane	10/24/96	339.14		AP
16	20	ED LYNCH	96-021	Consultant Expenses 9/30-10/11	10/24/96	107.20		AP
17	20	FPL	154710	Deposit-C5 Project Study	10/28/96	6,000.00		AP
18	20	ED LYNCH	96-022	Consultant Exp. 10/14-25/96	10/29/96	378.46		AP
19	20	ED LYNCH	96-022	Consultant Exp. 10/14-25/96	10/29/96	101.03		AP
20	20	FEDEX	5-958-564	service 10/16-18/96	10/29/96	15.75		AP
21	20	JCB	xp80	Travel	10/29/96	79.92		AP
22	20	REN	102996	Travel	10/29/96	8.81		AP
23	20	REN	102996	Telephone	10/29/96	114.28		AP
24	20	REN	102996	Travel	10/29/96	234.00		AP
25	20	REN	102996	Travel	10/29/96	168.52		AP
26	20	FEDEX	5-964-322	Service 10/23-5/96	10/31/96	15.50		AP
27	20	WLA	110496WLA	Mileage WLA	10/31/96	44.44		AP
28	20	FPL	155641	Margate Flowers	10/31/96	49.77		AP
29	20	FPL	155641	Caraghiaur Ticket Airfare	10/31/96	336.25		AP
30	20	FPL	155641	Printing Expense	10/31/96	220.76		AP
31	20	FPL	155641	Software	10/31/96	9.95		AP
32	20	FPL	155641	Computer Hardware	10/31/96	182.00		AP
33	20	AIRBORNE	U4551245	Service 10/8-17/96	10/31/96	9.50		AP
34	20	EPC	103196EPC	Travel/Mileage	10/31/96	105.85		AP
35	20	EPC	103196EPC	Travel/Mileage	10/31/96	156.47		AP
36	20	FEDEX	5-964-322	Service 10/23-5/96	10/31/96	8.00		AP
37	20	MAG	110196MAG	ravel/Mileage	10/31/96	111.88		AP
38	20	MAG	110196MAG	Travel/Mileage	10/31/96	17.13		AP
39	20	MAG	110196MAG	Travel/Mileage	10/31/96	29.40		AP
40	20	FPL	155641	Travel - Lopez	10/31/96	86.80		AP
41	20	JDG	103196JDG	Assoc. Dues	10/31/96	35.00		AP
42	20	JDG	103196JDG	Travel/Mileage	10/31/96	152.40		AP
43	20	JDG	103196JDG	Travel/Mileage	10/31/96	150.70		AP
44	20	JDG	103196JDG	Travel/ Mileage	10/31/96	31.20		AP
45	20	BRIAN	110196BRI	Mileage/ Travel	10/31/96	259.76		AP
46	20	FPL	155641	Rockledge Coffee	10/31/96	15.79		AP
47	20	FPL	155641	Rockledge Courier	10/31/96	137.08		AP
48	20	AIRBORNE	U4551245	Service 10/8-17/96	10/31/96	40.00		AP
49	20	BRIAN	110196BRI	Mileage/ Travel	10/31/96	182.90		AP
50	20	JDG	103196JDG	TravelMileage	10/31/96	112.80		AP
51	20	ED LYNCH	96-023	Consult Serv. 10/28/96-11/8/96	11/15/96	469.48		AP
52	20	FEDEX	5-970-417	Service 10/28/96-11/01/96	11/15/96	50.35		AP
53	20	REN	110796REN	REN 10/16-31/96	11/15/96	137.98		AP
54	20	PBR	103196PBR	PBR 9/5/96-10/31/96 T/M	11/15/96	510.17		AP
55	20	MCKIN	3974	Locks- 2 Accounting Offices	11/18/96	167.22		AP
56	20	RSMEAN	92396	Ref. Books	11/19/96	243.69		AP
57	20	PIZZA	112696PH	John Haney Mtg. 11/26/96	11/26/96	24.29		AP
58	20	FEDEX	5-977-451	Service 11/6-8/96	11/30/96	5.95		AP

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FPL Services
Account History 12 months ended 12/31/96
Other Operating Expenses

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	Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
1	20	ATLANTIC	112196ATL	Notary Registration	11/30/96	91.00		AP
2	20	CARUANA	1153	Business Cards	11/30/96	168.54		AP
3	20	EC	111996EC	Job Interview Expenses	11/30/96	359.16		AP
4	20	ED LYNCH	96-024	Consult Service 11/11-22/96	11/30/96	273.52		AP
5	20	ED LYNCH	96-024	Consult Service 11/11-22/96	11/30/96	324.00		AP
6	20	FEDEX	5-984-399	Service 11/18/96	11/30/96	7.75		AP
7	20	FPL	158247	Office Supplies	11/30/96	170.38		AP
8	20	FPL	158247	Printing Expense	11/30/96	252.49		AP
9	20	FPL	158247	Computer Hardware	11/30/96	134.83		AP
10	20	LLT	111496LLT	Exp. Report 11/14/96	11/30/96	180.62		AP
11	20	REN	111896REN	Exp. Report 11/1-13/96	11/30/96	150.74		AP
12	20	RSMEAN	2229037	Shipping Chg.	11/30/96	9.66		AP
13	20	FEDEX	5-990-996	Service 11/19-20/96	11/30/96	42.05		AP
14	20	JCB	112696JCB	Exp. Report 10/7-11/12 Trav	11/30/96	143.54		AP
15	20	JCB	112696JCB	Exp. Report 10/7-11/12 Off Exp	11/30/96	4.01		AP
16	20	REN	120496REN	Exp. Report 11/19-26/96 REN	11/30/96	11.16		AP
17	20	AIRBORNE	V2975232	Service 11/19-12/03/96	11/30/96	31.25		AP
18	20	ED LYNCH	96-025	Consult 11/25-12/06/96	11/30/96	135.00		AP
19	20	NAESCO	120396NAE	96 Annual Conference	11/30/96	595.00		AP
20	20		11-027	Accrual 11/96	11/30/96	595.00		JC
21	20	FEDEX	5-977-451	Service 11/6-8/96	11/30/96	7.75		AP
22	20	FEDEX	5-984-399	Service 10/31/96-11/15/96	11/30/96	22.20		AP
23	20	MAG	120396MAG	Exp. Report 11/18-26/96 MAG	11/30/96	32.64		AP
24	20	AIRBORNE	U7002310	Service 10/22-31/96	11/30/96	25.00		AP
25	20	AIRBORNE	U9532250	Service 11/6-14/96	11/30/96	33.00		AP
26	20	FPL	158247	Brev. Coffee	11/30/96	15.68		AP
27	20	FPL	158247	Brevard Courier	11/30/96	16.00		AP
28	20	JDG	111996JDG	Exp. Report 11/1-15/96 Trav	11/30/96	487.47		AP
29	20	JDG	113096JDG	Exp Report 11/15-30/96 Trav	11/30/96	61.07		AP
30	20	NAESCO	120396NAE	PBR Conference Exp.	12/20/96	595.00		AP
31	20	REN	121696REN	Exp. Report 12/5-11/96 Trav	12/20/96	110.12		AP
32	20	WLA	121296WA	Exp. Report 12/11/96 Trav	12/20/96	33.48		AP
						45,270.40	(389.40)	

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11/26/97

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warranty

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FPL Services
Account History 12 months ended 12/31/96
Warranty Expense

A B

Jrn	Vendor	Invoice	Description	Acctg Date	Debit	Credit	Journal
		08-022	Accrue 1% of rev warranty exp	8/31/96	6,493.61		GL
		09-011	Accrue 1% Rev Warranty Exp 9/9	9/30/96	6,985.00		GL
		10-014	10/96 warranty exp 1% revenue	10/31/96	1,715.69		GL
		11-043	Reserve 1% Rev-Construction	11/30/96	6,235.00		GL
		12-028	Reserve 1% Rev. for Warranty	12/31/96	8,056.77		GL
					29,486.07	-	

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...R TY BUSINESS FORMS, INC. (847) 596-2626 FAX (847) 596-4508

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Current Ledger - Accrual

Date	Jrn	Misc.	Reference 2	Transaction Desc	Beginning Balance	Debits	Credits	Ending Balance
01 FPL Services								
01-00 FPL Services-General Office (12/01/96 - 12/31/96)								
01-00-06010 SGA Labor--FPL								
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			13,641.86- B	
12/31/96			12-032	12-032 Accrue 12/96 FPL Serv. P/R		23,482.67 A		
12/31/96			12-042	12-042 Reclass Expense Accounts			4,795.00- D	
12/31/96	APIN			Cook,Beck,Topalian,Arcarese		~~6,942.00~~		
12/31/96	APIN			11/96 Payroll		9,406.29 C		
12/31/96	APIN			11/96 Payroll		21,031.88- C-1		
12/31/96	APIN			(Rev)Cook,Beck,Topalian,Arcare		~~6,942.00~~		
12/31/96	APIN			Gook,Beck,Topalian,Arcarese		6,942.00 E		
Total SGA Labor--FPL					215,757.96*	18,799.08*	18,436.86-*	216,120.18*
Total FPL Services-General Office					215,757.96*	18,799.08*	18,436.86-*	216,120.18*
01-10 South (12/01/96 - 12/31/96)								
01-10-06010 SGA Labor--FPL								
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			8,678.22- B	
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			791.80- B	
12/31/96			12-032	12-032 Accrue 12/96 FPL Serv. P/R		9,975.69 A		
12/31/96	APIN			11/96 Payroll		10,038.10 C		
Total SGA Labor--FPL					53,036.28*	20,013.79*	9,470.02-*	63,580.05*
Total South					53,036.28*	20,013.79*	9,470.02-*	63,580.05*
01-30 North (12/01/96 - 12/31/96)								
01-30-06010 SGA Labor--FPL								
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			5,074.19- B	
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			444.75- B	
12/31/96			12-032	12-032 Accrue 12/96 FPL Serv. P/R		4,866.30 A		
12/31/96	APIN			11/96 Payroll		5,776.41 C		
Total SGA Labor--FPL					45,883.05*	10,642.71*	5,518.94-*	51,006.82*
Total North					45,883.05*	10,642.71*	5,518.94-*	51,006.82*
01-31 Dept. Air Force-Patrick AFB (12/01/96 - 12/31/96)								
01-31-06010 SGA Labor--FPL								
12/31/96			12-031	12-031 Reverse 11/96 FPL P/R Accrual			3,153.37- B	
12/31/96			12-032	12-032 Accrue 12/96 FPL Serv. P/R		4,205.09 A		
12/31/96	APIN			11/96 Payroll		3,096.30 C		
Total SGA Labor--FPL					21,728.56*	7,301.39*	3,153.37-*	25,876.58*
Total Dept. Air Force-Patrick AFB					21,728.56*	7,301.39*	3,153.37-*	25,876.58*
01-40 West (12/01/96 - 12/31/96)								
01-40-06010 SGA Labor--FPL								
Total SGA Labor--FPL					1,123.20*	.00*	.00*	1,123.20*
Total West					1,123.20*	.00*	.00*	1,123.20*
Total FPL Services					337,529.05*	56,756.97*	36,579.19-*	357,706.83*
GRAND TOTALS					337,529.05*	56,756.97*	36,579.19-*	357,706.83*

FPL SVS employees paid through FPL Group Payroll and then charged through Intercompany Acct.

44-3/5-1/12-1

A = 12/96 Payroll Accrual 44-3/5-1/12-2 — 42,529.75
B = 11/96 Accrual Reversal 44-3/5-1/12-3 — (31,784.19)
C = 11/96 Actual from FPL 44-3/5-1/12-6 — 7,285.22
D = 12/95 correct Acct 44-3/5-1/12-7 — (4,795.00)
E = Arms Invoice — 6,942.00
20,177.78

20,177.78 44-3/5-1/12

Detail for accounts 5010, 6010 includes Payroll accruals/reversals, payroll paid to FPL Group for FPL SVS Employees and payroll paid to Group for Utility employees working for FPL SVS (Arms invoice) 44-3/5-1/12 p/ar

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

5010

Year-to-date Ledger - Accrual

Date	Jrn	Misc. (A)	Reference 2	Transaction Desc (B)	Beginning Balance (C)	Debit (D)	Credit (E)	Ending Balance (F)
01 FPL Services								
01-00 FPL Services-General Office (12/01/96 - 12/31/96)								
01-00-05010 Cost of Sales Labor - FPL								
12/31/96	APIN			(Rev)Bck Pay June-Dec 95		4,790.00-		
12/31/96	APIN			Bck Pay June-Dec 95		4,790.00		
12/31/96	APIN			(Rev)Bck Pay June-Dec 95		4,790.00- AD		
				Total Cost of Sales Labor - FPL	67,991.84*	4,790.00-*	.00*	63,201.84*
				Total FPL Services-General Office	67,991.84*	4,790.00-*	.00*	63,201.84*
01-10 South (12/01/96 - 12/31/96)								
01-10-05010 Cost of Sales Labor - FPL								
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			563.35- AB	
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			1,836.93- AB	
12/31/96	12-032	12-032		Accrue 12/96 FPL Serv. P/R		468.94 AA		
12/31/96	APIN			11/96 Payroll		2,491.62 AC		
				Total Cost of Sales Labor - FPL	14,110.87*	2,960.56*	2,400.28-*	14,671.15*
				Total South	14,110.87*	2,960.56*	2,400.28-*	14,671.15*
01-20 Central (12/01/96 - 12/31/96)								
01-20-05010 Cost of Sales Labor - FPL								
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			395.90- AB	
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			1,458.98- AB	
12/31/96	12-032	12-032		Accrue 12/96 FPL Serv. P/R		905.12 AA		
12/31/96	APIN			11/96 Payroll		1,058.74 AC		
				Total Cost of Sales Labor - FPL	3,973.26*	1,963.86*	1,854.78-*	4,082.34*
				Total Central	3,973.26*	1,963.86*	1,854.78-*	4,082.34*
01-30 North (12/01/96 - 12/31/96)								
01-30-05010 Cost of Sales Labor - FPL								
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			1,332.83- AB	
12/31/96	12-032	12-032		Accrue 12/96 FPL Serv. P/R		1,277.39 AA		
12/31/96	APIN			11/96 Payroll		1,964.77 AC		
				Total Cost of Sales Labor - FPL	3,233.47*	3,142.16*	1,332.83-*	5,042.80*
				Total North	3,233.47*	3,142.16*	1,332.83-*	5,042.80*
01-31 Dept. Air Force-Patrick AFB (12/01/96 - 12/31/96)								
01-31-05010 Labor - FPL								
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			403.44- AB	
12/31/96	APIN			11/96 Payroll		320.83 AC		
				Total Labor - FPL	4,183.13*	320.83*	403.44-*	4,100.52*
				Total Dept. Air Force-Patrick AFB	4,183.13*	320.83*	403.44-*	4,100.52*
01-40 West (12/01/96 - 12/31/96)								
01-40-05010 Cost of Sales Labor - FPL								
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			73.44- AB	
12/31/96	12-031	12-031		Reverse 11/96 FPL P/R Accrual			36.72- AB	
12/31/96	12-032	12-032		Accrue 12/96 FPL Serv. P/R		53.84 AA		
12/31/96	APIN			11/96 Payroll		128.33 AC		
				Total Cost of Sales Labor - FPL	11,627.74*	182.17*	110.16-*	11,699.75*
				Total West	11,627.74*	182.17*	110.16-*	11,699.75*
				Total FPL Services	105,120.31*	3,779.58*	6,101.49-*	102,798.40*
GRAND TOTALS					105,120.31*	3,779.58*	6,101.49-*	102,798.40*

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AA = 12/96 PAYROLL ACCRUAL 2,705.29
AB = 11/96 Reversal 44-3/5-1/12-2 <6,101.49>
AC = 11/96 Actual Payroll 44-3/5-1/12-3 3,864.29

AD = 44-3/5-1/12-1 <4,790.00>
<2,321.91>

JAN 06 '98 01:08PM FPL SERVICES

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2625 FAX (847) 698-4608

12/10/97

1296PR PBC

FPL Services
Payroll Accrual
December 1996

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Employee	Period End Date	Job (A)	Phase	Rate (B)	Units (C)	Amount (D)	Description	debit Account (E)		
JRH	12/31/96	95-04642-000	99-01-800	39.26	176	6,909.76	PPE 12/31	01-00-06010		
LLT	12/31/96	95-04642-000	99-01-800	16.42	80	1,313.60	PPE 12/15	01-00-06010		
LLT	12/31/96	95-04642-000	99-01-800	16.42	80	1,313.60	PPE 12/31	01-00-06010		
LLT	12/31/96	95-04642-000	99-01-800	16.42	16	262.72	PPE 12/31H	01-00-06010		
REN	12/31/96	95-04642-000	99-01-800	29.65	15	444.75	PPE 12/15	01-00-06010		
REN	12/31/96	95-04642-000	99-01-800	29.65	96	2,846.40	PPE 12/31	01-00-06010		
WLA	12/31/96	95-04642-000	99-01-800	18.36	176	3,231.36	PPE 12/31	01-00-06010		
WXA	12/31/96	95-04642-000	99-01-800	13.46	56	753.76	PPE 12/15	01-00-06010		
WXA	12/31/96	95-04642-000	99-01-800	13.46	96	1,292.16	PPE 12/31	01-00-06010		
LLT	10/31/96	95-04642-000	99-01-800	16.42	32	525.44	PPE 10/31	01-00-06010		
LLT	11/30/96	95-04642-000	99-01-800	16.42	56	919.52	PPE 11/30	01-00-06010		
LLT	11/30/96	95-04642-000	99-01-800	16.42	8	131.36	PPE 11/30H	01-00-06010		
LLT	11/30/96	95-04642-000	99-01-800	16.42	16	262.72	PPE 11/30V	01-00-06010		
LLT	11/30/96	95-04642-000	99-01-800	16.42	88	1,444.96	PPE 11/15	01-00-06010		
WXA	11/30/96	95-04642-000	99-01-800	13.46	88	1,184.48	PPE 11/15	01-00-06010		
WXA	11/30/96	95-04642-000	99-01-800	13.46	48	646.08	PPE 11/30	01-00-06010	23,482.67	A
REN	12/31/96	96-08874-009	40-01-800	29.65	14	415.10	PPE 12/15	01-10-05010		
WXA	12/31/96	96-08874-005	40-01-800	13.46	4	53.84	PPE 12/15	01-10-05010	468.94	AA
EPC	12/31/96	95-04642-010	99-01-860	28.04	80	2,243.20	PPE 12/15	01-10-06010		
EPC	12/31/96	95-04642-010	99-01-800	28.04	96	2,691.84	PP12/31H/V	01-10-06010		
MAG	12/31/96	95-04642-010	99-01-800	26.45	1	26.45	PPE 12/15	01-10-06010		
MAG	12/31/96	95-04642-010	99-01-850	26.45	76	2,010.20	PPE 12/15	01-10-06010		
MAG	12/31/96	96-01012-000	10-01-800	26.45	3	79.35	PPE 12/15	01-10-06010		
MAG	12/31/96	95-04642-010	99-01-850	26.45	64	1,692.80	PPE 12/31	01-10-06010		
MAG	12/31/96	95-04642-010	99-01-800	26.45	16	423.20	PPE 12/31	01-10-06010		
MAG	12/31/96	95-04642-010	99-01-800	26.45	16	423.20	PPE 12/31H	01-10-06010		
REN	12/31/96	96-01018-000	10-01-800	29.65	6	177.90	PPE 12/15	01-10-06010		
REN	12/31/96	96-01014-000	10-01-800	29.65	7	207.55	PPE 12/15	01-10-06010	9,975.69	A
REN	12/31/96	96-00321-002	40-01-800	29.65	13	385.45	PPE 12/15	01-20-05010		
REN	12/31/96	96-08874-008	30-01-900	29.65	3	88.95	PPE 12/15	01-20-05010		
WXA	11/30/96	96-08428-003	40-01-800	13.46	10.5	141.33	PPE 11/30	01-20-05010		
WXA	11/30/96	96-08428-004	40-01-800	13.46	11	148.06	PPE 11/30	01-20-05010		
WXA	11/30/96	96-08428-005	40-01-800	13.46	10.5	141.33	PPE 11/30	01-20-05010	905.12	AA
JDG	12/31/96	96-03002-003	20-01-800	27.42	17	466.14	PPE 12/15	01-30-05010		
JDG	12/31/96	96-03002-003	20-01-800	27.42	12	329.04	PPE 12/31	01-30-05010		
REN	12/31/96	96-03002-003	20-01-800	29.65	9	266.85	PPE 12/15	01-30-05010		
WXA	12/31/96	96-03002-002	40-01-800	13.46	4	53.84	PPE 12/15	01-30-05010		
WXA	12/31/96	96-03003-001	20-01-800	13.46	4	53.84	PPE 12/15	01-30-05010		
WXA	12/31/96	96-03004-002	40-01-800	13.46	4	53.84	PPE 12/15	01-30-05010		
WXA	12/31/96	96-04953-406	40-01-800	13.46	4	53.84	PPE 12/15	01-30-05010	1,277.39	AA
BH	12/31/96	95-04642-030	99-01-860	26.45	8	211.60	PPE 12/31	01-30-06010		
BH	12/31/96	95-04642-030	99-01-860	26.45	23	608.35	PPE 12/15	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-800	27.42	14	383.88	PPE 12/15	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-850	27.42	14	383.88	PPE 12/15	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-860	27.42	28	767.76	PPE 12/15	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-800	27.42	20	548.40	PPE 12/31	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-850	27.42	4	109.68	PPE 12/31	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-860	27.42	4	109.68	PPE 12/31	01-30-06010		
JDG	12/31/96	95-04642-030	99-01-800	27.42	56	1,535.52	PP12/31V/H	01-30-06010		
REN	12/31/96	96-03007-000	10-01-800	29.65	7	207.55	PPE 12/15	01-30-06010	4,866.30	A
BH	12/31/96	95-04953-001	10-01-800	26.45	64	1,692.80	PPE 12/31	01-31-06010		
BH	12/31/96	95-04953-001	99-01-800	26.45	16	423.20	PPE 12/31H	01-31-06010		
BH	12/31/96	95-04953-001	99-01-800	26.45	8	211.60	PPE 12/31V	01-31-06010		
BH	12/31/96	95-04953-001	99-01-800	26.45	57	1,507.65	PPE 12/15	01-31-06010		
JDG	12/31/96	95-04953-001	99-01-800	27.42	4	109.68	PPE 12/15	01-31-06010		
JDG	12/31/96	96-04003-000	99-01-800	27.42	3	82.26	PPE 12/15	01-31-06010		
REN	12/31/96	95-04953-001	99-01-800	29.65	3	88.95	PPE 12/15	01-31-06010		
REN	12/31/96	95-04953-001	99-01-800	29.65	3	88.95	PPE 12/15	01-31-06010	4,205.09	A
WXA	12/31/96	96-04001-002	40-01-800	13.46	4	53.84	PPE 12/15	01-40-05010	53.84	AA
Total					1,952	45,235.04			45,235.04	

1 AA = 2,705.29 $\frac{44-3}{\frac{5-1}{12}}$ p° A = 41,529.75 Totaled. $\frac{\frac{44-3}{5-1}}{12-1}$ p. 1

$\frac{44-3}{\frac{5-1}{12-1}}$

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

CONFIDENTIAL

November 1996
Payroll Accrual

Employee Name	Period End Date	Job	Phase	Amount	Amount	GL Account	
John R. Haney	11/30/96	95-04642-000	99-01-800	6,595.68			
Lisa L. Topalian	11/30/96	95-04642-000	99-01-800	919.52			
Lisa L. Topalian	11/30/96	95-04642-000	99-01-800	131.36			
Lisa L. Topalian	11/30/96	95-04642-000	99-01-800	262.72			
Lisa L. Topalian	11/30/96	95-04642-000	99-01-800	[illegible]96			
Rex E. Noble	11/30/96	95-04642-000	99-01-800	711.60			
Rex E. Noble	11/30/96	95-04642-000	99-01-800	[illegible].70			
Wanda, L. Adams	11/30/96	95-04642-000	99-01-800	330.48			
Wanda, L. Adams	11/30/96	95-04642-000	99-01-800	881.28			
William Arcarese	11/30/96	95-04642-000	99-01-800	1,184.48			
William Arcarese	11/30/96	95-04642-000	99-01-800	646.08	13,641.86	01-00-06010	B
Edward P. Cancio	11/30/96	95-04642-010	99-01-800	448.64			
Edward P. Cancio	11/30/96	95-04642-010	99-01-860	2,467.52			
Edward P. Cancio	11/30/96	95-04642-010	99-01-860	1,794.56			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-800	211.60			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-800	211.60			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-800	26.45			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-800	211.60			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-850	1,481.20			
Marco A. Gonzale	11/30/96	95-04642-010	99-01-850	1,825.05	8,678.22	01-10-06010	B
Brian Hashimoto	11/30/96	95-04642-030	99-01-800	211.60			
Brian Hashimoto	11/30/96	95-04642-030	99-01-800	211.60			
Brian Hashimoto	11/30/96	95-04642-030	99-01-860	714.15			
Brian Hashimoto	11/30/96	95-04642-030	99-01-860	317.40			
Dennis George	11/30/96	95-04642-030	99-01-800	164.52			
Dennis George	11/30/96	95-04642-030	99-01-800	1,096.80			
Dennis George	11/30/96	95-04642-030	99-01-800	219.36			
Dennis George	11/30/96	95-04642-030	99-01-800	520.98			
Dennis George	11/30/96	95-04642-030	99-01-800	219.36			
Dennis George	11/30/96	95-04642-030	99-01-850	54.84			
Dennis George	11/30/96	95-04642-030	99-01-850	712.92			
Dennis George	11/30/96	95-04642-030	99-01-860	219.36			
Dennis George	11/30/96	95-04642-030	99-01-860	411.30	5,074.19	01-30-06010	B
Brian Hashimoto	11/30/96	95-04953-001	10-01-800	1,401.85			
Brian Hashimoto	11/30/96	95-04953-001	10-01-800	1,587.00			
Dennis George	11/30/96	95-04953-001	10-01-800	164.52	3,153.37	01-31-06010	B
Rex E. Noble	11/30/96	96-00321-001	20-01-800	385.45			
Rex E. Noble	11/30/96	96-00321-001	20-01-800	177.90	563.35	01-10-05010	AB
Marco A. Gonzale	11/30/96	96-01011-000	10-01-800	26.45			
Marco A. Gonzale	11/30/96	96-01011-000	10-01-800	132.25			
Rex E. Noble	11/30/96	96-01011-000	10-01-800	207.55			
Marco A. Gonzale	11/30/96	96-01012-000	10-01-800	52.90			
Marco A. Gonzale	11/30/96	96-01012-000	10-01-800	105.80			
Rex E. Noble	11/30/96	96-01014-000	10-01-800	118.60			
Rex E. Noble	11/30/96	96-01018-000	10-01-800	59.30			
Rex E. Noble	11/30/96	96-01018-000	10-01-800	88.95	791.80	01-10-06010	B
Marco A. Gonzale	11/30/96	96-02002-002	20-01-800	132.25			
Marco A. Gonzale	11/30/96	96-02002-002	20-01-800	26.45			
Rex E. Noble	11/30/96	96-02002-002	20-01-800	118.60			
Rex E. Noble	11/30/96	96-02002-002	20-01-800	118.60	395.90	01-20-05010	AB
Dennis George	11/30/96	96-03002-000	10-01-800	54.84			
Wanda, L. Adams	11/30/96	96-03002-002	40-01-800	146.88			
Dennis George	11/30/96	96-03002-003	20-01-800	219.36			
Dennis George	11/30/96	96-03002-003	20-01-800	246.78			
Rex E. Noble	11/30/96	96-03002-003	20-01-800	326.15			
Dennis George	11/30/96	96-03003-002	40-01-800	109.68			
Dennis George	11/30/96	96-03003-002	40-01-800	82.26			
Wanda, L. Adams	11/30/96	96-03004-002	40-01-800	146.88	1,332.83	01-30-05010	AB
Rex E. Noble	11/30/96	96-03007-000	10-01-800	177.90			
Rex E. Noble	11/30/96	96-03007-000	10-01-800	266.85	444.75	01-30-06010	B

Nov 96

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KW 1/12/98 JAH 12/10/97

PBC

(A) (B) (C) (D)

FPL Services
November 1996
Payroll Accrual

CONFIDENTIAL

Employee Name	Period End Date	Job	Phase	Amount	Amount	GL Account	
Wanda, L. Adams	11/30/96	96-04001-002	40-01-800	73.44	73.44	01-40-05010	AB
Dennis George	11/30/96	96-04953-405	20-01-800	109.68			
Wanda, L. Adams	11/30/96	96-04953-406	40-01-800	293.76	403.44	01-31-05010	AD
Wanda, L. Adams	11/30/96	96-08428-003	40-01-800	293.76			
William Arcarese	11/30/96	96-08428-003	40-01-800	141.33			
Wanda, L. Adams	11/30/96	96-08428-004	40-01-800	293.76			
William Arcarese	11/30/96	96-08428-004	40-01-800	148.06			
Wanda, L. Adams	11/30/96	96-08428-005	40-01-800	293.76			
Wanda, L. Adams	11/30/96	96-08428-005	40-01-800	146.88			
William Arcarese	11/30/96	96-08428-005	40-01-800	141.33	1,458.88	01-20-05010	AD
Wanda, L. Adams	11/30/96	96-08714-002	40-01-800	36.72	36.72	01-40-05010	AB
Wanda, L. Adams	11/30/96	96-08874-005	40-01-800	146.88			
Rex E. Noble	11/30/96	96-08874-008	30-01-900	266.85			
Rex E. Noble	11/30/96	96-08874-009	40-01-800	148.25			
Rex E. Noble	11/30/96	96-08874-009	40-01-800	385.45			
Rex E. Noble	11/30/96	96-08874-009	40-01-800	889.50	1,836.93	01-10-05010	AB
			Grand Total	37,885.68	37,885.68		

DR
CR 01-00-04700

B = 31,784.19 T

44-3
5-1
12

AB = 6,101.49

44-3
5-1
12 or

44-3
5-1
12-2
p. 2 of 2

FPL Energy Services Inc
November Payroll 1996
FPL Group Invoice

(A) (B) 9.20% (C)

W/O #	Employee	Gross	Taxes	Total	GL #	(D)	
4642	JH	6,282.00	577.94	6,859.94	01-00-06010		
4642	RN	4,744.00	436.45	1,295.11	01-00-06010		
4642	WA	2,938.00	270.30	1,251.24	01-00-06010	9,406.29	C
4642	RN	4,744.00	436.45	2,331.20	01-10-05010		
4642	WA	2,938.00	270.30	160.41	01-10-05010	2,491.62	AC
4642	MG	4,232.00	389.34	4,621.34	01-10-06010		
4642	RN	4,744.00	436.45	518.04	01-10-06010		
4642	EC	4,486.00	412.71	4,898.71	01-10-06010	10,038.10	C
4642	WA	2,938.00	270.30	1,058.74	01-20-05010	1,058.74	AC
4642	DG	4,387.64	403.66	1,006.17	01-30-05010		
4642	RN	4,744.00	436.45	569.85	01-30-05010		
4642	WA	2,938.00	270.30	288.75	01-30-05010	1,864.77	AC
4642	DG	4,387.64	403.66	3,785.13	01-30-06010		
4642	RN	4,744.00	436.45	466.24	01-30-06010		
4642	BH	4,232.00	389.34	1,525.04	01-30-06010	5,776.41	C
4642	WA	2,938.00	270.30	320.83	01-31-05010	320.83	AC
4642	BH	4,232.00	389.34	3,096.30	01-31-06010	3,096.30	C
4642	WA	2,938.00	270.30	128.33	01-40-05010	128.33	AC
44-3 / 5-1 / 12-4 / 1			→	34,181.39		34,181.39	

(E)

C = 28,317.1 T.

44-3 / 5-1 / 12-4 / 1 → less 21,031.88

7,285.22 (44-3 / 5-1 / 12)

people on invoice for acct 6010.

November bill recorded in December - one mths lag reasonable.

(F)

AC - $ 5864.29 Acount 5010 (44-3 / 5-1 / 12-4)

CONFIDENTIAL

CONFIDENTIAL

44-3 / 5-1 / 12-3 / 1-8

PBC

12/10/97

DATE	INVOICE NO.	DESCRIPTION	INVOICE AMOUNT	DEDUCTION	BALANCE
12/13/96	905	11/96 Payroll	1 49728.11	.00	49728.11

CONFIDENTIAL

CHECK DATE	1/23/97	CHECK NUMBER	2525	TOTALS	49728.11	.00	49728.11

FOR SECURITY PURPOSES, THE BORDER OF THIS DOCUMENT CONTAINS MICROPRINTING

FPL

FPL SERVICES

1982 N. STATE ROAD 7 • MARGATE, FL 33063

NationsBank
NationsBank of Texas, N.A.

32-1/1110

2525

Pay: ****Forty-nine thousand seven hundred twenty-eight dollars and 11 cents

DATE	CHECK NO.	AMOUNT
January 23, 1997	2525	$****49,728.11

44-3
5-1
12-4
1

ANF GROUP INC

TO THE ORDER OF
FPL GROUP INC
PO BOX 088801
ATTN: MS MARIE BOYERS ACG/JB
N. PALM BEACH, FL 33408-8801

Patrick James

THE REVERSE SIDE OF THIS DOCUMENT INCLUDES AN ARTIFICIAL WATERMARK - HOLD AT AN ANGLE TO VIEW

⑈002525⑈ ⑆111000012⑆ 375 016 5577⑈

FPL SERVICES

2525

CONFIDENTIAL

44-3
5-1
12-4
p. 1 of 2

198
HW 1/2 HHP 12/10/97

PBC

FPL GROUP

CONFIDENTIAL

FPL Group, Inc., P. O. Box 14000, Juno Beach, Florida 33408-0420
Reply to : c/o Post Office Box 029100
Miami, FL 33102-9100

INVOICE

Date: December 13,1996

Invoice Number: 905

To: F P L ENERGY SERVICES
FES/NBM
1 Attention: Mr. Joseph C. Berardinelli

(A)

Description		44-3 / 5-1 / 12-4	
Payroll Activity	11/96	→	$ 82,590.42
FES Payroll Taxes pay periods 10/25,11/8&11/22	11/96	2	(32,862.31)
Total Charges		44-3 / 5-1 / 12-6	$ 49,728.11

44-3 / 5-1 / 12-4 / 1

Terms: Due Upon Receipt

Remit to: FPL Group, Inc.
Attn: Ms. Marie Boyers
ACG/JB
P. O. Box 088801
N. Palm Beach, FL 33408-8801

Approved by: Josefina Oteiza
Josefina Oteiza, Supervisor of Cash Control

Received 12/18/96

cc:R Onsgard ACG-GO

2

PAID 1/23/97

POSTED 1/21/97

44-3 / 5-1 / 12-4 p.2 gr

LABOR DISTRIBUTION SUMMARY REPORT
PERIOD ENDING DATE: 11/09/96

ER/WO	COMP	SEC	UC	WORK ORDER ABBREV	PAY LOCN	(B) REGULAR EARNINGS	(C) OVERTIME EARNINGS	(D) OTHER EARNINGS	(E) TOTAL
91/4642	000	01	0	A/R FPLSERVCS (GP)	0093	15,650.82	.00	.00	15,650.82
99/0261	000	01	0	P/R-MID MARKET SALES	8970	2,443.00	.00	.00	2,443.00
99/4628	000	01	0	P/R-FPL ENERGY SVCS	8970	5,903.00	.00	.00	5,903.00
*TOTAL COMPANY 08						23,996.82	.00	.00	23,996.82

CONFIDENTIAL

(K) Invoice Total 49,728.11

Services (A)

WO#			
4642	JH	6282.00	01-00-06010 ✓
	LBG	4,387.64	79% 01-30-06010 / 21% 01-30-05010
	LMG	4232.00	01-10-06010 ✓
	LRN	4744.00	
	YBH	4232.00	67% 01-31-06010 / 33% 01-30-06010 ✓
	EC	4486.00	01-10-06010 ✓
	WK	2938.00	01-00-06010 38% / 01-31-05010 10% / 01-10-05010 8% / 01-30-05010 38% / 01-40-05010 4% / 01-30-05010 4%
		31,301.64 (B)	
		1.092%	
		2879.75 (A)	

4628 — 3785.13 — 1271.24 — 4642

Energy Services

	GC	9,287.40
	JB	3,730.00
		13,017.40

0261 (PJ) 4896.00 — 4896.00 — no longer with company

GC 26,247.00 — 26,247.00

44,150.40 — 1.092

4,062.38 (A)

48,212.78

Vehicle hrs 44-3/5-1/12-4/4 — 9.2% LOAD — 6942.13 (A)

44-3/5-1/12-4/3 SALARY — 75,452.04 (B)

44-3/5-1/12-5 TAXES PAID — (32,862.31)

49,728.11

(L) M6.25

total 34,191.39 — OK — (E) (F)

1	RN	01-30-06010 - 9%	466.24 ✓
2		01-10-06010 - 10%	518.05 ✓
3		01-30-05010 - 11%	569.85
4		01-10-05010 - 45%	2331.20
5		01-00-06010 - 25%	1295.11 ✓
6		100%	5180.45
7			

44-3/5-1/12-4

(G) (H)

17,391.50 — 36% FPLES / 64% FPLS — Allocation Salary dollars for the year

9193.13

6277.68

(32,862.31)

(I) (11,830.43) FPLES / (21,031.88) FPLS — C-1

44-3/5-1/12-3

The above payroll by employee was traced to Labor Distribution Reports on 44-3/5-1/12-4/3. Also reconciled to Employee list on 44-3/5-1/1-1.

44-3 / 5-1 / 12-4

PBC

4/01/97

PBC

11/17/97 JHP 12/23/97

By 11/17/97

FPL Energy Services, Inc.
Employee List
\ 1997 /

PBC A

		Name	Job Title
	X	1 Haney, John	General Manager Margate
	X	2 George, Denny	Regional Sales Manager
	X	3 Hashimoto, Brian	Senior Sales 407 Brevard
	X	4 Cancio, Ed	Senior Sales 305 (RM 118-4843)
	X	5 Gonzalez, Marco	Senior Sales ~~Margate~~ Florida
	X	6 Risley, Rob	Senior Sales ~~Margate~~ Ft Myers
	X	7 Graves - Barnes, Tanya	Senior Sales
	X	8 Noble, Rex	Technical Services Manger NBM Rm 118-6736
	X	9 Adams, Wanda	Project Superintendent Margate
	X	10 Caban, Edgardo	Project Manager 407 Brevard
	X	11 Lynch, Ed	Contract Administration Brevard
	X	12 Berardinelli, Joseph	Controller Margate
	X	13 Arcarese, Bill	Project Account Margate
	X	14 Topalian, Lisa	Office Manager Margate

97 197 — 97 197 — 17, 12/96 — 97-

Note: FPL Services has no employees they are a general partnership owned 99% by FPL Energy Services, Inc and 1% by FPL Energy Services II, Inc., also has no employees.

(A) These employees were in service during dates noted not on 11/96 payroll.

Request a

CONFIDENTIAL

X = Not on Demand Side Mgmt List of employees 45-7 + Lonel not be on list.

CONFIDENTIAL

44-3
5-1
12-4
1-1
p. 1

44-3
5-1
12-4
1-1

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

CONFIDENTIAL

FES
PAYROLL SUMMARY REPORT
NOVEMBER, 1996

		A TOTAL PAYROLL	B PAYROLL LOADINGS	C TOTAL	D
1	FES EMPLOYEES	75,452.04	6,942.13	82,394.17	
2	**SUB TOTAL**	**75,452.04**	**6,942.13**	**82,394.17**	
	OTHER COMPENSATION:				
3	VEHICLE INS PREM.	$196.25		$196.25	
4	**SUB TOTAL**	**$196.25**	**$0.00**	**$196.25**	
	TOTAL PAYROLL ACTIVITY	$75,648.29	$6,942.13	$82,590.42	

82,590.42

44-3
5-1
12-4 p 2

PBC

CONFIDENTIAL

44-3
5-1
12-4 p 2

44-3
5-1
12-4 p 2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

FPL GROUP
LABOR DISTRIBUTION REPORT
PERIOD ENDING DATE: 11/08/96

SMF #	COMPANY	RP CODE	PAY LOCN	BLDG	ER/WO	CHG LOCN	REGULAR EARNINGS	OVERTIME EARNINGS	OTHER EARNINGS	TOTAL
00132 GC	XX	6	8970	XX	99/4628	897	4,038.00	.00	.00	4,038.00
03417 JB	XX	6	8970	XX	99/4628	897	1,865.00	.00	.00	1,865.00
10995 JH	XX	6	0093	XX	91/4642	093	3,141.00	.00	.00	3,141.00
13629 DG	XX	6	0093	XX	91/4642	093	2,193.82	.00	.00	2,193.82
17520 PJ	XX	6	8970	XX	99/0261	897	2,443.00	.00	.00	2,443.00
24902 MG	XX	6	0093	XX	91/4642	093	2,116.00	.00	.00	2,116.00
29250 RN	XX	6	0093	XX	91/4642	093	2,372.00	.00	.00	2,372.00
42464 BH	XX	6	0093	XX	91/4642	093	2,116.00	.00	.00	2,116.00
58603 EC	XX	6	0093	XX	91/4642	093	2,243.00	.00	.00	2,243.00
94013 WA	XX	6	0093	XX	91/4642	093	1,469.00	.00	.00	1,469.00
*TOTAL COMPANY 08							23,996.82	.00	.00	23,996.82

A
B
C
D
E

Salary

(F)

11/8 — 23,996.82

11/22 — 51,455.22

75,452.04

44-3
5-1
12-4
1

CONFIDENTIAL

CONFIDENTIAL

p. 1 & 3

3/12-4/5/44-3

FPL GROUP
LABOR DISTRIBUTION SUMMARY REPORT
PERIOD ENDING DATE: 11/22/96

ER/WO	COMP	SEC	UC	WORK ORDER ABBREV	PAY LOCN	A REGULAR EARNINGS	B OVERTIME EARNINGS	C OTHER EARNINGS	D TOTAL
91/4642	000	01	0	A/R FPLSERVCS (GP)	0093	15,650.82	.00	.00	15,650.82
91/8842	000	00	0	STRAT BUS REV-DIRECT	8970	.00	.00	26,247.00	26,247.00
99/0261	000	01	0	P/R-MID MARKET SALES	8970	2,443.00	.00	.00	2,443.00
99/4623	000	01	0	P/R-FPL ENERGY SVCS	8970	7,114.40	.00	.00	7,114.40
*TOTAL COMPANY 08						25,208.22	.00	26,247.00	51,455.22

Salary

CONFIDENTIAL

Pg 3

3 / 12-4 / 5-1 / 4-3

LABOR DISTRIBUTION REPORT
PERIOD ENDING DATE: 11/22/96

EMP #	COMPANY	RP CODE	PAY LOCN	BLDG	ER/WO	CHG LOCN	REGULAR EARNINGS	OVERTIME EARNINGS	OTHER EARNINGS	TOTAL
00132	XX	6	8970	XX	91/8842	001	.00	.00	26,247.00	26,247.00
					99/4628	897	5,249.40	.00	.00	5,249.40
03417	XX	6	8970	XX	99/4628	897	1,865.00	.00	.00	1,865.00
10995	XX	6	0093	XX	91/4642	093	3,141.00	.00	.00	3,141.00
13629	XX	6	0093	XX	91/4642	093	2,193.82	.00	.00	2,193.82
17520	XX	6	8970	XX	99/0261	897	2,443.00	.00	.00	2,443.00
24902	XX	6	0093	XX	91/4642	093	2,116.00	.00	.00	2,116.00
29250	XX	6	0093	XX	91/4642	093	2,372.00	.00	.00	2,372.00
42464	XX	6	0093	XX	91/4642	093	2,116.00	.00	.00	2,116.00
58603	XX	6	0093	XX	91/4642	093	2,243.00	.00	.00	2,243.00
94013	XX	6	0093	XX	91/4642	093	1,469.00	.00	.00	1,469.00
*TOTAL COMPANY 08							25,208.22	.00	26,247.00	51,455.22

Salary.

CONFIDENTIAL

P3 g3

4-4-3 / 5-1 / 12-4 / 3

5-1 3/4-3

PBC 11/18 FHP 12/16/97

NOVEMBER , 1996

FPL GROUP

JOURNAL VOUCHER

J.V NO. 11-17A

PAGE OF

		GENERAL LEDGER DESCRIPTIO	ACCOUNT NUMBER CONT	SUB		DEBIT AMOUNT (A)	CREDIT AMOUNT (B)	ACCOUNT DESCRIPTION (C)
1	(1)	ALANDCO	146	400		480.98		
2		FPL ENERGY SERV	146	150		1,670.85		
3		ESI	146	300		11,509.53		
4		GROUP	920	160		5,824.16		
5		ESOP COMP EXPENSE	920	155			19,485.52	
6	(2)	ALANDCO	146	400		355.42		
7		ESI	146	300		15,061.84		
8		FPL ENERGY SERV	146	150		5,271.28		
9		GROUP	920	160		3,139.20		
10		STATE UNEMPLOYMENT PAYA	236	230			0.00	
11		FED UNEMPLOYMENT PAYABLE	236	240			0.00	
12		FICA AND MEDICARE PAYABLE	236	220			23,827.74	
13		TOTAL				43,313.26	43,313.26	

Total 6,942.13

44-3 / 5-1 / 12-4 / 1

REMARKS PAYROLL LOADINGS- NOVEMBER,1996

CONFIDENTIAL

TO RECORD PAYROLL LOADINGS FOR MONTHNOVEMBER, 1996 FOR FPL GROUP AND SUBSIDIARIES.

1. EMPLOYER CONTRIBUTIONS - THRIFT
2. EMPLOYER'S SHARE OF PAYROLL TAXES

PREPARED BY Diana Chelis 11/27/96

APPROVED BY

AUTHORIZED BY

Payroll taxes

2191.8 / 4-12-4 / 5-1 / 44-3

CONFIDENTIAL

J10--17A

		MONTH NOV '96	FIRST PAY PERIOD	SECOND PAY PERIOD		TOTAL
THRIFT			A	B	C	D
RPT EMIP506402						
ALANDCO	146-400		240.49	240.49		480.98
ESI	146-300		5,790.36	5,719.17		11,509:53
FPL ENERGY S	146-150		806.65	864.20		1,670.85
GROUP	920-160		2,912.08	2,912.08		5,824.16
ESOP COMP	920-155		(9,749.58)	(9,735.94)	0.00	(19,485.52)
			0.00	0.00	0.00	0.00
TAXES (REPORT G000PY020)						
FICA AND MEDICARE						
FPL ENERGY S	146-150		1,773.17	3,498.11		5,271.28
ALANDCO	146-400		177.72	177.70		355.42
ESI	146-300		7,802.46	7,259.38		15,061.84
GROUP	920-160		1,569.61	1,569.59		3,139.20
	236-220		(11,322.96)	(12,504.78)	0.00	(23,827.74)
						0.00
STATE UNEMPL						
ALANDCO	146-400		0.00	0.00		0.00
ESI	146-300		0.00	0.00		0.00
FPL ENERGY S	146-150		0.00	0.00		0.00
GROUP	920-160		0.00	0.00		0.00
	236-230		0.00	0.00	0.00	0.00
						0.00
FED UNEMPL						
ALANDCO	146-400		0.00	0.00		0.00
ESI	146-300		0.00	0.00		0.00
FPL ENERGY S	146-150		0.00	0.00		0.00
GROUP	920-160		0.00	0.00		0.00
	236-240		0.00	0.00	0.00	0.00
						0.00

98-3

12-21 1-5 4-4-3

FPL GROUP, INC.
JOURNAL VOUCHER

A B

CONFIDENTIAL

1996 JV No. 11-11

GENERAL LEDGER DESCRIPTION	ACCOUNT NUMBER CONT	ACCOUNT NUMBER SUB	DEBIT AMOUNT	CREDIT AMOUNT
FIT	236	200	44-3 5-1 12-5 1 10,395.28	
SSA	236	210	2,764.14	
MED	236	210	733.97	
EMPLYR FICA	236	220	3,498.11	
A/R FES	146	150		44-3/5-1/12-5/1 17,391.50 C-1
				0 *
				17,391.50 +
				9,193.13 +
			44-3 5-1 12-4	6,277.68 +
				32,862.31 *
				44-3 5-1 12-4 1
TOTAL			17,391.50	17,391.50

REMARKS: FES PAYROLL TAXES P/E 11-22

TO GIVE FES CREDIT FOR P/R TAXES PAID BY THEM. PAYROLL DEDUCTIONS HAD BEEN TAKEN AND

CREDITED IN GROUPS LIABILITY A/C'S IN JV 17.

need proof that it was paid See 44-3/5-1/12-5/1

PREPARED BY APPROVED BY AUTHORIZED

C-2 5-1 4-3

FPL GROUP, INC.
JOURNAL VOUCHER

(A) BT (B)

CONFIDENTIAL

NOV. 1996 JV No. 11-26A

GENERAL LEDGER DESCRIPTION	ACCOUNT NUMBER CONT	ACCOUNT NUMBER SUB	DEBIT AMOUNT	CREDIT AMOUNT
FIT	236	200	4,636.03	
SSA	236	210	1,846.67	
MED	236	210	431.88	
EMPLYR FICA	236	220	2,278.55	
A/R [redacted] FPL Energy Services	146	150		9,193.13 C-1
TOTAL			9,193.13	9,193.13

REMARKS: **FES PAYROLL TAXES P/E 10-25**

TO GIVE ESI CREDIT FOR P/R TAXES PAID BY THEM. PAYROLL DEDUCTIONS HAD BEEN TAKEN AND CREDITED IN GROUPS LIABILITY A/C'S IN JV 17

C-2.0 C-2.1 1-5 C-4.0

PREPARED BY APPROVED BY AUTHORIZED

FPL GROUP, INC.
JOURNAL VOUCHER

(A) (B) B1

1996 JV No. 10-26

CONFIDENTIAL

GENERAL LEDGER DESCRIPTION	ACCOUNT NUMBER CONT	ACCOUNT NUMBER SUB	DEBIT AMOUNT	CREDIT AMOUNT	
FIT	236	200	44-3 2,731.34		
SSA	236	210	5-1 12-5 3 1,437.07		
MED	236	210	336.10		
EMPLYR FICA	236	220	1,773.17		
A/R FES	146	150		6,277.68	C-1
TOTAL			6,277.68	6,277.68	

REMARKS: FES PAYROLL TAXES P/E 11-08 (FPL Energy Svcs.)

TO GIVE ESI CREDIT FOR P/R TAXES PAID BY THEM. PAYROLL DEDUCTIONS HAD BEEN TAKEN AND CREDITED IN GROUPS LIABILITY A/C'S IN JV 17

PASSED

PBC

4-3 1-5 12-21 3 Feb

11/12

PREPARED BY APPROVED BY AUTHORIZED

Member FD

NationsBank®

CONFIDENTIAL

CUSTOMER CONNECTION
NATIONSBANK OF TEXAS, N.A.
DALLAS, TEXAS 75283-2406

Account Reference Information
Account Number 3750628195
Tax ID Number 650064000
19 18 20 01 M2800

Customer Service
1-800-325-6999

FPL ENERGY SERVICES, INC
ATTN PATRICK JAMES
1982 N STATE ROAD 7
MARGATE FL 33063-5710

Statement Date 12/27/96

CUSTOMER CONNECTION ANALYZED CHECKING

Account Summary Information

Statement Period	11/27/96 - 12/27/96	Statement Beginning Balance	.00
Number of Deposits/Credits	11	Amount of Deposits/Credits	338,115.62
Number of Withdrawals/Debits	11	Amount of Withdrawals/Debits	338,115.62
		Statement Ending Balance	.00
Number of Enclosures	0	Average Ledger Balance	.00
Number of Days in Cycle	30	Service Charge	.00

Deposits and Credits

Date Posted	Customer Reference	Amount	Description	Bank Reference
11/29		17,391.50	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722018142
12/03		2,824.75	Deposit	7023018742
12/09		1,393.70	Deposit	7023[illegible]997
12/10		1,493.40	Deposit	7023[illegible]815
12/13		5,243.86	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722017716
12/16		208,238.33	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722027804
12/17		1,309.80	Deposit	7023014257
12/20		9,275.45	Deposit	7023149346
12/24		2,761.20	Deposit	7025369594
12/26		87,981.64	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722018359
12/27		5,201.99	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722018317

CONFIDENTIAL

Withdrawals and Debits

Other Debits — withdrawals

44-3 5-1 12-5

Date Posted	Customer Reference	Amount	Description	Bank Reference
11/29		17,391.50	FPL ENERGY SERVI DES=PAYROLL ID=FL# 19963320495 EFF DATE:961129	8818357
12/03		2,824.75	Zero Balance Transfer Transfer to Acct 37501-3207-6	722018397

Since it was automatically paid through this bank account, the company - FPL Svs - received a credit through the Group Invoice in order not to have duplicate billing. p.193 44-3 5-1 12-5 4

JAN 08 '98 05:31PM FPL SERVICES P.2

NationsBank®

CONFIDENTIAL

CUSTOMER CONNECTION
NATIONSBANK OF TEXAS, N.A.
DALLAS, TEXAS 75283-2406

Account Reference Information
Account Number 3750628195
Tax ID Number 650064000
19 00 20 01 M2800

FPL ENERGY SERVICES, INC
ATTN PATRICK JAMES
1982 N STATE ROAD 7
MARGATE FL 33063-5710

Customer Service
1-800-325-6999

Statement Date 11/27/96

CUSTOMER CONNECTION ANALYZED CHECKING

Account Summary Information

Statement Period	09/30/96 - 11/27/96	Statement Beginning Balance	.00
Number of Deposits/Credits	5	Amount of Deposits/Credits	724,702.16
Number of Withdrawals/Debits	6	Amount of Withdrawals/Debits	724,702.16
		Statement Ending Balance	.00
Number of Enclosures	0	Average Ledger Balance	.00
Number of Days in Cycle	58	Service Charge	.00

Deposits and Credits

Date Posted	Customer Reference	Amount	Description	Bank Reference
10/10		8,236.55	Deposit	7025156408
10/31		700,556.80	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722017731
11/01		9,193.13	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722018358
11/08		438.00	Deposit	7023777026
11/15		6,277.68	Zero Balance Transfer Transfer fr Acct 37501-3207-6	722017707

Withdrawals and Debits

Other Debits

Date Posted	Customer Reference	Amount	Description	Bank Reference
10/10		8,236.55	Zero Balance Transfer Transfer to Acct 37501-3207-6	722017420
10/31		556.80	FPL ENERGY SERVI DES=PAYROLL ID=FL# 19963040095 EFF DATE:961031	523777
10/31		700,000.00	Wire Type: Fed Out Date: 961031 Time: 1423 Fed Ref:004009 Bnf:HILLSIDE INVESTMENT Bnf Bk:BAYBANK BOSTON Pmt Det:HILLSIDE INVESTMENT ASSOCIATES, INC AC-448 51458 BBI=175 FEDERAL ST. SEQ-961031009728	940000117
11/01		9,193.13	FPL ENERGY SERVI DES=PAYROLL ID=FL# 19963050138 EFF DATE:961101	808761

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JAN 08 '98 05:32PM FPL SERVICES

PBC

JHP 1/9/98

Member FDIC

NationsBank®

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CUSTOMER CONNECTION
NATIONSBANK OF TEXAS, N.A.
DALLAS, TEXAS 75283-2406

Account Reference Information
Account Number 3750628195
Tax ID Number 650064000
19 00 20 01 M2800

Customer Service
1-800-325-6999

FPL ENERGY SERVICES, INC
ATTN PATRICK JAMES
1982 N STATE ROAD 7
MARGATE FL 33063-5710

Statement Date 11/27/96

CUSTOMER CONNECTION ANALYZED CHECKING

Withdrawals and Debits

Other Debits - Continued

Date Posted	Customer Reference	Amount	Description	Bank Reference
11/08		438.00	Zero Balance Transfer Transfer to Acct 37501-3207-6	722017107
11/15		6,277.68	FPL ENERGY SERVI DES=PAYROLL ID=FL# 19963190117 EFF DATE:961115	4533912

44-3 5-1 12-5

Daily Ledger Balances

Date	Balance	Date	Balance	Date	Balance
09/30	.00	10/31	.00	11/08	.00
10/10	.00	11/01	.00	11/15	.00

Message Center

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4

JAN 08 '98 05:32PM FPL SERVICES P.4

CONFIDENTIAL

Current Ledger - Accrual

System date and time 11/25/97 9:30 am
Files Used: C:\HOME\TIMBER96\MASTER.GLM
C:\HOME\TIMBER96\CURRENT.GLT
Report date 11/25/97

Date	Jrn	Misc.	Referenc	2	Transaction Desc	Beginning Balance	Debit	Credit	Ending Balance
01 FPL Services									
01-00 FPL Services-General Office (12/01/96 - 12/31/96)									
01-00-06110 FPL95									
12/31/96			12-042	12-042	Reclass Expense Accounts		4,795.00		
12/31/96	APIN				(Rev)Bck Pay June-Dec 95		4,795.00-		
12/31/96	APIN				Bck Pay June-Dec 95		4,795.00		
12/31/96	APIN				(Rev)Bck Pay June-Dec 95		4,795.00-		
					Total FPL95	.00*	.00*	.00*	.00*
					Total FPL Services-General Office	.00*	.00*	.00*	.00*
					Total FPL Services	.00*	.00*	.00*	.00*
GRAND TOTALS						.00*	.00*	.00*	.00*

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PBC

11/12/98 JHP 12/10/97

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FPL SERVICES
JOURNAL ENTRY FORM

(A) (B)

MONTH: DEC 96 Journal #: 12-042

	GENERAL LEDGER DESCRIPTION	ACCOUNT NUMBER CO	LOCN	BASE	DEBIT AMOUNT	CREDIT AMOUNT	
(1)		01	00	05400	2.50		
		01	00	05000		2.50	
(2)		01	10	05650	81.00		
		01	10	05000		81.00	
(3)		01	00	06110	4795.00		D
		01	00	06010		4795.00	
(4)		01	00	06530	15.00		
		01	00	06850		15.00	
(5)		01	00	06305	98.70		
		01	00	06950		98.70	
(6)		01	10	06258	3.25		
		01	10	06250		3.25	
(7)		01	10	06258	2.50		
		01	10	06250		2.50	
	TOTAL:						

REMARKS: Reclass Expense Accounts

POSTED 1/29/97

GA
PREPARED BY

AUTHORIZED BY

JEFORM.XLS

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Page

FPL, NAPLES OFFICE ID: _____ DEC 17 97 14:51 NO.000 P.00

FPL Services 96

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System date and time 11/25/97 9:30 am
Files Used: C:\HOME\TIMBER96\MASTER.GLH
C:\HOME\TIMBER96\CURRENT.GLT
Report date 11/25/97

Current Ledger - Accrual

Date	Jrn	Misc.	Reference 2	Transaction Desc	Beginning Balance	Debit	Credit	Ending Balance
					A	B	C	D
01 FPL Services								
01-00 FPL Services-General Office (12/01/96 - 12/31/96)								
01-00-06110 FPL95								
12/31/96		12-042	12-042	Reclass Expense Accounts		4,795.00 D		
12/31/96	APIN			(Rev)Bck Pay June-Dec 95		4,795.00-		
12/31/96	APIN			Bck Pay June-Dec 95		4,795.00		
12/31/96	APIN			(Rev)Bck Pay June-Dec 95		4,795.00-		
				Total FPL95	.00*	.00*	.00*	.00*
				Total FPL Services-General Office	.00*	.00*	.00*	.00*
				Total FPL Services	.00*	.00*	.00*	.00*
GRAND TOTALS					.00*	.00*	.00*	.00*

Please explain what happened.. in detail

Transaction posted to Incorrect Account should have been
Acct 01-00-06010 which is the payroll account. This entry was
created to zero out Acct 01-00-6110 and posted to 01-00-06010.

↓ B

located account
Back pay - description - so he
corrected to payroll acct

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DEC 22 '97 09:47AM FPL SERVICES P.2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2628 FAX (847) 698-4608

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FPL Services 96

Transaction Report by Batch
(for AP Accounts)

1/06/98 Page 1
System Date. 1/06/98
System Time. 12:58 pm

Files Used:
1 C:\HOME\TIMBER96\CURRENT.A
2 C:\HOME\TIMBER96\NEW.A
3 C:\HOME\TIMBER96\MASTER.A
4 C:\HOME\TIMBER96\MASTER.G

1 2 3 4

5

Batch	Date	Source		Accounts Payable Debit	Accounts Payable Credit
01-00-02000	PAYABLES - General				
365		GC	NO 20		$1,500.00-
		GC	NO 20		31,500.00
		GC	NO 20		31,500.00-
			Batch Totals	.00	31,500.00-
366		GC	NO 21		4,790.00
		GC	NO 21		4,790.00-
		GC	NO 21		4,790.00-
		GC	NO 21		4,795.00-
		GC	NO 21		4,795.00
		GC	NO 21		4,795.00-
			Batch Totals	.00	9,585.00-
			Payable Account Totals	.00	41,085.00-

A

AD

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See explanation on 44-3 / 5-1 / 12-6 / 1

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JAN 06 '98 01:11PM FPL SERVICES P.7

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Florida Power & Light
Calculation of Payroll Loadings for FPL Services
Dec 1996 Payroll - October Activity

P.8

01	02	03	04	05	06	07	08	09	10	11	12	13.00	14	15	16	17
Month	Account	Location	Source	Work Order	ER	Comp	Section	Code	Pay Per	LD5 SS#	Hours	Amount	Rate	12X14 Billed	(13)X.2033 P&W	(15)-(13)-(16) A&G
Nov-96	143320	93	36	4642	91	000	01	0	23	02213	6	117.23	$31.00	$186.00	$23.83	$44.94
Nov-96	143320	93	36	4642	91	000	01	0	24	02213	4	78.15	$31.00	$124.00	$15.89	$29.96
Nov-96	143320	93	36	4642	91	000	01	0	24	57929	8	176.20	$39.00	$312.00	$35.82	$99.98
Nov-96	143320	93	36	4642	91	000	01	0	24	09053	72	969.30	$31.00	$2,232.00	$197.06	$1,065.64
Nov-96	143320	93	36	4642	91	000	01	0	24	09053	8	107.70	$31.00	$248.00	$21.90	$118.40
Nov-96	143320	93	36	4642	91	000	01	0	23	48829	80	1,173.00	$24.00	$1,920.00	$238.47	$508.53
Nov-96	143320	93	36	4642	91	000	01	0	24	48829	72	1,055.70	$24.00	$1,728.00	$214.62	$457.68
Nov-96	143320	93	36	4642	91	000	01	0	24	48829	8	117.30	$24.00	$192.00	$23.85	$50.85
												✓		E	✓	✓
											258	3,794.58		$6,942.00	$771.44	$2,375.98

A AA

	LD5	Rate	Name
* 10	00132	59.00	G. Caragliano
2	02213	31.00	Patricia G. Cook
* 8	10995	50.00	John R. Haney
* 5	13629	39.00	Denny George
6	25752	49.00	Ernesto Plazaola
7	26796	53.00	Blake Morrison
7	73662	53.00	Richard Lopez
* 7	29250	47.00	Noble, R.E. (full time emp eff. 12/18/95)
6	48565	49.00	Wenaker, Bruce
4	57929	39.00	Beck, Vera
6	77955	33.00	Acquaviva (non-exempt)
5	keller	22.00	Keller, Kathy (non-exempt)
* 6	42464	43.00	Brian Hashimoto
* 3	94013	24.00	Wanda L. Adams (exempt/office mgr)
* 5	24902	39.00	Marco Gonzalez
11	25000	86.00	C. D. Brandt
1	48829	24.00	Lisa Topalian
2	09053	31.00	Wm. L. Arcarese

Note: FPL Employees get the UC Flat Rate. Call Don Moranz for FPL Services Employees.
(K) Incentive pay is loaded at 8.58%
* FSS Employee

These are the RATES charged to FPL services for People who work for FPL.

(I) Cook, Beck, (J) Tujalian, Arcarese — 44-3 / 5-1 / 12 pl

FPL Employees at that time in Nov 96.

Salary is loaded for PTO, benefits.

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JAN 06 '98 01:12PM FPL SERVICES

L-21 1-8 1-15 4-3

PBC

FPL Energy Services, Inc.
Consolidated Balance Sheet
December 31, 1996

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ASSETS

Cash		$ 1,917
Accounts Receivable Trade (Net)		2,093,474
Unbilled Revenue		539,171
Interest Receivable		559
Prepaid Expenses		1,688
Total Current Assets		2,636,808
Net Fixed Assets	44-4 1-1	82,561
Other Investments (Enersys Equipment)	44-4 1-2	42,844
Enersys Contracts Receivable		556,500
Purchased Contracts		555,001
Deferred Costs		393,295
		$ 4,267,010

125405

LIABILITIES AND SHAREHOLDERS EQUITY

Accounts Payable - Associated Cos.	$ 703,784
Accounts Payable - Trade	1,125,032
Accrued Liabilities	1,301,056
Income Taxes Accrued	(25,302)
Total Current Liabilities	3,104,569
Deferred Gains	81,836
Deferred Interest	89,579
Accumulated Deferred Income Taxes	(15,043)
Total Liabilities	3,260,941
Common Stock	1
Paid In Capital	2,975,121
Retained Earnings	(1,969,054)
Total Shareholders Equity	1,006,068
	$ 4,267,010

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OCT 08 '97 01:30PM FPL SERVICES

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NTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

Request #33

December 10, 1996
1:43 pm

E Nergy
FPL Services

Page 1

DEPRECIATION SUMMARY REPORT
for Int bk Books FY = 12

11/96

A B C D E F

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Current Accum Depreciation	Key
000007	CH-1	0.00	SLMM	03 00	5839.40	11/96	1946.24	162.21	1784.29	3730.53	
2 Dell Desktop Computers & Software											
000008	CH-2	0.00	SLMM	03 00	386.18	11/96	128.76	10.73	118.02	246.78	
IWS Cable & Installation											
000010	CH-3	0.00	SLMM	03 00	4478.50	11/96	995.20	124.40	1368.41	2363.61	
Dell Laptop Computer (JH)											
000012	CH-4	0.00	SLMM	03 00	499.00	11/96	110.88	13.86	152.46	263.34	
Hard Drive - Compaq LT (GC)											
000017	CH-5	0.00	SLMM	03 00	6477.78	11/96	719.76	179.94	1979.34	2699.10	
Vectra VL3 PC (PQ)											
000018	CH-6	0.00	SLMM	03 00	2372.40	11/96	197.70	65.90	724.90	922.60	
Uninterruptible Power Supply											
000019	CH-7	0.00	SLMM	03 00	429.20	11/96	0.00	11.92	131.13	131.13	
Optiquest Monitor											
000020	CH-8	0.00	SLMM	03 00	4583.76	11/96	127.33	127.33	1400.62	1527.95	
Versa, Doc Station											
000021	CH-9	0.00	SLMM	03 00	317.90	11/96	0.00	8.83	97.13	97.13	
Beck - PC Hardware											
000022	CH-10	0.00	SLMM	03 00	13941.35	11/96	0.00	387.26	2698.30	2698.30	
2 HP's 1 Laptop											
000029	CH-1A	0.00	SLMM	02 09	190.37	11/96	51.93	5.77	63.47	115.40	
Installation of 2 Dell PC's											
000030	CH-3A	0.00	SLMM	02 11	291.11	11/96	58.24	8.32	91.51	149.75	
Sales Tax on Dell Laptop											
000032	CH-4A	0.00	SLMM	02 11	32.44	11/96	6.51	0.93	10.22	16.73	
Sales Tax on Hard Drive											
000038	CH-10	0.00	SLMM	05 00	12197.88	11/96	0.00	203.30	406.60	406.60	
2 IBM Laptops for Ed Cancio & Marco Gonzalez											
000039	CH-10	0.00	SLMM	03 00	524.43	11/96	0.00	29.13	29.13	29.13	
HP 5L printer E. Cancio											
Count=	15										

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#1 There Have been. NO ADDITIONS to FPLENERGY Services' FIXED Assets. BB 11/12/97

#2 N/A

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FPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

A B C D E

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Current Accum Depreciation	Key
Class	CH				52561.70		4342.55	1339.83	11055.53	15398.08	
Less disposals and transfers					0.00		0.00			0.00	
Net					52561.70		4342.55	1339.83	11055.53	15398.08	
000001 CP-1 Cell Phone & Mobile Kit		0.00	SLMM	03 00	673.10	09/96 ✓	467.50	0.00	168.29	635.79	
000006 CP-2 Cell Phone & Mobile Kit		0.00	SLMM	03 00	805.60	11/96 ✓	380.46	22.38	246.17	626.63	
000013 CP-3 Cell Phone & Mobile Kit		0.00	SLMM	03 00	866.00	11/96 ✓	120.30	24.06	264.64	384.94	
Count= 3											
Class	CP				2344.70		968.26	46.44	679.10	1647.36	
Less disposals and transfers					0.00		0.00			0.00	
Net					2344.70		968.26	46.44	679.10	1647.36	
000003 CS-1 Paradox/Win Software		0.00	SLMM	03 00	146.22	10/96 ✓	101.50	0.00	40.61	142.11	
000004 CS-2 PC Anywhere Software		0.00	SLMM	03 00	148.39	10/96 ✓	103.00	0.00	41.21	144.21	
000011 CS-3 Software for Dell Laptop		0.00	SLMM	03 00	598.00	11/96 ✓	132.88	16.61	182.71	315.59	
000016 CS-5 PC Software		0.00	SLMM	03 00	746.57	11/96 ✓	82.96	20.74	228.14	311.10	
000023 CS-6 FAS 2000		0.00	SLMM	03 00	1709.95	11/96 ✓	0.00	47.50	332.50	332.50	
000031 CS-3A Stales Tax on Software		0.00	SLMM	02 11	38.88	11/96 ✓	7.77	1.11	12.21	19.98	
000033 CS-7 Word Upgrade		0.00	SLMM	03 00	345.00	11/96 ✓	0.00	9.58	47.91	47.91	

EXHIBIT CS

FPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

A B C D E F

SYS No	Co asset no	Section 179	Dep Meth	Est Life	Acquired Value	Thru Date	Prior Accum Depreciation	Depreciation This Run	Current Year to Date	Current Accum Depreciation	Key
000034 CS-8 1		0.00	SLMM	03 00	1880.00	11/96 ✓	0.00	52.22	208.88	208.88	
1 PC Anywhere, 3 Freelance Graphics, 2 Project V.4.0 win 3.5											
Count= 8 2											
Class 3	CS				5613.01		428.11	147.76	1094.17	1522.28	
Less disposals and transfers					0.00		0.00			0.00	
4											
Net					5613.01		428.11	147.76	1094.17	1522.28	
000014 CSL-1 5		0.00	SLMM	05 00	12741.20	11/96 ✓	1061.75	212.36	2335.87	3397.62	
Timberline Software 6											
000025 CSL-1 7		0.00	SLMM	04 11	2295.00	11/96 ✓	155.60	38.90	427.90	583.50	
Timberline Software 8											
000026 CSL-1 9		0.00	SLMM	04 10	2550.00	11/96 ✓	131.91	43.97	483.65	615.56	
Timberline Software 10											
000027 CSL-1 11		0.00	SLMM	04 09	5012.50	11/96 ✓	49.12	87.94	967.34	1016.46	
Timberline Software 12											
000028 CSL-1 13		0.00	SLMM	04 07	3025.00	11/96	0.00	55.00	605.00	605.00	
Timberline Software 14											
000037 CSL-1 15		0.00	SLMM	03 06	5021.22	11/96 ✓	0.00	119.55	239.10	239.10	
Add'l users for Timberline 16											
Count= 6 17											
Class	CT				30644.92		1398.38	557.72	5058.86	6457.24	
Less disposals and transfers 18					0.00		0.00			0.00	
Net					30644.92		1398.38	557.72	5058.86	6457.24	
000002 OF-1 19		0.00	SLMM	03 00	189.00	10/96 ✓	131.25	0.00	52.50	183.75	
File Cabinet											
000005 OF-2 20		0.00	SLMM	03 00	254.39	11/96 ✓	176.75	6.95	77.64	254.39	
File Cabinet 2-Dr Lateral											
000015 OF-3 21		0.00	SLMM	03 00	207.30	11/96 ✓	23.04	5.76	63.36	86.40	

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FPL Services

DEPRECIATION SUMMARY REPORT

for Int bk Books FY = 12

SYS No	Co asset no	Section 179	Dep Meth	Est Life	A Acquired Value	Thru Date	B Prior Accum Depreciation	C Depreciation This Run	D Current Year to Date	E Current Accum Depreciation	Key
ed Acquisition Regulations											
000036 OF-4		0.00	SLMM	05 00	2270.00	11/96	0.00	37.84	75.67	75.67	
Show Booth Marketing											
000040 OF - 5		0.00	SLMM	03 00	1230.07	11/96	0.00	68.34	68.34	68.34	
Ad Slick thru ARMS invoice											
Count= 5											
Class	OF				4150.76		331.04	118.89	337.51	668.55	
Less disposals and transfers					0.00		0.00			0.00	
Net					4150.76		331.04	118.89	337.51	668.55	
000009 TE-1		0.00	SLMM	03 00	1473.40	11/96	491.16	40.93	450.22	941.38	
Phone System											
000035 TE-2		0.00	SLMM	03 00	1340.86	11/96	0.00	37.25	148.99	148.99	
Add move changes FPL Invoice 7/96											
Count= 2											
Class	TE				2814.26		491.16	78.18	599.21	1090.37	
Less disposals and transfers					0.00		0.00			0.00	
Net					2814.26		491.16	78.18	599.21	1090.37	
Count= 39											
Grand Total					98129.35		7959.50	2288.82	18824.38	26783.88	
Less disposals and transfers					0.00		0.00			0.00	
Net					98129.35		7959.50	2288.82	18824.38	26783.88	

NOTE: The Financial Statement for FPL Energy Services Are A Consolidated Financial Statement Including The Prior Month of FPL Services. The Financials Are Consolidated Due to The Minimal Activity on FPL Energy Services

11/12/97

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(G) Construction Management 13700.50 / 111,894.85

2549.87 / (29,333.75)

(H) Net = 82,561.10

2

PBC

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FPL Energy Services, Inc.
Balance Sheet
December 31, 1995

A

ASSETS

Cash	$ -
Accounts Receivable Trade (Net)	833,154
Accounts Receivable Associated Cos. (Net)	-
Notes Receivable Associated Cos. (Net)	1,064,354
Total Current Assets	1,897,508
Investment in Subsidiary & Associated Co.	(98,515)
Other Investments	75,049
Other Assets	9,240
	$ 1,883,282

LIABILITIES AND SHAREHOLDERS EQUITY

Accounts Payable - Associated Cos.	$ 98,590
Income Taxes Accrued	43,600
Total Current Liabilities	142,190
Deferred Gains	117,840
Deferred Interest	157,948
Accumulated Deferred Income Taxes	592,511
Total Liabilities	1,010,489
Common Stock	1
Paid In Capital	2,975,121
Retained Earnings	(2,102,329)
Total Shareholders Equity	872,794
	$ 1,883,282

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2
p. 1

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2

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4508

11/14/97

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FPL Energy Services, Inc.
Consolidated Statement of Operations
as of December 31, 1996

A B

	Current Month	Year to Date
Revenues	$ 964,900	$ 1,163,029
Cost of goods sold	879,302	879,302
Gross profit	85,598	283,727
Operating expenses	113,040	497,237
Other income (expenses):		
Interest & dividend income	4,845	134,198
Earnings in partnership	-	237,387
Taxes other than income	665	(2,996)
Gains on long term contracts	2,509	36,004
Total other income (expenses):	8,019	404,592
Income before taxes	(19,423)	191,082
Provision for income taxes	(6,616)	57,807
Net income	$ (12,807)	$ 133,275

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OCT 08 '97 01:30PM FPL SERVICES P.5

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

PBC

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Request 32
FPL Energy Services Inc.
Consolidated Income Statement - December 31,1996

	A FPL Energy Services	B FPL Services	C Total
Salaries --FPL	33,080	37,422	70,503
Employee Benefits	9,922		9,922
Temporary Services		1,944	1,944
SGA LABOR - KMS		33,085	33,085
Consultants	15,875		15,875
SGA GENERAL - KMS		5,142	5,142
Bonus Expense		7,000	7,000
Sales Comm - Intrnl		25,000	25,000
OFFICE EXPENSES - General		413	413
Office Supplies	1,068	750	1,818
Office Equipment - Rental	19	193	212
Telecommunications	295	1,796	2,091
Cellular Phone	444		444
Pagers	74		74
Travel/Entertainment	2,045	2,789	4,834
Lodging	57		57
Meals	3,640		3,640
Mileage Allowance	962		962
Travel & Misc Expense	95		95
Rent		4,544	4,544 (1)
Marketing/Advertising		(255)	(255)
Membership Fees	705		705
Accounting		808	808
Technical Services		(7,320)	(7,320)
Other Operating Expenses	283,804	6,380	290,183
Amortization Expense		8,018	8,018
Amortization Pre-project Costs		763	763
Depreciation		2,289	2,289
Interest Expense		559	559
Warranty Expense		6,235	6,235
Moving Expense		7,596	7,596
Total Expenses	352,085	145,151	497,237

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1

(1) Rent is the ONLY expense provided DIRECTLY BY FPL. This cost is covered in the FPL services INFORMATION

See explanation of why it represents one month. 44-1
1-3.

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p.1

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1-1

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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Request 32
FPL Energy Services Inc.
Consolidated Income Statement - September 30,1997

	FPL Energy Services Inc.	FPL Services	FPL Services	Consolidated
	9/30/97 YTD A	8/31/97 YTD B	12/31/96 (MTD) C	9/30/97 YTD D
Salaries --FPL	256,526	394,189	20,178	670,893
Employee Benefits	10,907	83,175		94,082
Temporary Services	938		270	1,208
Contract Labor - Third Party	12,114			12,114
Employee Relations		1,950		1,950
SGA LABOR - KMS			15,122	15,122
Consultants	28,662	176,069	4,258	208,989
SGA GENERAL - KMS			1,693	1,693
Bonus Expense		50,800		50,800
Sales Comm - Intrnl		67,000		67,000
OFFICE EXPENSES - General	(9,711)		(742)	(10,453)
Office Supplies	153	7,498	544	8,195
Office Equipment - Rental	157	2,737	750	3,643
Office Equipment - Expense		2,326	266	2,592
Telecommunications	299	4,615	960	5,874
Cellular Phone	1,486	16,077	242	17,806
Pagers	87	411	240	738
Airfare	5,420	13,392	433	19,245
Lodging	5,790	13,824	170	19,783
Meals	6,687	9,433	225	16,344
Entertainment		173	200	373
Car Rental	1,196	731		1,927
Mileage Allowance	5,536	26,072	1,997	33,604
Travel & Misc Expense	1,451	2,761	139	4,352
Rent		54,380	4,544	58,924
Maintenance	148	5,319		5,468
Marketing/Advertising	2,536	13,794	404	16,734
Sales Promotions / Trade Shows	400			400
Courier Expense	345	1,457	330	2,131
Postage Expense	33	402	64	499
Insurance	2,459			2,459
Seminar Expense	1,150	3,403		4,553
Publications	114	5,850	440	6,404
Membership Fees	705	11,637	385	12,727
Accounting		1,810	911	2,721
Legal	21,546	12,856	10,979	45,381
Professional Fees & Licenses	2,419	732		3,151
Financing Costs	1,912	849	144	2,904
General Liability		1,796		1,796
Interest Expense	560			560
Warranty Expense		141,130	8,057	149,187
	362,025	1,128,648	73,201	1,563,874

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1

Rent Is the ONLY expense Allocated Directly by FPL.

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1-2

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TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

11/14/97

PBC

FPL Energy Services, Inc.
Statement of Operations
December 31, 1995

CONFIDENTIAL

A

Revenues	$ 100,526
Operating costs and expenses	175,464
Operating profit	(74,938)
Other income (expenses):	
Interest & dividend income	179,660
Earnings in partnership	47,952
Taxes other than income	(2,967)
Gains on long term contracts	117,153
Total other income (expenses):	341,797
Income before taxes	266,860
Provision for income taxes	103,981
Net income	$ 162,879

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2
p.1

OCT 08 '97 01:29PM FPL SERVICES P.3

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2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

FPL Energy Services, Inc.
Employee List

PBC A

	Name	Job Title
X	1 Haney, John	General Manager Margate
X	2 George, Denny	Regional Sales Manager
X	3 Hashimoto, Brian	Senior Sales 407 Brevard
X	4 Cancio, Ed	Senior Sales 305 (RM 118-4043)
X	5 Gonzalez, Marco	Senior Sales ~~Margate~~ Plantation
X	6 Risley, Rob	Senior Sales ~~Margate~~ Ft Myers
X	7 Graves - Barnes, Tanya	Senior Sales
X	8 Noble, Rex	Technical Services Manger NBM Rm 118-6736
X	9 Adams, Wanda	Project Superintendent Margate
X	10 Caban, Edgardo	Project Manager 407 Brevard
X	11 Lynch, Ed	Contract Administration Brevard
X	12 Berardinelli, Joseph	Controller Margate
X	13 Arcarese, Bill	Project Account Margate
X	14 Topalian, Lisa	Office Manager Margate

Note: FPL Services has no employees they are a general partnership owned 99% by FPL Energy Services, Inc and 1% by FPL Energy Services II, Inc., also has no employees.

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X = Not on Demand Side Mgnt List of employees 45-7 + Lonel not be on list.

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p 1 of 3

(1)

October 8, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between
FPL and FPL Energy Services
Request No. 2

Attached is an employee list the includes the job title/description for FPL Energy Services.

None of these employees listed above overlap with FPL Energy Services, FPL Energy Services II, Inc. or FPL Services (a general partnership).

45-1

(1) 8 3

45-1

Confidential (2) of 3

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Confidential

45-1

EGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

COMPANY: FPL
TITLE: OVERLAP OF EMPLOYEES
PERIOD: 1997
DATE: OCTOBER 15, 1997
AUDITOR: RKY

WP NO. 45-4

To determine if any employees of FPL Services or FPL utility who work iwth FPL Energy services have access to Business Energy Marketing Data Base.

Also to focus in on a division of employees to test payroll to determine if fpl utiltiy employees are being allocated correctly and if they are all being allocated.

1. Comparison of FPL Energy Service Employees(45-1) with list of FPL employees whose time is allocated to Energy services (45-2).

There are no names that overlap.

2. Comparison of FPL Energy Service and FPL employees who time is allocated to Energy Services with list of employees with access to the FPL utility Business Energy Marketing Data Base. (45-3)

There are no names that overlap.

3. Comparison of employee list from prior audit (surveillance report) which lists employees working on developing non regulated markets with those above. (45-5).

There are names on this list that are also on the lit of FPL employees whose time is allocated to Energy Services.

4. Comparison of list of employees that were taken from FPL Energy Services lead files in the Plantation, Margate and Brevard offices. (45-6)

There are names on this list that are also on the list of FPL employees who have access to the marketing data base.

There are names on this who are also on the list of FPL co employees working on developing non regulated markets.

CONCLUSION 1.

Thre are no people who are on the payroll for FPL Energy Services that have access to the Business Energy Marketing Database. Since the October 10 letter said no marketing links, this appears tobe reasonable.

45-4 Pg 5

Those FPL utiltiy people who allocate their time to FPL Energy Services also do not have access to the Business Eneryg Marketing Database. Since the October 10 letter said no marketing links, this appears tobe reasonable.

CONCLUSION 2.

There are three names on the list of FPL co employees who work on non reg development that are also on the list of employees whose time is allocated to affiliates. This seems reasonable as if the employee is going to work on non reg they should be on the list of employees who allocate their time.

CONCLUSION 3 -- ACCESS TO FPL UTILITY BUSINESS ENERGY MARKETING DATA BASE
There are 29 FPL Company employees noted in FPL Energy Services files as attending meetings with FPL Energy Services people and/or corresponding with FPL Energy Services people for contacts that are on the list of people who have access to the FPL Utiity Business Energy Marketing Data Base. (45-6)

CONCLUSION 4
There are three names of FPL Company Employes noted in the FPL Energy Services files as attenging meeting with FPL Energy Services people and/or correspondenging with FPL Energy Services people for contacts that are on the list of FPL people who allocate their time to non reg market development. This appears reasonable as those working on non reg work and allocating their time to such would have contact with non reg affilaites. (45-6)

NEXT STEPS

Decided to focus in on all demand side management FPL company employees. Tried to obtain a list of all demand side management employees with job title, business unit, name of conservation program worked on, how time charged (all conservation, all CI, fixed, Fixes allocation, time sheets, study, etc.)

The company was able to supply use with a list of name, title, and businesss unit. as of September 97. From that list we have to select our sample because it is tedious to determine the type of allocation for each employee. As it was explained each busienss unit would have to be contacted and then the employees time sheet would have to be pulled to determine the methodology of time allocation. The company said this is very time consuming because of the number of employees. With the coming of deregulation, it is important to be able to easily access all employee Before selecting our sample of people to interview and audit, need to first compare the demand side management list with the other lists above.

HOW TO SELECT SAMPLE?

1. After comparing the demand side management list with the above lists. Select a sample from the following:
Those who have access to marketing data who are on the list in FPL Energy Services Files.
Those who have access to maekting data who work on non reg market development.

Those who work on nonreg market development.
Those whose time is allocated to FPL Energy Service from FPL.
Those who have access to the marketing data who are not on the demand side managemetn list.
Any Demand Side employees who are on any of the above lists.
Sample of demand side employees who do not appear on any of the above lists,

For each employee on our list, the company will be requested to provide the methodology of allocation of time and time sheets for the last pay period in September 97. This is one way to verify the method.

Interview - with following questions to determine if and how they interact with FPL Services and FPL Energy Services , and Enersys employees.

REWRITE INTERVIEW
1. Job title, responsibilities, describe day of activities. who do you intereact with in a week (names, titles, why), FPL Energy Services list 45-1 and list of FPL employees who allocate time to Energy Services (45-2).

Conclude whether (1) allocations seem reasonable, (2) if any employees describe any work they do for FPL Energy Services and (3) any employees give data to FPL Energy Services.

B. Obtain a list of all Demand side Management employees and a list of all Commercial/Industrial Account Reps as of September 1997.. This list should contain: Name, Job Title, Division, Name of Conservation Program worked on, how time charged (e.g.) all conservatgion all CI, fixed, fixed allocation, time sheets, study, etc.) 45-7

1. Depending upon how allocated, write an interview questionnaire which also contains questions such as Job title, responsiblities, describe a day of activities, who do you interact with in a week (name , titles, why). Ask them if they interact with any of the people on the FPL Energy Services list and FPL utility list of employees who allocate time to FPL Energy Services. Also question personnel as to whether they ever recommend a vendor/participant for an energy conservation program after they request load data or after they have an audit. How do they determine who to recommend. Provide lists recommended. 45-7

Conclude whether (1) allocations seem reasonable, (2) if any employees describe any work they do for FPL Energy Services and (3) any employees give data to FPL Energy Services.

Do people ask for peak time / use? or pulse meter data? 45-7
what info do ~~the~~ ~~me~~ you give? Standard?

Johnson Controls
September 12, 1997

Q1. What process does FPL Services have to follow to obtain a prospective customer's billing history?

A1. A request must come from the customer in writing authorizing the information to be released to the vendor. FPL Services cannot directly request customer data.

Q2. What process do independent energy service companies have to follow to obtain a prospective customer's billing history?

A2. A request must come from the customer in writing authorizing the information to be released. An energy service company cannot directly request customer data.

Q3. Describe how FPL/FPL Services is adhering to each of the attached utility/affiliate guidelines that have been adopted by the National Association of Energy Services Companies (NAESCo).

A3. There have been numerous guidelines proposed by various parties with respect to utility affiliate interactions. The NAESCo guidelines were developed by an organization that is primarily made up of independent energy service companies. It is our understanding that these guidelines have not been commonly adopted. FPL did not participate in the development of these guidelines, and it is not FPL's understanding that it has to adhere to them. FPL does not use these guidelines. Furthermore, in our review of these guidelines we found them to be vague and many terms used were not clearly defined.

Q4. How does an FPL energy audit interface with FPL Services?

A4. There is no interface between an FPL energy audit and FPL Services. FPL Services does not have access to audit results except as provided by the customer.

Q5. Is FPL participating in joint marketing efforts with FPL Services for the purposes of soliciting energy services work for FPL Services?

A5. No, however in instances where a customer does not have a pre-existing relationship with an energy service company to assist them in upgrading the efficiency of their facility, FPL may ask the customer if they would like to meet with FPL Services.

45-9

45-4p 4 of 5

P.O. Box 029100, Miami, FL 33102-9100

To: Devlin
Salak
Elias
Trapp
Floyd
Bullinger ✓
Kummer
B. Banks
Miller
From Jenkins

(FYI)

October 16, 1997

Mr. Joe Jenkins
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

Dear Joe,

Attached are the responses to your September 12th questions. I apologize for the late response. If you need any additional information or would like to discuss this further, please feel free to contact me at (305) 552-3643.

SSW/meh

Attachment

10/22/97

To: Mark
Please keep in your file on
Johnson Controls
TB

45-4

pgs

PBC

B 11/4/97

Employee	Fixed Distribution ECCR	Non-ECCR	Non-Reg	Total %	# Hours Charged YTD thru 9/26/97 Non-Reg Total
Vern Beck	70%	30%	0%	100%	32
Robert Bishop	10%	90%	0%	100%	8
Keddy Bostic	65%	30%	5%	100%	69
Dennis Brandt	76%	24%	0%	100%	68
Jim Butcher	20%	70%	10%	100%	93
Rebecca Chapman**		0%	0%	0%	31
Frank Colacino	7%	13%	80%	100%	1151.2
Patricia Cook	19%	81%	0%	100%	56
C. W. Deaver	40%	60%	0%	100%	95
David Elford	10%	90%	0%	100%	4
Jim Gill	40%	60%	0%	100%	203
Tom Koch		100%	0%	100%	92
Larry Laseter	52%	23%	25%	100%	304
Richard Lopez**		0%	0%	0%	24
Susan Melians		100%	0%	100%	52
Blake Morrison	20%	0%	80%	100%	556.8
D. H. Reinstein		100%	0%	100%	48
Susan Shapiro		100%	0%	100%	110
Michael Whalin	60%	20%	20%	100%	297
Steve Wilhite		20%	80%	100%	256
Geisha Williams	20%	70%	10%	100%	298

**Not currently Marketing Employees

(V) Agree w/ Fixed Allocation % on 45-10/2 #83

(X) Agree w/ Fixed Allocation on 45-10/2 #25

(A-) Agree w/ Fixed Allocation on 45-10/2 # 36

45-5 p6

TX BUSINESS FORMS, INC. (817) 696-0606 FAX (817) 694-4608

COMPANY: FPL
TITLE: List of FPl company personnel listed in FPL Energy Services files as attending meetings with FPL energy Services personnel.
PERIOD: 1996 AND 1997
DATE: OCTOBER 27, 1997
AUDITOR: RKY

WP NO.
SOURCE: WP NO. 53 (Note A)

Last	First	Middle/	Remarks
X Amburgy	Tim		
(X) Bartuck	Don X 45-3		
(X) Basnuevo	Marcia X 45-3		Gena
(X) Besley	Wayne X 45-3 9/23/97 (53-3)		
(X) Bloch	Peter X 45-3		
(X) Cain	Chuck X 45-3 11/1/94		Meeting at PAFB 3/25/94 KW
(X) Calleja	Ralph X 45-3		FPL Account Manager 8/11/95 (53-22)
X Chapman	Rebecca 45-5 pg 1 9/2/97 (53-1)		
X Chau	Joe 10/17/94 KW 5/26/96 (53-21)		
(X) Cobb	Dave X 45-3		FPL Account Manager
(X) Cowling	Jim		
X Craig	Scott		
X Critell	Ron 11/7/94 KW		
X Daniels	Steve 6/10/97 (53-5)		
X Delapena	Chris		
(X) Diaz	Oscar 7/2/97 (53-1)		45-3
X Eguaras	Carlos X 45-3 5/13/97 (53-13)		
X Feller	Steven 2/11/97 (53-2)		Study
X Fleites	Victor		
X Gardner	Lance X 45-3 5/27/97 (53-6)		
X Gonzales	Carlos 2/19/97 (53-4)		Cycling
X Gruen	Bill FPL 2/20/96 KW		
(X) Hall	Terry X 45-3		FPL Account Manager 5/20/96 (53-24)
(X) Hilson	Anne X 45-3 6/13/96 (53-17)		
X Jensen	Michael		
(X) Johnson	D	N	Area manager FPL
Khoury	Michael X 45-3 6/25/97 (53-5) 8/27/97 (53-5) 6/3/96 (53-17)		
~~LAST~~	~~FIRST~~	~~Middle~~	
(X) Lehr	John X 45-3 9/30/94 (53-23)		
X Lopez	Richard 8/18/97 (53-9)		
X Lverly	Susan, Jeanette X 45-3 4/22/97 (53-8) 2/18/97 (53-15)		
(X) Maestri	Hector X 45-3 9/12/95 KW 9/5/97 (53-3)		
X McComb	John		
X Montague	Joe		
X Mulvee	Colette		
X Pawlyk	Ron 11/7/94 KW		
X Peete	Bill 7/25/95 (53-20)		FPL Account Manager
X Pelo	Mike 2/19/97 (53-4)		Engineer Design
(X) Romig	Steve 2/18/97 (53-15)		
(X) Rose	Jack 45-3 X 12/8/96 (53-1)		
X Samil	Dilek		
X Stephens	David 11/1/94 KW		
X Sullivan	George		VP FPL
~~Unknown~~	~~Jeanette~~		
Unknown	Sandy		
Unknown	Irene		
(X) Vayda	Greg 45-3 X 3/10/97 (53-7)		
(X) Webb	Charles X 2/19/97 (53-4)		4/13/97 (53-10)
X Whalin	Mike ✓ 45-5 pg 1 11/1/94 KW		
(X) William	Geishe ✓ 45-5 pg 1 J 9/23/94 KW		7/2/97 (53-2)
(X) Wright	Jocelyn 45-3 X 9/11/97 (53-9)		5/16/97 (53-11)
X Zieman	leo	R	
Velben	Jeff (53-8) 10/3/97		

X = 45-3 names of people on list for access to market data.
✓ = 45-5 Names of people who work on developing prod for non reg'd mkts.

45-6 pg 1 & 2

X = Not on DMS list 45-7
(X) = Included on DSM list 45-7

Note (A) all names in Sample 45-8

LITTY BUSINESS FORMS, INC

941 951-5760 Cole
Stephen Rowling
1660 Bell

4 Sarasota Central Energy Plant being completed now

(53-24 p4) Missing from order

5 Signed up Post Office

Was Marketing support rep.

Ft Myers

Note A

6 Reusable development

Bill Wishard

Miami

(45-3) X Kay Melinaus - 9/23/94 KW

\+ Dave O'Connell 9/23/94 KW

(45-3) (X) Jerry Perten 9/23/94 KW

X Lyn Shates 9/23/94 KW Extend offer

~~Phil Case Woolaver 9/23/94 KW (Director of Contracts Mgmt)~~

FPL retired X M M. Sturmer Risk Mgmt 10/17/96 KW

(45-3) (X) John NIX FPL Avac Tech Specialist 5/8/96 KW

(X) Steve Koenig 9/23/94 KW

(45-3) (X) Dave Langley 11/25/96 KW 9/23/94 - 3/14/97 KW

(45-3) (53-28 p1) (X) Billy Newberry 4/1/97 E Mail KW

(53-28 p2) + Katy Schmidt 4/7/97

(45-3) (53-28 p3) (X) Mark Thomson 8/13/97

(45-3) (X) Keith Pontz E Mail 7/10/97

(X) Blake Morrison 7/10/97

X Rebecca Wilcox

(53-28 p4) X Ron Stockton 8/23/96

(53-28 p4) X Keith Gasser 8/23/96

X Tom Richardson 8/23/96 7/10/97

X Ann Gealy 1/24/97 11/25/96

(X) Rick Chatkes

(45-3) (X) Bill Carlyle 1/04/97

(X) Don Sayre

X Rex Neal Leaving

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X = Not on ECCR List 45-7

(X) = Included on ECCR list 45-7

(Note A) - All Parsons Samples 45-8

45-69 pg

THE WALTER LATHAM COMPANY (708) 345-8787

Visit at Margate

Names in Bd at FPL Energy Services 10/23/97

1 ✓ Adams. W.
2 ✓ Arcarese, B.
3 ✓ Bernardinelli J
4 ✓ Cabon, E
5 ⊗ Δ Colaccio, F. / FPL employee on loan
6 ✓ George. D.
7 ✓ Grones-Barnes. T
8 ✓ Honey J
9 ⊗ Δ Kelly W / on list of FPL employees that currently allocate time to FPL Services 45-2
10 ✓ Midei, R.
11 ⊗ Δ Morrison, B. / FPL employee on loan
12 ✓ Noble, R.
13 ✓ Topalian, L.

○ - Not on list of people who are FPL Services employees 45-1

✓ - On list of employees who work at Services

⊗ - Also on 45-2 list of FPL employees who allocate time to FPL Services

Δ = On Sample 45-8

45-6 p 303

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THE WALTER LATHAM COMPANY (708) 345-8787

COMPANY: FPL
TITLE: LIST OF EMPLOYEES TO OBTAIN TIME ALLOCATIONS (Note A)

SOURCE LIST: FPL EMPLOYEES WHO HAVE ACCESS TO MARKETING DATA (MD)
FPL EMPLOYEES WHO ALLOCATE TIME TO FPL ENERGY SERVICES (AT)
FPL EMPLOYEES WHO WORK ON NON REG MARKETS (NRM)
FPL EMPLOYEES ON DEMAND SIDE MANAGEMENT LIST (DSM)
FPL EMPLOYEES NAMES FOUND IN FILES OF FPL ENERGY SERVICES (ES)

A B

	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME	SOURCE LIST	Phone	Appt/Date Time	Inter view yes/no
1	Amburgy	Tim		9/26/97	Can't find				ES,MD			
2	Bartuck	Ron		9/26/97			Product Manager	C/I Mkt Field Supp	ES, DSM,md			
3	Basnuevo	Marcia	Gena	9/26/97			Maj Acct Mgr I	N.Dade Cust Serv	ES, DSM,MD			
4	Besley	Wayne		9/26/97	9/23/97		C/I Spec II	Ft. Laud Cust Serv	ES, DSM,MD			
5	Bloch	Peter		9/26/97			Maj Acc't Mgr I	Brev Cust Svs-Comm	ES, DSM,MD			
6	Brandt	Dennis		9/26/97			Mgr. Res and Gen	Res &GB support	NRM,			
7	Cain	Chuck		9/26/97	3/25/94	11/7/94	Maj Acc't Mgr I	Brev Cust Svs-Comm	ES, DSM,MD			
8	Calleja	Ralph		9/26/97	8/11/95		C/I Spec II	N.Dave Cust Serv	ES, DSM,MD			
9	Carlyle	Bill (17)		9/26/97	1/24/97		Sr. Maj Acct Mgr	Govt C/I - Admin	ES, DSM,MD			
10	Chapman	Rebecca		9/26/97	7/2/97				NRM, ES			
11	Chau	Joe		9/26/97	8/26/96				ES			
12	Cobb	Dave (17)		9/26/97			Energ Mgt. Consult	Cent Fl Energ Mgt.	ES, DSM,MD			
13	Colacino	Frank		9/26/97			C/I Market Plann	Sr. Prod Manager	AT, DSM, NRM			
14	Cowling	Jim		9/26/97			Maj Acct Mgr I	Brev Cust Serv-Comm	ES, DSM ,md			
15	Craig	Scott		9/26/97					ES			
16	Critell	Ron		9/26/97	11/7/94				ES			
17	Daniels	Steve		9/26/97	6/10/97				ES			
18	Delapena	Chris		9/26/97					ES			
19	Diaz	Oscar		9/26/97	7/2/97		Maj Acct Mgr I	N Dade Cust Serv	ES, DSM,MD			
20	Equaras	Carlos		9/26/97	5/13/97				ES, MD			
21	Feller	Steven		9/26/97	2/19/97	Not FPL			ES,			
22	Fleites	Victor		9/26/97		Left FPL			ES,			
23	Gardner	Lance		9/26/97	5/2/97	Left FPL			ES, MD			
24	Gasses	Keith		9/26/97	8/23/96	Can't find			ES			
25	Gill	Jim		9/26/97			CS Generalst III	Cust Programs	NRM, DSM MD			
26	Gonzales	Carlos		9/26/97	2/19/97	Not FPL			ES			
27	Grealy	Ann (17)		9/26/97	1/24/97				ES			
28	Gruen	Bill		9/26/97	2/22/96	Not FPL			ES			
29	Hall	Terry		9/26/97	5/28/96		Maj Acct Mgr I	Ft.Laud Cust Serv	ES, DSM, MD			
30	Hilson	Anne		9/26/97	6/13/96		Sr. Maj Acct Mgr	Brev Cust Serv-Comm	ES, DSM, MD			
31	Jensen	Michael		9/26/97		Can't find			ES			
32	Johnson	D	N	9/26/97			Area Mgr Comm	Brev Cust Serv-Comm	ES,DSM			
33	Kelly	Winton		9/26/97			Maj Acct Mgr I	Ft. Laud Cust Serv	AT, DSM,MD			
34	Khoury	Michael		9/26/97	6/25/97	8/27/97	Maj Acct Mgr I	Brev Cust SErv-Comm	ES, DSM, MD			
35	Langley,	Dave (17)		9/26/97	3/10/97		Sr. Maj Acct Mgr	Govt-C/I Admin	ES, DSM, MD			
36	Lasester	Larry		9/26/97			VP Sales & Mkt.		AT, NRM			
37	Lehr	John		9/26/97	9/30/94		Maj Acct Mgr I	Brev Cust SErv-Comm	ES, DSM, MD			
38	Lopez	Richard (17)		9/26/97	8/18/97				ES			
39	Lyerly	Susan	jeanette	9/26/97	4/22/97	2/18/97			ES,MD			
40	Maestri	Hector (17)		9/26/97	9/5/97		Maj Acct Mgr I	N Dade Cust Serv	ES, DSM, MD			
41	Markham	Craig		9/26/97					NRM,			
42	McComb	John		9/26/97					ES			
43	Melians	Susan		9/26/97					NRM			
44	Melians	Kaz		9/26/97	9/23/94				NRM,ES MD			
45	Montague	Joe		9/26/97		Can't find			ES			
46	Morrison	Blake (17)		9/26/97	7/10/97		C/I Specialiat I	C/I Marketing Field Supp	AT, DSM, NRM			
47	Mulvee	Colette		9/26/97		Can't find			ES			
48	New berry	Billy		9/26/97	4/1/97		Maj Acct Mgr I	Ft. Laud Cust Serv	ES, DSM, MD			
49	Nix	John (17)		9/26/97	5/8/96		C/I Spec II	N.Dade Cust Serv	ES, DSM., MD			
50	Oconnell	Dave		9/26/97	9/23/94	Retired			ES			
51	Partin	Leroy		9/26/97	9/23/94		Maj Acct Mgr I	Govt. C/I Admin	DSM , ES ,md			
52	Pawlyk	Ron		9/26/97	11/7/94				ES			
53	Peete	Bill		9/26/97	7/28/95	Retired			ES			
54	Ponitz	Keith (17)		9/26/97	7/10/97		Maj Acct Mgr I	Ft. Laud Cust Serv	ES, DSM, MD			
55	Prieto	Rosa		9/26/97			Product Mgr	C/I Mkt Field Supp	NRM, DSM MD			
56	Quinn	Jim		9/26/97			Maj Acct Mgr I	Govt C/I admin	ES,DSM,MD			
57	Richardson	Tom		9/26/97	8/23/96	Can't find			ES			
58	Romig	Steve		9/26/97	2/18/97		Area Mgr Comm	Ft. Laud Cust Serv	ES, DSM			
59	Rose	Jack		9/26/97	12/13/96		Product Manager	C/I Mkt Supp	ES, DSM, MD			
60	Samil	Dilek		9/26/97					ES			
61	Sayre	Don		9/26/97			DSBN Sr. Design	Govt C/I Admin	ES, DSM			
62	Schmidt	Kathy		9/26/97	4/7/97		Cust Svc Field I	Ft. Laud Cust Serv	ES, DSM			
63	Shatas	Lyn		9/26/97	9/23/94				ES			
64	Stephens	David		9/26/97	11/7/94				ES,			
65	Stockton	Ron		9/26/97	8/23/96	Can't find			ES			
66	Sturmer	M.M (17)		9/26/97	10.17.96				ES			
67	Sullivan	George		9/26/97		Left FPL			ES			
68	Thomson	Mark		9/26/97	8/13/97		Maj Acc't Mgr I	Ft.Laud Cust Serv	ES, DSM,md			
69	Vayda	Greg		9/26/97	3/12/97		Maj Acc't Mgr I	Govt C/I - Admin	ES, DSM, MD			
70	Webb	Charles		9/26/97	4/13/97		Cust Svc Field I	N.Dade Cust Serv	ES, DSM, MD			
71	Webber	Jeff		9/26/97	10/3/97	Left FPL			ES			
72	Whalin	Mike		9/26/97	11/2/94		Sr. Prod Mgr.	C/I Mkt Field Supp	NRM, ES, DMS,MD			
73	Wilcox	Rebecca		9/26/97					ES			
74	Williams	Geisha		9/26/97	7/2/97		Mgr. C/I Field Supp	C/I Mkt Field Supp	NRM, ES, DMS			
75	Wright	Joycelyn		9/26/97	5/16/97		Cust Svc Field I	Ft. Laud Cust Serv	ES, MD, DSM			
76	Zieman	Leo	R	9/26/97					ES			

Q17 - ask question 17 on Interview left & get SS - ref before interview

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Note A - Final list on 45-8 is 77 interviews

45-8 pkg

FPL Employees charging to FPL Energy Services, Inc./FPL Services
Request 17

Payroll Date 9/26/97

	Company	Employee	Business Unit	Title	Time
	~~FPL Energy Services~~	~~Frank Colacino~~	Sales & Marketing	Project Manager	80% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Blake Morrison~~	Sales & Marketing	C/I Specialist	80% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Winton E. Kelly, Jr.~~	C/I Customer Services	Account Manager	Based on actual hours spent on FPL Service Projects
77	FPL Energy Services	Patricia Cook	Sales & Marketing	Secretary	Based on actual hours spent on FPL Service Projects
78	FPL Energy Services	James Gill	Sales & Marketing	Product Manager	Based on actual hours spent on FPL Service Projects
79	FPL Services	Larry Nelson	Customer Service	C/I Specialist	Based on actual hours spent on FPL Service Projects
80	FPL Energy Services	Vern Beck	Sales & Marketing	C/I analyst	Based on actual hours spent on FPL Service Projects
81	FPL Energy Services	Pat T. Maher	General Counsel	Environmental Specialist	Based on actual hours spent on FPL Service Projects
82	FPL Energy Services	Ignacio B. Sarmiento	Human Resources	Right-of-Way Representative	Based on actual hours spent on FPL Service Projects
	~~FPL Energy Services~~	~~Susan Assir Melians~~	Sales & Marketing	C/I Specialist	Based on actual hours spent on FPL Service Projects
83	FPL Energy Services	James F. Butcher	Sales & Marketing	Product Manager	10% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Michael J. Whalin~~	Sales & Marketing	Product Manager	20% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Ocisha J. Williams~~	Sales & Marketing	Manager-Field Support(C/I)*	10% from current fixed payroll distribution
87	FPL Energy Services	Kedric A. Bostic, Jr.	Sales & Marketing	C/I Specialist	5% from current fixed payroll distribution
35	FPL Energy Services	Rebecca Chapman	Distribution	District Area Mgr-Distribution	Based on actual hours spent on FPL Service Projects
36	FPL Energy Services	Thomas Kunz	Customer Service	C/I Specialist	Based on actual hours spent on FPL Service Projects
	~~FPL Energy Services~~	~~Larry Laseter~~	Sales & Marketing	V.P. Sales & Marketing	8% from current fixed payroll distribution
87	FPL Energy Services	Martha Gonzalez	Customer Service	Customer Service Sys. Analyst	Based on actual hours spent on FPL Service Projects
88	FPL Energy Services	Stephen Reed	Information Management	Systems Project Manger	Based on actual hours spent on FPL Service Projects
89	FPL Energy Services	Robert Steele	Information Management	Systems Integrator II	Based on actual hours spent on FPL Service Projects
	~~FPL Services~~	~~Richard Lopez~~	Sales & Marketing	C/I Specialist	Based on actual hours spent on FPL Service Projects
90	FPL Energy Services	G. B. Mass	Customer Service	Mngr Cust. Bill Accouting & Pay	Based on actual hours spent on FPL Service Projects
91	FPL Energy Services	David Elford	Sales & Marketing	Market Planning Support	Based on actual hours spent on FPL Service Projects
92	FPL Energy Services	Eileen Kent	Information Management	Systems Program Manager	Based on actual hours spent on FPL Service Projects
93	FPL Energy Services	Jeffery Womble	Customer Service	Major Account Manager	Based on actual hours spent on FPL Service Projects
94	FPL Energy Services	E. J. Salem	Human Resources	Right-of-Way Representative	Based on actual hours spent on FPL Service Projects

*Recently moved to distribution

45 of 54

October 22, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 17

Item No. 2

Attached is a list of the FPL employees who allocate time to FPL Energy Services/FPL Services. Also listed are the employee's business unit, title, allocation of time and the company to which the time allocated. The projects assigned by FPL Energy Services/FPL Services did not included FPL conservation programs.

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November 5, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 27

Item no. 3

The names of FPL employees that attended presentations with vendors are shown below:

Vendor	Type of Meeting
Slattery Electric	Lighting proposal / preapproval (Jeff Womble)
Pitts Consulting	Thermal Energy Storage (TES) proposal (Peter Bloch)
CES Way	TES Commissioning (Andy Kindard)
CES Way	Lighting and HVAC proposals (Andy Kinard)
Trane	TES proposal (Terry Hall)
TLC Engineering	TES proposal (Terry Hall)
Vanderweil Engineering	Ten year expansion plan proposal (Linda Reilman)
Flour Daniels	General discussion regarding TES (Michael Khoury)

✓ = included on 45-8 p 1 & 2

○ Added to list - see 45-8/2 p 3

45-8 p 4 of 4

TITLE: "A" "B"

LIST OF EMPLOYEES TO OBTAIN TIME ALLOCATIONS

Provided 11-18-97

	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME
1	Amburgy	Tim		9/26/97			Can't find	
2	~~Bartuck~~-Bartnick	Ron		9/26/97			Product Manager	C/I Mkt Field Supp
3	Basnuevo	Marcia	Gena	9/26/97			Maj Acct Mgr I	N.Dade Cust Serv
4	Besley	Wayne		9/26/97	9/23/97		C/I Spec II	Ft. Laud Cust Serv
5	Bloch	Peter		9/26/97			Maj Acc;t Mgr I	Brev Cust Svs-Comm
6	Brandt	Dennis		9/26/97			Mgr. Res and Gen	Res &GB support
7	Cain	Chuck		9/26/97	3/25/94	11/7/94	Maj Acc;t Mgr I	Brev Cust Svs-Comm
8	Calleja	Ralph		9/26/97	8/11/95		C/I Spec II	N.Dave Cust Serv
9	Cartyle	Bill		9/26/97	1/24/97		Sr. Maj Acct Mgr	Govt C/I - Admin
10	Chapman	Rebecca		9/26/97	7/2/97		Distribution	Broward *
11	Chau	Joe		9/26/97	8/26/96		Sr. Engineer	Juno
12	Cobb	Dave		9/26/97			Energ Mgt. Consult	Cent Fl Energ Mgt.
13	Colacino	Frank		9/26/97			C/I Market Plann	Sr. Prod Manager
14	Cowling	Jim		9/26/97			Maj Acct Mgr I	Brev Cust Serv-Comm
15	Craig	Scott		9/26/97			MGR. CASH MGT.	JUNO Beach
16	Critelli	Ron		9/26/97	11/7/94		Power Delivery Proj. Mgr.	Juno Beach
17	Daniels	Steve		9/26/97	6/10/97		MAJ. ACCT MGR I	Broward - Cust. Svc.
18	Delacena	Chris		9/26/97			DISTRIBUTION DESIGNER	BROWARD
19	Diaz	Oscar		9/26/97	7/2/97		Maj Acct Mgr I	N Dade Cust Serv
20	Equaras	Carlos		9/26/97	5/13/97		Can't find	
21	Feller	Steven		9/26/97	2/19/97		Not FPL	
22	Fleites	Victor		9/26/97			Left FPL	
23	Gardner	Lance		9/26/97	5/2/97		Left FPL	
24	Gasses	Keith		9/26/97	8/23/96		Can't find	
25	Gill	Jim		9/26/97			CS Generalst III	Cust Programs
26	Gonzales	Carlos		9/26/97	2/19/97		Not FPL	
27	Grealy	Ann		9/26/97	1/24/97		Director - Rates & Tariff	General office
28	Gruen	Bill		9/26/97	2/22/96		Not FPL	
29	Hall	Terry		9/26/97	5/28/96		Maj Acct Mgr I	Ft.Laud Cust Serv
30	Hilson	Anne		9/26/97	6/13/96		Sr. Maj Acct Mgr	Brev Cust Serv-Comm
31	Jensen	Michael		9/26/97			Can't find	
32	Johnson	D	N	9/26/97			Area Mgr Comm	Brev Cust Serv-Comm
33	Kelly	Winton		9/26/97			Maj Acct Mgr I	Ft. Laud Cust Serv
34	Khoury	Michael		9/26/97	6/25/97	8/27/97	Maj Acct Mgr I	Brev Cust SErv-Comm
35	Langley,	Dave		9/26/97	3/10/97		Sr. Maj Acct Mgr	Govt-C/I Admin
36	Lasester	Larry		9/26/97			VP Sales & Mkt.	
37	Lehr	John		9/26/97	9/30/94		Maj Acct Mgr I	Brev Cust SErv-Comm
38	Lopez	Richard		9/26/97	8/18/97		C/I SPEC I	General Office
39	Lyerly - Jennette	Susan	jeanette	9/26/97	4/22/97	2/18/97	Maj. Acct Mgr I	Miami
40	Maestri	Hector		9/26/97	9/5/97		Maj Acct Mgr I	N Dade Cust Serv
41	Markham	Craig		9/26/97			Product Mgr.	General Office
42	McComb	John		9/26/97			C/I SPECIALIST II	HIALEAH CUST SVC.
43	Melians	Susan		9/26/97			C/I SPECIALIST I	General Office
44	Melians	Kaz		9/26/97	9/23/94		Prin Mkt Plng Sys	General Office
45	Montague	Joe		9/26/97			Can't find	
46	Morrison	Blake		9/26/97	7/10/97		C/I Specialiat I	C/I Marketing Field Supp
47	Mulvee	Colette		9/26/97			Can't find	
48	New berry	Billy		9/26/97	4/1/97		Maj Acct Mgr I	Ft. Laud Cust Serv
49	Nix	John		9/26/97	5/8/96		C/I Spec II	N.Dade Cust Serv
50	Oconnell	Dave		9/26/97	9/23/94		Retired	
51	Partin	Leroy		9/26/97	9/23/94		Maj Acct Mgr I	Govt. C/I Admin
52	Pawlyk	Ron		9/26/97	11/7/94		Princ. PGBU Leader	Power Generation-Juno
53	Peete	Bill		9/26/97	7/28/95		Retired	
54	Ponitz	Keith		9/26/97	7/10/97		Maj Acct Mgr I	Ft. Laud Cust Serv
55	Prieto	Rosa		9/26/97			Product Mgr	C/I Mkt Field Supp
56	Quinn	Jim		9/26/97			Maj Acct Mgr I	Govt C/I admin
57	Richardson	Tom		9/26/97	8/23/96		Can't find	
58	Romig	Steve		9/26/97	2/18/97		Area Mgr Comm	Ft. Laud Cust Serv
59	Rose	Jack		9/26/97	12/13/96		Product Manager	C/I Mkt Supp
60	Samil	Dilek		9/26/97			Treasurer	Juno Beach
61	Sayre	Don		9/26/97			DSBN Sr. Design	Govt C/I Admin
62	Schmidt	Kathy		9/26/97	4/7/97		Cust Svc Field I	Ft. Laud Cust Serv
63	Shatas	Lyn		9/26/97	9/23/94		External Affairs Mgr	Juno Beach
64	Stephens	David		9/26/97	11/7/94		MGR-PGBU	Juno Beach

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2
p. 1 of 3

+ Recently Transferred to Distribution from C/I Marketing

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• Maj. Acct. Mgr.
• Sr. Acct. Mgr.
• C/I SPEC II
• C/I SPEC I
• PROD. MGR.

COMPANY: FPL

TITLE: A B

LIST OF EMPLOYEES TO OBTAIN TIME ALLOCATIONS

	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3) TITLE	LOCATION NAME
65	Stockton	Ron		9/26/97	8/23/96	Can't find	
66	Sturmer	M.M		9/26/97	10.17.96	Risk management Analyst	Juno Beach
67	Sullivan	George		9/26/97		Left FPL	
68	Thomson	Mark		9/26/97	8/13/97	• Maj Acc't Mgr I	Ft.Laud Cust Serv
69	Vayda	Greg		9/26/97	3/12/97	• Maj Acc't Mgr I	Govt C/I - Admin
70	Webb	Charles		9/26/97	4/13/97	Cust Svc Field I	N.Dade Cust Serv
71	~~Webber~~ Weber	Jeff		9/26/97	10/3/97	Left FPL	
72	Whalin	Mike		9/26/97	11/2/94	Sr. Prod Mgr.	C/I Mkt Field Supp
73	Wilcox	Rebecca		9/26/97		PG&U Leader II	Juno Beach
74	Williams	Geisha		9/26/97	7/2/97	Mgr. C/I Field Supp	C/I Mkt Field Supp
75	Wright	Joycelyn		9/26/97	5/16/97	Cust Svc Field I	Ft. Laud Cust Serv
76	Zieman	Leo	R	9/26/97		Dist Eng & Oper Eng I	General Office

45-8
2

(2) 93

FPL Employees charging to FPL Energy Services, Inc./FPL Services
Request 17

payroll date 9/26/97

	Company	Employee	Business Unit	Title		Time
	~~FPL Energy Services~~	~~Frank Colasino~~	Sales & Marketing	~~Project Manager~~		80% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Blake Morrison~~	Sales & Marketing	~~C/I Specialist~~		80% from current fixed payroll distribution
(*)	~~FPL Energy Services~~	~~Winton E. Kelly, Jr.~~	C/I Customer Services	~~Account Manager~~		Based on actual hours spent on FPL Service Projects
77	FPL Energy Services	Patricia Cook	Sales & Marketing	Secretary	General Office	Based on actual hours spent on FPL Service Projects
78 (*)	FPL Energy Services	James Gill	Sales & Marketing	Product Manager	General Office	Based on actual hours spent on FPL Service Projects
79	FPL Services	Larry Nelson	Customer Service	C/I Specialist I	Brevard	Based on actual hours spent on FPL Service Projects
80	FPL Energy Services	Vern Beck	Sales & Marketing	C/I analyst	General office	Based on actual hours spent on FPL Service Projects
81	FPL Energy Services	Pat T. Maher	General Counsel	Environmental Specialist	Juno Beach	Based on actual hours spent on FPL Service Projects
82	FPL Energy Services	Ignacio B. Sarmiento	Human Resources	Right-of-Way Representative	Miami	Based on actual hours spent on FPL Service Projects
	FPL Energy Services	~~Susan Asair Meliana~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
83	FPL Energy Services	James F. Butcher	Sales & Marketing	Product Manager	General Office	10% from current fixed payroll distribution
	FPL Energy Services	~~Michael J. Whalin~~	Sales & Marketing	~~Product Manager~~		20% from current fixed payroll distribution
	FPL Energy Services	~~Ocisha J. Williams~~	Sales & Marketing	~~Manager Field Support (C/I)~~*		10% from current fixed payroll distribution
87	FPL Energy Services	Kedric A. Bostic, Jr.	Sales & Marketing	C/I Specialist I	General Office	5% from current fixed payroll distribution
35 (10)	FPL Energy Services	Rebecca Chapman	Distribution	District Area Mgr-Distribution	Broward	Based on actual hours spent on FPL Service Projects
86	FPL Energy Services	Thomas Kunz	Customer Service	C/I Specialist II	Brevard	Based on actual hours spent on FPL Service Projects
	FPL Energy Services	~~Larry Laseter~~	Sales & Marketing	~~V.P. Sales & Marketing~~		8% from current fixed payroll distribution
87	FPL Energy Services	Martha Gonzalez	Customer Service	Customer Service Sys. Analyst	Gen. office	Based on actual hours spent on FPL Service Projects
88	FPL Energy Services	Stephen Reed	Information Management	Systems Project Manger	General Office	Based on actual hours spent on FPL Service Projects
89	FPL Energy Services	Robert Steele	Information Management	Systems Integrator II	General Office	Based on actual hours spent on FPL Service Projects
	FPL Services	~~Richard Lopez~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
90	FPL Energy Services	G. B. Mass	Customer Service	Mngr Cust. Bill Accouting & Pay	G.O.	Based on actual hours spent on FPL Service Projects
91	FPL Energy Services	David Elford	Sales & Marketing	Market Planning Support	General Office	Based on actual hours spent on FPL Service Projects
92	FPL Energy Services	Eileen Kent	Information Management	Systems Program Manager	General Office	Based on actual hours spent on FPL Service Projects
93	FPL Energy Services	Jeffery Womble	Customer Service	Major Account Manager	Brevard	Based on actual hours spent on FPL Service Projects
94	FPL Energy Services	E. J. Salem	Human Resources	Right-of-Way Representative	Broward	Based on actual hours spent on FPL Service Projects
95 (33) (*)		Winton, Kelly	• Major Acct Mgr.		Broward	
96		Kinard, Andy	• Major Acct. Mgr		Broward	
97		Reilman, Linda	• Major Acct Mgr I		Broward	

*Recently moved to distribution

45-58

4/15-58

Final list corrects to 77 interviews as follows

45-8 / 2 — 97 names

3 are duplicates — 3 / 94 names — Hargrove, Gilly, Bellof

3 are not FPL — 3 / 91 — Feller, Campbell, Garcia

6 left or retired — 6 / 85 — Prieto, Gardner, Cogan, Fiala, Sullivan, Weber

8 Can't find — 8 / 77

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A

8 are:
1. #1 Anburey, Tom — X
2. #20 Espinosa, Carlos — O — See WP 45-8 / 2-1 / 1
3. 24 Grosse, Keith — X
4. 31 Jensen, Richard — X
5. 45 Montague, Joe — X
6. 47 Mulnix, Michelle — X
7. 51 Richardson, Tom — X
8. 65 Stockton, Ron — X

PSC
X = Staff did not include documentation when going thru files or without going back thru all files cannot determine the FPL worked on or what office — Pass on further investigation these people — 77 is a good # to interview — Theory — These people could not be w FPL, could have left or retired — or we have wrong spelling. 45-8 / 2-1

GRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

RBC

November 19, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 30

Carlos Eguaras left FPL in July, 1997. His payroll allocation (period ending 5/23/97) was as follows:

Work order 5542-90-0000030-730 16 hours

Work order 8871-91-0000020-730 64 hours

45-8
2-1
1

p. 1

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

45-8
2-1
1

COMPANY: FPL

TITLE: A B

LIST OF EMPLOYEES TO OBTAIN TIME ALLOCATIONS

FINAL
Provided 11-18-97

	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME
1	Amburgy	Tim		9/26/97			Can't find	
2	~~Bertsak~~ Bartnick	Ron		9/26/97			Product Manager	C/I Mkt Field Supp
3	Basnuevo	Marcia	Gene	9/26/97			Maj Acct Mgr I	N.Dade Cust Serv
4	Basley	Wayne 53-5		9/26/97	9/23/97		C/I Spec II	Ft. Laud Cust Serv
5	Bloch (*)	Peter		9/26/97			Maj Acc:t Mgr I	Brev Cust Svs-Comm
6	Brandt	Dennis		9/26/97			Mgr. Res and Gen	Res &GB support
7	Cain	Chuck		9/26/97	3/25/94	11/7/94	Maj Acc:t Mgr I	Brev Cust Svs-Comm
8	Calleja	Ralph 53-22		9/26/97	8/11/95		C/I Spec II	N.Dave Cust Serv
9	Carlyle	Bill 55-18 Q17		9/26/97	1/24/97		Sr. Maj Acct Mgr	Govt C/I - Admin
10	Chapman	Rebecca 53-1		9/26/97	7/2/97		Distribution	Broward *
11	Chau	Joe 53-2		9/26/97	8/26/96		Sr. Engineer	Juno
12	Cobb	Dave 55-11 Q17		9/26/97			Energ Mgt. Consult	Cent Fl Energ Mgt.
13	Colacino	Frank		9/26/97			C/I Market Plann	Sr. Prod Manager
14	Cowling	Jim		9/26/97			Maj Acct Mgr I	Brev Cust Serv-Comm
15	Craig	Scott		9/26/97			MGR. CASH MGT	JUNO Beach
16	Critelli	Ron		9/26/97	11/7/94		Power Delivery Proj. Mgr.	Juno Beach
17	Daniels	Steve 53-5		9/26/97	6/10/97		MAJ. ACCT MGR I	Broward - Cust. Svc.
18	Delapena	Chris		9/26/97			DISTRIBUTION DESIGNER	BROWARD
19	Diaz	Oscar 53-1		9/26/97	7/2/97		Maj Acct Mgr I	N Dade Cust Serv
20	Equaras	Carlos 53-13		9/26/97	5/13/97		Can't find	
21	Feller	Steven		9/26/97	2/19/97		Not FPL	
22	Fleites	Victor		9/26/97			Left FPL	
23	Gardner	Lance		9/26/97	5/2/97		Left FPL	
24	Gasses	Keith		9/26/97	8/23/96		Can't find	
25	Gill	Jim		9/26/97			CS Generalst III	Cust Programs
26	Gonzales	Carlos		9/26/97	2/19/97		Not FPL	
27	Greaty 55-12	Ann 55-16 Q17		9/26/97	1/24/97		Director - Rates & Tariff	General office
28	Gruen	Bill		9/26/97	2/22/96		Not FPL	
29	Hall (*)	Terry 53-24		9/26/97	5/28/96		Maj Acct Mgr I	Ft.Laud Cust Serv
30	Hilson	Anne 53-14		9/26/97	6/13/96		Sr. Maj Acct Mgr	Brev Cust Serv-Comm
31	Jensen	Michael		9/26/97			Can't find	
32	Johnson	D	N	9/26/97			Area Mgr Comm	Brev Cust Serv-Comm
33	Kelly	Winton		9/26/97			Maj Acct Mgr I	Ft. Laud Cust Serv
34	Khoury (*)	Michael 53-5, 53-14		9/26/97	6/25/97	8/27/97	Maj Acct Mgr I	Brev Cust SErv-Comm
35	Langley	Dave 55-12 Q17		9/26/97	3/10/97		Sr. Maj Acct Mgr	Govt-C/I Admin
36	Lasester	Larry		9/26/97			VP Sales & Mkt.	
37	Lehr	John 53-23		9/26/97	9/30/94		Maj Acct Mgr I	Brev Cust SErv-Comm
38	Lopez	Richard		9/26/97	8/18/97		C/I SPEC I	General Office
39	Lyerly - Jennett	Susan 53-5, 53-	jeanette	9/26/97	4/22/97	2/18/97	Maj. Acct Mgr I	Miami
40	Maestri	Hector 55-14 Q17 53-5		9/26/97	9/5/97		Maj Acct Mgr I	N Dade Cust Serv
41	Markham	Craig		9/26/97			Product Mgr.	General Office
42	McComb	John		9/26/97			C/I SPECIALIST II	HIALEAH CUST SVC
43	Melians	Susan		9/26/97			C/I SPECIALIST I	General Office
44	Melians	Kaz		9/26/97	9/23/94		Prin Mkt Plng Anl	General Office
45	Montague	Joe		9/26/97			Can't find	
46	Morrison	Blake 55-17 Q17		9/26/97	7/10/97		C/I Specialist I	C/I Marketing Field Supp
47	Mulvee	Colette		9/26/97			Can't find	
48	New berry	Billy 53-25 p1		9/26/97	4/1/97		Maj Acct Mgr I	Ft. Laud Cust Serv
49	Nix (*)	John 55-13 Q17		9/26/97	5/8/96		C/I Spec II	N.Dade Cust Serv
50	Oconnell	Dave		9/26/97	9/23/94		Retired	
51	Partin	Leroy		9/26/97	9/23/94		Maj Acct Mgr I	Govt. C/I Admin
52	Pawlyk	Ron		9/26/97	11/7/94		Princ. PGBU Leader	Power Generation-Juno
53	Peete	Bill		9/26/97	7/28/95		Retired	
54	Ponitz	Keith 55-15 Q17		9/26/97	7/10/97		Maj Acct Mgr I	Ft. Laud Cust Serv
55	Prieto	Rosa		9/26/97			Product Mgr	C/I Mkt Field Supp
56	Quinn	Jim		9/26/97			Maj Acct Mgr I	Govt C/I admin
57	Richardson	Tom		9/26/97	8/23/96		Can't find	
58	Romig	Steve 53-15		9/26/97	2/18/97		Area Mgr Comm	Ft. Laud Cust Serv
59	Rose	Jack 53-1		9/26/97	12/13/96		Product Manager	C/I Mkt Supp
60	Samil	Dilek		9/26/97			Treasurer	Juno Beach
61	Sayre	Don		9/26/97			DSBN Sr. Design	Govt C/I Admin
62	Schmidt	Kathy 53-28 p2		9/26/97	4/7/97		Cust Svc Field I	Ft. Laud Cust Serv
63	Shatas	Lyn		9/26/97	9/23/94		External Affairs Mgr	Juno Beach
64	Stephens	David		9/26/97	11/7/94		MGR. PGBU	Juno Beach

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* Recently transferred to Distribution from C/I Marketing

• Maj. Acct. Mgr.
• Sr. Acct. Mgr.
• C/I SPEC II

• PROD. MGR. (1)

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COMPANY: FPL

TITLE. LIST OF EMPLOYEES TC OBTAIN TIME ALLOCATIONS

• A • B

	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3) TITLE	LOCATION NAME
65	Stockton	Ron		9/26/97	8/23/96	Cant find	
66	Sturmer	M.M 53-8 41		9/26/97	10.17.96	Risk management Analyst	Juno Beach
67	Sullivan	George		9/26/97		Left FPL	
68	Thomson	Mark 53-25 p 3		9/26/97	8/13/97	• Maj Acc't Mgr I	Ft.Laud Cust Serv
69	Vayda	Greg 53-7		9/26/97	3/12/97	• Maj Acc't Mgr I	Govt C/I - Admin
70	Webb	Charles 53-10		9/26/97	4/13/97	Cust Svc Field I	N.Dade Cust Serv
71	~~Webber~~ Weber	Jeff		9/26/97	10/3/97	Left FPL	
72	Whalin	Mike		9/26/97	11/2/94	Sr. Prod Mgr.	C/I Mkt Field Supp
73	Wilcox	Rebecca		9/26/97		PGBU Leader II	Juno Beach
74	Williams	Geisha		9/26/97	7/2/97	Mgr. C/I Field Supp	C/I Mkt Field Supp
75	Wright	Joycelyn 53-9	~~53-11~~	9/26/97	5/16/97	Cust Svc Field I	Ft. Laud Cust Serv
76	Zieman	Leo	R	9/26/97		Dist Eng & Oper Engr	General Office

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FPL Employees charging to FPL Energy Services, Inc./FPL Services
Request 17

payroll date 9/26/97

	Company	Employee	Business Unit	Title		Time
	~~FPL Energy Services~~	~~Frank Colaoino~~	Sales & Marketing	~~Project Manager~~		80% from current fixed payroll distribution
	~~FPL Energy Services~~	~~Blake Morrison~~	Sales & Marketing	~~C/I Specialist~~		80% from current fixed payroll distribution
(*)	FPL Energy Services	~~Winton E. Kelly, Jr.~~	C/I Customer Services	~~Account Manager~~		Based on actual hours spent on FPL Service Projects
77	FPL Energy Services	Patricia Cook	Sales & Marketing	Secretary	General Office	Based on actual hours spent on FPL Service Projects
78	FPL Energy Services	James Gill Prior Page	Sales & Marketing	Product Manager	General Office	Based on actual hours spent on FPL Service Projects
79	FPL Services	Larry Nelson	Customer Service	C/I Specialist 1	Brevard	Based on actual hours spent on FPL Service Projects
80	FPL Energy Services	Vern Beck	Sales & Marketing	C/I analyst	General office	Based on actual hours spent on FPL Service Projects
81	FPL Energy Services	Pat T. Maher	General Counsel	Environmental Specialist	Juno Beach	Based on actual hours spent on FPL Service Projects
82	FPL Energy Services	Ignacio B. Sarmiento	Human Resources	Right-of-Way Representative	Miami	Based on actual hours spent on FPL Service Projects
	FPL Energy Services	~~Susan Asair Molina~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
83	FPL Energy Services	James F. Butcher (+)	Sales & Marketing	Product Manager	General office	10% from current fixed payroll distribution
	FPL Energy Services	~~Michael J. Whalin~~	Sales & Marketing	~~Product Manager~~		20% from current fixed payroll distribution
	FPL Energy Services	~~Geisha J. Williams~~	Sales & Marketing	~~Manager-Field Support(C/I)~~*		10% from current fixed payroll distribution
84	FPL Energy Services	Kedric A. Bostic, Jr.	Sales & Marketing	C/I Specialist 1	General office	5% from current fixed payroll distribution
85	FPL Energy Services	Rebecca Chapman (+)	Distribution Prior Page	District Area Mgr-Distribution	Broward	Based on actual hours spent on FPL Service Projects
86	FPL Energy Services	Thomas Kunz	Customer Service	C/I Specialist II	brevard	Based on actual hours spent on FPL Service Projects
	FPL Energy Services	~~Larry Laseter~~	Sales & Marketing	~~V.P. Sales & Marketing~~		8% from current fixed payroll distribution
87	FPL Energy Services	Martha Gonzalez	Customer Service	Customer Service Sys. Analyst	Gen. office	Based on actual hours spent on FPL Service Projects
88	FPL Energy Services	Stephen Reed	Information Management	Systems Project Manger	General office	Based on actual hours spent on FPL Service Projects
89	FPL Energy Services	Robert Steele	Information Management	Systems Integrator II	General office	Based on actual hours spent on FPL Service Projects
	FPL Services	~~Richard Lopez~~	Sales & Marketing	~~C/I Specialist~~		Based on actual hours spent on FPL Service Projects
190	FPL Energy Services	G. B. Mass	Customer Service	Mngr Cust. Bill Accouting & Pay	G.O.	Based on actual hours spent on FPL Service Projects
191	FPL Energy Services	David Elford	Sales & Marketing	Market Planning Support	General office	Based on actual hours spent on FPL Service Projects
92	FPL Energy Services	Eileen Kent	Information Management	Systems Program Manager	General office	Based on actual hours spent on FPL Service Projects
93	FPL Energy Services	Jeffery Womble (*)	Customer Service	Major Account Manager	Brevard	Based on actual hours spent on FPL Service Projects
94	FPL Energy Services	E. J. Salem	Human Resources	Right-of-Way Representative	Broward	Based on actual hours spent on FPL Service Projects
95 (93) (*)		Winton, Kelly (+)	Major Acct Mgr. Prior Page		Broward	
96		Kinard, Andy (*)	Major Acct. Mgr.		Broward	
97		Reilman, Linda (*) (X)	Major Acct Mgr I		Broward	

*Recently moved to distribution

(+) - Restated from initial interviews

A4A2 FIXED DISTRIBUTION 1 EMP# 261594428 INQUIRY EFF DATE (2)
PAY ENTITY XM NAME BARTNICK,RONALD B
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00004

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT	
CI Hi Eff Split Pkg DX A/C ECCR	00085	1904	91	000	020	085	30.00	CI Hi Eff Split Pkg. DX A/C ECCR
Chiller Water Cooled		5545	90	000	020	085	25.00	
CI Dehumidification Research Proj		3250	91	000	020	085	5.00	
Comm'l Thermal Stg - ECCR		5547	90	000	020	085	25.00	
CI Ventilation, Exhaust Hoods & DX Duct Seal		0028	91	000	020	085	5.00	
Beacon Substation - Require Sta		7274	90	000	020	085	5.00	
Electriloan		0012	94	000	020	085	5.00	Electriloan
							0.00	
							0.00	
							0.00	
				TOTAL PERCENT			100.00	

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Product MGR. CI MKT Field Supp LOC

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A4A2 FIXED DISTRIBUTION 1 EMP# 267813862 INQUIRY EFF DATE (3)
PAY ENTITY XM NAME BASNUEVO,MARIA GEMA
TAX ENTITY 00001 EFF DATE 06/14/96 PAGE 00005

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT	
08362	5697	90	000	000	361	71.00	Major Acct - Nw ECCR
	1142	90	000	000	361	5.00	CI Load Control Prog
	5542	90	000	000	361	6.00	Bus Energy Eval - CI Walk Thru. ECCR
	5545	90	000	000	361	3.00	Chiller Water Cooled
	5547	90	000	000	361	1.00	Comm Thermal Energy Stg ECCR
	1790	91	000	000	361	12.00	New CI efficient Light Prog - ECCR
	1904	91	000	000	361	1.00	CI Hi Eff Splt PKG. DX A/C Prog ECCR
	1203	90	000	000	361	1.00	Uninterruptible power supply Power Cond/Non ECCR
						0.00	
						0.00	
					TOTAL PERCENT	100.00	

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Location Cat 53-5

Major Acct Mgr N. Dade Cust Service

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(3)

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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A4A2 FIXED DISTRIBUTION 1 EMP# 263825000 INQUIRY EFF DATE (6)
PAY ENTITY XM NAME BRANDT,C D
TAX ENTITY 00001 EFF DATE 02/01/97 PAGE 00004

PBC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCR	00078	7100	90	000	080	078	76.00
Area Mgmt-Adm Non-ECCR		7110	90	000	080	078	24.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Mgr. Res & General - Loc-Rest GB Support

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A4A2 FIXED DISTRIBUTION 1 EMP# 264131636 INQUIRY EFF DATE (7)
PAY ENTITY XM NAME CAIN,C W
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00002

PBC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt Misc Exp. ECCR	02357	1011	90	000	000	357	37.00
Area Mgmt Misc Exp. NON ECCR		1021	90	000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

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Major Acct Mgr I Loc- Broadcast Service - Comm

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P1

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A4A2 FIXED DISTRIBUTION 1 EMP# 252783603 INQUIRY EFF DATE
PAY ENTITY XM NAME CALLEJA,R A
TAX ENTITY 00001 EFF DATE 06/17/97 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Nat'l Accounts - Non-ECCR	08362	5612	90	000	000	361	55.00
Chilled Water Cooled		5545	90	000	000	361	22.00
New CI Efficient Lit Prog. ECCR		1790	91	000	000	361	23.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

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CI Spec II

Loc N. Dade Cust Serv

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A4A2 FIXED DISTRIBUTION 1 EMP# 262783603 INQUIRY EFF DATE (8)
PAY ENTITY XM NAME CALLEJA,R A
TAX ENTITY 00001 EFF DATE 12/19/94 PAGE 00001

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct 4 Non ECCR	08363	5697	90	000	000	363	66.00
C I LoadControl Program		1142	90	000	000	363	5.00
Bus Energy Eval-Walkthrm-ECCR		5542	90	000	000	363	3.75
BEE - New Construction		5546	90	000	000	363	2.26
Chilled Water Cooled		5545	90	000	000	363	6.16
Comm'l Thermal Energy Stg - ECCR		5547	90	000	000	363	3.69
CI Hi Eff/Split Pkg DX AC Prg "		1904	91	000	000	363	1.85
CI Prg air Cooled Chlr Adjustment ECCR		1905	91	000	000	363	0.62
New CI efficient Lighting Prog - ECCR		1790	91	000	000	363	10.67
							0.00

TOTAL PERCENT 100.00

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(5) 82 92

A4A2 FIXED DISTRIBUTION 1 EMP# 290404850 INQUIRY EFF DATE
PAY ENTITY XM NAME CARLYLE,B F (9)
TAX ENTITY 00001 EFF DATE 04/15/95 PAGE 00002

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - EccR	05555	7100	90	000	000	355	45.00
Area Mgmt - Adm - Non-EccR		7110	90	000	000	355	55.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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(8) 8192

A4A2 FIXED DISTRIBUTION 1 EMP# 290404850 INQUIRY EFF DATE
PAY ENTITY XM NAME CARLYLE,B F (9)
TAX ENTITY 00001 EFF DATE 02/15/97 PAGE 00003

ROC

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt Adm-Non ECCR	05020	7110	90	000	000	365	19.00
winter power supply Power Cond Non ECCR		1203	90	000	000	365	1.40
Major Accounts - Non ECCR		5697	90	000	000	365	55.40
Area Mgmt - ECCR		7100	90	000	000	365	8.00
C I Load Control Program		1142	90	000	000	365	2.10
EEE Walk Thru - ECCR		5542	90	000	000	365	3.70
Chiller Water Cooled		5545	90	000	000	365	2.20
Comm Thermal Energy Stg - ECCR		5547	90	000	000	365	1.70
C I Hi Eff Split Pkg DX AC Eq. ECCR		1904	91	000	000	365	1.00
New C I Efficient Light Prog - ECCR		1790	91	000	000	365	5.50
				TOTAL PERCENT			100.00

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SR Major Acct Mgr Loc - Govt C/I - Adm

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(A)

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A4A2 FIXED DISTRIBUTION 1 EMP# 259901880 INQUIRY EFF DATE
PAY ENTITY XM NAME CHAU,N H
TAX ENTITY 00001 EFF DATE 01/26/96 PAGE 00003

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
06050	5902	90	000	010	605	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

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SR. ENGINEER JUNO

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W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

1 EMPLOYEE #: 259901880 CHAU,N H (11) P/P ENDING 09/26/97

NORMAL CHG LOC 0605 PAY LOC 06050 TEMP LOC

ACCOUNT WO	ER	CMP-SCU	LOC	REG HOURS	OVERTIME 1.5	2.0	STR	MEALS	
9210	90	000	010	605	12.0				P+C Dist Operations Supv/Eng
5902	90	000	010	605	12.0				P+C General Adm
9238	90	000	010	605	16.0				P+C Dist Interconnect Operations
5905	90	000	010	605	24.0				Steam Maint & Elect Plant
5444	91	000	010	605	16.0				P+C Distrib Design Non-Op.
					80.0				

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

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FPL

BBC

Inter-Office Correspondence

Inter-Off Corresp Mtg

TO:	Mike Philo NCI-BV	DATE:	August 26, 1996
FROM:	N. H. Chau	LOCATION:	SPE/JB
SUBJECT:	HOLMES REGIONAL MEDICAL CENTER EMERGENCY/STAND-BY SYSTEM PARALLELING INTERCONNECTION FEASIBILITY	COPIES TO:	See Distribution below

Per your request in our phone conversation on August 15, 1996, Protection and Control reviewed the feasibility to interconnect the facility two emergency generators to the FPL distribution system, at FPL distribution system voltage 13.8 kV and at the facility distribution voltage 480 volt, and has the following comments for your uses:

The documents reviewed include:

Holmes Regional Medical Center Emergency Standby System single Line Diagrams E-1, sheet 1 through 5, dated 05/28/96.

FPL Distribution Engineering Drawings: Holmes Regional Med. Center North Vault Mat # 0671

FPL Distribution Engineering Drawings: Holmes Regional Med. Center Middle Section Vault Mat # 0670.

FPL Distribution Engineering Drawings: Holmes Regional Med. Center South Section Vault Mat # 0699.

The paralleling operation of the facility generation with FPL system will be for the CI Load Control purpose. It is noted that the customer's intent is to fully isolate the facility load from FPL system during the Load Control period, ie. no power flowing in or out of the facility and that the paralleling operation will provide a soft transfer of the facility load between the power systems without interruption.

It is recommended that the facility generators parallel operation be interconnected to the FPL system at 480 volts and NOT at 13.8 kV based on the followings:

(1) Modification of the vaults to install new back-up isolation devices (fault interrupters) and protective relaying systems which are required for the interconnection paralleling operation, will be complicated and very labor intensive. This cost can range between $400,000.00 to $500,000.00 in magnitude. Furthermore, the 13.8 kV interconnection will be complicate to operate and/or difficult to maintain.

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It is recommended that additional (new) breakers be added to the facility incoming bus for the interconnection back-up isolation device(s). The interconnection protective relaying equipments will be the same as that used in the 13.8 kV interconnection. However, the interconnection control systems and its operation will be simpler and thus easy to operate and maintain. The cost of the 480 volt interconnection system, including the new three (3) main incoming breakers, is estimated at about half of that of the 13.8 kV system.

Furthermore, it must be noted that the existing facility circuit breakers and buses must be evaluated for short circuit duty with short circuit current contribution from both FPL power system and the facility emergency generation. This is above and beyond the scope of this study. It is assumed that the proposed new incoming circuit breakers can be added without extensive modification of the existing facility.

If you have any question regarding the above subject, please call Joe Chau at (561) 694-4899 in the Juno Beach office.

N. H. Joe Chau
Protection and Control/Engineering and Operation

Distribution:

	A	B	
	Delia Perez-Alonso	TMS/GO	
1	Denny George	BVI/BV	(ESCO FPL Service Department)
	Pedro Modia	SPE/JB	
	Blake Morison	CI/GO	
2	Peter Randolph	FES/NBM	(ESCO FPL Service Department)
	Forest Smith	DSP/AON	(Distribution North Area)
3	Christopher A. Freyer	SSR, Inc. 6365 NW 6th Way, Suite 201	
4		Ft. Lauderdale, FL, 33309	

45-10 / 1-11 / 1 p2 93

5921 A2

CONFIDENTIAL

Holmes Regional Medical Center
Transmission and Distribution Service

TLN = 4-8422-3880-0-1

OPERATIONAL EQUIPMENT:

- VAC PAC SWITCH
- OPEN TOP MAT
- TX1 120/208 500 KVA/IMP 4.82%
- TX2 277/480 1500 KVA/IMP 4.99%
- TX3 277/480 1000 KVA/IMP 4.90%

TLN = 4-8422-3874-0-3

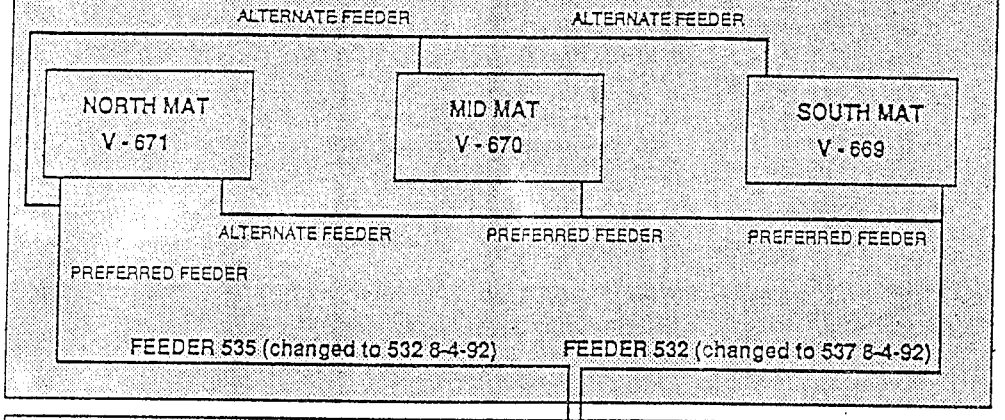
OPERATIONAL EQUIPMENT:

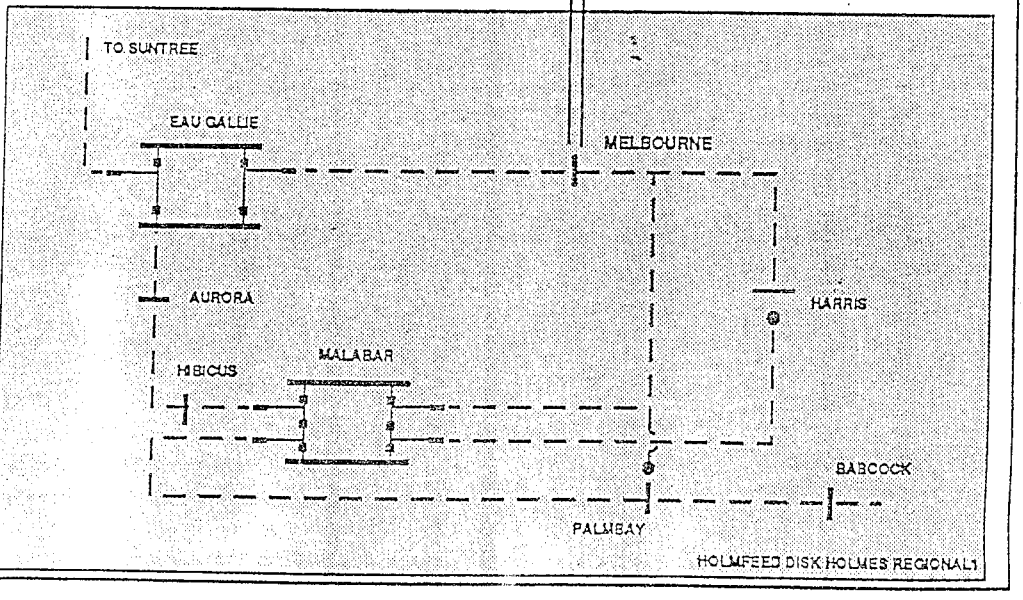
- VAC PAC SWITCH
- OPEN TOP MAT
- TX1 120/208 500 KVA/IMP 4.82%
- TX2 277/480 750 KVA/IMP 4.95%

TLN = 4-8422-3871-0-1

OPERATIONAL EQUIPMENT:

- VAC PAC SWITCH
- OPEN TOP MAT
- TX1 277/480 750 KVA/Imp 4.84%
- TX2 277/480 750 KVA/Imp 4.74%
- "Parallel Transformers"





45-2
1-11
1P 3 of 3

3

A4A2 FIXED DISTRIBUTION 1 EMP# 262379235 INQUIRY EFF DATE
PAY ENTITY XM NAME COLACINO,FRANCIS (13)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00006

PBC P8 / 12

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT	
New Prod Dev - ECCR	00013	0611	92	000	080	013	7.00	
New Prod Dev - Base		0610	92	000	080	013	13.00	✓
A/R - FPL Services		4642	99	000	010	093	80.00	✓
							0.00	
							0.00	
							0.00	
							0.00	
							0.00	
							0.00	
							0.00	
				TOTAL PERCENT			100.00	

TS0014-ENTER UPDATES OR CONTINUE PAGING LOC

CI MKT PLAN SR Prod MGR

CONFIDENTIAL

45-10
1-13

P 10?

1/11/98 1/10/98

A4A2 FIXED DISTRIBUTION 1 EMP# 262379235 INQUIRY EFF DATE
PAY ENTITY XM NAME COLACINO,FRANCIS
TAX ENTITY 00001 EFF DATE 01/01/95 (13) PAGE 00005

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
MKTG Pgm Develop Adm EE00085		2691	91	000	020	085	40.00
I Heat Pipe Research Proj - ECCR		6322	90	000	020	085	0.00
I Cold Air Dist Sys Research Proj - ECCR		6333	90	000	020	085	0.00
I Dehumidification Research Proj		3250	91	000	020	085	5.00
NSV Research Labs - Tech Assessment		1318	91	000	020	085	55.00
I Central Chiller Syst Resh Prg - ECCR		6325	90	000	020	085	0.00
I Water Heating Heat Pump Research Proj ECCR		6320	90	000	020	085	0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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45-10
1-13

P-92

A4A2 FIXED DISTRIBUTION 1 EMP# 416044964 INQUIRY EFF DATE (14)
PAY ENTITY XM NAME COWLING,J H
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00003

RBC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt - ECCR	02357	7100	90	000	000	365	12.50
Major Acct Non ECCR		5697	90	000	000	365	27.50
Area Mgmt - Misc Exp - ECCR		1011	90	000	000	357	22.50
Area Mgmt - Non ECCR		1021	90	000	000	357	37.50
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

12.50
22.50
35.00
65.00

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Maj Acct Mgr I- Area Cust Service - Comm

45-10
1-14
P. 1

CONFIDENTIAL

INTEGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

45-10
1-14

A4A2 FIXED DISTRIBUTION 1 EMP# 041461958 INQUIRY EFF DATE (13)
PAY ENTITY XM NAME CRAIG,SCOTT ALAN
TAX ENTITY 00001 EFF DATE 04/25/97 PAGE 00001

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Corporate Finance	06003	1701	90	000	050	003	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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MGR - Cash Mgmt Juno Beach

CONFIDENTIAL

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p. 1

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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1-15

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

1 EMPLOYEE #: 129528032 CRITELLI,RONALD D,,JR (16) P/P ENDING 09/26/97
NORMAL CHG LOC 0605 PAY LOC 06050 TEMP LOC

ACCOUNT	REG	OVERTIME			
WO ER CMP-SCU LOC	HOURS	1.5	2.0	STR	MEALS
5902 90 000 030 605	80.0				

+C General Adm

80.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

45-10
1-16

CONFIDENTIAL

p 1 of 2

A4A2 FIXED DISTRIBUTION 1 EMP# 129528032 INQUIRY EFF DATE
PAY ENTITY XM NAME CRITELLI,RONALD D,,JR (16) PAGE 00002
TAX ENTITY 00001 EFF DATE 01/26/96

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
P+C General Adm	06050	5902	90	000	020	605	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

8-12

TS0014-ENTER UPDATES OR CONTINUE PAGING

Power Delivery Program Mgr - Juno Beach

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1-16

CONFIDENTIAL

Page 2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

45-10
1-16

A4A2 FIXED DISTRIBUTION 1 EMP# 413293859 INQUIRY EFF DATE (17)
PAY ENTITY XM NAME DANIELS,ALAN STEVE
TAX ENTITY 00001 EFF DATE 03/15/97 PAGE 00007

PBC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Maj Acct - Non ECCR	07760	5697	90	000	000	360	67.00
CI Load Control Program		1142	90	000	000	360	4.00
Chilled Water Cooled		5545	90	000	000	360	8.00
CI Hi Eff Split Pkg DX A/C Prog ECCR		1904	91	000	000	360	6.00
New CI Effic Light Program - ECCR		1790	91	000	000	360	15.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Maj Acct Mgr I Broward Cent Serv

100 00
67.00
33

See 53-5 for more info on Daniels if interested

45-10
1-17

CONFIDENTIAL

Bldg

A4A2 FIXED DISTRIBUTION 1 EMP# 413293859 INQUIRY EFF DATE (17)
PAY ENTITY XM NAME DANIELS,ALAN STEVE
TAX ENTITY 00001 EFF DATE 10/25/97 PAGE 00003

LOCN	WORK ORDER	-ACCOUNT- ER COMP	SECT	LOC	CHG PERCENT
07169					100.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
TOTAL PERCENT					100.00

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Service Planning & Engineering for area/Region
9333.90 000000 711 - .47
9340 90 000000 711 - .53
Service Center Supv. for area/Region

45.10
1-17

PLDY

A4A2 FIXED DISTRIBUTION 1 EMP# 151522818 INQUIRY EFF DATE (18)
PAY ENTITY XM NAME DELAPENA,CHRIS
TAX ENTITY 00001 EFF DATE 08/30/97 PAGE 00006

PBC

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
08749						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

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Service Center Supv for area/Regions 9340 90 000000 819 .35
Service Plan + Eng for Areas/Regions 9333 90 00000 819 .56
Contract Adm 9411 90 00000 89 .090
100

Distribution Design - Loc Broward

CONFIDENTIAL

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1-18

Bldg 2

W632 W53 ACCOUNT VARIATION CORRECTION (18) PAGE# 01

1 EMPLOYEE #: 151522818 DELAPENA,CHRIS P/P ENDING 09/26/97
NORMAL CHG LOC 0819 PAY LOC 08749 TEMP LOC
ACCOUNT REG _____ OVERTIME _____
WO ER CMP-SCU LOC HOURS 1.5__ 2.0__ STR__ MEALS

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

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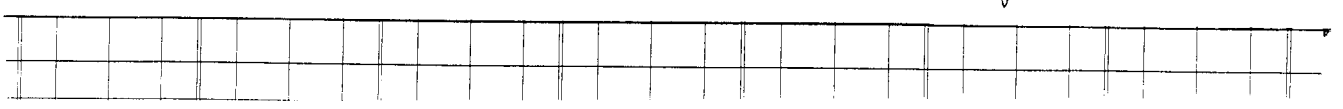
45-10
1-18



A4A2 FIXED DISTRIBUTION 1 EMP# 261840790 INQUIRY EFF DATE (19)
PAY ENTITY XM NAME DIAZ,OSCAR J
TAX ENTITY 00001 EFF DATE 06/17/97 PAGE 00006

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Major Alt Non ECCR	08362	5697	90	000	000	361	71.00
CI Load Control Program		1142	90	000	000	361	5.00
BEE Walk Thru - ECCR		5542	90	000	000	361	6.00
Chiller Water Cooled.		5545	90	000	000	361	3.00
BEE - New Construction		5546	90	000	000	361	0.00
Com Thermal Energy Stg - ECCR		5547	90	000	000	361	1.00
New CI Eff. Light Prog - ECCR		1790	91	000	000	361	12.00
CI & Eff Split Pkg DX, A/C Pkg ECCR		1904	91	000	000	361	1.00
Uninterruptible Power Supply		1203	90	000	000	361	1.00
Power Cord - NON ECCR							0.00
					TOTAL PERCENT		100.00

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Major Acct Mg I - N. Dade Cust Srv Loc

71.00
1.00
72.00

See S3-1
for more info re Diaz
ij interview

45-10
1-19

p. 1

CONFIDENTIAL

45-10
1-19

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4808

A4A2 FIXED DISTRIBUTION 1 EMP# 592209793 INQUIRY EFF DATE
PAY ENTITY NE NAME FLEITES,VICTOR J (22)
TAX ENTITY 00001 EFF DATE 03/31/97 PAGE 00002

LOCN	WORK ORDER	-ACCOUNT- ER	COMP	SECT	LOC	CHG PERCENT
08618						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
				TOTAL PERCENT		100.00

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8/27-96. 0000050 681. 100%

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EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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1-27

A4A2 FIXED DISTRIBUTION 1 EMP# 258372436 INQUIRY EFF DATE
PAY ENTITY XM NAME GARDNER,R LANCE (23)
TAX ENTITY 00001 EFF DATE 01/05/96 PAGE 00005

BBC

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
07760	5697	90	000	000	360	67.00
	1142	90	000	000	360	4.00
	5545	90	000	000	360	8.00
	1904	91	000	000	360	6.00
	1790	91	000	000	360	15.00
						0.00
						0.00
						0.00
						0.00
						0.00
				TOTAL PERCENT		100.00

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P.1

GRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 290407351 INQUIRY EFF DATE (30)
PAY ENTITY XM NAME HILSON,ANNE F
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00003

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Maint Misc Exp - ECCR		02357	1011	90 000	000	357	37.00
" " " NON ECCR			1021	90 000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Sr maj acct Manager Brevard Cust Serv Comm

See 53-14 for further info if interested

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1-30
p. 1

TY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

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1-30

1-1-12

A4A2 FIXED DISTRIBUTION 1 EMP# 252824015 INQUIRY EFF DATE (32)
PAY ENTITY XM NAME JOHNSON,D N
TAX ENTITY 00001 EFF DATE 01/01/96 PAGE 00004

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt. ECCR	02357	7100	90	000	000	357	37.00
Area Mgmt Adm - Non ECCR		7110	90	000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Area Mgr Comm Brevard Cust. Serve - Comm

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p.1

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TY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 267173662 INQUIRY EFF DATE
PAY ENTITY XM NAME LOPEZ,RICHARD (38)
TAX ENTITY 00001 EFF DATE 05/23/97 PAGE 00003

PBU

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Uninterruptible Power Supply/Power Cond-Non ECCR	00085	1203	90	000	020	085	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

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CI Spec I General Office

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INTY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4638

A4A2 FIXED DISTRIBUTION 1 EMP# 09066/170 INQUIRY EFF DATE (41)
PAY ENTITY XM NAME MARKHAM,CRAIG A
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00010

8 1/82

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt Adm - Nov Exec	00013	7110	90	000	080	013	35.00
		0154	91	000	080	013	65.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Product Mgr General Office

CONFIDENTIAL

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8/87

A4A2 FIXED DISTRIBUTION 1 EMP# 090667170 INQUIRY EFF DATE
PAY ENTITY XM NAME MARKHAM,CRAIG A (41)
TAX ENTITY 00001 EFF DATE 05/23/97 PAGE 00009

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
DLC TRIAL Project	00085	0141	91	000	020	085	25.00 ✓
tel Rates + Adm Code - Base		0836	92	000	020	085	15.00
Real time Pricing Now - ECCR		6911	91	000	020	085	50.00
Street Lights - Base		0835	92	000	020	085	10.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
					TOTAL PERCENT		100.00

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CONFIDENTIAL

45-10
1-41

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1-41

A4A2 FIXED DISTRIBUTION 1 EMP# 289443548 INQUIRY EFF DATE (12)
PAY ENTITY XM NAME MCCOMB,JOHN P
TAX ENTITY 00001 EFF DATE 02/14/96 PAGE 00006

BBC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
	08362	1203	90	000	000	361	100.00
Uninterruptible Power Supply - Power Cord - NON ECCR							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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CI Specialist II Healed

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P.1

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 421020525 INQUIRY EFF DATE
PAY ENTITY XM NAME MELIANS,SUSAN ADAIR (43)
TAX ENTITY 00001 EFF DATE 08/02/97

PRC

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
New Concepts	00085	0154	91	000	020	085	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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CI Spec I GO.

CONFIDENTIAL

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p.1

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1-43

A4A2 FIXED DISTRIBUTION 1 EMP# 262652375 INQUIRY EFF DATE
PAY ENTITY XM NAME MELIANS,S G (44)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00008

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
New Concepts		00087 0154	91	000	010	087	80.00 ✓
Area Mgmt Adm - Non ECCR		7110	90	000	010	087	20.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Prin Mkt Plng Supply GO.

CONFIDENTIAL

45-10
1-44 f.1

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4609

A4A2 FIXED DISTRIBUTION 1 EMP# 260882298 INQUIRY EFF DATE (48)
PAY ENTITY XM NAME NEWBERRY,BILLY M
TAX ENTITY 00001 EFF DATE 08/01/97 PAGE 00002

PBC

	WORK LOCN	ORDER	ER	ACCOUNT- COMP	SECT	CHG LOC	PERCENT
New CI Eff Light Prg ECCR	05555	1790	91	000	000	360	10.00
CI Load Control Prog		1142	90	000	000	360	2.00
Major Acct Mgt ECCR		5697	90	000	000	360	70.00
Chiller Water Cooled		5545	90	000	000	360	5.00
CI Htg Eff Splt Pkg DX AC ECCR		1904	91	000	000	360	5.00
Com'l Thermal Energy Storage ECCR		5547	90	000	000	360	8.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Major Acct Mgt I

Ft Land Cust Servs

See 53-28 p 1 for further info if interested

45-10
1-48

CONFIDENTIAL

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A4A2 FIXED DISTRIBUTION 1 EMP# 260882298 INQUIRY EFF DATE
PAY ENTITY XM NAME NEWBERRY,BILLY M
TAX ENTITY 00001 EFF DATE 07/01/91

(48)

WORK LOCN	-ACCOUNT- ORDER	ER	COMP	SECT	LOC	CHG PERCENT
05555						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
				TOTAL PERCENT		100.00

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Rename Recovery
Field Collect

8433-90-000 0550-562 - 1002

45-10
1-48

292

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

45-10
1-48

A4A2 FIXED DISTRIBUTION 4 EMP# 261788553 INQUIRY EFF DATE
PAY ENTITY XM NAME PARTIN,LEROY M
TAX ENTITY 00001 EFF DATE 03/01/97 PAGE 00002

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct Mgt Non ECCR	08361	5697	90	000	030	365	67.00
CI Food Control Prog		1142	90	000	030	365	2.70
Bee Walk Thru ECCR		5542	90	000	030	365	4.70
Chiller Water Cooled		5545	90	000	030	365	2.80
Division Admin - Non ECCR		7110	90	000	030	365	7.90
Com'l Thermal Energy Stg ECCR		5547	90	000	030	365	2.10
CI Hi Eff Lighting Dir Acct ECCR		1904	91	000	030	365	1.30
Area Mgmt ECCR		7100	90	000	030	365	2.70
Non CI Eff Lighting ECCR		1790	91	000	030	365	7.00
CI Hi Perf Ballast Changing		1906	91	000	030	365	1.80
Irrigation - ECCR						TOTAL PERCENT	100.00

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Major Acct Mgt Gov't CI admin

67
2.7
4.7
2.8
7.9
2.1
1.3
2.7
7
1.8
100.00

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CONFIDENTIAL

P1 of 3 pgs

A4A2 FIXED DISTRIBUTION 1 EMP# 127368815 INQUIRY EFF DATE (52)
PAY ENTITY XM NAME PAWLYK,R J
TAX ENTITY 00001 EFF DATE 06/06/97 PAGE 00002

P8 12

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
	06350	4370	99	000	000	635	100.00
							0.00
CALISTOGA Geothermal Partners, LP							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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PRINC RBU Leader Power Operation JUNO

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1-51 P1

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A4A2 FIXED DISTRIBUTION 1 EMP# 127368815 INQUIRY EFF DATE (52)
PAY ENTITY XM NAME PAWLYK,R J
TAX ENTITY 00001 EFF DATE 03/01/96 PAGE 00001

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
06356	1471	90	000	800	635	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

TS0039-NO MORE RECORDS TO DISPLAY

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A4A2 FIXED DISTRIBUTION 1 EMP# 261728195 INQUIRY EFF DATE (53)
PAY ENTITY XM NAME PEETE,W R
TAX ENTITY 00001 EFF DATE 04/15/95 PAGE 00002

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
05555	1790	91	000	000	355	20.00
	1142	90	000	000	355	5.00
	5697	90	000	000	355	45.00
	5542	90	000	000	355	5.00
	5545	90	000	000	355	2.00
	5547	90	000	000	355	11.00
	1904	91	000	000	355	10.00
	1905	91	000	000	355	1.00
	5546	90	000	000	355	1.00
						0.00
					TOTAL PERCENT	100.00

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1-53

P. 1

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

(55)

1 EMPLOYEE #: 266890645 PRIETO,ROSA HOYO P/P ENDING 09/26/97

NORMAL CHG LOC 0085 PAY LOC 00085 TEMP LOC

WO	ER	ACCOUNT CMP-SCU	LOC		REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
5542	90	000 020	085	BEE Walk thru Clock	40.0				
8871	91	000 020	085	CI Bldg Envelope Program	40.0				

80.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

Product Mgr. - CI Field Support

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1-55p 93

A4A2 FIXED DISTRIBUTION 1 EMP# 266890645 INQUIRY EFF DATE
PAY ENTITY XM NAME PRIETO,ROSA HOYO (55)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00009

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
New Concepts	00085	0154	91	000	020	085	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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45-10
1-55 p2 q3

A4A2 FIXED DISTRIBUTION 1 EMP# 266890645 INQUIRY EFF DATE
PAY ENTITY XM NAME PRIETO,ROSA HOYO (55)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00009

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
New Concepts	00085	0154	91	000	020	085	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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CONFIDENTIAL

45,10
1-55 p 3 g 3.

A4A2 FIXED DISTRIBUTION 1 EMP# 261598277 INQUIRY EFF DATE
PAY ENTITY XM NAME ROSE,JACK A
TAX ENTITY 00001 EFF DATE 02/01/97

(59)

pg (-82)

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
New CI Efficient Light - ECCR	00085	1790	91	000	020	085	80.00
CI Off Peak Battery Chg Prog - ECCR		1906	91	000	020	085	20.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Product Mgt CI Mkt Supp

See 53-1
if interested

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1-59 pg 1 of 2

A4A2 FIXED DISTRIBUTION 1 EMP# 261598277 INQUIRY EFF DATE
PAY ENTITY XM NAME ROSE,JACK A
TAX ENTITY 00001 EFF DATE 04/01/95

(59) PAGE 00006

5221

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
CW CI Eff Light Prog - ECCR	08362	1790	91	000	000	362	10.00
Irrg Air Cooled Chiller Enhance - ECCR		1905	91	000	000	362	3.00
Chiller Water Cooled		5545	90	000	000	362	9.00
CI Load Control Prog		1142	90	000	000	362	2.00
BEE Walk Thru - ECCR		5542	90	000	000	362	8.00
BEE - New Construction		5546	90	000	000	362	3.00
Major Acct - Non ECCR		5697	90	000	000	362	60.00
Uninterruptible Power Supp - Non ECCR		1203	90	000	000	362	4.00
Comm Thermal Energy Stg - ECCR		5547	90	000	000	362	1.00
							0.00
						TOTAL PERCENT	100.00

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1-59p2 92

A4A2 FIXED DISTRIBUTION 1 EMP# 264988946 INQUIRY EFF DATE (61)
PAY ENTITY XM NAME SAYRE,DONALD L
TAX ENTITY 00001 EFF DATE 02/25/97

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Uninterrupt Power Supp Non ECCR	05102	1203	90	000	000	365	1.80
major acct. - Non ECCR		5697	90	000	000	365	67.00
Area Mgmt Admin - Non ECCR		7110	90	000	000	365	7.90
CI Load Control Prog		1142	90	000	000	365	2.70
BEE - WALK THRU - ECCR		5542	90	000	000	365	4.70
Chiller Water Cooled		5545	90	000	000	365	2.80
Comm'L Thermal Energy Stg - ECCR		5547	90	000	000	365	2.10
CI Hi Eff Split Pkg DX/AC Prog ECCR		1904	91	000	000	365	1.30
New CI Efficient Lite Prog - ECCR		1790	91	000	000	365	7.00
Area Mgmt - ECCR		7100	90	000	000	365	2.70
					TOTAL PERCENT		100.00

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DSBV Sr. Design

Gov't CI admin

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p.1

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 261941430 INQUIRY EFF DATE (63)
PAY ENTITY XM NAME SHATAS,LYNN M
TAX ENTITY 00001 EFF DATE 12/12/94 PAGE 00002

WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
06023						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
					TOTAL PERCENT	100.00

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External Affairs Mgr - June Beach

- 7779-90.000 230 602 - Corporate & Ext Affairs

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45-10
1-63 p.1

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 256822047 INQUIRY EFF DATE
PAY ENTITY XM NAME STEPHENS,DAVID L (64)
TAX ENTITY 00001 EFF DATE 01/02/96 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
CT services for fossil Plants	06373	6127	90	000	060	672	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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MGR PG-BW

Juno Beach

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 266139931 INQUIRY EFF DATE (68)
PAY ENTITY XM NAME THOMSON,MARK A
TAX ENTITY 00001 EFF DATE 08/01/97 PAGE 00001

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct. Non ECCR	05354 5697	90	000	000	360	70.00
CI Hi Eff Split Pkg & A/C Prog ECCR	1904	91	000	000	360	4.00
Chiller Water Cooled	5545	90	000	000	360	7.00
Comm'l Thermal Energy Stg - ECCR	5547	90	000	000	360	8.00
New CI eff Lite Prog - ECCR	1790	91	000	000	360	11.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

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Major Acct Mgr I

Ft. Laud Cust Service

See 53-28p3
if interview

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p. 1

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 262965643 INQUIRY EFF DATE (64)
PAY ENTITY XM NAME VAYDA,G F
TAX ENTITY 00001 EFF DATE 04/11/97 PAGE 00003

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt Admin - Non ECCR	08361	7110	90	000	030	365	7.90
Uninterruptible Power Supply - Non ECCR		1203	90	000	030	365	1.80
Major Acct Non ECCR		5697	90	000	030	365	67.00
Area Mgmt - ECCR		7100	90	000	030	365	2.70
CI Load Control Proj		1142	90	000	030	365	2.70
BEE Walk THRU - ECCR		5542	90	000	030	365	4.70
Chiller Water Cooled		5545	90	000	030	365	2.80
Comm'l Thermal Energy Stg - ECCR		5547	90	000	030	365	2.10
CI High Split Pkg A/C Prog - ECCR		1904	91	000	030	365	1.30
New CI Office Site Prog - ECCR		1790	91	000	030	365	7.00
						TOTAL PERCENT	100.00

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Major Acct Mgr I

1.90
1.80
67.00
10.70

Gov't C/I - admin

See 53-7 interview

CONFIDENTIAL

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A4A2 FIXED DISTRIBUTION 1 EMP# 262965643 INQUIRY EFF DATE (69)
PAY ENTITY XM NAME VAYDA,G F
TAX ENTITY 00001 EFF DATE 02/15/96 PAGE 00002

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Mgmt Acct & Non ECCR	08362	5697	90	000	000	361	71.00
CI Load Control Prog		1142	90	000	000	361	5.00
BEE WALK THRU - ECCR		5542	90	000	000	361	4.00
Chiller Water Cooled		5545	90	000	000	361	3.00
BEE - New Construction		5546	90	000	000	361	2.00
Comm'l. Thermal Energy - ECCR		5547	90	000	000	361	1.00
New CI Eff Lite Prg - ECCR		1790	91	000	000	361	12.00
CI Hi Eff Split Pkg-A/C Prgm-ECCR		1904	91	000	000	361	1.00
Uninterruptible Power Supply Non ECCR		1203	90	000	000	361	1.00
							0.00
					TOTAL PERCENT		100.00

8 & 2 to (2)

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INTEGRITY BUSINESS FORMS, INC. (847) 696-2626 FAX (847) 696-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 267905422 INQUIRY EFF DATE (70)
PAY ENTITY XM NAME WEBB,C J
TAX ENTITY 00001 EFF DATE 06/17/97 PAGE 00011

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acc't - Non ECCR	08362	5697	90	000	000	361	27.00
C I Load Control Program		1142	90	000	000	361	4.00
BEE Walk Thru - ECCR		5542	90	000	000	361	21.00
Chiller Water Cooled		5545	90	000	000	361	0.00
BEE - New Construction		5546	90	000	000	361	1.00
New C/I Eff. Lite Progrm - ECCR		1790	91	000	000	361	23.00
C/I Eff Motors Program - ECCR		1903	91	000	000	361	1.00
C/I Eff Split Pkg DX A/C ECCR		1904	91	000	000	361	18.00
Other Assigned Acc't. - Non ECCR		5702	90	000	000	361	5.00
							0.00

TOTAL PERCENT 100.00

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Cust Service Field I N. Dade Cust Srv.

See 53-10 for instructions

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A4A2 FIXED DISTRIBUTION I EMP# 267905422 INQUIRY EFF DATE (7)
PAY ENTITY XM NAME WEBB,C J
TAX ENTITY 00001 EFF DATE 10/03/94 PAGE 0001C

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct. Non-ECCR	08361	5697	90	000	000	361	57.96
Other Assigned Acct. Non ECCR		5702	90	000	000	361	10.14
CI Load Control Program		1142	90	000	000	361	3.83
BEE WALK THRU - ECCR		5542	90	000	000	361	12.06
BEE New Construction		5546	90	000	000	361	1.25
Chiller Water Cooled		5545	90	000	000	361	2.30
Com'l Thermal Energy Stg - ECCR		5547	90	000	000	361	0.39
CI Hi Eff Split Pkg. A/C Htg - ECCR		1904	91	000	000	361	2.90
CI Pgm Air Cooled Chiller Effic - ECCR		1905	91	000	000	361	0.73
New Eff CI Light Prog ECCR		1790	91	000	000	361	8.44
					TOTAL PERCENT		100.00

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A4A2 FIXED DISTRIBUTION 1 EMP# 262755742 INQUIRY EFF DATE
PAY ENTITY XM NAME WEBER,JEFFREY S
TAX ENTITY 00001 EFF DATE 02/15/96 (71) PAGE 00002

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
08362	5697	90	000	000	361	71.00
	1142	90	000	000	361	5.00
	5542	90	000	000	361	4.00
	5545	90	000	000	361	3.00
	5546	90	000	000	361	2.00
	5547	90	000	000	361	1.00
	1790	91	000	000	361	12.00
	1904	91	000	000	361	1.00
	1203	90	000	000	361	1.00
						0.00
					TOTAL PERCENT	100.00

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TEGRITY BUSINESS FORMS, INC. (847) 698-2628 FAX (847) 698-4606

A4A2 FIXED DISTRIBUTION 1 EMP# 266840352 INQUIRY EFF DATE (72)
PAY ENTITY XM NAME WHALIN,MICHAEL J
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00002

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCR	00085	7100	90	000	020	085	60.00
Area Mgmt - Non ECCR		7110	90	000	020	085	20.00
A/R FPL Services		4642	99	000	010	093	20.00 ✓
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Sr. Prod Mgr. CI MKT Field Support

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4606

A4A2 FIXED DISTRIBUTION 1 EMP# 590070130 INQUIRY EFF DATE (73)
PAY ENTITY XM NAME WILCOX,REBECCA S
TAX ENTITY 00001 EFF DATE 03/03/97

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Fossil Plants JPE Engineering Services	06350	1469	90	000	330	635	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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PGBU Leader II Jane Beard

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EGRITY BUSINESS FORMS, INC (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 137685248 INQUIRY EFF DATE
PAY ENTITY XM NAME WILLIAMS,GEISHA J (74)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00005

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCK	00085	7100	90	000	020	085	20.00
Area mgmt Non-ECR		7110	90	000	020	085	20.00
A/R. FPL Services		4642	99	000	010	093	10.00
New Concepts		0154	91	000	020	085	50.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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RITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 7 EMP# 137685248 INQUIRY EFF DATE
PAY ENTITY XM NAME WILLIAMS,GEISHA J (74)
TAX ENTITY 00001 EFF DATE 10/21/97 PAGE 00006

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Administrative	07240	9299	90	000	000	722	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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Mgr CI Field Support CI MKT Field Support

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A4A2 FIXED DISTRIBUTION 2. EMP# 137685248 INQUIRY EFF DATE
PAY ENTITY XM .NAME WILLIAMS,GEISHA J (74) PAGE 00(
TAX ENTITY 00001 EFF DATE 10/03/94

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt-Admin Non ECCR	08361	7110	90	000	000	361	68.00
Area Mgmt ECCR		7100	90	000	000	361	32.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 265312617 INQUIRY EFF DATE (76)
PAY ENTITY XM NAME ZIEMAN,LEO R
TAX ENTITY 00001 EFF DATE 10/10/97

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
00171	9414	90	000	000	027	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

Distribution Planning Staff

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Dist Eng + Oper Eng I General Office

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1-76 P.1

A4A2 FIXED DISTRIBUTION 1 EMP# 408802213 INQUIRY EFF DATE
PAY ENTITY NE NAME COOK,PATRICIA G
TAX ENTITY 00001 EFF DATE 08/02/97 (77) PAGE 00014

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCR	00013	7100	90	000	080	013	19.00
Area Mgmt admin - Non ECCR		7110	90	000	080	013	36.00
New Concepts		0154	91	000	080	013	45.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

bg 17 3

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Sales + Mkt. Secretary

Grand Off

Based on actual hours spent on FPL Services Projects

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1-77,983

A4A2 FIXED DISTRIBUTION 1 EMP# 408802213 INQUIRY EFF DATE
PAY ENTITY NE NAME COOK,PATRICIA G
TAX ENTITY 00001 EFF DATE 01/02/97 (77) PAGE 00013

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt - ECCR	00085	7100	90	000	020	085	84.00
Area Mgmt Admin NM ECCR		7110	90	000	020	085	16.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

RF 223

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EMPLOYEE #: 408802213 COOK,PATRICIA G (77) P/P ENDING 09/26/97
NORMAL CHG LOC 0013 PAY LOC 00013 TEMP LOC
ACCOUNT REG OVERTIME
WO ER CMP-SCU LOC HOURS 1.5 2.0 STR MEALS
4642 99.000 010 093 4.0

A/R FPL Service

4.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

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A4A2 FIXED DISTRIBUTION I EMP# 175586604 INQUIRY EFF DATE
PAY ENTITY XM NAME GILL,JAMES O (25) (78)
TAX ENTITY 00001 EFF DATE 04/08/97

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
00013	0611	92	000	080	013	20.00
	0764	92	000	080	013	20.00
	0610	92	000	080	013	60.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00

TOTAL PERCENT 100.00

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1 (78) (25)

EMPLOYEE #: 175586604 GILL,JAMES O P/P ENDING 09/26/97
NORMAL CHG LOC 0013 PAY LOC 00013 TEMP LOC

ACCOUNT	REG	OVERTIME			
WO ER CMP-SCU LOC	HOURS	1.5	2.0	STR	MEALS
4642 99 000 010 093	6.0				

6.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

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1-78 pg 2

W632 W53 ~~ACCOUNT VARIATION CORRECTION~~ PAGE# 01

(79)

1 EMPLOYEE #: 245800415 NELSON,L S P/P ENDING 09/26/97

NORMAL CHG LOC 0357 PAY LOC 02357 TEMP LOC

ACCOUNT WO	ER	CMP-SCU	LOC		REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
5547	90	000	000	357 Cen'l Thermal Energy Stg - Ice	42.0				
5545	90	000	000	357 Chiller Water Cooled	26.0				
4642	99	000	000	093 A/R. FPL Services	12.0				
					80.0				

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

Cust Service

CI Spec I

Brevard

Based on Actual hours Spent on Service Req

CONFIDENTIAL

45-10 p.1

1-79

A4A2 FIXED DISTRIBUTION 1 EMP# 265357929 INQUIRY EFF DATE (80)
PAY ENTITY XM NAME BECK,VERNON V
TAX ENTITY 00001 EFF DATE 02/01/97 PAGE 00004

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCR	00078	7100	90	000	080	078	70.00
Area Mgmt Admin - Non ECCR		7110	90	000	080	078	30.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

P & 72

TS0014-ENTER UPDATES OR CONTINUE PAGING

Sales & Mkt - C/I analyst General Office

Based on actual hours spent on 7R Lenses Project.

CONFIDENTIAL

45-10
1-82 p 172

W632 W53 ACCOUNT VARIATION ~~CORRECTION~~ PAGE# 01

1

EMPLOYEE #: 265357929 BECK,VERNON V (80) P/P ENDING 09/26/97
NORMAL CHG LOC 0078 PAY LOC 00078 TEMP LOC

ACCOUNT	REG	OVERTIME			
WO ER CMP-SCU LOC	HOURS	1.5	2.0	STR	MEALS
4642 99 000 010 093	8.0				

M/R FPL Services

pg 2 of 2

8.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

CONFIDENTIAL

45-10
1-80 pg 2

A4A2 FIXED DISTRIBUTION 1 EMP# 338703891 INQUIRY EFF DATE
PAY ENTITY XM NAME MAHER,PAT T (81)
TAX ENTITY 00001 EFF DATE 09/24/96 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Environmental Services	06260	9464	91	000	190	626	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

Based on Actual Hours Spent on FPL Issues.

TS0014-ENTER UPDATES OR CONTINUE PAGING

General Counsel
Environmental Specialist Jno Beach

45-10
1-87 p.1

INTEGRITY BUSINESS FORMS, INC (847) 598-2626 FAX (847) 698-4608

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

1 EMPLOYEE #: 261278428 SARMIENTO, IGNACIO B P/P ENDING (82) 09/26/97
NORMAL CHG LOC 0847 PAY LOC 08006 TEMP LOC

ACCOUNT WO	ER	CMP-SCU	LOC		REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
4922	90	000	000	404 Division Right 2 Ways Land	20.0				
2866	70	350	210	847 Co - Corporate Services	30.0				
7235	70	350	110	847 Turkey Pt Davis Parcel ⊗	10.0				
7234	70	360	110	847 Beacon Substation - acquire title	20.0				

⊗ 37 Salt & Bassemer Trust Co

80.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD, PF3 TO PAGE BACKWARD

Based on actual hours spent on FPL Services Reports

CONFIDENTIAL

45-10 p.1
1-82

INTEGRITY BUSINESS FORMS INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 257196371 INQUIRY EFF DATE (84)
PAY ENTITY XM NAME BOSTIC,KEDRIC A,,JR
TAX ENTITY 00001 EFF DATE 02/01/97

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
CI Sales Spec - ECCR	00085	0613	92	000	020	085	65.00
		0614	92	000	020	085	30.00
A/R FPL Services		4642	99	000	010	093	5.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Sales + MKT C/I Specialist 5% from current fixed payroll

CONFIDENTIAL

45-10
1-84 f.1

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION I EMP# 254060868 INQUIRY EFF DATE
PAY ENTITY XM NAME CHAPMAN,REBECCA M (85) (10)
TAX ENTITY 00001 EFF DATE 05/23/97 PAGE 00008

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
00085	0613	92	000	020	085	65.00
	0614	92	000	020	085	30.00
	4642	99	000	010	093	5.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
				TOTAL PERCENT		100.00

June 93 10
See 10

TS0014-ENTER UPDATES OR CONTINUE PAGING

CONFIDENTIAL

45-10
1-85 p 1 of 2

A4A2 FIXED DISTRIBUTION 1 EMP# 254060868 INQUIRY EFF DATE
PAY ENTITY XM NAME CHAPMAN,REBECCA M (85)(10)
TAX ENTITY 00001 EFF DATE 05/10/97 PAGE 00007

LOCN	WORK ORDER	-ACCOUNT- ER	COMP	SECT	LOC	CHG PERCENT
07279						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
					TOTAL PERCENT	100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

CONFIDENTIAL

45-10
1-85 p2 q2

TEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

(86)

1

EMPLOYEE #: 386528846 KUNZ,THOMAS C P/P ENDING 09/26/97
NORMAL CHG LOC 0357 PAY LOC 02357 TEMP LOC

ACCOUNT WO ER CMP-SCU LOC						REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
5697	90	000	000	357	Major Eq & Non ECCR	20.0				
5545	90	000	000	357	Chiller Water Cooled	8.0				
5547	90	000	000	357	Com'l Thermal Sty ECCR	36.0				
1021	90	000	000	357	Area Mgmt Misc Exp. - ECCR	16.0				
						80.0				

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

Customer Service

CI Spec III Brevard Based on Actual Hours

CONFIDENTIAL

45-10
T-86 p.1

REGENCY BUSINESS FORMS, INC. (847) 658-2626 FAX (847) 698-4606

A4A2 FIXED DISTRIBUTION 1 EMP# 262214633 INQUIRY EFF DATE
PAY ENTITY XM NAME GONZALEZ,MARTHA
TAX ENTITY 00001 EFF DATE 09/29/94 (87) PAGE 00006

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Billing Support	00160	6885	91	000	010	042	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Customer Service
Customer Service Supt Analyst G.O.

Based on actual hours spent on TPR Service Req

45-10
1-87 p.1

CONFIDENTIAL

SECURITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 092428700 INQUIRY EFF DATE (86)
PAY ENTITY XM NAME REED,STEPHEN L
TAX ENTITY 00001 EFF DATE 03/28/97 PAGE 00006

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
OPAL	00025	0429	92	000	070	040	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Info Mgmt
Systems Proj Mgr. G.O.

Based on actual hours.
spoke to FPL Serv Proj

CONFIDENTIAL

45-10
1-88 p.1

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 348648641 INQUIRY EFF DATE (89)
PAY ENTITY XM NAME STEELE,ROBERT J
TAX ENTITY 00001 EFF DATE 01/03/97 PAGE 00013

	WORK LOCN	ORDER	-ACCOUNT- ER	COMP	SECT	CHG LOC	PERCENT
Power Billing - Re-Engineering	00026	6346	91	000	090	040	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Info Mgmt Systems Integrator II G.O.

Based on actual hours spent on FPL Seamless Proj

CONFIDENTIAL

45-10
1-89 P.1

INTEGRITY BUSINESS FORMS, INC. (847) 698-2625 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 385527668 INQUIRY EFF DATE
PAY ENTITY XM NAME MASS,G B (90)
TAX ENTITY 00001 EFF DATE 01/01/94 PAGE 00002

LOCN	WORK ORDER	ER	ACCOUNT- COMP	SECT	CHG LOC	PERCENT
00160	4761	90	000	010	042	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

Adm Budget Acct

TS0014-ENTER UPDATES OR CONTINUE PAGING

Customer Service - Mngr. Cust Bill Acct & Pay

GO.

Based on actual hours spent on T&D Service Proj.

45-10 P.1
1-90

CITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 590488679 INQUIRY EFF DATE
PAY ENTITY XM NAME ELFORD,J DAVID (91)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00004

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Mgmt Admin - Non ECCR	00013	7110	90	000	080	013	10.00
Mgmt - ECCR		7100	90	000	080	013	10.00
New Prod Dev - Base		0610	92	000	080	013	15.00
New Concepts		0154	91	000	080	013	65.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

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TS0014-ENTER UPDATES OR CONTINUE PAGING

Sales & Mkt / Market Planning Support G/O.

Based on actual hours spent on FPL Seminar Proj.

CONFIDENTIAL

45-40
1-91 pg 192

A4A2 FIXED DISTRIBUTION 1 EMP# 590488679 INQUIRY EFF DATE
PAY ENTITY XM NAME ELFORD,J DAVID
TAX ENTITY 00001 EFF DATE 01/01/96 (91) PAGE 00003

WORK LOCN	ACCOUNT- ORDER	ER	COMP	SECT	LOC	CHG PERCENT
06215	9102	91	000	430	009	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
				TOTAL PERCENT		100.00

Personnel & Mgmt Info Project Team

P 292

TS0014-ENTER UPDATES OR CONTINUE PAGING

CONFIDENTIAL

45-10
T-91 P292

A4A2 FIXED DISTRIBUTION 1 EMP# 332442957 INQUIRY EFF DATE (92)
PAY ENTITY XM NAME KENT,EILEEN M
TAX ENTITY 00001 EFF DATE 01/03/97 PAGE 00006

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
00040	5062	91	000	060	040	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

9(12)92

Service Projects

TS0014-ENTER UPDATES OR CONTINUE PAGING

Info Mgmt - Systems Program Mgr G/O.

Based on actual hours spent on 7th Service Projects

CONFIDENTIAL

45-10
1-92 & 10x

W632 W53 ACCOUNT VARIATION CORRECTION (92) PAGE# 01

1 EMPLOYEE #: 332442957 KENT,EILEEN M P/P ENDING 09/26/97

NORMAL CHG LOC 0040 PAY LOC 00040 TEMP LOC

ACCOUNT	REG	OVERTIME			
WO ER CMP-SCU LOC	HOURS	1.5	2.0	STR	MEALS
4642 99 000 010 093	80.0				

A/R FPL Seimens

80.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

CONFIDENTIAL

45-10
1-92 pg 2

A4A2 FIXED DISTRIBUTION 1 EMP# 262314100 INQUIRY EFF DATE
PAY ENTITY XM NAME WOMBLE,JEFFREY J (93)
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00006

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt Misc Exp ECCR	02357	1011	90	000	000	357	37.00
" " " Nm. ECCR		1021	90	000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Customer Service - Mgr. Acct Mgt. - Brevard

CONFIDENTIAL

45-10
1-93 ✗ p. 1

RITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

1

EMPLOYEE #: 266294263 SALEM,E JEAN (94) P/P ENDING 09/26/97
NORMAL CHG LOC 0847 PAY LOC 08006 TEMP LOC

WO	ER	CMP-SCU	LOC		REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
4922	90	000 000	404	Division R&W + Land	20.0				
7057	09	300 000	987	Pmd Skd Rd Relocation	15.0				
2866	70	350 210	847	Co-Gen Services	15.0				
7195	70	360 100	847	Crosby Sub Sta - acquisition Site	10.0				
6181	70	360 110	847	Twin Lakes Sub Sta - acquisition Site	10.0				
6180	70	360 110	847	Collins Sub Sta - acquisition Site	10.0				
					80.0				

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

Human Resources -
Rept - 2 way Rep. Broward

Based in actual hours spent on FBL Service Projects

CONFIDENTIAL

45-10
1-94 p.1

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

A4A2 FIXED DISTRIBUTION 1 EMP# 246359717 INQUIRY EFF DATE
PAY ENTITY XM NAME KELLY,WINTON E,,JR (33) (95)
TAX ENTITY 00001 EFF DATE 01/05/96 PAGE 00006

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
07760	5697	90	000	000	360	67.00
	1142	90	000	000	360	4.00
	5545	90	000	000	360	8.00
	1904	91	000	000	360	6.00
	1790	91	000	000	360	15.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

See 3 3

TS0014-ENTER UPDATES OR CONTINUE PAGING

Mgr Ac. Mgr. Broward

CONFIDENTIAL

45-10
1-95 pl

EGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4606

A4A2 FIXED DISTRIBUTION 1 EMP#: 230195451 INQUIRY EFF DATE
PAY ENTITY XM NAME KINARD,MICHAEL A
TAX ENTITY 00001 EFF DATE 01/30/97

(96)

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct & Non ECCR	07760	5697	90	000	030	365	70.21
CI Load Control Proj		1142	90	000	030	365	3.31
BEE Walk Thru CCCR		5542	90	000	030	365	5.90
Chille Water Cooled		5545	90	000	030	365	3.15
BEE - New Construction		5546	90	000	030	365	1.70
Comm'l. Thermal Energy Stg. ECCR		5547	90	000	030	365	2.78
CI Hi Eff Spit Pkg. HC Proj ECCR		1904	91	000	030	365	3.12
CI Com air cooled Chille - ECCR		1905	91	000	030	365	1.74
New EI Eff. Tste Proj. ECCR		1790	91	000	030	365	6.96
CI Hi Eff Battery Chg Proj - ECCR		1906	91	000	030	365	1.13
						TOTAL PERCENT	100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Major Acct & Mgr. Broward

70.21

45-10
1-96

P.1

CONFIDENTIAL

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4808

COMPANY: FPL

TITLE: LIST OF EMPLOYEES TO INTERVIEW

PRIOR #		LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME	DATE/TIME	LOCATION
45-10 2-22	1	4 Besley	Wayne	----------	9/26/97	9/23/97		C/I Spec II	Ft. Laud Cust Serv		
45-10 2-27	2	5 Bloch	Peter	----------	9/26/97			Maj Acc;t Mgr I	Brev Cust Svs-Comm		
45-10 2-23	3	10 Chapman	Rebecca	----------	9/26/97	7/2/97		Distribution	Broward		
45-10 2-11	4	12 ~~Cobb~~ X	Dave	----------	9/26/97			Energ Mgt. Consult	Cent Fl Energ Mgt.		
45-10 2-15	5	25 Gill	Jim	----------	9/26/97			CS Generalst IIi	Cust Programs		
45-10 2-17	6	27 Grealy	Ann	----------	9/26/97	1/24/97		Dir.Rates&Tariff	General Office		
45-10 2-7	7	29 Hall	Terry	----------	9/26/97	5/28/96		Maj Acct Mgr I	Ft.Laud Cust Serv		
45-10 2-8	8	33 Kelly	Winton	----------	9/26/97			Maj Acct Mgr I	Ft. Laud Cust Serv		
45-10 2-24	9	34 Khoury	Michael	----------	9/26/97	6/25/97	8/27/97	Maj Acct Mgr I	Brev Cust SErv-Comm		
45-10 2-9	10	35 Langley,	Dave	----------	9/26/97	3/10/97		Sr. Maj Acct Mgr	Govt-C/I Admin		
45-10 2-12	11	36 Lasester	Larry	----------	9/26/97			VP Sales & Mkt.			
45-10 2-3	12	37 Lehr	John	----------	9/26/97	9/30/94		Maj Acct Mgr I	Brev Cust SErv-Comm		
45-10 2-21	13	39 Lyerly	Susan	jeanette	9/26/97	4/22/97	2/18/97	Maj Acct Mgr I	Miami		
45-10 2-20	14	40 Maestri	Hector	----------	9/26/97	9/5/97		Maj Acct Mgr I	N Dade Cust Serv		
45-10 2-3	15	46 Morrison	Blake	----------	9/26/97	7/10/97		C/I Specialiat I	C/I Marketing Field Supp		
45-10 2-28	16	54 Ponitz	Keith	----------	9/26/97	7/10/97		Maj Acct Mgr I	Ft. Laud Cust Serv		
45-10 2-10	17	56 Quinn	Jim	----------	9/26/97			Maj Acct Mgr I	Govt C/I admin		
45-10 2-16	18	58 Romig	Steve	----------	9/26/97	2/18/97		Area Mgr Comm	Ft. Laud Cust Serv		

45-10 2-25

X = Take out Cobb - Chuck drive

Add Nix on Next page

P/45-10

COMPANY: FPL

TITLE: LIST OF EMPLOYEES TO INTERVIEW

	PRIOR #	LAST NAME	FIRST NAME	MIDDLE INITIAL	(1) REQUESTED TIME SHEET DATES	(2)	(3)	TITLE	LOCATION NAME	DATE/TIME	LOCATION
45-10 / 2-14	19 60	Samil	Dilek	----------	9/26/97			Treasurer	Juno Beach		
45-00 / 2-5	20 62	Schmidt	Kathy	----------	9/26/97	4/7/97		Cust Svc Field I	Ft. Laud Cust Serv		
45-10 / 2-26	21 66	Sturmer	M.M	----------	9/26/97	10.17.96		RiskMgmt Anal	Juno Beach		
45-10 / 2-6	22 75	Wright	Joycelyn	----------	9/26/97	5/16/97		Cust Svc Field I	Ft. Laud Cust Serv		
45-10 / 2-18	23 83	Butcher	James F.		9/26/97			Product Mgr.	Sales & MKT		
45-10 / 2-25	24 97	Reilman	Linda		9/26/97			Maj Acc't Mgr I	Broward		
45-10 / 2-19	25 new	LLera,	Ralph A.		9/26/97						
45-10 / 2-4	4 49	Nix	John		9/26/97	5/8/96		CI Spec I	N. Dade Cust Service		

P 2-95 4/ 45-10

FLORIDA PUBLIC SERVICE COMMISSION
AUDIT DOCUMENT/RECORD REQUEST
NOTICE OF INTENT

TO: Sally Hill
UTILITY: FPL
FROM: Ruth Young (AUDIT MANAGER) (AUDITOR PREPARING REQUEST)

REQUEST NUMBER: 43 DATE OF REQUEST: 12/3/97
AUDIT PURPOSE:

REQUEST THE FOLLOWING ITEM(S) BE PROVIDED BY: See attached (DATE)

REFERENCE RULE 25-22.006, F.A.C., THIS REQUEST IS MADE: ☐ INCIDENT TO AN INQUIRY ☐ OUTSIDE OF AN INQUIRY

ITEM DESCRIPTION:

Provide answers to the attached request #3.

45-10

TO: AUDIT MANAGER _____ DATE: _____

THE REQUESTED RECORD OR DOCUMENTATION:

(1) ☐ HAS BEEN PROVIDED TODAY

(2) ☐ CANNOT BE PROVIDED BY THE REQUESTED DATE BUT WILL BE MADE AVAILABLE BY _____

(3) ☐ AND IN MY OPINION, ITEM(S) _____ IS(ARE) PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION AS DEFINED IN 364.183, 366.093, OR 367.156, F.S. TO MAINTAIN CONTINUED CONFIDENTIAL HANDLING OF THIS MATERIAL, THE UTILITY OR OTHER PERSON MUST, WITHIN 21 DAYS AFTER THE AUDIT EXIT CONFERENCE, FILE A REQUEST FOR CONFIDENTIAL CLASSIFICATION WITH THE DIVISION OF RECORDS AND REPORTING. REFER TO RULE 25-22.006, F.A.C.

(4) ☐ THE ITEM WILL NOT BE PROVIDED. (SEE ATTACHED MEMORANDUM)

_____
(SIGNATURE AND TITLE OF RESPONDENT)

45-10
2

DISTRIBUTION:
White: Utility Complete and Return to Auditor
Pink: Audit File Copy
Canary: Utility Retain

P395

PSC/AFA-6 (Rev.2/95)

REQUEST NO. 43

As I discussed with Sam Waters on December 2, 1997, we will start by interviewing 25 FPL employes from the list of 77. We will also go to their place of work so that they will not have to travel to us. When this is completed we will again assess our needs and determne whether to pursue the others on the list.

Attached is a list of 25 names. Please note that number 25 was supposed to be on our original list but somehow I omitted it. Please add, provide the time allocation for 9/26/97, title and location.

Iliana and I will be conducting the interviews (Kathy may possibly sit in on some).

We will be available on the following days:
Dec 15 PM only
December 16 &17 all day
December 18 in the AM only

December 22 and 23 (except not in Brevard)
December 29 and 30 (except not in Brevard)

January 5, 6, 7, 8 and 9 all day.

45-10
2

SCHEDULE OF MEETINGS WITH FPSC AUDITORS

Date	Location	Schedule	Employee
Monday December 15, 1997	Plantation Office	1:30	Jocelyn Wright
	7201 Cypress Road	2:00	Blake Morrison
	Room 100	2:30	Dave Langley
		3:00	Winton Kelly
Tuesday December 16, 1997	General Office	~~8:30~~	~~Hector Maestri~~
	9250 W. Flagler Ave.	9:00	John Nix
	Room 6042	~~1:00~~	
Wednesday December 17, 1997	Sarasota Office	9:00	Keith Ponitz
	100 Electric Blvd.		
	Naples Office	1:00	Terry Hall
	955 10 Ave N	1:30	Kathy Schmitt
Thursday December 18, 1997	Rockledge Office	11:00	Jim Quinn
	3300 Fiske Blvd		
Monday January 5, 1998	Juno Beach Office	9:00	John Lehr
	700 Universe Blvd.	9:30	Dilek Samil
	Room D5202	10:00	
		10:30	Larry Laseter
Tuesday January 6, 1998	General Office	8:30	Jim Gill
	9250 W. Flagler Ave.	9:00	Steve Romig
	Room 6042	9:30	Anne Grealy (Rm 5706)
		10:00	Jim Butcher
		10:30	Ralph Llera
		~~11:00~~	Hector Maestri
Wednesday January 7, 1998	Plantation Office	8:00	Susan Lyerly-Jennette
	7201 Cypress Road	8:30	Wayne ~~Beasley~~ Beasley
	Room 100	9:00	
		9:30	Rebecca Chapman
		10:00	Michel Khoury
		10:30	Linda Reilman
Thursday January 8, 1998	Juno Beach Office	8:30	~~Marty Sturmer~~
	700 Universe Blvd.	9:00	
	Room D5202	9:30	Marty Sturmer
		10:00	Peter Bloch

694-6202

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PSC

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2

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

COMPANY: FPL
TITLE: INTERVIEW SUMMARY
DATE: FROM OCT 97 THROUGH JAN 98
AUDITORS: RKY
WP NO. 45-10/2-1

SUMMARY OF SALIENT POINTS OF INTERVIEWS WITH EMPLOYEES, INTERVIEWS WITH VENDORS AND INTERVIEWS WITH CUSTOMERS.

EMPLOYEES INTERVIEWED - 25
VENDORS INTERVIEWED - 12
CUSTOMERS INTERVIEWED - 26

Part of staff's objectives were to determine answers to the following questions:

A. Do FPL company employees work only on regulated business?

B. Is marketing data given to FPL Services by FPL company employees?

C. Do FPL company employees recommend vendor/participants for conservation progams and/or recomedn FPL Services for cnservation and/or other energy measures?

In order to do this, staff interviewed FPL employees, vendor/participants and customers. The methodology of selecting the sample of persons to interview is detailed below.

FPL Employees - Obtained list of FPL Services employees, list of FPL company employees whose time is allocated to FPL Services, list of FPL company employes with access to FPL Business Energy Marketing Data Base, list of all FPL company Demand Side Management employees and staff compiled list of FPL company employees names found in the files of FPL Services. FPL Services employees and company employees who time is allocated to FPL Services were compared to the other lists. Any names on both types of lists were included in the list of persons to be interviewed. All FPL company employee names found in FPL Services files were included in list of persons to be interviewed. The rest were selected from the remaining lists at random. Staff selected 77 employees to be sampled. The company felt this was burdensome and we compromised on 25 interviews.

FPL Customers and Vendor/Participants- Both were selected based on the highest dollars of rebates in 1996 and 1997. Staff selected ~~12~~ vendors and ~~26~~ customers. Because of new personell & personell on vacation we interviewed 12 vendors & 26 customers.

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SUBJECT: REGULATED VS. NONREGULATED TIME CHARGES

STATEMENT OF FACTS:

Staff tried to determine whether FPL company employees work only on regulated business. Through interviews with customers, FPL employees and vendors staff determine the following. The methodology for selecting the people to interview is disclosed in the scope section of this audit.

Person #4 - Went to initial meeting with FPL Services and customer because customer requested she bring FPL Services in. She also attended meeting with Honeywell and Simplex.

Person #9 - Attended meetings with FPL Services and customer at customer request. The FPL rep worked with a School Board and FPL Services in preparing and presenting a proposal to the School board. The FPL rep also said in attended meeting with other ESCOS in 1992. Believe this is before Services was organized.

Person #10 - Discussed proposed customer projects with FPL Services reps. Presently building a proposal for an ECCR program for a customer with an FPL Services rep. Sat in on one meeting with other ESCOS , in 1994 for an account manager who could not make it.

Person #14 - Interacts with John Haney and Denny George at FPL Services. He considers this ECCR. Attended meeting with Services and customers. Also attended meetings with another contractor three or four years ago.

Person #18 - Rep attended meetings with customers and FPL Services, sometimes at FPL Services request and sometimes at customers request. Also attended one meeting with a customer and another ESCO at the customers request.

Person #22 - Yes, has meetings with FPL Services and customer.

Person #25 - Yes, has meetings with Services and cutomers. Also, had meetings with other ESCOS.

PERSON #3 Recently attended meetings with customer & FPL Services at request of account manager. A few years ago with another ESCO.

Person #5 - Recenty meeting with customer and FPL Services. Prior to that with other ESCOS.

Person # 11 - Attended meeting with services and customers. Attended meetings with other ESCOS.

People who charged time to Services -

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4 people
Person 2 - Person 16 -Person 21-
Person 12

People who had interaction with FPL Services people.
On a daily or weekly basis.
Person 4, Person 9, Person 12, Person 14, Person 17, Person 5, Person 21, Person 22, Person 23.

CONCLUSION: It appears that all those persons who said they attended meetings with Services and also interacted with Services employees also said that they attended at least one meeting with other ESCOS. We do not know the nature of the meetings with FPL Services and customers, whether they are conservation related or other energy measures. Should the FPL employee's time working with FPL Services alone and with FPL Services and customer still be charged to regulated accounts.

Conclusion + opinion included in ~~Monthly~~ Vendor Recommendation
~~Data~~ Disclosure

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AUDIT DISCLOSURE

SUBJECT: Marketing Data

STATEMENT OF FACTS:

One of staff's objectives was to determine if marketing data is being given to FPL Services employees by FPL company employees, and/or if FPL Services employees had access to FPL company marketing data. Information was obtained through interviews with FPL company employees (25), FPL customers (26), vendors (12), and reviews of FPL Services files. The methodology for selecting the people to interview is disclosed in the scope section of this report.

According to an FPL Services representative in Brevard County, prior to October 1996 FPL Services employees were accessing FPL's computer system to obtain load data and 15 minute interval peak time of use data. This practice was supposed to be stopped in October 1996.

FPL Services Files:
In reviewing FPL Services files, information was found that shows in one instance FPL Services obtained this data after October 10, 1996, without written permission from the customer.

An E-mail to an FPL Services person on 8/6/97 included customer load data. Per other information in the file, the customer was contacted 9/11/97. FPL Services did not have authorization to receive the load data.

A comparison of the list of FPL employees whose names were found on correspondence in FPL Services files with the company marketing database user list showed that 19 had access to the marketing database.

FPL Company Employee Interviews:
Of the 25 FPL company employees interviewed, 24 said that they did not give out data unless they had a written request from the customer. One stated that he gives FPL Services employees information about the customer such as size, square footage, wheat FPL Services can offer to the customer.

Vendor Interviews:
Of the interviews with 12 vendors, all except one did not believe that FPL Services was being told of their contracts after requesting load data. Most of the vendors got the data within a day or a week. One of the vendors did complain about how long it took to get 15 minute interval peak time of use data. We asked the vendor to supply documentation, but the vendor did not send it to us.

Our interviews showed that other vendors did not have a problem with obtaining data, but most of their customers were not of the size that would have the specific meter necessary (SSRD) to detail 15 minute interval data which seemed to be the area of the problem.

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(4)

Except for 15 minute interval peak time of use data, most of the customers' information is available on the Internet. A customer has to have a specific meter for this information. Most of the companies who have the specific meter also have an in house system that gives them the information they want.

OPINION: From the information we obtained, it appears that problems for vendors to obtain load data are not prevalent. It appears that the company is adhering to its October 10, 1996-letter by not allowing FPL Services people access to FPL company marketing databases. However, the FPL company employees who deal with FPL Services people and the customers do have access to the marketing database.

All vendors except for one, did not believe Services was being given information about their contracts with FPL customers. We do not have further documentation on the one vendor.

One FPL employee siad he gave FPL Services information about customers about size, square footage, and when FPL Services could do for the customer.

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AUDIT DISCLOSURE

SUBJECT: Recommendation of vendors by FPL Company Employees

STATEMENT OF FACTS

One of staff's objectives was to determine if FPL company employees recommend vendor/participants for conservation programs and/or recommend FPL Services for conservation programs and/or other energy measures. Information was obtained through interviews with FPL company employees (25), FPL customers (26), vendors (12), and reviews of FPL Services files. The methodology for selecting the people to interview is disclosed in the scope section of this report.

FPL Company Employee Interviews:
Person #2 - Technical Specialist - Always has to be objective. However, this rep said that he tell customers that one of the vendors is FPL Services.

Person #3 - Field Specialist - He gives list of participating vendors to customer and also has mentioned FPL Services, as one of many. Also said that she knew that account managers were instructed to highlight that FPL Services was a possibility.

Person #4 - Explained FPL Services to a customer and customer said they wanted a meeting and FPL employee set up meeting.

Person #6 - Have not been instructed to talk about FPL Services but have been told they can tell customers about FPL Services.

Person 7 -Does not recommend vendors. Tells abut FPL Services if it looks like it will fit, however none of his accounts have used Services. For one particular customer, told them several companies out there and that FPL had a subsidiary and the sub would be available if the customer wanted to talk to them.

Person #10 - Recommends FPL Services where customer asks for something additional that FPL doesn't have. Doesn't know how many times recommended. Doesn't recommend any others.

This person #10 has also been instructed to recommend FPL Services for meting customer needs beyond FPL. His superior recommended.

Person #18 - Has been told to promote FPL Services by management. He would let customer know that FPL Services was part of FPL. This person also recommended FPL Services because customer needed line item billing and FPL Services were only people who would offer line item billing.

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2-1

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Person #19 - Made customers aware that FPL Services exists (told to do this by upper management) and that they could obtain financing with Services. This person had brochures on FPL Services to give out. Did this especially at the beginning to get message across.

Person #20 - Generally customer would ask if FPL co has skills for a certain project. If not, FPL co employee would introduce customer to FPL Services and Services would make the sales presentation.

Person #22 - Mentions FPL Services casually to customer as an option. Gives customer lists of all vendor participants.

Person #23 - Encouraged to let customer know that they o have anew sub by upper management. Rep lets customer know about FPL Services and that it is available.

Person #25 - he didn't really recommend, but brought Services in as a potential source if feel some kin of match and let customer decide. Has not brought in other ESCOS.

Yes, instructed to recommend. Part of CI Customer plan to identify potential opportunities for FPL Services. This plan is part of KRA's which spells out goals. One of the line item identifies opportunities for FPL Services. Rep says if interested, bring in FPL Services, tri to avoid recommendation.

Four of the 25 people interviewed charged time to FPL Services. None of the remainder charge any time to FPL Services. The reasons given for charging time to FPL Services were (1)a technical specialist was assigned to work for Services four days a week, (2) assigned a certain amount of time to work for Services because an officer of Services, (3) a rates product manager charged 10% of time to Services and (4) a Sales Specialist charged 5% of time to Services. None of the Managers charged time to FPL Services. 45-10/2-2 persons 2, 12,16,and 21.

Customer Interviews:

One customer stated that they contacted FPL company and FPL contacted FPL Services. '52-2/2-9.0
In another case the customer said that they only worked with FPL company and FPL Services through the whole process.

FPL Services Files:
A letter from a regulated account manager to Metropolitan Dade County on 9/12/95 discussed the services that FPL can provide through its subsidiary. It also states that FPL is the only company that can offer the opinion to finance the projects by means of a service charge which can be placed directly on the utility bill. 55-14. In the interview, this person stated that he was trying to see if Metro Dade could take advantage of reductions. At the County's request he was exploring possibilities of putting FPL Services charges on the utility bill. FPL Services was the only people who could offer line item billing at the time. 45-10/2-2 person 18.

45-10
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In an e-mail dated 7/1097, a regulated employee set up a meeting with a Service employee and a
1 Tropicana employee (55-15). In his interview the regulated employee said Tropicana wanted an overall energy audit.

An e-mail dated 7/11/97 from a regulated to employee to an FPL Service employee and another regulated employee states that "The most opportunities lie with this committee and FPL Services
2 is the primary wan we can bring the resources to bear on this project for Tropicana. (55-17). This employee was not one of the people interviewed.

Another e-mail from a regulated employee to anther regulated employee and an FPL Services employee (person 5) dated 7/10/97 states: "I got the feeling at lunch and throughout the meting that there is a significant level of interest in FPL Services if we could continue to do good things for them." 55-17.

WRITE UP FOR REPORT

FPL Company Interviews:

Thirteen of the 25 have told their customers about FPL Services under the following circumstances:

- Said that FPL Services is one of the vendors.
- Gave list of participating vendors and mentions that FPL Services was one of many. Also knew that account managers were instructed to highlight that FPL Services was a possibility.
- Explained FPL Services to a customer , customer wanted a meeting and set up a meeting.
- Tells about FPL Services if think it will fit.
- Been instructed to recommend FPL Services for meeting customer needs beyond FPL.
- Been told to promote FPL Services by manager. Would let customer know FPL Services part of FPL. Also recommended because customer needed line item billing and FPL Services only company offering this service.
- Told by upper management to let customers know of FPL Services existence. Recommended because customer wanted financing and Services did this. Also was given brochures about FPL Services to give to customers (especially at the beginning to get message across).
- Gave customer list of vendor/participants and casually mentioned FPL Services.
- Encouraged to let customer know that they have a new subsidiary (FPL Services).
- Brought Services in if they thought there was a match and let customer decide. Instructed to recommend FPL Services. Part of Commercial Industrial Plan (plan to identify goals of Commercial Industrial representatives) says to identify potential opportunities for FPL Services. Rep said that if the customer was interested, would bring in Services, but try to avoid recommendation.

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(8)

- Has not been instructed to talk bout FPL Services, but has been told he/or she can tell customers about Services.
- Two representatives recommend FPL Services when customer asks for something additional that FPL does not have.

Four of the 25 people interviewed charged time to FPL Services. None of the remainder charge any time to FPL Services. The reasons given for charging time to FPL Services were (1)a technical specialist was assigned to work for Services four days a week, (2) assigned a certain amount of time to work for Services because an officer of Services, (3) a rates product manager charged 10% of time to Services and (4) a Sales Specialist charged 5% of time to Services. None of the Managers charged time to FPL Services.

Customer Interviews:

One customer stated that they contacted FPL company and FPL contacted FPL Services.

In another case the customer said that they only worked with FPL company and FPL Services through the whole process.

FPL Services Files:
A letter from a regulated account manager to Metropolitan Dade County on 9/12/95 discussed the services that FPL can provide through its subsidiary. It also states that FPL is the only company that can offer the option to finance the projects by means of a service charge which can be placed directly on the utility bill. In the interview, this person stated that he was trying to see if Metro Dade could take advantage of reductions. At the County's request he was exploring possibilities of putting FPL Services charges on the utility bill. FPL Services was the only company who could offer line item billing at the time.

In an e-mail dated 7/10/97, a regulated employee set up a meeting with a Service employee and a Tropicana employee. In his interview the regulated employee said Tropicana wanted an overall energy audit.

An e-mail dated 7/11/97 from a regulated to employee to an FPL Service employee and another regulated employee states that "The most opportunities lie with this committee and FPL Services is the primary way we can bring the resources to bear on this project for Tropicana." This employee was not one of the people interviewed.

Another e-mail from a regulated employee to another regulated employee and an FPL Services employee dated 7/10/97 states: "I got the feeling at lunch and throughout the meting that there is a significant level of interest in FPL Services if we could continue to do good things for them."

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2-1

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OPINION:
It appears that FPL employees let their customers know that FPL Services is available and a subsidiary of FPL. It also appears that they have been encouraged to do this by management as part of their goals. At the same time only four of the people interviewed charged time to FPL Services. Also FPL company people talking about FPL Services could cause an unfair advantage to other competitors.

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AUDIT DISCLOSURE

SUBJECT: Possible Conflict of Interest

STATEMENT OF FACT:

Interviews with FPL employees revealed the following information.
Person 12

The Vice President of FPL Marketing and Sales is also the President of FPL Services. The fixed time allocation shows both.

Person 18

An FPL company employee stated that they have invited FPL Services people to FPL company general meetings to inform Services people of lighting certificates and the process for rebate. This same information is given to other vendors on a one to one basis. The employee also stated they invite other vendors to their general meetings to inform FPL employees about new products on the market.

Person 20
An FPL company employee said that one goal of the job is to provide customer service and get FPL to be the preferred provider in light of deregulation.

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2-1
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COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

WP NO. 45-10

Q	(1) John Nix	Q	(2) Blake Morrison	(3) Kathy Schmitt	Q	(4) Jocelyn Wright
1	Technical Specialist -- HVAC Specialist Per infor provided by FPL called CI Specialist II.	1	CI Tech Specialist Also works for FPL Services as CI Tech Specialist	1 Customer Service Field Rep I Field Specialists	1	Territorial Manager
2	Southern Commercial Industrial Service	2	Sales and Marketing Commercia Ind	2 IBS - Integrated Business Solutions was Commercial Industrial	2	Commercial/Industrial
3	Assist Acct Mgr with HVAC.	3	For Services - Develop district cooling busineses--selling chilled water -- building a central plant.	3 a. All field customer service with Collier Cty. Energy Surveys, meter checks, possible switch meter.	3	Meet with customers to determine energ needs. If it pertains to conserv ation, recommend conservation program.
a.	Process and make sure all rebates follow program.		For FPL - ECCR Alternate Gas Energy Systems.	b. Program sales manager for light incentive program-deals with vendor and FPL reps (field reps, acct mgrs)		
b	Analyze payback savings with A/C equip.			c. HVAC specialist Chiller and TES		
c	Value added services even though no rebates					
d.	Industry contact for A/C industry. Make industry aware of rebate program					
4	Go with acct mgr and talk to customer about procedures for ECCR programs. How to qualify for program and verify installation and estimate for FPL rebate. Process rebate Go to field to see installation complete.	4	FPL ECCR - Request from FPL account manager to look at alternatives - on site generators and or co-generation. Works on Business Energy Evaluation Program . Differs from acc't mgr in that he is a technical specialist and does highly specialized analysis.	4 Field appts. energy surveys for lighting. Look at entire facility. Incentive certification for lighting and HVAC	4	Entire Broward Cty. Schedule appts, provide energy surveys, after survey provide detailed report. schedule another meeting. Explain recommend dation to customer.
5	Intricate with Acct managers, vendors and Engineering Society	5	Interacts with Directors of engineering with C/I customers, Rates, T&D	5 Interacts locally with Terry Hall and Frank Balogh Interacts with field reps. Other program sales in lighting customers, vendors contractors.	5	Interact with CI Reps, Field reps, Construction Services (meeting customers basic needs) customer services, revenue recovery (deposits), acc;t dept, Marco Gonzalez.

1 of 3c

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2-25

11/6/98

COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

CONFIDENTIAL

WP NO. 45-10

Q	Q	Q	Q
6 Allocation all to ECCR. This agrees with fixed distribution of payroll at 2/15/96. JOhn Nix says he actually fills out time sheets every two weeks.	6 Allocated 1 day a week to ECCR and the other time allocated to Services. Agrees with Fixed Distribution Provided by FPL	6 Says works 10 o 15% on non ECCR matters. Rest on ECCR. (non ECCR is check on meters). Her fixed distribution has her charging 15% to non ECCR. She does do variance report when	6 Asked how came up with 67 % of time spent on Non ECCR ? She did not know? But she thinks the 67% is a accurate. She never filed a variation time report. Asked what a variation report was.
7 Usually not front line. Usually provide info to account manager and goes into system and get data.	7 Has access to SAMS for FPL Can't access for Services	7 Receiv e requests from lighting vendor and requires customer to give OK to release data. Can give into the same day.	7 Yes, Account summary report, 24 hour usage for 2 month KW demand Get from SAMS
8 He would be the one to use peak time of use data.	8 Sometimes	8 NO	8 Sometimes provide peak use data (called time of use, also called rate analysis)
9 Way of handling recommendations. Tell customer what type of vendor or what type of area. A list of participant vendors are supplied to customer by acc't manager. Customer has engineer and engineer usually specific.	9 Deals with conservation customers	9 Gives list of participating vendors that have signed up with program also have mentioned FPL Services, but one of many.	9 No
10 Usually recommends if a customer says how can I get guaranteed savings, then give shorter list. This is for value added services not ECCR. The four performance contractors are 1 Johnson, Honeywell, Landis and 2 Services.	10 No. Always have to be objective However tells that one of the vendors is FPL Services.	10 No - Just list	10 Does explain about FPL Services but does not recommend. Sometimes gives 2 or 3 names of other vendors if known to her.
10a Has not been instructed to recommend FPL Services-- Says tries to make sure he is fair and confidential	10a No.	10a She said that she knows that account managers were instructed to highlight that FPL Services was a possibility.	10a No

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2-2

(P) = Private Services

COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

WP NO. A 45-10 B C D

Q				
11	No	Yes , works for Services 4 days a week	Yes, DAn Hall, Hale Sancoff(Post Office) Went and did post lighting incentive in order to pa rebate. Dealt with Rob Risley on A/C for the Ritz Carlton.	Yes, Marco Gonzalex
12	N/A	N/A	N/A	N/A
13	Does not attend meeting with Services. Services usually hires engineer,	No	Yes, Attended meeting with Ritz Carlton as ECCR rep. Time charged to TES and Chiller . Terry Hall invited her to meeting, If spends a lot of time on something will file a variance report.	Went to initial meeting with FPL Services because customer requested she bring FPL Services in. Went to initial meeting with Marco Gonzalez.
13a	Does not attend meeting with vendors Want to stay neutral.	Been in meetings with other vendors Chiller manufacturer reps. co-gen technologies.	Attended meetings a few years ago with lighting vendor (GE Supply) Also Electricity Inc. for Golf Carts.	Yes, Honeywell, Simplex
13a1	N//a	N//a	N/A	N/a
13b	N/A	no	No	No
14	no	Is a services employees.	Not without customer authorization	No, not unless written letter from customer.
15	no	Worked with ESI in the last years and when did that submitted a payroll variance report.	No	No, When work with Marco Gonzalez, Time charged to 5697 which is Non ECCR. Should this time be charged to nonreg instead?
16	no - 100% ECCR	Same as 15	No	No
17	See notes below	The project that he worked on that was in Service files was Tropicana. He worked as FPL services rep. He said the FPL account manager initiated the contact.	Hospital in Cape Coral was looking at lighting - Some of Hospitals were in FPL territory, some not. Rob Risley asked katy for help Should time be charged to non reg instead of account management - Non ECCR.	She explained FPL services to Parker Dorado and she said they wanted a meting with FPL services and she set it up.

NOTES: Miami Beach Convention Center Says the center wanted to find out what is TES and how do you use this. His position is he can tell you more about it. That's why sent letter saying that FPL had FPL Services. Also send his evaluation of the TES Benefit/Cost Analysis Summary.

A

COMPANY:
TITLE:
PERIOD:
DATE:
AUDITOR:

WP NO.

B

FPL
SUMMARY OF INTERVIEWS
VARIOUS
DECEMBER 22, 1997
RKY

45-10

Q

Q

Q

7 John said he also sent the Benefit/Cost Analysis Johnson Controls got the contract.

From this interview it appears that the Ted Sparrow spends little or no time on non reg business. Has nothing to do with load data. Does not recommend any vendors & does not initiate contact for services

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Q	(5) Keith Ponitz	(6) Terry Hall	(7) Winton Kelly, Jr.	(8) Dave Langley
1	Major Accounts Mgr.	Major Accounts Mgr.	Major Accounts Mgr. National Accounts Mgr as of two weeks ago.	Senior Major Accounts Manager
2	Large CI Group	Integrated Business Solutions (IBS) Prior called Large Commercial/Industrial	Customer Services	Integrated Business Systems (IBS)
3	a. Call on large cust, customer services, customer advocates. rates options (identify other optional rates and reduce costs), billing, reliability factors. b. HvAC specialist in Sarasota area Also charges time to those ECCR programs.	Large Comm'l customers in Collier and Lee. Maintain a partnership, give advice, maintain service reliability.	Liaison for customer to Utility covering problems with distribution facilities, help offer some ECCR advice. Perform BEE for them. Customer base was Broward county Manuf. Segment.	Coaches other acct managers and supervises administration. Has own accounts.
4	50% of tim e responding to reactive things (power quality, billing info. Helps optimize HVAC and work with engineers that design system.	Call on customers, see how things are progressing, check on interruptions, If have ECCR program, set up ~~DMS~~ DSM meeting to do a program interact with other depts. Reacting to customer requests is a big portion.	Proactive activities- target one of largest acc.t. See what types of things may be interested in., e.g. power quality, feeder control. Also ECCR programs. Reactive, response to problems.	Team to hire someone to do sales training. ADmin Activity, consult with other account managers. Goes to accounts (All governmental).
5	Interact with fellow acc't mgr, computer work (billing), construction, meter men.	Interact with Engineering Planning, Collecting, revenue recovery, Corporate Comm, Tree Trimming, vendors, outside consulting firms, FPL Services. ~~Tells customers who ask that yes FPL has A/C specialist to do cheap and dirty study to see if beneficial.~~ Will sit down and talk with customer about who does that type of work. Will recommend FPL Services and others	Interact with other account managers, service planners (design poles and wires) trouble, power delivery, building substations.	Being a customer advocate, needs to contact the right people, rates, T&D, HRD, Right of Way, Substations.

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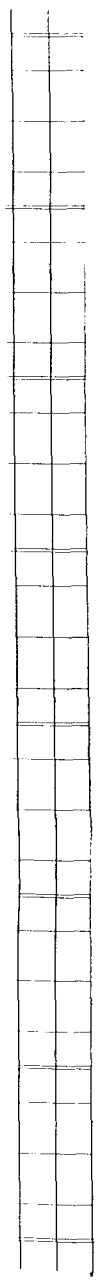
8/11/98

A	B	C	D
Q	Q	Q	Q
6 Majority of time is non ECCR. Currently 30% EC CE and 70 % major accounts Non ECCR. Agrees with fixed allocation.	also. 6 Majority of time on Non ECCR. Per fixed distribution 70% non ECCR.	6 Majority of time Non ECCR. Big emphasis on tracking down liability and trouble. Would fill out a variance report is had a glaring difference with fixed allocation in the amount of time worked . A while back management asked major account managers to put together how they spent their time. We have requested the results of this.	6 Mostly Non ECCR. 5 -10% on ECCR. Has submitted variations if working on ECCR.
7 Yes receives requests. info supplied is 1 month billing in 15 min intervals. Have up to 12 month available.	7 Yes received requests and gives info to customers and facilities managers.	7 Receives requests from both customers and vendors. Needs customer permission before gives to vendors.	7 Yes, receives requests, generally customer asks for billing KWH or demand. No to FPL services.
8 Able to provide peak time of use data (called billing determinant data) if customer has an SSDR Meter. If customer does not have an SSDR meter would be difficult to get peak data. Developing a system so customer can access data on line.	8 yes, gives peak data and takes 24 hours to get.	8 Yes, will try to find out customer needs before giving infor and if he thinks need peak data will supply	8 On occasion.
9 Yes, deals with conservation customers. No does not recommend. Involved in design stage.	9 Yes, deals with conservation customers. Does not recommend a particular vendor. Gives customer a list of participating vendors and allows customers to pick.	9 yes, deals with conservations. Does not recommend vendores per se. Typically talk about strategies, e.g. for a lighting job will fax fax list of vendors. Tells about FPL Services if it looks like it will fit. Not always a good fit.	9 Yes, Deals with conservation. Does not recommends specific vendor. SAys aware of several vendors. Avoids giving specific names.
10 Only time recommended services was 1 to met with Tropicana (customer). 2 Tropicana looking for a partnership. 3 Tropicana put out a Fla RFP os an 4 energy supplier. 5 When met with Tropicana, determined 6 what Services could do would not help 7 Tropicana.	10 No	10 After making customer aware of services can point in right direction and name who to call. None of his accounts have used Services.	10 Tells about FPL services but doesn't recommend. Also told about others.
10a No.	10a No., but have been told they can tell customers about FPL services.	10a No., but makes they aware of Services if he thinks it will fit.	10a NO

Q	A	Q	B	Q	C	Q	D
11	Rob Risley and Blake Morrison.	11	Rob Risley with Ritz Carlton people.	11	yes, recently was assigned to Services in May and June 97. Submitted variance time reports. Kept a daily log.	11	Ed Cancio
12	No	12	NO	12	No	12	No
13	Yes. FPL Services and Tropicana	13	Yes, on two projects. Ritz Carlton and Naples Beach Hotel.	13	Yes, One when customer interested in FPL Services. Pier 66. Told them they are several company out here who can do work and also told them that FPL had a sub and the would be available if they wanted to talk to them.	13	Attended meeting with Services for Post Office, Broward County at Customers Request. Also, Postal service specifically requested FPL Services because in other parts of the country went with utility ESCOS.
13a	Yes, Not recently over a year ago with Bosig, Gibson & Assoc, and Tampa Bay Trane	13a	Also met with other contractors Trane on Ritz Carlton and TLC Engineering on Naples Naples Beach Hotel and Naples Comm hospital.	13a	never been asked	13a	Yes, with Johnson Controls and Broward County.
13a1	N//a	13a1	N/A	13a1	N/A	13a1	NA
13b	No	13b	No. Not directly - only a list of participating contractors.	13b	no	13b	Doesn't think had need to do that. But didn't say no.
14	No., Don't think so.	14	Only if approved by customers.	14	No	14	If customer requests.
15	Yes, on regulated side. Newly formed Energy Marketing and Trading (Energy Broker)	15	No	15	No	15	No
16	No	16	No	16	No	16	No
17	Tropicana wanted overall Energy Audit.	17	Employee was asked to attend meting at the Ritz Carlton and Naples Beach Hotel with FPL Services, Trane and TLC . The presentations per employee were prepared by each of the ESCOS. Did not participate in preparing presentation.	17	no	17	We have letter to the US Postal Service in Washington D.C. written by Michael Wilson, VP FPL, with cc to Ed Cancio, Ane Grealy, Dave Langley (FPL) and John Haney (Services). Dave Langly assigned follow up in letter. Langly explained that there were two efforts going on at that time, a



Q

Q

Time charged to Non ECCR work order. Should this be charged to Non reg?
Has filed variance reports.
Was not given any advice on how to answer questions, be yourself and answer questions.

(P)

Q

Q

regulated effort (executive visit) and in addition the P.O. was involved with FPL Services.

Dave Langley said his roll was a one day meeting and that follow up took very little time.

He does not recall making a payroll variation report for this. Majority of time to non ECCR. Should this be charged to non reg?

(T)

A

Q
Q

(9) Jim Quinn

1 Major Accounts Manager

2 Customer Services now IBS (Integrated Business Systems)

3 Work with major gov't accts. Cities, Schools in Brevard Cty. Coordinate FPL activities, construction, street lights.

4 Respond to messages, visit customers and discuss power interruptions, street lights out, construction issues and DSM.

5 Interacts with C/I customers, other acct managers, residential groups, construction, external affairs and EPL Services along with other ESCOS.

B

Q
Q

(10) John Lehr

1 Major Accounts Manager

2 Customer Services now IBS (Integrated Business Systems)

3 Handle customers needs. from billing issues to design issues, large customers.

4 Answer phone calls. Make ECCR proposals. Distribution and design proposals. Explaining tariff to customers - recommends most economical rate (15 options depending on load)

5 Interacts with accounting, customer service, power billing, substations,. distribution and transmission, and marketing (e.g., real time pricing - which is not ECCR.

C

Q
Q

(11) Dalek Samil

1 Treasurer - FPL Group & FPL

2 Financial and Regulatory Business Units

3 Four functions (1) Short term cash management less than one year, (2) L.T. Corporate financing, (3) budgeting (4) forecasting.

4 Checks on ST cash or debt balances Check actual vs. budget, budget vs. forecast. Works close with tax , regulatory.
Status of financing.

5 Michael Yakira, CFO

D

Q
Q

(12) Larry IASETER

1 VP Sales and Mkt FPL
President FPL Services

2 VP - Head of business unit called Sales and Marketing
Pres-Services - FPL Services

3 VP - major function marketing programs and FPL customers. Program development approval and development to Field . Cust services implements for non ECCR and ECCR. Example of non-ECCR is effective communication to field about deregulation in other states for use by major account managers to talk to customers.

4 Not asked.

1
2
3 5 Pres-Services -- Interact with John Haney, mostly. Sometimes Denny George, and Joey B. Almost exclusively John about 2 to 3 times a week.

VP Marketing - Talks to Paul Evanson about Energy Services about once a month.

9 of 30
2.2.05

4/10/98

Q	A	B	C	D
6	Says spends about 70 % on Non ECCR and 30% on ECCR. His fixed allocation says about 80% on non ECCR and 20 on ECCR.	At present spends most of time on non ECCR. Fixed allocation is majority on non ECCR. Does not know how they came up with 63%.	It appears that Dalik Samil does not act in the same manner and the other employees we interviewed. I asked her exactly what her involvement with FPL Services was? She stated that it was a peripheral involvement. It was typical of her involvement with any of FPL Groups	When asked about his fixed allocations, said need to do it more often because things are changing. His allocation reflect the payroll dollars to the employees in his business units. Has documentation on how came up with split. Requested.
7	yes, received requests from various contractor, architects, engineers, escos. Tries to send to customer and let customer send it out. Usually send a 2 year history	Yes, from customer. Supply and demand usage. Doesn't give peak data as a rule. Gives peak data when necessary.	subs. Has to understand how it fits into forecasting of FPL Group. No day to day responsibility having to do with non-FPL companies. Never dealt with FPL Services customers. No financing required of smaller FPL entities.	N/A
8	Send peak data for Thermal Storage. If not correct meter have to put in a new meter and takes a year to get peak data with new meter.	When an energy measure is going to reduce peak load, then give peak load data. Energy measure, turning off light, motor, etc.	Does not vary fixed allocation.	N/A
9	yes to conservation. No, if they ask tell Customers have to ask him to tell.	Yes to conservation. No to recommending vendor participants.	No	No
10	Not recommended. If asked, tell.	Recommends FPL Services where customer asks for something additional that FPL doesn't have. (Engineering on customer side of meter). Doesn't know how many times recommended. Don't recommend any others. Doesn't make that many recommendations.	Not asked	Contacted about 6 or 7 customers ~~of~~ 97 in both capacities. As VP. contacted Daytona International Racway, they wanted a lighting installation - weren't happy with answers from FPL - Larry responded and resolved issues. As President of Services, went on service call to Miami Heat to get a cooling program for new arena.
10a	No	Yes, been instructed to recommend FPL Services for meeting customers	Not asked	Not asked

(10) of 30 2-2/45-10

Time 45-10 2-2 2

A

Q	A	Q	B	Q	C	Q	D
11	Denny George	11	Interacts with Denny George, when Denny come to his office in Juno, discusses proposed customer projects. Building a proposal for an ECCR program for a customer with Denny George. Working on now a proposal to CMAC of America WPB, Phase II with Denny George. In this situation customer already has a quote from Johnson Controls and is looking for another quote. Considers time when working with Denny George to be nonECCR unless it is an ECCR item. Should this be nonreg?	11	From time to time with John Haney as it relates to budgeting and forecasting.	11	Not asked
12	No	12	N/A	12	Not asked.	12	
13	Yes, Attends meetings if Services or customers request/ Attended School Board of Brevard. Also FIT, came in on completion of service program. City of Titusville - look at load control in general.	13	Yes, on one instance JFK Hospital, Sat in for another account manager who could not make it. This was in 94. See back up we have.	13	Not asked.	13	Yes
13a	Johnson - Gruman Aerospace Honeywell - Morgan Generator. Believe this is before FPL Service came into being.	13a	Yes, Johnson Controls, CMAC Phase I. Services not involved in Phase I.	13a	Not asked.	13a	Yes, As VP marketing met with Honeywell to talk about providing ECCR products. Met with then as purchasing and selling products. Not with customers.
13a1	No	13a1	N/A	13a1	Not asked.	13a1	N/A
13b	No	13b	No	13b	Not asked.	13b	N/A
14	Yes, School Board of Brevard County	14	Sent RFP to Denny George for CMAC Phase II.	14	Not asked.	14	No
15	Used to work for Qualtec in past. Taught class team leader training and managing for quality.	15	No	15	Not asked.	15	FPL Group Capital - Specific Projects.
16	NO	16	No	16	Not asked.	16	Attends strategic planning meetings for FPL Group. Mostly about FPL

A

Q

17 Rep worked with School Board of Brevard County and Services (Denny George). Customer asked for a presentation at a facilities workshop. Asked FPL to join together with FPL services for a presentation. Rep gathered into school wanted and FPL and FPL Services put draft together. Worked with Denny George. Presented first two pages and a few sentences at end. This was presented in FEb 97.

Time charged to regular meeting customers which is non ECCR. Should this time be charged to Services or nonreg?

He thinks that because school board requested them to join together they know they are separate.

B

Q

17 For documentation in file , this is JFK Hospital which he sat in on for another account manager.

C

Q

17 Not asked.

D

Q

17 but have updates about others.

COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

WP NO. 45-10

Q	(13) James Gill	Q	(14) Steve Romig	Q	(15) Ann Grealy	Q	(16) James Butcher
1	Product Development Mgr	1	Regional Manager for Gov't and Ed segment in whole state.	1	Former - Director of Government Customer Services. Now. Director of Rates and Tariff (May or June 97) Answered Q as Customer Services person.	1	Rates Product Manager for about a year
2	Sales and Marketing	2	IBS (Integrated Business Solutions) formerly CI Customer Service	2	Customer Service	2	Marketing and Sales - Larry Laseter group
3	ECCR related potential products Evaluating potential new energy saving products.. Also works on daylight dimming of lights approved research project. Non ECCR projects are power quality related products (thermal imaging). Also Non ECCR - HVAC maint and lighting maint. project for CI customers through FPL Services. He records a variance to his time allocation about 100 hours a year.	3	Manage employees who provide services to gov't and ed customers.	3	Responsible for 30 Account managers, Jacksonville to Key West. 1/2 billion in revs. Budget, make sure mangers understand objectives and targets.	3	Develop new programs so that account mangers can do their work more effectively. Also for DSM analysis. Purpose is to verify customer is on best possible rate.. Spent year selecting product to do this. Now the product has been selected and it is being customized. Also supports two products one to do with individual account analysis and one for multiple account analysis.
4	Reading product literature. Interact with account manager. Look at a product customer may bring to him.	4	Administrative, special issues, field employee coaching. Spend time with employees in field.	4	Typically on road , Sarasota all over state. Work force management. Meeting with customers at high level.	4	Developing specs for new products, rates, clauses, error correction.
5	Interacts with vendors trying to sell product for energy efficiency. Interacts with peers and account managers.	5	Interacts with customers - Account manager takes him. Also interacts with marketing, rates, external affairs, HVAC specialists, etc. Also FPL Services.	5	missed asking, but see 11	5	Account managers, Inside Account specialists, vendors who are selling FPL their products.

(13) of 30

45-10
2-2

RKY 1/10/94

COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

WP NO. 45-10

Q	Q	Q	Q Time
6 He is a fixed allocation and prepares a variance report when working on FPL Services. Spends more than half time on Non ECCR. Determined fixed allocation ~~from~~ input from manger. Mgr looked at previous person who did the job and estimated fixed allocation. According to fixed allocation 60% of time goes to Non ECCR.. Agrees with what he said.	6 Time split 70% non ECCR and 30% ECCR. New for 98 78% non ECCR and 22% ECCR. In general all percents to ECCR down for 98 because being driven by the reduction the lighting program which goals have reduced their incentives and payroll. The market is saturated and it is less cost effective to do lighting.	6 Fixed allocation is 75% non ECCR and 25 % ECCR. When work on items as described in answer to 11 considers it both non ECCRand ECCR.	6 Spent most of time on product development which is non ECCR. spent time on CiCL which is part ECCR and part not ECCR. Also 10% of time goes to Services. Working on a bill payment service (energy data Management) for services . Ability to combine different utility type bills and put in one data base so customer can see all at once. Look at outside vendors to provide this. Came up with the 10% by estimating how much time he spent on Services. Did not fill out a variance report last year.
7 No	7 No	7 NO	7 Only from customers and very infrequently,.
8 No	8 No	8 No	8 Not specifically.
9 Yes on occasion deals with customer No to recommending	9 he doesn't deal directly with customers, but goes to customers with account manager. Doe not recommend. Dealt with customers at last two meetings because of reliability problems. Do others recommend? Can't think of any specifically. Said he tells account managers to look out for customers interest. Account manager is driven by what is best for customer.	9 Yes, for customers. No for recommenda	9 No to dealing with customers who get conservation programs. No. to recommendation.
10 No	10 No	10 No	10 No

17 of 32

45.10
2.2

COMPANY:	FPL		
TITLE:	SUMMARY OF INTERVIEWS		
PERIOD:	VARIOUS		
DATE:	DECEMBER 22, 1997		
AUDITOR:	RKY		
WP NO.	45-10		
Q	Q	Q	Q
10a No	10a No	10a No	10a No
11 On the HVAC and lighting maint program working on for Services meets with John Haney and Rex Noble. Charged time to Services through variance report.	11 Interacts with John Haney and Denny George. Definitely talking about ECCR and believed this would be included in his ECCR % fixed allocation. Very rarely does he fill out a variance report.	11 Yes, went to meeting with post office with Michael Wilson, Dave langley and John Haney. Services employees do the lighting work at P.O. (Haney, Cancio). The post office asked to meet with Services people. The issues was that the P. O. didn't want to deal with alot of people so FPL brought Langley to meeting as the point of future contact. Ann's involvement is to get Langley involved. Also involved with Dade County Schools and Services people.	11 Yes, Denny George on bill payment service program. It appears that he charges time to Services for the time he works on their programs. No way of knowing whether the 10% is good.
12 N/A	12 N/A	12 N/A	12 N/A
13 No for customers	13 Yes, customer opportunities - Brevard County Schools and Marco GonzaleZ for S/ Broward Memorial.	13 Yes, don't remember could have been Dade County Schools	13 Met with services and Winn Dixie when they were asked to bid on a bill payment services to show capabilities. (A part of 10% to Services). Also attended meeting with Services with a vendor who was trying to sell FPL Services a product for the billing program.
13a Attended meetings with York and Four Seasons air conditioning companies with Services people. Services would get contract and York or Four Seasons	13a Yes, with Broward Cty Government with four different contractors 3 to 4 years ago.	13a No	13a No

COMPANY: FPL
TITLE: SUMMARY OF INTERVIEWS
PERIOD: VARIOUS
DATE: DECEMBER 22, 1997
AUDITOR: RKY

WP NO. 45-10

Q	Q	Q	Q
would deliver. Project still in an analysis stage.			
13a1 N/A	13a1 N/A	13a1 N/a	13a1 No
13b No	13b No	13b No	13b No
14 Yes, results of A/C and light maint program investigation and public information.	14 No, he does not. His managers provide load data or business evaluations like any other contractors.	14 No	14 No
15 No	15 No	15 No	15 No
16 No	16 No	16 No	16 Only unregulated is bill payment program
17 N//A	17 See 13.	17 See 11	17 See 11

A

B

Q
Q (17) Ralph Llera

Q
Q (18) Hector Maestri

Q

Q

Q

1 Territory Sales and Services Manager Only 3 in Dade County- handle smaller accounts less than 500 kwh.

1 Major Accounts Manager

2 IBS - Prior CI Customer Service

2 IBS

3 Liaison FPL and Lighting vendors in Dade County. Vendor meet standards, conflict between vendors/ customers, for example incentive agreements, etc.

3 Liaison between cust and FPL - Large C/I accounts. One point contact - billing to construction to DSM activities.

4 Go with reps to field (supervises 5 reps). Contractor calling for money, customer problems. CI Certificate preapprovals..

4 Customer visits to assess needs. Responds to inquiries. rates.

5 Customers, contractors, manuf. reps, engineers, at FPL deal with CI account reps, residential reps. At FPL Services deal with steve Greco, Patgrick James and John Haney.

5 Customers- Plant management people, Exec management people. FPL - mkt and sales group, rates, customer service, construction services personnel. Services - answering inquiries info on billing for customer.

ORIGINAL

17 of 30

45:10

2-22

8/10/98

Q	Q	Q	Q	Q
6 Spends all time in ECCR Where does he charge time when working with Services People?	6 Most of time non ECCR 70% Rest of time ECCR. 30%			
7 No	7 Yes, from FPL Services and other ESCOS. Give billing history. Customer elect consumption hourly and demand for usually a year. Takes a day at most to get info.			
8 Not to him	8 Sometimes, So that they can look at when customer using energy and decipher load patterns. Have to request from power metering. Not readily available takes a week.			
9 Yes to conservation customers. Does not recommend. Sends list of participating vendors and customer can choose.	9 Give the customer option. Many that customer can choose former current vendor. Do not give them any names in particular. May talk to them about FPL Services, tell customer FPL Services available but not to exclusion of all others.			
10 No. not me. Maybe others in the line of business	10 Has been told to promote FPL Services but not instructed to. Geisha Williams his boss at the time told him to promote. Would let customer know that FPL Services was part of FPL and that			

4/5-10
2-12

A

B

Q	Q	Q	Q	Q
	we would work any way.			
10a At first didn't answer. they said no.	10a Same as 10.			
11 Interact in same format as with any other vendor.	11 Yes, Marco Gonzalez, Denny George, John Haney and Ed Cancio. Most of time meeting meeting with customers. Considered time meet with Services ECCR time.' Sometimes at these meeting at Services request and sometimes at customers request. There to make sure customer was being treated fairly.			
12 N/A	12 N/A			
13 Customers, No. Have had Services at General meeting to inform them of lighting certificates and the process. General meting every two months. Asked how does this with other vendors. Has one on one meetings. Also invites vendors/participants to show new products to general meeting.	13 Yes see 11.			
13a No	13a At customers request yes, Doctors Hospital with their roofing insulation people.			

(1) 1 of 3a

4-5-10
2-2

Q	Q	Q	Q
13a1 No	13a1 N/A		
13b No	13b Can't remember		
14 No	14 Provides Services with Billing history, load data same as other ESCOS through writing.		
15 No	15 No		
16 No	16 No		
17 No	17 Re Metro Dade. Trying to see if they could take advantage of reductions. At County's request exploring possibilities of putting Services charges under utility bill. Services was the only people who could offer line item billing at the time.		

dg
1/1/98

(19) Susan Lyerly
1) Major Acc't Mgr. 2/97 left CFI
2) CI Cust Serv. Now IBS
3) Hospital Segment - 200 accts - anything related to their power
4) ½ in office - Construction projects
½ w/ customers
5) FPL Service Planning Dept, Acc't-billing, Customer Facilities + Engineering

1 FPL Service - Marco, Lee, Naples

Time re FPL Service - Attended meeting w/ Service people but Service people already had a Contract worked out with prior FPL Acc't mgr.

(N) 6) 50% construction > Per typical allocation 6% non ECCR
50% energy > rest ECCR.

7) Yes, customer or contractor - Usually billing history (turn around one day) Sometimes peak time of use data
8) Need SSRD meter for too data - most have it.
(A) 9) Mentioned services + they are on list
Service almost only one who offered financing.
Also gives list + recommend they call 5-10

(A) 10) Not directly, always mentioned them + the financing - especially when it started (needed to get the message out) Had brochure to give out.

(A) 10A) No but most customers are aware that Service gives told to do this by upper mgmt
11) ~~No~~ Yes
12) N/A
(A) 13) Yes, often Met w/ Service & SBHD, we never had a signed K.
(A) 13A) Work with other ESCOS also.

(14)

13 A-D N/A.

13 B. No. Service knew all major cust

14) If customer authorized

15) No

16) No

17) Note N/A - Said was asked to bring payroll dist. as of 9/24/97.

2) Wayne Beasley
1) Nat'l Account Manager - Health Care, Restaurant + Telecommunications
2) IBS
3) Provide customer service & position FPL to be the best service for customer (get FPL to be preferred provider in light of deregulation) Liaison between acct's mgrs + corporate figure
4) reliability - outage, billing, deregulation, pricing, environment discussion
5) Corporate energy mgrs., Key Acct Mgr, FPL Sales + Mkt. Distribution - Introduces FPL Service Customers to FPL Service reps if Customer requests (Customer would ask if FPL has the skills if not would introduce customer to Service + Service would make the sales.
6) 70% Non ECCR
30% ECCR - Agrees w/ fixed distribution
7) Yes - customer or vendor - 12 month history
8) No peak time
9) No. Product neutral + vendor neutral
10) No
10A) No
11) Yes
12) N/A
13) Yes - if customer feels they do not have staff + invites them.
13A) not been invited by others
13 2U N/A
13 B) No
14) Billing history if requested by customer
15) No
16) No
17) non-ECCR time charged for meeting w/ Service

2) Rebecca Chapman

1) CI MKT Sales Specialist 12/96 - 1/97

5) Interacts w/ CE customers

" w/ FPL Services

Meets w/ customers at request of acct mgr.

also (11) & (13) Would call Servis based on request of acct mgr.

Met w/ SE trainer Tools (one of the vendors Sandy FPL stole SE trainer Tools from there) Met w/ W RC Prog.

1

6) mostly ECCR - Per Fiscal division ECCR 65% ECCR 35%

FPL Servis 5%

2 (11) Marco Gonzalez, Danny Berg, John Harry

(13) Yes, attends meeting w/ FPL Servis & customers & yes just w/ FPL Servis only to find out about customer need.

(16) 5% of time charged to Servis per person & fiscal allocation

~~Marketing~~

only on job very short time

22) Michael Khoury

1) Mayor Auth Mgr.
2) Ct Cust Servs
3) 36 Customers - Hospitals, Boca Raton Hotel (Hotel), Fontana Soft. Brand Loyalty, no gov't, custom advertis - orchestrates all people result do a job.
4)
5) Cust: Directors & Engineers; FLL: Planners, Bldg, FLL Servs
6) Most non ECCR - 75-80% - Per Fixed Allocation 63% to Non ECCR + 37% to ECCR.
7) Yes - custom usually - sometimes centers
8) Take 2 days
9) Never
10) Never
10A) Mentioned casually to custom as an option. Gave them list
11) Yes Carlisle in N. Broward right next to them
12) N/A
13) Yes, Something custom is trying to do & invites list. No meeting only w/ Services
13A) No
13B) No
14) If sent in writing
17) Desktop Report every 2 weeks until 5 or 6 months ago. — Then fixed.

23) Leslie Neilson

1) Senior Major Acct Mgr. - Broward
2) IBS
3) Lead role for other acct mgrs. Coordinate area training & managers. Has own acct 45/lead rep.
4) Meeting w/ Sen Sentinel looking into fiber optics for telephone services
Meet w/ Lead Datacom talk about rate analysis + ECCH Progress
5) Many x-ft services occasionally
6) Mostly non ECCH
7) Yes. custom - next day
8) Yes next day
9) Have a list of approved vendors
(2) (X) Yes - discussed FLC Services
(X) 10) Let customer know about FLC Services + that it is available
(X) 10A) Encouraged to let customer know that they do have a new subsidy - by upper Mgmt
1 11. No # for - Ed Carino
2 13. Yes. SBBC + Ed Carino & Broward
13A. Yes SBBC before RFP was done
Yes. both before + after

Q Q Q Q Q

Q (24) Marlene Sturmer Q (25) Peter Block

1 Analyst

1 Account Manager Hospitals - Port of Palm Beach

2 Finance Risk Management - FPL Com

2 IBS

3 Work with non utility subs to analyze exposure to FPL

The reason why this person interacts with Services for to analyze the subs exposure to FPL. This person is responsible for reviewing contracts, certificates of insurance, partnership agreements, policies, limits of liabilities, warranties, etc. That is why her name was in files because she wrote letter regarding FPL Services

3 Identify customer needs and want and match with FPL items. Promote DMS programs, power quality issues, customer service.

4 certificate of coverage to a potential customer for Services. This persons time report show that she works both on utility work and non utility work.

other answers have no consequence on audit.

4 No involved with Port of Palm Beach - involved relocation - project management. Easements.

5

5 Assigned customers, service planning, trouble office, legal, market support.

6

6 Most time on customer issues - non ECCR. Did a lot of TES this year. Does

(21) of 30

45-10 2-22

8-11-98

Q Q Q Q Q

not do variance reports.

7 7 Yes, engineering firms, customers KWH, billing. turn around same day.

8 8 Not usually

9 9 Yes, conservation. No recommend vendor participants.

10 10 Not really recommended, but brought in as a potential source if feels some kind of match and let customer decide. Haven't brought in any other ESCOS.

2/22 OFFICIAL COPY

A

Q	Q	Q	Q	Q
10a	10a Yes, part of CI Customer plan to identify potential opportunities for FPL Services. This plan is part of KRA's which spells out goals. One of the line items identifies opportunities for FPL Services. If interested bring in FPL Services, try to avoid recommendation. We requested the KRA's on Jan 8, 1998	45-10 / 2-2 / 1		
11	1/2 11 Yes, Denny George, Pete Randolph, John Haney, Rex Noble, George C.			
12	12			
13	3 13 Yes, with Services and customers. Jupiter Med Center. Customer asked about Enersys. Rep said not in business but have new sub called FPL Services.			
	4 yes, met with Services people only. Pre meeting for Jupiter Medical Center.			
13a	5 13a Yes, Landis & Gyr, St. Mary Hospital.			
13a1	13a1			
13b	6 13b Yes, VA Hospital in WPB			
14	14 haven't asked for load info. but Services asked for general information about the customer, such as size, sq ft.,			

(6) of 30

45-10 / 2-2

Q

Q

what do they feel, what products can Services offer the customer.

15 No

16 Dealing with Services.

17

Q

15

16

17

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

AUDIT DISCLOSURE NO. 8

SUBJECT: FPL 1997 BUSINESS PLAN FOR CI CUSTOMER SERVICE

STATEMENT OF FACTS:

Through an employee interview, staff obtained a copy of the Fpl 1997 Business Plan for CI Customer Service. Part III, Strategies and Supporting Activities includes a line item that states: "Identification of opportunities for FPL Services.

As identified in Audit Disclosure No. 4, four of the 25 employees interviewed charged their time to FPL Services and three of these were working on special projects for FPL Services.

Opinion: Based on the business plan, FPL appears to be promoting FPL Services in the normal course of business. It also appears that not all of the FPL company employees promoting FPL Services in the course of business are charging time to FPL Services.

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1997 BUSINESS PLAN FOR CI CUSTOMER SERVICE

I. MISSION STATEMENT

CI will market and deliver energy related products and services to governmental, commercial and industrial customers in a manner that differentiates FPL from other providers.

II. CI ENVIRONMENT

1. The pace of restructuring and other competitive activities is accelerating:
   A. Regulatory and legislative initiatives have been introduced at the federal and state levels, with a number already passed.
   B. ESCo's and other suppliers are increasing their efforts to develop business relationships with our customers.
   C. Customers are more knowledgeable and are being aggressive in their efforts, especially at the chain/national account level.
   D. CI is being challenged to meet customer demands for competitive options in a regulated environment.

2. FPL's price position is changing:
   A. Our relative position has improved, but we are still not a "low cost" provider.
   B. 76% of large CI customers rate our price as "Moderate", while 16% feel it is "High or Very High".

3. The future structure of our industry and the timing of change is uncertain:
   A. We should not base planning on the assumption that any particular scenario will develop.
   B. We should work to protect FPL's future by addressing all needs of FPL's CI customers.

4. Reliability and power quality are key concerns of our customers:
   A. In 1996, only 62% of our large CI customers rated the overall quality of power as Excellent or Very Good.
   B. The 1996 rating was 10 percentage points lower than that of two years ago (72% in 1994).
   C. Customers are affected differently by various types of outages, depending on the nature of their business.
   D. Communications with customers are not always timely or effective, especially in response to trouble calls.

III. STRATEGIES AND SUPPORTING ACTIVITIES

1. Strategy: Continue to build relationships with the appropriate customer contacts / decision makers:
   A. Utilize (SAMS) customer account plans.
   B. Management and Executive visits and other targeted communications.

2. Strategy: Understand customer business needs, issues and concerns:
   A. Segmented focus on customers in groups with commonalities.
   B. Internal as well as external training opportunities for CI employees.

3. Strategy: Provide products and services that help meet customer business needs:
   A. Superior service with basic/core customer service needs.
   B. Expert DSM and energy use consultations.
   C. Provision of value added services, such as power quality analysis and solutions and rate/billing options.
   D. Identification of opportunities for FPL Services.
   E. Working with Marketing and related departments in developing responses to customer RFPs.

4. Strategy: Identify and address potential competitive scenarios affecting our customers:
   A. Gather customer/industry market intelligence.
   B. Employ Management and Executive visits.
   C. Participate in industry organizations and activities.
   D. Utilize (SAMS) customer account plans.

5. Strategy: Prepare CI to be successful in a competitive environment:
   A. Identify and implement needed system requirements.
   B. Make available the necessary training.
   C. Participate in industry seminars and workshops.
   D. Work to successfully integrate our CI field organization with the new CI Marketing group.

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p 1 12

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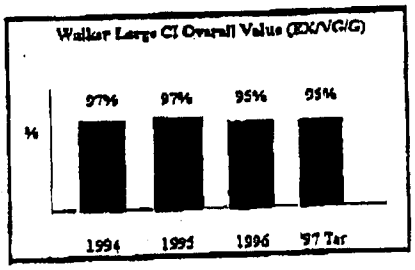
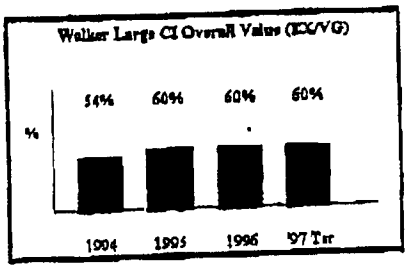
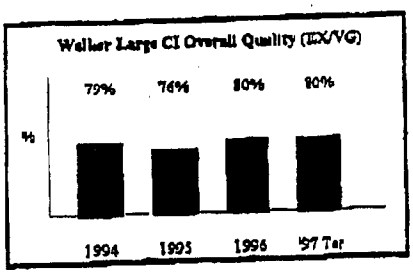
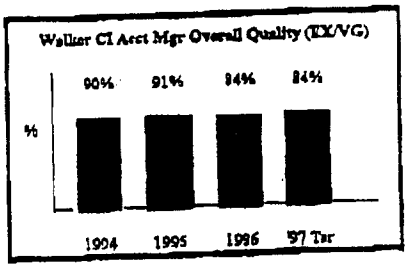
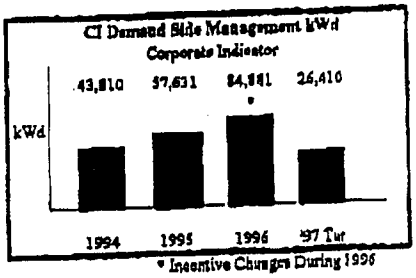
IV. CI PERFORMANCE INDICATORS



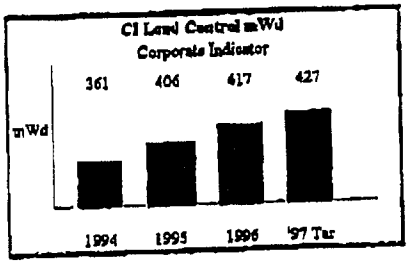


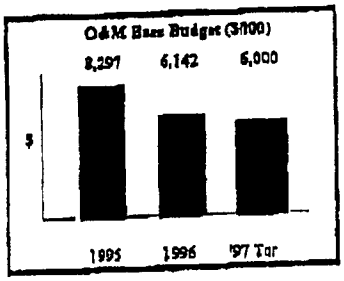


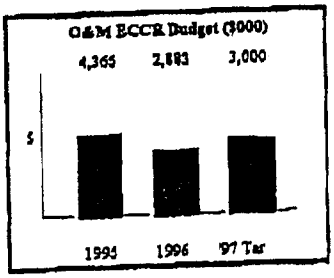




* Incentive Changes During 1996







Others:

FPSC Infractions: 1997 Target = 0

CI Reengineering Milestone: Complete IAS Implementation by the end of 1Q97

CI Reengineering Milestone: Complete MSOI Pilot by the end of 2Q97

Executive Visit Program: 1997 Target = (TBD)

Management Visits: 1997 Target = 50

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12

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Leonor Leo Busto 01/06/98 09:00 AM

To: Larry Laseter@FPL
cc: Dennis Brandt@FPL
Subject: Requested information

For the FPL marketing depts, the year to date 11/97 payroll has been charged as follows:
ECCR- 59% , BASE- 32% , BTL/GROUP - 7%

Let me know if you need any other information.

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~~2189~~

INTERVIEW NAME Blake Morrison DATE 12/4/97
INTV BY BJ

1. Job Title
FPL C/I Tech. Specialist
FPL Senior - Time Varied - CI Tech Specialist
2. Business Unit
MKT C/I

3. Please describe your responsibilities.
1 FPL Senior - developing distrib cooling business - selling chilled
2 water - building a central plant

4. Please describe a day of typical activities.
ECCR - Request thru FPL acct mgr. to assist
one of his Acct & looks at alternative - on site generation
+ co-generation
Business Energy Evaluation Program
differ from acct Mgrs - staff level technical Specialist.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Types - Clients & Engineers Energy C/I customers
FPL - Multiple layers & depts. varies - looks at design options might be involved in T&D.
FPL Senior - decision makers in customer

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews). Agrees w/ distribution
Alt Energy Syst - Gas Tech - Evaluate for
Co-Generation Gas Cooling

45-10
2-3

7. If receive requests and give out info for load data, ask what kind of information do they supply?

FPL - load data - access to acct mgmt systems
FPL Servis - not allowed to access that info.
unless customer submits form to ask FPL for data
FPL Servis - can't get into syst.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Some cases peak demand impt.
eg. customer want to chg pat

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

specialize for gas &
analyze all types & attend
Provide analysis servis

10. If you recommend, who do you recommend? How do you decide to recommend?

did you ever recommend FPL Servis? To whom?
NO
always have to be objective
approved
tell ones FPL Servis

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

45-10
2-3

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

Been in meeting w/ other Vendors - multiple clients

Vendors & Co - op w/ big customers

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

Worked w ESI in last year
when working w/ ESI start
time varied
varies by report

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

(4) 0811 45-10 2-3

46

Blake Morrison

How did you determine tht 80% of your time is allocated to FPL Services? What do you do for them?

What is AES Eval and Monitoring?

Note to RY - Ask KW for 55-17.

1 Per KW 55-17 is an E mail from David Smith, a regulated employee, to Rob Risley, a Service Employee and Balke Morison, a regulated employee on 7/1197 state "The most opportunities lie with this committee and FPL Services is the primary way we can bring the resources to bear on
2 this project for Tropicana.

Project to provide assistance from FPL Services side - Want as service rep.

David Smith coordinating. Working w/ customers
3 Due to mgr. - for Tropicana plant in east coast.

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5 of 11 4/5-10 2-3

A4A2 FIXED DISTRIBUTION / EMP# 290426796 INQUIRY EFF DATE (46)
PAY ENTITY XM NAME MORRISON,BLAKE B
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00003

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
AR - PL Services		00085 4642	99	000	010	093	80.00
AES Eval + Monitoring EE&R		0131	91	000	020	085	20.00
at Georgia Energy Systems							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

8/92

TS0014-ENTER UPDATES OR CONTINUE PAGING

CI Spec I CI Mkt + Field Supt

0131 - Expenses in connection w/ AES evaluation + monitoring activities included in BEE program - what is this?

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(6) of 11 45-10 2-3

A4A2 FIXED DISTRIBUTION / EMP# 290426/90 INQUIRY EFF DATE
PAY ENTITY XM NAME MORRISON,BLAKE B (46)
TAX ENTITY 00001 EFF DATE 11/20/95 PAGE 00002

LOCN	WORK ORDER	ER COMP	-ACCOUNT- SECT	LOC	CHG PERCENT
00085					100.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
			TOTAL PERCENT		100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

085
Area Mgmt - ECCR 7100 90 - 000020 .71%
Area Mgmt Acct Non ECCR 7110 90 000 020 29.%

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2-3

INTERVIEW NAME Blake Morrison DATE 12/15/97
INTV BY ~~Rick Young~~

1. Job Title
CI Tech Specialist / W/FPL Services also

2. Business Unit
Sales & Mktg. CII

3. Please describe your responsibilities.
Alternate Gas Energy Systems
1 Non-reg perspective — Developing a District Cooling Business for Services
— Selling Chilled Waters
2 4. Please describe a day of typical activities.
Request from acct manager to look at alternative
or co-gen
Works on Business Energy Evaluator Program.
Does highly specialized analyses

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Director of Engineering for the Customer
Rates
Transmission & Dist.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

1 day per week AES

45-10
2-3

7. If receive requests and give out info for load data, ask what kind of information do they supply?

yes has access to SAMS
Can access for Services

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Sometimes

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

yes

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

NO

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

yes - is one

Q of 11 45-10 2-3

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

No

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

~~N/A~~ yes - chiller mfr rep co-gen technologies

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No one

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

ESI - Did a variance report.

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

Same

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

1 Tropicana project -
Worked as a FPL Service
Rep.
Acct Mgr initiated contact

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INTERVIEW NAME John Lisf DATE 12/16/97
INTV BY RJF

1. Job Title
Technical Spec. A/C refrig heat & vent HVAC
Engineer Mechanical & Agricultural Tech Spec.

2. Business Unit
SCI - Southern Comm'l Ind. Service

3. Please describe your responsibilities.
Main resp. - assist Acct Mgrs.
Support Acct Mgrs. - Support any HVAC -
Process & make sure all rebates follow program - qualifying & Rebates
Secondly analyze payback savings etc w/ Ag Engrg
4. Please describe a day of typical activities.
Third - Value what saves even though no rebate
look at general audit - overall mix of A/C plant.
Fourth - Industry Contact for A/C existing - Industry aware of rebate
program. - Control - Engrs & Equip Vendors.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Acct Mgrs.
Talk w/ alot of vendors -
~~Cold~~ Engineering Society

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) Energy Conservation All ECCR.

---

4. (1) Going w/ an Acct Mgr.
Talking to customer about procedures program.
how qualify for program - procedures
for verifying installed & testing for
FPL rebate. -
(2) Process rebate
(3) Field to see installation complete.

Third Ct. of Appeals
GSA Bldg. West Coast.

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7. If receive requests and give out info for load data, ask what kind of information do they supply?

Usually, not front line
Usually, ~~not~~ the acct mgr.
go into system & get data

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Asks himself for peak TOU data
& gets w/ system

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Way I handle - tell customer what type of vendor or what type of area - list of participating vendors are supplied to customer by acct mgr.
Customer has engineer & engineer usually specifies

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Services? To whom?
Usually do if customer says how can I get guaranteed savings. Guaranteed savings - then give short list. Four performance Contracts Johnson Honeywell Landis + Services
Controls value added service - not ECCR.

10A. Have you ever been instructed to recommend FPL Services to customers? Who instructed you? Why?

No. Tries to make sure fair & conf.

11. Do you or did you ever interact with any FPL Services employees?

No

Florida Power & Light Company
9250 W. Flagler Street
Miami, FL 33174
305 552-3657 Fax 305 552-4120
Beeper 1-800-447-2433 #7094

John Wix
Technical Specialist

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Servis people
Servis usually buys lunch
Don't do any work + attend no meeting

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

No
Usually stay away from vendors because
wants to stay neutral

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?

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15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

100% ECCR

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Every 2 weeks
chill
TEC
DX
Actually do by WO every 2 weeks.

IP

INTERVIEW NAME John Nix DATE 12/16/97
INTV BY

1. Job Title
Tech. Spec. - General
A/C / Refr + H+V ACHV tech spec - Engineer - Mechanical
- Agricultural
2. Business Unit
SCI - Southern Comm Ind. Customer Service

3. Please describe your responsibilities.
Assist Account Managers
all HVAC Building, provide stds 1), process paperwork 2) quality rebates for 4 AC program + savings 3) value added SVS something else re qualifying for rebate 4) Eng. contr, vendor

4. Please describe a day of typical activities.
1) Talking to customer about programs
2) process as discussed #3
3) Ice storage/thermal - add on to cooler/chiller plant

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers. 1) Account Managers
Vendors who call with q's, what are requirements
Engineering Society Asks ? -

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

100% ECCR

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Account Manager gets it sometimes

He can get data also

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

→ for his use.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

He gives customers what type of vendor - participating vendor listing (provided to customer by Acct Manager.

He looks at proposals w/ Eng of customer + customers engineer picks vendor.

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Servis? To whom?

(not in ECCR - rebates - value added SVS) Performance Contracting Listing

1 Don Shula concerned with saving $ - 4 in list - one is FPL SVS

Mechanical cost installed - (A new Temp)

Landys, Johnson Honeywell

2 10A. Have you ever been instructed to recommend FPL Services to customers? Who instructed you? Why?

→ Tries to be fair, confidential, neutral because of industry contracts

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11. Do you or did you ever interact with any FPL Services employees? Who?

no

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

no.

They have their own

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

letter - getting information about issues
I gave this info to Johnson. Johnson got contract
2 Barry Pitt

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NA.

14. Do you provide FPL Services employees data? If so, what kind of data?

no

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

no

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

all ecct. — 2 weeks time repair based on work orders

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

A4A2 FIXED DISTRIBUTION / EMP# 264024055 INQUIRY EFF DATE (49)
PAY ENTITY XM NAME NIX,JOHN H
TAX ENTITY 00001 EFF DATE 02/15/96 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Comm'l Thermal Ener Sty ECCR	08362	5547	90	000	000	361	35.00
Chiller Water Cooled ECCR		5545	90	000	000	361	35.00
CI Hi Eff Splt Pkg DX AC ECCR		1904	91	000	000	361	15.00
CI Hi Eff Air cooled Chiller ECCR		1905	91	000	000	361	15.00
Eff Enhancement Prog ECCR							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

CI Split HP N Duct Cooled

Who included contact of Miami Beach Conv Center?

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(49)

John Nix

According to his fixed distribution, works entirely on ECCR - see if his answers to the 13 questions agrees with this.

1 A letter from John Nix, a regulated employee, to the Miami Beach Convention Center 5/8/96 states: "to assist you in evaluating and implementing energy management projects such as TES, FPL has set up FPL Services. FPL Services is a full service company which develops, designs, installs, and invests in cost effective energy management projects.

If FPL Services completer turn-key service or part of the service is of interest, I will be please to arrange for additional information."

When you work with Energy Services, under what work order is your time charged? Which ECCR program?

2 Who initiated contact with Miami Beach Convention Center? can't recall.

Did you initiate contact with any others?

3 MBCC - wanted to find out what is TES + how do you use this. His position can tell you more about it. When gone this letter

4 to them also gone to Johnson

5 Contacts Barry Pitts + Johnson

6 Contacts has continued.

1 of 2 pages 45-10 2-4

Florida Power & Light Company, P.O. Box 029311, Miami, FL 33102-9311

FPL

CONFIDENTIAL

(49)

May 8, 1996

Mr. Steve Clark
Director of Operation
Miami Beach Convention Center
1901 Convention Center Dr
Miami Beach, FL 33139

RE: Miami Beach Convention Center
Thermal Energy Storage (TES)
Benefits/Cost Analysis

Dear Mr. Clark:

FPL recommends that a Thermal Energy Ice Storage System be installed as a measure to reduce the Miami Beach Convention Center's cooling cost.

1 The attached benefit/cost analysis indicates that a TES system could provide annual electric savings of
2 $110,017. The TES installation, which consisted of ice tanks, interconnecting piping, controls, etc., cost
3 is estimated at $912,500. Deducting FPL's incentive payment of $297,000 to remove 900 tons from the FPL's on peak time, results in a net cost of $615,500. The resulting payback period is 5.6 years.

4 The next step is to enroll the Convention Center in the FPL TES program by signing the attached program participation agreement. This would allows you to proceed with a site-specific feasibility study, to be conducted by a Florida Professional Engineer, and receive up to $2,500 from FPL. This study would provide a more detail system design, based on the established building cooling load.

To assist you in evaluating and implementing energy management projects such as TES, FPL has set-up FPL Services. FPL Services is a full service company which develops, designs, installs and invests in cost-effective energy management projects.

If FPL Energy Services complete turn-key service or part of the service is of interest, I will be please to arrange for additional information.

If you have any questions, please contact me at (305) 552-3657.

Sincerely yours,

John H Nix

John H. Nix
FPL HVAC Technical Specialist

JHN/am
attachments

(11) of 12 45-10 2-4

CONFIDENTIAL

MIAMI BEACH CONVENTION CENTER
TES BENEFIT/COST ANALYSIS SUMMARY

This analysis assumes a 1200 ton, ice making chiller is to be installed in the main chiller plant as a replacement for 1200 tons of energy inefficient, high maintenance chillers, with environmentally unfriendly refrigerant located in the SW chiller room.

This new 1200 ton chiller will be used as a ice making chiller only.

The building's yearly cooling load profile was modeled based on the size and time of annual events.

The convention center's 2700 ton peak building load occurs in February and October.

Currently this peak cooling load is served by three existing 1200 ton, non-ice making chillers.

The 1200 ton size for the new chiller was selected, such that it could serve as a back-up for any of the three existing chillers.

The benefit/cost analysis determined the maximum amount of ice the new 1200 ton chiller could make. This ice capacity was then used to maximize the unloading of the existing chiller plant. The amount of cooling required from the existing chiller plant after ice cooling was modeled on a hour by hour basics for each month, based on the combination of events happen that month.

The peak chiller plant tons capable of being shifted to ice cooling during FPL summer peak period, April 1 thru October 31, between 12pm to 9pm, is 900 tons in October.

The peak chiller plant tons capable of being shifted to ice cooling during FPL winter period, November 1 thru March 31, between 6am to 10 am and 6pm to 10pm is 2100 tons in February.

However, the 900 ton summer peak shift is the source by which the FPL rebate of $330 per ton is based. A 900 ton summer-peak shift provides a FPL cash incentive of $297,000. This should pay for nearly a third of the estimated $912,000 ice storage system cost. Annual cooling cost savings of $110,017 provides a 5.6 year payback of the required $615,500 investment cost.

An ice cooling system is an excellent tool to reduce the convention center's cooling cost.

Don't delay, start the process today.

INTERVIEW NAME Kathy Schmidt DATE 12/17/97
INTV BY Ky

1. Job Title
Field Specialist

2. Business Unit
IBS Integrated Business Solutions C/I

3. Please describe your responsibilities. 3 Main areas (1) all field customer service visits Collect Cty. Energy Survey. - Meter checks - possible switch rate audits (2) Program Sales Mgr. for light incentive program deals pitch vendor participation + FPL regs (field reps, dealers or other sales reps) (3) HVAC Specialist Chill + TES.

4. Please describe a day of typical activities.
field appt. Energy Survey. lighting - Custom wants you to look at entire facility
Incentive certified - more for lighting - Volume not as hi as HVAC

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
other program sales in lighting
Customers / Vendors / Contractors
Cindy
Terry Hall
Frank Barbaugh (gov't.)
Field Reps. Naples Joe Powell
Ft. Myers Ft Don Jones
Punta Gorda Don McCarty

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
BEC 1/3
Lighting 1/3
HVAC 1/3
} all ECCR

10 or 20% Non ECCR - Good notes -
10 or 15%

7. If receive requests and give out info for load data, ask what kind of information do they supply?
Receive request from lighting vendor.
require form from customer (light release to custom
+ custom sent to vendor) same day

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?
NO.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
List 3 participating vendors that have signed up w/ prog.
Have natural FPL Servs but no on many

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servs? To whom?
NO

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?
NO
I know don't Mgr. instructed to hi light
that was a possibility -
But she needs to trent FPL Servs like

11. Do you or did you ever interact with any FPL Services employees? Who?
1 Dan Hall Source
2 Hall Sabey - FPL Servs. Postal Family
wants + did post lighting incentive in order to pay rebates
3 Rob Risley - dealt with him for A/C - Ritz Carlton

45-10
2-5

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

1 Yes - attended meeting w/ Ritz Carlton Tony invited to Ritz Carlton
2 as ECCR rep. time changed to TES + Chiller.
Various reports — eg. 3 day light class changed light only.

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

3 Couple meetings w/ customers with light by vendor. (GE Supply)
4 Electricity Inc. for golf carts.

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No.

14. Do you provide FPL Services employees data? If so, what kind of data?

Would require some cust authorization

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

E-Mail - Customer met with FPL Semi territory then hospital

Customer has personal acct some FPL Semi territory

Forwarded for help. — acct mgmt Fwd Non ECCR

100% positive not FPL Services for the rest of the Company.

INTERVIEW NAME Kathy Schmidt DATE 12/17/97
INTV BY RY

1. Job Title
Field Specialist

2. Business Unit
FBS

3. Please describe your responsibilities.
3 areas - field customer service (Investigates field problems, Program Sales Vendor for CI Lg, HVAC Specialist on meter)
Energy Surveys
Pending work Orders - check

4. Please describe a day of typical activities.
Field appts - energy surveys
Customer wants advice on how to reduce bills
Signs incentive Certificate - does field inspections

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Field Reps Joe Powell Door Jones Jerry Hall
Sales Reps for Medium Frank Lalagi
Other Program Mgrs. - Customers Contractors

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Check on Meters 10-15%
Energy Surveys 1/3
Lighting 1/3
HVAC 1/3
} 90%

does do variance reports

3 of 13 45-10 2-5

7. If receive requests and give out info for load data, ask what kind of information do they supply?

yes. Lighting vendor
Same day

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Gives List of Participating Vendors
Does not recommend

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

just list

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

No

Asst Mgrs were instructed to highlight FPL Services was a possibility

11. Do you or did you ever interact with any FPL Services employees? Who?

1 Rob Rusley - Ritz
2 Yes. Dan Hall
3 Hale Seneca (Post Office)

6 of 13 45.10 2-5

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Servic people

1 Yes Rits as HVAC Specialists
Changed to Thermal Energy as Chiller

13A. Do you attend meeting with any of the ~~vendor/participants~~ ESCO's besides FPL Services?

2 W/ Lighting vendor GE Supply
3 a few years ago Electricity Inc

13A(1). For Womble, Bloch, Kindard, Hall, Feilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No

7 of 13 45-10 2-5

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Hospital in Cape Coral was looking at lighting - Some in FPL Territory & Some were not - Rob asked Kathy for help

Should time be Non-reg - Changed to Acct mgmt - Non ECCR.

CONFIDENTIAL

45-10
2-5

Author: Kathy Schmitt at USFPL620
Date: ~~4/7/97 10:56 AM~~
Priority: Normal
TO: Rob Risley
Subject: Re: T8 vs T10

62

---------- Message Contents ----------

I would like to compare the following:

ALL COSTS BELOW DO NOT INCLUDE LABOR

-Base Case - T12, 4 (assume 34 w)bulb fixtures, magnetic ballasts

Maintained Lumens (before leaving the fixture)	8023 lumens
using 17% light loss in the fixture	6659 lumens
energy	164 watts

-Alt one - T10, 2 bulb fixtures, same ballasts, reflectors
T10, same system, enough bulbs to maintain light levels

Maintained Lumens (assuming no loss)	6059 lumens
energy	101 watts
cost $10 each lamps; reflector $25	$45

FOR 3 T10 lamps

maintained lumens	9089 lumens
using 17% light loss in fixture	7543 lumens
energy	156 watts
cost	$30

concern: spacing of three lamps in existing fixture - would probably need to alter the socket bar for an even distribution.

NOTE: T10 LAMPS HAVE A 24,000 HOUR RATE LIFE

-Alt two - T8, 2 bulb fixtures, elec ballasts, reflectors(?)
T8, same system, again ensuring light levels stay the same

maintained lumen with reflector	4565 lumens
energy	62 watts
cost $2 T8 lamp, $25 for electronic 2 lamp ballast	$55

~~$3.9pz~~

45-10
2-5

3 T8S, ELECTRONIC BALLAST WITHOUT REFLECTOR

9 of 13

CONFIDENTIAL

Author: Billy Newberry at USFPL620
Date: 4/1/97 11:55 AM
Priority: Normal
TO: Rob Risley
Subject: Lee Health & T10 lamps

---------- Message Contents ----------

Billy ,

I'm at GB for a 2 day lighting meeting. Can't quite seem to connect with you on the phone.

I would recommend that the hospital consider T8s along with the T10 lamps. The lamp cost of the T8 will be quite less than the T10, mostly due to volume. $2 -$3 vs $8-$10

If there is any concern using the electronic ballasts in a hospital environment, they should investigate hybrid ballasts with a T8 lamps.

Kathy

CONFIDENTIAL

10 of 13

(62)

Kathy Schmitt

How did you determine you percent allocations at 4/28/97?

When you work with the people at FPL Services, under work order is your time charged.

Show the E. Mail to her.

(11) of 13 45-10 2-5

A4A2 FIXED DISTRIBUTION / EMP# 494747272 INQUIRY EFF DATE (62)
PAY ENTITY XM NAME SCHMITT,KATHY L
TAX ENTITY 00001 EFF DATE 04/28/97 PAGE 00007

fs 122

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
CI Hi Eff. Sgl Pkg AC (ECCR)	05555	1904	91	000	000	360	10.00
less CI Eff Lite Prog - (ECCR)		1790	91	000	000	360	25.00
BEE-WALK TRRU (ECCR)		5542	90	000	000	360	15.00
Other Assigned Acct (Non ECCR)		5702	90	000	000	360	15.00
Major Acct Non (ECCR)		5697	90	000	000	360	5.00
Comm'l Thermal Energy Stg (ECCR)		5547	90	000	000	360	15.00
Chiller Water Cooled (ECCR)		5545	90	000	000	360	15.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Cust Serv. Field I

74. Land Cust Services

5702 - Expenses in Connection w/ other assigned accts customers with less than 500 kW demand & 55% load factor - all activities except ECCR DN alternative energy studies

CONFIDENTIAL

(12) of 13 45-10 2-3

A4A2 FIXED DISTRIBUTION / EMP# 494747272 INQUIRY EFF DATE (62)
PAY ENTITY XM NAME SCHMITT,KATHY L
TAX ENTITY 00001 EFF DATE 04/17/93

8 2 22

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct - Non ECCR	05555	5697	90	000	000	355	29.00
BEE WALK THRU - ECCR		5542	90	000	000	355	23.00
New CI Eff Lite Prog - ECCR		1790	91	000	000	355	12.00
CI Hi Eff Split Pkg - A/C Prg ECCR		1904	91	000	000	355	5.00
~~CI Load Control Prog~~ Other Designed Acct. Non ECCR		5702	90	000	000	355	30.00
CI Load Control Prog		1142	90	000	000	355	1.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

CONFIDENTIAL

(13) of 13 45.10 2-5

(25)

Jocelyn Wright

According to your fixed distribution, 67% of your time is spent on non ECCR major accounts. How did you determine that %?

1 According to Marco Gonzalez files, you worked with him on the Park Summit account
2 (Marriott) and the Parker Dorado condo association.

3 What was your role? Did you recommend Services to Parker Dorado? Did you recommend
4 services to Park Summit?

Under what work order was your time charged to while working with Energy Services? ECCR? Or non ECCR?

Explain FPL Services + wanted meeting w/ FPL Services + the set up.

(1) of 14 45-10 / 2-6

INTERVIEW NAME Jocelyn Ulright DATE 12/15/97
INTV BY ~~Ruth Young~~

1. Job Title Territorial Manager

2. Business Unit C/I

3. Please describe your responsibilities.
Meet w/ Customers & determine energy needs

4. Please describe a day of typical activities.
Makes appointments
Talks to customers about energy survey
Schedules another meeting w/ recommendations
500 kW to 1000 kW all Broward
7 yrs.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
CI Lead Reps
Field Reps
Construction Services - meet buyer needs
Customer Service
Revenue Recovery - deposits
Acctg.
Other CI depts in other areas
Marco Gonzalez - Sales

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews)

Never filled a Variation report.

Allocation accurate

Asked what a Variation report was ☆☆☆

Q 05/14 4510 2-6

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Acct. summary report 24hr usage for 2 mth KW demand
Get from SAMS
Sometimes Peak Time of Use (Rate Analysis)

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servic? To whom?

Does explain about FPL Services but does not recommend.

Sometimes gives 2 or 3 names of other vendors if they know the

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why? No

11. Do you or did you ever interact with any FPL Services employees? Who?

I Marco

2 08/14 45-10 2-6

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Contacted Marcs after customer expresses interest

went to initial meeting

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

No

2 Yes Honeywell, Simplex

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No

4/5-10
2-6

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

5697 - allocation

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

INTERVIEW NAME Joycelyn Wright DATE _____ INTV BY _____

1. Job Title

Territorial Mgr.

2. Business Unit

CI I

3. Please describe your responsibilities.

Meet w/ customer determine energy needs.
general determine energy needs
if it pertains to Cons. - record proper.

4. Please describe a day of typical activities. entire Brwd. Cty. Schedule appts - cust call in & ask how to use it. CI I serves yes.
Process provide energy survey
after survey - provide detailed report
Schedule another meeting - explain second to cust.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

CI I Lead Reps.
Field Reps
Construct Services
Custom Service

Revenue Recovery (deposits)
Cust Dept.
other CI I depts in other areas of Cty.
Marco Gonzalez.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Meeting customer basic needs.

Do not know how CTG determined

Think accurate does if file maintained right.

6 of 14 45-10 2-6

7. If receive requests and give out info for load data, ask what kind of information do they supply?
Acct & Service Right
KWH usage - 24 month
KW Demand
SAMS

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?
Usually just ask for Previous right.
Sometimes request Time of Use Analysis from SAMS
(called rate analysis)

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
NO.

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servies? To whom?
Explain to them about FPL Servies by to
Customer what they want to buy - ? feel some or else.
If know of another vendor - let them know other vendors out there

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?
NO

11. Do you or did you ever interact with any FPL Services employees? Who?
I Marcos Crozier

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Custom wanted to bring FPL Servis in Contact
/ Mario + Les initiated custom
went to one meeting - initial meeting
Request bring FPL in.

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

NO
2 Honeywell - Vendor + Custom Mechanical A/C Vendor.
3 Sinplex Light Vendors

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

NO
Not unless
written letter from
Custom

8 of 14 45 to 2-6

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

I Work w/ Mario Leon. Time is charged to 5697 Mgr acct.

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

9/10/14 45-10 2-6

A4A2 FIXED DISTRIBUTION / EMP# 250177342 INQUIRY EFF DATE (75)
PAY ENTITY XM NAME WRIGHT,JOCELYN M
TAX ENTITY 00001 EFF DATE 10/15/94 PAGE 0000

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Mgr Acct (Non) ECCR	07760	5697	90	000	000	360	67.00
CI Load Control EECR		1142	90	000	000	360	4.00
Chiller Water Cooled CCR		5545	90	000	000	360	8.00
CI Hi Eff Split Pkg A/C Prog ECCR		1904	91	000	000	360	6.00
New CI Eff Lite Prog - ECCR		1790	91	000	000	360	15.00
							0.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Cust Service Field I

Ft. Land Cust Serv

CONFIDENTIAL

(10) 01/14 45-10 2-6

PBC

(75)

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 5/15/97
Time: 9:33PM
Number of Contacts: 1

A B

2 Company: PARKER DORADO
3 Contact: Joe Ingrasia
Phone: 954-458-8550 Ext:
4 Title: Dir
5 Sec:
6 Dear: Joe
7

Address: 3180 S. Ocean Dr.
CC:
City: Hallandale
State: FL
Zip Code: 33009

Call:
8a Meeting: 5/16/97 3:00PM
To-do:

RE:
RE: Evaluation meeting
RE:

Last Results:
ID/Status:

Referred by:

Cycle: B
8b Type: EMS, HVAC, CIL, Boiler
Reported:

Rev:
Pot: 300
AM: Jocelyn Wright

Proj No:
Locations:
Group:

8c Contact: Joe Ingrasia
Phone: Ext:
Address 1:

City:
State:
Zip:

Asst 1:
Title:
Phone: Ext:
Last Reach:

Asst 2:
Title:
Phone: Ext:
Last Reach:

Bus:
Group:
Poduct:

Sector:
Finance:
Ref by: Jocelyn Wright

History:
There is no history for this contact.

Notes:
There are no notes for this contact.

Activities:
9 Meeting 5/16/97 3:00PM Evaluation meeting

[redacted]

4Y-10
2-6

~~Settpt~~ (11) 6 of 14

Parker Dorado
Condominium Association Inc.

3180 South Ocean Drive • Hallandale, Florida 33009 • Dade: 944-3056 Broward: 458-8550

May 19, 1997

TO: Josh Wright, FP&L
FAX 321-2173

We hereby grant permission to give our 24-month billing history to Marco Gonzalez with FP&L's Services.

Very truly yours,

PARKER DORADO CONDOMINIUM ASSOCIATION, INC.

Joseph Ingrassia
Property Manager

~~53-44-92~~ 45-10 2-6 (12) of 14

ACCOUNT SUMMARY FOR: 1 PARKER DORADO CONDOMINIUM ASSOC INC
2 3180 S OCEAN DR # HM
3 # 64542-50900

ANALYSIS DATE: 5/19/97

ENERGY AND BILLING DATA

A DATE	B DAYS	C KWH / MONTH	D KWH/DAY	E ON-PEAK KWH	F % ON-PEAK KWH	G ON-PEAK ENERGY CHARGE CENTS/KWH	H OFF-PEAK ENERGY CHARGE CENTS/KWH	I OVERALL CENTS/KWH	J ACTUAL KWD/MTH	K ON-PEAK KWD	L ON-PEAK DEM.CHG $/KWD	M % L.F. ON-PK	N % L.F. MAX	O NON - UTILITY TAXES**	P BASE ELECTRIC AMOUNT	Q TOTAL ELECTRICAL AMOUNT*
04/28/97	31	260,000	8,387	66,523	25.59%	4.550	4.140	$.051	468	431	$9.66	77.45%	74.67%	$1,978.00	$13,218.36	$15,196.36
03/28/97	29	251,200	8,662	61,425	24.45%	4.390	4.160	$.052	479	414	$10.35	79.59%	75.35%	$1,842.96	$13,025.67	$14,868.63
02/27/97	30	232,000	7,733	56,002	24.14%	4.400	4.170	$.054	467	467	$9.66	62.18%	69.00%	$1,786.59	$12,526.79	$14,313.38
01/28/97	32	248,800	7,775	54,475	21.90%	4.390	4.160	$.052	434	408	$10.45	64.90%	74.64%	$1,827.87	$12,908.85	$14,736.72
12/27/96	32	251,200	7,850	57,820	23.02%	4.390	4.160	$.052	433	419	$10.27	67.08%	75.54%	$1,845.35	$13,035.67	$14,881.02
11/25/96	32	283,200	8,850	69,046	24.38%	4.360	4.140	$.051	511	491	$9.31	68.36%	72.16%	$2,031.36	$14,411.66	$16,443.02
10/24/96	29	280,000	9,655	78,993	28.21%	4.360	4.140	$.051	486	486	$9.37	87.18%	82.78%	$2,015.46	$14,302.50	$16,317.96
09/25/96	30	304,800	10,160	80,951	26.56%	4.490	4.030	$.049	505	505	$8.47	83.12%	83.83%	$2,082.12	$14,851.93	$16,934.05
08/26/96	31	332,800	10,735	87,869	26.40%	4.470	4.020	$.048	511	511	$8.38	86.29%	87.54%	$2,210.62	$15,845.39	$18,056.01
07/26/96	30	317,600	10,587	86,651	27.28%	4.480	4.030	$.048	513	512	$8.38	87.75%	85.99%	$2,143.55	$15,327.98	$17,471.53
06/26/96	29	275,200	9,490	77,872	28.30%	4.360	3.910	$.049	473	473	$8.84	88.31%	83.59%	$1,908.67	$13,378.04	$15,286.71
05/28/96	32	291,200	9,100	73,749	25.33%	4.350	3.900	$.048	496	496	$8.57	72.28%	76.44%	$1,987.86	$13,949.16	$15,937.02
	31	277,333	9,082	70,948	25.46%	4.416	4.080	$0.050	481	468	$9.31	77.04%	78.46%	$1,971.70	$13,898.50	$15,870.20
TOTALS		3,328,000		851,376										$23,660.41	$166,782.00	$190,442.41
04/26/96	29	242,400	8,359	66,508	27.44%	4.390	3.930	$.050	428	410	$9.74	87.01%	81.37%	$1,733.60	$12,087.54	$13,821.14
03/28/96	29	217,600	7,503	54,908	25.23%	3.840	3.770	$.051	444	434	$10.61	67.86%	70.42%	$1,660.21	$11,182.30	$12,842.51
02/28/96	29	213,600	7,366	52,647	24.65%	3.840	3.770	$.051	423	417	$10.87	67.72%	72.55%	$1,632.54	$10,993.22	$12,625.76
01/30/96	32	240,800	7,525	51,043	21.20%	3.820	3.750	$.050	508	442	$10.48	58.14%	61.72%	$1,762.84	$11,930.07	$13,692.91
12/29/95	31	229,600	7,406	54,648	23.80%	3.830	3.760	$.050	423	416	$10.88	65.92%	72.96%	$1,699.39	$11,487.30	$13,186.69
11/28/95	33	279,200	8,461	63,564	22.77%	3.800	3.730	$.047	454	451	$10.28	68.44%	77.65%	$1,930.79	$13,163.04	$15,093.83
10/26/95	29	299,200	10,317	83,350	27.86%	3.790	3.720	$.047	508	508	$9.60	88.01%	84.62%	$2,051.79	$14,008.71	$16,060.50
09/27/95	30	308,000	10,267	82,606	26.82%	3.880	3.620	$.044	504	504	$8.17	84.99%	84.88%	$1,969.17	$13,500.51	$15,469.68
08/28/95	31	316,000	10,194	80,950	25.62%	3.870	3.610	$.043	507	507	$8.13	80.12%	83.77%	$2,003.36	$13,745.64	$15,749.00
07/28/95	30	303,200	10,107	80,850	26.67%	3.880	3.620	$.044	489	475	$8.48	88.26%	86.12%	$1,935.92	$13,274.32	$15,210.24
06/28/95	29	288,800	9,959	78,955	27.34%	3.890	3.620	$.045	505	505	$8.17	83.86%	82.17%	$1,888.66	$12,911.35	$14,800.01
05/30/95	32	306,400	9,575	78,536	25.63%	3.880	3.620	$.044	489	487	$8.48	78.39%	81.59%	$1,962.13	$13,444.51	$15,406.64
	30	270,400	8,920	69,047	25.42%	3.893	3.710	$0.047	474	463	$9.49	76.23%	78.32%	$1,852.53	$12,644.04	$14,496.58
TOTALS		3,244,800		828,585										$22,230.40	$151,728.51	$173,958.91

12 MONTH COMPARISON

CURRENT MONTHS TO PREVIOUS MONTHS COMPARISON:***

	THIS YEAR	LAST YEAR	NC/DEC/N	CHANGE	% CHANGE
TOTAL KWH CONSUMPTION:	3,328,000	3,244,800	INCREASE	83,200	2.56%
AVG.KWH/MONTH	277,333	270,400	INCREASE	6,933	2.56%
AVG.KWH/DAY	9,082	8,920	INCREASE	162	1.82%
AVG ON-PEAK KWH	70,948	69,047	INCREASE	1,901	2.75%
% ON-PEAK KWH	25.46%	25.42%	INCREASE	0.04%	0.18%
ON-PK ENRGY CHRG (Cents/Kwh)	4.416	3.893	INCREASE	$0.523	13.44%
OFF-PK ENRGY CHRG (Cents/Kwh)	4.080	3.710	INCREASE	$0.370	9.97%
AVG. KWD/MONTH	481	474	INCREASE	8	1.65%
ON-PEAK KWD	468	463	INCREASE	5	1.03%
ON-PEAK $/KWD	$9.31	$9.49	DECREASE	($0.18)	(1.86%)
MAX KWD	513	508	INCREASE	5	0.98%
MIN KWD	433	423	INCREASE	10	2.36%
AVG. LOAD FACTOR	78.46%	78.32%	INCREASE	0.14%	0.18%
BILLING DATA					
AVG. MONTHLY NON - UTILITY TAXES	$1,971.70	$1,852.53	INCREASE	$119	6.43%
TOTAL YEARLY NON- UTILITY TAXES	$23,660.41	$22,230.40	INCREASE	$1,430	6.43%
AVG. MONTHLY BASE ELECTRIC AMOUN	$13,898.50	$12,644.04	INCREASE	$1,254	9.92%
TOTAL YEARLY BASE ELECTRIC AMOUNT	$166,782.00	$151,728.51	INCREASE	$15,053	9.92%
AVG. MONTHLY TOTAL ELECTRIC AMOUN	$15,870.20	$14,496.58	INCREASE	$1,374	9.48%
TOTAL YEARLY ELECTRIC AMOUNT	$190,442.41	$173,958.91	INCREASE	$16,483	9.48%

GENERAL INFORMATION

CUSTOMER DATA		ACCOUNT DATA	
ADDRESS:	3180 S OCEAN DR # HM	ACCOUNT MANAGER:	
CITY:	HALLANDALE	ACCT. MNGR. PH.#:	( ) -
STATE:	FL	ACCOUNT #:	64542-50900
ZIPCODE:	33009	METER #:	9U95969
CONTACT:	Mr.Joe Engracia	RATE CODE:	54
PHONE #:	(954) 458-8550	RATE DESCRIPTION:	CILC-1D
FAX#:		ACCT.ACTIVE SINCE:	04/26/79

ELECTRIC SERVICE DATA		FACILITY DATA	
TLN#:	8-7769-8643-0	AIR COND. SQ. FT.	
PREFERRED FEEDER:	700963	TOTAL SQ. FT.	
EMERGENCY FEEDER:		CUR. MTH ELE $/SQ.FT.	
SUBSTATION:	Hallandale 13/23kv	12 M.O.E. $/SQ.FT.	
SERVICE VOLTAGE:	0	SIC CODE:	6513-0027-9
CONTRACTED KWD:	0	SIC DESCRIPTION:	

* ELECTRICAL AMOUNT ONLY, MAY NOT EQUAL TOTAL BILL AMOUNT DUE
** GROSS RECEIPTS TAX, FRANCHISE CHARGE, MUNICIPAL TAX, FLORIDA SALES TAX, OPT. SALES TAX
***COMPARISON DATA HAS BEEN ROUNDED

INTEGRITY BUSINESS FORMS, INC. (847) 658-2626 FAX (847) 658-4608

(15)

FBC

1 MARIOTT

2 • Mike Harrison (Reg. Dir. Eng. - Another Mtg.

3 • Capital Appropriat VP

4 156 UNITS PARK SUMMIT

5 • Daniel Tracy (Dir Eng) } (@ 6)

6 • Steve Fischlee (GM) }

FPL

• Judge Wright / A.M

• Wayne Reiley.

FPLS

7 • Marco Gonzalez / S.M.

8 • George Caroglioure / Pees.

9 • Rex Noble / P.M.

? FPL ENERGYS

10 • Lou Leazenbee / A.M (CO)

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~~53-16-53-9~~

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Terry Hall

Allocation data at 8/1/97 says 70% of time spent on WO 5697 which is major customers with more than 500 KW demand and 55% load factor. All activities except ECCR and alternative energy studies. What are the activities? How did you determine 70% of the time?
Do you ever submit variation time reports? Give an example for what?

1 We have information you were involved with a proposal to Naples Beach Hotel and Golf Club for the construction of a new chiller plant. Show copy of letter with CC to him and FPL Services person. What was your role? Under what work order would your time be charged? Did you
2 initiate the contact with Naples Beach? If not, do you know who?

3 Your name on list of people who consulted with other vendor/participants, specifically Trane and
4 TLC Engineering. What did you do for them? Who prepared the presentation? FPL or them? Was the customer at the presentations?

Both 2 consultants
5 Trane had prepared > asked to
6 TLC had prepared > asked to

FPL Senior had prepared) asked to

- Charge time non ECCR
- would not consider time as exception unless full day + week.
- has filed Variances

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No advice on how to answer questions - Be yourself - answer Q.

INTERVIEW NAME Tessy Hall DATE 12/17/97 INTV BY RG

1. Job Title

Major Acct. Mgr.

2. Business Unit

Integrated Bus. Solutions

3. Please describe your responsibilities.

Large Com. Customers in Collies & Lee
Maintain a Partnership, Give advice
Maintain Service reliability

4. Please describe a day of typical activities.

Reacting to Cust. Requests
Call on customers
See how things are progressing
Check on interruptions
Tell them about Demand Side Mgmt.
Quick survey

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Eng / Planning
Collections
Rate Recovery
Corporate Comm.
Tree Trimming
Vendors
Outside Consulting firm
FPL Services

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews)

Non-ECCR - majority

Tells customers that FPL has specialists to do study to see if they have a feel
Said recommended other vendors also
Judging

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2 of 5

1 Recommended Services on Naples
2 Bch Hotel - Still deciding

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes, customers facilities managers

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

yes - 24 hrs

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit? No

Not one particular vendor

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

No

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

Tell them to tell customers about it but not recommend.

11. Do you or did you ever interact with any FPL Services employees? Who?

3 yes, Rob Risley

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12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

1 Naples Bch Hotel - not issued yet

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

2 Met w/ Ritz Carlton

3 Contractors Tram - Ritz Carlton

4 TLC - Engineering - Naples Bch Hotel

5 Naples Comm. Hospital

13A(1). For Womble, Bloch, Kindard, Hall, Heilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No - not directly - only by use of participating contractors

14. Do you provide FPL Services employees data? If so, what kind of data?

Approved by customers

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(B)

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

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INTERVIEW NAME Terry Hall DATE 12/17/97 INTV BY Peg

1. Job Title
Major Acc't Mgr.

2. Business Unit
Integrated Business Solution IBS before Large Comm'l Industrial

3. Please describe your responsibilities.
Handle large C I accts in Collier + Lee Cty - Gen + over
Certain res + agric. Maintain Physical w/ customer
Give advice when asked - Service reliability - liaison
between FPL + customer Yes on ECCR

4. Please describe a day of typical activities.
Calling on customers - cold calls on some customers (see how
things progressing) & how ECCR program - set up DMS meet
to do a program Interface other dept
Meeting to custom request is a big portion

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Engineering Service Planning
to run analysis needed.
Collection dept
Revenue Recovery
Corporate Communications
Negotiation mgmt (Key Accounts)
interact w/ other vendors
Lighting vendors - A/C Companies
Consultants
Interact w FPL Svcs

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Customer asks do you do that as part of your
Co. will say yes FPL has A/C specialist
to do steps + duct study of benefit will sit
down w/ custom + talk about who would
do that type of work. Will recommend FPL Svcs
+ others also - 3rd party.

Mentions the ECCR customers dislike

① Investment in Naples Beach Acct ; Naples Beach asked
② Hall or FPL could go out and talk FPL Svcs + wanted
③ is interested - ask Naples if he could [illegible]
still in decision making process

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6 of

INTERVIEW NAME Terry Hall DATE 12/17/97
INTV BY Peg

1. Job Title
Major Acc't Mgr.

2. Business Unit
Integrated Business Solution IBS before Large Comm'l Industrial

3. Please describe your responsibilities.
Handle large CI in Collier + Lee Cty - Acc't over
Certain rev + kwhs. Maintain Rapport w/ customer
Give advice when asked - Service reliably - Liaison
between FPL + Customer Yes or No on ECCR

4. Please describe a day of typical activities.
Calling on customers - cold calls on some customers (see how
things progressing) & how ECCR program - set up DMS next
to do a program Interface other dept
Reacting to customer request is a big portion

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Engineering Service Planning
to run analysis needed.
Collection dept
Revenue Recovery
Corporate Communications
Negotiation mgmt (Treetrimmers)
interact w/ other vendors
lighting vendors - A/C Companies
Consultants.
Interact w FPL Serv

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Customer asks do you do this as part of your
Co. will say yes FPL has A/C specialist
to do cheap + dirty study of benefit will sit
down w/ custom + talk about who would
do that type of work. Will recommend FPL Serv
+ others also. 3 or 4 options.

Major Acc't Mgr for ECCR Customers Only

Involvement in Naples Beach Acct Naples Beach worked
[illegible]

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7. If receive requests and give out info for load data, ask what kind of information do they supply?
Customers ask for load data (facilities Mgr or director) varied -
TOU rate - part of usage 66 Pk on peak - ~~to~~
what time during month + day to hit peak. Supply info to FPL Service provided written authorization
8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?
How long usually take to provide - within 24 hours)
Takes data

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
not a particular vendor - list of participating
Blendas - list available + allow cust to pick

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why? NO ~~been told~~ introduce them

11. Do you or did you ever interact with any FPL Services employees? Who?
1 Rob Risley - How often Met w/ Risley Carlita people
Oct / NOV.

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12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?
FPL Service people
I attended meeting at Ritz + Naples - Only two projects.

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?
ESCOS
2 TLC Engineers - Naples Beach Hotel, Naples Community Hospital (Customer asked Lolita sitting TLC)
3 TRANE - Ritz Carlton (Trane people emailed to explain rebate program + how specs would qualify for rebate) (not received yet)
There to make sure rebate the same.

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?
NO - Not directly
might be on list of participants.

14. Do you provide FPL Services employees data? If so, what kind of data?
Only in those approved by customer

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15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO eg. aggregated rate for particular customer

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

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November 5, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 27

Item no. 3

The names of FPL employees that attended presentations with vendors are shown below:

Vendor	Type of Meeting
Slattery Electric	Lighting proposal / preapproval (Jeff Womble)
Pitts Consulting	Thermal Energy Storage (TES) proposal (Peter Bloch)
CES Way	TES Commissioning (Andy Kindard)
CES Way	Lighting and HVAC proposals (Andy Kinard)
Trane	TES proposal (Terry Hall)
TLC Engineering	TES proposal (Terry Hall)
Vanderweil Engineering	Ten year expansion plan proposal (Linda Reilman)
Flour Daniels	General discussion regarding TES (Michael Khoury)

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(10)

A4A2 FIXED DISTRIBUTION / EMP# 304485235 INQUIRY EFF DATE (29)
PAY ENTITY XM NAME HALL,TERRY L
TAX ENTITY 00001 EFF DATE 08/01/97 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
New CI Eff Light Prog - ECCR	05555	1790	91	000	000	360	10.00
Major Acc't - Non ECCR Buc		5697	90	000	000	360	70.00
CI Load Control Proj ECCR		1142	90	000	000	360	5.00
Comm Thermal Energy Stor - ECCR		5547	90	000	000	360	5.00
Chilled Water Cooled ECCR		5545	90	000	000	360	5.00
CI Hi Eff Split PKG. DX A/C Prog. ECCR		1904	91	000	000	360	5.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Maj Acc't Mgr I - Ft Lund Customer Service

1790 - Expenses encouraging the replacement of std fluorescent lamps w/ quality Energy Eff Models
5545 - Replace energy eff. chillers for CI customers
5547 - Expenses in connect. w/ this program
5697 - Expenses for customers w/ more than 500kW Demand + 55% load factor. All activities except ECCR + alternative energy Studies.

Ask how get enrolled in meeting w/ vendor participant 45-8p4

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(11) of 15

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A4A2 FIXED DISTRIBUTION / EMP# 304485235 INQUIRY EFF DATE (29)
PAY ENTITY XM NAME HALL,TERRY L
TAX ENTITY 00001 EFF DATE 07/01/91 PAGE 0000

LOCN	WORK ORDER	ER COMP	-ACCOUNT- SECT	LOC	CHG PERCENT
05555					100.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
					0.00
			TOTAL PERCENT		100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Area Mgmt Non ECER 7110 90-000-000360 .65
Area Mgmt ECER 7100 90 000000 360 .35

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(12)

FPL

FPL SERVICES

1982 N. State Road 7
Margate, FL 33063-5710
305 979-7660
Fax 305 979-7656

May 28, 1996

Mr. Nelson Tarbox, CEOE
Director of Engineering Services
851 Gulf Shore Boulevard N.
Naples, FL 33940

Dear Mr. Tarbox:

FPL Services is pleased to provide this proposal to the Naples Beach Hotel and Golf Club for the construction of a new chiller plant. We propose a three phase approach in developing a design/build project. By allowing FPL Services to design/build this project, The Naples Beach Hotel and Golf Club will have a single source of responsibility and a guaranteed price. We suggest the following phases:

Phase 1 - Pre-Design Development Phase - This phase will examine the conceptual study developed by TLC. FPL Services will firm up the savings estimates and preliminary construction cost. During this phase we will work with the Club to develop the Design/Build scope of work. This phase can be offered for a fee of **$7,500**. Refer to Schedule C of the contract, previously delivered.

Phase 2 - Design Phase - This phase will provide the documents and specifications for construction. We will use the scope of work developed in Phase 1 to design the central chiller plant. At this point, engineering costs will be incurred. This phase of the project can be provided through Schedule D or can be rolled into Schedule E, as part of construction.

Phase 3 - Construction - This phase will begin the construction of the project. We will negotiate the construction price with contractors in order to hold down costs and provide on-site construction management. We will coordinate with contractors and utilities during construction. FPL Services will be the single point of contact for the Naples Beach Hotel and Golf Club.

We feel this approach will help the club minimize construction costs and deliver a quality project on time without delays.

We feel that this project, performed under the direction of FPL Services, will provide you with the following benefits:

- Complete Design/Build approach providing quicker implementation
- Single source turn-key project
- Guaranteed price
- Reduced cooling costs

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FPL Services will provide The Naples Beach Hotel and Golf Club with a turn-key project which will include the following services:

- Project Development
- Engineering Design Services
- Construction Management
- Interest During Construction (optional, if Naples Beach Hotel and Golf Club pays progress payments, this is not required)
- Financing the project on the electric bill (finance charges at competitive rates)

Accurate costs will be provided once more is known of the characteristics of the project, please refer to Attachment 1 for a hypothetical example.

We look forward to hearing from you and having the opportunity to further discuss how FPL Services can provide success on this project. If you have any questions please call me at (954) 979-7661.

Sincerely,

FPL Services

John Haney
General Manager

JH/tim

attachment

cc: Mr. Terry Hall FP&L Account Manager
Mr. Peter Randolph, FPL Services

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Attachment 1
Hypothetical Cost Breakdown

1	Phase I Pre-Design	$ 7,500
2	Phase II Design (6% of construction)	$ 60,000
3	Phase III Construction	
4	Hypothetical Construction (Labor and Material)	$1,000,000
5	Construction Management (7% of construction)	$ 70,000
6	Sub-total	$1,070,000
7	Overhead (10%)	$ 107,000
8	Sub-total	$1,177,000
9	Profit (6%)	$ 70,620
10	Total	$1,247,620
	Total for Phase I,II, and III	**$1,315,120**

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INTERVIEW NAME Wanton Kelly Jr. DATE 12/15/97
INTV BY

1. Job Title Nat'l acct. Mgr. - 2 weeks ago
begin Maj Acct Mgr. - 500 KWH above.

2. Business Unit
Customer Services

3. Please describe your responsibilities.
Train for customer to utility - problem w/ distribution faults
help off after some ECCR advice. Perform BEE for them.
Brown can city Manufacturing Segment.

4. Please describe a day of typical activities.
Pro active - target one of largest acct. See what types
of things may be of interest to power quality, Focus controlled
take - look at things might be help full also ECCR programs.
Reactive - response to trouble

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Other maj acct. mgr.
Service planners (design pole + wires)
trouble tech
Power delivery building substation.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews)
Most of time more ECCR - Big emphasis
on trouble down time + trouble tickets
If looking you do varieties, report
Mgmt asked Mgr Acct Mgr. to put
to gether how spend time. **

45-10
2-8
1 of 6

7. If receive requests and give out info for load data, ask what kind of information do they supply?

receive requests from customs directly
+ from vendors who are going to do work for custom..
Needs written letter from custom giving written permission

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Yes. will try to find out what info
for + they will give info.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Don't recommend vendor services
usually talk about strategies - eg lighting will fix
but 3 vendors. Yes - tells about FPL Services if it
looks like it will fit. Not always a good fit

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Services? To whom?

after making customer aware of Services can point
in right direction + name who to call

None of my accts need Services.

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes - recently assigned WP w/ FPL Services
May + June 97. completing NW 97
during time also did Mayo acct. work
Biweekly reported time on Services. Kept
a duty log to acct. for time

45-10
2-8
(2) of 6

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

One when custom entered w FPL Services attended intro meeting (1) Pier 66 hotel. Mgr. said have FPL Services available if wanted to talk to them.

+ General Co's but there also have q pers.

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

None been asked

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No.

14. Do you provide FPL Services employees data? If so, what kind of data?

No Jobs when any customs mention job.

(3) of 6 45-10 2-8

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

(33) (95)

Winton Kelly, Jr.

Allocation on 1/5/96 says 67% of time allocated to major accounts non ECCR WO 5697 which is major customers with more than 500 KW demand and 55% load factor. All activities except ECCR and alternative energy studies. What are the activities? How did you determine 67% of the time? Do you ever submit variation time reports? Give an example for what?

45-10
2-8
(5) 6/6

A4A2 FIXED DISTRIBUTION / EMP# 246359717 INQUIRY EFF DATE (33) (95)
PAY ENTITY XM NAME KELLY,WINTON E,,JR
TAX ENTITY 00001 EFF DATE 01/05/96

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Au'lt Non ECCR	07760	5697	90	000	000	360	67.00
CI Load Prog NM ECCR		1142	90	000	000	360	4.00
Chiller Water Cooled ECCR		5545	90	000	000	360	8.00
CI Hi Eff Split Pkg DX AC Prog ECCR		I904	91	000	000	360	6.00
New CI Effic Light Prog ECCR		I790	91	000	000	360	15.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Maj Au'lt Mgt Ft Land Cut Service

CONFIDENTIAL

45-10
2-8
(6) of 6

INTERVIEW NAME Steve Langley DATE 12/15/97

INTV BY

1. Job Title Sr Mgr Acct Mgr.

2. Business Unit
IBS (Integrated Business Servs)

3. Please describe your responsibilities.
Some resp. Brevard - day to day consultation w/ other acct. mgr. guard depn. position. Coach position Orchestrate admin asst.

4. Please describe a day of typical activities.
Today - 2 days Public Speaking class.
Safety review to do safe training
more typically - admin type activity
consult w/ other acct mgrs.
gov't. side customer (some resp for every gov't custom)

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Being a customer advocate
need to contact right people.
rates
transmission & distribution
right of way
HRD
substation

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Spend most of time on non-energy consents
used to spend more on energy consents
don't spend

5-10% on energy consents -
varied widely.

fixed allocation
have shuttled various - have less DMS
moved large chunk.

1 of 14

45-10
2-9

7. If receive requests and give out info for load data, ask what kind of information do they supply?

generally creature asks. - billing data (kW & consumpt
& demand) If implement program ask for billing data
do not give info to FPL Servis people.
must give attempt to sell.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

On occasion - not customarily
This info is handy billing

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

do not recommend a specific vendor.
tells them problem - because FPL regulated
provide a general vendors who do something - avoid giving specifics.

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Servis? To whom?
yes - tell them about FPL Servis
I also take about other ESCO Honeywell, Johnson Controls
if ton ready.

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No
Not instructed, recommend any the ESCO.

11. Do you or did you ever interact with any FPL Services employees? Who?

2 Ed Cancio

45-10
2-9

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?
FPL Servis people
attended meeting w/ Servis USPS, Broward City
at customers request.
Postal Servis specifically requested FPL Servis
because it the pts & costs were of utility ESCOs

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?
/ Johnson Controls + Broward City
& the ESCOs.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit? don't think has need.
at meeting w/ P.O. from cust dept a'la.

14. Do you provide FPL Services employees data? If so, what kind of data?
Only if customer requested do so.
P.O.
General Servis Admin.

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

INTERVIEW NAME Dave Langley DATE 12/15/97
INTV BY Ruth Young

1. Job Title

Senior Major accts Manager

2. Business Unit

IBS - Integrated Business Services

3. Please describe your responsibilities.

~~Supervises~~ Coaches oldes accts Managers & Supervises Admin Asst.
Handles own accts.

4. Please describe a day of typical activities.

Team to line someone to do sales training
Admin activity
Consult w/other acct managers.
Goes to acct's. (Governmental - for all)

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Rates
Transmission
Distrib
HRD
Right of Way
Substations

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Mostly Non - ECCR

5-10% on Energy Conservation - Average

Has submitted variations if working on ECCR.

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes - Customer billing KWH by demand

No to FPL Services

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

On occasion

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Not a specific vendor

Say - aware of several vendor

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

Tells about services but doesn't recommend

Also told about others

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

/ Yes. Ed Cancio

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Has - Post Office Broward City. at customers request

Post Office asked for Services to be involved

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

I Has - Johnson (Br. City)

13A(1). For Womble, Bloch, Kindard, Hall, Heilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit? Doesn't think he's had a need to do that.

Didn't say NO *

14. Do you provide FPL Services employees data? If so, what kind of data?

If customer requests

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Executive visits - Michael Wilson
- Regulated Effort

Involved in Energy Showcase
Therefore Services was involved.

Dave Langley

How did you determine your allocation percents at 3/1/97?

What do you do under work order no. 5697? For 55.40% of your time?

A letter from Michael Wilson to the PO dated 12/96 discusses a partnering between FPL and the P.O. It provides a list of six action items that will be followed u pon. Two were assigned to Dave Langley an FPL Reg employee and the rest were assigned to Ed Cancio and FPL Services. It appears that FPL reg was in charge of the contact and had Services appear at the meeting.

What was your role in this? Was any of your time charged to FPL Energy Services for this? According to your time allocations all time charged to base rates or ECCR - non to Group Capital of below the line.

Who initiated the contact with the Post Office?

does'n recall making a payroll
deduction - one day mail

Brochure

Two efforts -
regulated effort - executive insist
for addition P.O. involved w/ FPL Services

45-10
2-9
9 of 14

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Power Cond (NON ECCR Uninterruptible Power Supply	08361	1203	90	000	030	365	1.40
major acct (NON) ECCR		5697	90	000	030	365	55.40
CI Load Control Prog - ECCR		1142	90	000	030	365	2.10
BEE Walk Thru - ECCR		5542	90	000	030	365	3.70
Chilled Water Cooled		5545	90	000	030	365	2.20
Area Mgm Adm (NON) ECCR		7110	90	000	030	365	19.00
Comm Thermal Stg - ECCR		5547	90	000	030	365	1.70
CI Hi Eff Split Pkg BX AC ECCR		1904	91	000	030	365	1.00
New CI Eff Light Prog - ECCR		1790	91	000	030	365	5.50
Area Mgmt Adm (-NON) ECCR		7110	90	000	030	365	8.00
				TOTAL PERCENT			100.00

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SR maj Acct Mgr Gov't CI Admin

5697 - Major Acct. 500 kw + 55% demand
What do you do ?

CONFIDENTIAL 4510 29

FPL

CONFIDENTIAL

Florida Power & Light Company
801 Pennsylvania Avenue N.W.
Suite 640
Washington, D.C. 20004-2604
202 347-7082 Fax 202 347-7076

Michael M. Wilson
Vice President

December 17, 1996

Mr. Paul Fennewald, P. E.
Environmental Programs Analyst, Engineering
United States Postal Service
475 L'Enfant Plaza, SW Room 2140
Washington, DC 20260-2810

RE: Meeting with FPL on November 25, 1996

Dear Mr. Fennewald:

Thank you for your hospitality and lively discussion during our meeting last week in your offices. I appreciate your time and interest in our business relationship. I look forward to many more years of productive partnering between FPL and the Postal Service.

Attached is a list of items that remain outstanding from our meeting. One of those items, FPL single point of contact, has been completed. Your FPL single point of contact will be Dave Langley, (954) 321-2187. Dave will follow up with the appropriate personnel in our organization to deliver the remaining items.

It was a pleasure meeting you. I hope we have a chance to review business opportunities between our organizations again in the future. If there is anything else I might be able to do for you please let me know.

Sincerely,

Michael Wilson
Vice President

cc: Ed Cancio
Anne Grealy
John Haney
Dave Langley

FPL

CONFIDENTIAL

Florida Power & Light Company
801 Pennsylvania Avenue N.W.
Suite 640
Washington, D.C. 20004-2604
202 347-7082 Fax 202 347-7076

Michael M. Wilson
Vice President

ACTION ITEMS FROM THE NOVEMBER 25, 1996 FPL/UNITED STATES POSTAL SERVICE MEETING

1. The USPS requires flexibility in the Lighting Design for the Ft. Lauderdale Energy Showcase project.
   Assigned to Ed Cancio

2. The USPS needs more information on high efficiency motors and the FPL Business Custom Incentives Program.
   Assigned to Dave Langley

3. FPL to provide a list of Zip Codes in the FPL service territory to Bob Thoensen of the USPS.
   Assigned to Dave Langley/Ed Cancio

4. USPS to provide FPL Services with a copy of the USPS "Scope of Agreement" developed for Portland General Electric.
   Assigned to FPL Services

5. FPL to create a internal single point of contact for USPS issues/inquiries.
   Dave Langley has been designated the FPL single point of contact. He can be reached at (954) 321-2187

6. FPL to provide design assistance for future USPS facilities within the FPL service territory.
   Assigned to Dave Langley

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2-9
(12) of 14

FPL

FPL SERVICES

P. O. Box 029100
Miami, FL 33102-9100
305 552-3308
Fax 305 552-3654

1/2

March 10, 1997

Mr. Douglas S. Waters. Jr. P.E.
Energy Management Manager, Southeast Region
United States Postal Service
225 N. Humphreys Blvd.
Memphis, TN 38166-0865

Re: Shared Energy Savings Program

Dear Mr. Waters:

Thank you for giving us the time to introduce ourselves, FPL and FPL Services to the Postal Service Florida Districts/Clusters. I congratulate you on introducing and promoting a program that will reduce the energy consumption, and operating & maintenance costs for the Southeast Region. Based on our discussion, FPL and FPL Services can help the Postal Service meet its energy conservation mandates in the FPL service territory and beyond.

We are very interested in participating in the Shared Energy Services (SES) Program. After contacting the district environmental specialists, we will work with them and your SES team to identify, install and finance energy conservation opportunities that make sense for them and fit well within the SES framework.

Florida Power and Light Co. (FPL) is the third largest investor owned utility in the country. FPL sells more electricity to residential customers than any other utility in the country. Over the past five years FPL has reduced its O&M costs by 27% while having 96% of its residential customers rate it as a good or excellent value. FPL offers many programs and services that the Postal Service can use to reduce its energy consumption and increase its overall productivity.

In addition, FPL Services, a subsidiary of FPL, is uniquely qualified to perform energy management projects for the US Postal Service with the diligence, technical expertise and management capabilities that the Postal Service demands. FPL Services was specifically created to meet the energy efficiency needs of its customers on a turn-key basis. After qualifying a customer, FPL Services works with that customer to identify, design, construct, and finance investments in energy conservation opportunities which allow the customer to realize substantial energy savings. The resulting savings would be used to reimburse FPL Services through the FPL electric bill for the cost of implementing the projects.

45-10
2-9
(13)of14

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The FPL Services approach is simple. We,

- Manage your projects on a turn-key basis. Our expertise in managing large complex energy projects optimizes energy efficiencies, minimizes implementation time, and removes headaches for you.
- Remove financial barriers by offering, pending qualification, project financing to you.
- Bundle or unbundle projects, such that you can implement all or only the energy conservation measures you choose.
- Remain product neutral, to ensure that only the best available and most cost effective technologies are recommended. FPL Services is not a product vendor, we are a service provider. To that end, we believe in selling you only what you need to maximize efficiency and return on your investment, and to achieve your standardization objectives.
- Supply an iron-clad energy savings guarantee that meets your needs.
- Provide highly experienced technical expertise to analyze, design and implement your energy projects.

FPL Services is the energy services provider to some of Florida's largest energy users including Patrick Air Force Base, Cape Canaveral Air Force Station, U.S. General Services Administration, U.S. Postal Service, Florida Institute of Technology, Harris Corporation, Brevard County, Sarasota County, Suwannee County School Board, Embry-Riddle Aeronautical University, Palm Beach Atlantic College and Dade County Public Schools. If you would like to speak with some of our most recent local government customers, please call Mary Daniels at (904) 364-2606 in the Suwannee County School Board.

A copy of the handout we presented on March 7, 1997 is included for your use.

If you have any questions, or need more information, please do not hesitate to call me at (305) 552-3308. I look forward to helping the US Postal Service attain its energy conservation and electric consumption reduction goals.

Sincerely,

Edward P. Cancio, P.E.
Sales Manager, Public Sector

enclosure

Copies:
Melinda Edwards, USPS
David Langley, FPL (Without Enclosure)

14 of 14

45-10

FPL has meeting w/Post Offices & make assignment 2-9

RJ 4/10/98

Jim Quinn

You attended a meeting with the Brevard Country School District. Here is a copy of the presentation at the meeting. What was your role in the preparation of this presentation? Who did you work with? What was your role at the presentation?

What work order number would you time be charged to?

Before FPL Series core site overbuild
Other Esco $\downarrow$ $

Custom asked that FPL do this at Facilities Work Shop.
Ask FPL to join together & do presentation - FPL Series but on a light foot did not get.
Quinn gathered info should wanted FPL/+ Series put draft Together & asked if OK. Mr Sorg
Schools and wish to do this contract for Chr, & go to prof FPL & T

1 W/ Johnson &
2 Howell
Making proposal to customers
3 Engineer
4 Corrections
5 Morgan general
6 out & Klein
7 Gunnar
8 Aerospace Corp. Team

9 Worked w/ Denny Cooper
Provided final Tech [illegible]

10 Denny Hoge did not
& Gerald

This closed to meeting conditions under [illegible]

45-10
2-10

(1) 820

A4A2 FIXED DISTRIBUTION / EMP# 267067709 INQUIRY EFF DATE (56)
PAY ENTITY XM NAME QUINN,J J
TAX ENTITY 00001 EFF DATE 03/03/97 PAGE 00002

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Area Mgmt Admin Non ECCR		02104 7110	90	000	000	365	7.90
Uninterruptible Power Supply Non ECCR		1203	90	000	000	365	1.80
Major Audit Non ECCR		5697	90	000	000	365	67.00
Area Mgmt - ECCR		7100	90	000	000	365	2.70
CI Load Control Program ECCR		1142	90	000	000	365	2.70
DEC Walk Thrus - ECCR		5542	90	000	000	365	4.70
Chiller Water Cooled ECCR		5545	90	000	000	365	2.80
Comm'l Thermal Energy Stg ECCR		5547	90	000	000	365	2.10
CI Hi Eff Split Pkg DX A/C ECCR		1904	91	000	000	365	1.30
New CI Eff Legal Prog ECCR		1790	91	000	000	365	7.00
				TOTAL PERCENT			100.00

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Mj Au + Mgr I

Gov't CI admin

7.90
1.80
67.00
76.70

CONFIDENTIAL

45-10
2-10
(29) 20

INTERVIEW NAME Jim Quinn DATE 12/18/97
INTV BY RY

1. Job Title

Major acct Mgr

2. Business Unit

IBS

3. Please describe your responsibilities.

Work/Major governmental accts. / Cities & schools
Coordinate FPL activities - construction / street lights.

4. Please describe a day of typical activities .

React to messages
Visit customers

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

C/I acct mgrs
FPL Services
External Affairs

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .

Meeting customer needs
Mostly Streetlights
billing issues
Conservation 30%

45-10
2-10
(39) 20

Customers asked for a presentation at a facilities workshop. FPL had held on a job in 94- Services prepared most of document but did it jointly Present 2/97

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes - Co., Contractors, ESCO's
2 yr history

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

for Thermal Storage
If they have to put a new meter - 1 yr.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

No
If they ask if they can tell

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

Not recommend - If asked tell

11. Do you or did you ever interact with any FPL Services employees? Who?

Denny,

Did first 4 pages in a few sessions at once. Changed to typed doc. Before Services Came in existence

45-10
2-10
4 of 20

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

1 yes, Schools
FIT - came in on completion of services
City of Titusville
Exca

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

2 Johnson - Grumman Aerospace
3 Honeywell - making proposals
4
5 Ringhaver Morgan Generator

13A(1). For Womble, Bloch, Kindard, Hall, Feilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

Yes - School Board

45-10
2-10
(5) of 20

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

used to
Qualtec - in past - taught class
Team Leader training
& Mgmt for Quality

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Thinks that because ~~They~~ SBoard reg. them to join together They know they are Separate.

Chad or Vandalshield

45-10
2-10
6 of 20

42

INTERVIEW NAME Jim Quinn DATE 12/18/97
INTV BY Ky

1. Job Title
Major Acct Mgr.

2. Business Unit
Customer Service - now IBS

3. Please describe your responsibilities.
Work w/ mgrs. acct. governmental city & schools Broward Cty.
Coordinate FPL actions - Construction - Street lights
need need DMS. Billing Corrects - Summary Billing
Tax Branch.

4. Please describe a day of typical activities.
Respond to messages. visit cust.
discuss w/ Town Interests
Street Light Outs
Construction issues
DMS.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
C/I acct mgrs. External Affairs - Public Ent
Residential Group. Meet w/ cities
Cust.
ESCO. Service

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Non ECCR
Meeting Customer Needs 20%
Day to Day Operations
Majority things in field
Non-ECCR billing issues etc.
90% Time Comp. 30%

45-10
2-10
(7 of 20)

Send
Usually one a year listing for us.

7. If receive requests and give out info for load data, ask what kind of information do they supply?
Yes - requests from various contractors, authorized by
Esco Co.
Try to send to customer & let customer send out

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?
for thermal storage yes -
If not correct metering at cu need to take a
year w/ new meter

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
NO -

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?
Tell them only if ask about, ESCO's.
Have to Customer have to ask if have Co.
to tell -

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why? If asked by customers we can tell
Want to meet Customer needs.

11. Do you or did you ever interact with any FPL Services employees? Who?
1 Danny George (previously Danny)

45-10
2-10
(8.17.20)

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

If Senior Request
If costume

(1) Schools Brevard - Mem want to BE for appmt.
Florida Tech - pick up. on 4 95 - FPL Servs Cap present
City of Titusville - look at load cont. general

Escoe

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO.

14. Do you provide FPL Services employees data? If so, what kind of data?

In this instance - the School Bd data

45-10
(9) of 20 2-10

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

Quality - taught class for quality
Team leader training
Managing for quality

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
(10)6820 2-10

Business Partnership

Brevard County School District
and
FPL/FPL Services

Significant Benefits
and
Substantial Environmental Improvement

FPL

FPL Services

Current Situation

- Brevard County School District & FPL, over the past 5 years, have worked together successfully to complete the following:
  - Completed 17 lighting projects
  - Completed 15 air conditioning projects
  - Coordinated new electric service to all new schools
  - Presently have 12 projects scheduled for 1997
  - Advising maintenance improvement C.A.R.E. Team on A/C cost avoidance at 8 schools

Our projects also provide incentives !

Current Situation (Con't)
Energy Conservation Incentives for Schools

- 1992 through 1995
  - FPL has awarded incentives of: $546,000
- 1996 to the present
  - FPL has awarded incentives of: $196,000
- The Plan for 1997
  - Future incentives: $300,000

Total Incentives: $1,042,000

45-10
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(14)

Goals of FPL/FPL Services Involvement (and differentiating factors)

- Will save tax dollars
- Create better learning environments
- Help prepare the District for future energy environment
- Assist in executing Energy Plan 2000 to reduce energy use/costs by 20% within 3 years (all fuels)
- Significantly enhance effectiveness of "Energy Plan 2000"
- Establish an aggressive platform for energy efficiency contracting/performance contracting
- No upfront capital needed
- Assist in enhancing relationship of District and Public
- Generate maximum rebates
- Create a model for other school districts

45-10
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(15)

Benefits of FPL/FPL Services Participation

- Extension of already existing relationship
- Product Neutrality
- Community recognized stability
- Long term commitment

What could the Implementation Plan of this Business Partnership look like ?

- Allow FPL/FPL Services to perform work within a pilot group of schools with the following purposes:
  - establishes a presence for FPL/FPL Services in Brevard Schools
  - allows Brevard to evaluate FPL/FPL Services performance during pilot
- Simultaneously, FPL/FPL Services begins to evaluate and prioritize District to include:
  1. – Integration to current capital improvement plan
  2. – Targeting based on energy consumption
  3. – Education and Training
  4. – 5-10 year Energy Plan
  5. – Software tracking
  6. – Specific Projects:
     - Cooling Towers, Chiller replacements
     - Building envelope, Lighting Retrofits, Water Projects
     - Boilers, Steam Repairs
     - Alternative fuel projects

45-10
2-20
(17)

Initial, anticipated products ?

Initial Prioritization Survey -- Sample

Brevard County Schools -- March 1997

Legend: Ranking determined from attached Energy Use Profile ● Denotes probable project	Ranked by Score	1 Chiller Replace	2 Lighting	3 EMS	4 Air Distribution	5 Water	6 Envelope	7 Rate Alternatives	Capital Improvement Coordination Date
High School	74	●	●			●	●		June 1997
Middle School	73		●	●	●		●		
High School	72	●	●						
Elementary School	71								
Middle School									

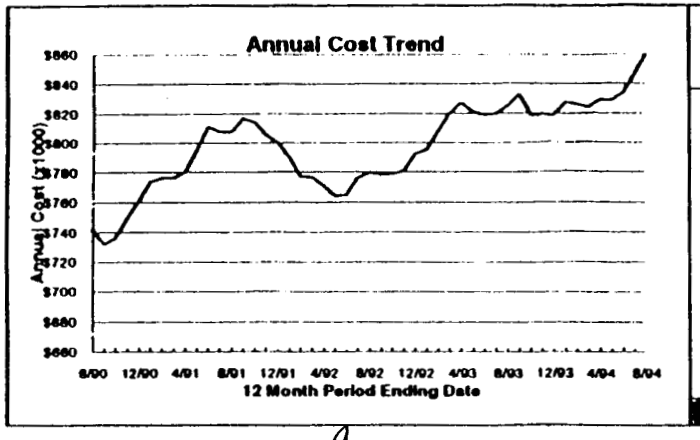
Description: This product would be the result of field investigations and equipment surveys. The information gained from this ranking would be the basis for prioritization.

FPL

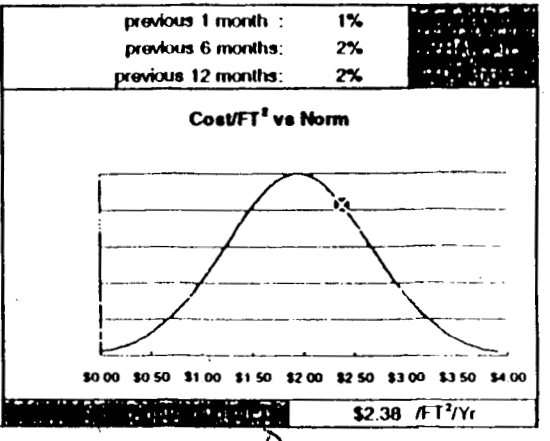
FPL Services

Energy Use Profile used for Ranking (SAMPLE)

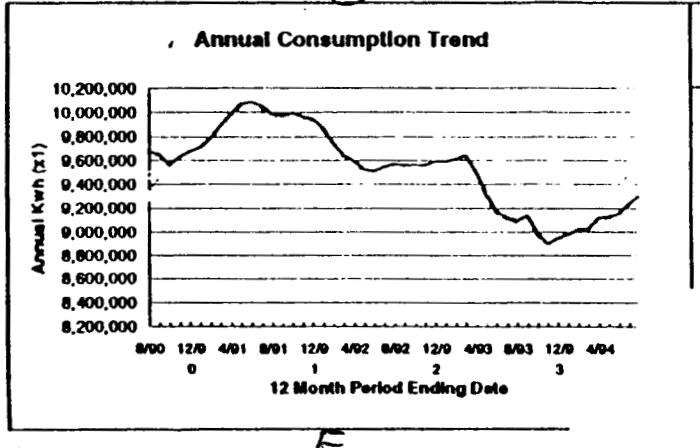
A



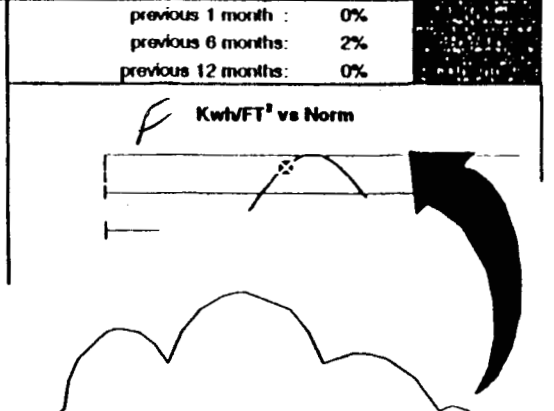
B



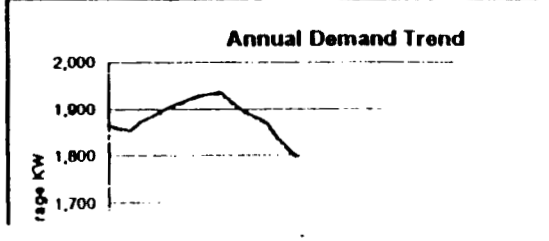
C



D



E



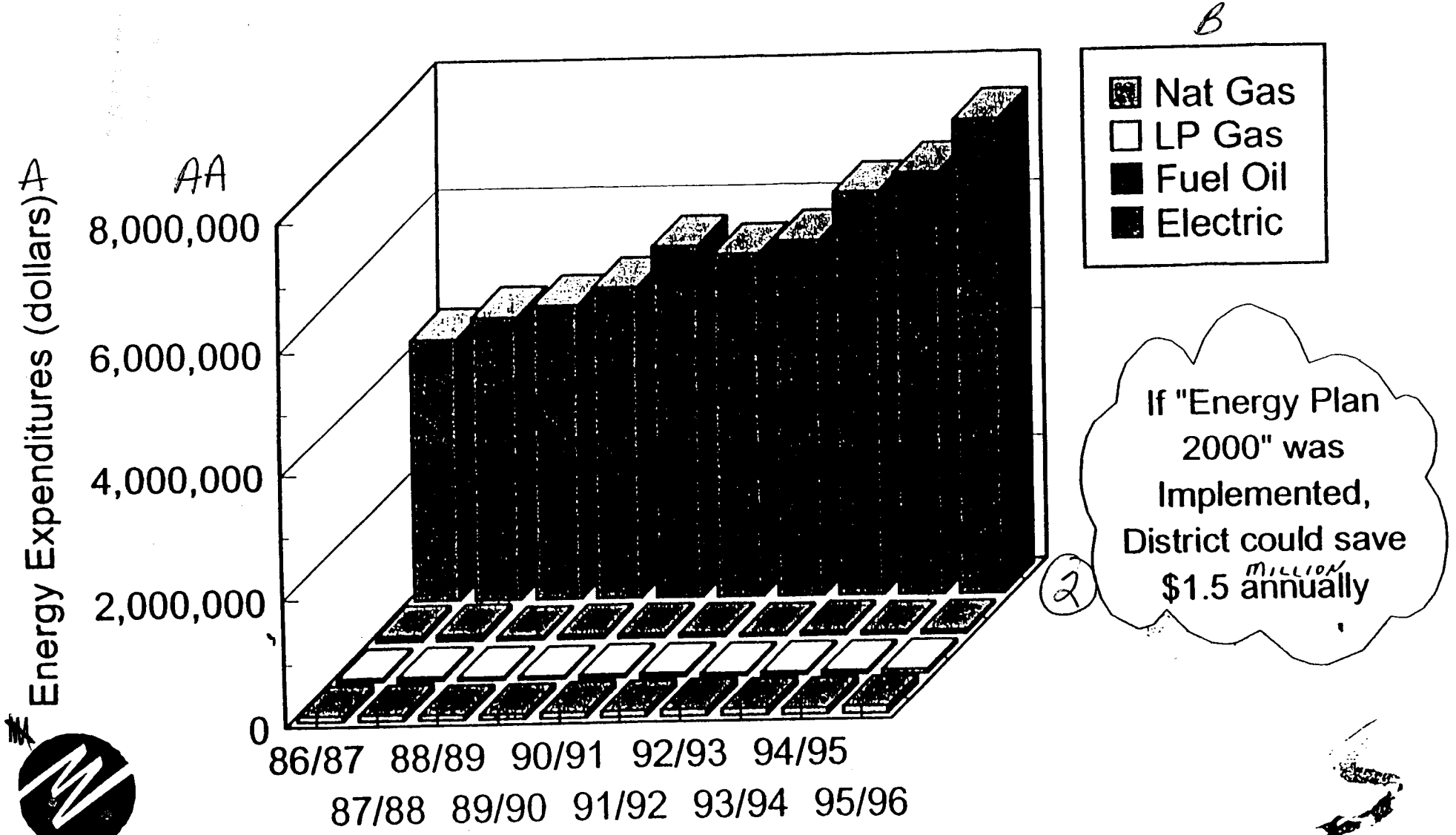
F

Uniform Distribution will be used to target higher consumption schools

FPL

FPL Services

Energy Use and Consumption Opportunities



If "Energy Plan 2000" was Implemented, District could save $1.5 million annually

FPL

FPL Services

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Conclusion

- FPL/FPL Services is prepared to support Brevard County School District in a most unique way
- FPL/FPL Services is prepared to start **NOW**
- District requirements:
  1 – Position of District Energy Manager
  2 – Position of District Energy Trainer
  3 – Internal Incentive Plan (School Sharings Incentive)
- Request from Board:
  4 – Authorize District to formally engage FPL/FPL Services on
  5 creating a framework for partnership
  6 – Based on framework, grant authority for pilot project
- This will;
  – Allow Brevard County Schools to be distinguished as aggressive, unique and proactive

LJS 2-10

FPL

RB 1/10/98 (12)

Dave Cobb
Re: Time Allocations
WO 1021 says it captures the cost in connection with area management misc exp which are not program specific and relate to Non-ECCR programs. What are the non-ECCR programs? Could this time be spent on FPL services?

/ Show copy of letter from the Dept of Veterans Affairs to Encon Systems and copy to Dave Cobb? Did you attend meetings with Lake City an FPL Energy Services?

Under what work order would your charges for attending meetings with people at FPL Energy Services be charged?

Did you give this letter to Energy Services? Who contacted this customer ? Did you contact this customer?

Not done because in Lake City
6 hour drive - Selected John Rix instead.

45-10
2-11

(1) 94

A4A2 FIXED DISTRIBUTION / EMP# 267866307 INQUIRY EFF DATE (12)
PAY ENTITY XM NAME COBB,DAVID G
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00003

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt - ECCR	02357	7100	90	000	000	365	8.75
Major Acct & Non ECCR		5697	90	000	000	365	21.25
Area Mgmt - Misc Exp - ECCR		1011	90	000	000	357	26.25
" " " Non ECCR		1021	90	000	000	357	43.75
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Energy Mgt Consult Ln
Central Fl Energy Mgmt

5697 - Exp in connection w Major Acc't.
Cust w/ more than 500 kW demand
+ 55% load factor - Record all
activities except ECCR + Alternate
energy studies.

7000 - Labor Material exp with Adm &
ECCR progress - Director, Mgr Supv. Analysts
Sec't. & Clerical exp.

45-10
2-11
CONFIDENTIAL
(2) of 4

DEPARTMENT OF VETERANS AFFAIRS
Medical Center
Lake City FL 32055

In Reply Refer To: 594/138

August 1, 1996

James White
Encon Systems, Inc.
1635 W. University Parkway
Sarasota, FL 34243

Dear Mr. White:

I have discussed the contents of your fax dated July 15, 1996, with Frank Campbell, Chief, Engineering Service. He has indicated that we entered into a partnership agreement with our electricity supplier, Florida Power & Light Company, for a Lighting Feasibility Study, due to the funding arrangements they have available. The costs for the construction of the lighting retrofit project will be paid for with calculated savings on our utility bills. Therefore, no funds will be required to pay for this construction as it is completed. It will be paid for over a 5-10 year period with the calculated savings. Otherwise, we may not have been able to proceed with this type of project at this time due to our limited construction budget.

We apologize for any misunderstanding that may have occurred, and we encourage you to submit a bid on the construction phase of this project which will be awarded to the lowest bidder. We will ensure that you are offered an opportunity to submit a bid on the construction phase of this project.

If you have any further questions concerning this issue, please contact Frank Campbell, Chief, Engineering Service, at 904-755-3016, extension 2138.

Sincerely yours,

for Alline L. Norman
Medical Center Director

Attachment

cc: ~~Frank M.~~ Campbell, Chief Engineer, VAMC, Lake City, FL
Dave Cobb, Major Accounts Mgr., Florida Power & Light Co.
Brian Hammond, General Mgr., ~~ENCON Systems~~, Inc.

45-10
2-11

55-1105

CONFIDENTIAL (3 of 4)

ENCON SYSTEMS, INC.

1635 W. University Pkwy., Sarasota, FL 34243
Phone: (941) 358-8624 - (800) 557-0313
FAX: (941) 359-0320

TO: Ms. Alline Norman, Administrator
Lake City V.A. Medical Center

FROM: Jim White

DATE: July 15, 1996

RE: Lighting Energy Savings

No. Pages including this cover sheet: 1

Dear Ms. Norman:

This is to confirm my discussion with your Secretary Phyliss Shull, earlier today about my treatment from Mr. Frank Campbell's office pertaining to the opportunity to bid on the lighting retrofit job for your facility at Lake City.

As a business person I would expect that competitive bidding would take place on a job your size. All I ask is the opportunity. We can handle the job cost effectively!!

Jim White

4540
2-11

CONFIDENTIAL

55-1104

INTERVIEW NAME Larry Lasseter DATE 4/5/98
INTV BY Ky

1. Job Title
VP Sales + Mkt - FPL
President FPL Energy Serv

2. Business Unit
Head of Business Unit - Sales + Mkt.
FPL Serv

3. Please describe your responsibilities. Pres FPL Serv - Resp Profit + Loss
VP Sales - Major functs - Mkt to Prop FPL Cust Prog Develop (ECCR + Non ECCR) Approval + Deployment to Field - Cust Serv reps (ECCR - Effective Communicate to field about delay date stats. for use by Major Acct Mgrs
ECCR - load mgmt.

4. Please describe a day of typical activities.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers. Pres FPL Serv - John Haney - occasionally some of John's direct reports - Dave Hess, 2 Greg B. - almost exclusively John Olive 3 2 or 3 x a week.
Also talks to Paul Evanson about Energy Serv (once a month) maybe on hour a month.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
allocation - (needs to do more frequently because changes)
reflects of payroll of employees in business unit.
based on payroll dollars. - starts pf.
then adj to specific projects.
No doc'm on how come up w/ payroll allocations
Business Unit Split % -

45-10
2-12

7. If receive requests and give out info for load data, ask what kind of information do they supply?

N/A

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

N/A

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes occasionally

No

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Services? To whom?
of customers contacted - 6 or 7 customers all of 97 in both Corporate.
Of those most FPL Services contacted in Corporate VP - Daytona ⑥
as Pres - went on Sales call ④ Wasn't happy w/ issues from FPL - Larry
① Music Head to get interest for new area ③ ⑤ - wanted a lighting installer
② Local Code prog for Tom for new area responder & received response

10A. Have you ever been instructed to recommend FPL Services to customers? Who instructed you? Why?

didn't ask

11. Do you or did you ever interact with any FPL Services employees? Who?

45-10
2-12

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?
FPL Service people
Yes. - ~~Not routine — 3 times in~~ 97

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egeos besides FPL Services?
Capacity VP Marketing - Yes - Met w/ Honeywell / are an ECSO but provide a lot of ECCR products.
Meet w/ them as purchasing & selling products.
Not w/ customers. Exchange (1) VM w/ Johnson Control 2

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?
No

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

Yes. FPL Group Capital - Specific projects.

interactor
Dilek
project 4

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

Attends meeting on strategic planning for FPL group
Vast majority is FPL but have an update
about ECI also.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-12

(56)

Larry Laseter

Fixed distribution as of 6/21/97 -- how did you determine the percents to FPL Services, % to Projects Alpha and Delta.

Explain what you do for FPL Services?

MW

4510
2-12
(5) 446

A4A2 FIXED DISTRIBUTION / EMP# 257119517 INQUIRY EFF DATE (36)
PAY ENTITY EX NAME LASETER,LARRY,J
TAX ENTITY 00001 EFF DATE 06/21/97 PAGE 00005

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT	
Area Mgmt ECCR	00078	7100	90	000	080	078	52.00	
Area Mgmt Non ECCR		7110	90	000	080	078	23.00	
Project Alpha Group Cap		0181	99	000	080	078	2.00	✓
Project Delta Group Cap		0182	99	000	080	078	15.00	✓
A/R FPL Services Group Cap.		4642	99	000	010	093	8.00	✓
							0.00	
							0.00	
							0.00	
							0.00	
							0.00	
					TOTAL PERCENT		100.00	

TS0014-ENTER UPDATES OR CONTINUE PAGING

VP Sales + MKT

7100 - ECCR Labor, Materials + Cap'l Exp. in connect w/ admin ECCR programs. Activities include directors, Mgrs, Supvs. Analysts Sec's + Clerical

7110 - Expenses Mgmt Admin which are not program specific + related to non ECCR programs.

(6 of 6)
CONFIDENTIAL 4570 2-12

INTERVIEW NAME John Lehr DATE 1/5/98

INTV BY Reg

1. Job Title
Major Acct Mgr.

2. Business Unit
IBS Integrated Business Sol | CI Custom Solns

3. Please describe your responsibilities.
Handle custom needs - billing issues to design issues
large customers - billing questions - additional ~~sls~~ Electrical
services. eg. plant expansion.

4. Please describe a day of typical activities.
Answer phone calls
makes energy efficient ECCR proposal
distribute design proposal
tariff ⇒ explain the tariff to customers - recommend most economical
rate. 15 options depending on load

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
accounting
Customer Service
Substation
distribution crews
power billing
Mkt. eg. Real Time Pricing Rate (not every customer)

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews)
Non ECCR - at present
does not know how come up w/ 63%

How do you deal w/ FPL service people?
Depends when a customer requests something additional
that FPL doesn't have - engineer on ~~short~~ cost study
rates. Yes recommends FPL services don't know how many times -
does NOT recommend any other - don't make that many recommend
You been instructed to recommend FPL services for meeting customers
needs beyond FPL - Don Johnson instructed ① - Regional Mgr.
for large CI

45-10-13

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes from customer
supply Demand & usage.
don't give peak data - just give avg because cust have that data -

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

When an energy measure is going to reduce peak. give peak data.
Energy measure - turning off. note turning off light.

9. Do you deal with customers who are interested in conservation programs? yes If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

11. Do you or did you ever interact with any FPL Services employees? Who?

1 yes - Glenny George
2 when Glenny comes here - what do you discuss?
proposed customer projects -
building to point 2 formal proposal to a custom
is through ECCR prog yes.

45-10
2-13

others - customer has already gotten a quote from someone else & looking for another quote

(1). CMAC of Cancun W.P.B. Phase II

Consider time to non-ECCR when doing the - unless ECCR item

12. If they don't know names, read them list of 14 FPI Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

No -
Yes, on one occasion JFK Hospital (2)
filling in for another acct. manager - one time

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egos besides FPL Services?

Yes - Johnson Control CMAC Phase I (3)
Service not involved in Phase I

13A(1). For Womble, Bloch, Kindard, Hall, Heilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No.

~~#10~~ ~~bid proposal~~
(4) Sent RFP to Dawn George
(5) for Johnson Control Phase II (3) of 10

45-10
2-13

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Deals w/ consulting engines - nothing to do with FPL
Discuss load enjoyment for bldg expansion & child ECCR. Typically engineers working for customer already.

45-10
2-13

37

John Lehr

How did you determine this alocation % at 1/1/97?

Name found in FPL services files. Name seems to be from 1994. Do we still want to ask questions?

WO 1011 Materials - Expenses incurred for misc clerical and overal dept eccr activities.

WO 1021 - Captures cost in conectin with area management misc exp wich are not program specific and relate to non ECCR programs.

Work Order 1021 says it captures the cost in c onnection with area managemenEt misc exp which are not program specific and relate to Non-ECCR programs. What are the non-ECCR programs?

Could this be time spent on FPL services?

Mon

45-10
2-13

5 of 10

FPL

FPL SERVICES

P.O. Box 029100
Miami, Florida 33102
305-552-4203
Fax 305-552-2397

JFK Meeting Minutes
September 30, 1994

Attendees:		
	Skip Marsh	JFK
	Bob Harris	JFK
	Bill Dickey	JFK
	Jeff Amodie	BGA
	Michelle Meisel	BGA
	George Caraghiaur	FPL Services
	Peter Randolph	FPL Services
	John Lehr	FPL

George Caraghiaur opened the meeting by explaining that FPL Services has a contract with the hospital to provide technical audits to identify ECOs with paybacks equal to or less than 4.4 years, and that the goal is to use some of the data that has been developed by BGA as well as perform some preliminary calculations to determine if, in fact, the possible ECOs (in aggregate) can be implemented to provide a 4.4 year payback. George explained that for the projects that appear to meet the criteria based on the audit report, FPL Services will provide feasibility studies for the qualifying ECOs and that upon approval by JFK, FPL Services will provide construction and financing for those ECOs.

Skip mentioned the ECOs he believes to be beneficial based on past data he has collected from recent studies provided by BGA. They are as follows:

1) Lighting Retrofit- A lighting retrofit has been recommended and was estimated to cost $154K with approx. $76K ICP funds available. Jeff Amodie mentioned that the project must be bid by 3 qualified bidders to qualify for the funds. FPL Services will determine what role to have in the project since the remaining costs will be carried over to the total financing package. FPL rebate still needs to be calculated for the lighting. Also, the scope of the lighting may be expanded to include other areas or fixtures.

Peter Randolph will review the current plans for the new parking lot in order to determine if there will be rebate dollars available to help fund that project.

2) CILC- Currently, JFK has three generators on site. 1-1500KW, 1-350KW and 1-250KW. The 250 KW unit is to be removed or de-activated for reliability reasons.

Skip stated that he would like to go to '0' firm if possible, but will go to 500 or 1000KW firm if needed. We will determine

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whether an 800 ton chiller can run on the existing available gensets. The chiller has a soft start now but may require a VSD to ramp up speed slowly reducing the inrush current to the generator. It is known that while performing a load test without the chiller, the load registers between 450 & 500 amperes. It is unlikely that a new larger full load generator will meet the payback criteria. Peter Randolph will contact Mike Whalin of FPL to help with the calculations etc...

Some re-routing of existing wiring will be required to get the cooling towers on the proper emergency circuits.

3) Use of excess steam- Skip would like to see whether an absorption chiller can be run from the excess steam produced by the incinerators heat recovery system. Peter will contact Blake Morrison of FPL to get preliminary data and make some assumptions relative to costs and paybacks. This ECO will go to the feasibility stage only if it is evident that the payback is better than 5 to 6 years.

If steam metering is required, Skip suggested that we contact Mike Malone of Industrial Engineering in Orlando.

4) High efficiency motors- Motors were included in the study performed by BGA. Further evaluation will be made as to which motors will meet the payback criteria. Run hours and sizing need to be computed.

5) Variable Frequency Drives- VFDs will be considered for pump applications only. This ECO will only apply where motors are not changed to high efficiency motors.

In summary, Peter Randolph will determine the approach to be taken for each ECO for the audit stage, including who is to perform what work and the criteria to be utilized in all reports.

At present, FPL Services plans to provide JFK with an audit report in 3 to 4 weeks.

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A4A2 FIXED DISTRIBUTION / EMP# 222569749 INQUIRY EFF DATE
PAY ENTITY XM NAME LEHR,J C,,JR
TAX ENTITY 00001 EFF DATE 01/01/97

(37)

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Sen Mgmt Misc Exp - ECCR	02357	1011	90	000	000	357	37.00
" " " Non ECCR		1021	90	000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
Major Acct Mgr I				Brev Cust Serv			0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

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8 of 10
45-10
2-13

A4A2 FIXED DISTRIBUTION / EMP# 263450810 INQUIRY EFF DATE
PAY ENTITY XM NAME LLERA,R A
TAX ENTITY 00001 EFF DATE 02/14/96 PAGE 00010

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
08362	1790	91	000	000	361	100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

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45-10
2-13

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

EMPLOYEE #: 263450810 LLERA,R A P/P ENDING 09/26/97
NORMAL CHG LOC 0361 PAY LOC 08362 TEMP LOC

ACCOUNT	REG	OVERTIME			
WO ER CMP-SCU LOC	HOURS	1.5	2.0	STR	MEALS
1790 91 000 000 361	80.0				

80.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

(10) of 10
45-10
2-13

INTERVIEW NAME Dalek Sanil DATE 4/5/98
INTV BY Ry

1. Job Title
Treasurer - FPL Group & FPL

2. Business Unit
Financial & Risk Business Unit

3. Please describe your responsibilities.
Lf function
1. ST Cash Mgmt < 1 yr. & Bank
2. Corporate Forms LT financing
3. Budget & Forecast

4. Please describe a day of typical activities.
Check on ST Cash & a debt Bal
How doing vis a vis budget, forecast.
Status of a particular financing

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Michael Yahrin CFO
People resp. for cash mgmt. funding forecast
Works close w tax, regulatory, acct. (within financial & reg. Group)

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

1 of 6 45-10 2-14

7. If receive requests and give out info for load data, ask what kind of information do they supply?

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

NO

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Service? To whom?

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

11. Do you or did you ever interact with any FPL Services employees? Who?

from time to time as it relates to Budget + Forecasting

(1) John Haney

(2) 086 45-10 274

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

FPL Services - Typical of involved of any FPL group/dept.
Perform - How do to understand how it fits into forecasts of FPL group.
No day to day resp. Having to do w/ non-FPL companies.
None dealt w/ FPL Services customers.
Performing reports of smaller entities
don't very allocation.

60

Dilek Samil

Treasurer - Juno Beach

100% to work order 1000 which goes to base rates and group capital
How does that happen?

What is your involvement in FPL Energy Services?

Do you ever charge time to FPL Energy Services? How?

Note to RY- Go thru extra back up and find out where we found this name.

mon

45-10
2-14

5 of 6

A4A2 **FIXED DISTRIBUTION** / **EMP#** 109442032 **INQUIRY EFF DATE**
PAY ENTITY 03GEX **NAME** SAMILMENDICINO,D
TAX ENTITY 00003 **EFF DATE** 04/01/95

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
ALL Normal Operat Expense	06003	1000	99	000	000	003	100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

FPL Group WO

TS0014-ENTER UPDATES OR CONTINUE PAGING

TReasurer - Juno Beach

CONFIDENTIAL

45-10
2-14
6 of 6

INTERVIEW NAME James Gill

DATE 1/7/98

INTV BY Kg

1. Job Title

CI Marketing Group - Product Development Mgr. (only 2)

2. Business Unit

~~Mar~~ Sales & Mkt.

3. Please describe your responsibilities

ECCR Related Potential Prod. Thermal Integ
Evaluating Potential New energy Serv
Non ECCR " Proj - Power Quality Related Product
Daylight Dimming & eight Approved research project.

4. Please describe a day of typical activities.

Typical - Reading product literature -.
Interact w/ acct mgr. - ~~Sp~~ Customer brings products to him
Non ECCR - HVAC maint - Provides A/C maint Services + Light Services thru FPL Services. (Since Jan. - 97- probably at least several days a month a few 100 hrs.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Interaction w/ vendors) trying to sell prod.
" w/ peers + acct Mgrs.
DS SM

Outside of Maint Serv No

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Does ~~on~~ a variance to fixed allocate
who work on Servs

More than half non ECCR

1 Daylig Dimmg Program ECCR approved research project

How did you determine FA — More input from Mgr. - looked at previous person who did job - so estimate first

1 of 11

45.10
2-15

7. If receive requests and give out info for load data, ask what kind of information do they supply?

No
No

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

on occasion 3rd party way

No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Service? To whom?

N/A

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

1. On the maint
2. John Haney
3. Rex Noble. > changed various times rept.

2 of 11 45:10 2-15

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Servis people

No for customers

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egios besides FPL Services?

(1) attended meeting w/ York + Four Season A/C w/ Servis people. - Servis would get K + York. or Four Seasons. would decide.
(2) Still in analysis stage.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

Results of A/c Maint. Public energy info.

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

25
28

Tues

James Gill
At 4/8/97

Per allocation spends 60% of time on new product develoment base? What type of new product development do you work on?

20% on new product development for ECCR activities? What type of new product development do you work on for ECCR?

How did you determine the 60% and the 20%?

At 9/26/97 all time charged to WO 4642 FPL Services? Do you recall what you did? Is this variation only for this pay period?

When you attend customer meeting with Engy Semis + customers what is your time charged to?

45-10
2-15

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A4A2 FIXED DISTRIBUTION / EMP# 175586604 INQUIRY EFF DATE
RAY ENTITY XM NAME GILL,JAMES O (25) (78)
TAX ENTITY 00001 EFF DATE 04/08/97 PAGE 0000

(1) (7) (2)

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
New Prod Dev ECCR	00013	0611	92	000	080	013	20.00
CI Daylight Dmmng R+D ECCR		0764	92	000	080	013	20.00
New Prod Dev Base		0610	92	000	080	013	60.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

See Pg 2

TS0014-ENTER UPDATES OR CONTINUE PAGING

CS Generalist II Loc Cust Program

0611 - Exp New Prod dev. for ECCR activities

0764 Exp for CI daylight dimming research proj - approve ECCR Project.

0610 · Exp new prod dev. base

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2-15

(6) of 11

W632 W53 ACCOUNT VARIATION CORRECTION PAGE# 01

(78) (25) P/P ENDING 09/26/97

EMPLOYEE #: 175586604 GILL,JAMES O

NORMAL CHG LOC 0013 PAY LOC 00013 TEMP LOC

ACCOUNT WO ER CMP-SCU LOC	REG HOURS	OVERTIME 1.5	2.0	STR	MEALS
4642 99 000 010 093	6.0				

A/R - FPL Services ✓

6.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

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2-15

(7) of 11

INTERVIEW NAME Jim Gill DATE 1/6/98

INTV BY RY

1. Job Title C I Mktg - Product Dev Manager

2. Business Unit

Marketing + Sales Bus. Unit

3. Please describe your responsibilities.

- ECCR potential products - new
- Non ECCR - power quality related - thermal imaging and
ECCR → Daylighting timing Research [illegible] research

4. Please describe a day of typical activities .

Product literature, interaction with vendors to sell prod. & and with customers/Account Managers.

* Non ECCR - HVAC - maint ac + lighting to C I customers through FPL Services. He records a variance to his time allocation. [illegible]

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Heath Rex Isbell (1)
John Haney (2)

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .

Based on past employer, he is ~~[illegible]~~ new hired January 1997

45-10
2-15

(8) of 11

7. If receive requests and give out info for load data, ask what kind of information do they supply?

no

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

no

yes, email evaluation

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

no

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Service? To whom?

no

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

no . only see # 4,

11. Do you or did you ever interact with any FPL Services employees? Who?

see #1

45-10
2-15

12. If they don't know names, read them list of 14 FPI Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Egios

13A. Do you attend meeting with any of the ~~vendor/participa~~nts besides FPL Services?

(1) AC Maint - York
(2) met with Four Seasons
(3) Services +

work with potential contractors to use as subcontractors

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

NA

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NA

14. Do you provide FPL Services employees data? If so, what kind of data?

no

45-10
2-15
(10) of 11

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

no

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

no

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

4510
215
11 of 11

no

INTERVIEW NAME Steve Romig DATE 1/6/98 INTV BY RF

1. Job Title
Regional Mgr. Gov't + Ed. Segmt in all State

2. Business Unit
CI Custom Servi → IBS (Integrated Business Solution)

3. Please describe your responsibilities.
Manage employ who provide service to business + gov't customers

4. Please describe a day of typical activities .
Admin responsibilities
working on special problems + issues
Spend time w/ employees in field

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers. Customers - mayors, dir't. when acct mgrs. would take time.
FPL - employees (acct mgrs - HVAC, Specialists etc)
Marketing FPL Servis
Rate
External Affairs

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .

Time split 70% Non ECCR based
30% → ECCR

ECCR portion in 98 fiscal 22% - In general all % down for ECCR being driven by lighting program. Have had to reduce payroll + incentives because saturated market + less cost effective (still benefit to do certain cust) → 22% - Based on budget.

45-10
2-16

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Does not receive requests.
Do not give out load data.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

NO

doesn't deal directly
Rob & Joe 4 mgrs.
go to customers w/ cust mgr.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

He does not recommend.
Just 2 times cust meeting more to do w/ custom rebates
Can't think of any specifically -
Tell cust mgr. to look out for customers interest. Don't mg driving by rebate best for customer. Recommend go for bids.

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Services? To whom? NO
No, not personally

10A. Have you ever been instructed to recommend FPL Services to customers? Who instructed you? Why?

No.

11. Do you or did you ever interact with any FPL Services employees? Who?

(1) John Haney
(2) Been in mtg w/ Dewy George.
definitely talking about ECCR.
Very rarely do various reports.

(2) of 13 45-10 2-16

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

(1) Yes - Dena Gerry - B Broward City Schools.
(2) Marco Gonzalez - con't reader. custom (4) we have S. Broward memorial
(3) George Caraline - NBHD (5)

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egos besides FPL Services?

Yes - Broward Cty Gov't. w/ couple of different contracts (4) (Desing BEES) 3-4 yrs ago.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO.

14. Do you provide FPL Services employees data? If so, what kind of data?

Me-NO

Provide load data + worked for any Evaluation - partic BEES - whatever cust ask & provid

(3) of 13 45-10 2-16

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

INTERVIEW NAME Steve Norris DATE Nov 2
INTV BY

1. Job Title Regional Mng

2. Business Unit C/I ass Source to Integrated Business Unit

3. Please describe your responsibilities.
Manage employees who provide ~~customer~~ DSM. Comm contracts

4. Please describe a day of typical activities.
Administrative - special issues, field employee

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
customers - Acct Manager talk here.
Account managers, Business Unit FPL SVS Mkt Rates Corp

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Most time on 70% -
30% - ~~Non~~ ECCR

now → 98 22% - ECCR - Budget (cost effectiveness of each prgm such positions times totals to 100%)

All ECCR is reducing mainly through the lighting program which has ~~been~~ reduced the incentive + payroll - less cost effective to do lighting

45-10
2-16

7. If receive requests and give out info for load data, ask what kind of information do they supply?

NO

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

NO

role of Acct Mgr

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

NO

He meets customers with Acct Mgr – Governmental Utils Educational

NO. He was there because of reliability reasons.

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Servics? To whom?

Tells Acct Mgr – look at customers interest – if they can bring a vendor to explain things, that is good, but they will recommend customers to get bids and get the best service. –

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

YES (1) John Haney, Denny Beargel

not formal

US-10
2-16

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

Yes, customer opportunities Brevard County Schools another customer - Hard Rock - (1) Broward Co. (2) Provide hospitality.

13A. Do you attend meeting with any of the ~~vendor/participants~~ Essos besides FPL Services?

Yes, Broward County Comm with two dept Nelson (3) Co. Business Energy Evaluations

3-4 yrs ago

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

no

14. Do you provide FPL Services employees data? If so, what kind of data?

no

Hospitals would provide load data or business evaluations like any other customers

(7) of 13

45-10
2-16

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-16

58

Steve Romig

How did you determine that 30% was non ECCR and 70% ECCR?

Explain the work you do that is not related to ECCR programs in connection with work order 7110.

12 According to the files of Marco Gonzalez you were involved with a presentation to the Memorial Healthcare system along with Susan Lyerly. What was your role in this? Is this time charged under work order 7100 ECCR or 7110 non ECCR.

Two

45-10
2-16

A4A2 FIXED DISTRIBUTION / EMP# 265941303 INQUIRY EFF DATE
PAY ENTITY XM NAME ROMIG,STEPHEN E (58)
TAX ENTITY 00001 EFF DATE 03/03/97 PAGE 00001

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Area Mgmt Admin (Non ECCR)	07760	7110	90	000	000	360	70.00
Area Mgmt ECCR		7100	90	000	000	360	30.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00

TOTAL PERCENT 100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Area Mgr Comm Ft Land Mgt Serv.

7100 Labor, Materials, & Gen'l Expend in connect w/adm of ECCR program - activities include director, Mgrs, Supv. Analysts, Secr & clerical sup

7110 Area Mgmt Non eccr - Exp Mgmt Adm not program specific & not related to ECCR programs

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(10) of 13

PBC

~~18~~ 58

B

NON PROFIT / TAX ASSESSED 501C

MEMORIAL HEALTHCARE SYSTEM ← 3 HOSPITALS TO Health fac

- ✓. Hugo Dolgesso / Vice Nat. Hgt
- ✓. Gary S. Barbee / Assoc. Gen. Counsel
- . Clarke Walter / General Counsel
- ✓. Stuart Hopen / Asst. Gen. Counsel
- . Joe Alcura / District Design.

C

1011 N 35th Ave Hollywood, FL 33021

A

COLUMBIA. = LANDLORD

MEMORIAL HOSPITAL PEMBROKE

- ✓. Jack Goldstein / Assist Admin. Finance & Support Svcs
- ✓ Albert AJ. (Al) Miller / Dir Facilities
- . Jan Kempee / (Jan Kempee?)

AA

MEMORIAL HOSPITAL WEST

- ✓. Hugo Dolgesso / Vice Nat

AAA

MEMORIAL REGIONAL HOSPITAL

D

MEMORIAL MANOR

E

JOE DIMAGGIO CHILDREN'S HOSPITAL

F

FPL

- . Susan Lyerly-Jennette / AM
- . cc. Steve Romig / RM

FPLS

- . Marco Gonzalez / S.M.
- . cc. John Hauley / S.M.
- . cc. Peter Randolph / T.M.

G

BOSEK & GIBSON

- . Ralph Bosek / President

45-10

2-16

11 of 13

1. MEMORIAL HEALTHCARE SYSTEM
-pl. Joseph G.Alcure, Jr./Dir. Contr (Committee)

1.1. Memorial Hospital Pembroke
1.2. Memorial Hospital West.
1.3 Memorial Regional Hospital.
1.4 Memorial Manor.
1.5 Joe Dimaggio Childrens Hospital.

MEMORIAL HOSPITAL PEMBROKE (Committee):
+pl. 1. Jack Goldstein/Asst Adm Fin & Supp Serv
+pl. 1.1. AIJ (Al) Miller/Dir Fac.
?pl. Jan Kemper/Asst. ??

CENTEX RODGERS CONSTRUCTION CO. (Committee):
+pl. 1. Al Catullo/Proj Superint
+pl. 2. James W. Harris/Sr. Proj.Mgr.

FPLS:	FPL:	HARRIS ENERGY SERVICES:
*MG+RN+JH	+ad. Susan Lyerly/AM	+pl. Roy Radanof/VP

EVALUATION:
* Need (age?)= Become more energy efficient during major renovation project.
* Speed (why?)= To save money and reduce interruption due to renovation.
* Vehicle (why FPLS)= 1. Single 2. Finance 3. Neutral 4. FPL resources 5. Subsidiary 6. LF
* Guarantees?= Optional.
* Financing: No.
* Sq. Ft.= 219 K or 183 K.
* Annual Electr= $113 K, 301 beds.

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS
* Promote projects that make sense.
* Improve the overall apearance of the facility (customer satisfaction).

ORGANIZATIONAL GOALS
* Make building energy efficient.

REQUIREMENTS:
* Minimal interruptions during installation.
* Pay back= 5 to 7 years, or based on project type.

KEY NOTES:
* Negative pressure.
* Not-for profit, 501C3, tax rev bond?.
* Tax exempt municipal lease.
* 30 year lease starting July 1, 1995.
* Remod: Parking/Outside-> done by 2/97.
* Remod: Wall paper/rlocate-> done by 6/97.
* Remod: ER done by 6/97.
* BFI= $0.14 to $0.18.
* Budget commitment is in place.
* B&G has done some work.
* 1975 and 1985.
* 500 employees.
* 5th floor closed.
* Occupancy=63%.

CONFIDENTIAL

45-10
2-16

MESSAGE:
* FPL and FPLS improved our building appearance and increase our energy efficient by implementing energy projects that met our selection criteria.

PROJECTS ($396,700 to $885,28):
* CIL (F40).
* Antiquated HVAC (250 & 40 ton chillers + DX + split systems), boilers.
* Generator (Old 400kW transfer switch prolems, 1000kW).
* Electric problems (two voltages 208 and 480V from generators).
* EMS (fire alarm system AC/DC ?).

APPROVAL PROCESS:
* Jack Goldstein form a committee (Q=4).
* A short presentation will be required to the committee.
* Decison within days.

MUATUAL OBJECTIVES:
* Find and justify energy related projects that meet the selection criteria.
* Develop ASAP to reduce interrruptions (remodeling in progress).

STATUS OF PROJECT:
* Work with Jack to present proposal to Jan and clarify process to Joe. Also, to determine next step.
* The committee seems to be moving to do ECO=1,2,5 and 6 ($198K). ECO=8 ($28K) will consider if HVAC is redesigned.
* Joe seems to want a new HVAC system, but he does not want to pay for it.

ACTION PLAN:	By	By	Done
Send OMA+Sch-A	Marco	8/30/96	y
Send tax exempt mun Lease	Marco/Peter/Cary	9/24	y
Execute Agreements	Jack/Marco	12/18	y
Prepare Sch-B	Marco/Rex	12/19	y
Facilities Meeting	Jack/Rex/Marco/Al..	1/7/97	y
Walk-Thr	Jack/Marco	1/7	y
Exc Sch-B+FPL letter	Jack/Marco	1/8	y
Gas+water bill hstory	Marco	1/8	y
Present AU rep	Jack/Rex/Marco	2/6	y
Committee presentation	Jack/Rex/Roy	2/17	y
Meet w Jan Kemper	Jack/Marco	2/	
Meet w Joe Alcure?	Jack/Marco	2/	
Execute Sch-C + CIL?	Jack/Marco	2/	
FS report	Committee/Marco/Rex	4/	
Sch-D &E order	Jack/Marco	4/	
Referrals SBHD?	Jack/Marco	4/	
Contact other 4 hospitals	Marco	4/	
Vance IDS???	???	7/	
Sch-F agreem	Jack/Rex/Marco	10/	

45-10
2-16
(13) of 13

CONFIDENTIAL

15-10

INTERVIEW NAME Ann Gealy DATE 1/16/98
INTV BY Rif

1. Job Title
Director of Rates & Tariff - May & June 97
Director of Gov't Customer Services.

2. Business Unit
Customer Service

3. Please describe your responsibilities.
Division of Gov't. - Resp. for all gov't & educ. acct mgmt
30 acct reps. throughout state
Budget
Make sure understand Objects & targets - new bldgs - serve augmt.

4. Please describe a day of typical activities. Interviewer (Donna)
Typical in road - Sarasota - all over state.
Workforce mgmt.
Meets w/ custs @ hi level.
9 mtg, PE. PM.
Pursuing to make sure someone at decision level. Cust reserve

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Cust Service - NON ECCR.
Split appx 75 - 25 ECCR

Term is both
(1) U of M - talking w/ them
one of them that are both

 45-10 / 2-17

7. If receive requests and give out info for load data, ask what kind of information do they supply?

NO

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

NO

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes

NO

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

(1) Yes - Ed Cuervo
(2) John Harvey

See previous sheet

45-10
2-17

12. If they don't know names, read them list of 14 FPI Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

~~Yes~~ P.O.

DCSS - don't remember

13A. Do you attend meeting with any of the ~~vendor/participants~~ vendors besides FPL Services?

~~Yes~~

No

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

No

45-10
2-17

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

4510
2-17

(27)

Anne Grealy

A letter from Michael Wilson to P.O 1296 discusses a partnering betwen FPL and the PO. List of six actio items that will be followed up on. Two assigned to Dave Langley - FPL regulated empoyee and rest to Ed Cancio FPL Services. It appears that FPL reg was I ncharge of the contact and have services appear at the meeting. (1)

What was you role in this?

Was any of your time charged to FPL Energy Services for this? According to your time allocatons all you time goes to base rates.

Who initiated the contact w/ the PO?

A /24/97 E-mail to Bill Carlyle and Anne Grealy from Rick Chalker, all reg employees, discuss a meetng at Univ of So Fl. During the meeting U of SF asked Services to come back with a proposal. It appears that regulated invited Services.

What was your role in this?

Was any of your time charged to FPL Energy Services for this? According to your time allocatons all you time goes to base rates.

Who initiated the contact w/ USF?

also involved w/ DCSS — when met w/ reps of Cty.

USF - Rick Chalk - doesn't remember any involvement other than in semi terms - Rick Chalk reports to Bill Carlyle & am got copy & expected Bill to handle the definitely did not do anything

P.O. - Mayor Chestnut - very heavy in construction. Michael Wilson as part of Exec. visit he had met w/ P.S. Dave Langley acct mgr.

(2) Ed Cancio - FPL Servs
(3) Jack Hoag FPL Servs. > doing lighting work @ P.O.

P.O. ask to meet w/ Servs people
Servs @ P.O. - didn't want to deal w/ alot of accts & mgrs.
Probably P.O. invited Servs to meeting
work in Broward big project for FPL Servs
Ann's involvement to get acct mgr involved to get one point of contact with FPL.

45-10
2-17

(5) of 16

A4A2 FIXED DISTRIBUTION 1 EMP# 264081186 INQUIRY EFF DATE (27)
PAY ENTITY XM NAME GREALY,ANNE M
TAX ENTITY 00001 EFF DATE 03/17/97

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
00170						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00

TOTAL PERCENT 100.00

Director Rates & Tariffs General Office

TS0014-ENTER UPDATES OR CONTINUE PAGING

Base	1597-90-00000 017-	.34	Cost of Service
Base	1598-90 00000 017-	.10	Fuel Cost Recovery
Base	1601-90 00000 017-	.17	Rate, Mgmt & Admin
Base	7039-90-00000 017	.19	Design Rate Structures & Prices to Recover Reven
Base	7040-90-00000 017	.20	Provide Co. Budget & all Required RPRT
		100	

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(6) 816

45-10
2-17

INTERVIEW
NAME Anne Gannaway DATE
INTV BY

1. Job Title Director of Rates + Tariffs - Manager of Cost Svc -

2. Business Unit
Customer Service

3. Please describe your responsibilities. -
Jacksonville to key cust.

4. Please describe a day of typical activities .
Meetings with Governmental / Educational

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Residential Market Mgr to Dept - project or request -
Did not want to meet with different

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .
75%
25% other

In working with Acct Mgrs she keeps it themed
just keeps both
Ex: UM reps to restore through conversation

45-10
2-17

7. If receive requests and give out info for load data, ask what kind of information do they supply?

no

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

no

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes, no recommendation.

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

no

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

no

11. Do you or did you ever interact with any FPL Services employees? Who?

Interact with at these meetings

(1) Ed Carrico John Haney

Sec 5

4510
2-17

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

Yes

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egos besides FPL Services?

(1) Yes Westinghouse - Trade also Associations

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

no

14. Do you provide FPL Services employees data? If so, what kind of data?

no

45-10 (9 of 16)
2-17

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-17

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FPL

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Florida Power & Light Company
801 Pennsylvania Avenue N.W.
Suite 640
Washington, D.C. 20004-2604
202 347-7082 Fax 202 347-7076

Michael M. Wilson
Vice President

December 17, 1996

Mr. Paul Fennewald, P. E.
Environmental Programs Analyst, Engineering
United States Postal Service
475 L'Enfant Plaza, SW Room 2140
Washington, DC 20260-2810

RE: Meeting with FPL on November 25, 1996

Dear Mr. Fennewald:

Thank you for your hospitality and lively discussion during our meeting last week in your offices. I appreciate your time and interest in our business relationship. I look forward to many more years of productive partnering between FPL and the Postal Service.

Attached is a list of items that remain outstanding from our meeting. One of those items, FPL single point of contact, has been completed. Your FPL single point of contact will be Dave Langley, (954) 321-2187. Dave will follow up with the appropriate personnel in our organization to deliver the remaining items.

It was a pleasure meeting you. I hope we have a chance to review business opportunities between our organizations again in the future. If there is anything else I might be able to do for you please let me know.

Sincerely,

Michael Wilson
Vice President

cc: Ed Cancio
Anne Grealy
John Haney
Dave Langley

FPL

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Florida Power & Light Company
801 Pennsylvania Avenue N.W.
Suite 640
Washington, D.C. 20004-2604
202 347-7082 Fax 202 347-7076

Michael M. Wilson
Vice President

ACTION ITEMS FROM THE NOVEMBER 25, 1996 FPL/UNITED STATES POSTAL SERVICE MEETING

1. The USPS requires flexibility in the Lighting Design for the Ft. Lauderdale Energy Showcase project.
   Assigned to Ed Cancio

2. The USPS needs more information on high efficiency motors and the FPL Business Custom Incentives Program.
   Assigned to Dave Langley

3. FPL to provide a list of Zip Codes in the FPL service territory to Bob Thoensen of the USPS.
   Assigned to Dave Langley/Ed Cancio

4. USPS to provide FPL Services with a copy of the USPS "Scope of Agreement" developed for Portland General Electric.
   Assigned to FPL Services

5. FPL to create a internal single point of contact for USPS issues/inquiries.
   Dave Langley has been designated the FPL single point of contact. He can be reached at (954) 321-2187

6. FPL to provide design assistance for future USPS facilities within the FPL service territory.
   Assigned to Dave Langley

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2-17
12 of 16

FPL

FPL SERVICES

P. O. Box 029100
Miami, FL 33102-9100
305 552-3308
Fax 305 552-3654

1/2

March 10, 1997

Mr. Douglas S. Waters. Jr. P.E.
Energy Management Manager, Southeast Region
United States Postal Service
225 N. Humphreys Blvd.
Memphis, TN 38166-0865

Re: Shared Energy Savings Program

Dear Mr. Waters:

Thank you for giving us the time to introduce ourselves, FPL and FPL Services to the Postal Service Florida Districts/Clusters. I congratulate you on introducing and promoting a program that will reduce the energy consumption, and operating & maintenance costs for the Southeast Region. Based on our discussion, FPL and FPL Services can help the Postal Service meet its energy conservation mandates in the FPL service territory and beyond.

We are very interested in participating in the Shared Energy Services (SES) Program. After contacting the district environmental specialists, we will work with them and your SES team to identify, install and finance energy conservation opportunities that make sense for them and fit well within the SES framework.

Florida Power and Light Co. (FPL) is the third largest investor owned utility in the country. FPL sells more electricity to residential customers than any other utility in the country. Over the past five years FPL has reduced its O&M costs by 27% while having 96% of its residential customers rate it as a good or excellent value. FPL offers many programs and services that the Postal Service can use to reduce its energy consumption and increase its overall productivity.

In addition, FPL Services, a subsidiary of FPL, is uniquely qualified to perform energy management projects for the US Postal Service with the diligence, technical expertise and management capabilities that the Postal Service demands. FPL Services was specifically created to meet the energy efficiency needs of its customers on a turn-key basis. After qualifying a customer, FPL Services works with that customer to identify, design, construct, and finance investments in energy conservation opportunities which allow the customer to realize substantial energy savings. The resulting savings would be used to reimburse FPL Services through the FPL electric bill for the cost of implementing the projects.

45-10
2-17
(13 of 16)

FPL
Soliciting Business for Services KW 11/4/97

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The FPL Services approach is simple. We,

- Manage your projects on a turn-key basis. Our expertise in managing large complex energy projects optimizes energy efficiencies, minimizes implementation time, and removes headaches for you.
- Remove financial barriers by offering, pending qualification, project financing to you.
- Bundle or unbundle projects, such that you can implement all or only the energy conservation measures you choose.
- Remain product neutral, to ensure that only the best available and most cost effective technologies are recommended. FPL Services is not a product vendor, we are a service provider. To that end, we believe in selling you only what you need to maximize efficiency and return on your investment, and to achieve your standardization objectives.
- Supply an iron-clad energy savings guarantee that meets your needs.
- Provide highly experienced technical expertise to analyze, design and implement your energy projects.

FPL Services is the energy services provider to some of Florida's largest energy users including Patrick Air Force Base, Cape Canaveral Air Force Station, U.S. General Services Administration, U.S. Postal Service, Florida Institute of Technology, Harris Corporation, Brevard County, Sarasota County, Suwannee County School Board, Embry-Riddle Aeronautical University, Palm Beach Atlantic College and Dade County Public Schools. If you would like to speak with some of our most recent local government customers, please call Mary Daniels at (904) 364-2606 in the Suwannee County School Board.

A copy of the handout we presented on March 7, 1997 is included for your use.

If you have any questions, or need more information, please do not hesitate to call me at (305) 552-3308. I look forward to helping the US Postal Service attain its energy conservation and electric consumption reduction goals.

Sincerely,

Edward P. Cancio, P.E.
Sales Manager, Public Sector

enclosure

Copies:
Melinda Edwards, USPS
David Langley, FPL (Without Enclosure)

(14) of 16

FPL has meeting w/Post Offices & make assignment to Services Employees

45-10
2-17

RITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4606

Author: Rick Chalker at USFPL700
Date: 1/24/97 4:37 PM
Priority: Normal
TO: Anne M Grealy at USFPL101
TO: Bill Carlyle at USFPL103
1 CC: John Haney at USFPL103
2 CC: Rob Risley at USFPL620
3 CC: Denny George at USFPL202
Subject: University of South Florida
---------- Message Contents ----------

The meeting today between FPL, FPL Services and USF Physical Plant staff went very well. Below are some highlights of the meeting.

4 * USF has a high degree of interest in pursuing a district cooling
5 plant at the Sarasota Campus.

USF asked FPL Services to come back with a proposal to include
6 district chiller plant, TES, heat loop, other DSM opportunities.

7 USF is interested in a chaufage project with FPL Services
8 ownership.

9 USF will work internally to select FPL Services as a sole source on
10 this project using FPL as the local utility as the basis for the
11 decision.

FPL Services will respond within one week with a letter and soon afterward with a proposal for the project.

12 • Peoples Gas proposed and performed a cogeneration study at the
13 Tampa Campus in April 1996.
14 Project showed a 5 year payback
15 Project was based solely on heat utilization
16 Peoples Gas backed out of project
17 USF asked TECO to participate, TECO turned the project down

18 USF has provided a copy of the study to FPL Services to review for accuracy and possible interest

USF has prepared an RFQ and will advertise very soon. The RFQ will be open for any and all DSM projects as well as research technology, water conservation, environmental projects, etc. that submitter wishes to include.

19 USF encouraged FPL Services to participate

20 * USF is interested in a partnership in fuel cell technology. Stated they will get into this technology. Anne, need FPL response to this request.

21 * USF wants partnership with its Engineering School for education and
22 research especially relating to the cogen plant.

23 * USF wants to convert vehicle fleet to alternative gas or electric.

24 * USF's "energy partner" will most likely be used for all energy
25 projects on the St. Petersburg Campus also.

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26 ***I would like to thank Denny George and Rob Risley of FPL Services,

45-10
2-17

(15 of 16)

FPL
University of S. Fla
96-97

KW 11/4/97

FPL

January 27, 1997

Mr. Adrian Cuartra
Director, Physical Plant
University of South Florida
4202 East Fowler Avenue
Tampa, Florida 33620

Re: Meeting on January 24, 1997

Dear Adrian:

Many thanks to you, Seva and Nainan for meeting with FPL and FPL Services on Friday. You were most generous with your time.

Your open and candid approach to the needs and wants of USF was very educational and beneficial to the discussion. USF has many opportunities for demand side management (DSM) and energy conservation projects which we would like to assist the University in accomplishing. The cogeneration report Nainan provided is already under review.

1 2 3 4 5 Your interest in fuel cell technology and other research projects are indicative of a very progressive approach to the future in an era of deregulation and open competition in the energy industry. FPL has not been waiting for competition to drive our partnership with customers. Rather, this approach started many years ago and continues to grow driven by the need to reduce customer demand and costs and new opportunities created by technological advances.

6 7 8 9 Partnering to provide educational training as a direct product of DSM, such as with the cogen system, photovoltaics and fuel cell technology, is very beneficial to both parties as well as the community and state. FPL has been active in this arena for almost 75 years and was recognized as a Partner in Education by the University of South Florida in 1996 for past contributions.

We will be responding to the various issues discussed at our meeting in the very near future. Should you need anything in the interim, please do not hesitate to contact me.

Very Truly Yours,

Rick Chalker, C.E.M.
Major Accounts Manager,
Government and Educational Customer Services

10 cc: Rob Risley, FPL Services

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16 of 16

an FPL Group company

Group presentation to U of SF - e-mail discusses using Seminis.

45-10 / 2-17

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4636

INTERVIEW NAME James Butcher DATE 1/6/98 INTV BY Rej

1. Job Title

Rates Product Mgr. about a yr Jan 97

2. Business Unit

Marketing

3. Please describe your responsibilities.

develop new programs help an't mgrs to do rate analysis
OSM and ~~mgr efficiency~~
~~Spent your reading this. Software~~ - Purpose is to design customer or best rate possible. Selected a product
4. Please describe a day of typical activities. Product being customized now.
allow an't mgrs. to do what they do for an't.

Part of developing ~~open~~ for new products - Support existing products out in field - Any errors in program do changes.
Support 2 prod one do individual an't.
RAP MARC other - do multiple an't.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Mostly an't mgrs.
Inside An't. Specialist
also vendors who are selling FPL products

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Spend most of time on prod dept.
CICL ~~Rate Wkin~~ a part ECCR
part is not.

Spend time for FPL Servs
Bill Payment Servs (Energy Data Mgmt) ability to combine diff utility type bills & put in one data base so customer can see all at once) look at actual vendors for servs that provide this.

45-10
12-18

One of w/ 10% - estimated Jan must true up ~~expected~~ + if that seems normal. - last year did not take a dam

1 of 11

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Don't recall from anyone than customs + very infrequently

usually request 12 or 24 month of history - majority of time electronic reports

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Not specifically - more for billing history

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

NO NO

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Services? To whom?

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No No

11. Do you or did you ever interact with any FPL Services employees? Who?

(1) Yes - Danny George. Just bill payment

(2) 08/11 45-10 2-18

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

(1) Possibly Harris - one next.
(2) Was Dexter to bill on a Bill payment service or to show capabilities - part of 1070
= didn't attend a lot of meetings. Those only
(3) Was - Dexter asked to attend as FPL Services rep.

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egos besides FPL Services?

NO

(4) will ask a vendor tryt. to sell services Digital - ~~battery~~

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO.

14. Do you provide FPL Services employees data? If so, what kind of data?

NO

(3) of 11 45-10 / 2-18

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

Not to his knowledge

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

only unregulated
Bill Payment Svcs
energy mgmt.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-18

INTERVIEW NAME Jim Butler DATE 11/6/98
INTV BY JY

1. Job Title Rates Product Manager → January 1997

2. Business Unit Marketing + Sales - (Large Accounts group)

3. Please describe your responsibilities. — Develop new program so [illegible] - can do these work more efficiently and will

Rate Analysis computes costs - to verify that customer is on best rate possible. Selected product, being customized also what if scenarios

4. Please describe a day of typical activities.

Developing specs for new products, rates - classes adj., error inputing

2 products RAP - Individual Multi Acct Rate Comp - Multiple

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Acct Managers Inside Account Specialist, vendors selling you the products

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

SoCal Edison - 9% - CILC

San Diego -

relation to FPL SVS - bill payment service / energy data mgt ability to combine multi utility bills so customer can see all their energy usage.

SVS will sell to customers about 10%

45.10
2-18

(5) of 11

7. If receive requests and give out info for load data, ask what kind of information do they supply?

no, infrequently get customers
to 24 mth history

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

not specifically.

9. Do you deal with customers who are interested in conservation programs? (no) If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

no

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servic? To whom?

no

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

no

11. Do you or did you ever interact with any FPL Services employees? Who?

(1) Danny Boaggs, bill payment service

45-10
2-18

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

13A(1). For Womble, Bloch, Kndard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO K Bill payment [illegible]

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

4 5-10
2-18

(4)

(83)

James F. Butcher

According to the information supplied to us as of 8/2/97, a fixed 10% of your time is charged to FPL Services. What do you do for FPL Services?

How was the 10% arrived at?

Two.

4570
2-18
(9) of 11

A4A2 FIXED DISTRIBUTION / EMP# 224827855 INQUIRY EFF DATE
PAY ENTITY XM NAME BUTCHER,JAMES F (83)
TAX ENTITY 00001 EFF DATE 08/02/97 PAGE 00006

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	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Septan Supp + Enhmt. ECCR	00085	0828	92	000	020	085	20.00
- Base		0832	92	000	020	085	45.00
A/R FPL Seismo		4642	99	000	010	093	10.00
Pricing Adj Support - Base		0833	92	000	020	085	25.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

10 % from current fixed payroll

↓ new fuel adj price to see if mgr. how fuel adj would affect budget.

TS0014-ENTER UPDATES OR CONTINUE PAGING

Sales + Mkt - Product Mgr G/O

CONFIDENTIAL

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2-18
(10) of 11

A4A2 FIXED DISTRIBUTION / EMP# 224827855 INQUIRY EFF DATE
PAY ENTITY XM NAME BUTCHER,JAMES F (83)
TAX ENTITY 00001 EFF DATE 01/02/97 PAGE 00005

	WORK LOCN	ORDER	-ACCOUNT- ER	COMP	SECT	LOC	CHG PERCENT
	00085						100.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

8 2-92

TS0014-ENTER UPDATES OR CONTINUE PAGING

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2-18
(11) of (11)

INTERVIEW NAME Ralph Herrera DATE 1/6/98 INTV BY RW

1. Job Title
Territory Sales + Servs Mgr. (3 in Dade Cty) only one in Lighting - handle anything Prelim an H < 500

2. Business Unit
IBS - Prin CI Custom Servi

3. Please describe your responsibilities.
Liaison between FPL + Lighting vendors in charge of lighting progm. Work w/ vendors, rebates, + making sure meet progm stds - Collect letter certif vendors. FPL after final customs might not get the rebate approval & get.

4. Please describe a day of typical activities.
Calls from Contractors - where check?
K. need pre approval notification (field reps do pre + post inspects)
5 field reps

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Customers
Contractors
Trade allys --
Many rep.
Engineers
at FPL deal w/ CI acct rep
res reps.
FPL Servs (Steve Greene Herrera (1)
Patrick James (2)
John Hong (3)

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
All time on ECCR.
acct. receives formula < 500kW

Issues deal w/ FPL Servs basically like a vendor - they will call - ask for info like any other vendor.

1 of 8 45-10 2-19

7. If receive requests and give out info for load data, ask what kind of information do they supply?

NO
field rep. can yes.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

NO.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

yes
No - We send them list of participating vendors + customs can choose who they want

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Services? To whom?

mostly no
part of study might have.

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

didn't answer.

No
does not instruct

11. Do you or did you ever interact with any FPL Services employees? Who?

interact in same format as with any other vendor.

2088 45-10 2-19

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

~~Cust.~~ NO

Segment 3 light - Have had Servis in meeting to inform them of lighting Retrofits

Do Not on one to one with a lot of vendors. Esses assist vendors other than product presentation & general meeting

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

NO

General meeting once a ~~month~~ 2 w/ consultant about system - Servis attends only to keep them informed of process.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

No
No

(3) 3 of 8 45-10 2-19

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

(4) 4088 45-10 2-19

INTERVIEW NAME _____ DATE _____

INTV BY AY

1. Job Title

2. Business Unit
Integrated Business Solutions

3. Please describe your responsibilities. - Liason FPL + Lighting vendors in Dade county. Vendor mgmt ~~+ tracking~~, standards, conflicts between vendors/customers Ex: Incentive discrepancies etc...

4. Please describe a day of typical activities Reps - 5 field reps
contractor calling for manuals, customer problems
EE certification pic approvals

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Customers -
Field Mgrs - contractors, designers
Comm. Accts reps
Res Acct reps
(1) John Haney
(2) Steve Bracko - FPL SVS - vendor

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Time all ECCR because he is strictly related to Lighting Program

4:10
2-19
(5) of 8

(W)

7. If receive requests and give out info for load data, ask what kind of information do they supply?

not really.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

not to him

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes, but send him list of vendors

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever Recommend FPL Servics? To whom?

No, not me.

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

no, maybe others in the line of business

and not

11. Do you or did you ever interact with any FPL Services employees? Who?

See #5, like any other vendor

4510
2-19

12. If they don't know names, read them list of 14 FPI Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

no

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egos besides FPL Services?

no

Lighting will meet to explain lighting complicate and how to keep them informed of the process. he assisted other vendors also for orientation (1)

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

no

14. Do you provide FPL Services employees data? If so, what kind of data?

no, only # kW

45-10 2-19 (7) 88

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

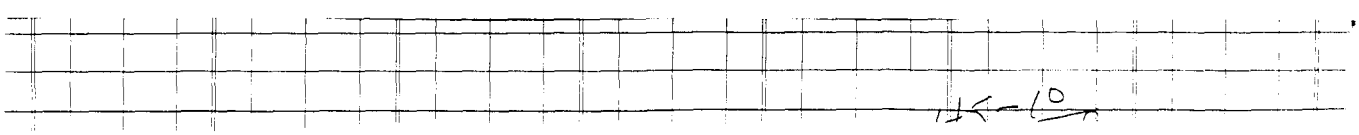
no

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

no

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-19



INTERVIEW NAME Hector Maestre DATE 1/6/98
INTV BY

1. Job Title

Major Acc't Mgr.

2. Business Unit

IBS

3. Please describe your responsibilities.

Liaison between cust + FPL dealing w/ large CI accts. One point of contact w/ FPL - billing inquiries, construction, DSM activities.

4. Please describe a day of typical activities.

visit a customer or 2 - sit w/ them & assess needs. energy saving needs - how can we help them to better business.
Or respond to customer requests - (look at projects, DSM - billing inquiries, rates)

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Customers
Plant Mgmt people
Ex on Mgmt - sometimes

FPL
Mkt + Sales Gp.
Rates
Customer Service
Construction Service personnel

FPL Service
answer inquiries
info on bills
info to customers

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Most of time non ECCR 70%
rest ECCR

45-10
2-20

1 of 10

7. If receive requests and give out info for load data, ask what kind of information do they supply?
yes - from FPL Servs + other ESCOs.
Billing history
Cust elect consumption hourly or Demand + bill
for usually a yr. (days at most)

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?
Sometimes - so that they can look at when
custom uses energy + design load pattern
more complicated - have to request from power mtrg
NOT readily available - take a week.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
Yes, always
give the custom options -
many that customer can choose from
Can work with who they are working at at present.
do not give them any names in particular
may talk about FPL Servs -

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servs? To whom?
Tell customs that FPL Servs are available but not
to exclusion of all others.

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?
Been told to promote them
your boss - at time Aeisha Williams
would let custom know that FPL Servs
was part of FPL + that we would work
w/ any.

11. Do you or did you ever interact with any FPL Services employees? Who?
yes - ① Mario Gonzalez — mostly time meeting w/ customs
② Dan Gary
③ John Hom ✗
④ Ed Cairns — Considered times meeting w/ Servs ECCR-Type
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2-20
(2) of 10
Sometimes at FPL Servs Request > at customs request — Make Appt. customs [illegible]

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

13A. Do you attend meeting with any of the ~~vendor/participants~~ Esco's besides FPL Services?

at customers request - yes - don't know names
(1) Brassfield & Gorry (roofing insulation - Doctors Hospital) last year.

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

Own branch
Network

14. Do you provide FPL Services employees data? If so, what kind of data?

at written request from FPL Service
bills, history, load info
would supply the same thing
to all the ESCO's.

(3) of 10

45.10
2-20

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No work for Semo

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Metro Dade City
asst Mgr. @ time
talking to Metro about facility
trying to see what we could do
to take adv. of FPL progams
+ energy efficiency.

at City's request exploring possibility
of putting servers chg underutilized
bill - one server could
support hundreds billing users thru
FPL servers at the time.

4 of 10

45-10
2-20

Hector Macshi 1/6/98

Major Account Manager

Integrated Business Solutions

Liason bet cust + FPL - Large C/I accounts

one point contact - billing to construction to DSM activities

Daily - customer visits to assess needs, responds to inquiries. rates

interactions - Const. Svc / customer Svc. FPL - Mktg and Sales Group
Customer - Executive Mngr
FPL Svs people
answer inquiries billing for customers non ECCR - 70

Dlob esco's + FPL svs. request load data billing history/ consumption, bill

Peak time asked - when ust is using most energy and decide a load pattern. it takes 1 day for Billing Data longer for Peak - it has to be

45-10
2-20

(5) of 10

Works with customers interested in [illegible]
and gives customer options of various
ESCO's or current Vendor. May talk
to them about FPL SVS. but not
recommend to the exclusion of all others

Told to promote FPL SVS
but not instructed to

by Boss - Tasha Williams -
meeting at customers or FPL SVS request. to assure
Interact with FPL SVS - ① Marco G customer is being treated properly
② Danny G
③ Ed Casco

meeting with customers - ECCR

Met with other ESCO's at customers' request
④ Doctors Hospital - 1997 - Brassfield +

Did you tell customer about Lighting Ref. rejoinder reclaim
talk to SVS - cannot recall.

Provides FPL SVS with Billing His / Load
same as other ESCO's - through writing.

No other applicable work
No non reg work.

⑥ of 10 45.10 / 2.20

Accounting for Metro Dade for DSM.

Trying to see if they could take advantage of reductions.

* regarding promoting line item billing only opening through PPL SVS at the time.

(7) of 10 45.10 2-20

A4A2 FIXED DISTRIBUTION / EMP# 265751010 INQUIRY EFF DATE (40)
PAY ENTITY XM NAME MAESTRI,HECTOR J
TAX-ENTITY 00001 EFF DATE 06/17/97

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
Major Acct (Non) ECCR	08362	5697	90	000	000	361	71.00
CI Load Control Program ECCR		1142	90	000	000	361	5.00
BEE Walk Thru (ECCR)		5542	90	000	000	361	6.00
Chilled Water Coated ECCR		5545	90	000	000	361	3.00
BEE - New Construction ECCR		5546	90	000	000	361	0.00
Comm'l Thermal Energy Stg ECCR		5547	90	000	000	361	1.00
New CI Eff Lgt Prog ECCR		1790	91	000	000	361	12.00
CI Hi Eff. Split Plcg. EX AC ECCR		1904	91	000	000	361	1.00
Uninterruptible Power Supply		1203	90	000	000	361	1.00
(Non) ECCR							0.00
					TOTAL PERCENT		100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Major acc't Mgr I N Dade Cust Servs

71
1
72

45.10
2-20

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Hector Maestri

A letter from Hector Maestri, a reglated account manager, to Metro Dade County on 9/12/95 discusses the services that FPL can provide through its sub. It also states that FPL is the only company that can offer the option to finance the projects by means of a service charge whih can be placed diretly on the utility bill.

Show Hector letter and ask if he has written any since. What work order would you considered this to be charged to?

Two

45-10
2-20 9 of 10

96-97

11/4/97

Florida Power & Light Company, P.O. Box 025209, Miami, FL 33102-5209

FPL

CONFIDENTIAL

September 12, 1995

Mr. Paul Lee
Utilities Manager
Metropolitan Dade County
200 N.W. 1 St.
Miami, Fla. 33134

Subject: **FPL's Demand Side Management Services.**

Dear Mr. Lee,

This letter is a follow up to our conversations regarding the opportunities that FPL can offer Metro Dade County by implementing Demand Side Management projects on a turnkey basis. FPL, through its subsidiary FPL Services, would take on single point responsibility for implementation of energy conservation and cost reduction opportunities for the County. This includes the financing of said projects that would be determined to be cost effective to implement.

We are uniquely qualified to assess the County's electrical energy needs and make recommendations to maximize efficiencies in its usage. Our 70 years of experience in serving Metro Dade County speaks to that fact.

FPL is the only company that can offer Metro Dade County the option to finance the projects by means of a service charge which can be placed directly on the County's utility bill, and can be set at or below the level of anticipated savings.

FPL is also vendor neutral, we are a service provider, not a manufacturer or distributor of equipment. All materials and services are selected by FPL through a competitive selection process, ensuring its customers the best possible value. We will also ensure that qualified local vendors are given ample opportunities to participate in these projects.

Thank you in advance for the attention that you will give this matter. If you have any questions or concerns please contact me at (305)442-5140.

Sincerely,

Hector J. Maestri
Account Manager
Major Accounts

an FPL Group company

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2-20

(10) of 10

Solicits business for Services because it can be put on bill

45-10
2-20

INTEGRITY BUSINESS FORMS, INC. (847) 698-2626 FAX (847) 698-4608

INTERVIEW NAME Susan Lyerly DATE 1/7/98
INTV BY ~~B Young~~

1. Job Title

2/97 left CI Major Acct Mgr.

2. Business Unit

CI Customer Service

3. Please describe your responsibilities.

Hospital Segment
20 accts.
Anything related to their power

4. Please describe a day of typical activities.

½ in office - doing proposals - construction projects
½ w/customers

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Service Planning dept
Accty - billing
Fla Hospital Engineering
Customers - Facilities or Engineering

① FPL Services - Marco, Rex Noble attended some meetings
②
③ John Haney went to Meeting, George Cass

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

50% construction
50% energy

④ N. Brow. hospital district
Already had a contract worked out w/ prior acct manager & Services

45-10
2-21

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes, customers or contractor — one day — 2 days
Usually just billing history
Sometimes peak time of use data - need SSOR meter, most large cb

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

✓

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

* Mentioned Services & they were on list -
almost only one who offered financing
Gives list recommend they call 5-10

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

Not directly, always mentioned them and
* the financing - had brochures to give out

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

No but to make the customers aware
that they exist - yes
in meeting / upper mgmt

11. Do you or did you ever interact with any FPL Services employees? Who?

yes

45-10
2-21

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

See pg 1

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

yes of for) Broward Hospital District (1)
(We ~~[illegible]~~ (Services) Never had a signed contract
went with other ESCO also

13A. Do you attend meeting with any of the ~~vendor/participants~~ Escos besides FPL Services?

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No
Services Knew all major customers

14. Do you provide FPL Services employees data? If so, what kind of data?

If customer authorized

45-10
2-21

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

INTERVIEW NAME Susan Tyerby ~~Ruth Kyerby~~ DATE 1/7/98
INTV BY Rg

1. Job Title
Account Manager

2. Business Unit
CI Custom Services Now IBS

3. Please describe your responsibilities.
Covers part of an H. Hospital - all in Broward Cty - approx 20
Bill, Power, Energy Projects
Takes care of customer

4. Please describe a day of typical activities.
1/2 Office - paper work proposals - Engineering related
working w/ engineering dept.
Energy related - ECR - proposal to see how much save
meetings with one of customers + so on

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Within FPL
Service Planning dept
Engineering
Billing Problems
distributor + cust.

customer facility dept.
FPL Service (1) Mary Gorzelny
(2) Ray Noble
(3) John Horne

Capacity
FNBHD - already had a signed K under out by previous mgr + Engr. always involved by custom

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Overall 50/50

(5) Mary Gorzelny - Is wanted to work in FPL Service
Is how projects have lisd
Handles + contacts - personal
Call around - didn't want to attend mtgs.

Expressed interest in FPL Service
found out the word 1 month adv. + we would talk to.

(5) of 42 45-10 2-21

7. If receive requests and give out info for load data, ask what kind of information do they supply?
yes - from customer of Contractor or 3rd Pty
Customer writes a letter
Usually bills testing KWH KWD + usage + bill amt.
If certain kind / rate (some days)

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

If not on rate if have SSDR meter. (2 days)
M

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?
Yes.
No - have vendor lists
always second call around. - Call at least 5-10.

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Service? To whom?
Not directly
always would mention what they could
do as far as region - especially when
it started to get the name out.

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?
Been instructed to make customer aware
they exist.
Upper Mgmt in general - upper mgmt.

11. Do you or did you ever interact with any FPL Services employees? Who?
yes.

(174) (6) 01/42 45-10 2-21

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

13A. Do you attend meeting with any of the ~~vendor/participants~~ Esco's besides FPL Services?

ye - Subs. of Servis now
(1) SBHD. - no signed K.
Met w/ Servis twice & was there
w/ other one Esco.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO - they had a list of all major customers on their own to solicit business. Wasn't a list that FPL provided.

14. Do you provide FPL Services employees data? If so, what kind of data?

If cust gave authority to.

(7) 6 of 42 45-10 2-21

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Was asked to bring payroll as of 9/26/97

(37)

Susan Lyerly

How did you determine 67% of your time went to Non ECCR? What do you do that is non E CCR?
Expalin the work you do that is ECCR?

What does the fixed distribution at 4/11/97 mean?

/ According to notes from Marco Gnzalex files you worked wit him on Tenet prospect. What did you do? What was your role? Which work order was your time charged to for your work on this?

2 3 According to Marco Gonzalez files you were also involved in the presentation to Memorial Healthcare system. What did you do? What was you role? Which work order was your time charged to for your owk on this?

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2-21
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A4A2 FIXED DISTRIBUTION / EMP# 246272289 INQUIRY EFF DATE
PAY ENTITY XM NAME LYERLY-JENNETTE,SUSAN A
TAX ENTITY 00001 EFF DATE 01/05/96 (39) PAGE 0000

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
07760	5697	90	000	000	360	67.00
	1142	90	000	000	360	4.00
	-5545	90	000	000	360	8.00
	1904	91	000	000	360	6.00
	1790	91	000	000	360	15.00
						0.00
						0.00
						0.00
						0.00
						0.00

Major Acct # Non ECCR
CI Load Control Program ECCR
Chiller Water Cooled ECCR
CI Hi Eff Split ECCR
New CI Eff Lite Prog ECCR

222

TOTAL PERCENT 100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

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A4A2 FIXED DISTRIBUTION / EMP# 246272289 INQUIRY EFF DATE
PAY ENTITY XM NAME LYERLY-JENNETTE,SUSAN A
TAX ENTITY 00001 EFF DATE 04/11/97 (39) PAGE 0000

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
08849						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

(1) (2)

TS0014-ENTER UPDATES OR CONTINUE PAGING

Emerging Services 9425-90.000-000 884 100%

May ave Mgr I - Miami

(11) 9/42

1 CORPORATE - DALLAS

2 • Bill Loerze / VP Const Desig

3 NATIONAL MEDICAL ENTERPRISES INC D.R.A.

4 WEST BOCA MEDICAL CTR

5 • Dennis Gavarrea / Dir Plant Ops

6 TENET

7 • Michael Jensen / Reg. Op. Mgr.

A	B	C	D
North Ridge Medical Center	Hollywood MEDICAL CENTER MED OFF BLDG	Palmetto Gen. Hosp	Hialeah Hosp
Dir. Plant Ops → • Joe Singh	• Bob Meese	• Jesus Sardinas	• Manny Kinaires

Assist. Adm.
• Mike Bellbeck

• Leonard Fauchaut

• Pete Mercer / CFO

E

FPL ← FPLS

• Wayne Besley / NAM — • Mario Gonzalez / S. M.

• Ron Baetsick / HVAC Prog. Mgr.

• Petee Block /

• Michael Khoury /

• ~~Hector Ministri~~ / AM / PALMETTO HIALEAH

• ~~Susan Lyerly-Jeanette~~ / AM / NORTH HOLLYWOOD

• Steve Romig / Area Mgr.

45-10
2-21

FPL

FPL SERVICES

Thursday, April 03, 1997

Milton McKay
TENET HEALTHSYSTEM HOSPITALS, INC
Regional Counsel-Law Department
500 W. Cypress Creek Road, Suite 370
Ft Lauderdale, FL 33309

Dear Milton:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and Hollywood Medical Center on March 21th, 1997. A short presentation of FPL Services is also enclosed.

This agreement represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Don Steigman/The Tenet Florida Regional Office
Holly Learner/Hollywood Medical Center
Wayne Besley/Florida Power & Light Company

Promoters: Pete Mercer/Hollywood Medical Center
Rob Mease/Hollywood Medical Center

1982 N. STATE ROAD 7
MARGATE, FL 33063

OFFICE: 954/979-7569
MOBIL: 954/240-3290

FAX: 954/979-7656

A SUBSIDIARY OF FLORIDA POWER AND LIGHT COMPNY

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2-21

(13) of 42

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to manage, implement and evaluate energy related projects.
Have many energy saving projects to be done, except for lighting.
Fit our hospital chain segment strategy (FPL and FPLS).
Signed OMA can be used by FL locations to developed energy projects.

Products: 1) Energy procure 2) Training 4) Dereg update 6) Bill payment 7) Data mgt
8) Ener proj mgt 9) IDS

Potential:	Tenet=14? plus OrNda=7?	Electrons	FPLS
	Sales	$7.5 mill	$4.0 mill
	GPM	13%	4%
	GP	975K	160K

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Partner will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA, BPA, LTC, alliance or other?.

Approach: Who to contact to achieve mission?.
What are their goals and responsibilities?
Who do they work with for advise?
How should they be contacted?
When should they be contacted?

Recognition: Publication, newspapers, executive letter, "Bob Commercial"?

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pa. Jeffrey Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair.
?pl. Bill Loorze/VP Const Design
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+ad. Don Steigman/Sr. VP-Reg Ops
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel
?+pl. Michael Jensen/Reg Op Mgr

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

Mike Radvacc VP

45-10 2-24

431 Pine Street

GRANGE PRE

+ Dave National Ctrol Stephen Roth, P.E. (PM Project Mgr

Every month for Robert Vacant of 40!

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv

SEVEN RIVERS COMM HOSPT TOWN & COUNTRY HOSP MEM HOSP TAMPA

PALMS PASADENA HOSP

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Daniels/Steve Romig

EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS: ✓
- Upgrade Facilities.
- Limit personal exposure.

ORGANIZATIONAL GOALS: ?
- Reduce energy cost.
- Reduce high O&M of old system.

REQUIREMENTS: ✓
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).
- Send copies of documents to OMA designated addresses.

KEY NOTES: ✓
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- Limited access to structural drawings.
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.

MESSAGE: ✓
- FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA): ✓ VSD, Motors
- HVAC (chillers, cooling towers, AHU).
- EMS.
- TES.
- UPS (critical areas?).
- IDS (14 cents/pound).

APPROVAL PROCESS:

$3 Rpt

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15 of 42

* Depends on project size: Dir Ops->CFO->CEO->VP Reg Ops.

MUTUAL OBJECTIVES:

* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

* Start OMA process at two Hollywood Medical buildings=IN PROGRESS.
*Determine BPA likelihood and possible strategy to achieve it=NEXT.

* Local=Legal department to review and approve OMA=DONE.
  Determine approval process and contacts.
  Then, meet with remaining locations.
* Regional=Inform/meet with Michael Jensen to verify how he wants to approach energy (partner?).
* Corporate=Based on local and regional feedback, determine best approach/agenda and resources .

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	
Send status letter	Participants	4/	
Contact other location	Marco/AM's	4/	on
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco	5/	

Contact Report

1 Marco A. Gonzalez
2 FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 4/21/97 (2)
Time: 2:31PM
Number of Contacts: 1

	A			B	
3 Company:	HOLLYWOOD MEDICAL CENTER			Address:	3600 Washington S...
4 Contact:	Rob Mease				
5 Phone:	954-966-4500	Ext:	CC: 1		
6 Title:	Dir Plant Ops			City:	Hollywood
7 Sec:	Debra			State:	FL
8 Dear:	Rob			Zip Code:	33021
Call:			RE:		
9 Meeting:	4/22/97	8:00AM	RE:	Audit walk trough-Tom Sign Security	
9a To-do:			RE:	Pago Idicula.	

10 Last Results: Lmtcmb w Gary* Fianancials
11 ID/Status: Customer — Referred by: Rob Risley

Cycle: A — Rev: 454
12 Type: HVAC, Chillers, TES, UPS, IDS?, ... — ~~Pot: 500~~
Reported: 3 — AM: Susan Lyerly

13 Proj No: 96-01013-000
14 Locations: 2 (7), TENET
Group: Qualify-10/24

15 Contact: Rob Mease — City:
16 Phone: 954-985-6202 Ext: — State:
Address 1: — Zip:

Asst 1: — Asst 2:
Title: — Title:
Phone: Ext: — Phone: Ext:
Last Reach: — Last Reach:

17 Bus: Healthcare — Sector: Healthcare
Group: Y — Finance: ?
18 Poduct: Hospital — Ref by: Wayne Besley

History:

19	4/17/97	8:00AM	To-do Done	Prepare mail Sch-B
20	4/7/97	4:25PM	Last Results	Lmtcmb w Gary* Fianancials
21	4/2/97	2:00PM	Meeting Held	Initial Audit Meeting
22	3/31/97	8:40AM	Completed Call	Rec and signed Suppl-1 + Sch-A?, Sch AU meeting
23	3/28/97	4:26PM	Last Results	Bob Pat lmtcmb*
24	3/28/97	9:38AM	Last Results	Lmtcmb to sch AU meet or conf***
25	3/26/97	11:31AM	Last Results	Lmtcmb to sch AU meet or conf**
26	3/24/97	4:39PM	Last Results	Lmtcmb to sch AU meet or conf*
27	3/24/97	10:15AM	Last Results	Lmtcmb to sch AU meet or conf
28	3/21/97	1:30PM	Meeting Held	Drop off Attachment 1 + Schedule A
29	3/21/97	1:20PM	Letter Sent	ROB.WPD
30	3/21/97	11:00AM	Meeting Held	Pick up Master Agreement?Lunch?
31	1/6/97	10:00AM	Meeting Held	Meet w john Haney for OMA response

45 10
2-21
(17)
0/42

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 4/21/97
Time: 2:31PM
Number of Contacts: 1

	A		B	
2	1/2/97	12:49PM	Last Results	Rec Pete's answer from legal
3	11/27/96	11:04AM	Last Results	He will check w Pete/cb by TU
4	11/25/96	11:07AM	Last Results	Cb tomorrow w find out.
5	10/28/96	3:20PM	Last Results	Pete not done reading it? cb 1 wk
6	10/21/96	9:00AM	Meeting Held	Read OMA
7	10/14/96	3:34PM	Last Results	Sch met t read OMA
8	9/24/96	11:56AM	Last Results	On vacation/back in two weeks
9	9/4/96	9:00AM	Meeting Held	Walk through+FS meeting
10	8/26/96	9:02PM	To-do Done	Send thk letter
11	8/26/96	9:00AM	Meeting Held	Intro/FF/FPLS?/old HVAC?
12	8/22/96	7:42PM	Last Results	Sch meeting on MO 9:00 am

Notes:
There are no notes for this contact.

Activities:

13	Meeting	4/22/97	8:00AM	Audit walk trough-Tom Sign Security

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2-21
18
042

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 6/9/97
Time: 3:29PM
Number of Contacts: 1

A B

2 Company: NORTH RIDGE MEDICAL CENTER Address: 5757 N. Dixie Hig...
3 Contact: Chuck Giorgio
4 Phone: 954-776-6000 Ext: CC: 1
5 Title: Dir of Fac Ops (ext=4020) City: Fort Lauderdale
6 Sec: State: FL
7 Dear: Joe Zip Code: 33334

Call: RE:
Meeting: 6/10/97 9:00AM RE: Evaluation meeting
To-do: RE:

8 Last Results: Lmt Steve to sch meet
9 ID/Status: Customer Referred by: Michael Jensen

Cycle: B Rev:
10 Type: HVAC? Pot: 200
Reported: 3 AM: Steve Daniels

Proj No: n/a
11 Locations: 1 of 7, TENET
Group: Qualify-10/24

12 Contact: Chuck Giorgio City:
13 Phone: 954-202-4825 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

14 Bus: Healthcare Sector: Healthcare
Group: Finance:
15 Poduct: Hospital Ref by: Wayne Besley

History:

16	6/6/97	11:34AM	Completed Call	Inform of process+evaluate participation?
17	5/22/97	10:13AM	Last Results	Lmt Steve to sch meet

Notes:
There are no notes for this contact.

Activities:

18	Meeting	6/10/97	9:00AM	Evaluation meeting

CONFIDENTIAL

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2-21
(19) 942

8/14/81

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

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?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2.21
20
9/42

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT	TOWN & COUNTRY HOSP	MEM HOSP TAMPA
PALMS PASADENA HOSP		
FLORIDA MED CETR SOUTH ?pl. Jimmy LaBoy/Dir Ops	FLORIDA MED CTR ?pl. Elgin /Dir Ops	CORAL GABLES HOSP
PARKWAY W MEDICAL CTR	PARKWAY REG MED CTR	
FPLS MG,DG	FPL Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri Steve Danields/Steve Romig	

LOCAL EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
- Upgrade Facilities.
- Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
- Reduce energy cost.
- Reduce high O&M of old system.

LOCAL REQUIREMENTS:
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).?
- Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- Limited access to structural drawings.
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.
- Dave Garman looking into energy project with corporate budget. Luisiana done with task force??

LOCAL MESSAGE:
- FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

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21
042

minimum business interruptions.

LOCAL PROJECTS (BPA):
* HVAC (chillers, cooling towers, AHU).
* EMS.
* TES.
* UPS (critical areas?).
* IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

LOCAL MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals. (Dave, Bill), Dino/Rob?

REGIONAL: Evaluate role and influence level. (Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr= Und Neg OMA.
Delray Comm Hpst= Next.
Hialeah Hospital=

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Sch meeting with Dave	Wayne	5/?	
Deter Dave's goals and plans	Rob/Wayne?/Marco	5/?	
Contact other local locations	Marco/AM's	on	y
Rev strategy and implement	Wayne/Marco	4/?	
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco	5/	

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2-21
22
0542

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

A B

2 Company: DELRAY COMMUNITY HOSPITAL Address: 5352 Linton Blvd.
3 Contact: Kipp Cooper
4 Phone: 561-498-4440 Ext: CC: 1
5 Title: Dir Oprs City: Delray Beach
6 Sec: State: FL
7 Dear: Kipp Zip Code: 33484

Call: RE:
8 Meeting: 6/25/97 11:00AM RE: Evaluation meeting
To-do: RE:

9 Last Results: Lmf Michel tcmb and sch meet*
ID/Status: Referred by: Michel khoury

Cycle: B Rev:
9a Type: HVAC? Pot: 200
Reported: AM: Michel Khoury

Proj No:
Locations:
Group:

10 Contact: Kipp Cooper City:
Phone: Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

11 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

12	6/16/97	2:31PM	Completed Call	Sch evaluation meeting throught Michel
13	5/23/97	11:16AM	Last Results	Michel will se up meeting in June
14	5/23/97	10:50AM	Last Results	Michel will se up meeting*
15	5/22/97	9:18AM	Last Results	Evaluate role/to do business?***
16	5/20/97	3:20PM	Last Results	Evaluate role/to do business?**
17	5/15/97	3:17PM	Last Results	Lmtcmb to sch meeting? TU, TH, FR
18	4/23/97	11:30AM	Meeting Held	Crystal Lake Ctry Club

Notes:
19 5/6/97: Fair Oaks Hospital (psychiatric), 5440 Linton Boulevard, Delray Beach.
20 (561) 495-3737.

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0142

CONFIDENTIAL

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

Activities:

2 Meeting 6/25/97 11:00AM Evaluation meeting

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2-21
(24)
0342

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
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PALM BCH GARD MD CTR-204
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W BOCA MED CTR-185
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?pl. Frank Kleese/Dir Plant Ops
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PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

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?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Leamer/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2.21

(25)
of 42

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT | TOWN & COUNTRY HOSP | MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH
?pl. Jimmy LaBoy/Dir Ops

FLORIDA MED CTR
?pl. Elgin /Dir Ops

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR | PARKWAY REG MED CTR

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

LOCAL EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
- Upgrade Facilities.
- Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
- Reduce energy cost.
- Reduce high O&M of old system.

LOCAL REQUIREMENTS:
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).?
- Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.
- Dave: Luisiana done with task force.
- Doing New Jersey and South Florida (National Target?).

LOCAL MESSAGE:
- FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

4570
2-21

minimum business interruptions.

LOCAL PROJECTS (BPA):
- HVAC (chillers, cooling towers, AHU).
- EMS.
- TES.
- UPS (critical areas?).
- IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
- Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).
- Energy related projects must be approved by Dave.

LOCAL MUTUAL OBJECTIVES:
- Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?
Dave: Spot checking audits in South Florida.
Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

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2-21

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of 42

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

A B

2 Company: WEST BOCA MEDICAL CENTER Address: 21644 State Road 7
3 Contact: Dino Gavazza
4 Phone: 561-488-8000 Ext: CC: 1
5 Title: Dir Plant Ops City: Boca Raton
Sec: State: FL
6 Dear: Dino Zip Code: 33428

7 Call: 8/27/97 None RE: Inform results of audit report
Meeting: RE:
To-do: RE:

8 Last Results: He wil call back about PQ questions*
ID/Status: Referred by: Nichel Khoury

Cycle: B Rev:
9 Type: TES Pot: 300
Budget: AM: Michel Khoury

10 Proj No: 97-01008-000
Locations:
Group:

11 Contact: Dino Gavazza City:
Phone: 561-488-8206 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

12 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

13	7/24/97	9:00AM	To-do Done	Get info for Richard Lopez
14	7/23/97	6:00PM	Meeting Held	Round table-Emabssy, 1100 S.E. 17st
15	7/21/97	10:06AM	Last Results	He wil call back about PQ questions*
16	7/18/97	10:39AM	Last Results	Lmtcmb table top/PQ questions*
17	6/12/97	9:00AM	Meeting Held	Audit walkthrough
18	5/7/97	9:00AM	Meeting Held	Initial audit meting
19	4/28/97	2:00PM	Meeting Not Held	Initial audit meeting
20	4/21/97	10:59AM	Completed Call	Schedule initial audit meeting
21	4/11/97	10:00AM	Meeting Held	Evaluation meeting
22	4/9/97	4:40PM	Last Results	Mail new OMA with latest revisions

Notes:

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Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

7/11/97:
2 Power to the MRI (Magnetic Residence System).
3 Loose the scan: $1500 per scan?.
4 How fast the equipment 6 minutes?.
5 MRI sensitivity?
6 Location of future UPS?
7 How is he planing to cool the room?
8 How are you going to maitain it?
9 UPS installation cost quote?
10 Life cicly estimate?
11 Cost comparison of back up batery codt vrs SS.

4/15/97:
12 Peter Goedeck/Dir Fac SErv 818-385-3537.
13 Dave Garman/Mgt Fac Serv Group 972-789-2391.

Activities:

Call	8/27/97	None	14 Inform results of audit report

45-10
2-21

BRASKER

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/HVAC
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO
+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

NORTH SHORE HOSPITAL

SEVEN RIVERS COMM HOSPT

TOWN & COUNTRY HOSP

MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH

FLORIDA MED CTR

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR

PARKWAY REG MED CTR

FPLS
MG,DG,Edgardo Caban

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

EVALUATION:
- Need (age?)= Energy pilot location of two selected by corporate.
- Speed (why?)= Pilot to complete ASAP.
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
- Budget?= may need financing.
- Sq. Ft.=

45-10
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OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS:
* Most energy efficient location.
* Limit personal exposure.
* Implement wish list limited by time.
* Target payback= 5 years.

ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.
* Target payback= 2 years.

REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* Send copies of documents to OMA designated addresses.

KEY NOTES:
* Energy goal reduction of 2 %.
* Expanding facility
* Barry Pitts (TES?).
* Consequencial damages exposure up to project profits.
* TRANE: National Contract being negotiated.
* AUDITS: Energy Investment Inc, 431 Pine Street, Burmington, Vermont 05401, Stephen Booth, P.E.
* Expansion: 18K sqft OR target date to start is June 1997.
* BFI= $0.172.

MESSAGE:
* FPLS turnkey approach allowed us to install efficient systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA):
* Expansion: Motors, secondary loop, cooling towers, VSD, PQ, EMS, VAV,TES/chillers,
Non esential load generator (chillers+AHU), vaccum suction systems (IR Exhaust 8), water conservation.

APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:
* Edgardo to prepare audit scope of work and report.
* Dino sending/faxing water bills.

ACTION PLAN: By		By	Done
Send OMA, CA	Marco	8/26/96	y
Send legal response	Marco	4/10/97	y
Execute Agreements/Appr Proc	Dino/Marco	4/29	y
Initial AU meeting	Dino/Ed/Michel/Marco	5/7	y
Execute Sch-A and Sch-B	Mary/Dino/Marco	5/12	y
Audit walk-through	Orlando/Bill/Ed/Marco	6/4	y

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FPL

FPL SERVICES

Friday, September 05, 1997

Don Steigman
TENET HEALTHSYSTEM HOSPITALS, INC
The Tenet Florida Regional Office
500 W. Cypress Creek Road
Suite 370
Ft Lauderdale, FL 33309

Dear Senior:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and West Boca Medical Center on April 15th, 1997.

This is the same agreement executed by Hollywood Medical Center. It represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement, such as the enclosed Schedule B.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Milton Mckay/Regional Counsel-Law Department
Wayne Besley/Florida Power & Light Company

Promoters: Mary T. Bazzicalupo/COO
Dino Gavazza/Dir. Plant Operations

7201 CYPRESS ROAD
PLANTATION, FL 33317

OFFICE: 954/321-2207
MOBIL: 954/240-3290

FAX: 954/321-2173

A SUBSIDIARY OF FLORIDA POWER AND LIGHT COMPNY

45-10
2.21

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0842

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

---

2 Company: HIALEAH HOSPITAL — Address: 651 E 25Th St
3 Contact: Manuel T. Linares
4 Phone: 305-693-6100 Ext: — CC: 1
5 Title: Adm Dir Supp Serv — City: Hialeah
6 Sec: — State: FL
7 Dear: Manuel — Zip Code: 33013

Call: — RE:
8 Meeting: 9/5/97 1:30PM — RE: Rev scope of work and OMA
To-do: — RE:

Last Results: Hector arranged for meeting
9 ID/Status: Customer — Referred by: Michael Jensen

Cycle: A — Rev:
10 Type: CIL, HVAC? — Pot: 200
Budget: 3 — AM: Hector Maestri

Proj No: n/a
11 Locations: 1 of 7, TENET
Group: Qualify-10/24

12 Contact: Manuel T. Linares — City:
13 Phone: 305-835-4192 Ext: 4115 — State:
Address 1: — Zip:

Asst 1: — Asst 2:
Title: — Title:
14 Phone: 305-734-5401 Ext: — Phone: - - Ext:
Last Reach: — Last Reach:

15 Bus: Healthcare — Sector: Healthcare
Group: — Finance:
16 Poduct: Hospital — Ref by: Wayne Besley

History:

17	9/2/97	10:21AM	Last Results	Hector arranged for meeting
18	8/12/97	9:00AM	Meeting Held	Det goals/potential/expectations+Exc agree
19	6/25/97	3:00PM	To-do Done	Send OMA
20	6/18/97	10:00AM	Meeting Held	Evaluation meeting
21	6/9/97	4:26PM	Last Results	Hector will sch meeting on 6/18

Notes:

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Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

5/22/97: Beds 378, Rev $70 mill.
Michael H. Focht, Sr., president and chief operating officer of Tenet
Cliff Bauer, Hialeah Hospital's chief executive officer.
Don S. Steigman, Tenet's regional vice president for Florida
$10 million in capital investments for new and expanded services at Hialeah and
Palmetto General Hospitals."

Activities:
Meeting 9/5/97 1:30PM Rev scope of work and OMA

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

A B

2 Company: ~~TENET HEALTHSYSTEM~~ HOSPITALS, INC Address: 14001 Dallas Parkway
3 Contact: David P. Garman
4 Phone: 972-789-2391 Ext: CC: 1
5 Title: Mgt Fac Serv (Constr Design) City: Dallas
6 Sec: State: TX
7a Dear: Dave Zip Code: 75240

7b Call: 9/23/97 None RE: To f.u. AU report and opportunities
Meeting: RE:
To-do: RE:

8 Last Results: Lmtcmb about drection & Hollywood AU*
ID/Status: Referred by: Wayne Besley

Cycle: Rev:
9 Type: HVAC, TES Pot: 4000
Budget: 3 AM: Wayne Besley

10 Proj No: 96-01007-000
11 Locations: 7, TENET
Group:

12 Contact: David P. Garman
13 Phone: 972-789-200 Ext: City:
Address 1: State:
Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: - - Ext:
Last Reach: Last Reach:

14 Bus: Healthcare Sector: Healthcare
Group: Finance:
15 Poduct: Hospital Ref by: Rob Mease

History:

16	9/11/97	1:11PM	Last Results	Lmtcmb about drection & Hollywood AU*
17	7/29/97	2:11PM	Last Results	FedEx audit report
18	7/23/97	5:00PM	Meeting Held	FHEA meeting and table top/presentation
19	7/9/97	2:56PM	Last Results	Lmtcmb***
20	7/1/97	1:33PM	Last Results	Lmtcmb**
21	6/25/97	3:05PM	Last Results	Lmtcmb/OMA+AU Holl+ASHE conference
22	6/12/97	2:00PM	To-do Done	Mail Master Agreement + presentation+ Summary letter
23	6/11/97	7:02PM	Last Results	OK to continue
24	5/20/97	3:06PM	Last Results	Role + energy goals/lmtcmb*

Notes:
There are no notes for this contact.

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2.21

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0842

Contact Report

(1) Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

Activities:

Call	9/23/97	None (2)	To f.u. AU report and opportunities

45-10
2-21

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OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
+pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

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2-21

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT | TOWN & COUNTRY HOSP | MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH
?pl. Jimmy LaBoy/Dir Ops

FLORIDA MED CTR
?pl. Elgin /Dir Ops

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR
(closing 8/24/97)

PARKWAY REG MED CTR

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

LOCAL EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
- Upgrade Facilities.
- Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
- Reduce energy cost.
- Reduce high O&M of old system.

LOCAL REQUIREMENTS:
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).?
- Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.
- Dave: Luisiana done with task force.
- Doing New Jersey and South Florida (National Target?).

LOCAL MESSAGE:

45-10
2-21

• FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

LOCAL PROJECTS (BPA):
• HVAC (chillers, cooling towers, AHU).
• EMS.
• TES.
• UPS (critical areas?).
• IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
• Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).
• Energy related projects must be approved by Dave.

LOCAL MUTUAL OBJECTIVES:
• Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?
Dave: Spot checking audits in South Florida.
Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

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2.24

PBC

(A) SBHO

(18)

(B) NON PROFIT / TAX EXEMPT 501C3

MEMORIAL HEALTHCARE SYSTEM

- ✓ Hugo DeGesso / Vice Nat. Hgt
- ✓ Gary S. Barbee / Assoc. Gen Counsel
- Clarke Walter / General Counsel
- ✓ Stuart Hopen / Asst Gen. Counsel

1611 N 35th Ave Hollywood, FL 33021

3 HOSPITALS 10 Health fac

(C) COLUMBIA. = LANDLORD

MEMORIAL HOSPITAL PEMBROKE

- ✓ Jack Goldstein / Assist Fin. Director
- ✓ AJ. (Al) Miller / Dir Facilities

(D)

MEMORIAL HOSPITAL WEST

- Joe Alcura / Director Design

(E)

MEMORIAL REGIONAL HOSPITAL

- ✓ Hugo Dolgesso / Vice Nat

Albert

Jan Kempee ?

- Jan Kempee /

(F)

MEMORIAL MANOR

(G)

JOE DIMAGGIO CHILDREN'S HOSPITAL

(H)

FPL

- Susan Lyeely-Jennette / AM.
- cc. Steve Romig / RM

FPLS

- Marco Gonzalez / S.M
- cc. John Havey / S.M
- cc Peter Randolph / T M.

(I)

ROSEK & GIBSON

- Ralph Rosek / President

USTO 2.21

(40942)

1. MEMORIAL HEALTHCARE SYSTEM
-pl. Joseph G.Alcure, Jr./Dir. Contr (Committee)

1.1. Memorial Hospital Pembroke
1.2. Memorial Hospital West.
1.3 Memorial Regional Hospital.
1.4 Memorial Manor.
1.5 Joe Dimaggio Childrens Hospital.

MEMORIAL HOSPITAL PEMBROKE (Committee):
+pl. 1. Jack Goldstein/Asst Adm Fin & Supp Serv
+pl. 1.1. AIJ (Al) Miller/Dir Fac.
?pl. Jan Kemper/Asst. ??

CENTEX RODGERS CONSTRUCTION CO. (Committee):
+pl. 1. Al Catullo/Proj Superint
+pl. 2. James W. Harris/Sr. Proj.Mgr.

FPLS:	FPL:	HARRIS ENERGY SERVICES:
*MG+RN+JH	+ad. Susan Lyerly/AM	+pl. Roy Radanof/VP

EVALUATION:
- Need (age?)= Become more energy efficient during major renovation project.
- Speed (why?)= To save money and reduce interruption due to renovation.
- Vehicle (why FPLS)= 1. Single 2. Finance 3. Neutral 4. FPL resources 5. Subsidiary 6. LF
- Guarantees?= Optional.
- Financing: No.
- Sq. Ft.= 219 K or 183 K.
- Annual Electr= $113 K, 301 beds.

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS
- Promote projects that make sense.
- Improve the overall apearance of the facility (customer satisfaction).

ORGANIZATIONAL GOALS
- Make building energy efficient.

REQUIREMENTS:
- Minimal interruptions during installation.
- Pay back= 5 to 7 years, or based on project type.

KEY NOTES:
- Negative pressure.
- Not-for profit, 501C3, tax rev bond?.
- Tax exempt municipal lease.
- 30 year lease starting July 1, 1995.
- Remod: Parking/Outside-> done by 2/97.
- Remod: Wall paper/rlocate-> done by 6/97.
- Remod: ER done by 6/97.
- BFI= $0.14 to $0.18.
- Budget commitment is in place.
- B&G has done some work.
- 1975 and 1985.
- 500 employees.
- 5th floor closed.
- Occupancy=63%.

CONFIDENTIAL

45-10
2-21

MESSAGE:
• FPL and FPLS improved our building apprearance and increase our energy efficient by implementing energy projects that met our selection criteria.

PROJECTS ($396,700 to $885,28):
• CIL (F40).
• Antiquated HVAC (250 & 40 ton chillers + DX + split systems), boilers.
• Generator (Old 400kW transfer switch prolems, 1000kW).
• Electric problems (two voltages 208 and 480V from generators).
• EMS (fire alarm system AC/DC ?).

APPROVAL PROCESS:
* Jack Goldstein form a committee (Q=4).
• A short presentation will be required to the committee.
• Decison within days.

MUATUAL OBJECTIVES:
* Find and justify energy related projects that meet the selection criteria.
* Develop ASAP to reduce interrruptions (remodeling in progress).

STATUS OF PROJECT:
* Work with Jack to present proposal to Jan and clarify process to Joe. Also, to determine next step.
• The committee seems to be moving to do ECO=1,2,5 and 6 ($198K). ECO=8 ($28K) will consider if HVAC is redesigned.
• Joe seems to want a new HVAC system, but he does not want to pay for it.

ACTION PLAN:	By	By	Done
Send OMA+Sch-A	Marco	8/30/96	y
Send tax exempt mun Lease	Marco/Peter/Cary	9/24	y
Execute Agreements	Jack/Marco	12/18	y
Prepare Sch-B	Marco/Rex	12/19	y
Facilities Meeting	Jack/Rex/Marco/Al..	1/7/97	y
Walk-Thr	Jack/Marco	1/7	y
Exc Sch-B+FPL letter	Jack/Marco	1/8	y
Gas+water bill hstory	Marco	1/8	y
Present AU rep	Jack/Rex/Marco	2/6	y
Committee presentation	Jack/Rex/Roy	2/17	y
Meet w Jan Kemper	Jack/Marco	2/	
Meet w Joe Alcure?	Jack/Marco	2/	
Execute Sch-C + CIL?	Jack/Marco	2/	
FS report	Committee/Marco/Rex	4/	
Sch-D &E order	Jack/Marco	4/	
Referrals SBHD?	Jack/Marco	4/	
Contact other 4 hospitals	Marco	4/	
Vance IDS???	???	7/	
Sch-F agreem	Jack/Rex/Marco	10/	

CONFIDENTIAL

4510
2-21

INTERVIEW NAME Wayne Beasley DATE 1/7/98
INTV BY fg

1. Job Title
National Acc't Mgr. (Health Care Retail + Telecom

2. Business Unit
IBS

3. Please describe your responsibilities.
Create great Service customer Service.
~~Position~~ FPL to be the best Services.
Deals w/ both Acc't Mgr. + Customers

4. Please describe a day of typical activities.
reliability - (if outage)
bills (accuracy, or consolidate)
travel to corporate office FPL position + FPSC position on deregulation
Price issues

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Customer - Corp Energy Manager dealt + cust.
except for facility - Acc't Mgr
FPL Sales + MKT
FPL Services
Energy MKT - Trading (Wholesale trades)

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Non ELCR most of the
day 70% non.

Orimulsion - not Specifically
FPL Services - general chillers retrofit
ask if FPL has the skills
that would introduce to Service
+ Service would make sale.
interact w/

45-10
2-22

1 of 38

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes - from customer or vendor/rep. ECOS. One time written. For FPL Servs typically 12 mo history

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No.
if have TOU meter
KWD report - 15 minute - SSOR.

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

YD.
No - try to be product neutral + vendor neutral.
Offer servs to custom + be happy to sit in w/ them

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servs? To whom?

NO

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes.

45-10
2-22

(2) 0838

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?
typically when custom - con FPL provid - usually leads to talk to Serv
If invited attend.

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egros besides FPL Services?
None not seen invited by other

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?
Billy history requested by custom.

45-10
2-22

(3) 8 39

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No.

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-22

INTERVIEW NAME Wayne Beasley DATE 11/7/98
INTV BY K Young

1. Job Title

National Accts. Manager

2. Business Unit

IBC Health Care, Restaurants & Telecom

3. Please describe your responsibilities.

Provide Customer Services
& get FPL to be preferred provided
Liason between acct mgrs & corporate office

Entergy Enron

4. Please describe a day of typical activities.

Reliability - outage
billing
Deregulation
Pricing

Discussed ourmulsion

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Corporate energy manager
acct mgr
FPL Sales & Mkty
FPL Energy Marketing & Trading

Distribution
Services - Introduce
Customers to Ser
Rep

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Non-ECR 70%
ECR 30%

45-10
2-22

(5) 0838

7. If receive requests and give out info for load data, ask what kind of information do they supply?

yes, customers or vendors

15 min KWD Report

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

12 mth history usually

No peak time

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

No product neutral & vendor neutral

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

No

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

yes

45-10
2-22

(6) 2638

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Service people

yes - customers doesn't feel they have Staff - if invited

13A. Do you attend meeting with any of the ~~vendor/participants~~ Egeos besides FPL Services?

Not been invited

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

Billing history after cust. reg 45-10 2-22

(7) 1638

KBA

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Non - ECCR charged time for meeting w/ Services

45-10
2-22
(8) 0838

(4)

Wayne Besley

How did you determine this allocation percent in 2/2/96?

What type of work do you do that is non ECCR?

Explain the work you do that is ECCR?

(1) According to notes from Marco Gonzalez files you worked with him on Tenet prospect. What did you do? What was your role?

(2) Why would Marco send you a copy of this letter to Tenet?
Show letter.

Basic Non ECCR

45-10
2-22

(9) 638

A4A2 FIXED DISTRIBUTION (1) EMP# 267930751 INQUIRY EFF DATE (4)
PAY ENTITY XM NAME BESLEY,W A
TAX ENTITY 00001 EFF DATE 02/02/96 PAGE 00001

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Major Acct's. Base Non ECCR	07760	5697	90	000	000	360	70.00
CI Load Control Program ECCR		1142	90	000	000	360	4.00
Chiller Water Cooled ECCR		5545	90	000	000	360	8.00
CI Hi Eff Split Pkg DX, A/C Rtg ECCR		1904	91	000	000	360	6.00
New CI Effic Light ECCR		1790	91	000	000	360	12.00
							0.00
							0.00
							0.00
							0.00
							0.00
				TOTAL PERCENT			100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

CII Spec II Location Ft. Lauderdale Cust Serv.

45-10
2-22
(10) 638

CONFIDENTIAL

CORPORATE - DALLAS

• Bill Loorze / VP Const Desig

3600 N
3700 NOR

XL BC

NATIONAL MEDICAL ENTERPRISES INC D.B.A.

(A) WEST BOCA MEDICAL CTR

• Dello Gavarrea / Dir Plan Ops

(C) TENET

• Michael Jensen / Reg. Op. Mgr.

(D)	(E) ✓	(F)	(G)
North Ridge Medical Center	Hollywood MEDICAL CENTER MOD OFF BLDG	Palmetto Gen. Hosp	Hialeah Hosp
• Joe Singh	• Bob Meese Dir. Plant Ops	• Jesus Sardinas	• Manny Kinarres
	Asst. Adm. • Mike Belbeck		
	• Leonard Fauchaut		
	• Pete Mercer / CFO		

(H) FPLS

• Marco Gonzalez / S. M.

FPL

• Wayne Besley / NAM

• Ron Baethick / HVAC Prog. Mgr.

• Petee Block /

• Michael Khoury /

• Hector Maestri / AM / PALMETTO HIALEAH

• Susan Lyerly-Jennette / AM / NORTH HOLLYWOOD

• Steve Romig / Area Mgr.

45-10
2-22

(11) 2838

FPL

FPL SERVICES

Thursday, April 03, 1997

Milton McKay
TENET HEALTHSYSTEM HOSPITALS, INC
Regional Counsel-Law Department
500 W. Cypress Creek Road, Suite 370
Ft Lauderdale, FL 33309

Dear Milton:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and Hollywood Medical Center on March 21th, 1997. A short presentation of FPL Services is also enclosed.

This agreement represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Don Steigman/The Tenet Florida Regional Office
Holly Learner/Hollywood Medical Center
Wayne Besley/Florida Power & Light Company

Promoters: Pete Mercer/Hollywood Medical Center
Rob Mease/Hollywood Medical Center

45-10
2-22
12 638

1982 N. STATE ROAD 7
MARGATE, FL 33063

OFFICE: 954/979-7569
MOBIL: 954/240-3290

FAX: 954/979-7656

A SUBSIDIARY OF FLORIDA POWER AND LIGHT COMPNY

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to manage, implement and evaluate energy related projects.
Have many energy saving projects to be done, except for lighting.
Fit our hospital chain segment strategy (FPL and FPLS).
Signed OMA can be used by FL locations to developed energy projects.

Products: 1) Energy procure 2) Training 4) Dereg update 6) Bill payment 7) Data mgt
8) Ener proj mgt 9) IDS

Potential:	Tenet=14? plus OrNda=7?	Electrons	FPLS
	Sales	$7.5 mill	$4.0 mill
	GPM	13%	4%
	GP	975K	160K

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Partner will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA, BPA, LTC, alliance or other?.

Approach: Who to contact to achieve mission?.
What are their goals and responsibilities?
Who do they work with for advise?
How should they be contacted?
When should they be contacted?

Recognition: Publication, newspapers, executive letter, "Bob Commercial"?

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pa. Jeffrey Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair.
?pl. Bill Loorze/VP Const Design
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+ad. Don Steigman/Sr. VP-Reg Ops
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel
?+pl. Michael Jensen/Reg Op Mgr

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

Mike Radwick VP

45-10 2-22 (13)

431 Pine Street 839

GRANGE PRE

+ Dave National Cntrol Stephen Booth, P.E. CPM Project Mgr

Every month for Right Vacuum of 40!

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Asslt Adm Serv

SEVEN RIVERS COMM HOSPT TOWN & COUNTRY HOSP MEM HOSP TAMPA

PALMS PASADENA HOSP

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Daniels/Steve Romig

EVALUATION:
* Need (age?)= Old
* Speed (why?)= Business retention and savings
* Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
* Budget?=
* Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS: ✓
* Upgrade Facilities.
* Limit personal exposure.

ORGANIZATIONAL GOALS: ?
* Reduce energy cost.
* Reduce high O&M of old system.

REQUIREMENTS: ✓
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* No interruptions changing system/weekends/one floor Saturday
* Length of financing= 10 years (7 year pay back).
* Send copies of documents to OMA designated addresses.

KEY NOTES: ✓
* Bad experience with Amtech and Pantropic.
* Barry Pitts (TES?).
* Limited access to structural drawings.
* OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
* Consequencial damages exposure up to project profits.

MESSAGE: ✓
* FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA): ✓ VSD, Motors
* HVAC (chillers, cooling towers, AHU).
* EMS.
* TES.
* UPS (critical areas?).
* IDS (14 cents/pound).

APPROVAL PROCESS:

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2-22

APP

4/11/97
3

* Depends on project size: Dir Ops->CFO->CEO->VP Reg Ops.

MUTUAL OBJECTIVES:

* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

* Start OMA process at two Hollywood Medical buildings=IN PROGRESS.
*Determine BPA likelihood and possible strategy to achieve it=NEXT.

* Local=Legal department to review and approve OMA=DONE.
  Determine approval process and contacts.
  Then, meet with remaining locations.
* Regional=Inform/meet with Michael Jensen to verify how he wants to approach energy (partner?).
* Corporate=Based on local and regional feedback, determine best approach/agenda and resources .

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	
Send status letter	Participants	4/	
Contact other location	Marco/AM's	4/	on
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco	5/	

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 4/21/97
Time: 2:31PM
Number of Contacts: 1

A B

2 Company: HOLLYWOOD MEDICAL CENTER Address: 3600 Washington S...
3 Contact: Rob Mease
4 Phone: 954-966-4500 Ext: CC: 1
5 Title: Dir Plant Ops City: Hollywood
6 Sec: Debra State: FL
7 Dear: Rob Zip Code: 33021

Call: RE:
8 Meeting: 4/22/97 8:00AM RE: Audit walk trough-Tom Sign Security
9 To-do: RE: Pago Idiculla.

10 Last Results: Lmtcmb w Gary* Fianancials
11 ID/Status: Customer Referred by: Rob Risley

Cycle: A Rev: 454
12 Type: HVAC, Chillers, TES, UPS, IDS?, ... ~~Pot: 500~~
Reported: 3 AM: Susan Lyerly

13 Proj No: 96-01013-000
14 Locations: 2 (7), TENET
15 Group: Qualify-10/24

16 Contact: Rob Mease City:
17 Phone: 954-985-6202 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

18 Bus: Healthcare Sector: Healthcare
Group: Y ~~Finance:~~ ?
19 Poduct: Hospital Ref by: Wayne Besley

History:

20	4/17/97	8:00AM	To-do Done	Prepare mail Sch-B
21	4/7/97	4:25PM	Last Results	Lmtcmb w Gary* Fianancials
22	4/2/97	2:00PM	Meeting Held	Initial Audit Meeting
23	3/31/97	8:40AM	Completed Call	Rec and signed Suppl-1 + Sch-A?, Sch AU meeting
24	3/28/97	4:26PM	Last Results	Bob Pat lmtcmb*
25	3/28/97	9:38AM	Last Results	Lmtcmb to sch AU meet or conf***
26	3/26/97	11:31AM	Last Results	Lmtcmb to sch AU meet or conf**
27	3/24/97	4:39PM	Last Results	Lmtcmb to sch AU meet or conf*
28	3/24/97	10:15AM	Last Results	Lmtcmb to sch AU meet or conf
29	3/21/97	1:30PM	Meeting Held	Drop off Attachment 1 + Schedule A
30	3/21/97	1:20PM	Letter Sent	ROB.WPD
31	3/21/97	11:00AM	Meeting Held	Pick up Master Agreement?Lunch?
32	1/6/97	10:00AM	Meeting Held	Meet w john Haney for OMA response

45-10
2-22

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Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 4/21/97
Time: 2:31PM
Number of Contacts: 1

			A	B
1	1/2/97	12:49PM	Last Results	Rec Pete's answer from legal
2	11/27/96	11:04AM	Last Results	He will check w Pete/cb by TU
3	11/25/96	11:07AM	Last Results	Cb tomorrow w find out.
4	10/28/96	3:20PM	Last Results	Pete not done reading it? cb 1 wk
5	10/21/96	9:00AM	Meeting Held	Read OMA
6	10/14/96	3:34PM	Last Results	Sch met t read OMA
7	9/24/96	11:56AM	Last Results	On vacation/back in two weeks
8	9/4/96	9:00AM	Meeting Held	Walk through+FS meeting
9	8/26/96	9:02PM	To-do Done	Send thk letter
10	8/26/96	9:00AM	Meeting Held	Intro/FF/FPLS?/old HVAC?
11	8/22/96	7:42PM	Last Results	Sch meeting on MO 9:00 am

Notes:
There are no notes for this contact.

Activities:

12	Meeting	4/22/97	8:00AM	Audit walk trough-Tom Sign Security

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2-22

17 of 38

9/3-5/97

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 6/9/97
Time: 3:29PM
Number of Contacts: 1

A B

2 Company: NORTH RIDGE MEDICAL CENTER Address: 5757 N. Dixie Hig...
3 Contact: Chuck Giorgio
4 Phone: 954-776-6000 Ext: CC: 1
5 Title: Dir of Fac Ops (ext=4020) City: Fort Lauderdale
6 Sec: State: FL
7 Dear: Joe Zip Code: 33334

Call: RE:
8 Meeting: 6/10/97 9:00AM RE: Evaluation meeting
To-do: RE:

9 Last Results: Lmt Steve to sch meet
10 ID/Status: Customer Referred by: Michael Jensen

Cycle: B Rev:
Type: HVAC? Pot: 200
Reported: 3 AM: Steve Daniels

11 Proj No: n/a
12 Locations: 1 of 7, TENET
Group: Qualify-10/24

13 Contact: Chuck Giorgio City:
14 Phone: 954-202-4825 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

15 Bus: Healthcare Sector: Healthcare
Group: Finance:
16 Poduct: Hospital Ref by: Wayne Besley

History:
17 6/6/97 11:34AM Completed Call Inform of process+evaluate participation?
18 5/22/97 10:13AM Last Results Lmt Steve to sch meet

Notes:
There are no notes for this contact.

45-10
2-22

Activities:
19 Meeting 6/10/97 9:00AM Evaluation meeting

CONFIDENTIAL

18 0238

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

45-10
2-22

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

CONFIDENTIAL

(19) 38

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT | TOWN & COUNTRY HOSP | MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH
?pl. Jimmy LaBoy/Dir Ops

FLORIDA MED CTR
?pl. Elgin /Dir Ops

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR | PARKWAY REG MED CTR

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

LOCAL EVALUATION:
* Need (age?)= Old
* Speed (why?)= Business retention and savings
* Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
* Budget?=
* Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
* Upgrade Facilities.
* Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.

LOCAL REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* No interruptions changing system/weekends/one floor Saturday
* Length of financing= 10 years (7 year pay back).?
* Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
* Bad experience with Amtech and Pantropic.
* Barry Pitts (TES?).
* Limited access to structural drawings.
* OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
* Consequencial damages exposure up to project profits.
* Dave Garman looking into energy project with corporate budget. Luisiana done with task force??

Confidential

45-10
2-22

LOCAL MESSAGE:
* FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

20 b38

minimum business interruptions.

LOCAL PROJECTS (BPA):
- HVAC (chillers, cooling towers, AHU).
- EMS.
- TES.
- UPS (critical areas?).
- IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

LOCAL MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals. (Dave, Bill), Dino/Rob?

REGIONAL: Evaluate role and influence level. (Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr= Und Neg OMA.
Delray Comm Hpst= Next.
Hialeah Hospital=

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Sch meeting with Dave	Wayne	5/?	
Deter Dave's goals and plans	Rob/Wayne?/Marco	5/?	
Contact other local locations	Marco/AM's	on	y
Rev strategy and implement	Wayne/Marco	4/?	
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco	5/	

CONFIDENTIAL 45-10 2-22

(21) 888

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

A B

1 Company: DELRAY COMMUNITY HOSPITAL Address: 5352 Linton Blvd.
2 Contact: Kipp Cooper
3 Phone: 561-498-4440 Ext: CC: 1
4 Title: Dir Oprs City: Delray Beach
5 Sec: State: FL
6 Dear: Kipp Zip Code: 33484

Call: RE:
7 Meeting: 6/25/97 11:00AM RE: Evaluation meeting
To-do: RE:

8 Last Results: Lmf Michel tcmb and sch meet*
ID/Status: Referred by: Michel khoury

Cycle: B Rev:
Type: HVAC? Pot: 200
Reported: AM: Michel Khoury

Proj No:
Locations:
Group:

9 Contact: Kipp Cooper City:
Phone: Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

10 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

11	6/16/97	2:31PM	Completed Call	Sch evaluation meeting throught Michel
12	5/23/97	11:16AM	Last Results	Michel will se up meeting in June
13	5/23/97	10:50AM	Last Results	Michel will se up meeting*
14	5/22/97	9:18AM	Last Results	Evaluate role/to do business?***
15	5/20/97	3:20PM	Last Results	Evaluate role/to do business?**
16	5/15/97	3:17PM	Last Results	Lmtcmb to sch meeting? TU, TH, FR
17	4/23/97	11:30AM	Meeting Held	Crystal Lake Ctry Club

Notes:
18 5/6/97: Fair Oaks Hospital (psychiatric), 5440 Linton Boulevard, Delray Beach.
19 (561) 495-3737.

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2-22
22
0838

CONFIDENTIAL

Contact Report

/ Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

Activities:
Meeting 6/25/97 11:00AM 2 Evaluation meeting

45-10
2-22

(23) 638

5/15/13

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
+pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Leamer/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2-22

24/838

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT	TOWN & COUNTRY HOSP	MEM HOSP TAMPA
PALMS PASADENA HOSP		
FLORIDA MED CETR SOUTH ?pl. Jimmy LaBoy/Dir Ops	FLORIDA MED CTR ?pl. Elgin /Dir Ops	CORAL GABLES HOSP
PARKWAY W MEDICAL CTR	PARKWAY REG MED CTR	
FPLS MG,DG	FPL Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri Steve Daniels/Steve Romig	

LOCAL EVALUATION:
* Need (age?)= Old
* Speed (why?)= Business retention and savings
* Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
* Budget?=
* Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
* Upgrade Facilities.
* Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.

LOCAL REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* No interruptions changing system/weekends/one floor Saturday
* Length of financing= 10 years (7 year pay back).?
* Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
* Bad experience with Amtech and Pantropic.
* Barry Pitts (TES?).
* OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
* Consequencial damages exposure up to project profits.
* Dave: Luisiana done with task force.
* Doing New Jersey and South Florida (National Target?).

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2-22

LOCAL MESSAGE:
* FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

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August

minimum business interruptions.

LOCAL PROJECTS (BPA):
- HVAC (chillers, cooling towers, AHU).
- EMS.
- TES.
- UPS (critical areas?).
- IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
- Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).
- Energy related projects must be approved by Dave.

LOCAL MUTUAL OBJECTIVES:
- Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?
Dave: Spot checking audits in South Florida.
Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

45-10
2-22
(26) 38

BBASH

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

A B

2 Company: WEST BOCA MEDICAL CENTER Address: 21644 State Road 7
3 Contact: Dino Gavazza
4 Phone: 561-488-8000 Ext: CC: 1
5 Title: Dir Plant Ops City: Boca Raton
6 Sec: State: FL
7 Dear: Dino Zip Code: 33428

8 Call: 8/27/97 None RE: Inform results of audit report
Meeting: RE:
To-do: RE:

9 Last Results: He wil call back about PQ questions*
ID/Status: Referred by: Nichel Khoury

Cycle: B Rev:
10 Type: TES Pot: 300
Budget: AM: Michel Khoury

11 Proj No: 97-01008-000
Locations:
Group:

12 Contact: Dino Gavazza City:
Phone: 561-488-8206 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

13 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

14	7/24/97	9:00AM	To-do Done	Get info for Richard Lopez
15	7/23/97	6:00PM	Meeting Held	Round table-Emabssy, 1100 S.E. 17st
16	7/21/97	10:06AM	Last Results	He wil call back about PQ questions*
17	7/18/97	10:39AM	Last Results	Lmtcmb table top/PQ questions*
18	6/12/97	9:00AM	Meeting Held	Audit walkthrough
19	5/7/97	9:00AM	Meeting Held	Initial audit meting
20	4/28/97	2:00PM	Meeting Not Held	Initial audit meeting
21	4/21/97	10:59AM	Completed Call	Schedule initial audit meeting
22	4/11/97	10:00AM	Meeting Held	Evaluation meeting
23	4/9/97	4:40PM	Last Results	Mail new OMA with latest revisions

Notes:

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2-22

CONFIDENTIAL

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

7/11/97: 2 Power to the MRI (Magnetic Residence System).
3 Loose the scan: $1500 per scan?.
4 How fast the equipment 6 minutes?.
5 MRI sensitivity?
6 Location of future UPS?
7 How is he planing to cool the room?
8 How are you going to maitain it?
9 UPS installation cost quote?
10 Life cicly estimate?
4 Cost comparison of back up batery codt vrs SS.

4/15/97: 12 Peter Goedeck/Dir Fac SErv 818-385-3537.
13 Dave Garman/Mgt Fac Serv Group 972-789-2391.

Activities:
Call 8/27/97 None 14 Inform results of audit report

45-10
2-22

(28) 938

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/HVAC
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO
+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

NORTH SHORE HOSPITAL

SEVEN RIVERS COMM HOSPT

TOWN & COUNTRY HOSP

MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH

FLORIDA MED CTR

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR

PARKWAY REG MED CTR

FPLS
MG,DG,Edgardo Caban

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danlelds/Steve Romig

EVALUATION:
- Need (age?)= Energy pilot location of two selected by corporate.
- Speed (why?)= Pilot to complete ASAP.
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
- Budget?= may need financing.
- Sq. Ft.=

45-10
2-22

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OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS:
* Most energy efficient location.
* Limit personal exposure.
* Implement wish list limited by time.
* Target payback= 5 years.

ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.
* Target payback= 2 years.

REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* Send copies of documents to OMA designated addresses.

KEY NOTES:
* Energy goal reduction of 2 %.
* Expanding facility
* Barry Pitts (TES?).
* Consequencial damages exposure up to project profits.
* TRANE: National Contract being negotiated.
* AUDITS: Energy Investment Inc, 431 Pine Street, Burmington, Vermont 05401, Stephen Booth, P.E.
* Expansion: 18K sqft OR target date to start is June 1997.
* BFI= $0.172.

MESSAGE:
* FPLS turnkey approach allowed us to install efficient systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA):
* Expansion: Motors, secondary loop, cooling towers, VSD, PQ, EMS, VAV,TES/chillers, Non esential load generator (chillers+AHU), vaccum suction systems (IR Exhaust 8), water conservation.

APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:
* Edgardo to prepare audit scope of work and report.
* Dino sending/faxing water bills.

ACTION PLAN: By		By	Done
Send OMA, CA	Marco	8/26/96	y
Send legal response	Marco	4/10/97	y
Execute Agreements/Appr Proc	Dino/Marco	4/29	y
Initial AU meeting	Dino/Ed/Michel/Marco	5/7	y
Execute Sch-A and Sch-B	Mary/Dino/Marco	5/12	y
Audit walk-through	Orlando/Bill/Ed/Marco	6/4	y

45-10
2-22

FPL

FPL SERVICES

Friday, September 05, 1997

Don Steigman
TENET HEALTHSYSTEM HOSPITALS, INC
The Tenet Florida Regional Office
500 W. Cypress Creek Road
Suite 370
Ft Lauderdale, FL 33309

Dear Senior:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and West Boca Medical Center on April 15th, 1997.

This is the same agreement executed by Hollywood Medical Center. It represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement, such as the enclosed Schedule B.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Milton Mckay/Regional Counsel-Law Department
Wayne Besley/Florida Power & Light Company

Promoters: Mary T. Bazzicalupo/COO
Dino Gavazza/Dir. Plant Operations

45-10
2-22

7201 CYPRESS ROAD
PLANTATION, FL 33317

OFFICE: 954/321-2207
MOBIL: 954/240-3290

FAX: 954/321-2173

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Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

A B

Company: HIALEAH HOSPITAL — Address: 651 E 25Th St
Contact: ~~Manuel T. Linares~~
Phone: 305-693-6100 Ext: — CC: 1
Title: Adm Dir Supp Serv — City: Hialeah
Sec: — State: FL
Dear: Manuel — Zip Code: 33013

Call: — RE:
Meeting: 9/5/97 1:30PM — RE: Rev scope of work and OMA
To-do: — RE:

Last Results: Hector arranged for meeting
ID/Status: Customer — Referred by: Michael Jensen

Cycle: A — Rev:
Type: CIL, HVAC? — Pgt: 200
Budget: 3 — AM: Hector Maestri

Proj No: n/a
Locations: 1 of 7, TENET
Group: Qualify-10/24

Contact: Manual T. Linares — City:
Phone: 305-835-4192 Ext: 4115 — State:
Address 1: — Zip:

Asst 1: — Asst 2:
Title: — Title:
Phone: 305-734-5401 Ext: — Phone: - - Ext:
Last Reach: — Last Reach:

Bus: Healthcare — Sector: Healthcare
Group: — Finance:
Product: Hospital — Ref by: Wayne Besley

History:

9/2/97	10:21AM	Last Results	Hector arranged for meeting
9/12/97	9:00AM	Meeting Held	Det goals/potential/expectations+Exc agree
9/25/97	3:00PM	To-do Done	Send OMA
9/18/97	10:00AM	Meeting Held	Evaluation meeting
9/9/97	4:26PM	Last Results	Hector will sch meeting on 9/18

Notes:

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222

32 83

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

5/22/97: 2 Beds 378, Rev $70 mill.
3 Michael H. Focht, Sr., president and chief operating officer of Tenet
4 Cliff Bauer, Hialeah Hospital's chief executive officer.
5 Don S. Steigman, Tenet's regional vice president for Florida
6 $10 million in capital investments for new and expanded services at Hialeah and
7 Palmetto General Hospitals."

Activities:
Meeting 9/5/97 1:30PM 8 Rev scope of work and OMA

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

A B

7 Company: ~~TENET HEALTHSYSTEM~~ HOSPITALS, INC Address: 14001 Dallas Parkway
2 Contact: David P. Garman
3 Phone: 972-789-2391 Ext: CC: 1
4 Title: Mgt Fac Serv (Constr Design) City: Dallas
5 Sec: State: TX
6 Dear: Dave Zip Code: 75240

Call: 9/23/97 None RE: To f.u. AU report and opportunities
Meeting: RE:
To-do: RE:

7 Last Results: Lmtcmb about drection & Hollywood AU*
ID/Status: Referred by: Wayne Besley

Cycle: Rev:
1w Type: HVAC, TES Pot: 4000
Budget: 3 AM: Wayne Besley

8 Proj No: 96-01007-000
9 Locations: 7, TENET
Group:

10 Contact: David P. Garman City:
Phone: 972-789-200 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: - - Ext:
Last Reach: Last Reach:

11 Bus: Healthcare Sector: Healthcare
Group: Finance:
12 Poduct: Hospital Ref by: Rob Mease

History:

13	9/11/97	1:11PM	Last Results	Lmtcmb about drection & Hollywood AU*
14	7/29/97	2:11PM	Last Results	FedEx audit report
16	7/23/97	5:00PM	Meeting Held	FHEA meeting and table top/presentation
16	7/9/97	2:56PM	Last Results	Lmtcmb***
17	7/1/97	1:33PM	Last Results	Lmtcmb**
18	6/25/97	3:05PM	Last Results	Lmtcmb/OMA+AU Holl+ASHE conference
19	6/12/97	2:00PM	To-do Done	Mail Master Agreement + presentation+ Summary letter
20	6/11/97	7:02PM	Last Results	OK to continue
21	5/20/97	3:06PM	Last Results	Role + energy goals/lmtcmb*

Notes:
There are no notes for this contact.

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2-22

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

Activities:

Call	9/23/97	None	2 To f.u. AU report and opportunities

45-10
2-22

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OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
+pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2-22

36 438

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT | TOWN & COUNTRY HOSP | MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH
?pl. Jimmy LaBoy/Dir Ops

FLORIDA MED CTR
?pl. Elgin /Dir Ops

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR
(closing 8/24/97)

PARKWAY REG MED CTR

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Daniels/Steve Romig

LOCAL EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
- Upgrade Facilities.
- Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
- Reduce energy cost.
- Reduce high O&M of old system.

LOCAL REQUIREMENTS:
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).?
- Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.
- Dave: Luisiana done with task force.
- Doing New Jersey and South Florida (National Target?).

LOCAL MESSAGE:

45-10
2-22
37

* FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

LOCAL PROJECTS (BPA):
* HVAC (chillers, cooling towers, AHU).
* EMS.
* TES.
* UPS (critical areas?).
* IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).
* Energy related projects must be approved by Dave.

LOCAL MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?
Dave: Spot checking audits in South Florida.
Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

45-10
2-22

BJ 1/10/88

(10) 45-

Rebecca Chapman

How did you determine the 5% allocated to FPL Services?

What type of work did you do with this 5%?

Other work orders charged -- What are CI sales special base activities as opposed to CI sales EccR activities?

(1) Name in Marco Gonzalez file as attending meetings with him at WRC properties.

What did you do? What was your role? Under what wrk order would your time be charged?

Wood

45-10
2-23

(1) 2619

INTERVIEW NAME Rebecca Chapman DATE 1/7/98
INTV BY Peg

1. Job Title Dec 96 - June 97
CI MKT Sales Specialist

2. Business Unit
MKT + Sales

3. Please describe your responsibilities.
Support 2 CI acct mgrs. - Segment Leg CI Custom acct 500
Corporate level support.
involve acct w/ custom
make work on projects - partners need billy problems - develop
4. Please describe a day of typical activities
meets w/ custom
attend dept staff meets CI
works on projects - meeting

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
interfaces w/ CI custom Servi Group in Sore Josh
FPL Servis

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Mostly Ecck.

FPL Services -
meets w/ partners custom @ request
2 acct mgrs. - never had contact
w/ cust.
would call Servis from some kind
of request from acct mgr. - customer req bid sheet if the mgrs Request
Once Call rolling Called Leroy (2) distrib coord - Projects (3) Blue Jays
(4) WC Projects
they would hit to acct mgr
+ acct mgr. would call her (acct mgr contact Servis)

7. If receive requests and give out info for load data, ask what kind of information do they supply?

No

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes

No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

No

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

1. Marco Gonzalez
2. Danny George
3. John Hosey

45-10
2-23
3 789

FPL

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

FPL Servis people

Yes - customers - suppt to acct mgr. - conducted by FPL Servis Person needs.

Yes - servis mtg - usually w/ acct mgr. Small % time

Servis would ask acct mgr. what need was.

13A. Do you attend meeting with any of the ~~vendor/participants~~ Execs besides FPL Services?

No

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

NO

45-10
2-23 (4) 2/9

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

5% of time on work w/ servus

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

(1) WRC Properties - district cooling

45-10
2-23 (5) 219

INTERVIEW NAME Rebecca Chapman DATE 1/28/98
INTV BY K Young

1. Job Title

Dec 96 - June 97 - CI Mktg Sales Specialist

2. Business Unit

Mktg & Sales

3. Please describe your responsibilities.

Support to CI acct mgrs over 500 Lrg CI customers

Corporate level if needed assistance beyond their scope ie Billing Problem

Developing new process Mechanized billing systems

4. Please describe a day of typical activities .

Meeting w/ Customers
attending Staff meetings
Working on projects
Interface w/ CI acct group

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .

Mostly ECCR

45-10
2-23
(6) 0819

7. If receive requests and give out info for load data, ask what kind of information do they supply?

No

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

yes / / No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Service? To whom?

No

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No

7/8/19

11. Do you or did you ever interact with any FPL Services employees? Who?

① district cooling ② Blue Lagoon WJC Prop R ③ SE Frozen Foods Co. mtn.

Met w/ Customer at request of acct mgr. - would call Services based on a request of acct mgr

45-10
2-23

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

① Marcos ② Denny George ③ John Howey

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

yes, both with & without Customer.
w/ Customers to find out need
w/ FPL Services find out about need

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

No

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No

45-10
2-23

8 8 19

KBA

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

5% of time worked with Services

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Charged 5% to Services
(1) Did work on Blue
(2) Lagoon

45-10
2-23
(9) 8/9

RAM

A4A2 FIXED DISTRIBUTION (1) EMP# 254060868 INQUIRY EFF DATE
PAY ENTITY XM NAME CHAPMAN,REBECCA M (85) (10)
TAX ENTITY 00001 EFF DATE 05/23/97 PAGE 00008

(2) (2)

	LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	LOC	CHG PERCENT
CI Sales Spec. Eccr	00085	0613	92	000	020	085	65.00
CI Sales Spec - ~~Eccr~~ Base		0614	92	000	020	085	30.00
h/A - EPL Services		4642	99	000	010	093	5.00 ✓
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

Group Capital

TS0014-ENTER UPDATES OR CONTINUE PAGING

0614 - Capture expenses in connect w/ CI Sales Spec base activities

0613 Capture expenses in Connect w CI Sales spec. Eccr activities - included in Common exp

CONFIDENTIAL

45-10
2-23 (10) 4/19

A4A2 FIXED DISTRIBUTION (1) EMP# 254060868 INQUIRY EFF DATE
PAY ENTITY XM NAME CHAPMAN,REBECCA M (85) (10)
TAX ENTITY 00001 EFF DATE 05/10/97 PAGE 0000

LOCN	WORK ORDER	ACCOUNT- ER	COMP	SECT	LOC	CHG PERCENT
07279						100.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00
						0.00

TOTAL PERCENT 100.00

F-72

Distribution Broward - Recently transferred from CE MCT

TS0014-ENTER UPDATES OR CONTINUE PAGING

Boca
Semi Contr Engr for Area/Regions 9340.90-000000 729..50
Boca 9333.90 000000 729. .50
Semi Planning + Engrng for Area/Regions

45-10
2-23

(11) 8/89

~~Marcante~~ Plantation Office 10/22/97

Signed Contracts in Marcante Office if deal closed
The Customer information in Plantation Office if deal closed.

(1) (53) WRC Properties - Notes say FPL people along w/ FPLS people at meeting with WRC Properties (Hagen Group) (1) (2) (3)

(53-3) FPL Oscar Diaz
Rebecca Chapman
Geesha J. Williams
} Never met CI w/ FPLS employees.
Not complete - Contact 7/2/97

Vernon Hospital Contact 10/10/97 (4)
Not complete - Jean Watler 954-764-8900
No copies taken

Universal Printers - Letter written 12/13/96 (5)
No contact date Contact Jack Nicol - Miami FL (6)
(53) Does not appear to be complete
Note FPL people Jack Fazio & Mario Gonzalez (7)
#2 at meeting - No copies taken

University Financial Plaza (8) (9)
Contact 3/31/97 - Initial Ortiz Card Spec
No Note of other FPL employees being at any meeting - no signed K - No Copies (10)

Trade Center Complex Contact 4/3/97 (11)
Bob Rondola FL Land. (12) 45-10 2-23
Fred J. Betz - No notes of meeting (13) No (12) 8/19
Completed Contract No copies. (14)

The Grand Condominium Association, Inc. (1)

Note part

FPL - Charles Webb

FPLS John Hany, Mara Gonzalez + Rex Noble (2)

Who are Mike Polo Eng Design (3)

Steven Fellers / Study (4)

Carlos Gonzalez - cyclist (5)

Who is Ed Lynch whose Credit Reuse Request (6)
form is being sent?

Fair Haven Nursing Home (7)

Todd Selby (8)

Contd 5/12/97 No Contract Signed

Tenet North Ridge Medical Center (9)

~~Contacts~~ Contd 6/9/97 - Chuck Giorgio (10)

Referred by Michael Jensen (11)

see below * Get copies of presentation + Contacts sheets - 3

No contracts signed

Hollywood Med Center (12)

Rob Meese 954-966-1500 Contd 4/21/97 (13)

Referred by Rob Risley (14)

~~FPL Supt~~

Org Chart of people involved includes

* Tenet → North Ridge, Hollywood, Palmetto Gen Hosp (15)

+ Healthsouth Hosp. (16)

FPL people on list - Wayne Beasley / NAM 45-10 2-23 (13)

- Don Bartmick / DVAL Program Mgr,

Peter Block - Michael Khoury - Hector Maestre/Gabriel Hamel
Susan Segerly - Jeanette
Steve Romig
FPLS - Marco Gonzalez (1)
This file had peoples Card bills here
Signed Contract copies

West Boca Med Center (2)
Contact 8/27/97 Chris Cavaggio (3)
+ FPL Customer Bills included in file
Copies of Water + Sewer Bills (4)
Included in file is a letter to Tenet Hosp (5)
Systems (Don Steigman) Copies among other to: (6)
& Milton McKay / Regional Counsel - Law Dept (7) FPL Tenet
Wayne Beasley FPL Company

Tenet - Dallas Texas (8)
Contact David P. Carman (9)
Referred by Wayne Beasley
People FPL - Wayne Beasley, Peter Block,
Michael Khoury, Hector Maestre
Steve Daniels, Steve Romig

Tenet - Delray Beach #(10)
Contact Kipp Cooper (11)
Referred by Michael Khoury

45-10
2-23

(14) 819

Tenet - Healeak Hospital (1)
Contact - Manuel T Linares (2)
Request by Michael James

Tamarac Corporate (3)
Tamrac America (4)
Contact Regina - Deerfield Bank (5)
10/8/97 - No other info except
Contact Sheet No names in contact sheet

Sunrise Music Theatre (6)
FPLS - Rex Noble (7)
Marc Gonzalez (8)
FPL Energy Serv. Patrick Jones (9)
No Name for FPL No copies

Symbiosis Corporation (10)
Richard Nardella - 8/21/97 (11)
No further info in file - No copies

SE Frozen Foods, Inc (12)
Doug Cummings (13)
FPL - Rebecca Chapman / Brenda
FPLS - Marc Gonzalez (14)
Rex Noble (15)
Looks like the project was expired back in Marjorie's office.

45-10
2-23

15 819

Skyline Inn (1)
No date - Contact Denise D'Urso (2)
FPL people Larry Liedra
FPLS Marco Gonzalez (3)
No copies - No further info in file

South Shore Hospital (4) 3/12/97
Geriatrics Senior Complex (5)
Contact Barbara Zubkoff (6)
FPL Greg Vaughn
FPLS Marco Gonzalez (7)
Looks like this one went through - Look in Margate
Signed Contract in file - No copies

Security Plastics (8)
Nick J. Lanni - Miami Lakes (9)
FPL Jeff Weber
FPLS Marco Gonzalez (10)
Check to see if Contract Signed

(6) Seminole Title & El (11)
More about feeder availability (12)
Who between? Seminole people + FPL or who?
Lee R. Zieman ?
Joyce Wright ?
Richard Lopez ?

45-10
2-23
(16) 19

Republic Nat'l Bank (1)
Contact Report copy (2)
No other info necessary

Parker Drake (3) Hallandale
Joe Ingrosia (4)
Referred by Jordyn Wright - who does she work for?

Marriott - Park Summit (5)
No Contact Sheet - just notes
FPL People - Judge Wright
Wayne Bailey
FPLS - Marcia Googley (6)
George Langhaar (7)
Rex Noble (8)
FPL Energy Services Lou Longhee (9)

45-10
2-23
(17) 0619

(A) North Broward Hospital District (1)

Mark S. Bittner Central 5/27/97 (2)

People on Printed List

FPL Steve Davies / Jim or Lynch Steve Romy

53#11 Comm Bill Graham Russ Stone (3)

53-12 FPLS MG, RN. DG. (4)

Look up in Margate what contracts are signed

Nations Bank (5)

Look at brochure sheet to names of people at FPL + FPL Comm + Comm Energy (6)

53#13 FPL Michael Chorey

53-14 Comm. Arnie Hulson

- Colette Mulvee (7)
- Tim Bomberger (8)

Joe Montague (9)

Sandy

Look for Contract at Margate

Mount Sinai Med Center (10)

Doesn't look like it went anywhere

45-10
9-23

(18) A19

Memorial Healthcare System (1)

Judy G Alcure - Contact 2/18/97 (2)

FPL empl Susan Lynch - Giselle

cc. Steve Rooney

~~Proposed Co.~~

Walk thru Audit Report in file

No date "Energy Conservation Opportunities (3)

for Memorial Hospital Pembroke prepared (4)

by FPL Seimes (no copy

John Knox Village (5)

Ar Med (6)

What is the story w/ BGA - follow up in (7)

Marjorie

Barnett Bank (8)

(21) Look at org chart for FPL people

Bellsouth (9)

No Project. But look at Org Chart

(22)

4510
0-23 (19)

INTERVIEW NAME Mechael Khoury DATE 1/7/98
INTV BY RG

1. Job Title
Mgr Acct Mgr.

2. Business Unit
CI Cust Serv Grp.

3. Please describe your responsibilities.
Hospitals, Lab Hotels, (Lantana So - PB)
every large custom. besides govt. + manuf.)
He is FPL - their advocate
about 36 customs bring parts to table - engineers

4. Please describe a day of typical activities.
Bom addy 2 MC & load.
Wants to make sure FPL part done - move pole - new poles
reroute power.
appt to review situation - perform bills. every concept.

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers..
directors & engineers w/ customers FPL Servs
FPL Servs Planning
Engineering Dept
Bills people engineering

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
most non ECCR 75-80%.
Chillers splurd in Delray.

45-10
2-24

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes - Customer - Sometimes o/s contractors
Bills listing KWH monthly
energy + demand.

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

15-minute data JSDR -
If they do (gets tomorrow)

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes

Never

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Services? To whom?

Never

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No.
Has mentioned casually to customers
We give them lists.
Gives options

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes - don't interact in business line

45-10
2-24

2 of 40

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Yes - custmrs - usually related to Sonetha custm
invitd Servis to do - usually custm prsnts ② Bcm mad at
for projts by prsnt. ① Tonet - Met w/ church mbrs W Boca mad at
No for Servis people only. attend mtg c/mbrs & Tom. ③

Egos

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

Ben at custmr by choice ~~Chris~~ - If prsnt ECCK
NO if not - NonECCK

Ben filling out optns truck; reports
Reports Servis forces.

13A(1). For Womble, Bloch, Kndard, Hall, Heilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

If custmr sends it
with.

fill out time sheet every 2 weeks

45-10
2-24

3 of 40

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

FPL

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45.10
2-24

INTERVIEW NAME Michael Khoury DATE 11/7/98
INTV BY ~~Ruth Yoe~~ RG

1. Job Title
Major Acct Mgr

2. Business Unit
CI Cust Service

3. Please describe your responsibilities.
36 customers
Hospitals, Hotels (Boca Raton Hotel)
Lantana south to Broward City line
No Coast - Delray Beach
{ Customer advocate. orchestrates all people needed to do a job

4. Please describe a day of typical activities.
E mail
Lives at customers locations when they're doing additions
perf. billing

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
Directors of Eng of Customer
FPL Service Planning
CI
Billing
FPL Services

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
non ECCR 75-80%

45-10
2-24
(5) 040

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes, Customers usually — Billing History
Sometimes Contractors

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

Sometimes to compare to their duplicate system
Takes 2 days

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes, never

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servic? To whom?

Rarely
, mentioned them as an option
gives them list

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes, cubicle in N Broward right next to them

45-10
2-24

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Servis people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Yes, Something customer is trying to do & invites them — No meetings only w/ Services

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

No

13A(1). For Womble, Bloch, Kndard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

If Customer sends in writing

45-10
2-24

(13) (17) 840

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

No

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

No

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

(1) Research project R&D with Nations Bank - needed a sample for tests but (2) Marco had nothing to do with it -

(3) Tenent - met Dino at West Boca Medical Center met w/ FPL Services - did go to meetings

Does Activity Report every 2 wks until 6 months ago - Is this time on file?

KH1 (8) 45-10 2-24

Michael J. Khoury

As of 1/1/97 allocation 63% to non ECCR misc clerical exp and 37% to ECCR misc clerical exp.
What type of expenses are these? What kind of non-ECCR expenses?

How did you determine you time allocations?

1 According to information in Marco Gonzalez files, participated in FPL Services proposal to
2 Nations Bank 6/3096. What was your role? What would you time have been charged to? Which work order?

3 Also you were involved in FPL Services proposal to Tenet. What was your role? What would your time have been charged to? Which work order?

4 You were also involved in a presentation by Flour Daniels regarding the TES program? Was the customer involved? Who was the customer? What was your role? What would your time have been charge to? Which work order?

45-10
2-24
(9) 440

A4A2 FIXED DISTRIBUTION (1) EMP# 262377425 INQUIRY EFF DATE (34)
PAY ENTITY XM NAME KHOURY,MICHEL J
TAX ENTITY 00001 EFF DATE 01/01/97 PAGE 00006

	WORK LOCN	ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
Treas Mgmt Misc Exp - ECCR	02357	1011	90	000	000	357	37.00
Non ECCR		1021	90	000	000	357	63.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
							0.00
TOTAL PERCENT							100.00

TS0014-ENTER UPDATES OR CONTINUE PAGING

Maj Acct Mgr I Brer Cust Serve - Comm

1011 Misc Expenses Clerical + Overall Dept ECCR
1021 Misc Clerical exp not program specific + related to non-ECCR programs.

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(10) 040

(34)

November 5, 1997

Florida Power and Light Company
Audit Purpose: Investigation of Cost Allocation Between FPL and FPL Energy Services

Request No. 27

Item no. 3

The names of FPL employees that attended presentations with vendors are shown below:

Vendor	Type of Meeting
Slattery Electric	Lighting proposal / preapproval (Jeff Womble)
Pitts Consulting	Thermal Energy Storage (TES) proposal (Peter Bloch)
CES Way	TES Commissioning (Andy Kindard)
CES Way	Lighting and HVAC proposals (Andy Kinard)
Trane	TES proposal (Terry Hall)
TLC Engineering	TES proposal (Terry Hall)
Vanderweil Engineering	Ten year expansion plan proposal (Linda Reilman)
Flour Daniels	General discussion regarding TES (Michael Khoury)

45-10
2-24
(11) 840

CORPORATE - DALLAS

• Bill Loerze / VP Const Desig

3600 M
3700 MOB

NATIONAL MEDICAL ENTERPRISES INC D.B.A.

(B) WEST BOCA MEDICAL CTR

Dave Gavazza / Dir Plan Ops

(C) TENET

• Michael Jensen / Reg. Op. Mgr.

(D)	(E)	(F)	(G)
North Ridge Medical Center	Hollywood MEDICAL CENTER / MED OFF BLDG	Palmetto Gen Hosp	Hialeah Hosp
• Joe Singh	Dir. Plant Op • Bob Mease; Asst. Adm. • Mike Belbeck; • Leonard Fruehauf; • Pete Mercer / CFO	• Jess Sardinas	• Manny Kinajes

(H)

FPL	FPLS
• Wayne Besley / NAM	• Mario Gonzalez / S. M.
• Ron Baetsch / HVAC Prog. Mgr.	
• Petee Block /	
• Michael Khoury /	
• Hector Maestri / AM / PALMETTO HIALEAH	
• Susan Lyerly-Jennette / AM / NORTH HOLLYWOOD	
• Steve Romig / Area Mgr.	

45-10
2-24
(12) 840

FPL

FPL SERVICES

Thursday, April 03, 1997

Milton McKay
TENET HEALTHSYSTEM HOSPITALS, INC
Regional Counsel-Law Department
500 W. Cypress Creek Road, Suite 370
Ft Lauderdale, FL 33309

Dear Milton:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and Hollywood Medical Center on March 21th, 1997. A short presentation of FPL Services is also enclosed.

This agreement represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Don Steigman/The Tenet Florida Regional Office
Holly Learner/Hollywood Medical Center
Wayne Besley/Florida Power & Light Company

Promoters: Pete Mercer/Hollywood Medical Center
Rob Mease/Hollywood Medical Center

1982 N. STATE ROAD 7
MARGATE, FL 33063

OFFICE: 954/979-7569
MOBIL: 954/240-3290

FAX: 954/979-7656

A SUBSIDIARY OF FLORIDA POWER AND LIGHT COMPNY

45-10
2-24

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to manage, implement and evaluate energy related projects.
Have many energy saving projects to be done, except for lighting.
Fit our hospital chain segment strategy (FPL and FPLS).
Signed OMA can be used by FL locations to developed energy projects.

Products: 1) Energy procure 2) Training 4) Dereg update 6) Bill payment 7) Data mgt
8) Ener proj mgt 9) IDS

Potential:	Tenet=14? plus OrNda=7?	Electrons	FPLS
	Sales	$7.5 mill	$4.0 mill
	GPM	13%	4%
	GP	975K	160K

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Partner will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA, BPA, LTC, alliance or other?.

Approach: Who to contact to achieve mission?.
What are their goals and responsibilities?
Who do they work with for advise?
How should they be contacted?
When should they be contacted?

Recognition: Publication, newspapers, executive letter, "Bob Commercial"?

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pa. Jeffrey Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair.
?pl. Bill Loorze/VP Const Design
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+ad. Don Steigman/Sr. VP-Reg Ops
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel
?+pl. Michael Jensen/Reg Op Mgr

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

Mike Radbeck
UD
45-10
2-24
431 Pine Street
Stephen Booth, P.E. (Tenet Project Mgr)

GRANGE PRE

+ Dave National Control

From Environ + Your Partner Vacant at 40!

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ed. Mike Belbeck/Assit Adm Serv

SEVEN RIVERS COMM HOSPT TOWN & COUNTRY HOSP MEM HOSP TAMPA

PALMS PASADENA HOSP

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS: ✓
- Upgrade Facilities.
- Limit personal exposure.

ORGANIZATIONAL GOALS: ?
- Reduce energy cost.
- Reduce high O&M of old system.

REQUIREMENTS: ✓
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).
- Send copies of documents to OMA designated addresses.

KEY NOTES: ✓
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- Limited access to structural drawings.
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.

MESSAGE: ✓
- FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA): ✓ VSD, Motors
- HVAC (chillers, cooling towers, AHU).
- EMS.
- TES.
- UPS (critical areas?).
- IDS (14 cents/pound).

APPROVAL PROCESS:

45-10
2.24
(15) 840

* Depends on project size: Dir Ops->CFO->CEO->VP Reg Ops.

MUTUAL OBJECTIVES:

* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

* Start OMA process at two Hollywood Medical buildings=IN PROGRESS.
*Determine BPA likelihood and possible strategy to achieve it=NEXT.

* Local=Legal department to review and approve OMA=DONE.
  Determine approval process and contacts.
  Then, meet with remaining locations.
* Regional=Inform/meet with Michael Jensen to verify how he wants to approach energy (partner?).
* Corporate=Based on local and regional feedback, determine best approach/agenda and resources .

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	
Send status letter	Participants	4/	
Contact other location	Marco/AM's	4/	on
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco	5/	

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 4/21/97
Time: 2:31PM
Number of Contacts: 1

A B

1 Company: HOLLYWOOD MEDICAL CENTER Address: 3600 Washington S...
2 Contact: Rob Mease
3 Phone: 954-966-4500 Ext: CC: 1
4 Title: Dir Plant Ops City: Hollywood
5 Sec: Debra State: FL
6 Dear: Rob Zip Code: 33021

Call: RE:
7 Meeting: 4/22/97 8:00AM RE: Audit walk trough-Tom Sign Security
8 To-do: RE: Pago Idicula.

9 Last Results: Lmtcmb w Gary* Fianancials
10 ID/Status: Customer Referred by: Rob Risley

Cycle: A Rev: 454
10a Type: HVAC, Chillers, TES, UPS, IDS?, ... ~~Pot: 500~~
Reported: 3 AM: Susan Lyerly

11 Proj No: 96-01013-000
12 Locations: 2 (7), TENET
Group: Qualify-10/24

13 Contact: Rob Mease City:
14 Phone: 954-985-6202 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

15 Bus: Healthcare Sector: Healthcare
Group: Y ~~Finance:~~ ?
16 Poduct: Hospital Ref by: Wayne Besley

History:

17	4/17/97	8:00AM	To-do Done	Prepare mail Sch-B
18	4/7/97	4:25PM	Last Results	Lmtcmb w Gary* Fianancials
19	4/2/97	2:00PM	Meeting Held	Initial Audit Meeting
20	3/31/97	8:40AM	Completed Call	Rec and signed Suppl-1 + Sch-A?, Sch AU meeting
21	3/28/97	4:26PM	Last Results	Bob Pat lmtcmb*
22	3/28/97	9:38AM	Last Results	Lmtcmb to sch AU meet or conf***
23	3/26/97	11:31AM	Last Results	Lmtcmb to sch AU meet or conf**
24	3/24/97	4:39PM	Last Results	Lmtcmb to sch AU meet or conf*
25	3/24/97	10:15AM	Last Results	Lmtcmb to sch AU meet or conf
26	3/21/97	1:30PM	Meeting Held	Drop off Attachment 1 + Schedule A
27	3/21/97	1:20PM	Letter Sent	ROB.WPD
28	3/21/97	11:00AM	Meeting Held	Pick up Master Agreement?Lunch?
29	1/6/97	10:00AM	Meeting Held	Meet w john Haney for OMA response

45.10
2-24

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Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 4/21/97
Time: 2:31PM
Number of Contacts: 1

A

1/2/97	12:49PM	Last Results	Rec Pete's answer from legal
11/27/96	11:04AM	Last Results	He will check w Pete/cb by TU
11/25/96	11:07AM	Last Results	Cb tomorrow w find out.
10/28/96	3:20PM	Last Results	Pete not done reading it? cb 1 wk
10/21/96	9:00AM	Meeting Held	Read OMA
10/14/96	3:34PM	Last Results	Sch met t read OMA
9/24/96	11:56AM	Last Results	On vacation/back in two weeks
9/4/96	9:00AM	Meeting Held	Walk through+FS meeting
8/26/96	9:02PM	To-do Done	Send thk letter
8/26/96	9:00AM	Meeting Held	Intro/FF/FPLS?/old HVAC?
8/22/96	7:42PM	Last Results	Sch meeting on MO 9:00 am

Notes:
There are no notes for this contact.

Activities:

Meeting	4/22/97	8:00AM	Audit walk trough-Tom Sign Security

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2-24

18 840

1

Contact Report

Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

A

Page: 1
Date: 6/9/97
Time: 3:29PM
Number of Contacts: 1

B

1 Company: NORTH RIDGE MEDICAL CENTER — Address: 5757 N. Dixie Hig...
2 Contact: Chuck Giorgio
3 Phone: 954-776-6000 Ext: — CC: 1
4 Title: Dir of Fac Ops (ext=4020) — City: Fort Lauderdale
5 Sec: — State: FL
6 Dear: Joe — Zip Code: 33334

Call: — RE:
7 Meeting: 6/10/97 9:00AM — RE: Evaluation meeting
To-do: — RE:

8 Last Results: Lmt Steve to sch meet
9 ID/Status: Customer — Referred by: Michael Jensen

Cycle: B — Rev:
10 Type: HVAC? — Pot: 200
Reported: 3 — AM: Steve Daniels

Proj No: n/a
11 Locations: 1 of 7, TENET
Group: Qualify-10/24

12 Contact: Chuck Giorgio — City:
13 Phone: 954-202-4825 Ext: — State:
Address 1: — Zip:

Asst 1: — Asst 2:
Title: — Title:
Phone: Ext: — Phone: Ext:
Last Reach: — Last Reach:

14 Bus: Healthcare — Sector: Healthcare
Group: — Finance:
15 Poduct: Hospital — Ref by: Wayne Besley

History:

16	6/6/97	11:34AM	Completed Call	Inform of process+evaluate participation?
17	5/22/97	10:13AM	Last Results	Lmt Steve to sch meet

Notes:
There are no notes for this contact.

Activities:

18	Meeting	6/10/97	9:00AM	Evaluation meeting

CONFIDENTIAL

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2-24
19
0640

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2-24
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+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT	TOWN & COUNTRY HOSP	MEM HOSP TAMPA
PALMS PASADENA HOSP		
FLORIDA MED CETR SOUTH ?pl. Jimmy LaBoy/Dir Ops	FLORIDA MED CTR ?pl. Elgin /Dir Ops	CORAL GABLES HOSP
PARKWAY W MEDICAL CTR	PARKWAY REG MED CTR	
FPLS MG,DG	FPL Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri Steve Danields/Steve Romig	

LOCAL EVALUATION:
- Need (age?)= Old
- Speed (why?)= Business retention and savings
- Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.LF
- Budget?=
- Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
- Upgrade Facilities.
- Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
- Reduce energy cost.
- Reduce high O&M of old system.

LOCAL REQUIREMENTS:
- Single management responsibility from design to implementation.
- Rapid and smooth implementation/coordination & knowledge.
- No interruptions changing system/weekends/one floor Saturday
- Length of financing= 10 years (7 year pay back).?
- Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
- Bad experience with Amtech and Pantropic.
- Barry Pitts (TES?).
- Limited access to structural drawings.
- OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
- Consequencial damages exposure up to project profits.
- Dave Garman looking into energy project with corporate budget. Luisiana done with task force??

LOCAL MESSAGE:
- FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

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21640

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minimum business interruptions.

LOCAL PROJECTS (BPA):
* HVAC (chillers, cooling towers, AHU).
* EMS.
* TES.
* UPS (critical areas?).
* IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

LOCAL MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr= Und Neg OMA.
Delray Comm Hpst= Next.
Hialeah Hospital=

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Sch meeting with Dave	Wayne	5/?	
Deter Dave's goals and plans	Rob/Wayne?/Marco	5/?	
Contact other local locations	Marco/AM's	on	y
Rev strategy and implement	Wayne/Marco	4/?	
Contact Regional	Michael/Wayne/Marco	4/	
Contact Corporate	Bill/Wayne/Marco 5/		

CONFIDENTIAL

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22 0640

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

A B

1 Company: DELRAY COMMUNITY HOSPITAL Address: 5352 Linton Blvd.
2 Contact: Kipp Cooper
3 Phone: 561-498-4440 Ext: CC: 1
4 Title: Dir Oprs City: Delray Beach
5 Sec: State: FL
6 Dear: Kipp Zip Code: 33484

Call: RE:
7 Meeting: 6/25/97 11:00AM RE: Evaluation meeting
To-do: RE:

8 Last Results: Lmf Michel tcmb and sch meet*
ID/Status: Referred by: Michel khoury

8a Cycle: B Rev:
Type: HVAC? Pot: 200
Reported: AM: Michel Khoury

Proj No:
Locations:
Group:

9 Contact: Kipp Cooper City:
Phone: Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

10 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

11	6/16/97	2:31PM	Completed Call	Sch evaluation meeting throught Michel
12	5/23/97	11:16AM	Last Results	Michel will se up meeting in June
13	5/23/97	10:50AM	Last Results	Michel will se up meeting*
14	5/22/97	9:18AM	Last Results	Evaluate role/to do business?***
15	5/20/97	3:20PM	Last Results	Evaluate role/to do business?**
16	5/15/97	3:17PM	Last Results	Lmtcmb to sch meeting? TU, TH, FR
17	4/23/97	11:30AM	Meeting Held	Crystal Lake Ctry Club

Notes:
18 5/6/97: Fair Oaks Hospital (psychiatric), 5440 Linton Boulevard, Delray Beach.
19 (561) 495-3737.

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 6/25/97
Time: 9:13AM
Number of Contacts: 1

Activities:
Meeting 6/25/97 11:00AM 2 Evaluation meeting

45-10
2-24

[redacted]

24646

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
Sales			$7.5 mill	$4.0 mill	
GPM			13%	4%	
GP			975K	160K	

Mission: Tenet Energy Partner within the Florida Region (FL).

Partner: Team member responsible for implementing energy related projects which help achieve Tenet's energy management goals.

Mechanism: Parter will use its own capabilities or bring BIC organizations to complement capabilities.

Contract: OMA.

Approach: Corporate/Regional and Local

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
+pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
?pa. Charles Martin/Vice Chair
?+ad. Sonya M. Diaz/Counsel-Leag Dept-DOC

TENET-South Florida Region (10 Hosp and 37 facilities)
?+pl Don Steigman/Sr. VP-Reg Ops
?+pl. Michael Jensen/Reg Op Mgr
?ad. Paul Scharzkoph/CFO
?+ad. Milton Mckay, Squire/Law Dept-Reg Counsel

PALM BCH GARD MD CTR-204
?pl. Clint Clark/Dir Plant Ops

DELRAY COMMUN HOSP-211
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/?

W BOCA MED CTR-185
+pl. Dino Gavazza/Dir Pl Ops
+pl. Mary Bazzicalupo/COO
+pa. Richard Gold/CEO
+ad. JoeDenton/CFO
+pa. Orlando Mesa/
+pa.Victor Codlene/

FAIR OAKS HOSPL-102
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

PINECREST REHAB HOSP-90
?pl. Frank Kleese/Dir Plant Ops
?pl. Kipp Kooper/Dir Plant Ops

NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Leamer/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2-24

(25) 240

+pl. Rob Mease/Dir Plant Ops
+pl. Pete Mercer/CFO
+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT	TOWN & COUNTRY HOSP	MEM HOSP TAMPA
PALMS PASADENA HOSP		
FLORIDA MED CETR SOUTH ?pl. Jimmy LaBoy/Dir Ops	FLORIDA MED CTR ?pl. Elgin /Dir Ops	CORAL GABLES HOSP
PARKWAY W MEDICAL CTR	PARKWAY REG MED CTR	
FPLS MG,DG	FPL Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri Steve Daniels/Steve Romig	

LOCAL EVALUATION:
* Need (age?)= Old
* Speed (why?)= Business retention and savings
* Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
* Budget?=
* Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

LOCAL PERSONAL GOALS:
* Upgrade Facilities.
* Limit personal exposure.

LOCAL ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.

LOCAL REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* No interruptions changing system/weekends/one floor Saturday
* Length of financing= 10 years (7 year pay back).?
* Send copies of documents to OMA designated addresses.

LOCAL KEY NOTES:
* Bad experience with Amtech and Pantropic.
* Barry Pitts (TES?).
* OrNda Healthcorp (TN)=$3.2 Bill; 50 hosp in 15 states, Charles Martin/CEO.
* Consequencial damages exposure up to project profits.
* Dave: Luisiana done with task force.
* Doing New Jersey and South Florida (National Target?).

LOCAL MESSAGE:
* FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with

45-10
2-24

minimum business interruptions.

LOCAL PROJECTS (BPA):
* HVAC (chillers, cooling towers, AHU).
* EMS.
* TES.
* UPS (critical areas?).
* IDS (14 cents/pound).

LOCAL APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).
* Energy related projects must be approved by Dave.

LOCAL MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:

CORPORATE: Evaluation of potential, current contracts and energy goals.
(Dave, Bill), Dino/Rob?
Dave: Spot checking audits in South Florida.
Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

45-10
2-24
27 640

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

A B

1 Company: WEST BOCA MEDICAL CENTER Address: 21644 State Road 7
2 Contact: Dino Gavazza
3 Phone: 561-488-8000 Ext: CC: 1
4 Title: Dir Plant Ops City: Boca Raton
5 Sec: State: FL
6 Dear: Dino Zip Code: 33428

7 Call: 8/27/97 None RE: Inform results of audit report
Meeting: RE:
To-do: RE:

8 Last Results: He wil call back about PQ questions*
ID/Status: Referred by: Nichel Khoury

9 Cycle: B
Type: TES
Budget:
Rev:
Pot: 300
AM: Michel Khoury

10 Proj No: 97-01008-000
Locations:
Group:

11 Contact: Dino Gavazza City:
12 Phone: 561-488-8206 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: Ext:
Last Reach: Last Reach:

13 Bus: Sector: Healthcare
Group: Finance:
Poduct: Ref by:

History:

14	7/24/97	9:00AM	To-do Done	Get info for Richard Lopez
15	7/23/97	6:00PM	Meeting Held	Round table-Emabssy, 1100 S.E. 17st
16	7/21/97	10:06AM	Last Results	He wil call back about PQ questions*
17	7/18/97	10:39AM	Last Results	Lmtcmb table top/PQ questions*
18	6/12/97	9:00AM	Meeting Held	Audit walkthrough
19	5/7/97	9:00AM	Meeting Held	Initial audit meting
20	4/28/97	2:00PM	Meeting Not Held	Initial audit meeting
21	4/21/97	10:59AM	Completed Call	Schedule initial audit meeting
22	4/11/97	10:00AM	Meeting Held	Evaluation meeting
23	4/9/97	4:40PM	Last Results	Mail new OMA with latest revisions

Notes:

45-10
2.24

EXHIBIT

28 0640

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 2
Date: 8/27/97
Time: 9:26AM
Number of Contacts: 1

7/11/97:
2 Power to the MRI (Magnetic Residence System).
3 Loose the scan: $1500 per scan?.
4 How fast the equipment 6 minutes?.
5 MRI sensitivity?
6 Location of future UPS?
7 How is he planing to cool the room?
8 How are you going to maitain it?
9 UPS installation cost quote?
10 Life cicly estimate?
11 Cost comparison of back up batery codt vrs SS.

4/15/97:
12 Peter Goedeck/Dir Fac SErv 818-385-3537.
13 Dave Garman/Mgt Fac Serv Group 972-789-2391.

Activities:
Call 8/27/97 None 14 Inform results of audit report

45-10
2.24

29/40

TENET-Corporate-CA (77 Hosp in 13 states, 14 in FL)
?pl. Bill Loorze/VP Const Design
?pl. Dave Garman/Mgt Fac Serv
?ad. Peter Goedeck/Dir Fac Serv
?pa. Jeffrey C. Barbakow/Chair & CEO
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?pl. Clint Clark/Dir Plant Ops

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NORTH RIDGE MED CTR-391
?pl. Joe Singh/Dir Plant Ops

PALMETTO GEN HOSP-360
?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
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?ad. Mike Belbeck/Assit Adm Serv
+pa. Raju Idiculla/HVAC
+pa. Tom Stein/Security
+pa. Joe Rainy/Electric
+pa. Ricci, Ed and Tony.

NORTH SHORE HOSPITAL

SEVEN RIVERS COMM HOSPT

TOWN & COUNTRY HOSP

MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH

FLORIDA MED CTR

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR

PARKWAY REG MED CTR

FPLS
MG,DG,Edgardo Caban

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Danields/Steve Romig

EVALUATION:
* Need (age?)= Energy pilot location of two selected by corporate.
* Speed (why?)= Pilot to complete ASAP.
* Vehicle (why FPLS)= 1.Proj Mgt 2.Contr Mgt 3.Finan 4.Guaran 5.Neutral 6.Subsidiary 7.Eng
* Budget?= may need financing.
* Sq. Ft.=

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2-24

30

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

PERSONAL GOALS:
* Most energy efficient location.
* Limit personal exposure.
* Implement wish list limited by time.
* Target payback= 5 years.

ORGANIZATIONAL GOALS:
* Reduce energy cost.
* Reduce high O&M of old system.
* Target payback= 2 years.

REQUIREMENTS:
* Single management responsibility from design to implementation.
* Rapid and smooth implementation/coordination & knowledge.
* Send copies of documents to OMA designated addresses.

KEY NOTES:
* Energy goal reduction of 2 %.
* Expanding facility
* Barry Pitts (TES?).
* Consequencial damages exposure up to project profits.
* TRANE: National Contract being negotiated.
* AUDITS: Energy Investment Inc, 431 Pine Street, Burmington, Vermont 05401, Stephen Booth, P.E.
* Expansion: 18K sqft OR target date to start is June 1997.
* BFI= $0.172.

MESSAGE:
* FPLS turnkey approach allowed us to install efficient systems rapidly, smoothly and with minimum business interruptions.

PROJECTS (BPA):
* Expansion: Motors, secondary loop, cooling towers, VSD, PQ, EMS, VAV,TES/chillers, Non esential load generator (chillers+AHU), vaccum suction systems (IR Exhaust 8), water conservation.

APPROVAL PROCESS:
* Depends on project size: Dir Ops ($100)->CFO ($50K)->CEO ($50K)->VP Reg Ops ($250K).

MUTUAL OBJECTIVES:
* Upgrade old technology and reduce O&M under a BPA format.

STATUS OF PROJECT:
* Edgardo to prepare audit scope of work and report.
* Dino sending/faxing water bills.

ACTION PLAN: By		By	Done
Send OMA, CA	Marco	8/26/96	y
Send legal response	Marco	4/10/97	y
Execute Agreements/Appr Proc	Dino/Marco	4/29	y
Initial AU meeting	Dino/Ed/Michel/Marco	5/7	y
Execute Sch-A and Sch-B	Mary/Dino/Marco	5/12	y
Audit walk-through	Orlando/Bill/Ed/Marco	6/4	y

45-10
2-24

FPL

FPL SERVICES

Friday, September 05, 1997

Don Steigman
TENET HEALTHSYSTEM HOSPITALS, INC
The Tenet Florida Regional Office
500 W. Cypress Creek Road
Suite 370
Ft Lauderdale, FL 33309

Dear Senior:

We are pleased to inform you and to send you a copy of the energy savings "Master Agreement" reached between FPL Services and West Boca Medical Center on April 15th, 1997.

This is the same agreement executed by Hollywood Medical Center. It represents our mutual desire to develop a long term energy partnership which benefits both parties, strategically and financially.

The Master Agreement describes the steps to follow to develop energy related projects. It also describes how engineering, financing, guarantees, project and construction management resources are brought to your organization.

As requested by your legal department, the enclosed copy is for your records. You will receive copies of any additional document which becomes part of the Master Agreement, such as the enclosed Schedule B.

Feel free to contact me for additional information or questions.

Thank you in advance for your support.

Sincerely,

Marco A. Gonzalez
Sales Manager

Copy to: Milton Mckay/Regional Counsel-Law Department
Wayne Besley/Florida Power & Light Company

Promoters: Mary T. Bazzicalupo/COO
Dino Gavazza/Dir. Plant Operations

7201 CYPRESS ROAD
PLANTATION, FL 33317

OFFICE: 954/321-2207
MOBIL: 954/240-3290

FAX: 954/321-2173

45-10
2-24
32
40

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

A B

2 Company: HIALEAH HOSPITAL — Address: 651 E 25Th St
3 Contact: Manuel T. Linares
4 Phone: 305-693-6100 Ext: — CC: 1
5 Title: Adm Dir Supp Serv — City: Hialeah
6 Sec: — State: FL
7 Dear: Manuel — Zip Code: 33013

Call: — RE:
8 Meeting: 9/5/97 1:30PM — RE: Rev scope of work and OMA
To-do: — RE:

9 Last Results: Hector arranged for meeting
ID/Status: Customer — Referred by: Michael Jensen

10 Cycle: A — Rev:
Type: CIL, HVAC? — Pot: 200
Budget: 3 — AM: Hector Maestri

11 Proj No: n/a
12 Locations: 1 of 7, TENET
13 Group: Qualify-10/24

14 Contact: Manuel T. Linares — City:
15 Phone: 305-835-4192 Ext: 4115 — State:
Address 1: — Zip:

Asst 1: — Asst 2:
Title: — Title:
15a Phone: 305-734-5401 Ext: — Phone: - - Ext:
Last Reach: — Last Reach:

16 Bus: Healthcare — Sector: Healthcare
Group: — Finance:
17 Poduct: Hospital — Ref by: Wayne Besley

18 History:

19 9/2/97	10:21AM	Last Results	Hector arranged for meeting
19 8/12/97	9:00AM	Meeting Held	Det goals/potential/expectations+Exc agree
20 6/25/97	3:00PM	To-do Done	Send OMA
21 6/18/97	10:00AM	Meeting Held	Evaluation meeting
22 6/9/97	4:26PM	Last Results	Hector will sch meeting on 6/18

Notes:

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2-24

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Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 9/4/97
Time: 3:10PM
Number of Contacts: 1

5/22/97: 2 Beds 378, Rev $70 mill.
3 Michael H. Focht, Sr., president and chief operating officer of Tenet
4 Cliff Bauer, Hialeah Hospital's chief executive officer.
5 Don S. Steigman, Tenet's regional vice president for Florida
6 $10 million in capital investments for new and expanded services at Hialeah and
7 Palmetto General Hospitals."

Activities:
Meeting 9/5/97 1:30PM 8 Rev scope of work and OMA

45-10
2-24
(34)640

Contact Report

1 Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Page: 1
Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

A B

2 Company: ~~TENET HEALTHSYSTEM~~ HOSPITALS, INC Address: 14001 Dallas Parkway
3 Contact: David P. Garman
Phone: 972-789-2391 Ext: CC: 1
4 Title: Mgt Fac Serv (Constr Design) City: Dallas
5 Sec: State: TX
6 Dear: Dave Zip Code: 75240

7 Call: 9/23/97 None RE: To f.u. AU report and opportunities
Meeting: RE:
To-do: RE:

8 Last Results: Lmtcmb about drection & Hollywood AU*
ID/Status: Referred by: Wayne Besley

Cycle: Rev:
9 Type: HVAC, TES Pot: 4000
Budget: 3 AM: Wayne Besley

10 Proj No: 96-01007-000
11 Locations: 7, TENET
Group:

12 Contact: David P. Garman City:
13 Phone: 972-789-200 Ext: State:
Address 1: Zip:

Asst 1: Asst 2:
Title: Title:
Phone: Ext: Phone: - - Ext:
Last Reach: Last Reach:

14 Bus: Healthcare Sector: Healthcare
Group: Finance:
15 Poduct: Hospital Ref by: Rob Mease

History:

16	9/11/97	1:11PM	Last Results	Lmtcmb about drection & Hollywood AU*
17	7/29/97	2:11PM	Last Results	FedEx audit report
18	7/23/97	5:00PM	Meeting Held	FHEA meeting and table top/presentation
19	7/9/97	2:56PM	Last Results	Lmtcmb***
20	7/1/97	1:33PM	Last Results	Lmtcmb**
21	6/25/97	3:05PM	Last Results	Lmtcmb/OMA+AU Holl+ASHE conference
22	6/12/97	2:00PM	To-do Done	Mail Master Agreement + presentation+ Summary letter
23	6/11/97	7:02PM	Last Results	OK to continue
24	5/20/97	3:06PM	Last Results	Role + energy goals/lmtcmb*

Notes:
There are no notes for this contact.

45-10
2-24

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BB 5/24

Contact Report

/ Marco A. Gonzalez
FPL Services
1982 N. State Road 7
Margate, FL 33063

Date: 9/23/97
Time: 8:45AM
Number of Contacts: 1

Activities:

Call	9/23/97	None	2	To f.u. AU report and opportunities

45-10
2.24

OVERALL BUSINESS PLAN:

Why Tenet: Limited in-house resources to implement and evaluate energy related projects. Have not done a lot of energy saving projects. Fit our hospital chain segment strategy (FPL and FPLS). Signed OMA can be used by FL locations to developed energy projects.

Products:	1) Energy Proc 6) Ener Proj Mgt	2)Training 7)IDS	3)Dereg Up	4)Bill Pay	5)Data Mgt
Potential:	Tenet=14 plus OrNda=7		Electrons	FPLS	
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DELRAY COMMUN HOSP-211
?pl. Kipp Kooper/?

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?pl. Kipp Kooper/Dir Plant Ops

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?pl. Kipp Kooper/Dir Plant Ops

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?pl. Joe Singh/Dir Plant Ops
?pl. Chuck Georgio/Dir Fac Ops

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?pl. Jesus Sardinas/Dir Plant Ops

HIALEAH HOSPITAL-381
?pl. Manny Linares/Dir Pl Ops

HOLLYWOOD MED CTR-324
?+pa. Holly Learner/CEO
?+ad. Leonard Freehof/COO

NORTH SHORE HOSPITAL

45-10
2-24

37 of 40

+pl. Rob Mease/Dir Plant Ops
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+pa. Kim Groppi/Adm Asst
?ad. Mike Belbeck/Assit Adm Serv
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+pa. Ricci, Ed and Tony.

SEVEN RIVERS COMM HOSPT | TOWN & COUNTRY HOSP | MEM HOSP TAMPA

PALMS PASADENA HOSP

FLORIDA MED CETR SOUTH
?pl. Jimmy LaBoy/Dir Ops

FLORIDA MED CTR
?pl. Elgin /Dir Ops

CORAL GABLES HOSP

PARKWAY W MEDICAL CTR
(closing 8/24/97)

PARKWAY REG MED CTR

FPLS
MG,DG

FPL
Wayne Besley/Peter Bloch/Michael Khoury/Hector Maestri
Steve Daniels/Steve Romig

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* Budget?=
* Sq. Ft.=

OMA Attach-1 Sch-A Sch-B Sch-C Sch-D Sch-E Sch-F Sch-G

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* Consequencial damages exposure up to project profits.
* Dave: Luisiana done with task force.
* Doing New Jersey and South Florida (National Target?).

LOCAL MESSAGE:

45-10
2-24

• FPLS turnkey approach allowed us to install efficient HVAC systems rapidly, smoothly and with minimum business interruptions.

LOCAL PROJECTS (BPA):
• HVAC (chillers, cooling towers, AHU).
• EMS.
• TES.
• UPS (critical areas?).
• IDS (14 cents/pound).

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(Dave, Bill), Dino/Rob?
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Dave: Needs help understanding what neds to be done (not a formal team in place).

REGIONAL: Evaluate role and influence level.
(Michael, Don)

LOCAL: Hollywood Med Ctr= OMA signed.
West Boca Med Ctr=OMA signed.
North Ridge Med Ctr= Not a fit.
Delray Comm Hpst= Neg OMA.
Hialeah Hospital= Neg OMA.

*Determine BPA likelihood and possible strategy to achieve it (corporate and regional)

ACTION PLAN: By		By	Done
Send OMA, CA, Sch-A	Marco	8/26/96	y
AU walk trough	Marco/Peter/Rex	9/4	y
Read OMA+	Marco/Rob/Pete	10/21	y
Send legal response	Marco	2/6/97	y
Deliver legal response	Marco/Pete	3/5	y
Execute Agreements/Appr Proc	Rob/Pete	3/21	y
Det chain APP	Wayne/Marco	4/1	y
Det/Rev BP & BPA process	Deno/Michel/Wayne/Marco	4/11	y
Deter Dave's goals and plans	Dave/Marco	6/11	y
Meet with Dave at FHEA	Dave/Marco	7/23	
Contact other local locations	Marco/AM's	on	y
Contact Regional	Michael/Wayne/Marco	4/	

45-10
2-24

TYC 8/11/97

BBC

(A) John Hanc 6-13-96

(B) STRUCTURE

(C) NATIONSBANK
- Bob Goerson / Sr. VP (Charlo
- Tim Dapra /
- Alex Stolc / President

(D) Asset Manager ?

(E) 9-11-96
Advance Energy ?
- Jeff /Chamber of Commerce
- Dan Bradley /

/ Asset Manager

(F) LINCOLN PROPERTIES
- TAMPA = Jeff D. Cragg / Reg. Op. Direct.
- TAMPA = Oscar R. Thompson / Region Dir.
- FT. LAUD = Ellen Rivera / Property Mgr.

M.A. + C.A. (4-2-96)

(G) FPL SERVICES
- John Haney / G.M.
- Marco Gonzalez / S.M
- / P.M

(G) FPL
- Michael Khoury / A.M
- ✓ Anne Hilson / N.A.M

(H) CONSERVE EN
- Colett - Mulvee / ?
- Tim Ambrogy / Vice
- Joe Montague / V.P.
- Sandy /

(August/Sept)

ADM
Survey

RER
Calif

CI SECTOR SURVEY
Bob Bishop / Pam Nye

Natl accounts
Asst. Anne Hilson
Research project w/ Bob Bishop
Having trouble finding out. - has no idea why name filed

45-10
2-24
(40)

(40)

B 1/10/98

Linda Reilman

When you work on Services how is your time charged? To services on fixed distribution? To Services by the hours work? A percent you your payroll?

How do you keep track of your time?

Wed

45-10
2-25

A4A2 FIXED DISTRIBUTION (1) EMP# 404968422 INQUIRY EFF DATE
PAY ENTITY XM NAME REILMAN,LINDA L
TAX ENTITY 00001 EFF DATE 03/03/97 PAGE 00003

(97)

LOCN	WORK ORDER	ER	-ACCOUNT- COMP	SECT	CHG LOC	PERCENT
07760	5697	90	000	000	360	67.00
	1142	90	000	000	360	4.00
	5545	90	000	000	360	8.00
	1904	91	000	000	360	6.00
	1790	91	000	000	360	15.00
						0.00
						0.00
						0.00
						0.00
						0.00
			TOTAL PERCENT			100.00

Major Acct Non ECCR
CI Load Control Prog ECCR
Chiller Water Cooler ECCR
CI Hi Eff Split Pkg AC Prog ECCR
New CI Eff. Light Program - ECCR

TS0014-ENTER UPDATES OR CONTINUE PAGING

Major Acct Mgr I Broward

45-10
2-25

CONFIDENTIAL

(2) 10

INTERVIEW NAME Linda Reelman DATE 1/7/98
INTV BY Ruth Young

1. Job Title

Senior Major Accts Mgr in Broward

2. Business Unit

CF Group (IBS)

3. Please describe your responsibilities.

Lead role for other acct managers
Coordinating area managers (training)
Has her own accts / Lead Rep

4. Please describe a day of typical activities.

(1) Meeting w/ Sun Sentinel looking into fibers optics
(2) for telephone service
(3) Meeting w/ Rachel Data Com - Rate Analysis
Rebate Programs, Thermal Energy Storage
Admin Stuff - email

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Accts Mgrs
Field Reps
Customers
Distribution, Service Centers, Planners
Crew Supervisors
occasionally FPL Services

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Mostly non-ECCR

45-10
2-25

(3) 8.10

7. If receive requests and give out info for load data, ask what kind of information do they supply?

yes; customers next day

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

yes - next day - Some send monthly

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Yes - Gives list - yes discusses FPL Services with them

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servics? To whom?

Let them know about it & its available

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

Encouraged to let the customer know
Managers told her

11. Do you or did you ever interact with any FPL Services employees? Who?

Not often. (1) Ed Cancio

45-10
2-25
(4) 6/10

KZL

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Yes, School Board & Ed Caucus (1) School board invited

13A. Do you attend meeting with any of the ~~vendor/participants~~ vendors besides FPL Services?

Yes, School Board - Before RFP was done

yes - Both before & after contract

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

No

14. Do you provide FPL Services employees data? If so, what kind of data?

No

45-10
2-25

(5) No

. Do you work on any other affiliate company work besides FPL Services? Do you interact :h any other affiliate co employees besides FPL Services?

No

. Do you do any nonreg work? What? How much? Who assigns you to special projects for n reg work? How do you know you are doing non reg work?

No

. For employees for which we have documentation from files, ask them for that particular stomer who initiated contact.

45-10
2·25

(6) 0610

KTA

INTERVIEW NAME Linda Reifsnider DATE 1/7/98
INTV BY Ky

1. Job Title

Senior Maj Acct Mgr. Broward San Ctr

2. Business Unit

IBS

3. Please describe your responsibilities. (own intend use done other)

Lead role for acct mgt. lead rep. - working from area mgrs. - train new acct mgrs. Top 10 throw over vaults to focus on mining coordinat w/ other acct mgrs. - in addition have mang account

4. Please describe a day of typical activities Day Acct. Mgt Broward Public.

(1) Conf calls w/ Sun Sentinel - look into what they can do w/ fiber optics - area of downtown better here & Orlando. in addition to pricing Electric - looking at pricing telephone Senior regional consult.

(2) Meet with Retail Dealer Con - look at ways save on Elect bills - rate analysis with elect rebate - roof, provide TCS (study) admin stuff

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

acct mgrs in Broward
Field Rep.
IAS people
mang customers
distribution people
Senior planners.
area mgrs.
occasionally FPL Senior not recent.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).

Mostly NON ECR.

Some time NON ECR.

45-10
2-25

(7) 0610

7. If receive requests and give out info for load data, ask what kind of information do they supply?

Yes - customers (order thru computer next day
80 % of P. mth)

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

15 minute
Some customers want it by month. So send.

Yes

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

Have a list of approved vendors.
Yes - discuss FPL Services

10. If you recommend, who do you recommend? How do you decide to recommend?

Did you ever recommend FPL Services? To whom?
Let customer know that we have FPL Services
& that its available

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

encouraged to let customers know
that they do have a new sub.
upper Mgt.

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes - not very often
(1) Ed Corino

45-16
2-25
(8) of 10

VZL

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

Yes - custom - SBBC - Ed Comis (1).
SB. sent a letter to her FPL Svcs + oth ESCOs
oth Escos. Preliminary before RFP issue
at that time went as cust mgr - for SBBC
ESCOs

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

Yes - used to deal abt w/ lighting prgm.
If custom requested would go - with oth
lighting vendors - could be before + after.

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4. Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

NO

14. Do you provide FPL Services employees data? If so, what kind of data?

No

45-10
2-25

(9) 08/10

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

FPL

NO

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

NO

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-25
(10) 8:10

INTERVIEW NAME Marlene Stutzman DATE 1/8/98
INTV BY Ky

1. Job Title Analyst

2. Business Unit
Finance Risk Mgmt - FPL Company

3. Please describe your responsibilities.
Work w/ non utility subs - analyze exposure to FPL
place coverage. Warranties
Work w/ 250 non limit of liability
ESI, Turner endurance but method want to track

4. Please describe a day of typical activities.
Certificate of Ins
Renew Policies
Review Contracts
Provide Agents

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.
attorney - purchasing agents
law dept with utility
non utility - project mgrs @ ESI & plant mgrs & admin.

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews).
Most of time non utility
FPL Group Capital

45-10
2-26

7. If receive requests and give out info for load data, ask what kind of information do they supply?

No

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

NO

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servic? To whom?

NO

10A. Have you ever been instructed to recommend FPl Services to customers? Who instructed you? Why?

NO

11. Do you or did you ever interact with any FPL Services employees? Who?

Yes - Joey B. (1)
roles of interact
w/ us & K.

45-10
2-26
(2) 2014

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

13A. Do you attend meeting with any of the ~~vendor/participants~~ besides FPL Services?

13A(1). For Womble, Bloch, Kindard, Hall Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

14. Do you provide FPL Services employees data? If so, what kind of data?

45-10
2-26

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

45-10
2-26
(4) 0614

INTERVIEW NAME Marty Starmer DATE 1/8/98
INTV BY R Young

1. Job Title

Analyst

2. Business Unit

Finance - Risk Mgmt.

3. Please describe your responsibilities.

Work with non utility subs & analyze their exposure to loss all 250 ESI Turner Foods

4. Please describe a day of typical activities .

Does Certif. of Ins.
Reviews Contract
Partnership Agreement
Indemnities
Warranty's
Limitation of liabilities

5. Who are the people you interact with on a daily or weekly basis? Give us names of company people and/or customers.

Attorneys or purchasing agents - FPL

Project managers & Plant Managers, Admin of non-utility co's

6. Are you a fixed allocation or a variable allocation? If variable, ask how they keep their time? If fixed, ask them if they know their fixed percents. Compare with the information given to us by FPL. (We can tell what kind of allocation from the information given to us by FPL before the interviews) .

non utility 80%

45.10
2.26
5 0814

7. If receive requests and give out info for load data, ask what kind of information do they supply?

No

8. Do people ask for peak time of use data? Is that part of standard information given? Do people ask for pulse meter data? If that part of standard information given?

No

9. Do you deal with customers who are interested in conservation programs? If so, do you ever recommend a vendor/participant for an energy conservation program after they requested information about a program, load data or after they have an audit?

No

10. If you recommend, who do you recommend? How do you decide to recommend?
Did you ever recommend FPL Servis? To whom?

NO

10A. Have you ever been instructed to recommend FPI Services to customers? Who instructed you? Why?

No

11. Do you or did you ever interact with any FPL Services employees? Who? (1) Bernardenelli

~~No~~ Yes

45-10
2-26
(6) 014

12. If they don't know names, read them list of 14 FPl Services people. Also, read them the supplemental list of names .

FPL Service people

13. Do you attend meetings with them? What is your purpose of attending meetings with them?

no

13A. Do you attend meeting with any of the vendor/participants besides FPL Services?

no

13A(1). For Womble, Bloch, Kindard, Hall, Reilman & Khoury, when you at attended meetings with these specific vendor/participants were the customers also present? 45-8 P4.
Which ones?

13B. In addition, do you ever tell FPL Services about a customer that you think needs a C/I lighting retrofit?

no

14. Do you provide FPL Services employees data? If so, what kind of data?

yes, insurance data

45-10
2.26

7 of 44

15. Do you work on any other affiliate company work besides FPL Services? Do you interact with any other affiliate co employees besides FPL Services?

yes

16. Do you do any nonreg work? What? How much? Who assigns you to special projects for non reg work? How do you know you are doing non reg work?

yes

17. For employees for which we have documentation from files, ask them for that particular customer who initiated contact.

Reviewed contract that FPL Services had & received it.
Got letter saying we're self insured

45-10
2-26
8
2014

(LC)

Marlene Sturmer

Per your payroll records at 9/26/97 your payroll was charged to work order 4400 which is an FPL Group Capital Inc. Work order. This was an account variation. Do you have a fixed allocation? Do you know it?

Do you have a frequent role in Services contracts?

We have a letter from you to the School Board of Dade County. When you work in Energy Services, where is your time charged? What work order?

Who initiated contact w/ the School Bd of Dade Cty?

Thanks

Rick Montravious the Contract Mgt Serv Lead.
RFP requires evidence of insurance.
Ronnie Gerhofer of ENRON

45-10
2-26
(9)614

W632 W53 ACCOUNT VARIATION CORRECTION Pg. I# 01

(1)

EMPLOYEE #: 316528611 STURMER,MARLENE M P/P ENDING 08/1./97
NORMAL CHG LOC 0662 PAY LOC 06620 TEMP LOC

ACCOUNT	REG HOURS	OVERTIME 1.5	2.0	STR	ALS
WO ER CMP-SCU LOC					
4400 99 000 000 662	56.0				
~~8448-90~~	~~24.0~~				
* 8548-90	~~106.05~~ 80				

* Risk Mgt expenses related to utility

56.0

TS0041-UPDATE OR PRESS PF2 TO PAGE FORWARD,PF3 TO PAGE BACKWARD

Request No. 30

45.10
2-26
(10)814