

**FLORIDA PUBLIC SERVICE COMMISSION
EXHIBIT INDEX**

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FPSC - COMMISSION CLERK

FOR THE HEARING DATED 11/17/2022 IN DOCKET 20220004-GU

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<u>Docket No. 20220004-GU</u> Comprehensive Exhibit List for Entry into Hearing Record November 17-18, 2022					
EXH #	Witness	I.D. # As Filed	Exhibit Description	Issue Nos.	Entered
STAFF					
1		Exhibit List	Comprehensive Exhibit List		
FLORIDA CITY GAS – (DIRECT)					
2	Miguel Bustos	MB-1	Calculation of FCG’s final NGCCR true-up amount related to the twelve-month period ended December 31, 2021	1	
3	Miguel Bustos	MB-2	Commission prescribed forms supporting calculation of FCG’s Actual/Estimated True-Up amount for the current period January 2022 through December 2022 and FCG’s proposed 2023 NGCCR Factors	2-8	
CONSOLIDATED COMPANIES – (DIRECT)					
4	Derrick M. Craig	DMC-1 REVISED	True-Up Variance Analysis [Schedules CT1-CT6]	1	
5	Derrick M. Craig	DMC-2	Projections: Estimated ECCR charges by rate class [Schedules C-1 through C-4]	2-7	
PEOPLES GAS SYSTEM – (DIRECT)					
6	Karen L. Bramley	KLB-1	Schedules Supporting Cost Recovery Factor, Actual January 2021 – December 2021	1	

<u>Docket No. 20220004-GU</u> Comprehensive Exhibit List for Entry into Hearing Record November 17-18, 2022					
EXH #	Witness	I.D. # As Filed	Exhibit Description	Issue Nos.	Entered
7	Karen L. Bramley	KLB-2	Schedules supporting conservation costs projected for the period January 2023 – December 2023	2-7	
SEBRING GAS SYSTEM, INC. – (DIRECT)					
8	Jerry H. Melendy	JHM-1	True-Up Variance Analysis [Schedules CT1-CT6]	1	
9	Jerry H. Melendy	JHM-2	Projections: Estimated ECCR charges by rate class [Schedules C-1 through C-4]	2-7	
ST. JOE NATURAL GAS COMPANY, INC. – (DIRECT)					
10	Debbie Stitt	DKS-1	Schedules CT-1, CT-2, CT-3, CT-4, and CT-5	1	
11	Debbie Stitt	DKS-2	Schedules C1, C2, C3, and C4	2-7	
STAFF HEARING EXHIBITS					
12	Miguel Bustos (1-7, 9-10) Jason Chin (8)	Staff Exhibit 12	FCG's Response to Staff's First Set of Interrogatories, Nos. 1–10 <i>Bates Nos.: 000001-000011</i>	1, 3, 4, & 5	
13	Miguel Bustos (11)	Staff Exhibit 13	FCG's Response to Staff's Second Set of Interrogatories, No. 11 <i>Bates Nos.: 000012-000016</i>	1, 3, 4, & 5	
14	Miguel Bustos (12-14)	Staff Exhibit 14	FCG's Response to Staff's Third Set of Interrogatories, Nos. 12-14 <i>Bates Nos.: 000017-000022</i>	1, 3, 4, & 5	

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15	Derrick M. Craig (1-11)	Staff Exhibit 15	FPUC's Response to Staff's First Set of Interrogatories, Nos. 1-11 <i>Bates Nos.: 000023-000034</i>	1, 3, 4, & 5	
16	Derrick M. Craig (12-14)	Staff Exhibit 16	FPUC's Response to Staff's Second Set of Interrogatories, Nos. 12-14 <i>Bates Nos.: 000035-000040</i>	1, 3, 4, & 5	
17	Derrick M. Craig (15-16)	Staff Exhibit 17	FPUC's Response to Staff's Third Set of Interrogatories, Nos. 15-16 <i>Bates Nos.: 000041-000044</i>	1, 3, 4, & 5	
18	Karen L. Bramley (1-8)	Staff Exhibit 18	PGS's Response to Staff's First Set of Interrogatories, Nos. 1-8 <i>Bates Nos.: 000045-000054</i>	1, 3, 4, & 5	
19	Karen L. Bramley (9)	Staff Exhibit 19	PGS's Response to Staff's Second Set of Interrogatories No. 9 <i>Bates Nos.: 000055-000058</i>	1, 3, 4, & 5	
20	Karen L. Bramley (10-12)	Staff Exhibit 20	PGS's Response to Staff's Third Set of Interrogatories, Nos. 10-12 <i>Bates Nos.: 000059-000063</i>	1, 3, 4, & 5	
21	Jerry H. Melendy (1-6)	Staff Exhibit 21	Sebring's Response to Staff's First Set of Interrogatories, Nos. 1-6 <i>Bates Nos.: 000064-000070</i>	1, 3, 4, & 5	

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EXH #	Witness	I.D. # As Filed	Exhibit Description	Issue Nos.	Entered
22	Jerry H. Melendy (7)	Staff Exhibit 22	Sebring's Response to Staff's Second Set of Interrogatories, No. 7 <i>Bates Nos.: 000071-000072</i>	1, 3, 4, & 5	
23	Jerry H. Melendy (8)	Staff Exhibit 23	Sebring's Response to Staff's Third Set of Interrogatories, No. 8 <i>Bates Nos.: 000073-000076</i>	1, 3, 4, & 5	
24	Andy Shoaf (1-6)	Staff Exhibit 24	SJNG's Response to Staff's First Set of Interrogatories, Nos. 1-6 <i>Bates Nos.: 000077-000078</i>	1, 3, 4, & 5	
25	Andy Shoaf (7)	Staff Exhibit 25	SJNG's Response to Staff's Second Set of Interrogatories, No. 7 <i>Bates Nos.: 000079-000080</i>	1, 3, 4, & 5	
26	Andy Shoaf (8)	Staff Exhibit 26	SJNG's Response to Staff's Third Set of Interrogatories, No. 8 <i>Bates Nos.: 000081-000082</i>	1, 3, 4, & 5	

EXHIBIT NO. (MB-1)
COMPANY: FLORIDA CITY GAS
Natural Gas Conservation Cost Recovery
DOCKET NO. 20220004-GU

ADJUSTED NET TRUE UP
JANUARY 2021 THROUGH DECEMBER 2021

END OF PERIOD NET TRUE-UP

PRINCIPLE	757,568	
INTEREST	406	757,974

LESS PROJECTED TRUE-UP

PRINCIPLE	288,441	
INTEREST	427	288,868

ADJUSTED NET TRUE-UP		469,106
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() REFLECTS OVER-RECOVERY

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED
JANUARY 2021 THROUGH DECEMBER 2021

	<u>ACTUAL</u>	<u>PROJECTED ***</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	-	-	-
PAYROLL & BENEFITS	1,262,472	1,244,777	17,695
MATERIALS & SUPPLIES	-	-	-
ADVERTISING	1,184,624	1,202,300	(17,676)
INCENTIVES	3,821,068	3,589,037	232,031
OUTSIDE SERVICES	-	-	-
VEHICLES	64,327	72,226	(7,900)
OTHER	<u>89,402</u>	<u>91,888</u>	<u>(2,486)</u>
SUB-TOTAL	6,421,893	6,200,229	221,664
PROGRAM REVENUES	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL PROGRAM COSTS	6,421,893	6,200,229	221,664
LESS:			
PAYROLL ADJUSTMENTS	-	-	-
AMOUNTS INCLUDED IN RATE BASE	-	-	-
CONSERVATION ADJUSTMENT REVENUES	(5,664,324)	(5,911,788)	247,464
ROUNDING ADJUSTMENT	<u>-</u>	<u>-</u>	<u>-</u>
TRUE-UP BEFORE INTEREST	757,568	288,441	469,128
INTEREST PROVISION	406	427	(22)
END OF PERIOD TRUE-UP	<u>757,974</u>	<u>288,868</u>	<u>469,106</u>

() REFLECTS OVER-RECOVERY

*** Six months actual and six months projected (Jan-Dec)

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCTION	-	284,069	-	-	1,256,613	-	7,869	-	1,548,552
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	-	-	-	-	-	-	-	-
PROGRAM 3: RESIDENTIAL APPLIANCE REPLACEMENT	-	224,654	-	-	527,632	-	7,848	-	760,133
PROGRAM 4: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5: SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6: PROPANE CONVERSION	-	42,269	-	-	250	-	-	-	42,519
PROGRAM 7: RESIDENTIAL APPLIANCE RETENTION	-	62,850	-	-	1,595,219	-	-	-	1,658,069
PROGRAM 8: RESIDENTIAL CUT AND CAP	-	80,725	-	-	4,800	-	-	-	85,525
PROGRAM 9: COMM/IND CONVERSION	-	400,786	-	-	14,970	-	41,877	-	457,632
PROGRAM 10: ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	5,554	-	5,554
PROGRAM 11: COMMERCIAL APPLIANCE	-	-	-	-	421,584	-	-	-	421,584
COMMON COSTS	-	167,120	-	1,184,624	-	-	1,179	89,402	1,442,325
TOTAL TOTAL OF ALL PROGRAMS	-	1,262,472	-	1,184,624	3,821,068	-	64,327	89,402	6,421,893

CITY GAS COMPANY OF FLORIDA
PROJECTED CONSERVATION COSTS PER PROGRAM
JANUARY 2021 THROUGH DECEMBER 2021
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCTION	-	276,997	-	-	1,121,813	-	8,705	-	1,407,516
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	-	-	-	-	-	-	-	-
PROGRAM 3: RESIDENTIAL APPLIANCE REPLACEMENT	-	219,102	-	-	461,595	-	8,693	-	689,389
PROGRAM 4: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5: SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6: PROPANE CONVERSION	-	40,625	-	-	-	-	-	-	40,625
PROGRAM 7: RESIDENTIAL APPLIANCE RETENTION	-	64,484	-	-	1,438,108	-	-	-	1,502,593
PROGRAM 8: RESIDENTIAL CUT AND CAP	-	72,984	-	-	9,000	-	-	-	81,984
PROGRAM 9: COMM/IND CONVERSION	-	401,525	-	-	19,770	-	47,374	-	468,669
PROGRAM 10: ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	6,179	-	6,179
PROGRAM 11: COMMERCIAL APPLIANCE	-	-	-	-	538,751	-	-	-	538,751
COMMON COSTS	-	169,060	-	1,202,300	-	-	1,275	91,888	1,464,523
TOTAL TOTAL OF ALL PROGRAMS	-	1,244,777	-	1,202,300	3,589,037	-	72,226	91,888	6,200,229

Comes from C-3, p1 of 5 and C-3, p2 of 5 on the Prior year Projection Filing

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM NAME		CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1:	RESIDENTIAL NEW CONSTRUCTION	-	7,072	-	-	134,800	-	(836)	-	141,036
PROGRAM 2:	MULTI FAMILY HOME BUILDER	-	-	-	-	-	-	-	-	-
PROGRAM 3:	RESIDENTIAL APPLIANCE REPLACEME	-	5,552	-	-	66,037	-	(845)	-	70,744
PROGRAM 4:	DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5:	SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6:	PROPANE CONVERSION	-	1,644	-	-	250	-	-	-	1,894
PROGRAM 7:	RESIDENTIAL APPLIANCE RETENTION	-	(1,634)	-	-	157,111	-	-	-	155,476
PROGRAM 8:	RESIDENTIAL CUT AND CAP	-	7,741	-	-	(4,200)	-	-	-	3,541
PROGRAM 9:	COMM/IND CONVERSION	-	(740)	-	-	(4,800)	-	(5,497)	-	(11,037)
PROGRAM 10:	ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	(626)	-	(626)
PROGRAM 11:	COMMERCIAL APPLIANCE	-	-	-	-	(117,166)	-	-	-	(117,166)
	COMMON COSTS	-	(1,940)	-	(17,676)	-	-	(96)	(2,486)	(22,198)
TOTAL	TOTAL OF ALL PROGRAMS	-	17,695	-	(17,676)	232,031	-	(7,900)	(2,486)	221,654

() REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY MONTH
JANUARY 2021 THROUGH DECEMBER 2021

EXPENSES:	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
PROGRAM 1:	38,695	116,548	152,921	125,239	128,273	127,040	170,007	117,024	153,073	95,533	60,741	263,458	1,548,552
PROGRAM 2:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3:	46,129	25,383	21,199	69,665	66,051	79,963	63,733	67,512	55,922	69,054	55,814	139,708	760,133
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	3,228	3,234	3,532	2,888	3,601	3,741	3,516	4,016	4,876	3,224	3,523	3,139	42,519
PROGRAM 7:	82,213	40,830	37,430	214,237	87,330	186,153	132,404	112,509	137,875	172,556	116,433	338,100	1,658,069
PROGRAM 8:	6,960	6,181	6,928	5,775	6,915	7,225	6,116	8,261	7,098	6,222	9,274	8,570	85,525
PROGRAM 9:	48,119	35,033	33,466	35,945	33,978	52,928	35,783	42,418	35,134	35,134	35,915	33,779	457,632
PROGRAM 10:	1,634	470	20	384	0	672	338	379	375	403	484	394	5,554
PROGRAM 11:	43,482	9,170	80,422	48,318	28,995	37,965	17,271	16,498	30,169	51,843	30,486	26,967	421,584
COMMON COSTS	34,070	27,606	56,634	133,872	126,508	185,234	185,426	110,804	109,362	110,365	90,243	272,201	1,442,325
TOTAL	304,530	264,456	392,550	636,321	481,652	680,920	614,594	479,423	533,884	544,333	402,914	1,086,316	6,421,893
LESS: Audit Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	304,530	264,456	392,550	636,321	481,652	680,920	614,594	479,423	533,884	544,333	402,914	1,086,316	6,421,893

PROJECTED CONSERVATION COSTS PER MONTH
JANUARY 2021 THROUGH DECEMBER 2021
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

EXPENSES:

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
PROGRAM 1:	38,695	116,548	152,921	125,239	128,273	127,040	119,800	119,800	119,800	119,800	119,800	119,800	1,407,516
PROGRAM 2:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3:	46,129	25,383	21,199	69,665	66,051	79,963	63,500	63,500	63,500	63,500	63,500	63,500	689,389
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	3,228	3,234	3,532	2,888	3,601	3,741	3,400	3,400	3,400	3,400	3,400	3,400	40,625
PROGRAM 7:	82,213	40,830	37,430	214,237	87,330	186,153	142,400	142,400	142,400	142,400	142,400	142,400	1,502,593
PROGRAM 8:	6,960	6,181	6,928	5,775	6,915	7,225	7,000	7,000	7,000	7,000	7,000	7,000	81,984
PROGRAM 9:	48,119	35,033	33,466	35,945	33,978	52,928	38,200	38,200	38,200	38,200	38,200	38,200	468,669
PROGRAM 10:	1,634	470	20	384	0	672	500	500	500	500	500	500	6,179
PROGRAM 11:	43,482	9,170	80,422	48,318	28,995	37,965	48,400	48,400	48,400	48,400	48,400	48,400	538,751
COMMON COSTS	34,070	27,606	56,634	133,872	126,508	185,234	150,100	150,100	150,100	150,100	150,100	150,100	1,464,523
TOTAL	304,530	264,456	392,550	636,321	481,652	680,920	573,300	573,300	573,300	573,300	573,300	573,300	6,200,229
LESS AMOUNT INCLUDED IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	304,530	264,456	392,550	636,321	481,652	680,920	573,300	573,300	573,300	573,300	573,300	573,300	6,200,229

SUMMARY OF EXPENSES BY PROGRAM
VARIANCE ACTUAL VERSUS PROJECTED
JANUARY 2021 THROUGH DECEMBER 2021

EXPENSES:	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
PROGRAM 1:	-	-	-	-	-	-	50,207	(2,776)	33,273	(24,267)	(59,059)	143,658	141,036
PROGRAM 2:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3:	-	-	-	-	-	-	233	4,012	(7,578)	5,554	(7,686)	76,208	70,744
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	-	-	-	-	-	-	116	616	1,476	(176)	123	(261)	1,894
PROGRAM 7:	-	-	-	-	-	-	(9,996)	(29,891)	(4,525)	30,156	(25,967)	195,700	155,476
PROGRAM 8:	-	-	-	-	-	-	(884)	1,261	98	(778)	2,274	1,570	3,541
PROGRAM 9:	-	-	-	-	-	-	(2,417)	4,218	(3,066)	(3,066)	(2,285)	(4,421)	(11,037)
PROGRAM 10:	-	-	-	-	-	-	(162)	(121)	(125)	(97)	(16)	(106)	(626)
PROGRAM 11:	-	-	-	-	-	-	(31,129)	(31,902)	(18,231)	3,443	(17,914)	(21,433)	(117,166)
COMMON COSTS	-	-	-	-	-	-	35,326	(39,296)	(40,738)	(39,735)	(59,857)	122,101	(22,198)
TOTAL	-	-	-	-	-	-	41,294	(93,877)	(39,416)	(28,967)	(170,386)	513,016	221,664
LESS: 2008 Audit Adjustments:	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	-	-	-	-	-	-	41,294	(93,877)	(39,416)	(28,967)	(170,386)	513,016	221,664

ENERGY CONSERVATION COST RECOVERY ADJUSTMENT
FOR THE PERIOD JANUARY 2021 THROUGH DECEMBER 2021
2021 FINAL TRUE-UP

CONSERVATION REVENUES	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	TOTAL
1. RCS AUDIT FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. OTHER PROG. REVS.	-	-	-	-	-	-	-	-	-	-	-	-	-
3. CONSERV. ADJ REVS.	(636,660)	(616,175)	(551,211)	(593,538)	(518,252)	(512,974)	(477,684)	(483,539)	(466,074)	(489,218)	(485,249)	(583,420)	(6,413,993)
4. TOTAL REVENUES	(636,660)	(616,175)	(551,211)	(593,538)	(518,252)	(512,974)	(477,684)	(483,539)	(466,074)	(489,218)	(485,249)	(583,420)	(6,413,993)
5. PRIOR PERIOD TRUE- UP NOT APPLICABLE TO THIS PERIOD	62,472	62,472	62,472	62,472	62,472	62,472	62,472	62,472	62,472	62,472	62,472	62,472	749,669
6. CONSERV. REVS. APPLICABLE TO THE PERIOD	(574,188)	(553,702)	(488,738)	(531,065)	(455,780)	(450,502)	(415,212)	(421,066)	(403,601)	(426,745)	(422,776)	(520,948)	(5,664,324)
7. CONSERV. EXPS.	304,530	264,456	392,550	636,321	481,652	680,920	614,594	479,423	533,884	544,333	402,914	1,086,316	6,421,893
8. TRUE-UP THIS PERIOD (over)/under	(269,658)	(289,247)	(96,188)	105,256	25,872	230,419	199,383	58,356	130,283	117,588	(19,862)	565,368	757,568
9. INTEREST PROV. THIS PERIOD	78	39	21	14	14	16	27	30	31	42	41	52	406
10. TRUE-UP AND INTEREST PROV. BEG. OF MONTH	749,669	417,617	65,936	(92,704)	(49,906)	(86,493)	81,469	218,407	214,321	282,162	337,320	255,027	749,669
Deferred True-up COLLECTED/(REFUNDED)	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692	533,692
11. PRIOR TRUE-UP COLLECTED OR (REFUNDED)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(62,472)	(749,669)
12. TOTAL NET TRUE-UP	951,308	599,628	440,988	483,786	447,199	615,161	752,099	748,013	815,854	871,012	788,719	1,291,666	1,291,666

CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR THE PERIOD JANUARY 2021 THROUGH DECEMBER 2021
2021 FINAL TRUE-UP

INTEREST PROVISION	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	TOTAL
1. BEGINNING TRUE-UP	\$ 1,283,361	\$ 951,308	\$ 599,628	\$ 440,988	\$ 483,786	\$ 447,199	\$ 615,161	\$ 752,099	\$ 748,013	\$ 815,854	\$ 871,012	\$ 788,719	
2. ENDING TRUE-UP BEFORE INTEREST	<u>951,230</u>	<u>599,589</u>	<u>440,967</u>	<u>483,772</u>	<u>447,185</u>	<u>615,145</u>	<u>752,071</u>	<u>747,983</u>	<u>815,823</u>	<u>870,970</u>	<u>788,677</u>	<u>1,291,614</u>	
3. TOTAL BEGINNING & ENDING TRUE-UP	2,234,591	1,550,897	1,040,595	924,760	930,971	1,062,344	1,367,232	1,500,081	1,563,835	1,686,824	1,659,689	2,080,333	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	<u>\$ 1,117,295</u>	<u>\$ 775,449</u>	<u>\$ 520,298</u>	<u>\$ 462,380</u>	<u>\$ 465,485</u>	<u>\$ 531,172</u>	<u>\$ 683,616</u>	<u>\$ 750,041</u>	<u>\$ 781,918</u>	<u>\$ 843,412</u>	<u>\$ 829,844</u>	<u>\$ 1,040,166</u>	
5. INTEREST RATE FIRST DAY OF REPORTING MONTH	0.090%	0.070%	0.060%	0.040%	0.040%	0.030%	0.040%	0.050%	0.050%	0.050%	0.060%	0.070%	
6. INTER. RATE - FIRST DAY SUBSEQUENT MONTH	<u>0.070%</u>	<u>0.060%</u>	<u>0.040%</u>	<u>0.040%</u>	<u>0.030%</u>	<u>0.040%</u>	<u>0.050%</u>	<u>0.050%</u>	<u>0.050%</u>	<u>0.060%</u>	<u>0.070%</u>	<u>0.050%</u>	
7. TOTAL (SUM LINES 5 & 6)	<u>0.160%</u>	<u>0.130%</u>	<u>0.100%</u>	<u>0.080%</u>	<u>0.070%</u>	<u>0.070%</u>	<u>0.090%</u>	<u>0.100%</u>	<u>0.100%</u>	<u>0.110%</u>	<u>0.130%</u>	<u>0.120%</u>	
8. AVG. INTEREST RATE (LINE 7 TIMES 50%)	0.080%	0.065%	0.050%	0.040%	0.035%	0.035%	0.045%	0.050%	0.050%	0.055%	0.065%	0.060%	
9. MONTHLY AVG INTEREST RATE	0.007%	0.005%	0.004%	0.003%	0.003%	0.003%	0.004%	0.004%	0.004%	0.005%	0.005%	0.005%	
10. INTEREST PROVISION	<u>\$ 78</u>	<u>\$ 39</u>	<u>\$ 21</u>	<u>\$ 14</u>	<u>\$ 14</u>	<u>\$ 16</u>	<u>\$ 27</u>	<u>\$ 30</u>	<u>\$ 31</u>	<u>\$ 42</u>	<u>\$ 41</u>	<u>\$ 52</u>	<u>\$ 406</u>

EXHIBIT NO. (MB-1)
COMPANY: FLORIDA CITY GAS
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CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL NEW CONSTRUCTION PROGRAM - PROGRAM 1

DESCRIPTION: The objective of this program is to increase the conservation of energy resources in the single and multi-family residential new construction markets by promoting the installation of energy-efficient natural gas appliances. This program is designed to expand consumer energy options in new homes. Incentives in the form of cash allowances are provided to support the installation of natural gas including interior gas piping, venting, appliance purchase or lease, and other costs associated with residential gas service. Cash allowances are paid for water heating, space heating, clothes drying, and cooking equipment installations

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	150
Gas Clothe Drying	100
Gas Cooling and Dehumidification.....	1200

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$ 1,548,552

Program Accomplishments for the reporting period were 4,285 paid incentives. There were 779 Tank Water Heaters, 12 High Efficiency Tank Water Heaters, 936 Tankless Water Heaters, 58 Furnaces, 1,498 Ranges and 1,002 Dryers.

EXHIBIT NO. (MB-1)
COMPANY: FLORIDA CITY GAS
Natural Gas Conservation Cost Recovery
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CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM 3

DESCRIPTION: This program encourages the replacement of inefficient non-natural gas residential appliances in existing residences. Participation in the program is open to current residential customers and to homeowners converting a residence to natural gas where the company is able to extend service under its extension of facilities policy. This program provides incentives for the replacement of non-gas water heating, space heating, cooking, or clothes drying appliances through the purchase and/or lease of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$500
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	550
Gas Tankless Water Heating	675
Gas Heating	725
Gas Cooking	200
Gas Clothe Drying	150
Gas Cooling and Dehumidification.....	1200

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$ 760,133

Program Accomplishments for the reporting period were 1,407 paid incentives. There were 42 Tank Water Heaters, 10 High Efficiency Tank Water Heaters, 491 Tankless Water Heaters, 11 Furnaces, 504 Ranges and 349 Dryers.

EXHIBIT NO. (MB-1)
COMPANY: FLORIDA CITY GAS
Natural Gas Conservation Cost Recovery
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CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: GAS APPLIANCES IN SCHOOLS - PROGRAM 5

DESCRIPTION: The Gas Appliances in Schools Program is designed to promote natural gas appliances where cost-efficient, in Home Economic Departments in schools located in our Company's service area. The program provides teaching assistance on energy conservation and on the use, care, and safety of natural gas appliances through a Company-employed home economist.

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$0.

Program Accomplishments for the reporting period were 0 paid incentives.

CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL PROPANE CONVERSION - PROGRAM 6

DESCRIPTION: The Residential Propane Conversion Program is designed to promote the conversion of existing residential propane appliances to utilize efficient natural gas. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the conversion of their existing propane appliances to utilize natural gas.

PROGRAM ALLOWANCES:

Furnace	\$200
Water Heater	100
Dryer	50
Range	25

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$42,519

Program Accomplishments for the reporting period were 6 paid incentives. There were 1 Tank Water Heaters, 0 High Efficiency Tank Water Heaters, 0 Tankless Water Heaters, 0 Furnaces, 4 Ranges and 1 Dryers.

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL APPLIANCE RETENTION PROGRAM - PROGRAM 7

DESCRIPTION:

This program is designed to promote the retention of energy-efficient water heating, space heating, clothes drying, and cooking appliances for current natural gas customers. A cash incentive is paid to reduce the cost of purchasing and installing a replacement natural gas water heating, space heating, clothe drying, and cooking appliances

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	100
Gas Clothe Drying	100

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

'Program costs for the period were \$1,658,069

Program Accomplishments for the reporting period were 4,386 paid incentives. There were 1,887 Tank Water Heaters, 155 High Efficiency Tank Water Heaters, 519 Tankless Water Heaters, 771 Furnaces, 528 Ranges and 526 Dryers.

CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL CUT AND CAP - PROGRAM 8

DESCRIPTION: The Residential Cut and Cap Program is designed to encourage the re-activation of existing residential service lines that are scheduled to be cut off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and/or lease and the installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service re-activation..... \$200

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$85,525

Program Accomplishments for the reporting period were 17
paid incentives.

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL/INDUSTRIAL CONVERSION - PROGRAM 9

DESCRIPTION: The Commercial/Industrial Conversion Program is designed to promote the conversion of commercial and industrial inefficient non-gas equipment to energy efficient natural gas. The program offers incentives in the form of cash allowances to existing commercial and industrial businesses located in existing structures, to assist in defraying the incremental first costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

Per 100,000 BTU input rating..... \$75

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$457,632

Program Accomplishments for the reporting period were
2 participants

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL/INDUSTRIAL ALTERNATIVE TECHNOLOGY INCENTIVE - PROGRAM 10

DESCRIPTION: The Commercial/Industrial Alternative Technology Incentive Program (ATI) is designed to encourage commercial and industrial business owners to install alternate technologies that utilize natural gas that are not covered by one of the other City Gas Energy Conservation Programs, but which cost-effectively reduce the total utility expense of the business. The program offers incentives based on the cost-effectiveness under a life-cycle analysis utilizing a computerized energy consumption simulation model.

PROGRAM ALLOWANCES:

Payback period of three years subject to a maximum incentive of three times the projected incremental annualized margin.

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$5,554

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL NATURAL GAS CONSERVATION PROGRAM (APPLIANCE) - PROGRAM 11

DESCRIPTION The Commercial Natural Gas Conservation Program (Appliance) is designed to educate, inform and to encourage business either to build with natural gas (New Construction), to continue using natural gas (Retention) or to convert to natural gas (Retrofit) for their energy needs. The programs offer cash incentives to assist in defraying the costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

	New Construction		Replacement	Retention
<i>-Small Food Service</i>				
Tank Water Heater	\$	1,000	\$ 1,500	\$ 1,000
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,000	1,500	1,000
Fryer		3,000	3,000	3,000
<i>-Commercial Food Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,500	1,500	1,500
Fryer		3,000	3,000	3,000
<i>-Hospitality Lodging</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,500	1,500	1,500
Fryer		3,000	3,000	3,000
Dryer		1500	1500	1500
<i>-Cleaning Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Dryer		1500	1500	1500
<i>-Large Non-food Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000

REPORTING PERIOD: January 2021 through December 2021

PROGRAM SUMMARY:

Program costs for the period were \$ 421,584

Program Accomplishments for the reporting period were 258 incentives paid. 37 dryers, 38 ranges, 48 fryers, 5 tank water heaters, and 130 tankless water heaters.

SCHEDULE C-1
PAGE 1 OF 1

ENERGY CONSERVATION ADJUSTMENT - SUMMARY OF COST RECOVERY CLAUSE CALCULATION

PROJECTED PERIOD: JANUARY 2023 THROUGH DECEMBER 2023
ACTUAL/ESTIMATED PERIOD: JANUARY 2022 THROUGH DECEMBER 2022
FINAL TRUE-UP PERIOD: JANUARY 2021 THROUGH DECEMBER 2021
COLLECTION PERIOD FOR PRIOR TRUE-UP: JANUARY 2021 THROUGH DECEMBER 2021

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 5,607,492)
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 12) \$ 404,512
3. TOTAL (LINE 1 AND 2) \$ 7,012,004

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	DEMAND CHARGE	TOTAL CUST. & ENERGY CHG REVENUES	ECCR REVENUES	ECCR AS % OF TOTAL DOLLARS PE REVENUES	THERM	TAX FACTOR	CONSERVATION FACTOR
RS-1	30,889	2,637,817	4,448,064	\$ 1,216,561	\$ -	\$ 5,664,625	\$ 672,298	11.8680%	\$ 0.25487	1.00503	\$ 0.25615
RS-100	76,898	13,783,570	13,841,670	\$ 5,566,219	\$ -	\$ 19,407,889	\$ 2,303,398	11.8680%	\$ 0.16711	1.00503	\$ 0.16795
RS-600	1,349	1,207,119	323,800	\$ 636,140	\$ -	\$ 959,940	\$ 113,929	11.8680%	\$ 0.09438	1.00503	\$ 0.09486
GS-1	5,825	13,961,515	1,747,454	\$ 5,258,465	\$ -	\$ 7,005,919	\$ 831,487	11.8680%	\$ 0.05956	1.00503	\$ 0.05986
GS-6K	2,100	25,541,489	881,895	\$ 8,673,890	\$ -	\$ 9,555,785	\$ 1,134,115	11.8680%	\$ 0.04440	1.00503	\$ 0.04463
GS-25k	360	13,453,558	647,400	\$ 4,373,617	\$ -	\$ 5,021,017	\$ 595,912	11.8680%	\$ 0.04429	1.00503	\$ 0.04452
Gas Lights	15	18,177	-	\$ 10,768	\$ -	\$ 10,768	\$ 1,278	11.8680%	\$ 0.07030	1.00503	\$ 0.07066
GS-120K	98	34,093,685	352,800	\$ 6,607,015	\$ 1,578,011	\$ 8,537,826	\$ 1,013,300	11.8680%	\$ 0.02972	1.00503	\$ 0.02987
GS-1250K	9	17,949,558	54,000	\$ 1,680,258	\$ 1,183,477	\$ 2,917,735	\$ 346,287	11.8680%	\$ 0.01929	1.00503	\$ 0.01939
GS-11M	-	-	-	\$ -	\$ -	\$ -	\$ -	0	0	1.00503	-
GS-25M	-	-	-	\$ -	\$ -	\$ -	\$ -	0	0	1.00503	-
TOTAL	117,543	122,646,488	22,297,083	\$ 34,022,933	\$ 2,761,488	\$ 59,081,503	\$ 7,012,004				

SCHEDULE C-2
PAGE 1 OF 2

PROJECTED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
FOR THE PERIOD JANUARY 2023 THROUGH DECEMBER 2023

PROGRAM NAME	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	TOTAL
1. RESIDENTIAL BUILDER	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 114,157	\$ 1,369,890
2. MULTI-FAMILY RESIDENTIAL BLDR	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
3. APPLIANCE REPLACEMENT	61,100	61,100	61,100	61,100	61,100	61,100	61,100	61,100	61,100	61,100	61,100	61,100	\$ 733,202
4. DEALER PROGRAM	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
5. GAS APPLIANCES IN SCHOOLS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
6. RES PROPANE CONVERSION	4,402	4,402	4,402	4,402	4,402	4,402	4,402	4,402	4,402	4,402	4,402	4,402	\$ 52,823
7. RES WATER HEATER RETENTION	124,663	124,663	124,663	124,663	124,663	124,663	124,663	124,663	124,663	124,663	124,663	124,663	\$ 1,495,957
8. RES CUT AND CAP ALTERNATIVE	13,624	13,624	13,624	13,624	13,624	13,624	13,624	13,624	13,624	13,624	13,624	13,624	\$ 163,486
9. COMM/IND CONVERSION	14,940	14,940	14,940	14,940	14,940	14,940	14,940	14,940	14,940	14,940	14,940	14,940	\$ 179,284
10. COMM/IND ALTERNATIVE TECH.	600	600	600	600	600	600	600	600	600	600	600	600	\$ 7,200
11. COMMERCIAL APPLIANCE	77,874	77,874	77,874	77,874	77,874	77,874	77,874	77,874	77,874	77,874	77,874	77,874	\$ 934,485
12. COMMON COSTS	139,264	139,264	139,264	139,264	139,264	139,264	139,264	139,264	139,264	139,264	139,264	139,264	\$ 1,671,165
TOTAL ALL PROGRAMS	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 6,607,492
LESS: AMOUNT IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 550,624	\$ 6,607,492

PROJECTED CONSERVATION PROGRAM COST BY COST CATEGORY
FOR THE PERIOD JANUARY 2023 THROUGH DECEMBER 2023

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1. RESIDENTIAL NEW CONSTRUCTION	\$ -	\$ 283,890	\$ -	\$ -	\$ 1,076,400	\$ -	\$ 9,600	\$ -	\$ 1,369,890
2. MULTI-FAMILY RESIDENTIAL BLDR	-	-	-	-	-	-	-	-	\$ -
3. APPLIANCE REPLACEMENT	-	276,002	-	-	447,600	-	9,600	-	\$ 733,202
4. DEALER PROGRAM	-	-	-	-	-	-	-	-	\$ -
5. GAS APPLIANCES IN SCHOOLS	-	-	-	-	-	-	-	-	\$ -
6. RES PROPANE CONVERSION	-	51,623	-	-	1,200	-	-	-	\$ 52,823
7. RES WATER HEATER RETENTION	-	76,357	-	-	1,419,600	-	-	-	\$ 1,495,957
8. RES CUT AND CAP ALTERNATIVE	-	151,486	-	-	12,000	-	-	-	\$ 163,486
9. COMM/IND CONVERSION	-	77,284	-	-	51,600	-	50,400	-	\$ 179,284
10. COMM/IND ALTERNATIVE TECH.	-	-	-	-	-	-	7,200	-	\$ 7,200
11. COMMERCIAL APPLIANCE	-	310,485	-	-	624,000	-	-	-	\$ 934,485
12. COMMON COSTS	-	194,361	-	1,400,004	-	-	2,400	74,400	\$ 1,671,165
TOTAL ALL PROGRAMS	-	1,421,488	-	1,400,004	3,632,400	-	79,200	74,400	6,607,492
LESS: AMOUNT IN RATE BASE	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENDITURES	\$ -	\$ 1,421,488	\$ -	\$ 1,400,004	\$ 3,632,400	\$ -	\$ 79,200	\$ 74,400	\$ 6,607,492

SCHEDULE C-3

PAGE 1 OF 5

CONSERVATION PROGRAM COSTS BY COST CATEGORY
FOR THE PERIOD JANUARY 2022 THROUGH DECEMBER 2022
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1. RESIDENTIAL NEW CONSTRUCTION									
A. ACTUAL ((\$	- \$	139,920	\$	- \$	511,039	\$	- \$	4,721	\$ 655,681
B. ESTIMATE	-	144,000	-	-	523,200	-	4,200	-	671,400
C. TOTAL	-	283,920	-	-	1,034,239	-	8,921	-	1,327,081
2. MULTI-FAMILY RESIDENTIAL BLDR									
A. ACTUAL ((-	-	-	-	-	-	-	-	-
B. ESTIMATE	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
3. APPLIANCE REPLACEMENT									
A. ACTUAL ((-	129,584	-	-	205,213	-	4,709	-	339,505
B. ESTIMATE	-	132,000	-	-	211,800	-	4,200	-	348,000
C. TOTAL	-	261,584	-	-	417,013	-	8,909	-	687,505
4. DEALER PROGRAM									
A. ACTUAL ((-	-	-	-	-	-	-	-	-
B. ESTIMATE	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
5. GAS APPLIANCES IN SCHOOLS									
A. ACTUAL ((-	-	-	-	-	-	-	-	-
B. ESTIMATE	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
6. RES PROPANE CONVERSION									
A. ACTUAL ((-	18,020	-	-	129	-	-	-	18,149
B. ESTIMATE	-	24,000	-	-	600	-	-	-	24,600
C. TOTAL	-	42,020	-	-	729	-	-	-	42,749
SUB-TOTAL	\$ -	\$ 587,524	\$ -	\$ -	\$ 1,451,981	\$ -	\$ 17,830	\$ -	\$ 2,057,335

CONSERVATION PROGRAM COSTS BY COST CATEGORY
FOR THE PERIOD JANUARY 2022 THROUGH DECEMBER 2022
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
SUB-TOTAL - PREVIOUS PAGE	\$ -	\$ 587,524	\$ -	\$ -	\$ 1,451,981	\$ -	\$ 17,830	\$ -	\$ 2,057,335
7. RES WATER HEATER RETENTION									
A. ACTUAL (6 months)	-	24,493	-	-	560,968	-	-	-	585,462
B. ESTIMATED (6 months)	-	30,000	-	-	822,000	-	-	-	852,000
C. TOTAL	-	54,493	-	-	1,382,968	-	-	-	1,437,462
8. RES CUT AND CAP ALTERNATIVE									
A. ACTUAL (6 months)	-	55,615	-	-	2,953	-	-	-	58,569
B. ESTIMATED (6 months)	-	60,000	-	-	3,000	-	-	-	63,000
C. TOTAL	-	115,615	-	-	5,953	-	-	-	121,569
9. COMM/IND CONVERSION									
A. ACTUAL (6 months)	-	180,246	-	-	2,634	-	25,125	-	208,005
B. ESTIMATED (6 months)	-	186,000	-	-	12,000	-	24,600	-	222,600
C. TOTAL	-	366,246	-	-	14,634	-	49,725	-	430,605
10. COMM/IND ALTERNATIVE TECH.									
A. ACTUAL (6 months)	-	-	-	-	-	-	3,332	-	3,332
B. ESTIMATED (6 months)	-	-	-	-	-	-	3,000	-	3,000
C. TOTAL	-	-	-	-	-	-	6,332	-	6,332
11. COMMERCIAL APPLIANCE									
A. ACTUAL (6 months)	-	-	-	-	286,981	-	-	-	286,981
B. ESTIMATED (6 months)	-	-	-	-	300,000	-	-	-	300,000
C. TOTAL	-	-	-	-	586,981	-	-	-	586,981
12. COMMON COSTS									
A. ACTUAL (6 months)	-	141,315	-	688,379	-	-	708	34,969	865,370
B. ESTIMATED (6 months)	-	141,600	-	711,624	-	-	600	38,400	892,224
C. TOTAL	-	282,915	-	1,400,003	-	-	1,308	73,369	1,757,594
TOTAL		\$ 1,406,794	\$ -	\$ 1,400,003	\$ 3,442,517	\$ -	\$ 75,195	\$ 73,369	\$ 6,397,878

CONSERVATION PROGRAM COSTS - EXPENSES BY MONTH
FOR THE PERIOD JANUARY 2022 THROUGH DECEMBER 2022
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

DESCRIPTION	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	TOTAL
1. RESIDENTIAL NEW CONSTRUCTIO	41,887	164,312	87,039	153,254	106,626	102,563	111,900	111,900	111,900	111,900	111,900	111,900	1,327,081
2. MULTI-FAMILY RESIDENTIAL BLDR	-	-	-	-	-	-	-	-	-	-	-	-	-
3. APPLIANCE REPLACEMENT	45,811	54,136	42,881	63,613	55,980	77,086	58,000	58,000	58,000	58,000	58,000	58,000	687,505
4. DEALER PROGRAM	-	-	-	-	-	-	-	-	-	-	-	-	-
5. GAS APPLIANCES IN SCHOOLS	-	-	-	-	-	-	-	-	-	-	-	-	-
6. RES PROPANE CONVERSION	3,520	2,581	2,782	3,020	3,161	3,086	4,100	4,100	4,100	4,100	4,100	4,100	42,749
7. RES WATER HEATER RETENTION	51,922	93,583	104,883	108,707	113,208	113,158	142,000	142,000	142,000	142,000	142,000	142,000	1,437,462
8. RES CUT AND CAP ALTERNATIVE	10,033	8,185	8,596	9,936	9,807	12,012	10,500	10,500	10,500	10,500	10,500	10,500	121,569
9. COMM/IND CONVERSION	38,978	34,311	33,181	29,971	41,097	30,468	37,100	37,100	37,100	37,100	37,100	37,100	430,605
10. COMM/IND ALTERNATIVE TECH.	434	539	653	-	1,408	298	500	500	500	500	500	500	6,332
11. COMMERCIAL APPLIANCE	42,067	48,945	43,654	44,847	54,829	52,639	50,000	50,000	50,000	50,000	50,000	50,000	586,981
COMMON COSTS	88,505	59,315	117,748	222,291	261,581	115,931	148,704	148,704	148,704	148,704	148,704	148,704	1,757,594
TOTAL ALL PROGRAMS	323,157	465,908	441,417	635,637	647,697	507,238	562,804	562,804	562,804	562,804	562,804	562,804	6,397,878
LESS: AMOUNT IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
NET RECOVERABLE	<u>\$ 323,157</u>	<u>\$ 465,908</u>	<u>\$ 441,417</u>	<u>\$ 635,637</u>	<u>\$ 647,697</u>	<u>\$ 507,238</u>	<u>\$ 562,804</u>	<u>\$ 562,804</u>	<u>\$ 562,804</u>	<u>\$ 562,804</u>	<u>\$ 562,804</u>	<u>\$ 562,804</u>	<u>\$ 6,397,878</u>

ENERGY CONSERVATION COST RECOVERY ADJUSTMENT
FOR THE PERIOD JANUARY 2022 THROUGH DECEMBER 2022
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

CONSERVATION REVENUES	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	TOTAL
1. RCS AUDIT FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. OTHER PROG. REVS.	-	-	-	-	-	-	-	-	-	-	-	-	-
3. CONSERV. ADJ REVS.	(695,945)	(741,168)	(689,452)	(631,855)	(578,056)	(589,737)	(525,015)	(529,864)	(520,709)	(554,045)	(565,722)	(666,374)	(7,287,942)
4. TOTAL REVENUES	(695,945)	(741,168)	(689,452)	(631,855)	(578,056)	(589,737)	(525,015)	(529,864)	(520,709)	(554,045)	(565,722)	(666,374)	(7,287,942)
5. PRIOR PERIOD TRUE- UP NOT APPLICABLE													
TO THIS PERIOD	68,547	68,547	68,547	68,547	68,547	68,547	68,547	68,547	68,547	68,547	68,547	68,547	822,560
6. CONSERV. REVS. APPLICABLE TO THE PERIOD	(627,398)	(672,622)	(620,905)	(563,309)	(509,509)	(521,190)	(456,468)	(461,317)	(452,162)	(485,498)	(497,175)	(597,827)	(6,465,382)
7. CONSERV. EXPS.	323,157	465,908	441,417	635,637	647,697	507,238	562,804	562,804	562,804	562,804	562,804	562,804	6,397,878
8. TRUE-UP THIS PERIOD	(304,240)	(206,714)	(179,488)	72,329	138,187	(13,952)	106,336	101,487	110,642	77,306	65,629	(35,023)	(67,504)
9. INTEREST PROV. THIS PERIOD	55	102	130	147	252	308	293	318	346	364	366	228	2,909
10. TRUE-UP AND INTEREST PROV. BEG. OF MONTH	822,560	449,828	174,669	(73,236)	(69,307)	586	(81,604)	(43,523)	(10,264)	32,176	41,299	38,748	822,560
Deferred True-up	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106	469,106
11. PRIOR TRUE-UP COLLECTED OR (REFUNDED)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(68,547)	(822,560)
12. TOTAL NET TRUE-UP	918,934	643,775	395,870	399,799	469,692	387,502	425,583	458,842	501,282	510,405	507,854	404,512	404,512

CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR THE PERIOD JANUARY 2022 THROUGH DECEMBER 2022
SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

INTEREST PROVISION	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	TOTAL
1. BEGINNING TRUE-UP	\$ 1,291,666	\$ 918,934	\$ 643,775	\$ 395,870	\$ 399,799	\$ 469,692	\$ 387,502	\$ 425,583	\$ 458,842	\$ 501,282	\$ 510,405	\$ 507,854	
2. ENDING TRUE-UP BEFORE INTEREST	<u>918,879</u>	<u>643,674</u>	<u>395,740</u>	<u>399,652</u>	<u>469,440</u>	<u>387,193</u>	<u>425,291</u>	<u>458,523</u>	<u>500,937</u>	<u>510,041</u>	<u>507,487</u>	<u>404,284</u>	
3. TOTAL BEGINNING & ENDING TRUE-UP	2,210,545	1,562,608	1,039,515	795,522	869,239	856,885	812,793	884,107	959,778	1,011,323	1,017,892	912,137	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	<u>\$ 1,105,273</u>	<u>\$ 781,304</u>	<u>\$ 519,758</u>	<u>\$ 397,761</u>	<u>\$ 434,620</u>	<u>\$ 428,443</u>	<u>\$ 406,396</u>	<u>\$ 442,053</u>	<u>\$ 479,889</u>	<u>\$ 505,662</u>	<u>\$ 508,946</u>	<u>\$ 456,069</u>	
5. INTEREST RATE FIRST DAY OF REPORTING MONTH	0.050%	0.060%	0.250%	0.350%	0.540%	0.860%	0.860%	0.860%	0.860%	0.860%	0.860%	0.860%	
6. INTER. RATE - FIRST DAY SUBSEQUENT MONTH	<u>0.060%</u>	<u>0.250%</u>	<u>0.350%</u>	<u>0.540%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.860%</u>	<u>0.350%</u>	
7. TOTAL (SUM LINES 5 & 6)	<u>0.110%</u>	<u>0.310%</u>	<u>0.600%</u>	<u>0.890%</u>	<u>1.400%</u>	<u>1.720%</u>	<u>1.720%</u>	<u>1.720%</u>	<u>1.720%</u>	<u>1.720%</u>	<u>1.720%</u>	<u>1.210%</u>	
8. AVG. INTEREST RATE (LINE 7 TIMES 50%)	0.055%	0.155%	0.300%	0.445%	0.700%	0.860%	0.860%	0.860%	0.860%	0.860%	0.860%	0.605%	
9. MONTHLY AVG INTEREST RATE	0.005%	0.013%	0.025%	0.037%	0.058%	0.072%	0.072%	0.072%	0.072%	0.072%	0.072%	0.050%	
10. INTEREST PROVISION	<u>\$ 55</u>	<u>\$ 102</u>	<u>\$ 130</u>	<u>\$ 147</u>	<u>\$ 252</u>	<u>\$ 308</u>	<u>\$ 293</u>	<u>\$ 318</u>	<u>\$ 346</u>	<u>\$ 364</u>	<u>\$ 366</u>	<u>\$ 228</u>	<u>\$ 2,909</u>

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL NEW CONSTRUCTION - PROGRAM 1

DESCRIPTION: The Residential Builder Program is designed to increase the overall energy efficiency in the residential new construction market by promoting energy-efficient natural gas appliances in residences that would qualify for the RS rates. The program offers builders and developers incentives in the form of cash allowances to assist in defraying the additional costs associated with the installation of natural gas supply lines, house piping, venting and natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	150
Gas Clothe Drying	100

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 655,681

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: MULTI-FAMILY RESIDENTIAL BUILDER - PROGRAM 2

DESCRIPTION: The Multi-Family Residential Builder Program is designed to increase overall energy efficiency in the multi-family new construction market by promoting energy-efficient natural gas in multi-unit residences qualifying for the Company's CS rates.

PROGRAM ALLOWANCES:

See Program Summary

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program ended in February 2007 - Multi-Family developments are included in the Residential New Construction Program.

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM 3

DESCRIPTION: The Residential Appliance Replacement Program is designed to promote the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. The Program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the installation of efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$500
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	550
Gas Tankless Water Heating	675
Gas Heating	725
Gas Cooking	200
Gas Clothe Drying	150
Space Conditioning	1200

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 339,505

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: DEALER - PROGRAM 4

DESCRIPTION: The Dealer Program is designed to encourage the replacement of non-gas appliances with energy efficient natural gas appliances through appliance dealers and contractors. The program offers incentives to the dealers and contractors.

PROGRAM ALLOWANCES:

Furnace
Water Heater
Range
Dryer

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

This program was discontinued in February 1998 with Order #PSC-98-0154-GOF-GU granting the new programs.

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: GAS APPLIANCES IN SCHOOLS - PROGRAM 5

DESCRIPTION: The Gas Appliances in Schools Program is designed to promote natural gas appliances where cost-efficient, in Home Economic Departments in schools located in our Company's service area. The program provides teaching assistance on energy conservation and on the use, care, and safety of natural gas appliances through a Company-employed home economist.

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$0.

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL PROPANE CONVERSION - PROGRAM 6

DESCRIPTION: The Residential Propane Conversion Program is designed to promote the conversion of existing residential propane appliances to utilize efficient natural gas. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the conversion of their existing propane appliances to utilize natural gas.

PROGRAM ALLOWANCES:

Furnace	\$200
Water Heater	100
Dryer	50
Range	25

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 18,149

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL WATER HEATER RETENTION - PROGRAM 7

DESCRIPTION: The Residential Water Heater Retention Program is designed to promote the retention of energy efficient natural gas water heaters in existing residential structures. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+) ..	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	100
Gas Clothe Dryer	100

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 585,462

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL CUT AND CAP - PROGRAM 8

DESCRIPTION: The Residential Cut and Cap Program is designed to encourage the re-activation of existing residential service lines that are scheduled to be cut off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and/or lease and the installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service reactivation.....	\$200
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REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 58,569

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL/INDUSTRIAL CONVERSION - PROGRAM 9

DESCRIPTION: The Commercial/Industrial Conversion Program is designed to promote the conversion of commercial and industrial inefficient non-gas equipment to energy efficient natural gas. The program offers incentives in the form of cash allowances to existing commercial and industrial businesses located in existing structures, to assist in defraying the incremental first costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

Per 100,000 BTU input rating..... \$75

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 208,005

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL/INDUSTRIAL ALTERNATIVE TECHNOLOGY INCENTIVE - PROGRAM 10

DESCRIPTION: The Commercial/Industrial Alternative Technology Incentive Program (ATI) is designed to encourage commercial and industrial business owners to install alternate technologies that utilize natural gas that are not covered by one of the other Florida City Gas Energy Conservation Programs, but which cost-effectively reduce the total utility expense of the business. The program offers incentives based on the cost-effectiveness under a life-cycle analysis utilizing a computerized energy consumption simulation model.

PROGRAM ALLOWANCES:

Payback period of three years subject to a maximum incentive of three times the projected incremental annualized margin.

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 3,332

FLORIDA CITY GAS

Schedule C-5
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL NATURAL GAS CONSERVATION PROGRAM (APPLIANCE) - PROGRAM 11

DESCRIPTION: The Commercial Natural Gas Conservation Program (Appliance) is designed to educate, inform and to encourage business either to build with natural gas (New Construction), to continue using natural gas (Retention) or to convert to natural gas (Retrofit) for their energy needs. The programs offer cash incentives to assist in defraying the costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

		New Construction	Replacement	Retention
<i>-Small Food Service</i>				
Tank Water Heater	\$	1,000	\$ 1,500	\$ 1,000
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,000	1,500	1,000
Fryer		3,000	3,000	3,000
<i>-Commercial Food Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,500	1,500	1,500
Fryer		3,000	3,000	3,000
<i>-Hospitality Lodging</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Range / Oven		1,500	1,500	1,500
Fryer		3,000	3,000	3,000
Dryer		1500	1500	1500
<i>-Cleaning Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000
Dryer		1500	1500	1500
<i>-Large Non-food Service</i>				
Tank Water Heater	\$	1,500	\$ 2,000	\$ 1,500
Tankless Water Heater		2,000	2,500	2,000

REPORTING PERIOD: January 2022 through June 2022

PROGRAM SUMMARY:

Program costs for the period were \$ 286,981

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES SCHEDULE CT-1
PAGE 1 OF 1

CONSERVATION ADJUSTMENT TRUE-UP

FOR MONTHS January-21 THROUGH December-21 Revised 8_5_2022

1.	ADJUSTED END OF PERIOD TOTAL NET TRUE-UP		
2.	FOR MONTHS January-21 THROUGH December-21		
3.	END OF PERIOD NET TRUE-UP		
4.	PRINCIPAL	<u>(748,516)</u>	
5.	INTEREST	<u>(345)</u>	<u>(748,861)</u>
6.	LESS PROJECTED TRUE-UP		
7.	November-21 HEARINGS		
8.	PRINCIPAL	<u>(326,165)</u>	
9.	INTEREST	<u>(247)</u>	<u>(326,412)</u>
10.	ADJUSTED END OF PERIOD TOTAL TRUE-UP		<u><u>(422,449)</u></u>

EXHIBIT NO. _____
DOCKET NO. 20220004-GU
FLORIDA PUBLIC UTILITIES CO.
(revised DMC-1)
PAGE 1 OF 24

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF
CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES
ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VS PROJECTED

PAGE 1 OF 3

	FOR MONTHS	January-21	THROUGH	December-21	Revised 8_5_2022
		<u>ACTUAL</u>		<u>PROJECTED</u>	<u>DIFFERENCE</u>
1.	Labor/Payroll	718,329		818,049	(99,720)
2.	Advertisement	325,949		319,453	6,496
3.	Legal	4,717		3,493	1,224
4.	Outside Services	116,386		111,248	5,138
5.	Vehicle Costs	23,703		29,409	(5,706)
6.	Materials & Supplies	6,593		14,218	(7,625)
7.	Travel	23,448		79,496	(56,048)
8.	General & Administrative				
9.	Incentives	2,374,935		2,808,355	(433,420)
10.	Other	59,768		87,130	(27,362)
11.	SUB-TOTAL	3,653,829		4,270,851	(617,022)
12.	PROGRAM REVENUES				
13.	TOTAL PROGRAM COSTS	3,653,829		4,270,851	(617,022)
14.	LESS: PRIOR PERIOD TRUE-UP	(364,692)		(364,692)	
15.	AMOUNTS INCLUDED IN RATE BASE				
16.	CONSERVATION ADJ REVENUE	(4,037,653)		(4,232,325)	194,672
17.	ROUNDING ADJUSTMENT				
18.	TRUE-UP BEFORE INTEREST	(748,516)		(326,165)	(422,351)
19.	ADD INTEREST PROVISION	(345)		(247)	(98)
20.	END OF PERIOD TRUE-UP	(748,861)		(326,412)	(422,449)

() REFLECTS OVERRECOVERY

EXHIBIT NO. _____
DOCKET NO. 20220004-GU
FLORIDA PUBLIC UTILITIES CO.
(revised DMC-1)
PAGE 2 OF 24

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM

FOR MONTHS January-21 THROUGH December-21 Revised 8_5_2022

	PROGRAM NAME	50 LABOR/PAY	51 ADVERTISE.	52 LEGAL	53 OUT.SERV.	54 VEHICLE	55 MAT.&SUPP.	56 TRAVEL	57 G & A	58 INCENTIVES	59 OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1	Full House Residential New Construction	391,439	9,996			7,114	2,131	11,781		1,254,599	15,993	1,693,053		1,693,053
2	Residential Appliance Replacement		90,590							63,827		154,417		154,417
3	Conservation Education		28,743									28,743		28,743
4	Space Conditioning	250				25	(2)	7				281		281
5	Residential Conservation Survey		967		42,129							43,096		43,096
6	Residential Appliance Retention		89,985							439,745		529,731		529,731
7	Commercial Conservation Survey	1,895				119	(1)	18				2,031		2,031
8	Residential Service Reactivation									352		352		352
9	Common	324,744	23,136	4,717	67,247	16,445	4,465	11,642			14,843	467,240		467,240
10	Conservation Demonstration and Development				7,010							7,010		7,010
11	Commercial Small Food Program		16,506							406,622	5,786	428,914		428,914
12	Commercial Large Non-Food Service Program		16,506							32,823	5,786	55,115		55,115
13	Commercial Large Food Service Program		16,506							44,328	5,786	66,621		66,621
14	Commercial Large Hospitality Program		16,506							23,480	5,786	45,772		45,772
15	Commercial Large Cleaning Service Program		16,506							109,160	5,786	131,452		131,452
16	Residential Propane Distribution Program													
15	TOTAL ALL PROGRAMS	718,329	325,949	4,717	116,386	23,703	6,593	23,448		2,374,935	59,768	3,653,829		3,653,829

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CONSERVATION COSTS PER PROGRAM--VARIANCE ACTUAL VS PROJECTED
VARIANCE ACTUAL VS PROJECTED

FOR MONTHS January-21 THROUGH December-21 Revised 8_5_2022

PROGRAM NAME	LABOR/PAY	ADVERTISE.	LEGAL	OUT.SERV.	VEHICLE	MAT.&SUPP.	TRAVEL	G & A	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1 Full House Residential New Construction	(52,676)	(11,406)		(2,250)	(466)	(2,642)	(10,670)		77,384	(5,827)	(8,553)		(8,553)
2 Residential Appliance Replacement	(2,750)	(10,435)		(1,000)	(750)	(250)	(9,000)		(166,516)	(250)	(190,951)		(190,951)
3 Conservation Education	(2,250)	(585)			(750)	(250)	(1,500)			(250)	(5,585)		(5,585)
4 Space Conditioning	250				25	(2)	7				281		281
5 Residential Conservation Survey	(3,500)	(25)		(11,469)	(350)	(250)	(1,000)			(250)	(16,844)		(16,844)
6 Residential Appliance Retention	(3,750)	(10,790)		(1,000)	(750)	(250)	(3,000)		(134,995)	(250)	(154,784)		(154,784)
7 Commercial Conservation Survey	(500)	(250)			(100)	(251)	(200)			(250)	(1,550)		(1,550)
8 Residential Service Reactivation	(250)			(300)	(50)	(250)	(50)		(600)	(250)	(1,750)		(1,750)
9 Common	1,705	13,360	1,224	21,147	334	(1,730)	(20,785)			(5,186)	10,070		10,070
10 Conservation Demonstration and Development				7,010							7,010		7,010
11 Commercial Small Food Program	(18,750)	5,325		(2,000)	(1,500)	(750)	(5,000)		(34,921)	(3,170)	(60,766)		(60,766)
12 Commercial Large Non-Food Service Program	(5,000)	5,325		(1,250)	(250)	(250)	(750)		(32,267)	(2,920)	(37,362)		(37,362)
13 Commercial Large Food Service Program	(4,250)	5,325		(1,250)	(300)	(250)	(1,250)		(39,538)	(2,920)	(44,432)		(44,432)
14 Commercial Large Hospitality Program	(4,250)	5,325		(1,250)	(450)	(250)	(1,800)		(62,500)	(2,920)	(67,895)		(67,895)
15 Commercial Large Cleaning Service Program	(3,750)	5,325		(1,250)	(350)	(250)	(1,250)		(39,466)	(2,921)	(43,912)		(43,912)
16 Residential Propane Distribution Program													
5. TOTAL ALL PROGRAMS	(99,720)	6,496	1,224	5,138	(5,706)	(7,625)	(56,048)		(433,420)	(27,362)	(617,022)		(617,022)

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY PROGRAM BY MONTH

FOR MONTHS		January-21	THROUGH	December-21	Revised 8_5_2022									
A.	CONSERVATION EXPENSE BY PROGRAM	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1	Full House Residential New Construction	100,745	62,452	326,348	185,040	189,085	(56,315)	108,562	311,355	44,660	104,973	251,083	65,064	1,693,053
2	Residential Appliance Replacement	18,342	22,339	45,682	14,065	24,943	14,246	17,903	28,122	(118,066)	17,180	39,340	30,320	154,417
3	Conservation Education	1,713	(1,088)	523	7,740	4,389	(1,949)		152	3,249	4,939	11,375	(2,300)	28,743
4	Space Conditioning								281					281
5	Residential Conservation Survey	25,066	2,844	1,664	1,422	1,422	1,422	1,422	1,422	1,422	1,422	2,147	1,422	43,096
6	Residential Appliance Retention	42,053	53,921	77,498	27,803	45,437	37,304	24,420	59,219	15,413	34,943	64,508	47,211	529,731
7	Commercial Conservation Survey						2,031							2,031
8	Residential Service Reactivation				352									352
9	Common	42,304	36,692	39,286	38,179	33,159	15,799	30,597	20,574	29,893	23,132	30,134	127,491	467,240
10	Conservation Demonstration and Development										2,273	4,737		7,010
11	Commercial Small Food Program	64,535	37,162	47,010	21,568	27,248	4,407	42,255	15,597	48,043	14,552	13,651	92,886	428,914
12	Commercial Large Non-Food Service Program	2,679	2,174	6,106	11,328	1,376	1,815	9,722	1,046	1,363	3,112	7,567	6,828	55,115
13	Commercial Large Food Service Program	6,559	1,762	1,158	3,841	1,376	14,558	520	5,550	3,365	6,438	14,668	6,828	66,621
14	Commercial Large Hospitality Program	2,217	1,728	7,106	4,326	3,173	15,318	520	1,046	1,363	1,836	313	6,828	45,772
15	Commercial Large Cleaning Service Program	5,818	13,730	12,352	10,324	49,474	4,816	520	1,046	1,363	19,339	313	12,358	131,452
16	Residential Propane Distribution Program													
5.	TOTAL ALL PROGRAMS	312,030	233,716	564,732	325,989	381,081	53,453	236,440	445,412	32,067	234,139	439,835	394,936	3,653,829
6.	LESS AMOUNT INCLUDED IN RATE BASE													
7.	RECOVERABLE CONSERVATION EXPENSES	312,030	233,716	564,732	325,989	381,081	53,453	236,440	445,412	32,067	234,139	439,835	394,936	3,653,829

CALCULATION OF TRUE-UP AND INTEREST PROVISION

FOR MONTHS January-21 THROUGH December-21 Revised 8_5_2022

B. CONSERVATION REVENUES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. RESIDENTIAL CONSERVATION													
2. CONSERVATION ADJ. REVENUES	(486,488)	(402,378)	(379,646)	(378,362)	(313,164)	(276,498)	(277,281)	(252,857)	(267,878)	(276,549)	(323,841)	(402,711)	(4,037,653)
3. TOTAL REVENUES	(486,488)	(402,378)	(379,646)	(378,362)	(313,164)	(276,498)	(277,281)	(252,857)	(267,878)	(276,549)	(323,841)	(402,711)	(4,037,653)
4. PRIOR PERIOD TRUE-UP ADJ. NOT APPLICABLE TO THIS PERIOD	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(30,391)	(364,692)
5. CONSERVATION REVENUE APPLICABLE	(516,879)	(432,769)	(410,037)	(408,753)	(343,555)	(306,889)	(307,672)	(283,248)	(298,269)	(306,940)	(354,232)	(433,102)	(4,402,345)
6. CONSERVATION EXPENSES (FROM CT-3, PAGE 1, LINE 23)	312,030	233,716	564,732	325,989	381,081	53,453	236,440	445,412	32,067	234,139	439,835	394,936	3,653,829
7. TRUE-UP THIS PERIOD (LINE 5 - 6)	(204,849)	(199,052)	154,696	(82,764)	37,526	(253,436)	(71,232)	162,164	(266,202)	(72,801)	85,602	(38,167)	(748,516)
8. INTEREST PROVISION THIS PERIOD (FROM CT-3, PAGE 3, LINE 10)	(30)	(34)	(26)	(18)	(16)	(18)	(28)	(28)	(29)	(38)	(43)	(37)	(345)
9. TRUE-UP AND INTEREST PROVISION BEGINNING OF MONTH	(364,692)	(539,180)	(707,875)	(522,814)	(575,206)	(507,305)	(730,368)	(771,237)	(578,710)	(814,551)	(856,999)	(741,048)	(364,692)
9A. DEFERRED TRUE-UP BEGINNING OF PERIOD													
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	30,391	30,391	30,391	30,391	30,391	30,391	30,391	30,391	30,391	30,391	30,391	30,391	364,692
11. TOTAL NET TRUE-UP (LINES 7+8+9+9A+10)	(539,180)	(707,875)	(522,814)	(575,206)	(507,305)	(730,368)	(771,237)	(578,710)	(814,551)	(856,999)	(741,048)	(748,861)	(748,861)

CALCULATION OF TRUE-UP AND INTEREST PROVISION

FOR MONTHS

January-21 THROUGH December-21

Revised 8_5_2022

C. INTEREST PROVISION	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. BEGINNING TRUE-UP (LINE B-9)	(364,692)	(539,180)	(707,875)	(522,814)	(575,206)	(507,305)	(730,368)	(771,237)	(578,710)	(814,551)	(856,999)	(741,048)	(364,692)
2. ENDING TRUE-UP BEFORE INTEREST (LINES B7+B9+B9A+B10)	(539,150)	(707,841)	(522,788)	(575,188)	(507,289)	(730,350)	(771,209)	(578,682)	(814,522)	(856,961)	(741,005)	(748,824)	(748,516)
3. TOTAL BEG. AND ENDING TRUE-UP	(903,842)	(1,247,021)	(1,230,664)	(1,098,002)	(1,082,495)	(1,237,655)	(1,501,578)	(1,349,920)	(1,393,232)	(1,671,511)	(1,598,004)	(1,489,872)	(1,113,208)
4. AVERAGE TRUE-UP (LINE C-3 X 50%)	(451,921)	(623,511)	(615,332)	(549,001)	(541,247)	(618,828)	(750,789)	(674,960)	(696,616)	(835,756)	(799,002)	(744,936)	(556,604)
5. INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	0.09%	0.07%	0.06%	0.04%	0.04%	0.03%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	
6. INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	0.07%	0.06%	0.04%	0.04%	0.03%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	0.05%	
7. TOTAL (LINE C-5 + C-6)	0.16%	0.13%	0.10%	0.08%	0.07%	0.07%	0.09%	0.10%	0.10%	0.11%	0.13%	0.12%	
8. AVG. INTEREST RATE (C-7 X 50%)	0.08%	0.07%	0.05%	0.04%	0.04%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	0.06%	
9. MONTHLY AVERAGE INTEREST RATE	0.007%	0.005%	0.004%	0.003%	0.003%	0.003%	0.004%	0.004%	0.004%	0.005%	0.005%	0.005%	
10. INTEREST PROVISION (LINE C-4 X C-9)	(30)	(34)	(26)	(18)	(16)	(18)	(28)	(28)	(29)	(38)	(43)	(37)	(345)

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES

SCHEDULE CT-4
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SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

FOR MONTHS January-21 THROUGH December-21 Revised 8_5_2022

PROGRAM NAME:		BEGINNING OF PERIOD	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1.	INVESTMENT														
2.	DEPRECIATION BASE														
3.	DEPRECIATION EXPENSE														
4.	CUMULATIVE INVESTMENT														
5.	LESS: ACCUMULATED DEPRECIATION														
6.	NET INVESTMENT														
7.	AVERAGE INVESTMENT														
8.	RETURN ON AVERAGE INVESTMENT														
9.	RETURN REQUIREMENTS														
10.	TOTAL DEPRECIATION AND RETURN														NONE

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COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF
CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES
RECONCILIATION AND EXPLANATION OF
DIFFERENCES BETWEEN FILING AND PSC AUDIT

SCHEDULE CT-5

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FOR MONTHS January-21 THROUGH December-21

Revised 8_5_2022

AUDIT EXCEPTION: TO OUR KNOWLEDGE, NONE EXIST

COMPANY RESPONSE:

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Program Description and Progress

1. Residential New Construction Program
2. Residential Appliance Replacement Program
3. Residential Appliance Retention Program
4. Residential Service Reactivation Program
5. Residential Conservation Survey Program
6. Commercial Conservation Survey Program
7. Conservation Education Program
8. Space Conditioning Program
9. Conservation Demonstration and Development Program
10. Commercial Small Food Service Program
11. Commercial Non-Food Service Program
12. Commercial Large Food Service Program
13. Commercial Hospitality and Lodging Program
14. Commercial Cleaning Service and Laundromat Program

PROGRAM TITLE: Residential New Construction Program

PROGRAM DESCRIPTION: The Residential New Construction Program (formerly, Full House Residential New Construction Program) promotes the use of natural gas in single and multi-family residential new construction projects to developers, builders, and homebuyers. The program is designed to increase the overall energy efficiency in the new construction home market through the installation of efficient gas appliances. The programs incentives are used to overcome market barriers created by the split incentive between the builders who are purchasing the appliances and the homeowners who are benefiting from reduced utility costs.

CURRENT APPROVED ALLOWANCES:

\$350 Tank Water Heater
\$400 High Efficiency Tank Water Heater
\$550 Tankless Water Heater
\$500 Furnace
\$150 Range
\$100 Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 4,267 incentives were paid. There were 732 Tank Water Heaters, 1 High Efficiency Tank Water Heaters, 1,088 Tankless Water Heaters, 5 Furnaces, 1,429 Ranges and 1,012 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$1,693,053**.

PROGRAM TITLE: Residential Appliance Replacement Program

PROGRAM DESCRIPTION: This program is designed to encourage the replacement of inefficient non-natural gas appliances with energy efficient natural gas appliances. The program offers financial incentives to residential customers to defray the additional costs associated with installing natural gas appliances.

CURRENT APPROVED ALLOWANCES:

\$500	Tank Water Heater
\$550	High Efficiency Tank Water Heater
\$675	Tankless Water Heater
\$725	Furnace
\$200	Range
\$150	Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 412 incentives were paid. There were 2 Tank Water Heaters, 2 High Efficiency Tank Water Heaters, 238 Tankless Water Heaters, 1 Furnace, 94 Ranges and 75 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$154,417**.

PROGRAM PROGRESS SUMMARY: The FPSC approved this program on August 29, 2000. From the inception through the reporting period of this program, FPUC has converted 10,718 natural gas hot water heaters.

PROGRAM TITLE: Residential Appliance Retention Program

PROGRAM DESCRIPTION: The purpose of the Residential Appliance Retention Program is to encourage homeowners with existing natural gas appliances to retain natural gas appliances at time of replacement. The program includes appliances such as furnaces, hot water heaters, ranges, and dryers. The programs incentives defray the cost of purchasing more expensive energy-efficient natural gas appliances.

CURRENT APPROVED ALLOWANCES:

\$350 Tank Water Heater
\$400 High Efficiency Tank Water Heater
\$550 Tankless Water Heater
\$500 Furnace
\$100 Range
\$100 Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 1,140 incentives were paid. There were 361 Tank Water Heaters, 174 High Efficiency Tank Water Heaters, 253 Tankless Water Heaters, 143 Furnaces, 94 Ranges and 115 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$529,731**.

PROGRAM PROGRESS SUMMARY: The FPSC approved this program on August 29, 2000. From the inception through the reporting period, FPUC has retained 16,666 natural gas hot water heaters.

PROGRAM TITLE: Residential Service Reactivation Program

PROGRAM DESCRIPTION: This program is designed to encourage the reactivation of existing residential service lines that are scheduled to be cut-off and capped. The program offers incentives of \$350 in the form of cash incentives to residential customers to assist in defraying the additional cost associated with the purchase and installation energy-efficient natural gas appliances.

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 0 incentives were paid.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$352**.

PROGRAM PROGRESS SUMMARY: FPSC approval of this program occurred on August 29, 2000. We continue to promote this program and believe that our customers will find value in this program.

PROGRAM TITLE: Residential Conservation Survey Program

PROGRAM DESCRIPTION: The objective of the Residential Conservation Service Program is to provide Florida Public Utilities Company's residential customers with energy conservation advice based on a review of their homes actual performance that encourages the implementation of efficiency measures and/or practices resulting in energy savings for the customer. Florida Public Utilities Company views this program as a way of promoting the installation of cost-effective conservation measures. During the survey process, the customer is provided with specific whole-house recommendations. The survey process also checks for possible duct leakage.

PROGRAM ACCOMPLISHMENTS: This year a total of 1 residential surveys was performed.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$43,096**.

PROGRAM PROGRESS SUMMARY: This program was implemented on September 1, 2000. Since inception through the reporting period, 388 residential customers have participated.

PROGRAM TITLE: Commercial Conservation Survey Program

PROGRAM DESCRIPTION: The Commercial Conservation Service Program is an interactive program that assists commercial customers in identifying energy conservation opportunities. The survey process consists of an on-site review of the customer's facility operation, equipment, and energy usage pattern by a Florida Public Utilities Company Conservation Representative. The representative identifies all areas of potential energy usage reduction as well as identifying end-use technology opportunities. A technical evaluation is then performed to determine the economic payback or life cycle cost for various improvements to the facility. Florida Public Utilities Company will subcontract the evaluation process to an independent engineering firm and/or contracting consultant, if necessary.

PROGRAM ACCOMPLISHMENTS: This year, 0 commercial surveys were completed during the reporting period.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$2,031**.

PROGRAM PROGRESS SUMMARY: This program was implemented on September 1, 2000. From the inception of this program through the reporting period 237 commercial customers have participated.

PROGRAM TITLE: Conservation Education Program

PROGRAM DESCRIPTION: The purpose of the Conservation Education Program is to educate consumers, businesses, and contractors to make wise energy choices. For consumers to make educated choices they must know the benefits of conserving energy and have a basic understanding of energy as well as the measures and behavioral practices needed to make these choices.

PROGRAM ACCOMPLISHMENTS: This year FPU conducted 0 seminars and events to educate customers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$28,743**.

PROGRAM PROGRESS SUMMARY: This program has been successful and we are optimistic that we will continue to be involved in community education and future events.

PROGRAM TITLE: Space Conditioning Program

PROGRAM DESCRIPTION: The program is designed to convert on-main customers from electric space conditioning equipment to energy-efficient natural gas space conditioning equipment. The program provides a financial incentive to qualified participants to compensate for the higher initial cost of natural gas space conditioning equipment. The program reduces summer as well as winter peak demand and contributes to consumption reduction.

PROGRAM ACCOMPLISHMENTS: There were 0 participants in this program in 2021.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$281**.

PROGRAM PROGRESS SUMMARY: From FPSC approval of the program on August 29, 2000 through December 31, 2021, FPUC has connected 12 space conditioning projects to its natural gas system.

PROGRAM TITLE: Conservation Demonstration and Development

PROGRAM DESCRIPTION: The primary purpose of the Conservation Demonstration and Development (CDD) program is to pursue research, development, and demonstration projects that are designed to promote energy efficiency and conservation. This program will supplement and complement the other conservation programs offered by Florida Public Utilities Company and give the Company an opportunity to pursue individual and joint research projects as well as the development of new conservation programs. The CDD program is meant to be an umbrella program for the identification, development, demonstration, and evaluation of promising new end-use technologies.

PROGRAM ACCOMPLISHMENTS: For 2021, Florida Public Utilities had no research and development projects.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$7,010**.

PROGRAM PROGRESS SUMMARY: From FPSC approval of the program on March 23, 2010, FPUC has engaged in several research projects using this program.

PROGRAM TITLE: Commercial Small Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of small food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of less than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,000	\$1,500	\$1,000
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,000	\$1,500	\$1,000

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 197 incentives were paid. There were 5 Tank Water Heaters, 81 Tankless Water Heaters, 98 Fryers and 13 Ranges.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$428,914**.

PROGRAM PROGRESS SUMMARY: Since inception, 2,968 appliances have qualified for this program.

PROGRAM TITLE: Commercial Non-Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of commercial buildings to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial non-food service customers are defined as establishments that are not associated with the Food Service, Hospitality, or Cleaning industries. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 14 incentives were paid. There were 0 Tank Water Heaters and 14 Tankless Water Heaters.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$55,115**.

PROGRAM PROGRESS SUMMARY: Since inception, 327 appliances have qualified for this program.

PROGRAM TITLE: Commercial Large Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of greater than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, **25** incentives were paid. There were 0 Tank Water Heaters, 9 Tankless Water Heaters, 8 Fryers and 8 Ranges.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$66,621**.

PROGRAM PROGRESS SUMMARY: Since inception, 585 appliances have qualified for this program.

PROGRAM TITLE: Commercial Hospitality and Lodging Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels, motor hotels, motels or tourist courts, primarily engaged in providing lodging, or lodging and meals, for the general public. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 23 incentives were paid. There were 2 Tank Water Heaters, 19 Tankless Water Heaters, 0 Fryers, 0 Ranges and 2 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$45,772**.

PROGRAM PROGRESS SUMMARY: Since inception, 532 appliances have qualified for this program.

PROGRAM TITLE: Commercial Cleaning Service and Laundromat Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of cleaning service & Laundromat facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial cleaning service and laundromat customers are defined as establishments primarily engaged in operating mechanical laundries with steam or other power or in supplying laundered work clothing on a contract or fee basis. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2021 through December 31, 2021, 72 incentives were paid. There were 1 Tank Water Heaters, 15 Tankless Water Heaters and 56 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2021 through December 31, 2021 were **\$131,452**.

PROGRAM PROGRESS SUMMARY: Since inception, 572 appliances have qualified for this program.

SCHEDULE C-1
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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS
(FPU, CFG, INDIANTOWN, AND FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2023 THROUGH DECEMBER 2023

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	\$	4,720,400
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	\$	7,910
3. TOTAL (LINE 1 AND LINE 2)	\$	4,728,310

RATE SCHEDULE	BILLS	THERMS	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	TOTAL CUST. & ENGY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS PER THERM	TAX FACTOR	CONSERV FACTOR
RESIDENTIAL (FPU, Fort Meade)	792,144	16,356,660	8,807,313	8,153,541	16,960,854	1,440,715	8.49435%	\$ 0.08808	1.00503	\$ 0.08852
COMMERCIAL SMALL (FPU, Fort Meade) (Gen Srv GS1 & GS Transportation <600)	12,672	1,780,978	382,715	733,760	1,116,475	94,837	8.49435%	\$ 0.05325	1.00503	\$ 0.05352
COMMERCIAL SMALL (FPU & Fort Meade) (Gen Srv GS2 & GS Transportation >600)	41,304	12,380,846	1,243,044	4,820,832	6,063,876	515,087	8.49435%	\$ 0.04160	1.00503	\$ 0.04181
COMM. LRG VOLUME (FPU, Fort Meade) (Large Vol & LV Transportation <,> 50,000 units)	23,736	40,393,189	2,140,320	14,262,507	16,402,827	1,393,314	8.49435%	\$ 0.03449	1.00503	\$ 0.03467
NATURAL GAS VEHICLES	24	922,147	2,400	157,789	160,189	13,607	8.49435%	\$ 0.01476	1.00503	\$ 0.01483
TS1 (INDIANTOWN DIVISION)	8,136	100,249	73,224	37,929	111,153	9,442	8.49435%	\$ 0.09418	1.00503	\$ 0.09466
TS2 (INDIANTOWN DIVISION)	264	80,957	6,600	4,665	11,265	957	8.49435%	\$ 0.01182	1.00503	\$ 0.01188
TS3 (INDIANTOWN DIVISION)	12	7,986	720	382	1,102	94	8.49435%	\$ 0.01172	1.00503	\$ 0.01178
TS4 (INDIANTOWN DIVISION)	0	0	0	0	0	0	8.49435%	\$ 0.00000	1.00503	\$ 0.00000
CHESAPEAKE (PAGE 2)	253,776	50,675,785	8,035,986	6,800,418	14,836,404	1,260,257	SEE PAGE 2 AND 3			
TOTAL	1,132,068	122,698,797	20,692,322	34,971,824	55,664,146	4,728,310				

SCHEDULE C-1
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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS
(FPU, CFG, INDIANTOWN, AND FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2023 THROUGH DECEMBER 2023
CHESAPEAKE NON EXPERIMENTAL

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RATE CLASS	BILLS	THERMS	CUSTOMER CHARGE REVENUES	ENERGY CHARGE	TOTAL	ESTIMATED ECCR	% SURCHARGE	CENTS PER THERM	EXPANSION FACTOR	ECCR ADJUSTMENT FACTORS
FTS-A	13,704	92,932	\$178,152	\$43,081	\$221,233	18,792	8.49435%	\$ 0.20222	1.00503	\$ 0.20323
FTS-B	27,228	291,570	\$422,034	\$143,703	\$565,737	48,056	8.49435%	\$ 0.16482	1.00503	\$ 0.16565
FTS-1	181,512	2,826,956	\$3,448,728	\$1,309,163	\$4,757,891	404,152	8.49435%	\$ 0.14296	1.00503	\$ 0.14368
FTS-2	10,536	546,148	\$358,224	\$174,549	\$532,773	45,256	8.49435%	\$ 0.08286	1.00503	\$ 0.08328
FTS-2.1	8,544	851,685	\$341,760	\$262,549	\$604,309	51,332	8.49435%	\$ 0.06027	1.00503	\$ 0.06057
FTS-3	4,068	1,258,467	\$439,344	\$303,316	\$742,660	63,084	8.49435%	\$ 0.05013	1.00503	\$ 0.05038
FTS-3.1	3,996	2,348,142	\$535,464	\$478,622	\$1,014,086	86,140	8.49435%	\$ 0.03668	1.00503	\$ 0.03687
FTS-4	2,652	3,150,447	\$556,920	\$595,434	\$1,152,354	97,885	8.49435%	\$ 0.03107	1.00503	\$ 0.03123
FTS-5	432	1,046,614	\$164,160	\$173,529	\$337,689	28,684	8.49435%	\$ 0.02741	1.00503	\$ 0.02755
FTS-6	360	2,481,663	\$216,000	\$375,649	\$591,649	50,257	8.49435%	\$ 0.02025	1.00503	\$ 0.02035
FTS-7	312	4,294,439	\$218,400	\$528,216	\$746,616	63,420	8.49435%	\$ 0.01477	1.00503	\$ 0.01484
FTS-8	228	5,498,096	\$273,600	\$606,110	\$879,710	74,726	8.49435%	\$ 0.01359	1.00503	\$ 0.01366
FTS-9	84	3,703,323	\$168,000	\$338,224	\$506,224	43,001	8.49435%	\$ 0.01161	1.00503	\$ 0.01167
FTS-10	36	3,630,889	\$108,000	\$302,017	\$410,017	34,828	8.49435%	\$ 0.00959	1.00503	\$ 0.00964
FTS-11	12	1,527,249	\$66,000	\$106,556	\$172,556	14,658	8.49435%	\$ 0.00960	1.00503	\$ 0.00965
FTS-12	60	17,027,034	\$540,000	\$1,042,565	\$1,582,565	134,429	8.49435%	\$ 0.00790	1.00503	\$ 0.00794
FTS-NGV	12	100,131	\$1,200	\$17,133	\$18,333	1,557	8.49435%	\$ 0.01555	1.00503	\$ 0.01563
TOTAL	253,776	50,675,785	8,035,986	6,800,418	14,836,404	1,260,257	8.49435%			

SCHEDULE C-1
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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS
(FPU, CFG, INDIANTOWN, AND FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2023 THROUGH DECEMBER 2023
CHESAPEAKE PER BILL BASIS - Experimental

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RATE CLASS	BILLS	THERMS	CUSTOMER CHARGE REVENUES	ENERGY CHARGE	TOTAL	ESTIMATED ECCR	% SURCHARGE	\$ PER BILL	EXPANSION FACTOR	ECCR ADJUSTMENT FACTORS
FTS-A	13,704	92,932	\$178,152	\$43,081	\$221,233	\$18,792	8.4944%	\$1.3713	1.00503	\$1.38
FTS-B	27,228	291,570	\$422,034	\$143,703	\$565,737	\$48,056	8.4944%	\$1.7649	1.00503	\$1.77
FTS-1	181,512	2,826,956	\$3,448,728	\$1,309,163	\$4,757,891	\$404,152	8.4944%	\$2.2266	1.00503	\$2.24
FTS-2	10,536	546,148	\$358,224	\$174,549	\$532,773	\$45,256	8.4944%	\$4.2953	1.00503	\$4.32
FTS-2.1	8,544	851,685	\$341,760	\$262,549	\$604,309	\$51,332	8.4944%	\$6.0080	1.00503	\$6.04
FTS-3	4,068	1,258,467	\$439,344	\$303,316	\$742,660	\$63,084	8.4944%	\$15.5074	1.00503	\$15.59
FTS-3.1	3,996	2,348,142	\$535,464	\$478,622	\$1,014,086	\$86,140	8.4944%	\$21.5566	1.00503	\$21.66
FTS-4	2,652	3,150,447	\$556,920	\$595,434	\$1,152,354	\$97,885				
FTS-5	432	1,046,614	\$164,160	\$173,529	\$337,689	\$28,684				
FTS-6	360	2,481,663	\$216,000	\$375,649	\$591,649	\$50,257				
FTS-7	312	4,294,439	\$218,400	\$528,216	\$746,616	\$63,420				
FTS-8	228	5,498,096	\$273,600	\$606,110	\$879,710	\$74,726				
FTS-9	84	3,703,323	\$168,000	\$338,224	\$506,224	\$43,001				
FTS-10	36	3,630,889	\$108,000	\$302,017	\$410,017	\$34,828				
FTS-11	12	1,527,249	\$66,000	\$106,556	\$172,556	\$14,658				
FTS-12	60	17,027,034	\$540,000	\$1,042,565	\$1,582,565	\$134,429				
FTS-NGV	12	100,131	\$1,200	\$17,133	\$18,333	\$1,557				
TOTAL	253,776	50,675,785	\$8,035,986	\$6,800,418	\$14,836,404	\$1,260,257	8.49435%			

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION (FPU, CFG, INDIANTOWN & FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
JANUARY 2023 THROUGH DECEMBER 2023

PROGRAM	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
1 Full House Residential New Construction	151,250	151,250	151,250	151,250	151,250	151,250	151,250	151,250	151,250	151,250	151,250	151,250	1,815,000
2 Resid. Appliance Replacement	33,792	33,792	33,792	33,792	33,792	33,792	33,792	33,792	33,792	33,792	33,792	33,792	405,500
3 Conservation Education	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	70,000
4 Space Conditioning	208	208	208	208	208	208	208	208	208	208	208	208	2,500
5 Residential Conservation Survey	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	35,000
6 Residential Appliance Retention	62,958	62,958	62,958	62,958	62,958	62,958	62,958	62,958	62,958	62,958	62,958	62,958	755,500
7 Commercial Conservation Survey	625	625	625	625	625	625	625	625	625	625	625	625	7,500
8 Residential Service Reactivation	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	25,000
9 Common	49,500	49,500	49,500	49,500	49,500	49,500	49,500	49,500	49,500	49,500	49,500	49,500	594,000
10 Conserv. Demonstration and Development	0	0	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program	43,833	43,833	43,833	43,833	43,833	43,833	43,833	43,833	43,833	43,833	43,833	43,833	526,000
12 Commercial Large Non-Food Service Program	7,883	7,883	7,883	7,883	7,883	7,883	7,883	7,883	7,883	7,883	7,883	7,883	94,600
13 Commercial Large Food Service Program	10,233	10,233	10,233	10,233	10,233	10,233	10,233	10,233	10,233	10,233	10,233	10,233	122,800
14 Commercial Large Hospitality Program	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	10,083	121,000
15 Commercial Large Cleaning Service Program	12,167	12,167	12,167	12,167	12,167	12,167	12,167	12,167	12,167	12,167	12,167	12,167	146,000
16 Residential Propane Distribution Program	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ALL PROGRAMS	393,367	393,367	393,367	393,367	393,367	393,367	393,367	393,367	393,367	393,367	393,367	393,367	4,720,400

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU,CFG, INDIANTOWN, & FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2023 THROUGH DECEMBER 2023

PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISE	INCENTIVES	OUTSIDE SERVICES	LEGAL	TRAVEL	VEHICLE	OTHER	TOTAL
1 Full House Residential New Construction	0	100,000	2,000	75,000	1,600,000	0	0	15,000	3,000	20,000	1,815,000
2 Resid. Appliance Replacement	0	70,000	1,500	225,000	100,000	0	0	7,000	2,000	0	405,500
3 Conservation Education	0	5,000	0	50,000	0	15,000	0	0	0	0	70,000
4 Space Conditioning	0	0	0	2,500	0	0	0	0	0	0	2,500
5 Residential Conservation Survey	0	5,000	0	5,000	0	25,000	0	0	0	0	35,000
6 Residential Appliance Retention	0	70,000	1,500	225,000	450,000	0	0	7,000	2,000	0	755,500
7 Commercial Conservation Survey	0	5,000	0	2,500	0	0	0	0	0	0	7,500
8 Residential Service Reactivation	0	5,000	0	15,000	5,000	0	0	0	0	0	25,000
9 Common	0	400,000	7,000	30,000	0	80,000	5,000	50,000	12,000	10,000	594,000
10 Conserv. Demonstration and Development	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program	0	75,000	1,500	30,000	400,000	0	0	9,000	2,500	8,000	526,000
12 Commercial Large Non-Food Service Program	0	15,000	300	30,000	40,000	0	0	1,000	300	8,000	94,600
13 Commercial Large Food Service Program	0	22,500	400	30,000	60,000	0	0	1,500	400	8,000	122,800
14 Commercial Large Hospitality Program	0	30,000	500	30,000	50,000	0	0	2,000	500	8,000	121,000
15 Commercial Large Cleaning Service Program	0	30,000	500	30,000	75,000	0	0	2,000	500	8,000	146,000
16 Residential Propane Distribution Program	0	0	0	0	0	0	0	0	0	0	0
PROGRAM COSTS	<u>0</u>	<u>832,500</u>	<u>15,200</u>	<u>780,000</u>	<u>2,780,000</u>	<u>120,000</u>	<u>5,000</u>	<u>94,500</u>	<u>23,200</u>	<u>70,000</u>	<u>4,720,400</u>

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
ACTUAL JANUARY 2022 THROUGH JUNE 2022; ESTIMATED JULY 2022 THROUGH DECEMBER 2022

PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERLS. & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	LEGAL	TRAVEL	TOTAL
1 Full House Residential New Construction											
A. ACTUAL (JAN-JUN)	0	204,382	1,884	5,763	920,481	0	3,171	10,196	0	8,648	1,154,526
B. ESTIMATED (JUL-DEC)	0	87,500	1,250	25,000	700,000	2,500	1,500	10,000	0	7,500	835,250
C. TOTAL	0	291,882	3,134	30,763	1,620,481	2,500	4,671	20,196	0	16,148	1,989,776
2 Resid. Appliance Replacement											
A. ACTUAL (JAN-JUN)	0	0	0	62,815	87,318	0	0	0	0	0	150,133
B. ESTIMATED (JUL-DEC)	0	30,000	500	125,000	125,000	3,750	500	250	0	2,500	287,500
C. TOTAL	0	30,000	500	187,815	212,318	3,750	500	250	0	2,500	437,633
3 Conservation Education											
A. ACTUAL (JAN-JUN)	0	0	0	5,767	0	12,516	0	0	0	0	18,282
B. ESTIMATED (JUL-DEC)	0	2,500	0	37,500	0	0	500	0	0	0	40,500
C. TOTAL	0	2,500	0	43,267	0	12,516	500	0	0	0	58,782
4 Space Conditioning											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	0	0	1,250	0	0	0	0	0	0	1,250
C. TOTAL	0	0	0	1,250	0	0	0	0	0	0	1,250
5 Residential Conservation Survey											
A. ACTUAL (JAN-JUN)	0	366	(9)	0	0	6,398	11	6	0	12	6,784
B. ESTIMATED (JUL-DEC)	0	2,500	0	2,500	0	20,000	500	0	0	0	25,500
C. TOTAL	0	2,866	(9)	2,500	0	26,398	511	6	0	12	32,284
6 Residential Appliance Retention											
A. ACTUAL (JAN-JUN)	0	0	0	62,815	194,756	0	0	0	0	0	257,571
B. ESTIMATED (JUL-DEC)	0	30,000	500	125,000	300,000	3,750	500	250	0	2,500	462,500
C. TOTAL	0	30,000	500	187,815	494,756	3,750	500	250	0	2,500	720,071
7 Commercial Conservation Survey											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	2,500	0	1,250	0	0	0	0	0	0	3,750
C. TOTAL	0	2,500	0	1,250	0	0	0	0	0	0	3,750
SUB-TOTAL	0	359,748	4,125	454,659	2,327,555	48,914	6,682	20,702	0	21,160	3,243,546

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
ACTUAL JANUARY 2022 THROUGH JUNE 2022; ESTIMATED JULY 2022 THROUGH DECEMBER 2022

PROGRAM NAME	CAPITAL INVEST	PAYROLL & BENEFITS	MATERLS. & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	LEGAL	TRAVEL	TOTAL
SUB-TOTAL - PREVIOUS PAGE	0	359,748	4,125	454,659	2,327,555	48,914	6,682	20,702	0	21,160	3,243,546
7a Residential Propane Distribution Program											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0
8 Residential Service Reactivation											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	2,500	0	10,000	2,500	0	0	0	0	0	15,000
C. TOTAL	0	2,500	0	10,000	2,500	0	0	0	0	0	15,000
9 Common											
A. ACTUAL (JAN-JUN)	0	152,076	4,980	5,077	0	31,143	3,355	3,328	868	7,348	208,176
B. ESTIMATED (JUL-DEC)	0	250,000	3,750	12,500	0	25,000	10,000	10,000	2,500	30,000	343,750
C. TOTAL	0	402,076	8,730	17,577	0	56,143	13,355	13,328	3,368	37,348	551,926
10 Conserv. Demonstration and Development											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program											
A. ACTUAL (JAN-JUN)	0	0	0	3,050	120,860	0	0	4,950	0	100	128,960
B. ESTIMATED (JUL-DEC)	0	25,000	500	10,000	225,000	2,500	750	4,000	0	2,500	270,250
C. TOTAL	0	25,000	500	13,050	345,860	2,500	750	8,950	0	2,600	399,210
12 Commercial Large Non-Food Service Program											
A. ACTUAL (JAN-JUN)	0	0	0	2,950	16,205	0	0	5,050	0	0	24,205
B. ESTIMATED (JUL-DEC)	0	5,000	125	10,000	15,000	500	125	4,000	0	500	35,250
C. TOTAL	0	5,000	125	12,950	31,205	500	125	9,050	0	500	59,455
13 Commercial Large Food Service Program											
A. ACTUAL (JAN-JUN)	0	0	0	2,950	33,282	0	0	5,050	0	0	41,282
B. ESTIMATED (JUL-DEC)	0	7,500	125	10,000	25,000	750	125	4,000	0	750	48,250
C. TOTAL	0	7,500	125	12,950	58,282	750	125	9,050	0	750	89,532
14 Commercial Large Hospitality Program											
A. ACTUAL (JAN-JUL)	0	0	0	2,950	43,629	0	0	5,050	0	0	51,629
B. ESTIMATED (AUG-DEC)	0	10,000	250	10,000	25,000	1,000	250	4,000	0	1,000	51,500
C. TOTAL	0	10,000	250	12,950	68,629	1,000	250	9,050	0	1,000	103,129
15 Commercial Large Cleaning Service Program											
A. ACTUAL (JAN-JUL)	0	0	0	2,950	21,314	0	0	5,050	0	0	29,314
B. ESTIMATED (AUG-DEC)	0	10,000	250	10,000	62,500	1,000	250	4,000	0	1,000	89,000
C. TOTAL	0	10,000	250	12,950	83,814	1,000	250	9,050	0	1,000	118,314
TOTAL	0	821,824	14,105	547,084	2,917,846	110,807	21,538	79,182	3,368	64,358	4,580,112

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
CONSERVATION PROGRAM COSTS BY PROGRAM
ACTUAL/ESTIMATED
ACTUAL JANUARY 2022 THROUGH JUNE 2022; ESTIMATED JULY 2022 THROUGH DECEMBER 2022

PROGRAM NAME	---- ACTUAL ----		---- ACTUAL ----		---- ACTUAL ----		---- ACTUAL ----		--- PROJECTION ---			--- PROJECTION ---		--- PROJECTION ---		TOTAL
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC				
	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022	2022				
Full House Residential New Construction	307,004	216,538	79,178	343,324	56,097	152,385	139,208	139,208	139,208	139,208	139,208	139,208	1,989,776			
Resid. Appliance Replacement	23,944	17,650	23,647	17,091	13,306	54,495	47,917	47,917	47,917	47,917	47,917	47,917	437,633			
Conservation Education	8,961	711	1,364	711	711	5,824	6,750	6,750	6,750	6,750	6,750	6,750	58,782			
Space Conditioning	0	0	0	0	0	0	208	208	208	208	208	208	1,250			
Residential Conservation Survey	1,066	1,066	1,066	1,066	1,452	1,066	4,250	4,250	4,250	4,250	4,250	4,250	32,284			
Residential Appliance Retention	44,027	34,656	47,443	31,928	31,615	67,902	77,083	77,083	77,083	77,083	77,083	77,083	720,071			
Commercial Conservation Survey	0	0	0	0	0	0	625	625	625	625	625	625	3,750			
Residential Service Reactivation	0	0	0	0	0	0	2,500	2,500	2,500	2,500	2,500	2,500	15,000			
Common	25,616	16,660	74,139	19,457	21,211	51,093	57,292	57,292	57,292	57,292	57,292	57,292	551,926			
Conserv. Demonstration and Development	0	0	0	0	0	0	0	0	0	0	0	0	0			
Commercial Small Food Servcie Program	13,757	18,082	24,601	18,294	32,593	21,633	45,042	45,042	45,042	45,042	45,042	45,042	399,210			
Commercial Large Non-Food Service Program	3,818	1,774	7,586	3,414	933	6,682	5,875	5,875	5,875	5,875	5,875	5,875	59,455			
Commercial Large Food Service Program	9,761	1,774	15,933	6,455	7,140	219	8,042	8,042	8,042	8,042	8,042	8,042	89,532			
Commercial Large Hospitality Program	1,459	1,774	2,891	3,414	7,730	34,363	8,583	8,583	8,583	8,583	8,583	8,583	103,129			
Commercial Large Cleaning Service Program	1,459	3,241	10,047	3,414	10,934	219	14,833	14,833	14,833	14,833	14,833	14,833	118,314			
Residential Propane Distribution Program	0	0	0	0	0	0	0	0	0	0	0	0	0			
TOTAL ALL PROGRAMS	440,872	313,926	287,893	448,568	183,721	395,881	418,208	418,208	418,208	418,208	418,208	418,208	4,580,112			

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
ACTUAL JANUARY 2022 THROUGH JUNE 2022; ESTIMATED JULY 2022 THROUGH DECEMBER 2022

	----- ACTUAL -----						-PROJECTION - --- PROJECTION ---						
	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
CONSERVATION REVS.													
RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
a. OTHER PROG. REV.	0	0	0	0	0	0	0	0	0	0	0	0	0
b.	0	0	0	0	0	0	0	0	0	0	0	0	0
c.	0	0	0	0	0	0	0	0	0	0	0	0	0
CONSERV. ADJ REV. (NET OF REV. TAXES)	(525,137)	(519,523)	(454,649)	(427,724)	(365,367)	(350,088)	(195,504)	(195,504)	(195,504)	(195,504)	(195,504)	(195,504)	(3,815,510)
TOTAL REVENUES	(525,137)	(519,523)	(454,649)	(427,724)	(365,367)	(350,088)	(195,504)	(195,504)	(195,504)	(195,504)	(195,504)	(195,504)	(3,815,510)
PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(62,405)	(748,861)
CONSERVATION REVS. APPLIC. TO PERIOD	(587,542)	(581,928)	(517,054)	(490,129)	(427,772)	(412,493)	(257,909)	(257,909)	(257,909)	(257,909)	(257,909)	(257,909)	(4,564,371)
CONSERVATION EXPS. (FORM C-3, PAGE 3)	440,872	313,926	287,893	448,568	183,721	395,881	418,208	418,208	418,208	418,208	418,208	418,208	4,580,112
TRUE-UP THIS PERIOD	(146,671)	(268,002)	(229,160)	(41,561)	(244,051)	(16,612)	160,300	160,300	160,300	160,300	160,300	160,300	15,740
INTEREST THIS PERIOD (C-3,PAGE 5)	(36)	(121)	(281)	(443)	(745)	(1,104)	(1,565)	(1,280)	(994)	(707)	(421)	(133)	(7,830)
TRUE-UP & INT. BEG. OF MONTH	(748,861)	(833,162)	(1,038,880)	(1,205,916)	(1,185,516)	(1,367,907)	(1,323,218)	(1,102,078)	(880,654)	(658,943)	(436,945)	(214,662)	(748,861)
PRIOR TRUE-UP COLLECT./(REFUND.)	62,405	62,405	62,405	62,405	62,405	62,405	62,405	62,405	62,405	62,405	62,405	62,405	748,861
Audit Adj. - Prior period													0
END OF PERIOD TOTAL NET TRUE-UP	(833,162)	(1,038,880)	(1,205,916)	(1,185,516)	(1,367,907)	(1,323,218)	(1,102,078)	(880,654)	(658,943)	(436,945)	(214,662)	7,910	7,910

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
CALCULATION OF TRUE-UP AND INTEREST PROVISION
ACTUAL JANUARY 2022 THROUGH JUNE 2022; ESTIMATED JULY 2022 THROUGH DECEMBER 2022

	----- ACTUAL -----		----- ACTUAL -----		----- ACTUAL -----		----- ACTUAL -----	--- PROJECTION ---		--- PROJECTION ---		--- PROJECTION ---	
	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
INTEREST PROVISION													
BEGINNING TRUE-UP	(748,861)	(833,162)	(1,038,880)	(1,205,916)	(1,185,516)	(1,367,907)	(1,323,218)	(1,102,078)	(880,654)	(658,943)	(436,945)	(214,662)	
END. T-UP BEFORE INT.	(833,126)	(1,038,759)	(1,205,635)	(1,185,073)	(1,367,162)	(1,322,114)	(1,100,513)	(879,374)	(657,949)	(436,238)	(214,241)	8,043	
TOT. BEG. & END. T-UP	(1,581,987)	(1,871,922)	(2,244,515)	(2,390,989)	(2,552,678)	(2,690,021)	(2,423,732)	(1,981,452)	(1,538,603)	(1,095,181)	(651,186)	(206,618)	
AVERAGE TRUE-UP	(790,994)	(935,961)	(1,122,258)	(1,195,495)	(1,276,339)	(1,345,010)	(1,211,866)	(990,726)	(769,301)	(547,591)	(325,593)	(103,309)	
INT. RATE-FIRST DAY OF REPORTING BUS. MTH	0.05%	0.06%	0.25%	0.35%	0.54%	0.86%	1.55%	1.55%	1.55%	1.55%	1.55%	1.55%	
INT. RATE-FIRST DAY OF SUBSEQUENT BUS. MTH	0.06%	0.25%	0.35%	0.54%	0.86%	1.55%	1.55%	1.55%	1.55%	1.55%	1.55%	1.55%	
TOTAL	0.11%	0.31%	0.60%	0.89%	1.40%	2.41%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	
AVG INTEREST RATE	0.06%	0.16%	0.30%	0.45%	0.70%	1.21%	1.55%	1.55%	1.55%	1.55%	1.55%	1.55%	
MONTHLY AVG. RATE	0.00%	0.01%	0.03%	0.04%	0.06%	0.10%	0.13%	0.13%	0.13%	0.13%	0.13%	0.13%	
INTEREST PROVISION	(\$36)	(\$121)	(\$281)	(\$443)	(\$745)	(\$1,104)	(\$1,565)	(\$1,280)	(\$994)	(\$707)	(\$421)	(\$133)	(\$7,830)

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND SUMMARY

SCHEDULE C-5
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PROGRAM:

1. Full House Residential New Construction Program
2. Residential Appliance Replacement Program
3. Residential Appliance Retention Program
4. Residential Service Reactivation Program
5. Residential Conservation Service Program
6. Commercial Conservation Service Program
7. Conservation Education Program
8. Space Conditioning Program
9. Conservation Demonstration & Development
10. Commercial Small Food Service Program
11. Commercial Non-Food Service Program
12. Commercial Large Food Service Program
13. Commercial Hospitality and Lodging Program
14. Commercial Cleaning Service and Laundromat Program
15. Residential Propane Distribution Program

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Full House Residential New Construction Program

PROGRAM DESCRIPTION:

This program is designed to increase the overall energy efficiency in the residential single- and multi-family new construction market by promoting energy-efficient natural gas appliances. The program offers builders and developers incentives in the form of cash allowances to defray the additional costs associated with the installation of natural gas supply lines, house piping, venting and natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$500
Tank Water Heater	\$350
High Eff. Tank Water Heater	\$400
Range	\$150
Dryer	\$100
Tankless	\$550

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 5,700 new single- and multi-family home appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January 2023 to December 2023, the Company estimates expenses of \$1,815,000.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Residential Appliance Replacement Program

PROGRAM DESCRIPTION:

This program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy-efficient natural gas appliances. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the installation of efficient natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$725
Tank Water Heater	\$500
High Eff. Tank Water Heater	\$550
Range	\$200
Dryer	\$150
Tankless	\$675

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 225 natural gas appliances will be connected (limited to furnaces or hydro heaters, water heaters, ranges and dryers) to its natural gas system.

PROGRAM EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$405,500.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Residential Appliance Retention Program

PROGRAM DESCRIPTION:

This program is designed to promote the retention of energy-efficient appliances for current natural gas customers. The program offers allowances to customers to assist in defraying the cost of purchasing and installing more expensive energy-efficient appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$500
Tank Water Heater	\$350
High Eff. Tank Water Heater	\$400
Range	\$100
Dryer	\$100
Tankless	\$550

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 1200 appliances will be connected to its system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$755,500.

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PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Residential Service Reactivation Program

PROGRAM DESCRIPTION:

This program is designed to encourage the reactivation of existing residential service lines that are scheduled to be cut-off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and the installation of energy-efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service Reactivation (the installation of a water heater is required) \$350

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 15 services will be reactivated with water heaters on its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$25,000.00

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PROGRAM DESCRIPTION AND SUMMARY

SCHEDULE C-5
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PROGRAM TITLE:

Residential Conservation Survey Program

PROGRAM DESCRIPTION:

This program is designed to assist residential customers in conserving all forms of energy consumption. Certified company representatives or private contractors will conduct energy surveys. This service will be provided based on customer requests and scheduling availability.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 25 residential customers will participate in this program. We recently updated our web based energy audit program and will continue to promote the benefits of participating in this program to our customers.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$35,000.

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FLORIDA PUBLIC UTILITIES COMPANY
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PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Commercial Conservation Survey Program

PROGRAM DESCRIPTION:

This program is designed to assist commercial customers in conserving all forms of energy consumption. Certified company representatives or private contractors will conduct energy surveys. This service will be provided based on customer requests and scheduling availability.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 10 commercial customers will participate in this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$7,500.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Conservation Education Program

PROGRAM DESCRIPTION:

The purpose of this program is to teach adult and young people about conservation measures designed to reduce energy consumption and consequently reduce their utility bills.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTONS:

For the twelve-month period of January to December 2023, the Company estimates that it will participate in 25 community sponsorships and industry events. Conservation education materials such as signage, ad placement and promotional giveaways will be displayed or distributed to event attendees. At certain events, an energy conservation representative may provide live presentations and energy conservation training.

PROGRAM FISCAL EXPENDITURES:

During this twelve-month period of January to December 2023, the Company estimates expenses of \$70,000.

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FLORIDA PUBLIC UTILITIES COMPANY
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PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Space Conditioning Program

PROGRAM DESCRIPTION:

This program is designed to convert on-main customers from electric space conditioning equipment to energy-efficient natural gas space conditioning equipment. The program provides an allowance to qualifying participants to compensate for higher initial costs of natural gas space conditioning equipment and the associated installation costs. This program also reduces summer as well as winter peak demand and contributes to the conservation of kwh/kwd consumption.

PROGRAM ALLOWANCES:

Residential	\$1200 (For Robur model or equivalent unit)
Non-Residential	\$ 50 per ton

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 1 customer project will utilize this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$2,500.

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PROGRAM TITLE:

Conservation Demonstration and Development Program

PROGRAM DESCRIPTION:

The primary purpose of the Conservation Demonstration and Development (CDD) program is to pursue research, development, and demonstration projects that are designed to promote energy efficiency and conservation. The CDD program is meant to be an umbrella program for the identification, development, demonstration, and evaluation of promising new end-use technologies. The CDD program does not focus on any specific end-use technology but, instead, will address a wide variety of energy applications. This program is slated to end on December 31st, 2017.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

This program ended on December 31, 2017 thus there are no program projections for 2023.

PROGRAM FISCAL EXPENDITURES:

This program ended on December 31, 2017 thus there are no program projections for 2023.

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Commercial Small Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of small food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of less than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,000	\$1,500	\$1,000
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,000	\$1,500	\$1,000

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023 the Company estimates that 225 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$526,000.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Commercial Large Non-Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of commercial buildings to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial non-food service customers are defined as establishments that are not associated with the Food Service, Hospitality, or Cleaning industries and whose annual consumption is greater than 4,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 15 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$94,600.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Commercial Large Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of greater than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 45 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$122,800.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
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PROGRAM TITLE:

Commercial Hospitality and Lodging Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels, motor hotels, motels or tourist courts, primarily engaged in providing lodging, or lodging and meals, for the general public. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 30 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$121,000.

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATES NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
PAGE 15 OF 16

PROGRAM TITLE:

Commercial Cleaning Service and Laundromat Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of cleaning service & Laundromat facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial cleaning service and laundromat customers are defined as establishments primarily engaged in operating mechanical laundries with steam or other power or in supplying laundered work clothing on a contract or fee basis. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that 50 appliance will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$146,000.

EXHIBIT NO. _____
DOCKET NO. 20220004-GU
FLORIDA PUBLIC UTILITIES CO.
(DMC-2)
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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATES NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5
PAGE 16 OF 16

PROGRAM TITLE:

Residential Propane Distribution Program

PROGRAM DESCRIPTION:

The program is designed to promote the use of "gas" within developments that are built beyond the economic extension of the Company's existing natural gas infrastructure. The concept of installing an underground propane system, which includes distribution mains, service laterals and meter sets that are capable of supplying either propane or natural gas, is a viable method of encouraging installation of "gas" appliances in the residential subdivision at the time of construction. This program is designed to provide incentives when natural gas becomes available to the development and the propane appliances are replaced with natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$525
Water Heater	\$275
Range	\$75
Dryer	\$75

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2023, the Company estimates that no appliances will be connected to its natural gas system using this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2023, the Company estimates expenses of \$0.

EXHIBIT NO. _____
DOCKET NO. 20220004-GU
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SCHEDULE C - 1
PAGE 1 OF 1

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
MONTHS: January 2023 through December 2023

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	21,880,913
2. TRUE-UP (SCHEDULE C-3, PAGE 3, LINE 11)	-3,542,588
3. TOTAL (LINE 1 AND LINE 2)	18,338,325

RATE SCHEDULE	BILLS	THERMS	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	TOTAL CUST. & ENGY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
RS & RS-SG & RS-GHP	5,178,580	91,316,141	98,237,663	24,665,403	122,903,066	8,227,791	6.69454%	0.09010	1.00503	0.09056
SGS	151,815	10,078,017	4,645,539	3,920,046	8,565,585	573,426	6.69454%	0.05690	1.00503	0.05718
GS-1 & CS-SG & CS-GHIP	250,443	93,559,724	11,269,935	29,181,278	40,451,213	2,708,021	6.69454%	0.02894	1.00503	0.02909
GS-2	96,640	142,017,031	7,924,480	37,820,556	45,745,036	3,062,418	6.69454%	0.02156	1.00503	0.02167
GS-3	10,989	82,230,171	4,615,380	17,910,554	22,525,934	1,508,007	6.69454%	0.01834	1.00503	0.01843
GS-4	1,824	59,034,924	1,222,080	10,499,361.00	11,721,441	784,696	6.69454%	0.01329	1.00503	0.01336
GS-5	2,197	158,624,455	3,031,860	18,844,585	21,876,445	1,464,527	6.69454%	0.00923	1.00503	0.00928
NGVS	0	0	0	0	0	0	6.69454%	0.00000	1.00503	0.00000
CSLS	0	512,405	0	140,978	140,978	9,438	6.69454%	0.01842	1.00503	0.01851
TOTAL	5,692,488	637,372,868	130,946,937	142,982,761	273,929,698	18,338,325				

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ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
January 2023 through December 2023

	PROGRAM	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
1	RESIDENTIAL CUSTOMER ASSISTED AUDIT	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	11,250	\$135,000
2	RESIDENTIAL NEW CONSTRUCTION	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	1,025,316	\$12,303,790
3	RESIDENTIAL RETROFIT	58,579	58,579	58,579	58,579	58,579	58,579	58,579	58,579	58,579	58,579	58,579	58,579	\$702,953
4	RESIDENTIAL RETENTION	326,009	326,009	326,009	326,009	326,009	326,009	326,009	326,009	326,009	326,009	326,009	326,009	\$3,912,110
5	COMMERCIAL WALKTHROUGH AUDIT	3,336	3,336	3,336	3,336	3,336	3,336	3,336	3,336	3,336	3,336	3,336	3,336	\$40,038
6	COMMERCIAL NEW CONSTRUCTION	46,100	46,100	46,100	46,100	46,100	46,100	46,100	46,100	46,100	46,100	46,100	46,100	\$553,200
7	COMMERCIAL RETROFIT	98,895	98,895	98,895	98,895	98,895	98,895	98,895	98,895	98,895	98,895	98,895	98,895	\$1,186,735
8	COMMERCIAL RETROFIT CHP	0	0	0	0	0	0	0	0	0	0	0	0	\$0
9	COMMERCIAL RETROFIT ELECTRIC REPLACEMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
10	COMMERCIAL RETENTION	60,495	60,495	60,495	60,495	60,495	60,495	60,495	60,495	60,495	60,495	60,495	60,495	\$725,941
11	CONSERVATION R&D	833	833	833	833	833	833	833	833	833	833	833	833	\$10,000
12	COMMON COSTS	192,596	192,596	192,596	192,596	192,596	192,596	192,596	192,596	192,596	192,596	192,596	192,596	\$2,311,147
13	OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
	TOTAL ALL PROGRAMS	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$1,823,409	\$21,880,913

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
January 2023 through December 2023

	PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1	RESIDENTIAL CUSTOMER ASSISTED AUDIT	0	0	0	0	0	135,000	0	0	\$135,000
2	RESIDENTIAL NEW CONSTRUCTION	0	0	0	0	12,303,790	0	0	0	\$12,303,790
3	RESIDENTIAL RETROFIT	0	0	0	0	702,953	0	0	0	\$702,953
4	RESIDENTIAL RETENTION	0	0	0	0	3,912,110	0	0	0	\$3,912,110
5	COMMERCIAL WALKTHROUGH AUDIT	0	0	0	0	0	40,038	0	0	\$40,038
6	COMMERCIAL NEW CONSTRUCTION	0	0	0	0	553,200	0	0	0	\$553,200
7	COMMERCIAL RETROFIT	0	0	0	0	1,186,735	0	0	0	\$1,186,735
8	COMMERCIAL RETROFIT CHP	0	0	0	0	0	0	0	0	\$0
9	COMMERCIAL RETROFIT ELECTRIC REPLACEMENT	0	0	0	0	0	0	0	0	\$0
10	COMMERCIAL RETENTION	0	0	0	0	725,941	0	0	0	\$725,941
11	CONSERVATION R&D	0	0	0	0	0	10,000	0	0	\$10,000
12	COMMON COSTS	0	618,596	0	1,400,000	0	220,812	0	71,739	\$2,311,147
13	OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	\$0
	PROGRAM COSTS	\$0	\$618,596	\$0	\$1,400,000	\$19,384,729	\$405,849	\$0	\$71,739	\$21,880,913

SCHEDULE C - 3
PAGE 1 OF 4

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM

Estimated For Months July 2022 through December 2022

	PROGRAM	CAPITAL INVEST	PAYROLL BENEFITS	MATERIALS & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1	RESIDENTIAL CUSTOMER ASSISTED AUDIT									
	A. ACTUAL	0	0	0	0	0	125,000	0	0	125,000
	B. ESTIMATED	0	0	0	0	0	0	0	0	0
	C. TOTAL	0	0	0	0	0	125,000	0	0	125,000
2	RESIDENTIAL NEW CONSTRUCTION									
	A. ACTUAL	0	0	0	0	4,994,350	0	0	0	4,994,350
	B. ESTIMATED	0	0	0	0	6,951,121	0	0	0	6,951,121
	C. TOTAL	0	0	0	0	11,945,471	0	0	0	11,945,471
3	RESIDENTIAL RETROFIT									
	A. ACTUAL	0	0	0	0	343,017	0	0	0	343,017
	B. ESTIMATED	0	0	0	0	339,621	0	0	0	339,621
	C. TOTAL	0	0	0	0	682,638	0	0	0	682,638
4	RESIDENTIAL RETENTION									
	A. ACTUAL	0	0	0	0	1,918,760	0	0	0	1,918,760
	B. ESTIMATED	0	0	0	0	1,909,033	0	0	0	1,909,033
	C. TOTAL	0	0	0	0	3,827,793	0	0	0	3,827,793
5	COMMERCIAL WALKTHROUGH AUDIT									
	A. ACTUAL	0	0	0	0	0	0	0	0	0
	B. ESTIMATED	0	0	0	0	0	10,009	0	0	10,009
	C. TOTAL	0	0	0	0	0	10,009	0	0	10,009
6	COMMERCIAL NEW CONSTRUCTION									
	A. ACTUAL	0	0	0	0	387,240	0	0	0	387,240
	B. ESTIMATED	0	0	0	0	331,920	0	0	0	331,920
	C. TOTAL	0	0	0	0	719,160	0	0	0	719,160
7.	COMMERCIAL RETROFIT									
	A. ACTUAL	0	0	0	0	514,579	0	0	0	514,579
	B. ESTIMATED	0	0	0	0	529,458	0	0	0	529,458
	C. TOTAL	0	0	0	0	1,044,037	0	0	0	1,044,037
8.	COMMERCIAL RETROFIT CHP									
	A. ACTUAL	0	0	0	0	0	0	0	0	0
	B. ESTIMATED	0	0	0	0	0	0	0	0	0
	C. TOTAL	0	0	0	0	0	0	0	0	0
9.	COMMERCIAL RETROFIT ELECTRIC REPLACEMENT									
	A. ACTUAL	0	0	0	0	0	0	0	0	0
	B. ESTIMATED	0	0	0	0	0	0	0	0	0
	C. TOTAL	0	0	0	0	0	0	0	0	0
10.	COMMERCIAL RETENTION									
	A. ACTUAL	0	0	0	0	440,750	0	0	0	440,750
	B. ESTIMATED	0	0	0	0	375,934	0	0	0	375,934
	C. TOTAL	0	0	0	0	816,684	0	0	0	816,684
11.	CONSERVATION R&D									
	A. ACTUAL	0	0	0	0	0	0	0	0	0
	B. ESTIMATED	0	0	0	0	0	0	0	0	0
	C. TOTAL	0	0	0	0	0	0	0	0	0
12	COMMON COSTS									
	A. ACTUAL	0	304,554	0	452,175	0	17,554	0	65,372	839,655
	B. ESTIMATED	0	290,568	0	795,000	0	96,665	0	0	1,182,233
	C. TOTAL	0	595,122	0	1,247,175	0	114,219	0	65,372	2,021,888
13	OIL HEAT REPLACEMENT									
	A. ACTUAL	0	0	0	0	0	0	0	0	0
	B. ESTIMATED	0	0	0	0	0	0	0	0	0
	C. TOTAL	0	0	0	0	0	0	0	0	0
	TOTAL	0	595,122	0	1,247,175	19,035,783	249,228	0	65,372	21,192,680

CONSERVATION PROGRAM COSTS BY PROGRAM
ACTUAL/ESTIMATED

Estimated For Months July 2022 through December 2022

PROGRAM NAME	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
RESIDENTIAL CUSTOMER ASSISTED AUDIT	0	0	125,000	0	0	0	0	0	0	0	0	0	\$125,000
RESIDENTIAL NEW CONSTRUCTION	1,112,350	750,575	1,785,850	572,200	436,325	337,050	2,085,336	1,668,269	903,646	903,646	834,135	556,090	\$11,945,471
RESIDENTIAL RETROFIT	59,300	45,492	49,425	76,575	57,075	55,150	56,604	56,604	56,604	56,604	56,604	56,604	\$682,638
RESIDENTIAL RETENTION	357,515	311,250	290,600	395,845	347,500	216,050	318,172	318,172	318,172	318,172	318,172	318,172	\$3,827,793
COMMERCIAL WALKTHROUGH AUDIT	0	0	0	0	0	0	0	0	2,502	2,502	2,502	2,502	\$10,009
COMMERCIAL NEW CONSTRUCTION	0	65,488	120,069	68,448	86,788	46,447	55,320	55,320	55,320	55,320	55,320	55,320	\$719,160
COMMERCIAL RETROFIT	63,077	76,503	179,512	69,685	59,903	65,898	88,243	88,243	88,243	88,243	88,243	88,243	\$1,044,037
COMMERCIAL RETROFIT CHP	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMERCIAL RETROFIT ELECTRIC REPLACEME	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMERCIAL RETENTION	19,500	99,250	101,000	143,500	63,500	14,000	62,656	62,656	62,656	62,656	62,656	62,656	\$816,684
CONSERVATION R&D	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMON COSTS	24,079	73,554	274,513	146,794	258,183	62,532	197,039	197,039	197,039	197,039	197,039	197,039	\$2,021,888
OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
RESIDENTIAL CUSTOMER ASSISTED AUDIT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMERCIAL WALK THROUGH ENERGY AUDIT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
TOTAL ALL PROGRAMS	\$1,635,820	\$1,422,114	\$2,925,968	\$1,473,048	\$1,309,274	\$797,127	\$2,863,369	\$2,446,302	\$1,684,181	\$1,684,181	\$1,614,670	\$1,336,625	\$21,192,680

ENERGY CONSERVATION ADJUSTMENT

January 2022 through December 2022

CONSERVATION REVS.	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
RCS AUDIT FEES	-	-	-	-	-	-	-	-	-	-	-	-	-
a. OTHER PROG. REV.	(2,748,933)	(3,060,083)	(2,532,865)	(2,248,845)	(2,029,056)	(1,735,396)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(25,301,773)
b. CONSERV. ADJ. REV.	-	-	-	-	-	-	-	-	-	-	-	-	-
c.	-	-	-	-	-	-	-	-	-	-	-	-	-
CONSERV. ADJ REV. (NET OF REV. TAXES)	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL REVENUES	(2,748,933)	(3,060,083)	(2,532,865)	(2,248,845)	(2,029,056)	(1,735,396)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(1,824,432)	(25,301,773)
PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	234,232	234,232	234,232	234,232	234,232	234,232	234,232	234,232	234,232	234,232	234,232	234,226	2,810,778
CONSERVATION REVS. APPLIC. TO PERIOD	(2,514,701)	(2,825,851)	(2,298,633)	(2,014,613)	(1,794,824)	(1,501,164)	(1,590,200)	(1,590,200)	(1,590,200)	(1,590,200)	(1,590,200)	(1,590,206)	(22,490,995)
CONSERVATION EXPS. (FORM C-3, PAGE 3)	1,635,820	1,422,114	2,925,968	1,473,048	1,309,274	797,127	2,863,369	2,446,302	1,684,181	1,684,181	1,614,670	1,336,625	21,192,680
TRUE-UP THIS PERIOD	(878,881)	(1,403,738)	627,335	(541,566)	(485,549)	(704,037)	1,273,169	856,102	93,981	93,981	24,470	(253,581)	(1,298,315)
REGULATORY ADJUSTMENTS													-
INTEREST THIS PERIOD (C-3,PAGE 5)	4	(213)	(586)	(1,115)	(2,257)	(4,470)	(5,396)	(4,186)	(3,839)	(4,050)	(4,313)	(4,831)	(35,254)
TRUE-UP & INT. BEG. OF MONTH	601,758	(511,351)	(2,149,534)	(1,757,017)	(2,533,930)	(3,255,968)	(4,198,707)	(3,165,166)	(2,547,482)	(2,691,572)	(2,835,874)	(3,049,950)	601,758
PRIOR TRUE-UP COLLECT./(REFUND.)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,232)	(234,226)	(2,810,778)
END OF PERIOD TOTAL NET TRUE-UP	(511,351)	(2,149,534)	(1,757,017)	(2,533,930)	(3,255,968)	(4,198,707)	(3,165,166)	(2,547,482)	(2,691,572)	(2,835,874)	(3,049,950)	(3,542,588)	(3,542,588)

CALCULATION OF TRUE-UP AND INTEREST PROVISION

January 2022 through December 2022

INTEREST PROVISION	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
BEGINNING TRUE-UP	601,758	-511,351	-2,149,534	-1,757,017	-2,533,930	-3,255,968	-4,198,707	-3,165,166	-2,547,482	-2,691,572	-2,835,874	-3,049,950	-3,542,588
END. T-UP BEFORE INT.	-511,355	-2,149,321	-1,756,431	-2,532,815	-3,253,711	-4,194,237	-3,159,770	-2,543,296	-2,687,733	-2,831,823	-3,045,636	-3,537,757	-3,507,335
TOT. BEG. & END. T-UP	90,403	-2,660,672	-3,905,965	-4,289,832	-5,787,641	-7,450,205	-7,358,477	-5,708,462	-5,235,215	-5,523,395	-5,881,510	-6,587,707	-7,049,923
AVERAGE TRUE-UP	45,202	-1,330,336	-1,952,983	-2,144,916	-2,893,821	-3,725,103	-3,679,239	-2,854,231	-2,617,608	-2,761,698	-2,940,755	-3,293,854	-3,524,961
INT. RATE-FIRST DAY OF REPORTING BUS. MTH	0.0800%	0.1400%	0.2400%	0.4900%	0.7600%	1.1200%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	
INT. RATE-FIRST DAY OF SUBSEQUENT BUS. MTH	0.1400%	0.2400%	0.4900%	0.7600%	1.1200%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	
TOTAL	0.2200%	0.3800%	0.7300%	1.2500%	1.8800%	2.8800%	3.5200%	3.5200%	3.5200%	3.5200%	3.5200%	3.5200%	
AVG INTEREST RATE	0.1100%	0.1900%	0.3650%	0.6250%	0.9400%	1.4400%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	1.7600%	
MONTHLY AVG. RATE	0.00900%	0.0160%	0.0300%	0.0520%	0.0780%	0.1200%	0.1467%	0.1467%	0.1467%	0.1467%	0.1467%	0.1467%	
INTEREST PROVISION	\$4	-\$213	-\$586	-\$1,115	-\$2,257	-\$4,470	-\$5,396	-\$4,186	-\$3,839	-\$4,050	-\$4,313	-\$4,831	-\$35,254

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL CUSTOMER ASSISTED ENERGY AUDIT

Program Description: A conservation program designed to save energy by increasing residential customer awareness of natural gas energy use in personal residences. This program allows for residential customers to engage in an online energy audit. Savings are dependent on the customer implementing energy conservation measure and practice recommendations. Recommendations provided to the customer includes an estimated range of energy savings including insightful advice on how to manage their overall energy usage.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 9,834 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 9,000 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$125,000.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$135,000.

**Program Progress
Summary:**

As of December 31, 2021, there have been 12,770 participants in this program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL NEW CONSTRUCTION

Program Description: The Residential New Construction Program is designed to encourage builders and developers to construct new single family and multi-family homes with the installation of energy efficient natural gas appliances to help reduce the new customer's energy consumption and conserve energy resources. The rebates offered to builders and developers under this program are designed to assist in defraying the added cost of gas piping and venting. The goal is to offer customer rebates for installing new energy efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 10,634 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 10,700 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$11,945,471.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$12,303,790.

**Program Progress
Summary:**

As of December 31, 2021, there have been 193,037 participants in the New Residential Construction program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL RETROFIT

Program Description: The Residential Retrofit Program is designed to encourage current and new natural gas customers to make cost-effective improvements to existing residences with the installation of energy efficient natural gas appliances to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 1,407 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 1,442 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$682,638.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$702,953.

**Program Progress
Summary:**

As of December 31, 2021, there have been 31,125 participants in the Residential Appliance Replacement program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL RETENTION

Program Description: The Residential Retention Program is designed to encourage current and new natural gas customers to make cost-effective improvements to existing residences with the installation of energy efficient natural gas appliances to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 9,808 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 10,042 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$3,827,793.

January 1, 2023 to December 31, 2023

Expenditures are estimated at \$3,912,110.

**Program Progress
Summary:**

As of December 31, 2021, there have been 217,582 participants in the Residential Appliance Retention program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL WALKTHROUGH ENERGY AUDIT

Program Description: A conservation program designed to reduce demand and energy consumption of commercial/industrial facilities by increasing customer awareness of the energy use in their facilities. The savings are dependent upon the customer's implementation of conservation measures and practices recommended. Recommendations are tailored to the specific commercial or industrial facility based upon the replacement of less efficient equipment and systems or modifications to operations to enhance the customer's overall efficiency.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 12 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 48 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$10,009.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$40,038.

**Program Progress
Summary:**

As of this filing, this program has not been launched. However, Peoples is planning to launch this program in the 4th quarter of 2022.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL NEW CONSTRUCTION

Program Description: The Commercial New Construction Program is designed to encourage builders and developers to construct commercial and industrial facilities with the installation of energy efficient natural gas equipment to help reduce the new customer's energy consumption and conserve energy resources. The rebates offered to builders and developers under this program are designed to assist in defraying the added cost of gas piping and venting. The goal is to offer customer rebates for installing new energy-efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 234 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 180 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$719,160.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$553,200.

**Program Progress
Summary:**

As of December 31, 2021, there have been 744 participants in the Commercial New Construction program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL RETROFIT

Program Description: The Commercial Retrofit Program is designed to encourage current and new natural gas customers to make cost-effective improvements to existing commercial/industrial facilities with the installation of energy-efficient natural gas equipment to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy-efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 318 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 350 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$1,044,037.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$1,186,735.

**Program Progress
Summary:**

As of December 31, 2021, there have been 2,214 participants in the Commercial Replacement program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL RETROFIT COMBINED HEAT AND POWER

Program Description: The Commercial Retrofit Combined Heat and Power Program is designed to encourage current and new natural gas customers to make cost-effective improvements to existing commercial/industrial facilities with the installation of energy efficient natural gas equipment to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy-efficient natural gas combined heat and power equipment to utilize waste heat to displace portions of natural gas usage for on-site heating, cooling, and water heating.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are zero customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are zero customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$0.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$0.

**Program Progress
Summary:**

As of December 31, 2021, there have been 7 participants in the Commercial Retrofit Combined Heat and Power program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL RETROFIT ELECTRIC REPLACEMENT

Program Description: This Commercial Retrofit Electric Replacement Program is designed to encourage current and new natural gas customers to make cost-effective improvements to existing commercial/industrial facilities with the installation of energy-efficient natural gas equipment to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are zero customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are zero customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$0.

January 1, 2023 to December 31, 2023

Expenditures are estimated at \$0.

**Program Progress
Summary:**

As of December 31, 2020, there have been 60,481 kW displaced in the Commercial Electric Replacement program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL RETENTION

Program Description: The Commercial Retention Program is designed to encourage current natural gas customers to make cost-effective improvements to existing commercial/industrial facilities with the installation of energy-efficient natural gas equipment to help reduce their energy consumption and conserve energy resources. The goal is to offer customer rebates for installing new energy-efficient natural gas equipment.

Program Projections: January 1, 2022 to December 31, 2022

During this period, there are 378 customers projected to participate.

January 1, 2023 to December 31, 2023

During this period, there are 336 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$816,684.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$725,941.

**Program Progress
Summary:**

As of December 31, 2020, there have been 2,166 participants in the Commercial Retention program since its inception.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: CONSERVATION RESEARCH AND DEVELOPMENT

Program Description: The Conservation Demonstration and Development Program allows local distribution companies to pursue opportunities for individual and joint research, including testing of technologies to develop new energy conservation programs. R&D activity will be conducted on proposed measures to determine the impact to the company and its ratepayers and may occur at customer premises, Peoples Gas System facilities, or at independent test sites.

Program Projections: See Program Progress Summary.

Program Fiscal Expenditures: January 1, 2022 to December 31, 2022

Expenditures are estimated to be \$0.

January 1, 2023 to December 31, 2023

Expenditures are estimated to be \$10,000.

Program Progress Summary: The company continues to review possible programs to research.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMON EXPENSES

Program Description: These are expenses related to the support, delivery, and advertising of all Peoples Gas System's conservation programs.

Program Projections: N/A

Program Fiscal Expenditures:

January 1, 2022 to December 31, 2022
Expenditures are estimated to be \$2,021,888.
January 1, 2023 to December 31, 2023
Expenditures are estimated to be \$2,311,147.

Program Progress Summary: N/A

SCHEDULE CT-1

PAGE 1 OF 1

Company: Sebring Gas System, Inc.

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ADJUSTED NET TRUE-UP
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

END OF PERIOD TRUE-UP

PRINCIPLE	\$25,254	
INTEREST	<u>\$27</u>	\$25,282

LESS PROJECTED TRUE-UP

PRINCIPLE	\$32,387	
INTEREST	<u>(\$1)</u>	<u>\$32,386</u>

ADJUSTED NET TRUE-UP		(\$7,104)
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ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED

FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

	<u>ACTUAL</u>	<u>PROJECTED</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	\$0	\$0	\$0
PAYROLL & BENEFITS	\$12,414	\$12,234 C-3.2/5	\$180
MATERIALS & SUPPLIES	\$0	\$0	\$0
ADVERTISING	\$0	\$0	\$0
INCENTIVES	\$23,252	\$32,852 C-3.2/5	(\$9,600)
OUTSIDE SERVICES	\$4,745	\$2,022 C-3.2/5	\$2,723
VEHICLES	\$0	\$0	\$0
OTHER	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
SUB TOTAL	\$40,411	\$47,108 C-3.2/5	(\$6,697)
PROGRAM REVENUES	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
TOTAL PROGRAM COSTS	\$40,411	\$47,108 C-3.2/5	(\$6,697)
LESS:			
CONSERVATION REVENUES APPLICABLE TO THE PERIOD	(\$15,159)	(\$14,721) C-3, p.4 line 5	(\$438)
ROUNDING ADJUSTMENTS	<u>\$0</u>	<u>\$0</u>	\$0
TRUE-UP BEFORE INTEREST	\$25,254	\$32,387	(\$7,135)
INTEREST PROVISION	\$27	(\$1) C-3 p 4 line 8	\$28
END OF PERIOD TRUE-UP	<u>\$25,282</u>	<u>\$32,386</u>	<u>(\$7,106)</u>
() REFLECTS OVER-RECOVERY	=CT3.2		

SCHEDULE CT-2

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Company: Sebring Gas System, Inc.

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Exhibit JHM-1

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Actual Conservation Program Costs per Program
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

Program Name	<u>Capital Investment</u>	<u>Payroll & Benefits</u>	<u>Materials & Supplies</u>	<u>Advertising</u>	<u>Incentives</u>	<u>Outside Services</u>	<u>Vehicles</u>	<u>Other</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$0	\$2,069	\$0	\$0	\$2,150	\$791	\$0	\$0	\$5,010
Program 2: Res. Appliance Replace	\$0	\$2,069	\$0	\$0	\$8,900	\$791	\$0	\$0	\$11,760
Program 3: Customer Retention	\$0	\$2,069	\$0	\$0	\$3,400	\$791	\$0	\$0	\$6,260
Program 4: Comm. New Const.	\$0	\$2,069	\$0	\$0	\$4,000	\$791	\$0	\$0	\$6,860
Program 5: Comm. Appli. Replace	\$0	\$2,069	\$0	\$0	\$2,802	\$791	\$0	\$0	\$5,662
Program 6: Comm.Cust. Retention	\$0	\$2,069	\$0	\$0	\$2,000	\$791	\$0	\$0	\$4,860
TOTAL	\$0	\$12,414	\$0	\$0	\$23,252	\$4,745	\$0	\$0	\$40,411

SCHEDULE CT-2

PAGE 3 OF 3

Company: Sebring Gas System, Inc.

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Exhibit JHM-1

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Conservation Costs per Program - Variance Actual Versus Projected
 FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

Program Name	<u>Capital Investment</u>	<u>Payroll & Benefits</u>	<u>Materials & Supplies</u>	<u>Advertising</u>	<u>Incentives</u>	<u>Outside Services</u>	<u>Vehicles</u>	<u>Other</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$0	\$30	\$0	\$0	(\$1,950)	\$454	\$0	\$0	(\$1,466)
Program 2: Res. Appliance Replace	\$0	\$30	\$0	\$0	(\$2,000)	\$454	\$0	\$0	(\$1,516)
Program 3: Customer Retention	\$0	\$30	\$0	\$0	\$350	\$454	\$0	\$0	\$834
Program 4: Comm. New Const.	\$0	\$30	\$0	\$0	(\$2,000)	\$454	\$0	\$0	(\$1,516)
Program 5: Comm. Appli. Replace	\$0	\$30	\$0	\$0	(\$2,000)	\$454	\$0	\$0	(\$1,516)
Program 6: Comm.Cust. Retention	\$0	\$30	\$0	\$0	(\$2,000)	\$454	\$0	\$0	(\$1,516)
TOTAL	\$0	\$180	\$0	\$0	(\$9,600)	\$2,723	\$0	\$0	(\$6,697)

Energy conservation Adjustment Calculation of True-Up and Interest Provision
Summary of Expenses By program By Month
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

Program Name	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$171	\$170	\$969	\$169	\$200	\$277	\$275	\$1,683	\$407	\$314	\$173	\$201	\$5,010
Program 2: Res. Appliance Replace	\$171	\$170	\$4,194	\$169	\$200	\$1,352	\$275	\$1,208	\$407	\$314	\$173	\$3,126	\$11,760
Program 3: Customer Retention	\$171	\$170	\$1,219	\$169	\$200	\$477	\$275	\$433	\$407	\$314	\$173	\$2,251	\$6,260
Program 4 Comm. New Const.	\$171	\$170	\$4,169	\$169	\$200	\$277	\$275	\$333	\$407	\$314	\$173	\$201	\$6,860
Program 5 Comm. Appli. Replace	\$171	\$170	\$1,669	\$169	\$200	\$1,580	\$275	\$333	\$407	\$314	\$173	\$201	\$5,662
Program 6 Comm.Cust. Retention	\$171	\$170	\$2,169	\$169	\$200	\$277	\$275	\$333	\$407	\$314	\$173	\$201	\$4,860
TOTAL	\$1,023	\$1,017	\$14,390	\$1,015	\$1,203	\$4,242	\$1,652	\$4,323	\$2,442	\$1,883	\$1,038	\$6,184	\$40,413

Energy conservation Adjustment Calculation of True-Up and Interest Provision

FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

Conservation Revenues	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>TOTAL</u>
1 RCS AUDIT FEES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2 PSC REG ASSESS FEE	\$13	\$12	\$13	\$11	\$10	\$11	\$10	\$11	\$10	\$10	\$13	\$12	\$133
3 CONSERV. ADJ. REVS	(\$2,450)	(\$2,355)	(\$2,556)	(\$2,197)	(\$1,981)	(\$2,115)	(\$1,933)	(\$2,107)	(\$1,958)	(\$1,979)	(\$2,369)	(\$2,334)	(\$26,335)
4 TOTAL REVENUES	(\$2,437)	(\$2,343)	(\$2,543)	(\$2,186)	(\$1,971)	(\$2,105)	(\$1,924)	(\$2,097)	(\$1,948)	(\$1,969)	(\$2,357)	(\$2,322)	(\$26,202)
5 PRIOR PERIOD TRUE-UP NOT APPLICABLE TO THIS PERIOD	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$920	\$11,043
6 CONSERVATION REVS APPLICABLE TO THIS PERIOD	(\$1,517)	(\$1,423)	(\$1,623)	(\$1,265)	(\$1,051)	(\$1,185)	(\$1,003)	(\$1,176)	(\$1,028)	(\$1,049)	(\$1,436)	(\$1,402)	(\$15,159)
7 CONSERVATION EXPS (FROM CT-3, PAGE 1)	\$1,023	\$1,017	\$14,390	\$1,015	\$1,203	\$4,242	\$1,652	\$4,323	\$2,442	\$1,883	\$1,038	\$6,184	\$40,413
8 TRUE-UP THIS PERIOD	(\$494)	(\$406)	\$12,767	(\$250)	\$152	\$3,057	\$649	\$3,147	\$1,414	\$834	(\$398)	\$4,782	\$25,254
9 INT. PROV. THIS PERIOD (FROM CT-3, PAGE 3)	\$1	\$1	\$1	\$2	\$0	\$2	\$2	\$2	\$2	\$2	\$2	\$9	\$27
10 TRUE-UP & INT. PROV. BEGINNING OF MONTH.	\$11,043	\$9,630	\$8,304	\$20,153	\$18,985	\$18,216	\$20,355	\$20,086	\$22,315	\$22,811	\$22,727	\$21,410	
11 PRIOR TRUE-UP (COLLECTED) REFUNDED	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	(\$920)	
TOTAL NET TRUE-UP													
12 (SUM LINES 8+9+10+11)	\$9,630	\$8,304	\$20,153	\$18,985	\$18,216	\$20,355	\$20,086	\$22,315	\$22,811	\$22,727	\$21,410	\$25,282	\$25,282

Calculation of True-Up and Interest Provision
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

Interest Provision	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	<u>TOTAL</u>
1 BEGINNING TRUE-UP	\$11,043	\$9,630	\$8,304	\$20,153	\$18,985	\$18,216	\$20,355	\$20,086	\$22,315	\$22,811	\$22,727	\$21,410	
ENDING TRUE-UP BEFORE													
2 INTEREST	\$9,629	\$8,304	\$20,152	\$18,983	\$18,216	\$20,353	\$20,084	\$22,312	\$22,809	\$22,725	\$21,408	\$25,272	
TOTAL BEGINNING &													
3 ENDING TRUE-UP	\$20,672	\$17,933	\$28,456	\$39,136	\$37,201	\$38,569	\$40,439	\$42,398	\$45,123	\$45,535	\$44,135	\$46,683	
AVERAGE TRUE-UP													
4 (LINE 3 x 50%)	\$10,336	\$8,967	\$14,228	\$19,568	\$18,601	\$19,285	\$20,219	\$21,199	\$22,562	\$22,768	\$22,067	\$23,341	
INT. RATE - 1ST DAY													
5 OF REPORTING MONTH	0.09%	0.08%	0.09%	0.11%	0.07%	0.04%	0.08%	0.06%	0.06%	0.07%	0.08%	0.11%	
INT. RATE - 1ST DAY													
6 OF SUBSEQUENT MONTH	0.08%	0.09%	0.11%	0.07%	0.04%	0.08%	0.06%	0.06%	0.07%	0.08%	0.11%	0.80%	
7 TOTAL (LINES 5 + 6)	0.17%	0.17%	0.20%	0.18%	0.11%	0.12%	0.14%	0.12%	0.13%	0.15%	0.19%	0.91%	
AVG. INT. RATE													
8 (LINE 7 x 50%)	0.09%	0.09%	0.10%	0.09%	0.06%	0.06%	0.07%	0.06%	0.07%	0.08%	0.10%	0.46%	
MONTHLY AVG.													
9 INT. RATE	0.01%	0.01%	0.01%	0.01%	0.00%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.04%	
10 INTEREST PROVISION													
(LINE 4 x LINE 9)	\$1	\$1	\$1	\$2	\$0	\$2	\$2	\$2	\$2	\$2	\$2	\$9	\$27

	NOT APPLICABLE
BEGINNING OF PERIOD CUMULATIVE INVESTMENT	\$0
LESS: ACCUMULATED DEPRECIATION	<u>\$0</u>
NET INVESTMENT	\$0

[illegible]

SEBRING GAS SYSTEM, INC.

Reconciliation and Explanation of differences between Filing and
PSC Audit Report for January 2021 through December 2021.

NO DIFFERENCES ARE KNOWN AS OF THE DATE OF THIS FILING

SEBRING GAS SYSTEM, INC.

Program Description and Progress

Program Title:

Residential New Construction

Program Description:

The Residential New Construction Program is designed to increase the overall penetration of natural gas in the single family and multi-family construction residential markets of the Company's service territory by expanding consumer energy options in new homes.

For the period January 1, 2021 through December 31, 2021, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010.

Order No. PSC-10-0551-PAA-EG prescribed the following Residential New Construction Cash Allowances:

Gas Storage Tank Water Heater	\$350
Gas High Efficiency Storage Tanks Water Heater	\$400
Gas Tankless Water Heater	\$550
Gas Heating	\$500
Gas Cooking	\$150
Gas Clothes Drying	\$100

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company was:

\$2,150

The following are the incentives given through the Residential New Construction Program:

3	Tankless water heaters	@	\$550.00	\$1,650.00
2	Gas ranges	@	\$150.00	\$300.00
2	Gas dryers	@	\$100.00	<u>\$200.00</u>
Total				\$2,150.00

Program Fiscal Expenditures:

During 2021 expenditures for the Residential New Construction Program totaled
\$5,010

SEBRING GAS SYSTEM, INC.

Program Description and Progress

Program Title:

Residential Appliance Replacement Program

Program Description:

The Residential Appliance Replacement Program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. Incentives are offered for the replacement of non-natural gas water heating, heating, cooking or clothes drying appliances through the purchase and/or lease of energy efficient natural gas appliances.

For the period January 1, 2021 through December 31, 2021, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010, prescribing the following Residential Appliance Replacement Cash Allowances:

Gas Storage Tank Water Heater	\$500
Gas High Efficiency Storage Tanks Water Heater	\$550
Gas Tankless Water Heater	\$675
Gas Heating	\$725
Gas Cooking	\$200
Gas Clothes Drying	\$150

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company under the Residential Appliance Replacement Program was:

\$8,900

The following are the incentives given through the Residential Appliance Replacement Program:

1	Tank water heaters	@	\$550.00	\$550.00
10	Tankless water heaters	@	\$675.00	\$6,750.00
6	Gas ranges	@	\$200.00	\$1,200.00
2	Gas dryers	@	\$150.00	<u>\$300.00</u>
Total				\$8,800.00

Note: A Range incentive of \$100 was given. It should be in Retention.

Program Fiscal Expenditures:

During 2021 expenditures for the Resident Appliance Replacement Program totaled
\$11,760

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Residential Customer Retention Program

Program Description:

The Company offers the Residential Appliance Retention Program to existing customers to promote the retention of energy efficient appliances and encourage the continued use of natural gas in the home. As an incentive to continue to provide substantial benefits to the customer and utilize our resources effectively this program offers cash allowances to the customer.

For the period January 1, 2021 through December 31, 2021, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010, prescribing the following Residential Retention Program Cash Allowances:

Gas Storage Tank Water Heater	\$350
Gas High Efficiency Storage Tanks Water Heater	\$400
Gas Tankless Water Heater	\$550
Gas Heating	\$500
Gas Cooking	\$100
Gas Clothes Drying	\$100

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company under the Residential Appliance Retention Program was:

\$3,400

The following are the incentives given through the Residential New Construction Program:

1	Tank water heater	@	\$400.00	\$400.00
4	Tankless water heaters	@	\$550.00	\$2,200.00
8	Gas ranges	@	\$100.00	\$800.00
	Gas dryers	@	\$100.00	<u>\$0.00</u>
Total				\$3,400.00

Program Fiscal Expenditures:

During 2021 expenditures for the Resident Appliance Retention Program totaled
\$6,260

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Commercial New Construction

Program Description:

The Commercial New Construction Conservation Program's purpose is to educate, inform and encourage its commercial customers to build with natural gas. The program is designed to allow Sebring Gas System to provide incentives to new construction to be used toward the purchase and installation of natural gas appliances for their commercial business.

The Natural Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company under the Commercial New Construction Program was:

\$4,000

The following incentives were given as follows:

\$4,000.00 for the purchase and installation of 2 tankless water heaters, allowing one half of the cost of the appliances and one half the cost of installation. The amount was less than the maximum of \$5,000.00 allowed incentive.

Program Fiscal Expenditures:

During 2021 expenditures for the Commercial New Construction Program totaled

\$6,860

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Commercial Retrofit

Program Description:

The Commercial Retrofit Conservation Program's purpose is to educate, inform and encourage its commercial customers to use natural gas. The program is designed to allow Sebring Gas System to provide incentives to commercial customers to be used toward the purchase and installation of natural gas appliances for their commercial business.

The Natural Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company under the Commercial Retrofit Program was:

\$2,802

The following incentives were given as follows:

Replaced an old gas convection oven with a new gas convection oven.	\$1,500.00
Replace a gas water heater with a new gas tankless water heater.	<u>\$1,302.29</u>
Total incentives	\$2,802.29

Program Fiscal Expenditures:

During 2020 expenditures for the Commercial Retrofit Program totaled

\$5,662

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:
Commercial Retention

Program Description:

The Commercial Retention Conservation Program's purpose is to educate, inform and encourage its commercial customers to build with natural gas. The program is designed to allow Sebring Gas System to provide incentives to commercial customers to be used toward the and installation of natural gas appliances for their commercial business.

The Natura Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2021 through December 2021, the amount of incentives paid by the Company under the Commercial Retention Program was:

\$2,000

The following incentives were given as follows:

Replaced and old gas waterheater with a new gas waterheater.	\$2,000.00
--	------------

Program Fiscal Expenditures:

During 2021 expenditures for the Commercial Retention Program totaled
\$4,860

Revised Schedule C-1,
Page 1 of 1

COMPANY:

Sebring Gas System, Inc.
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ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2023 THROUGH DECEMBER 2023

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	\$ 29,465
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	\$ 6,480
3. TOTAL (LINE 1 AND 2)	<u>\$ 35,945</u>

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER		DELIVERY CHARGE	TOTAL CUST & DELIVERY CHG REVENUE		ECCR REVENUES	ECCR AS % OF TOTAL REVENUES		DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
			CHARGE REVENUES	REVENUES									
TS-1	7,322	52,893	\$93,043	\$93,043	\$39,066	\$132,109	\$6,416	4.86%	0.12131	1.00503	0.12192		
TS-2	696	25,986	\$13,910	\$13,910	\$12,981	\$26,891	\$1,306	4.86%	0.05026	1.00503	0.05051		
TS-3	1,087	360,496	\$76,098	\$76,098	\$176,342	\$252,441	\$12,260	4.86%	0.03401	1.00503	0.03418		
TS-4	480	538,230	\$108,061	\$108,061	\$220,601	\$328,662	\$15,962	4.86%	0.02966	1.00503	0.02981		
TOTAL	9,585	977,604	\$291,112	\$291,112	\$448,991	\$740,103	\$35,945						

ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH

JANUARY 2023 THROUGH DECEMBER 2023

[illegible]

TOTAL ALL PROGRAMS

[illegible]

COMPANY:

Sebring Gas System, Inc.
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ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2023 THROUGH DECEMBER 2023

PROGRAM	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION	\$0	\$2,040	\$0	\$0	\$1,500	\$700	\$0	\$0	\$4,240
2 RESIDENTIAL APPLIANCE REPLACEMENT	\$0	\$2,040	\$0	\$0	\$5,825	\$700	\$0	\$0	\$8,565
3 RESIDENTIAL APPLIANCE RETENTION	\$0	\$2,040	\$0	\$0	\$3,200	\$700	\$0	\$0	\$5,940
4 COMMERCIAL NEW CONSTRUCTION	\$0	\$2,040	\$0	\$0	\$0	\$700	\$0	\$0	\$2,740
5 COMMERCIAL APPLIANCE REPLACEMENT	\$0	\$2,040	\$0	\$0	\$1,000	\$700	\$0	\$0	\$3,740
6 COMMERCIAL RETENTION	\$0	\$2,040	\$0	\$0	\$1,500	\$700	\$0	\$0	\$4,240
PROGRAM COSTS	\$0	\$12,240	\$0	\$0	\$13,025	\$4,200	\$0	\$0	\$29,465

COMPANY:

Sebring Gas System, Inc.
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ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2022 THROUGH DECEMBER 2022

PROGRAM	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION									
A. ACTUAL	\$0	\$1,046	\$0	\$0	\$1,350	\$81	\$0	\$0	\$2,477
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$1,600	\$630	\$0	\$0	\$3,250
TOTAL	\$0	\$2,066	\$0	\$0	\$2,950	\$711	\$0	\$0	\$5,727
2 RESIDENTIAL APPLIANCE REPLACEMENT									
A. ACTUAL	\$0	\$1,047	\$0	\$0	\$2,625	\$81	\$0	\$0	\$3,753
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$3,800	\$630	\$0	\$0	\$5,450
TOTAL	\$0	\$2,067	\$0	\$0	\$6,425	\$711	\$0	\$0	\$9,203
3 RESIDENTIAL APPLIANCE RETENTION									
A. ACTUAL	\$0	\$1,046	\$0	\$0	\$100	\$81	\$0	\$0	\$1,227
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$2,050	\$630	\$0	\$0	\$3,700
TOTAL	\$0	\$2,066	\$0	\$0	\$2,150	\$711	\$0	\$0	\$4,927
4 COMMERCIAL NEW CONSTRUCTION									
A. ACTUAL	\$0	\$1,047	\$0	\$0	\$0	\$82	\$0	\$0	\$1,129
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$2,000	\$630	\$0	\$0	\$3,650
TOTAL	\$0	\$2,067	\$0	\$0	\$2,000	\$712	\$0	\$0	\$4,779
SUB-TOTAL	\$0	\$8,266	\$0	\$0	\$13,525	\$2,845	\$0	\$0	\$24,636

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2022 THROUGH DECEMBER 2022

PROGRAM	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
SUB-TOTAL - PREVIOUS PAGE	\$0	\$8,266	\$0	\$0	\$13,525	\$2,845	\$0	\$0	\$24,636
5 COMMERCIAL APPLIANCE REPLACE									
A. ACTUAL	\$0	\$1,046	\$0	\$0	\$0	\$81	\$0	\$0	\$1,127
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$2,000	\$630	\$0	\$0	\$3,650
TOTAL	\$0	\$2,066	\$0	\$0	\$2,000	\$711	\$0	\$0	\$4,777
6 COMMERCIAL RETENTION									
A. ACTUAL	\$0	\$1,048	\$0	\$0	\$2,963	\$82	\$0	\$0	\$4,093
B. ESTIMATED	\$0	\$1,020	\$0	\$0	\$2,000	\$630	\$0	\$0	\$3,650
TOTAL	\$0	\$2,068	\$0	\$0	\$4,963	\$712	\$0	\$0	\$7,743
PROGRAM COSTS	\$0	\$12,400	\$0	\$0	\$20,488	\$4,268	\$0	\$0	\$37,156

COMPANY: Sebring Gas System, Inc.
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CONSERVATION PROGRAM COSTS BY PROGRAM
ACTUAL / ESTIMATED
JANUARY 2022 THROUGH DECEMBER 2022

PROGRAM	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION	\$176	\$174	\$1,274	\$424	\$255	\$174	\$280	\$320	\$390	\$1,120	\$170	\$970	\$5,727
2 RESIDENTIAL APPLIANCE REPLACEMENT	\$851	\$175	\$1,149	\$1,149	\$255	\$174	\$955	\$995	\$590	\$995	\$370	\$1,545	\$9,203
3 RESIDENTIAL CUSTOMER RETENTION	\$176	\$174	\$274	\$174	\$255	\$174	\$280	\$320	\$940	\$970	\$170	\$1,020	\$4,927
4 COMMERCIAL NEW CONSTRUCTION	\$176	\$175	\$174	\$174	\$256	\$174	\$280	\$320	\$2,390	\$320	\$170	\$170	\$4,779
5 COMMERCIAL APPLIANCE REPLACE	\$176	\$174	\$174	\$174	\$255	\$174	\$280	\$320	\$390	\$320	\$2,170	\$170	\$4,777
6 COMMERCIAL RETENTION	\$177	\$175	\$3,137	\$174	\$256	\$174	\$280	\$320	\$390	\$2,320	\$170	\$170	\$7,743

TOTAL ALL PROGRAMS \$1,732 \$1,047 \$6,182 \$2,269 \$1,532 \$1,044 \$2,355 \$2,595 \$5,090 \$6,045 \$3,220 \$4,045 \$37,156

COMPANY:

Sebring Gas System, Inc.

Docket No. 20220004-GU

ENERGY CONSERVATION ADJUSTMENT

ECCR 2023 PROJECTIONS

JANUARY 2022 THROUGH DECEMBER 2022

JHM-2

CONSERVATION REVENUES	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
OTHER PROGRAM REV	0	0	0	0	0	0	0	0	0	0	0	0	0
1. ECCR REVENUE	(5,558)	(5,215)	(5,757)	(4,660)	(4,680)	(4,524)	(4,123)	(4,497)	(4,200)	(4,254)	(5,080)	(3,485)	(56,032)
2. CONSERV. ADJ. REV. (NET OF REV. TAXES)	28	26	29	23	23	23	21	22	21	21	25	17	280
3. TOTAL REVENUES	(5,530)	(5,189)	(5,728)	(4,637)	(4,656)	(4,502)	(4,102)	(4,474)	(4,179)	(4,233)	(5,054)	(3,468)	(55,752)
4. PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	2,106	2,107	2,106	2,107	2,106	2,107	2,106	2,107	2,106	2,107	2,016	2,107	25,188
5. CONSERV. REV. APPLIC. TO PERIOD	(3,424)	(3,082)	(3,622)	(2,530)	(2,550)	(2,395)	(1,996)	(2,367)	(2,073)	(2,126)	(3,038)	(1,361)	(30,564)
6. CONSERVATION EXPS. (FORM C-3, PAGE 3)	1,732	1,047	6,182	2,269	1,532	1,044	2,355	2,595	5,090	6,045	3,220	4,045	37,156
7. TRUE-UP THIS PERIOD	(1,692)	(2,035)	2,559	(261)	(1,018)	(1,351)	359	228	3,017	3,919	182	2,684	6,592
8. INTEREST THIS PERIOD (C-3, PAGE 5)	(2)	(3)	(5)	(9)	(11)	(13)	(12)	(9)	(9)	(11)	(13)	(14)	(112)
9. TRUE-UP & INT BEGIN OF MONTH	25,282	21,482	17,337	17,785	15,408	12,274	8,803	7,045	5,156	6,058	7,859	6,011	
10. PRIOR TRUE-UP COLLECT / (REFUND)	(2,106)	(2,107)	(2,106)	(2,107)	(2,106)	(2,107)	(2,106)	(2,107)	(2,106)	(2,107)	(2,016)	(2,107)	
11. END OF PERIOD TOTAL NET TRUE-UP	21,482	17,337	17,785	15,408	12,274	8,803	7,045	5,156	6,058	7,859	6,011	6,574	6,480

COMPANY:

Sebring Gas System, Inc.

Docket No. 20220004-GU

CALCULATION OF TRUE-UP AND INTEREST PROVISION

ECCR 2023 PROJECTIONS

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JANUARY 2022 THROUGH DECEMBER 2022

INTEREST PROVISION	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
BEGINNING TRUE-UP CT-3.2 Previous period	25,282	21,482	17,337	17,785	15,408	12,274	8,803	7,045	5,156	6,058	7,859	6,011	
END. T-UP BEFORE INT. (C3,4)	21,484	17,340	17,790	15,417	12,284	8,816	7,056	5,165	6,067	7,870	6,024	6,589	
TOTAL BEG. & END. T-UP	46,766	38,822	35,127	33,202	27,693	21,089	15,860	12,210	11,223	13,928	13,883	12,600	
AVERAGE TRUE-UP	23,383	19,411	17,563	16,601	13,846	10,545	7,930	6,105	5,611	6,964	6,942	6,300	
INT. RATE-FIRST DAY OF REPORTING BUSINESS MTH.	0.08%	0.14%	0.24%	0.49%	0.76%	1.12%	1.76%	1.80%	1.85%	1.95%	2.00%	2.50%	
INT. RATE-FIRST DAY OF SUBSEQUENT BUSINESS MTH.	0.14%	0.24%	0.49%	0.76%	1.12%	1.76%	1.80%	1.85%	1.95%	2.00%	2.50%	3.00%	
TOTAL	0.22%	0.38%	0.73%	1.25%	1.88%	2.88%	3.56%	3.65%	3.80%	3.95%	4.50%	5.50%	
AVG INTEREST RATE	0.110%	0.19%	0.37%	0.63%	0.94%	1.44%	1.78%	1.83%	1.90%	1.98%	2.25%	2.75%	
MONTHLY AVG. INT. RATE	0.01%	0.02%	0.03%	0.05%	0.08%	0.12%	0.15%	0.15%	0.16%	0.16%	0.19%	0.23%	
INTEREST PROVISION	-2	-3	-5	-9	-11	-13	-12	-9	-9	-11	-13	-14	(112)

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Residential New Construction Program

Program Description

This program is designed to increase the overall penetration of natural gas in the single family and multi-family residential construction markets of Sebring Gas System, Inc. (the Company)'s service territory by expanding consumer energy options in new homes. Incentives are offered to any home builder or developer who installs the below listed energy efficient appliances.

Current Approved Allowances

\$350 Gas Storage Tank Water Heating
\$400 Gas High Efficiency Storage tank Water Heater
\$550 Tankless Water Heating
\$500 Gas Heating
\$150 Gas Cooking
\$100 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2023, the Company estimates that the following allowances will be paid for the Residential New Home Construction Program:

Tankless Water Heating: 2 allowances at \$550 each for a total of \$1,100.

Gas Cooking: 2 allowances at \$150 each for a total of \$ 300.

Gas Clothes Drying: 1 allowance at \$100 each for a total of \$ 100.

The total estimated allowances for the Residential New Home Construction Program are \$1,500.

Program Fiscal Expenditures

For the twelve-month period of January through December 2023, the Company estimates expenses of the Residential New Home Construction Program to be \$4,240.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Residential Appliance Replacement Program

Program Description

This program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. Incentives are offered for the replacement of non-gas appliances through the purchase of energy efficient natural gas appliances.

Current Approved Allowances

\$500 Gas Storage Tank Water Heating
\$550 Gas High Efficiency Storage tank Water Heater
\$675 Tankless Water Heating
\$725 Gas Heating
\$200 Gas Cooking
\$150 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2023, the Company estimates that the following allowances will be paid for Residential Appliance Replacement Program:

High Efficiency Tank Water Heater: No allowance.

Tankless Water Heating: 7 allowances at \$675 each for a total of \$4,725.

Gas Cooking: 4 allowances at \$200 each for a total of \$800.

Gas Clothes Drying: 2 allowances at \$150 each for a total of \$300.

The total estimated allowances for the Residential Appliance Replacement Program are \$5,825.

Program Fiscal Expenditures

For the twelve-month period of January through December 2023, the Company estimates expenses of the Residential Appliance Replacement Program to be \$8,565.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Residential Appliance Retention Program

Program Description

This program is designed to encourage existing customers to continue to use natural gas in the home. As an incentive to continue to provide substantial benefits to the customer and utilize our county's resources effectively, this program offers cash allowances to the customer.

Current Approved Allowances

\$350 Gas Storage Tank Water Heating
\$400 Gas High Efficiency Storage tank Water Heater
\$550 Tankless Water Heating
\$500 Gas Heating
\$100 Gas Cooking
\$100 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2023, the Company estimates that the following allowances will be paid for Residential Appliance Retention Program:

Gas High Efficiency Storage Tank Water Heater: 1 allowance for \$400.
Tankless Water Heating: 4 allowances at \$550 each for a total of \$2,200.
Gas Cooking: 3 allowances at \$100 each for a total of \$300.
Gas Clothes Drying: 3 allowances at \$100 each for a total of \$300.

The total estimated allowances for the Residential Appliance Retention Program are \$3,200.

Program Fiscal Expenditures

For the twelve-month period of January through December 2023, the Company estimates expenses of the Residential Appliance Retention Program to be \$5,940.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Conservation Education Program

Program Description

The object of this program is to inform consumers about the Company's energy conservation programs and provide general information on energy efficiency measures that will reduce energy consumption and costs.

Program Activity and Projections:

The Company continues to communicate with several homebuilders, appliance retailers and contractors in its service area to provide information on its programs. The Company attends local builder association meetings, participating in their events. The Company continues to use a part-time outside contract sales group in an attempt to increase program participation. In 2009, the Company began participation in the Get Gas Florida consumer education program supported by the Florida Natural Gas Association. In the year 2010 the Company began a program of direct mailings to inform the public located within its service area of the benefit of using natural gas and the awareness of the programs offered by the Company.

Program Fiscal Expenditures:

The Company books any expenditures for the education program to the various incentive programs.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Small Commercial Food Service

Program Description

This program is designed to encourage owners and operators of Small Commercial Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,000
Tankless W/H	\$2,000
Range/Oven	\$1,000
Fryer	\$3,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Large Commercial Non-Food Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Non-Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H \$2,000

Tankless W/H \$2,500

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Large Commercial Food Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$2,000
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Large Commercial Hospitality

Program Description

This program is designed to encourage owners and operators of Large Commercial Hospitality establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$2,000
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

Large Commercial Hospitality Program, continued from page 16 of 19

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Large Commercial Cleaning Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Hospitality establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

Dryer \$1,500

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H \$2,000

Tankless W/H \$2,500

Range/Oven \$1,500

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

Dryer \$1,500

Sebring Gas System, Inc.
Program Description and Progress

Program Projections

For the twelve-month period of January through December 2023, the Company estimates that the following allowances will be paid for the Commercial Rebate Programs:

Commercial New Construction:	\$ 00
Commercial Appliance Replacement	\$ 1,000
Commercial Retention	\$ 1,500

Program Fiscal Expenditures

For the twelve-month period of January through December 2023, the Company estimates expenses of the Commercial Rebate Programs to be \$10,720.

SCHEDULE CT-1

St Joe Natural Gas
Docket No. 20220004-GU
Exhibit# DKS-1
2021 Conservation True-Up
Filed: May 2, 2022

ADJUSTED NET TRUE-UP
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

END OF PERIOD NET TRUE-UP

PRINCIPLE	(104,248)	
INTEREST	<u>(13)</u>	(104,261)

LESS PROJECTED TRUE-UP

PRINCIPLE	(81,070)	
INTEREST	<u>(7)</u>	<u>(81,077)</u>

ADJUSTED NET TRUE-UP		<u><u>(23,184)</u></u>
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() REFLECTS OVER-RECOVERY

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED

FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

	ACTUAL	PROJECTED*	DIFFERENCE
CAPITAL INVESTMENT	0	0	0
PAYROLL & BENEFITS	0	0	0
MATERIALS & SUPPLIES	0	0	0
ADVERTISING	0	0	0
INCENTIVES	179,450	195,625	(16,175)
OUTSIDE SERVICES	0	0	0
VEHICLES	0	0	0
OTHER	0	0	0
SUB-TOTAL	179,450	195,625	(16,175)
PROGRAM REVENUES	0	0	0
TOTAL PROGRAM COSTS	179,450	195,625	(16,175)
LESS:			
PAYROLL ADJUSTMENTS	0	0	0
AMOUNTS INCLUDED IN RATE BASE	0	0	0
CONSERVATION ADJUSTMENT REVENUES	(283,698)	(276,695)	(7,003)
ROUNDING ADJUSTMENT	0	0	0
TRUE-UP BEFORE INTEREST	(104,248)	(81,070)	(23,178)
INTEREST PROVISION	(13)	(7)	(6)
END OF PERIOD TRUE-UP	<u>(104,261)</u>	<u>(81,077)</u>	<u>(23,184)</u>

() REFLECTS OVER-RECOVERY

* 2 MONTHS ACTUAL AND 10 MONTHS PROJECTED

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCT	0	0	0	0	92,250	0	0	0	92,250
PROGRAM 2: RESIDENTIAL APPLIANCE REPL	0	0	0	0	26,850	0	0	0	26,850
PROGRAM 3: RESIDENTIAL APPLIANCE RETE	0	0	0	0	60,350	0	0	0	60,350
PROGRAM 4: LARGE COMMERCIAL - NEW CO	0	0	0	0	0	0	0	0	0
PROGRAM 5: LARGE COMMERCIAL - RETENT	0	0	0	0	0	0	0	0	0
PROGRAM 6: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 7: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 8: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 9: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 10: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 11: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 12: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 13: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 14: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 15: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 16: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 17: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 18: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 19: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 20: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	179,450	0	0	0	179,450

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCT	0	0	0	0	1,850	0	0	0	1,850
PROGRAM 2: RESIDENTIAL APPLIANCE REPL	0	0	0	0	(4,575)	0	0	0	(4,575)
PROGRAM 3: RESIDENTIAL APPLIANCE RETE	0	0	0	0	(13,450)	0	0	0	(13,450)
PROGRAM 4: LARGE COMMERCIAL - NEW CC	0	0	0	0	0	0	0	0	0
PROGRAM 5: LARGE COMMERCIAL - RETENT	0	0	0	0	0	0	0	0	0
PROGRAM 6: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 7: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 8: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 9: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 10: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 11: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 12: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 13: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 14: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 15: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 16: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 17: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 18: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 19: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 20: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	(16,175)	0	0	0	(16,175)

() REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY PROGRAM BY MONTH
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

EXPENSES:	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
PROGRAM 1:	7,450	7,950	5,300	9,800	2,750	11,850	7,800	12,850	9,250	10,550	2,900	3,800	92,250
PROGRAM 2:	2,825	1,550	3,775	1,900	675	3,300	4,400	2,100	3,050	675	550	2,050	26,850
PROGRAM 3:	7,850	6,550	2,850	7,700	6,700	7,850	3,550	6,700	5,350	1,950	2,250	1,050	60,350
PROGRAM 4:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 5:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 6:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 7:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 8:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 9:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 10:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 11:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 12:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 13:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 14:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 15:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 16:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 17:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 18:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 19:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 20:	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL	18,125	16,050	11,925	19,400	10,125	23,000	15,750	21,650	17,650	13,175	5,700	6,900	179,450
LESS AMOUNT INCLUDED IN RATE BASE	0	0	0	0	0	0	0	0	0	0	0	0	0
RECOVERABLE CONSERVATION EXPENSES	18,125	16,050	11,925	19,400	10,125	23,000	15,750	21,650	17,650	13,175	5,700	6,900	179,450

CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR MONTHS: JANUARY 2021 THROUGH DECEMBER 2021

INTEREST PROVISION	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
1. BEGINNING TRUE-UP	89,273	44,376	14,047	(12,681)	(24,422)	(42,103)	(42,283)	(46,115)	(47,534)	(47,576)	(57,575)	(77,874)	
2. ENDING TRUE-UP BEFORE INTEREST	44,371	14,045	(12,681)	(24,421)	(42,102)	(42,282)	(46,113)	(47,532)	(47,574)	(57,573)	(77,871)	(104,256)	
3. TOTAL BEGINNING & ENDING TRUE-UP	133,644	58,421	1,366	(37,102)	(66,523)	(84,384)	(88,396)	(93,647)	(95,108)	(105,148)	(135,446)	(182,131)	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	66,822	29,211	683	(18,551)	(33,262)	(42,192)	(44,198)	(46,824)	(47,554)	(52,574)	(67,723)	(91,065)	
5. INTER. RATE - 1ST DAY OF REPORTING MONTH	0.09%	0.07%	0.06%	0.04%	0.04%	0.03%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	
6. INTER. RATE - 1ST DAY OF SUBSEQUENT MONTH	0.07%	0.06%	0.04%	0.04%	0.03%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	0.05%	
7. TOTAL (SUM LINES 5 & 6)	0.16%	0.13%	0.10%	0.08%	0.07%	0.07%	0.09%	0.10%	0.10%	0.11%	0.13%	0.12%	
8. AVG INTEREST RATE (LINE 7 TIMES 50%)	0.08%	0.07%	0.05%	0.04%	0.04%	0.04%	0.05%	0.05%	0.05%	0.06%	0.07%	0.06%	
9. MONTHLY AVG INTEREST RATE	0.01%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%	
10. INTEREST PROVISION (LINE 4 TIMES LINE 9)	4	2	0	(1)	(1)	(1)	(2)	(2)	(2)	(2)	(4)	(5)	-13

BEGINNING OF PERIOD CUMULATIVE INVESTMENT:	0
LESS: ACCUMULATED DEPRECIATION:	0
NET INVESTMENT	0

[illegible]

ST JOE NATURAL GAS COMPANY, INC.
 CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
 JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM TITLE: RESIDENTIAL NEW CONSTRUCTION PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM IS DESIGNED TO INCREASE THE NUMBER OF HIGH PRIORITY FIRM NATURAL GAS CUSTOMERS IN THE NEW CONSTRUCTION MARKET. INCENTIVES ARE OFFERED IN THE FORM OF CASH ALLOWANCES TO ASSIST BUILDERS IN DEFRAYING THE ADDITIONAL COSTS ASSOCIATED WITH NATURAL GAS INSTALLATIONS.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$350.00
GAS HEATING	\$500.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$150.00
GAS TANKLESS W/H	\$550.00
	<u>\$1,650.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED WATER HEATING	3
	PLANNED HEATING SYSTEMS	3
	PLANNED CLOTHES DRYER	24
	PLANNED GAS RANGE	50
	PLANNED GAS TANKLESS W/H	85

PROGRAM FISCAL EXPENDITURES: ACTUAL EXPEND. W/O INTERES \$92,250

<u>PROGRAM PROGRESS SUMMARY:</u>	INSTALLED WATER HEATERS:	2
	INSTALLED HEATING SYSTEMS:	9
	INSTALLED CLOTHES DRYER	16
	INSTALLED GAS RANGE	60
	INSTALLED GAS TANKLESS W/H	139

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM TITLE: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM WILL ENCOURAGE THE REPLACEMENT OF INEFFICIENT ELECTRICAL RESIDENTIAL APPLIANCES WITH NEW NATURAL GAS APPLIANCES. IT WILL ALSO PROVIDE INCREASED INCENTIVES FOR THE REPLACEMENT OF NON-GAS WATER HEATING, HEATING APPLIANCES, AND NEW INCENTIVES FOR GAS COOKING, CLO DRYING, AND TANKLESS WATER HEATING APPLIANCES.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$500.00
GAS HEATING	\$725.00
GAS CLOTHES DRYER	\$150.00
GAS RANGE	\$200.00
GAS TANKLESS W/H	\$675.00
	<u>\$2,250.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED WATER HEATING	0
	PLANNED HEATING SYSTEMS	0
	PLANNED CLOTHES DRYER	5
	PLANNED GAS RANGE	15
	PLANNED GAS TANKLESS W/H	15

PROGRAM FISCAL EXPENDITURES ACTUAL EXPEND. W/O INTERES \$26,850

<u>PROGRAM PROGRESS SUMMARY:</u>	INSTALLED WATER HEATERS:	0
	INSTALLED HEATING SYSTEMS:	0
	INSTALLED CLOTHES DRYER	7
	INSTALLED GAS RANGE	21
	INSTALLED GAS TANKLESS W/H	32

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM TITLE: RESIDENTIAL APPLIANCE RETENTION PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM WILL PROVIDE ALLOWANCES FOR CUSTOMERS WHO CHOOSE TO REPLACE THEIR EXISTING NATURAL GAS STORAGE TANKS AND TANKLESS WATER HEATERS, HEATING SYSTEMS, COOKING AND CLOTHES DRYING APPLIANCES WITH NEWER EFFICIENT NATURAL GAS MODELS.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$350.00
GAS HEATING	\$500.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$100.00
GAS TANKLESS W/H	\$550.00
	<u>\$1,600.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED WATER HEATING	50
	PLANNED HEATING SYSTEMS	5
	PLANNED CLOTHES DRYER	30
	PLANNED GAS RANGE	50
	PLANNED GAS TANKLESS W/H	85

PROGRAM FISCAL EXPENDITURES: ACTUAL EXPEND. W/O INTEREST \$60,350

PROGRAM PROGRESS SUMMARY:

INSTALLED WATER HEATERS:	49
INSTALLED HEATING SYSTEMS:	9
INSTALLED CLOTHES DRYER	17
INSTALLED GAS RANGE	40
INSTALLED GAS TANKLESS W/H	60

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM TITLE: LARGE FOOD SERVICE COMMERCIAL

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise with an annual consumption of greater than 9,000 therms. The rebates offered within this program are depicted below:

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
	<u>\$8,000.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED GAS WATER HEATING	0
	PLANNED FRYER	0
	PLANNED GAS RANGE	0
	PLANNED GAS TANKLESS W/H	0

PROGRAM FISCAL EXPENDITURES: ACTUAL EXPEND. W/O INTERES \$0

<u>PROGRAM PROGRESS SUMMARY:</u>	ACTUAL GAS WATER HEATING	0
	ACTUAL FRYER	0
	ACTUAL GAS RANGE	0
	ACTUAL GAS TANKLESS W/H	0

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2021 THROUGH DECEMBER 2021

PROGRAM TITLE: COMMERCIAL HOPITALITY AND LODGING

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels or motels prlmarily engaged in providing lodging for the general public. The rebates offered are depicted below;

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
DRYER	\$1,500.00
	<u>\$9,500.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED WATER HEATING	0
	PLANNED FRYER	0
	PLANNED RANGE	0
	PLANNED TANKLESS W/H	0
	PLANNED DRYER	0

<u>PROGRAM FISCAL EXPENDITURES</u>	ACTUAL EXPEND. W/O INTERES	\$0
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<u>PROGRAM PROGRESS SUMMARY:</u>	INSTALLED WATER HEATERS:	0
	INSTALLED FRYER	0
	INSTALLED RANGE	0
	INSTALLED TANKLES W/H	0
	INSTALLED DRYER	0

SCHEDULE C-1
PAGE 1 OF 1

COMPANY: ST. JOE NATURAL GAS
EXHIBIT#DKS-2
DOCKET#20220004-GU

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
MONTHS: JANUARY 2023 THROUGH DECEMBER 2023

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	194,625
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	-79,718
3. TOTAL (LINE 1 AND LINE 2)	114,907

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER CHARGE REVENUES	DELIVERY CHARGE	TOTAL CUST. & DELIVERY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
RS-1	12,721	105,346	165,373	136,543	301,916	28,567	9.46198%	0.27118	1.00503	0.27254
RS-2	12,087	169,992	193,392	147,992	341,384	32,302	9.46198%	0.19002	1.00503	0.19097
RS-3	7,484	179,668	149,680	130,904	280,584	26,549	9.46198%	0.14777	1.00503	0.14851
GS-1	1,841	110,177	36,820	73,383	110,203	10,427	9.46198%	0.09464	1.00503	0.09512
GS-2	365	185,106	25,550	78,335	103,885	9,830	9.46198%	0.05310	1.00503	0.05337
FTS4/GS-4	24	179,527	48,000	28,437	76,437	7,232	9.46198%	0.04029	1.00503	0.04049
TOTAL	34,522	929,816	618,815	595,595	1,214,410	114,907				

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FCG's Response to Staff's First
Set of Interrogatories, Nos.
1–10

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 1
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Payroll & Benefits in the January – December 2021 period was allocated to some, but not all conservation programs. Specifically address in your response why no portion of the expense for Payroll and Benefits was allocated to Program 11 (Commercial Appliances program), although this program recorded over \$420,000 in expenses for Incentives during the January – December 2021 period

RESPONSE:

With respect to Program 11, the expense for Payroll and Benefits during the January 2021 through December 2021 were allocated to and included in the expenses for Program 9. In total, the Payroll and Benefits allocated to the two commercial programs are correct.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 2
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Payroll & Benefits allocated to Program 7 (Residential Appliance Retention program), \$62,850, was 23% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$81,275.

RESPONSE:

Total employee hours charged to Program 7 (Residential Appliance Retention) during 2021 dropped because two employees changed roles at the end of 2020 and no longer allocated time to Program 7 during 2021. Some of these employees were allocated to support Program 1 (Residential New Construction), Program 9 (Commercial / Industrial Conversion), and Program 11 (Commercial Natural Gas Conservation) due to the increased demand of new residential construction during 2021, as well as to support the commercial programs that were impacted by the COVID-19 pandemic. The decrease in staff and increased work in commercial programs did not impact Residential Appliance Retention program implementation; rather, the workload was reallocated to existing employee resources within the program without any issues.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 3
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Payroll & Benefits allocated to Program 8 (Residential Cut and Cap program), \$80,725, was 16% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$96,646.

RESPONSE:

Similar to the Florida City Gas response to Staff's First Set of Interrogatories No. 2, the total hours charged to Program 8 (Residential Cut and Cap) during 2021 dropped because two employees changed roles at the end of 2020 and no longer allocated time to Program 8 during 2021. Some of these employees were allocated to support builders and developers with the increase demand of new residential construction during 2021, as well as to support the commercial programs that were affected from the COVID-19 pandemic. The decrease in staff and increased work in commercial programs did not impact the Residential Cut and Cap program; rather, the workload was reallocated to existing employee resources within the program without any issues.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 4
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Advertising, \$1,184,624, was 40% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$843,705.

RESPONSE:

In 2021, the Florida City Gas expense for digital and traditional advertising was higher than in 2020. Due to the continuing impacts of the COVID-19 pandemic, these advertising mediums were determined to be the most efficient way to reach the most customers during 2021. In addition, Florida City Gas had lower-than-average advertising expenses in 2020, which also contributed to the variance between calendar years 2020 and 2021.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 5
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Vehicles allocated to Program 9 (Commercial/Industrial Conversions program), \$41,877, was 62% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$25,853.

RESPONSE:

The expense for Vehicles allocated to Program 9 in 2020 was a lower than average due to timing in the payment of certain Program 9 Vehicle invoices for 2020, which were not processed for payment until January 2021.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 6
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please explain why the expense for Incentives allocated to Program 11 (Commercial Appliances program), \$421,584, was 25% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$559,840.

RESPONSE:

The actual amount of incentives paid under each of FCG's natural gas conservation programs is directly related to the number of customers that voluntarily elect to participate in each program. The variance for incentives paid under Program 11 during 2021 is due to a decrease in the number of customers that participated in the commercial appliance program during 2021. Florida City Gas is continuing to work with contractors to encourage commercial customers to participate the program.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 7
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

Please identify what types of items are recorded as "Other" expenses. Address in your response why the expense for Other, which is recorded as a Common Cost, \$89,402, was 45% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$61,598.

RESPONSE:

Under the category "Other," the Company records conservation program expenses that enhance and benefit all programs, such as vendor fees for rebate processing. The variance is due an increase in vendor rebate processing fees and an increase in the number of rebates processed. Also contributing to the variance was an end of the year accrual of rebates that was inadvertently posted in common cost. These rebates were reclassified to the appropriate programs in June 2022.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 8
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FCG's May 3, 2021 filing in Docket No. 20210004-GU to answer the following question.

On September 14, 2021, the Florida Department of Revenue announced in Tax Information Publication No: 21C01-02 that the state's corporate income tax rate has been reduced to 3.535 percent for tax years beginning on or after January 1, 2021. Would there be any impact on the clause due to the tax reduction? If so, please explain, and identify by Schedule and Line entry where FCG recognized the changes in State of Florida corporate income taxes that occurred in 2021.

RESPONSE:

No. The revenue requirements included in FCG's Natural Gas Conservation Cost Recovery clause are not grossed up for state or federal income taxes. Therefore, the change in the state corporate income tax effective January 1, 2021 has no impact on FCG's Natural Gas Conservation Cost Recovery clause.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 9
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and also to Schedule CT-6 from the same filing, to answer Interrogatory Nos. 9 and 10.

On Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU, the expense for Incentives allocated to Program 1 (Residential New Construction) is recorded as \$1,256,613. Using the information from Schedule CT-6, Page 1 of 9, the following table identifies sum of program accomplishments multiplied by the various program allowances identified:

Program Accomplishments		Program Allowances (\$)	Sum (\$)
(A)	(B)	(C)	(D) =
Number of Paid Incentives	Description		(A) * (C)
779	Tank Water Heaters	350	272,650
12	High Efficiency Tank Water Heaters	400	4,800
936	Tankless Water Heaters	550	514,800
58	Furnaces	500	29,000
1,498	Ranges	150	224,700
1,002	Dryers	100	100,200
4,285			<u>\$1,146,150</u>

Please explain the discrepancy in the expense for Incentives allocated to Program 1 (Residential New Construction) shown on Schedule CT-2, \$1,256,613, and the sum of program accomplishments multiplied by the various program allowances identified on Schedule CT-6, which is \$1,146,150.

RESPONSE:

The discrepancy noted is attributable to the difference in the timing of when the incentives are approved and when they are paid. The number of incentives is counted in Schedule CT-6, page 1 of 9, when the incentives are approved. However, the release of payment for these incentives typically takes longer and may be posted in a different period. The actual amount of the incentives shown on Schedule CT-2, page 2 of 4, reflects the total incentives that were actually released and paid during the period January 2021 through December 2021.

Florida City Gas Company
Docket No. 20220004-GU
Staff's First Set of Interrogatories
Interrogatory No. 10
Page 1 of 1

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU and also to Schedule CT-6 from the same filing, to answer Interrogatory Nos. 9 and 10.

On Schedule CT-2, Page 2 of 4, of FCG's May 2, 2022 filing in Docket No. 20220004-GU, the expense for Incentives allocated to Program 7 (Residential Appliance Retention) is recorded as \$1,595,219. Using the information from Schedule CT-6, Page 5 of 9, the following table identifies sum of program accomplishments multiplied by the various program allowances identified:

Program Accomplishments		Program Allowances (\$)	Sum (\$)
(A)	(B)	(C)	(D) =
Number of Paid Incentives	Description		(A) * (C)
1,887	Tank Water Heaters	350	660,450
155	High Efficiency Tank Water Heaters	400	62,000
519	Tankless Water Heaters	550	285,450
771	Furnaces	500	385,500
528	Ranges	150	52,800
626	Dryers	100	52,600
4,285			<u>\$1,498,800</u>

Please explain the discrepancy in the expense for Incentives allocated to Program 7 (Residential Appliance Retention) shown on Schedule CT-2, \$1,595,219, and the sum of program accomplishments multiplied by the various program allowances identified on Schedule CT-6, which is \$1,498,800.

RESPONSE:

As stated in FCG's response to Staff's First Set of Interrogatories No. 9, the discrepancy noted is attributable to the difference in timing of when the incentives are approved and when they are paid. The number of incentives is counted in Schedule CT-6, page 1 of 9, when the incentives are approved. The amount of the incentives shown on Schedule CT-2, page 2 of 4, reflects the total incentives that were actually released and paid during the period January 2021 through December 2021.

13

FCG's Response to Staff's
Second Set of Interrogatories,
No. 11

Florida City Gas
Docket No. 20220004-GU
Staff's Second Set of Interrogatories
Interrogatory No. 11
Page 1 of 3

QUESTION:

Please refer to Schedule CT-2, Page 2 of 4, in Exhibit MB-1, from FCG's May 2, 2022 filing in Docket No. 20220004-GU. Please answer the following:

- a. Explain how conservation programs are being advertised to customers.
- b. Explain how costs for advertising are appropriate/essential for conservation programs.
- c. Rule 25-17.015(5), Florida Administrative Code, states, in part, that "Advertising expense recovered through energy conservation cost recovery shall be directly related to an approved conservation program . . ." Please identify each approved conservation program that the expense for \$1,184,624 relates to.
- d. Explain, consistent with Rule 25-17.015(5)(a), Florida Administrative Code, the specific problem being addressed by the advertising campaign(s) that are included in the advertising expense of \$1,184,624.
- e. Explain, consistent with Rule 25-17.015(5)(b), Florida Administrative Code, how the specific problem referenced in the sub-part (D) response above, is being corrected by the advertising campaign(s) that are included in the advertising expense of \$1,184,624.
- f. Explain, consistent with Rule 25-17.015(5)(c), Florida Administrative Code, how direction is being provided to obtain help to alleviate the specific problem referenced in the sub-part (D) response above, by the advertising campaign(s) that are included in the advertising expense of \$1,184,624.

RESPONSE:

- a. Conservation programs are being advertised utilizing different media platforms available in FCG's service territory to reach its customers and potential new customers. Some examples are mass media and online advertising, such as social media, lookalike targeting, programmatic ad purchasing, and search engine optimization. FCG also actively participates in events that allow face-to-face interaction with the public and places advertising in strategic points of sale, such as appliance retailers, model homes, and special events. As part of the selection of the appropriate advertising medium, FCG considers demographics, participation levels, location of the Company's service lines, customer appliance count, attrition rates, growth and new construction locations, and current expansion projects. Marketing campaigns are reviewed internally and with external marketing agencies to evaluate their effectiveness prior to their launch. Marketing campaigns are continuously monitored for key performance indicators, such as click rate, cost per impression, and adjusted as needed throughout the campaign.
- b. Advertising is essential to be able to reach and educate FCG's existing and potential new customers regarding the energy conservation benefits of natural gas. FCG's strategic and targeted approach to advertising promotes customer retention by reaching out to those most

likely in need of conservation rebates to replace their appliances. Also, FCG's advertising approach also contributes to customer growth by creating interest in the product and motivating builders to respond to customer preferences. Additionally, FCG's advertising approach encourages large users to use new gas technologies that allow them to conserve energy and obtain economic benefits. Close to eighty percent of customer inquiries are linked to FCG's advertising campaign and efforts. FCG's advertising platforms allow the Company to capture customer inquiries and requests, and provide responsive information necessary for the public to make informed decisions about their energy use and conservation.

- c. The expense for \$1,184,624 relates to the following approved conservation programs: Program 1 (Residential New Construction), Program 3 (Residential Appliance Replacement), Program 6 (Propane Conversion), Program 7 (Residential Appliance Retention), Program 8 (Residential Cut and Cap), Program 9 (Commercial/Industrial Conversion), and Program 11 (Commercial Natural Gas Conversation Program).
- d. Consistent with Rule 25-17.05(5)(a), F.A.C., the specific problems addressed by FCG's various advertising campaigns include: energy conservation and reduction of high energy bills, reduction of appliance costs, reduction of conversion costs, equipment efficiencies, and resiliency during inclement weather and power outages.
- e. Consistent with Rule 25-17.05(5)(b), F.A.C., the specific problems addressed by FCG's various advertising campaigns include:
 - Energy Conservation: The use of natural gas can be more efficient as compared to other energy sources. Equipment efficiencies also contribute to energy conservation.
 - High energy bills: The use of an efficient energy source and appliances reduce the consumption, which leads to lower energy bills.
 - Appliance and conversion cost reductions: The energy conservation rebates reduce the customer out of pocket expense for purchase and installation new appliances, whether the customer is replacing an existing gas appliance with a newer more efficient gas appliance or installing a new gas appliance as part of a conversion from a less efficient energy source. It also incentivizes builders and developers to include natural gas in their new developments. Additionally, the commercial programs contribute to the reduction of conversion costs and use of new gas technology.
 - Equipment efficiencies: Equipment efficiencies reduce time for cooking, drying, space heating and water heating contributing to a reduction of time, energy consumption and money. In addition, equipment efficiencies have a direct impact on business operation costs that affect all consumers, such as laundry mats, hotels, restaurants, assisting living facilities, and product manufacturers.

Florida City Gas
Docket No. 20220004-GU
Staff's Second Set of Interrogatories
Interrogatory No. 11
Page 3 of 3

- Resiliency: Resiliency is an important topic throughout Florida, including in FCG's service territory. The use of specific natural gas equipment can provide continued service during a power outage, such as following hurricanes or other extreme weather events, and enable the continuation of some essential needs, such as backup power (generators), cooking, and hot showers.
- f. Consistent with Rule 25-17.015(5)(c), F.A.C., FCG provides information with multiple options to address and alleviate the problems referenced in sub-part (d). This includes, providing a dedicated rebate website on all advertising. FCG also provides a phone number in selected advertising where customers can contact the Company directly and obtain information regarding the energy conservation program, as well as receive help in applying for a rebate and finding a contractor. All the online advertising includes a direct link to FCG's dedicated rebate site.

Florida City Gas

Docket No. 20220004-GU

Staff's First Request for Production of Documents

Request No. 1

Page 1 of 1

QUESTION:

Please provide the documents in electronic format of the advertising campaign materials associated with the expense of \$1,184,624 identified on Schedule CT-2, Page 2 of 4, in Exhibit MB-1, from FCG's May 2, 2022 filing in Docket No. 20220004-GU.

RESPONSE:

Please see responsive documents attached.

FLORIDA PUBLIC SERVICE COMMISSION

DOCKET: 20220004-GU EXHIBIT: 14

PARTY: Staff Exhibit 14

DESCRIPTION: FCG's Response to Staff's Third Set of Interrogatories, Nos. 12-14 Bates Nos.: 000017-000022

14

FCG's Response to Staff's
Third Set of Interrogatories,
Nos. 12-14

QUESTION:

Please refer to FCG's Marketing Talent Network, Inc.'s Invoice No. 20062, dated 4/8/2021 identifying several advertising expenses the Company recorded, totaling \$43,242.83 (see Staff's 2nd Request for Production of Documents, No. 2). Please respond to the following:

- a. Rule 25-17.015(5), Florida Administrative Code, states, in part, that "Advertising expense recovered through energy conservation cost recovery shall be directly related to an approved conservation program. . ." Please identify each approved conservation program that the expense for \$43,242.83 relates to.
- b. Explain, consistent with Rule 25-17.015(5)(a), Florida Administrative Code, why this expense is credited to common costs as shown in Exhibit MB-1 of the May 2, 2022 true-up filing in Docket 20220004 rather than apportioned by program.
- c. Consistent with Rule 25-17.015(5)(a), Florida Administrative Code, identify the specific problem the advertising campaign(s) or advertisements is designed to address.
- d. Consistent with Rule 25-17.015(5)(b), Florida Administrative Code, state how the specific problem(s) referenced in the sub-part (C) response above, is corrected by the advertising campaign(s) or advertisements.
- e. Consistent with Rule 25-17.015(5)(c), Florida Administrative Code, explain how the advertising campaign or advertisements provides direction to obtain help to alleviate the specific problem referenced in the sub-part (C) response above.

RESPONSE:

- a. The energy conservation advertising expense for \$42,242.83 is related to radio and TV advertising to promote energy efficiency measures and incentives available for the residential and commercial programs. The approved conservation programs targeted were:
 - a. Program 1 Residential new construction
 - b. Program 3 Residential appliance replacement
 - c. Program 7 Residential appliance retention
 - d. Program 9 and 11 Commercial programs

- b. Consistent with the historic conservation program projection and true up filings, Florida City Gas records all advertising expenses under common cost advertising. This is appropriate because in order to promote the programs efficiently and at reasonable cost, single ads are designed to cover more than one program, which allows greater message frequency and reduces production costs and administrative costs.
- c. Consistent with Rule 25-17.05(5)(a), F.A.C., the specific problems addressed by this advertising include: energy conservation and reduction of high energy bills, reduction of appliance costs and reduction of conversion costs by promoting the available conservation incentives, equipment efficiencies, and resiliency during inclement weather and power outages.
- d. Consistent with rule 25-17.015(5)(a), F.A.C, the energy conservation programs included in this advertising addresses the problems identified in subpart (c) above by promoting energy conservation, appliance energy efficiency, and resiliency during inclement weather.
- e. Consistent with Rule 25-17.015(5)(c), F.A.C., FCG's advertising provides information with multiple options to address and alleviate the problems identified in subpart (c) above, including a dedicated rebate website with information related to conservation and incentives. In addition to accessing the dedicated rebate site, customers can also contact the Company directly and obtain information regarding the energy conservation programs, as well as receive help in applying for available rebates and finding a contractor to install the conservation measure.

QUESTION:

Please explain whether any 2021 entertainment expenses incurred by FCG have been or are requested to be recovered via the NGCCR. If present, identify all such expenses, including entertainment description, dollar amounts, dates, vendor, and the rationale for any such cost recovery request under the NGCCR.

RESPONSE:

No. FCG has not requested to recover any entertainment expenses through the NGCCR.

QUESTION:

Please refer to Direct Testimony of Witness Miguel Bustos, filed on August 5, 2022, Exhibit MB-2, Schedule C-2, Page 2 of 2, and Schedule C-3, Page 3 of 5, to answer the following questions:

- a. Exhibit MB-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that FCG projects that the Residential Cut and Cap Alternative Program will incur costs of \$121,569 in 2022. In Exhibit MB-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], the same program has estimated costs of \$163,486. Please explain why the 2023 projected costs are 35.4 percent more than the 2022 actual and estimated expenses.
- b. Exhibit MB-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that FCG projects that the Commercial/Industrial Conversion Program will incur costs of \$430,605 in 2022. Exhibit MB-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], the same program has estimated costs of \$179,284. Please explain why the 2023 projected costs are 58 percent lower than the 2022 actual and estimated expenses.
- c. Exhibit MB-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that FCG projects that the Commercial Appliance Program will incur costs of \$586,981 in 2022. Exhibit MB-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], the same program has estimated costs of \$934,485. Please explain why the 2023 projected costs are 59.2 percent more than the 2022 actual and estimated expenses. Describe in your response any additional promotional activities for this program that are planned.

RESPONSE:

- a. The variance is due to an increase in the number of incentives FCG is projecting to pay to customers and time the customer advisors will allocate to this program. FCG is enhancing its trade allie program with the objective of generating additional leads for this program.
- b. The variance in the Commercial/Industrial Conversion Program 9 cost in the 2022 projection compared to the 2023 forecasted cost is simply due to the split of the payroll and benefits cost between commercial programs 9 and 11. Currently, all payroll costs are allocated to the Commercial/industrial Conversions program 9. Starting in 2023, these costs will be allocated to the Commercial Appliance program 11 as well, according to the time dedicated to this program.
- c. Please refer to answer b above.

QUESTION:

Please provide the documents of the advertising campaign materials (i.e. scripts of radio and television advertising, and all related documents) associated with the expense of \$43,242.83 identified in FCG's Invoice No. 20062 dated April 8, 2021, as well as the invoice itself.

RESPONSE:

Please see the attached responsive documents. [Provided on flash drive via US Mail.]

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20220004-GU EXHIBIT: 15
PARTY: Staff Exhibit 15
DESCRIPTION: FPUC's Response to Staff's First Set of Interrogatories, Nos. 1-11 Bates Nos.: 000023-000034

15

FPUC's Response to Staff's
First Set of Interrogatories, Nos.
1-11

Interrogatory 1INTERROGATORY RESPONSES

Please refer to Schedule CT-2, Page 2 of 3, of FPUC's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of FPUC's May 3, 2021 filing in Docket No. 20210004-GU to answer the following questions.

1. Please explain why the expense for Payroll and Benefits is allocated to some, but not all, conservation programs.
 - a. Address why no portion of the expense for Payroll and Benefits was allocated to the Residential Appliance Replacement program, a program that recorded about \$64,000 in expenses for Incentives during the January – December 2021 period.
 - b. Address why no portion of the expense for Payroll and Benefits was allocated to the Residential Appliance Retention program, a program that recorded about \$440,000 in expenses for Incentives during the January – December 2021 period.
 - c. Address why no portion of the expense for Payroll and Benefits was allocated to any of the 5 Commercial programs (Programs 11-15), which collectively recorded about \$616,000 in expenses for Incentives during the January – December 2021 period.

Company Response:

The Company's Payroll and Benefits costs are generally allocated to each of its conservation programs based on where the Company's employees are spending their time, either through a pre-determined payroll allocation or by direct payroll charges to the applicable program.

In response to parts a, b and c above:

Upon review, the Company found that the Payroll & Benefits expenses for department MK415 employees were only allocated to its Residential New Construction program, instead of being allocated across all the programs impacted by that department including the Residential Appliance Replacement Program, the Residential Appliance Retention programs and all 5 Commercial programs. Although these expenses were not allocated across the intended programs, they are valid energy conservation expenses for the Company.

Respondent: Derrick Craig

Interrogatory 2

2. Please explain why the total expenditure for Advertising, \$325,949, was 49% lower for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$640,943.

Company Response:

During 2020, the Company created and produced assets (advertising collateral, online resources, etc) for its “Natural Gas Does More” campaign, an energy conservation-based campaign to promote the benefits of natural gas, and its role in energy conservation and energy efficiency, to its current and potential customers. The assets produced in 2020 were used in the Company’s 2021 outreach efforts, thus those expenses were not incurred in 2021.

Respondent: Derrick Craig

Interrogatory 3

3. Please identify what types of items are recorded as “Other” expenses.

Company Response:

The Company’s “Other” expense category includes:

- Expenses related to employee uniforms and
- Memberships and subscriptions

Respondent: Derrick M. Craig

Interrogatory 4

4. Please explain why the expense for Outside Services allocated to the Residential Conservation Survey program, \$42,129, was 254% higher for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$11,900.

Company Response:

The primary driver of the increase in Outside Services expenses for the Residential Conservation Survey program from 2020 to 2021 was \$25,066 in expense to Vertex US Holdings for software changes needed to securely facilitate the transfer of customer data used in the Company's online energy audit tool. Due to the COVID-19 pandemic and with the health and safety of its customers and employees in mind, the Company upgraded its online energy auditing tool, making it easier for customers to perform an online energy audit without having a Company employee perform that service in home.

Respondent: Derrick M. Craig

Interrogatory 5

5. Please explain why the expense for Outside Services allocated to Common Costs, \$67,247, was 86% higher for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$36,088.

Company Response:

The primary drivers of the variance in Outside Services costs allocated to the Common program between 2020 and 2021 are the following:

1. Expenses for the Company's third-party call center company ENCO Utility Services increased by about \$13,800 due to an increase in overflow customer calls related to natural gas service and energy conservation programs/rebates and,
2. Approximately \$12,700 in more expense to Hubspot Inc., for the development of online campaigns to reach current and potential customers.

Respondent: Derrick M. Craig

Interrogatory 6

6. Please provide more information about the \$7,010 expense for Outside Services allocated to the Conservation Demonstration and Development program during the January – December 2021 period.

Company Response:

This expense was for paid to Tactical Energy Services for work completed towards the development of a new Conservation Demonstration and Development program for the Company. Since the Company's previous Conservation Demonstration and Development program ended in 2017, this expenses should have been charged to the Company's Common program.

Respondent: Derrick M. Craig

Interrogatory 7

7. Please explain why the expense for Incentives allocated to the Residential Appliance Replacement program, \$63,827, was 67% lower for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$196,254.

Company Response:

The primary driver of the variance between the Residential Appliance Replacement Program's Incentive expenses for 2021 versus 2020 is a credit of \$131,101 returned to the Company in the month of September for the overpayment of incentives. This credit should have been allocated to the Company's Residential New Construction program, but was incorrectly credited to the Residential Appliance Replacement Program in error.

Respondent: Derrick M. Craig

Interrogatory 8

8. Please explain why the expense for Incentives allocated to the Commercial Large Hospitality program, \$23,480, was 76% lower for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$98,429.

Company Response:

Incentive expenses have a direct correlation with the number of rebates issues for the replacement or retention of appliances. Due to the continuing effects of the COVID-19 pandemic on large commercial hospitality customers (such as hotels and motels), the Company experienced a reduction in the number of incentives claimed by customers for this program. The number of incentive payments issued for this program was 51 in 2020; this number was only 20 in 2021.

Respondent: Derrick M. Craig

Interrogatory 9

9. Please explain why the expense for Incentives allocated to the Commercial Large Cleaning Service program, \$109,160, was 110% higher for the January – December 2021 period compared to the January – December 2020 period, when the recorded expense was \$51,997.

Company Response:

As the expenditures for these incentives have a direct correlation with the number of eligible appliances purchased by targeted customers, the increases in this expense is the result of a larger number of rebates issued. As an illustration of this, the rebates issued for 2020 and 2021 for this program can be seen in the table below:

Year	Dryer Purchases		Number of Rebates
	Electric To Gas	Gas To Gas	
2020	0	22	34
2021	17	37	63

Respondent: Derrick M. Craig

Interrogatory 10

10. On September 14, 2021, the Florida Department of Revenue announced in Tax Information Publication No: 21C01-02 that the state's corporate income tax rate has been reduced to 3.535 percent for tax years beginning on or after January 1, 2021. Would there be any impact on the clause due to the tax reduction? If so, please explain, and identify by Schedule and Line entry where FPUC recognized the changes in State of Florida corporate income taxes that occurred in 2021.

Company Response:

There is no impact on these costs due to the change in the tax rate. The Consolidated Gas Conservation Rate adjustment is composed of three main items that are not affected by the tax rate: the conservation revenues, the related expenses, and any provision incurred by these factors.

Respondent: Derrick Craig

Interrogatory 11

Please refer to Schedule CT-2, Page 2 of 3, of FPUC's May 2, 2022 filing in Docket No. 20220004-GU and also to Schedule CT-6 from the same filing, to answer Interrogatory No. 11.

11. On Schedule CT-2, Page 2 of 3, of FPUC's May 2, 2022 filing in Docket No. 20220004-GU, the expense for Incentives allocated to Program 1 (Full House Residential New Construction) is recorded as \$1,254,599. Using the information from Schedule CT-6, Page 2 of 12, the following table identifies sum of program accomplishments multiplied by the various program allowances identified:

Program Accomplishments		Program Allowances (\$)	Sum (\$)
(A)	(B)	(C)	(D) =
Number of Paid Incentives	Description		(A) * (C)
732	Tank Water Heater	350	256,200
1	High Efficiency Tank Water Heater	400	400
1,088	Tankless Water Heater	550	598,400
5	Furnace	500	2,500
1,429	Range	150	214,350
1,012	Dryer	100	101,200
4,267			1,173,050

Please explain the discrepancy in the expense for Incentives allocated to Program 1 (Full House Residential New Construction) shown on Schedule CT-2, \$1,254,599, and the sum of program accomplishments multiplied by the various program allowances identified on Schedule CT-6, which is \$1,173,050.

Company Response:

As noted in the Company's response to question 7 above, the Company received a credit of \$131,101 in the month of September for an overpayment of incentives. This credit should have been allocated to the Company's Residential New Construction program, but was incorrectly credited to the Residential Appliance Replacement Program in error thus inflating the reported Incentive expenses for the Residential New Construction program to \$1,254,599. The revised Incentive expenses for the Company Residential New Construction Program are \$1,123,498.

Respondent: Derrick M. Craig

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FPUC's Response to Staff's
Second Set of Interrogatories,
Nos. 12-14

Interrogatory 12 (a&b)

INTERROGATORY RESPONSES

12. Please refer to Schedule CT-2, Page 2 of 3, in Exhibit DMC-1, from FPUC's May 2, 2022 filing in Docket No. 20220004-GU, in which the Company recorded \$325,949 in Advertising expenses. Please answer the following:

A. Explain how conservation programs are being advertised to customers.

Company Response:

Conservation programs are being advertised utilizing different media platforms available to reach its customers and potentially new customers. The Company advertises its Energy Conservation programs using traditional media such as radio, billboards and outdoor banners, bill inserts and print ads with various publications. The Company also promotes its Energy Conservation programs on its website, in email communications to customers and through other digital and online advertising opportunities.

Respondent: Derrick M. Craig

B. Explain how costs for advertising are appropriate/essential for conservation programs.

Company Response:

The Company believes that advertising is essential to be able to reach and educate our existing and potentially new customers regarding the energy conservation benefits of natural gas. As addressed in Interrogatory 13, these costs are necessary to increase customers' awareness and understanding of the availability of the Company's energy conservation programs.

Respondent: Derrick M. Craig

Interrogatory 13(a&b)

13. Please refer to Schedule CT-2, Page 2 of 3, in Exhibit DMC-1, from FPUC's May 2, 2022 filing in Docket No. 20220004-GU, in which the Company recorded \$90,590 in Advertising expenses for the Residential Appliance Replacement program. Please answer the following:

- A. Explain, consistent with Rule 25-17.015(5)(a), Florida Administrative Code, the specific problem being addressed with the advertisement materials for this program.

Company Response:

The Company's advertisement materials for its Residential Appliance Replacement program address problems regarding both the high cost of energy and energy efficient appliances.

Respondent: Derrick M. Craig

- B. Explain, consistent with Rule 25-17.015(5)(b), Florida Administrative Code, how the specific problem referenced in the sub-part (A) response above, is being corrected with the advertisement materials for this program.

Company Response:

The Company's energy conservation advertisements serve both to inform customers and increase awareness about its energy conservation programs and the associated incentives that reduce the cost of energy efficient appliances.

Respondent: Derrick M. Craig

Interrogatory 13(c)

C. Explain, consistent with Rule 25-17.015(5)(c), Florida Administrative Code, how direction is being provided to obtain help to alleviate the specific problem referenced in the sub-part (A) response above, with the advertisement materials for this program.

Company Response:

On all of its Energy Conservation advertising, the Company provided the customer with contact information, whether through a phone number, website address or mobile QR code.

Respondent: Derrick M. Craig

Interrogatory 14(a&b)

14. Please refer to Schedule CT-2, Page 2 of 3, in Exhibit DMC-1, from FPUC's May 2, 2022 filing in Docket No. 20220004-GU, in which the Company recorded \$467,240 in expenses for Common Costs. Please answer the following:

- A. Provide a description of the "Common" costs charged to the Payroll & Benefits expense category. Explain how the \$324,744 amount was calculated.

Company Response:

These expenses include the payroll and benefits for the conservation employees as well as the allocated costs of payroll/benefits for other non-conservation Company employees who performed activities related to energy conservation activities during the year. Most of the allocated expenses were distributed using a pre-determined allocation matrix, based on the department responsible for that expense.

Respondent: Derrick M. Craig

- B. Provide a description of the "Common" costs charged to the Advertising expense category. Explain how the \$23,136 amount was calculated.

Company Response:

These "Common" costs are the result of direct payments to third party companies for the energy conservation advertisements inside of corporate calendars (equivalent to daytimers) as well as the creation and management of corporate webpage banners, advertising "eblasts," automatic advertising phone calls, and bill inserts.

Respondent: Derrick M. Craig

Interrogatory 14(c&d)

- C. Provide a description of the “Common” costs charged to the Outside Services expense category. Explain how the \$67,247 amount was calculated.

Company Response:

\$57,358 of the \$67,247 was due to payments made to a third-party call center (ENCO Utility Services) for overflow customer service calls and to Hubspot, Inc., for improvements made to a software package’s customer reach. These dollar amounts are the direct result of the actual invoices submitted by these vendors.

Respondent: Derrick M. Craig

- D. Provide a description of the “Common” costs charged to the Other expense category. Explain how the \$14,843 amount was calculated.

Company Response:

The costs recorded in Other expenses of the Common cost category include expenses for memberships/subscriptions and uniforms. Most of these expenses are allocated using a pre-determined allocation matrix, based on the department responsible for that expense.

Respondent: Derrick M. Craig

17

FPUC's Response to Staff's
Third Set of Interrogatories,
Nos. 15-16

Interrogatory 15INTERROGATORY RESPONSES

15. Please refer to the Direct Testimony of Witness Derrick M. Craig, filed August 5, 2022, Exhibit DMC-2, Schedule C-3, Page 3 of 5, and Schedule C-2, Page 2 of 2. Exhibit DMC-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that FPUC projects that the Commercial Small Food Service Program will incur costs of \$399,210 in 2022. Exhibit DMC-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], reflects that the same program has estimated costs of \$526,000 in 2023. Please explain why the 2023 projected costs are 31.8 percent more than the 2022 actual and estimated expenses.

Company Response:

As can be seen in Schedule C-3, Page 3 of 5, the forecasted expenses for the last six months of 2022 are expected to be approximately \$45,042 monthly. The Company anticipates the increased encouragement towards purchases of tankless water heaters and energy efficient fryers during the second half of the year and throughout 2023. As a result, the forecasted spending for 2023 will be approximately \$526,000.

Respondent: Derrick M. Craig

Interrogatory 16

16. Please refer to FPUC's Witness Derrick Craig's Direct Testimony, filed August 5, 2022 in Docket No. 20220004-GU, Exhibit DMC-2, Schedule C-1, Page 1 of 3 [2023 Projection Schedule], as well as to FPUC's Witness Kira Lake's Direct Testimony, filed August 6, 2021 in Docket No. 20210004-GU, Exhibit KIL-1, Schedule C-1, Page 1 of 3 [2022 Projection Schedule]. Schedule C-1, Page 1 of 3 from the 2023 Projection Schedule indicates that FPUC projects sales of 50,675,785 therms for 2023 associated with Chesapeake. Schedule C-1, Page 1 of 3 from the 2022 Projection Schedule indicates the Company projected sales of 60,514,548 therms associated for 2022 associated with Chesapeake. Please explain the source(s) and cause(s) of FPUC's lower therm sales projection for 2023 compared to its projection for 2022.

Company Response:

The 9.8 million therm reduction between the 2022 and 2023 projections is the result of several customers whose forecasted natural gas usage was dramatically reduced after the 2022 projection was submitted in August of 2021. The largest effect was from the reduction in the forecasted usage from a new industrial customer in 2022 that has taken more time to ramp up production than was initially anticipated. Another contributing factor to the decline in usage was the unforeseen reduction in consumption from an existing industrial customer that had shut down unexpectedly during the summer of 2021. Both of these events resulted in an approximate seven million therm reduction in the forecast.

The majority of the remaining volume forecast reduction is due to declining usage in the CFG – Firm Transportation Service – NGV customer class. FPUC's main customer in this rate class has seen significant and steady declining usage over the past three years. In addition to this declining

Interrogatory 16, cont.

usage, the customer lost their largest account in 2021, taking place after the 2022 forecast had already been submitted. As a result, the 2023 forecasted volumes for this customer were calculated using a new annualized amount based upon the volumes observed during the time frame of September 2021 through December 2021, resulting in the 2023 forecast dropping by approximately 1.6 million therms.

Respondent: Derrick M. Craig

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20220004-GU EXHIBIT: 18
PARTY: Staff Exhibit 18
DESCRIPTION: PGS's Response to Staff's First Set of Interrogatories, Nos. 1-8 Bates Nos.: 000045-000054

18

PGS's Response to Staff's First Set of Interrogatories, Nos. 1-8

Please refer to Schedule CT-2, Page 2 of 4, of PGS's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of PGS's May 3, 2021 filing in Docket No. 20210004-GU to answer the following questions.

1. Please explain why the expense for Incentives allocated to the Residential New Construction program, \$8,961,275, was about 13% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$7,878,350.
- A. The Incentives cost category is comprised entirely of rebates paid out in each program.

The following differences between 2020 and 2021 led to increased Incentives in this program:

- a. Total participation in this program increased by 4.7 percent in 2021. The strong residential housing market in Florida continues to provide rebate opportunities for this program.
- b. The rebate amounts per appliance type in this program increased for installations on or after August 1, 2021, when Peoples implemented its 2019-2028 DSM Plan.
- c. Rebates paid for tankless water heaters increased 14 percent. Since tankless water heaters receive one of the highest rebate amounts in this program, changes in their rebate numbers have a relatively large effect on total incentives paid.

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 2
BATES PAGE: 2
FILED: JUNE 30, 2022**

- 2.** Please explain why the expense for Incentives allocated to the Residential Retention program, \$3,998,694, was about 25% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$5,015,445.
- A.** Incentives were lower in the Residential Retention program in 2021 due primarily to a 22 percent decrease in total participation. Peoples paid 22 percent fewer rebates for tank water heaters in 2021 and 30 percent fewer rebates for furnaces.

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 3
BATES PAGE: 3
FILED: JUNE 30, 2022**

- 3.** Please explain why the expense for Incentives allocated to the Residential Retrofit program, \$659,848, was about 23% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$812,096.
- A.** Incentives were lower in the Residential Retrofit program in 2021 due primarily to a 17 percent decrease in participation in the program. Rebates paid for tankless water heaters decreased by 25 percent.

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 4
BATES PAGE: 4
FILED: JUNE 30, 2022**

4. Please identify what types of items are recorded as "Other" expenses.
 - A. The types of items recorded as "Other" expenses in 2021 were industry dues, professional dues and fees, and printing.

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 5
BATES PAGE: 5
FILED: JUNE 30, 2022**

- 5.** Please describe the expense of \$125,000 for Outside Services allocated to the Residential Customer Assisted Audit program for the January-December 2021 period.
 - A.** \$125,000 is the annual fee Peoples pays to a contractor to host the online audit. The contractor also provides monthly reports on activity and implements changes to the audit when requested by Peoples. The fee is the same regardless of participation in the audit.

6. Please detail the efforts made in the January-December 2021 period by the Company to develop the Commercial Walkthrough Audit program.
- A. Peoples first issued an RFP for the Commercial Walkthrough Audit in 2020. The response indicated that there was a preference to delay launching the audit until public health concerns related to the COVID-19 Pandemic had eased.

In June 2021, Peoples restarted the process, with a goal to launch the audit in late 2021. Peoples reviewed its original RFP and made updates, including a change to limit the participating area to the Tampa Bay region. In July 2021, Peoples distributed a revised RFP to the same list of respondents as the 2020 RFP, with a due date for responses in August 2021. Peoples received some communications from the respondents but ultimately, none submitted a proposal to provide the audit.

In December 2021, Peoples began a nationwide search to increase the distribution list for an RFP to be issued in 2022. Peoples held a pre-bid meeting with prospective respondents in May 2022. Later that month, the RFP was issued to nine contractors, and Peoples received four proposals to provide the audit. Peoples is currently developing a shortlist and plans to secure a contractor later this summer. An update on the status of Commercial Walkthrough Audit will be provided in Peoples' upcoming NGCCR Projection Filing.

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 7
BATES PAGE: 7
FILED: JUNE 30, 2022**

7. On September 14, 2021, the Florida Department of Revenue announced in Tax Information Publication No: 21C01-02 that the state's corporate income tax rate has been reduced to 3.535 percent for tax years beginning on or after January 1, 2021. Would there be any impact on the clause due to the tax reduction? If so, please explain, and identify by Schedule and Line entry where People's Gas recognized the changes in State of Florida corporate income taxes that occurred in 2021.
 - A. There was no impact to the PGS Conservation Clause as a result of the change in state income tax rate. The corporate income tax rate is used in the Company's calculation of the Net Operating Income Multiplier (expansion factor), which is a component of the Weighted Average Cost of Capital Return On Investment Equity rate in clauses that have assets. The PGS Conservation Clause does not have assets currently, so the change in state income tax rate did not impact the revenue requirement for this clause.

20220004-GU Staff Hearing Exhibits 000053

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 8
BATES PAGES: 8 - 9
FILED: JUNE 30, 2022**

Please refer to Schedule CT-2, Page 2 of 4, of PGS's May 2, 2022 filing in Docket No. 20220004-GU and also to Schedule CT-6, Page 2 of 12, from the same filing, to answer Interrogatory No. 8.

- 8.** On Schedule CT-2, Page 2 of 4, of PGS's May 2, 2022 filing in Docket No. 20220004-GU, the expense for Incentives allocated to Program 2 (Residential New Construction) is recorded as \$8,961,275. Using the information from Schedule CT-6, Page 2 of 12, the following table identifies sum of program accomplishments multiplied by the various program allowances identified:

Program Accomplishments		Program Allowances (\$)	Sum (\$)
(A)	(B)	(C)	(D) = (A) * (C)
Number of Paid Incentives	Description		
Current Rebate Amounts			
1586	Cooktop/Range	300	475,800
1490	Dryer	200	298,000
1	Heating	725	725
0	Energy Star Water Heater	650	0
309	Tank Water Heater	550	169,950
1390	Tankless Water Heater	700	973,000
January – July, 2021 Rebate Amounts			
8790	Cooktop/Range	100	879,000
8423	Dryer	100	842,300
430	Heating	500	215,000
13	Energy Star Water Heater	400	5,200
2157	Tank Water Heater	350	754,950
7122	Tankless Water Heater	550	3,917,100
31711			8,531,025

Please explain the discrepancy in the expense for Incentives allocated to Program 2 (Residential New Construction) shown on Schedule CT-2, \$8,961,275, and the sum of program accomplishments multiplied by the various program allowances identified on Schedule CT-6, which is \$8,531,025.

20220004-GU Staff Hearing Exhibits 000054

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 8
BATES PAGES: 8 - 9
FILED: JUNE 30, 2022**

- A.** Please see the corrected table below. The difference was the result of a combination of human and system errors.

The errors were:

- a. There was a typographical error on the original table whereby the amount of the Program Allowance for January-July 2021 Cooktop/Range should have been \$150, not \$100.
- b. There was a software error identified in that a portion of the tank water heater rebates were paid at \$500 rather than at \$550. The error has been corrected and \$50 checks have been issued to the affected builders.
- c. Two of each from cooktop/ranges, dryers and tankless water heaters were mistakenly listed under current rebate amounts, when they should have been listed under January-July 2021 rebate amounts.

Program Accomplishments		Program Allowances (\$)	Sum (\$)
(A)	(B)	(C)	(D) = (A) * (C)
Number of Paid Incentives	Description		
Current Rebate Amounts			
1,584	Cooktop/Range	300	475,200
1,488	Dryer	200	297,600
1	Heating	725	725
0	Energy Star Water Heater	650	0
140	Tank Water Heater	550	77,000
169	Tank Water Heater	500	84,500
1,388	Tankless Water Heater	700	971,600
January – July, 2021 Rebate Amounts			
8,792	Cooktop/Range	150	1,318,800
8,425	Dryer	100	842,500
430	Heating	500	215,000
13	Energy Star Water Heater	400	5,200
2,157	Tank Water Heater	350	754,950
<u>7,124</u>	Tankless Water Heater	550	3,918,200
31,711			8,961,275

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20220004-GU EXHIBIT: 19
PARTY: Staff Exhibit 19
DESCRIPTION: PGS's Response to Staff's Second Set of Interrogatories No. 9 Bates Nos.: 000055-000058

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PGS's Response to Staff's
Second Set of Interrogatories
No. 9

20220004-GU Staff Hearing Exhibits 000056

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S SECOND SET OF
INTERROGATORIES
INTERROGATORY NO. 9
BATES PAGE(S): 1 - 3
FILED: AUGUST 25, 2022**

9. Please refer to Schedule CT-2, Page 2 of 3, in Exhibit KLB-1, from People's May 2, 2022 filing in Docket No. 20220004-GU. Please answer the following:
- A. Explain how conservation programs are being advertised to customers.
 - B. Explain how costs for advertising are appropriate/essential for conservation programs.
 - C. Rule 25-17.015(5), Florida Administrative Code, states, in part, that "Advertising expense recovered through energy conservation cost recovery shall be directly related to an approved conservation program . . ." Please identify each approved conservation program that the expense for \$1,008,075 relates to.
 - D. Explain, consistent with Rule 25-17.015(5)(a), Florida Administrative Code, the specific problem being addressed by the advertising campaign(s) that are included in the advertising expense of \$1,008,075.
 - E. Explain, consistent with Rule 25-17.015(5)(b), Florida Administrative Code, how the specific problem referenced in the sub-part (D) response above, is being corrected by the advertising campaign(s) that are included in the advertising expense of \$1,008,075.
 - F. Explain, consistent with Rule 25-17.015(5)(c), Florida Administrative Code, how direction is being provided to obtain help to alleviate the specific problem referenced in the sub-part (D) response above, by the advertising campaign(s) that are included in the advertising expense of \$1,008,075.
 - G. Provide a description of the "Common" costs charged to the Payroll & Benefits expense category. Explain how the \$583,017 amount was calculated.
- A. A. Peoples develops advertising plans that incorporate a diverse mix of media to reach the broadest audience across our service territory. In 2021, the company advertised consistently in major markets (Tampa/St. Petersburg, Orlando, Jacksonville, and South Florida) using digital, radio, television, and print advertising to promote awareness about Commission-approved programs and to educate consumers and business decision-makers on how to access them. Due to the size of the company's service area, one of the

20220004-GU Staff Hearing Exhibits 000057

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S SECOND SET OF
INTERROGATORIES
INTERROGATORY NO. 9
BATES PAGE(S): 1 - 3
FILED: AUGUST 25, 2022**

marketing strategies Peoples leverages is the market presence, reach, and brand affinity seasonal college and professional sports achieve. The company promotes programs for home heating seasonally, and other programs like water heating and cooking rebates year-round.

- B. Peoples' advertising is designed to ensure it is effectively reaching customers and connecting them to energy conservation resources, including our rebates and online audit. Without advertising, few Peoples customers would be aware of the company's DSM programs or the energy saving tools available to them.

Peoples has a large statewide service territory, and we consistently advertise in seven Florida media markets that vary in size and cost (Panama City, Tampa Bay, Southwest Florida, South Florida, The Villages (Ocala), Orlando/Daytona, and Jacksonville).

The decision to install an appliance or energy efficient equipment can be made at any time and is not limited to season or geography. Therefore, Peoples advertises its programs year-round to ensure consumers and commercial business managers are aware of available rebates.

Peoples pinpoints media to reach audiences in the right place and time, including ads served to people who are near or recently visited home improvement stores, are within our service areas, or that follow certain teams, hobbies, or media channels. Peoples employs digital-only advertising to promote the online energy audit, which has over 7,000 hits in 2022, exceeding Peoples' annual goal.

Peoples budgets, measures, and adjusts its media investments using metrics, including reach (how many people can we reach) and frequency (how many times we can reach them). For example, last Fall, Peoples began allocating more of its advertising budget to social media after monitoring showed that it had a significantly higher click rate than banner ads.

- C. Peoples' advertising is directly related to the following Commission-approved programs:
- Residential Customer Assisted (Online) Energy Audit
 - Residential New Construction
 - Residential Retrofit
 - Residential Retention

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S SECOND SET OF
INTERROGATORIES
INTERROGATORY NO. 9
BATES PAGE(S): 1 - 3
FILED: AUGUST 25, 2022**

- Commercial New Construction
 - Commercial Retrofit
 - Commercial Retention
- D. Peoples' energy conservation advertising addresses the following specific problems, in no particular order:
- How to increase energy efficiency.
 - How to save money.
 - How to use natural gas efficiently.
 - How to find more information about Peoples' DSM programs.
- E. Peoples' advertising corrects the problem by directing customers to the company website (PeoplesGas.com/rebates, PeoplesGas.com/bizrebates, and PeoplesGas.com/cooking). Once they've reached the website, customers can take advantage of Peoples' DSM rebates to save money while upgrading to more energy efficient equipment in the home or business. Customers can also participate in Peoples' online audit, which provides recommended behavioral changes, appliance retrofits, and improvements to the home's thermal efficiency.
- F. All Peoples advertising includes a specific call to action of visiting the company website.
- G. Payroll and Benefits is the sum of the salaries and benefits for employees who support Peoples' DSM programs. This includes employees who process and approve rebates and manage clause expenses. All the employees represented in the NGCCR support all of Peoples' DSM programs, thus all Payroll and Benefits are charged to Common Costs.

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PGS's Response to Staff's
Third Set of Interrogatories,
Nos. 10-12

20220004-GU Staff Hearing Exhibits 000060

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S THIRD SET OF
INTERROGATORIES
INTERROGATORY NO. 10
BATES PAGE(S): 1
FILED: OCTOBER 12, 2022**

- 10.** Please refer to the Direct Testimony of Witness Karen Bramley, filed on August 5, 2022, Page 5, Lines 9-22, to answer the following:
- A. Describe the promotional activities that have occurred in 2022 year to date or are planned to occur in the fourth quarter of 2022 in order to launch or promote the Commercial Walkthrough Audit program.
 - B. How many participants are projected to enroll in the Commercial Walkthrough Audit in 2022?
 - C. How many participants are expected to enroll in the Commercial Walkthrough Audit in 2023?
- A.**
- A. Peoples is in contract negotiations with an energy company to perform the Commercial Walkthrough Energy Audit. Promotional activities for the program are planned to begin once a launch date has been set. Peoples plans to promote the audit through its website, social media, email marketing, and print collateral, such as an informational flier to be distributed by Peoples' field personnel.
 - B. As shown on Exhibit KLB-2, Schedule C-5, Page 5, Peoples is projecting 12 customers to participate in the Commercial Walkthrough Audit in 2022.
 - C. As shown on Exhibit KLB-2, Schedule C-5, Page 5, Peoples is projecting 48 customers to participate in the Commercial Walkthrough Audit in 2023.

11. Please refer the Direct Testimony of Witness Karen Bramley, filed on August 5, 2022, Exhibit KLB-2, Schedule C-3, Page 2 of 4, and Schedule C-2, Page 2 of 2, to answer this question. Exhibit KLB-2, Schedule C-3, Page 2 of 4 [2022 Actual/Estimated Schedule], reflects that PGS projects the Commercial New Construction Program will incur costs of \$719,160 in 2022. Exhibit KLB-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], reflects that the same program has estimated costs of \$553,200.

Please explain why the 2023 projected costs are 23 percent lower than the 2022 actual and estimated expenses.

- A. Peoples projected a decrease in participation in the Commercial New Construction Program between 2022 and 2023 because the program is experiencing its highest level of participation historically in 2022. In 2022, over 250 rebates have been paid in the program, compared to the program's historical annual average of 93. Peoples contacted field personnel to inquire about the high level of participation in 2022. Field personnel reported that the supply chain issues that affected the market in 2021 have, for the most part, subsided and Peoples believes delayed demand from 2021 into 2022 is contributing to higher participation levels. Peoples does not anticipate this demand to continue at the current level through the end of 2023. Therefore, to project July-December 2022 and 2023, Peoples used a midpoint monthly participation level between that of 2022 and the 3-year average for the program. Peoples will continue to monitor activity and trends within the Commercial appliance market.

20220004-GU Staff Hearing Exhibits 000062

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S THIRD SET OF
INTERROGATORIES
INTERROGATORY NO. 12
BATES PAGE(S): 3 - 4
FILED: OCTOBER 12, 2022**

12. Please refer to Peoples Gas System's Witness Karen Bramley's Direct Testimony filed August 6, 2021 in Docket No. 20210004-GU (2022 Projection schedule), Exhibit KLB-2, Schedule C-1, Page 1 of 1, and also to Peoples Gas System's Witness Karen Bramley's Direct Testimony filed August 5, 2022 in Docket No. 20220004-GU (2023 Projection schedule), Exhibit KLB-2, Schedule C-1, Page 1 of 1. For the CSLS Rate Schedule, the 2023 Projection schedule indicates that 0 bills and 512,405 therms are forecasted for the year. Referring to the same information in the 2022 Projection schedule, 336 bills and 492,675 therms were forecasted for the year.

- A. Comparing the 2023 and 2022 Projection schedules, please explain the variance of 336 forecasted annual number of bills for CSLS Rate Schedule between the two projection schedules.
- B. Identify which conservation program(s) the Company expects to provide to the customers receiving service under the CSLS Rate Schedule in 2022 and 2023, and provide a breakdown of the projected annual therms for 2022 and 2023 by program.

- A. A. Schedule C-1 reflects the calculation of ECCR charges by rate class. The entry of the number of bills for each rate class in this schedule is used to calculate revenues by multiplying the number of bills by the appropriate customer charge. Customers taking service under the CSLS Rate Schedule do not pay a customer charge. Thus, there is no resulting revenue for this class, no matter the annual number of bills.

The Company elected to enter the actual number of projected bills – 336- in Docket No. 2021004-GU, in the 2022 Projection Schedule, to provide more information. On August 25, 2021, staff issued Interrogatory No. 8A directed to the 2022 Projection Schedule, seeking an explanation of “the variance of 336 forecasted bills for CSLS Rate Schedule, for the January through December, 2022 period.” In light of this request, and in an effort to reduce potential confusion in the current filing, Peoples elected to enter “0” for the number of CSLS bills in its 2023 Projection Schedule.

- B. CSLS consists of Peoples' Commercial Street Lighting Service customers. The Commercial Retrofit Electric Replacement Program, which encourages customers to install energy efficient technologies that are not covered by Peoples' other DSM programs, is available to customers in this rate class. Currently, Peoples does not project any CSLS customers to participate in

**PEOPLES GAS SYSTEM
DOCKET NO. 20220004-GU
STAFF'S THIRD SET OF
INTERROGATORIES
INTERROGATORY NO. 12
BATES PAGE(S): 3 - 4
FILED: OCTOBER 12, 2022**

its DSM programs in 2022 or 2023, therefore no therm savings are projected for these customers.

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Sebring's Response to Staff's
First Set of Interrogatories, Nos.
1-6

INTERROGATORY NO. 1

INTERROGATORIES

Please refer to Schedule CT-2, Page 2 of 3, of Sebring's May 2, 2022 filing in Docket No. 20220004-GU and Schedule CT-2, Page 3 of 3, of Sebring's May 3, 2021 filing in Docket No. 20210004-GU to answer the following questions.

1. Please explain how the Company promotes its conservation programs, and where the costs to do so are recovered?

Company Response: As shown the Schedule CT-2, Page 2 of 3, Sebring Gas System, Inc. (Sebring) did not allocate advertising to the conservation program. Sebring did not formally advertise but does educate our customers of incentives we offer. In our opinion, potential customers do not decide to use natural gas because of incentives, but instead learn of the incentives when they inquire of natural gas. We give information to potential customers and keep a good relationship with the local builders. Additionally, we keep up with new construction in our service area and provide potential customers with written information explaining our conservation incentive program. None of the costs for these services is included in the conservation program. When we do give incentive checks to our customers, we send an appreciation letter and give the incentives for each appliance, encouraging them to convert or add natural gas to their home or place of business.

Respondent: Jerry Melendy

INTERROGATORY NO. 2

2. Please explain why the expense for Outside Services is allocated equally to all conservation programs.

Company Response: The Outside Services are the services provided by companies and firms that give advice, communications, consulting and filing services to Sebring. During the year 2021, the Outside Services were performed by our contract law firm. The firm consulted with us, discussed issues concerning the filing of the conservation filings for the Projections and True-Up. Each of the issues equally affect each category of customers in the conservation program, so the costs were equally distributed between the various categories. There were no issues pertaining one category alone.

Respondent: Jerry Melendy

INTERROGATORY NO. 3

3. Please explain why the expense allocated to Outside Services for the Residential New Home Construction program, \$791, was 89% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$419.

Company Response: There was an increase of \$2,228.95 from 2020 to 2021. All Outside Services were performed by our attorneys at the Gunster Law Firm (Gunster). As indicated in the spreadsheet, there were a few months in the year 2021 in which we received invoices from Gunster and did not receive invoices in the same months of the year 2020. Also, for comparison, there was no increase in the hourly rate by Gunster. The months with increases, or decreases, in activity were as follows:

- May: There was not an unusually large difference in the charges for May. The difference was a decrease of \$112.50 from May 2021 as compared to May 2020.
- June: For June, no invoices were received in the year 2020. In the year 2020 we received an invoice for \$637.50 from Gunster for 1.7 hours for conservation work.
- July: For July, no invoices were received in the year 2020. In the year 2020 we received an invoice for \$637.50 from Gunster for 1.7 hours for conservation work. Although the same number hours were billed for June, some of the time was for audit questions and tariffs in June and correspondence with me and PSC staff in July.
- August: August saw a decrease of .7 hours billed from the year 2020 to year 2021, which was a reduction of \$256.55.
- September: There was no invoices received from Gunster in September 2020, and an invoice for 3.8 hours of conservation work for a cost of \$1,428.60, including phone, postage and imaging/copying.
- October: There was no invoices received from Gunster in October 2020, and an invoice for 2.3 hours of conservation work for a cost of \$869.40, including phone, postage and imaging.
- November: In November 2020, and invoice for \$975.00 was received from Gunster, but no invoices were received in November of 2021, creating a decrease in the conservation Outside Services for the month as compared to the previous year.

Respondent: Jerry Melendy

INTERROGATORY NO. 4

4. Please explain why the expense allocated to Incentives for the Residential New Home Construction program, \$2,150, was 71% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$7,450.

Company Response: The incentives for Residential New Home Construction for the years 2021 and 2020 were as follows:

For the year 2021: \$2,150.00
For the year 2020: \$7,450.00

Sebring had the opportunity to provide tankless water heaters to Habitat for Humanity for many years. We are grateful when Habitat is able to build homes. In the year 2020 habitat built eight homes and we supplied water heaters for them. The incentives for Habitat were \$4,400, which was 74% of the incentives paid in the 2020. In addition, there were 13 incentives for the New Home Construction and compared to 6 in the year 2021.

Respondent: Jerry Melendy

INTERROGATORY NO. 5

5. Please explain why the expense allocated to Incentives for the Commercial New Construction program, \$4,000, was 60% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$10,000.

Company Response: Sebring gave incentives to one Commercial New Construction in each of the years 2020 and 2021. However, the incentive for the year 2020 was given to a new assisted living facility. For this facility we gave an incentive of \$10,000.00 for the installation of 11 tankless water heaters. For the year 2021 we gave an incentive of \$4,000.00 for a new brewery.

Respondent: Jerry Melendy

INTERROGATORY NO. 6

6. On September 14, 2021, the Florida Department of Revenue announced in Tax Information Publication No: 21C01-02 that the state's corporate income tax rate has been reduced to 3.535 percent for tax years beginning on or after January 1, 2021. Would there be an impact on the clause due to the tax reduction? If so, please explain, and identify by Schedule and Line entry where Sebring recognized the changes in State of Florida corporate income taxes that occurred in 2021.

Company Response: Sebring does not believe there would be an impact, because the revenue requirement is not grossed up for state income taxes.

Respondent: Jerry Melendy

FLORIDA PUBLIC SERVICE COMMISSION

DOCKET: 20220004-GU EXHIBIT: 22

PARTY: Staff Exhibit 22

DESCRIPTION: Sebring's Response to Staff's Second Set of Interrogatories, No. 7 Bates Nos.: 000071-000072

22

Sebring's Response to Staff's
Second Set of Interrogatories,
No. 7

INTERROGATORY NO. 7 (A&B)INTERROGATORIES

Please refer to Schedule CT-2, Page 2 of 3, in Exhibit JHM-1, from Sebring's May 2, 2022 filing in Docket No. 20220004-GU, reflecting that no expense was allocated to Advertising. Please answer the following:

- A. Explain how customers are informed or made aware of the Company's conservation programs.

Company Response:

New or potential Sebring customers are made aware of the available conservation rebates in several ways. A few of these ways are:

- When the customer comes into our office or calls Sebring, inquiring about natural gas, they are given either written or verbal information about the rebates and how the program works.
- When Sebring sends the customer a rebate check, it is accompanied by a "thank you" letter, which also reminds them of the rebates that are available.
- When our personnel go to a customer's location to give a quote for work or to gather data to perform a feasibility study, we provide the customer with conservation rebate information.
- When Sebring is extending its mains in a neighborhood, our technicians will drop conservation rebate information off to residents along the route of the new main.

- B. As recently as 2008, the Company recorded costs for advertising expenses for the conservation programs. Please discuss the rationale for no longer recording costs for advertising expenses for its conservation programs from 2016 through the current period.

Company Response:

In the True-Up Filing for Docket 20190004-GU, Sebring reported the amount of \$151.00 in Advertising Expenses. This was the amount allocated to expenses for the labor of Sebring's technicians to distribute flyers detailing Sebring's conservation programs to potential customers in the area of its mains being installed. The subject of this practice was touched on in the last bullet point in the Sebring's reply to question 7A above.

The allocation of the expense was limited to the conservation category: Residential Appliance Replacement. The allocation to only one category was due to no new homes, homes presently using natural gas or potential commercial customers located in the area.

Sebring continues to make potential and present customers aware of our conservation programs but does no longer records expenses in our conservation filings. .

Respondent: Jerry Melendy

FLORIDA PUBLIC SERVICE COMMISSION

DOCKET: 20220004-GU EXHIBIT: 23

PARTY: Staff Exhibit 23

DESCRIPTION: Sebring's Response to Staff's Third Set of Interrogatories, No. 8 Bates Nos.: 000073-000076

23

Sebring's Response to Staff's
Third Set of Interrogatories,
No. 8

INTERROGATORY NO. 8 (A&B)INTERROGATORIES

8. Please refer to the Direct Testimony of Witness Jerry H. Melendy, filed on August 5, 2022, Exhibit JHM-2, Schedule C-3, Page 3 of 5, and Schedule C-2, Page 2 of 2, to answer these questions:

- A. Exhibit JHM-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that Sebring projects that the Commercial New Construction Program will incur costs of \$4,779 in 2022. In Exhibit JHM-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], the same program has estimated costs of \$2,740. Please explain why the 2023 projected costs are 42.7 percent lower than the 2022 actual and estimated expenses.
- B. Exhibit JHM-2, Schedule C-3, Page 3 of 5 [2022 Actual/Estimated Schedule], reflects that Sebring projects that the Commercial Retention Program will incur costs of \$7,743 in 2022. In JHM-2, Schedule C-2, Page 2 of 2 [2023 Projection Schedule], the same program has estimated costs of \$4,240. Please explain why the 2023 projected costs are 45.2 percent lower than the 2022 actual and estimated expenses.

COMPANY RESPONSE:

A. The projections of the conservation revenues and expenses for a particular year are calculated using the actual numbers for a portion of the previous year and the estimated for the remainder of that year. In this filing, the actual expenses figures were for the first six months of January through June, and the estimated expenses figures were for remaining six months of the year. I had estimated paying \$2,000 in conservation incentives to an anticipated project in the

estimated portion of the year. The project did not come to fruition, so no incentives were paid. If the incentive of \$2,000 had not been booked into the conservation schedules, the results would have been an actual/estimated Commercial New Construction Program for 2022 of \$2,779. In comparing the \$2,779 figure with the projected expenses for Commercial New Construction Program expenses for 2023 (\$2,740), there is reduction of \$39 or 1.4% in the projected expenses for 2023.

B. Projecting expenses for the commercial portion of the conservation programs is challenging due to the anticipated incentives to be paid. An incentive for a commercial customer is historically higher than those for residential customers. In some cases, one incentive paid to a commercial customer will most likely be much higher than several residential customer incentive payments, due in part that the commercial conservation incentive programs include the payment of incentives for labor for commercial accounts.

The conservation amounts for the Commercial Retention Program for previous years were as follows:

Year

2019 \$4,375

2020 \$4,853

2021 \$4,860

2022 \$5,900 through September.

The projections for the year 2023 were more in line with the prior three years.

The actual conservation expenses for the Commercial Retention Program through September 2022 were \$5,083, which is 66% of the projected amount of \$7,743, with 75% of the year passed. The

actual expenses for the Commercial Retention program for this year, 2022, may be short of the projections but should be close to the projections for 2023.

Respondent: Jerry Melendy

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20220004-GU EXHIBIT: 24
PARTY: Staff Exhibit 24
DESCRIPTION: SJNG's Response to Staff's First Set of Interrogatories, Nos. 1-6 Bates Nos.: 000077-000078

24

SJNG's Response to Staff's
First Set of Interrogatories, Nos.
1-6

1. **Please explain why all conservation program expenses are recorded as an expense for Incentives.**

SJNG pays customers rebates on appliances which are called Incentives. That is the only expense SJNG incurs.

2. **Please explain why the expense for Incentives allocated to the Residential New Construction program, \$92,250, was 34” higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$68,950.**

The Gulf and Bay County areas have seen a significant increase in new construction since 2018.

3. **Please explain why the expense for Incentives allocated to the Residential Appliance Replacement program, \$26850, was 22% higher for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$21,975.**

Same answer as question #2.

4. **Please explain why the expense for Incentives allocated to the Residential Appliance Retention program, \$60,350, was 27% lower for the January – December 2021 period, compared to the January – December 2020 period, when the recorded expense was \$82,200.**

The retention program in 2020 was still experiencing a significant increase in replacement from Hurricane Michael.

5. **In 2021 the Company recorded \$16,500 in Incentives for its Commercial Large Food Service Commercial Rebate program, and \$0 for this program in 2022. What current efforts are being made by the Company to attract or encourage commercial customers to participate in conservation programs?**

The company spent \$16,500 in incentives in 2020 and it was for two large customers. There were no incentives paid in 2021. The efforts to encourage commercial customers to participate in conservation programs include meeting with all potential customers before construction to encourage gas use for their business. Not many large commercial customers with gas needs come to our area so we talk to them in person when we find out that someone is coming to our area.

6. **On September 14, 2021, the Florida Department of Revenue announced in Tax Information Publication No: 21C01-02 that the state's corporate income tax rate has been reduced to 3.535 percent for tax years beginning on or after January 1, 2021. Would there be an impact on the clause due to the tax reduction? If so, please explain, and identify by Schedule and Line entry where St. Joe recognized the changes in State of Florida corporate income taxes that occurred in 2021.**

No impact. We were not aware of any tax changes in 2021.

With respects,

Andy Shoaf

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SJNG's Response to Staff's
Second Set of Interrogatories,
No. 7

Q 7. Please refer to Schedule CT-2, Page 2 of 3, in Exhibit DKS-1, from Saint Joe's May 2, 2022 filing in Docket No. 20220004-GU, reflecting that no expense was allocated to Advertising. Please answer the following:

A. Explain how customers are informed or made aware of the Company's conservation programs.

Response: Customers are either repeat customers or hear about the conservation program from friends or neighbors. We also inform any new or potential customers of the program.

B. Please discuss the rationale for not recording costs for advertising expenses to promote or inform customers about its conservation programs.

Response: We have had the highest conservation factor of any company in the state over the last few years. The conservation factor that we must charge to cover the program is one of the highest line items on the gas bill costing more than both the delivery charge and the fuel charge. We like the program but we do not need to spend any money on it because of its own success. We have had higher rates of construction in our area the last few years with hurricane rebuilding and hope that our program will slow down some in the coming years to lower our conservation factor to a more reasonable number.

FLORIDA PUBLIC SERVICE COMMISSION

DOCKET: 20220004-GU EXHIBIT: 26

PARTY: Staff Exhibit 26

DESCRIPTION: SJNG's Response to Staff's Third Set of Interrogatories, No. 8 Bates Nos.: 000081-000082

26

SJNG's Response to Staff's
Third Set of Interrogatories,
No. 8

St. Joe Natural Gas

Docket No: 20220004

Staff's Third Set of Interrogatories

Interrogatory No:8

Q 8.0

Please refer to the Direct Testimony of Witness Debbie K. Stitt, Exhibit DKS-2, filed on August 5, 2022, Schedule C03, Page 3 of 5, and Schedule C-2, Page 2 of 2, to answer this question.

Exhibit DKS-2, Schedule C-3, Page 3 of 5 (2022

Actual/Estimated Schedule), reflects that SJNG projects that the Residential New Construction Program will incur costs of \$80,950 in 2022. Exhibit DKS-2, Schedule C-2, Page 2 of 2 (2023 Projection Schedule), reflects that the same program has estimated costs of \$103,450. Please explain why the 2023 projected costs are 27.8 percent higher than the 2022 actual and estimated expenses.

Response:

SJNG is experiencing a boom in new construction so therefore projection for the new year will be higher.