



BEFORE THE  
FLORIDA PUBLIC SERVICE COMMISSION  
DOCKET NO. 960002-EG  
DETERMINATION OF CONSERVATION COST RECOVERY FACTOR

ORIGINAL  
FILE COPY

Direct Testimony of  
MICHAEL A. PEACOCK  
On Behalf of  
FLORIDA PUBLIC UTILITIES COMPANY

- 1 Q. Please state your name and business address.
- 2 A. Michael A. Peacock: my business address is P. O. Box 610,  
3 Marianna, Florida 32446.
- 4 Q. By whom are you employed and in what capacity?
- 5 A. I am employed by Florida Public Utilities Company as Manager of  
6 Customer Relations.
- 7 Q. What is the purpose of your testimony at this time?
- 8 A. To advise the Commission as to the Conservation Cost Recovery  
9 Clause Calculation for the period April, 1996 through March,  
10 1997.
- 11 Q. What respectively are the total projected costs for the period  
12 April, 1996 through March, 1997 in the Marianna Division and  
13 the Fernandina Beach Division?
- 14 A. For the Marianna Division, the total projected Conservation  
15 Program Costs are \$21,800. For the Fernandina Beach Division,  
16 the total projected Conservation Program Costs are \$15,300.  
17 For each Division, please see its respective Schedule C-2, page  
18 2, for the programmatic and functional breakdown of these total  
19 costs.
- 20 Q. For each division, what is the true-up amount to be applied to  
21 determine the projected net total costs for the period October,

DOCUMENT NUMBER-DATE

00737 JAN 22 88

FPSC-RECORDS/REPORTING

1 1995 through September, 1996.

2 A. As reflected in the respective "C" Schedules, the true-up  
3 amount for the Marianna Division is \$27,905. In the Fernandina  
4 Beach Division the true-up is \$12,927. These amounts are based  
5 upon two months actual and ten months estimated data.

6 Q. For each division, what are the resulting net total projected  
7 conservation costs to be recovered during this period?

8 A. For the Marianna Division the net total costs to be recovered  
9 are \$49,705. For the Fernandina Beach Division the net total  
10 costs to be recovered are \$28,227.

11 Q. For each division, what is the Conservation Adjustment Factor  
12 necessary to recover these projected net total costs?

13 A. For the Marianna Division, the Conservation Adjustment Factor  
14 is \$.00019 per KWH. For the Fernandina Beach Division, the  
15 factor is \$.00009 per KWH.

16 Q. Are there any exhibits that you wish to sponsor in this  
17 proceeding?

18 A. Yes. I wish to sponsor as exhibits for each division Schedules  
19 C-1, C-2, C-3, C-4, and C-5 (Composite Prehearing  
20 Identification Number MAP-1), which have been filed with this  
21 testimony.

22 Q. Does this conclude your testimony?

23 A. Yes

24 Disk 19 (peactest.196)

ENERGY CONSERVATION ADJUSTMENT  
SUMMARY OF COST RECOVERY CLAUSE CALCULATION

FOR MONTHS APRIL 1996 THROUGH MARCH 1997

1.	TOTAL INCREMENTAL COSTS (SCHEDULE C-2,PAGE 1, LINE 33)	21,800
2.	TRUE-UP (SCHEDULE C-3,PAGE 4,LINE 11)	27,905
3.	TOTAL (LINE 1 AND LINE 2)	49,705
4.	RETAIL KWH/THERM SALES	262,061,000
5.	COST PER KWH/THERM	0.00018967
6.	REVENUE TAX MULTIPLIER	1.00083
7.	ADJUSTMENT FACTOR ADJUSTED FOR TAXES (LINE 5 X LINE 6)	0.00018983
8.	CONSERVATION ADJUSTMENT FACTOR- (ROUNDED TO THE NEAREST .001 CENTS PER KWH/THERM)	0.00019 *****

ESTIMATED CONSERVATION PROGRAM COSTS

FOR MONTHS OCTOBER 1996 THROUGH MARCH 1997

A.	ESTIMATED EXPENSE BY PROGRAM	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	TOTAL
1.	Audits	1,000	1,000	1,000	1,000	1,000	1,000	6,000
2.	Fix Up	200	100	100	100	100	200	800
3.	Street Lighting	0	0	0	0	0	0	0
4.	Water Heater Conversion	400	300	300	300	300	400	2,000
5.	Elimination of Strip Heating	200	100	100	100	100	200	800
6.	Public Awareness	0	0	0	0	0	0	0
7.	Comm. & Indust. Audits	200	300	300	300	300	100	1,500
8.	Efficient Home Credits	0	0	0	0	0	0	0
9.	Common Expenses	1,800	1,800	1,800	1,800	1,800	1,700	10,700
10.								
11.								
12.								
13.								
14.								
15.								
16.								
17.								
18.								
19.								
31.	TOTAL ALL PROGRAMS	3,800	3,600	3,600	3,600	3,600	3,600	21,800
32.	LESS AMOUNT INCLUDED IN RATE BASE							
33.	RECOVERABLE CONSERVATION EXPENSES	3,800	3,600	3,600	3,600	3,600	3,600	21,800

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES COMPANY  
(MAP-1)  
PAGE 2 OF 34

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL	GENERAL & ADMIN.	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. Audits	0	0	0	5,500	0	300	200	0	0	0	0	6,000	0	6,000
2. Fix Up	0	0	0	300	0	300	200	0	0	0	0	800	0	800
3. Street Lighting	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4. Water Heater Conversion	0	0	0	1,500	0	200	300	0	0	0	0	2,000	0	2,000
5. Elimination of Strip Heating	0	0	0	300	0	200	300	0	0	0	0	800	0	800
6. Public Awareness	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7. Comm. & Indust. Audits	0	0	0	200	0	1,000	300	0	0	0	0	1,500	0	1,500
8. Efficient Home Credits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9. Common Expenses	0	8,600	0	0	0	0	1,700	0	0	0	400	10,700	0	10,700
10.														
11.														
12.														
13.														
14.														
15.														
16.														
17.														
18.														
19.														
20.														
31. TOTAL ALL PROGRAMS	0	8,600	0	7,800	0	2,000	3,000	0	0	0	400	21,800	0	21,800
32. LESS: BASE RATE RECOVERY														
33. NET PROGRAM COSTS	0	8,600	0	7,800	0	2,000	3,000	0	0	0	400	21,800	0	21,800

SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

ESTIMATED FOR MONTHS OCTOBER 1996 THROUGH MARCH 1997

PROGRAM NAME:

	BEGINNING OF PERIOD	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	TOTAL
1. INVESTMENT								
2. DEPRECIATION BASE								
3. DEPRECIATION EXPENSE								
4. CUMULATIVE INVESTMENT								
5. LESS ACCUMULATED DEPRECIATION								
6. NET INVESTMENT								
7. AVERAGE NET INVESTMENT								
8. RETURN ON AVERAGE INVESTMENT								
9. EXPANSION FACTOR								
10. RETURN REQUIREMENTS								
11. TOTAL DEPRECIATION EXPENSE AND RETURN REQUIREMENT								NONE

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES COMPANY  
(MAP-1)  
PAGE 4 OF 34

ACTUAL FOR MONTHS  
 ESTIMATED FOR MONTHS

OCTOBER 1995 THROUGH DECEMBER 1995  
 NOVEMBER 1995 THROUGH SEPTEMBER 1996

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL	GENERAL & ADMIN.	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. AUDITS														
A. ACTUAL		0	2	1,363	0	0	0	0	60	0	7	1,432		1,432
B. ESTIMATED		0	100	10,200	0	900	300	0	0	0	0	11,500		11,500
C. TOTAL	0	0	102	11,563	0	900	300	0	60	0	7	12,932		12,932
2. FIX UP														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED		0	100	600	0	900	200	0	0	0	0	1,800		1,800
C. TOTAL	0	0	100	600	0	900	200	0	0	0	0	1,800		1,800
3. STREET LIGHTING														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED		0	0	0	0	0	0	0	0	0	0	0		0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0		0
4. WATER HEATER CONVERSION														
A. ACTUAL		0	0	383	0	0	0	0	0	0	0	383		383
B. ESTIMATED		0	100	2,200	0	900	300	0	0	0	0	3,500		3,500
C. TOTAL	0	0	100	2,583	0	900	300	0	0	0	0	3,883		3,883
5. ELIMINATION OF STRIP HEATING														
A. ACTUAL		0	0	273	0	0	0	0	0	0	0	273		273
B. ESTIMATED		0	100	800	0	900	200	0	0	0	0	1,800		1,800
C. TOTAL	0	0	100	873	0	900	200	0	0	0	0	2,073		2,073
SUB-TOTAL ACTUAL		0	2	2,019	0	0	0	0	60	0	7	2,088	0	2,088
SUB-TOTAL ESTIMATED		0	400	13,600	0	3,600	1,000	0	0	0	0	18,600	0	18,600
LESS: INCLUDED IN RATE BASE ACTUAL ESTIMATED TOTAL														
NET PROGRAM COSTS		SEE PAGE 1A												

PROGRAM NAME	ACTUAL FOR MONTHS ESTIMATED FOR MONTHS	OCTOBER 1995 DECEMBER 1995	THROUGH THROUGH	NOVEMBER 1995 SEPTEMBER 1996								GENERAL & ADMIN.	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
		CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL								
6. PUBLIC AWARENESS																	
A. ACTUAL			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7. COMMERCIAL & INDUSTRIAL AUDITS																	
A. ACTUAL			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED			0	100	600	0	1,700	200	0	0	0	0	0	0	2,600	0	2,600
C. TOTAL		0	0	100	600	0	1,700	200	0	0	0	0	0	2,600	0	2,600	0
8. EFFICIENT HOME CREDITS																	
A. ACTUAL			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9. COMMON COSTS																	
A. ACTUAL			2,482	0	0	0	0	812	0	0	226	39	0	3,579	0	3,579	0
B. ESTIMATED			12,800	0	0	0	0	2,700	0	0	0	600	0	16,100	0	16,100	0
C. TOTAL		0	15,282	0	0	0	0	3,512	0	0	226	639	0	19,679	0	19,679	0
10.																	
A. ACTUAL			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ACTUAL			2,482	2	2,019	0	0	812	0	60	226	66	0	5,667	0	5,667	0
TOTAL ESTIMATED			12,800	500	14,200	0	5,300	3,900	0	0	0	600	0	37,300	0	37,300	0
LESS: INCLUDED IN RATE BASE ACTUAL ESTIMATED TOTAL																	
NET PROGRAM COSTS		0	15,282	502	16,219	0	5,300	4,712	0	60	226	666	0	42,967	0	42,967	0

ACTUAL FOR MONTHS      OCTOBER 1995    THROUGH    NOVEMBER 1995  
 ESTIMATED FOR MONTHS    DECEMBER 1995    THROUGH    SEPTEMBER 1996

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

EXHIBIT NO. \_\_\_\_\_  
 DOCKET NO. 960002-EG  
 FLORIDA PUBLIC UTILITIES COMPANY  
 (MAP-1)  
 PAGE 7 OF 34

ACTUAL FOR MONTHS OCTOBER 1995 THROUGH NOVEMBER 1995  
 ESTIMATED FOR MONTHS DECEMBER 1995 THROUGH SEPTEMBER 1996

A. ESTIMATED EXPENSE BY PROGRAM	ACTUAL		TOTAL ACTUAL	ESTIMATED												TOTAL ESTIMATED	GRAND TOTAL
	OCTOBER	NOVEMBER		DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER				
1. Audits	773	859	1,432	1,400	1,400	1,400	1,300	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,500	12,832	
2. Fix Up	0	0	0	300	300	300	200	100	100	100	100	100	100	200	1,800	1,800	
3. Street Lighting			0											0	0	0	
4. Water Heater Conversion	383	0	383	400	400	400	300	300	300	300	300	300	400	400	3,500	3,883	
5. Elimination of Strip Heating	0	273	273	300	300	300	200	100	100	100	100	100	100	200	1,800	2,073	
6. Public Awareness	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
7. Comm. & Indust. Audits	0	0	0	300	300	300	200	200	200	200	300	300	300	2,600	2,800		
8. Efficient Home Credits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
9. Common Expenses	2,094	1,485	3,579	1,400	1,400	1,400	1,300	1,800	1,800	1,800	1,800	1,800	1,800	18,100	19,679		
10.																	
11.																	
12.																	
13.																	
14.																	
15.																	
16.																	
17.																	
18.																	
19.																	
31. TOTAL ALL PROGRAMS	3,250	2,417	5,667	4,100	4,100	4,100	3,500	3,500	3,500	3,500	3,800	3,700	3,700	37,300	42,967		
32. LESS AMOUNT INCLUDED IN RATE BASE																	
33. RECOVERABLE CONSERVATION EXPENSES	3,250	2,417	5,667	4,100	4,100	4,100	3,500	3,500	3,500	3,500	3,800	3,700	3,700	37,300	42,967		

	ACTUAL FOR MONTHS ESTIMATED FOR MONTHS	OCTOBER 1995 DECEMBER 1995	THROUGH THROUGH	NOVEMBER 1995 SEPTEMBER 1996											
		OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	TOTAL	
B. CONSERVATION REVENUES															
1. RCS AUDIT FEES															
a.															
b.															
c.															
2. CONSERVATION ADJ REVENUE (NET OF REVENUE TAXES)		3,914	3,259	3,854	3,881	3,661	3,446	0	0	0	0	0	0	22,015	
3. TOTAL REVENUES		3,914	3,259	3,854	3,881	3,661	3,446	0	0	0	0	0	0	22,015	
4. PRIOR PERIOD TRUE-UP ADJ NOT APPLICABLE TO PERIOD		(526)	(526)	(526)	(526)	(526)	(526)	(526)	(526)	(526)	(526)	(526)	(526)	(6,312)	
5. CONSERVATION REVENUES APPLICABLE TO PERIOD		3,388	2,733	3,328	3,355	3,135	2,920	(526)	(526)	(526)	(526)	(526)	(526)	15,703	
6. CONSERVATION EXPENSES (FORM C-3, PAGE 3)		3,250	2,417	4,100	4,100	4,100	3,500	3,900	3,500	3,500	3,600	3,700	3,700	42,967	
7. TRUE-UP THIS PERIOD		138	316	(772)	(745)	(965)	(580)	(4,026)	(4,026)	(4,026)	(4,126)	(4,226)	(4,226)	(27,264)	
8. INTEREST PROVISION THIS PERIOD (C-3, PAGE 5)		(29)	(25)	(24)	(21)	(27)	(28)	(37)	(54)	(71)	(89)	(107)	(125)	(641)	
9. TRUE-UP & INTEREST PROVISION		(6,312)	(5,677)	(4,860)	(5,130)	(5,374)	(5,840)	(5,922)	(9,459)	(13,013)	(16,564)	(20,273)	(24,080)	(6,312)	
9A. DEFERRED TRUE-UP BEGINNING OF PERIOD															
10. PRIOR TRUE-UP COLLECTED (REFUNDED)		526	526	526	526	526	526	526	526	526	526	526	526	6,312	
11. END OF PERIOD TOTAL NET TRUE- UP (SUM OF LINES 7, 8, 9, 10)		(5,677)	(4,860)	(5,130)	(5,374)	(5,840)	(5,922)	(9,459)	(13,013)	(16,564)	(20,273)	(24,080)	(27,905)	(27,905)	



FOR THE PERIOD OCTOBER 1995 THROUGH MARCH 1997

MONTH	KWH/THERM SALES (000) (NET OF 3RD PARTY)	CONSERVATION ADJUSTMENT REVENUE (NET OF REVENUE TAXES)	RATE
OCTOBER	21,754	3,916	0.0180
NOVEMBER	18,116	3,261	0.0180
DECEMBER	21,427	3,857	0.0180
JANUARY	21,031	3,885	0.0180
FEBRUARY	20,358	3,664	0.0180
MARCH	19,160	3,449	0.0180
SUB-TOTAL	122,396	22,032	
APRIL	19,998	3,800	0.0190
MAY	21,928	4,166	0.0190
JUNE	21,348	4,056	0.0190
JULY	23,707	4,504	0.0190
AUGUST	23,970	4,554	0.0190
SEPTEMBER	23,992	4,558	0.0190
OCTOBER	19,433	3,692	0.0190
NOVEMBER	17,339	3,294	0.0190
DECEMBER	18,736	3,560	0.0190
JANUARY	25,890	4,919	0.0190
FEBRUARY	23,820	4,526	0.0190
MARCH	21,900	4,161	0.0190
SUB-TOTAL	262,061	49,790	
TOTALS	384,457	71,822	

1. Residential Auditing
2. Fix-up Program
3. Water Heater Conversions
4. Elimination of Electric Strip Heating
5. Commercial and Industrial Audits

PROGRAM TITLE: Residential Audits

PROGRAM DESCRIPTION: To reduce energy consumption and demand in existing residential buildings by encouraging adoption of energy conservation practices and measures with the following three types of audits:

1. Class A Audits
2. Customer Assisted Audits
3. Alternative Audits

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 344 audits.

PROGRAM FISCAL EXPENDITURES: For the reporting period of April 1996 through March 1997 we have budgeted \$12,932.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Fix-up Program

PROGRAM DESCRIPTION: To achieve a reduction in demand and energy consumption through the implementation of energy conservation "fix-up" measures such as weatherstripping, caulking, water heater insulation jackets, reflective film for windows etc.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 276 fix-up installations.

PROGRAM FISCAL EXPENDITURES: Projected expenses for the period April 1996 through March 1997 are \$1,800.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Water Heater Conversions

PROGRAM DESCRIPTION: This program will be an intensive public information effort to inform customers of the benefits of heating water through other means than electric strip space heating. The program includes coordinating the sales efforts of local businesses to promote alternative methods in new construction.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we are expected to complete 140 changeouts/installations.

PROGRAM FISCAL EXPENDITURES: For the period April 1996 through March 1997 we have budgeted \$3,883.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote our existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Elimination of Electric Strip Heating

PROGRAM DESCRIPTION: This program through an intensive public information effort will encourage customers to supplement or replace existing electric strip heating equipment with heat pumps or solar heating systems. The program will provide the customer with information relative to alternative heating sources and encourage contractors and developers to actively and enthusiastically promote heating systems other than electric strip space heating.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 164 changeouts/installations.

PROGRAM FISCAL EXPENDITURES: For the reporting period April 1996 through March 1997 we have budgeted \$2,073.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote our existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Commercial and Industrial Audits

PROGRAM DESCRIPTION: To provide for on-site energy analysis of all Florida Public Utilities commercial and industrial customers. Florida Public Utilities Company will assist the customer in obtaining independent engineering consultants to perform the audits.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we expect to complete 20 commercial/industrial audits.

PROGRAM FISCAL EXPENDITURES: For the reporting period of April 1996 through March 1997 we have budgeted \$2,600.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote our existing programs through our normal radio and newspaper advertising.

ENERGY CONSERVATION ADJUSTMENT  
SUMMARY OF COST RECOVERY CLAUSE CALCULATION

FOR MONTHS APRIL 1996 THROUGH MARCH 1997

1.	TOTAL INCREMENTAL COSTS (SCHEDULE C-2,PAGE 1, LINE 33)	15,300
2.	TRUE-UP (SCHEDULE C-3,PAGE 4,LINE 11)	12,927
3.	TOTAL (LINE 1 AND LINE 2)	28,227
4.	RETAIL KWH/THERM SALES	308,792,000
5.	COST PER KWH/THERM	0.00009141
6.	REVENUE TAX MULTIPLIER	1.01609
7.	ADJUSTMENT FACTOR ADJUSTED FOR TAXES (LINE 5 X LINE 6)	0.00009288
8.	CONSERVATION ADJUSTMENT FACTOR- (ROUNDED TO THE NEAREST .001 CENTS PER KWH/THERM)	0.00009 *****

ESTIMATED CONSERVATION PROGRAM COSTS

FOR MONTHS OCTOBER 1996 THROUGH MARCH 1997

A.	ESTIMATED EXPENSE BY PROGRAM	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	TOTAL
1.	Audits	1,000	900	900	900	900	900	5,500
2.	Fix Up	200	100	100	100	100	200	800
3.	Street Lighting	0	0	0	0	0	0	0
4.	Water Heater Conversion	300	200	200	200	200	200	1,300
5.	Elimination of Strip Heating	200	100	100	100	100	200	800
6.	Public Awareness	0	0	0	0	0	0	0
7.	Comm. & Indust. Audits	300	400	400	400	400	300	2,200
8.	Efficient Home Credits	0	0	0	0	0	0	0
9.	Common Expenses	800	800	800	800	600	700	4,700
10.								
11.								
12.								
13.								
14.								
15.								
16.								
17.								
18.								
19.								
31.	TOTAL ALL PROGRAMS	2,800	2,500	2,500	2,500	2,500	2,500	15,300
32.	LESS AMOUNT INCLUDED IN RATE BASE							
33.	RECOVERABLE CONSERVATION EXPENSES	2,800	2,500	2,500	2,500	2,500	2,500	15,300

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES COMPANY  
(MAP-1)  
PAGE 19 OF 34

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM

FOR MONTHS OCTOBER 1996 THROUGH MARCH 1997

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL	GENERAL & ADMIN.	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. Audits	0	0	0	5,000	0	300	200	0	0	0	0	5,500	0	5,500
2. Fix Up	0	0	0	300	0	200	300	0	0	0	0	800	0	800
3. Street Lighting														
4. Water Heater Conversion	0	0	0	700	0	300	300	0	0	0	0	1,300	0	1,300
5. Elimination of Strip Heating	0	0	0	300	0	200	300	0	0	0	0	800	0	800
6. Public Awareness	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7. Comm. & Indust. Audits	0	0	0	200	0	1,800	200	0	0	0	0	2,200	0	2,200
8. Efficient Home Credits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9. Common Expenses	0	3,300	0	0	0	0	700	0	0	0	700	4,700	0	4,700
10.														
11.														
12.														
13.														
14.														
15.														
16.														
17.														
18.														
19.														
20.														
31. TOTAL ALL PROGRAMS	0	3,300	0	6,500	0	2,800	2,000	0	0	0	700	15,300	0	15,300
32. LESS: BASE RATE RECOVERY														
33. NET PROGRAM COSTS	0	3,300	0	6,500	0	2,800	2,000	0	0	0	700	15,300	0	15,300

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES COMPANY  
(MAP-1)  
PAGE 20 OF 34

SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

ESTIMATED FOR MONTHS      OCTOBER 1996      THROUGH      MARCH 1997

PROGRAM NAME:

	BEGINNING OF PERIOD	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	TOTAL
1. INVESTMENT								
2. DEPRECIATION BASE								
3. DEPRECIATION EXPENSE								
-----								
4. CUMULATIVE INVESTMENT								
5. LESS ACCUMULATED DEPRECIATION								
6. NET INVESTMENT								
7. AVERAGE NET INVESTMENT								
8. RETURN ON AVERAGE INVESTMENT								
9. EXPANSION FACTOR								
10. RETURN REQUIREMENTS								
11. TOTAL DEPRECIATION EXPENSE AND RETURN REQUIREMENT								NONE
		*****	*****	*****	*****	*****	*****	*****

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES COMPANY  
(MAP-1)  
PAGE 21 OF 34

ACTUAL FOR MONTHS  
 ESTIMATED FOR MONTHS

OCTOBER 1995 THROUGH NOVEMBER 1995  
 DECEMBER 1995 THROUGH SEPTEMBER 1996

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL	GENERAL & ADMIN	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. AUDITS														
A. ACTUAL		0	0	1,431	0	0	0	0	0	0	0	1,431		1,431
B. ESTIMATED		0	100	8,300	0	900	300	0	0	0	0	9,800		9,800
C. TOTAL	0	0	100	9,731	0	900	300	0	0	0	0	11,031		11,031
2. FIX UP														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED		0	100	300	0	1,000	200	0	0	0	0	1,800		1,800
C. TOTAL	0	0	100	300	0	1,000	200	0	0	0	0	1,800		1,800
3. STREET LIGHTING														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED		0	0	0	0	0	0	0	0	0	0	0		0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0		0
4. WATER HEATER CONVERSION														
A. ACTUAL		0	0	78	0	0	0	0	0	0	0	78		78
B. ESTIMATED		0	100	1,100	0	900	200	0	0	0	0	2,300		2,300
C. TOTAL	0	0	100	1,178	0	900	200	0	0	0	0	2,378		2,378
5. ELIMINATION OF STRIP HEATING														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED		0	100	900	0	1,000	200	0	0	0	0	2,200		2,200
C. TOTAL	0	0	100	900	0	1,000	200	0	0	0	0	2,200		2,200
SUB-TOTAL ACTUAL	---	---	---	---	---	---	---	---	---	---	---	---	---	---
SUB-TOTAL ESTIMATED	---	---	---	---	---	---	---	---	---	---	---	---	---	---
LESS: INCLUDED IN RATE BASE														
ACTUAL														
ESTIMATED														
TOTAL														
NET PROGRAM COSTS	-----	SEE PAGE 1A	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

EXHIBIT NO. \_\_\_\_\_  
 DOCKET NO. 960002-EG  
 FLORIDA PUBLIC UTILITIES COMPANY  
 (MAP-1)  
 PAGE 22 OF 34

ACTUAL FOR MONTHS  
 ESTIMATED FOR MONTHS

OCTOBER 1995 THROUGH  
 DECEMBER 1995 THROUGH  
 NOVEMBER 1995  
 SEPTEMBER 1996

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	TRAVEL	GENERAL & ADMIN.	LEGAL SERVICES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
6. PUBLIC AWARENESS														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED		0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7. COMMERCIAL & INDUSTRIAL AUDITS														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED		0	200	900	0	2,500	200	0	0	0	0	3,800	0	3,800
C. TOTAL	0	0	200	900	0	2,500	200	0	0	0	0	3,800	0	3,800
8. EFFICIENT HOME CREDITS														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED		0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9. COMMON COSTS														
A. ACTUAL		1,870	0	0	0	0	623	0	0	226	0	2,719	0	2,719
B. ESTIMATED		4,900	0	0	0	0	1,300	0	0	0	1,300	7,500	0	7,500
C. TOTAL	0	6,770	0	0	0	0	1,923	0	0	226	1,300	10,219	0	10,219
10.														
A. ACTUAL		0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED		0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ACTUAL		1,870	0	1,509	0	0	623	0	0	226	0	4,228	0	4,228
TOTAL ESTIMATED		4,900	600	11,700	0	6,300	2,400	0	0	0	1,300	27,200	0	27,200
LESS: INCLUDED IN RATE BASE														
ACTUAL														
ESTIMATED														
TOTAL														
NET PROGRAM COSTS	0	6,770	600	13,209	0	6,300	3,023	0	0	226	1,300	31,428	0	31,428

EXHIBIT NO. \_\_\_\_\_  
 DOCKET NO. 960002-E/G  
 FLORIDA PUBLIC UTILITIES COMPANY  
 (MAP-1)  
 PAGE 23 OF 34

ACTUAL FOR MONTHS OCTOBER 1995 THROUGH NOVEMBER 1995  
 ESTIMATED FOR MONTHS DECEMBER 1995 THROUGH SEPTEMBER 1996

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

EXHIBIT NO. \_\_\_\_\_  
 DOCKET NO. 960002-EG  
 FLORIDA PUBLIC UTILITIES COMPANY  
 (MAP-1)  
 PAGE 24 OF 34

ACTUAL FOR MONTHS OCTOBER 1995 THROUGH NOVEMBER 1995  
 ESTIMATED FOR MONTHS DECEMBER 1995 THROUGH SEPTEMBER 1996

A. ESTIMATED EXPENSE BY PROGRAM	ACTUAL		TOTAL ACTUAL	ESTIMATED												TOTAL ESTIMATED	GRAND TOTAL
	OCTOBER	NOVEMBER		DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER				
1. Audits	640	791	1,431	1,000	1,000	1,000	1,100	900	900	900	900	900	900	1,000	8,600	11,031	
2. Fix Up	0	0	0	300	300	300	200	100	100	100	100	100	100	200	1,800	1,800	
3. Street Lighting			0											0	0	0	
4. Water Heater Conversion	0	78	78	300	300	300	200	200	200	200	200	200	200	200	2,300	2,378	
5. Elimination of Strip Heating	0	0	0	400	400	400	300	100	100	100	100	100	100	200	2,200	2,200	
6. Public Awareness	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
7. Comm. & Indust. Audits	0	0	0	400	400	400	300	400	400	400	400	400	400	300	3,800	3,800	
8. Efficient Home Credits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
9. Common Expenses	451	2,268	2,719	700	700	700	700	800	800	800	800	800	800	700	7,500	10,219	
10.																	
11.																	
12.																	
13.																	
14.																	
15.																	
16.																	
17.																	
18.																	
19.																	
31. TOTAL ALL PROGRAMS	1,091	3,137	4,228	3,100	3,100	3,100	2,800	2,500	2,500	2,500	2,500	2,500	2,500	2,600	27,200	31,428	
32. LESS AMOUNT INCLUDED IN RATE BASE																	
33. RECOVERABLE CONSERVATION EXPENSES	1,091	3,137	4,228	3,100	3,100	3,100	2,800	2,500	2,500	2,500	2,500	2,500	2,500	2,600	27,200	31,428	

ACTUAL FOR MONTHS ESTIMATED FOR MONTHS	OCTOBER 1995 DECEMBER 1995		THROUGH THROUGH		NOVEMBER 1995 SEPTEMBER 1996											
	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	TOTAL			
B. CONSERVATION REVENUES																
1. RCS AUDIT FEES																
a.																
b.																
c.																
2. CONSERVATION ADJ REVENUE (NET OF REVENUE TAXES)	3,142	2,368	2,852	2,901	2,922	2,732	0	0	0	0	0	0	16,917			
3. TOTAL REVENUES	3,142	2,368	2,852	2,901	2,922	2,732	0	0	0	0	0	0	16,917			
4. PRIOR PERIOD TRUE-UP-ADJ NOT APPLICABLE TO PERIOD	138	138	138	138	138	138	138	138	138	138	138	138	1,656			
5. CONSERVATION REVENUES APPLICABLE TO PERIOD	3,280	2,506	2,990	3,039	3,060	2,870	138	138	138	138	138	138	18,573			
6. CONSERVATION EXPENSES (FORM C-3, PAGE 3)	1,091	3,137	3,100	3,100	3,100	2,800	2,500	2,500	2,500	2,500	2,500	2,000	31,428			
7. TRUE-UP THIS PERIOD	2,189	(831)	(110)	(61)	(40)	70	(2,362)	(2,362)	(2,362)	(2,362)	(2,362)	(2,462)	(12,855)			
8. INTEREST PROVISION THIS PERIOD (C-3, PAGE 3)	13	16	14	13	12	11	5	(7)	(19)	(31)	(43)	(56)	(72)			
9. TRUE-UP & INTEREST PROVISION	1,656	3,720	2,967	2,733	2,547	2,381	2,324	(171)	(2,678)	(5,197)	(7,728)	(10,271)	1,656			
9A. DEFERRED TRUE-UP BEGINNING OF PERIOD																
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(138)	(1,656)			
11. END OF PERIOD TOTAL NET TRUE- UP (SUM OF LINES 7, 8, 9, 10)	3,720	2,967	2,733	2,547	2,381	2,324	(171)	(2,678)	(5,197)	(7,728)	(10,271)	(12,927)	(12,927)			

ACTUAL FOR MONTHS      OCTOBER 1995    THROUGH    NOVEMBER 1995  
 ESTIMATED FOR MONTHS    DECEMBER 1995    THROUGH    SEPTEMBER 1996

C. INTEREST PROVISION	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	TOTAL
1. BEGINNING TRUE-UP (LINE B-11)	1,656	3,720	2,967	2,733	2,547	2,381	2,324	(171)	(2,678)	(5,197)	(7,728)	(10,271)	(12,927)
2. ENDING TRUE-UP BEFORE INTEREST (LINE B7+B9+B10)	3,707	2,951	2,719	2,534	2,368	2,313	(176)	(2,671)	(5,178)	(7,697)	(10,228)	(12,671)	(12,655)
3. TOTAL BEG. AND ENDING TRUE-UP	5,363	6,671	5,686	5,267	4,915	4,694	2,148	(2,842)	(7,856)	(12,894)	(17,956)	(23,142)	(25,582)
4. AVERAGE TRUE-UP (LINE C-3 X 50 %)	2,682	3,336	2,843	2,634	2,458	2,347	1,074	(1,421)	(3,928)	(6,447)	(8,978)	(11,571)	(12,801)
5. INTEREST RATE-FIRST DAY OF REPORTING BUSINESS MONTH	5.94%	5.81%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%
6. INTEREST RATE-FIRST DAY OF SUBSEQUENT BUSINESS MONTH	5.81%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%
7. TOTAL (LINE C-5 + C-6)	11.75%	11.61%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%	11.60%
8. AVG INTEREST RATE (C-7 X 50%)	5.88%	5.81%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%	5.80%
9. MONTHLY AVERAGE INTEREST RATE	0.490%	0.484%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%	0.483%
10. INTEREST PROVISION (LINE C-4 X C-9)	13	16	14	13	12	11	5	(7)	(19)	(31)	(43)	(56)	(72)

EXHIBIT NO. \_\_\_\_\_  
 DOCKET NO. 960002-EG  
 FLORIDA PUBLIC UTILITIES COMPANY  
 (MAP-1)  
 PAGE 27 OF 34

FOR THE PERIOD OCTOBER 1995 THROUGH MARCH 1997

MONTH	KWH/THERM SALES (000) (NET OF 3RD PARTY)	CONSERVATION ADJUSTMENT REVENUE (NET OF REVENUE TAXES)	RATE
OCTOBER	26,604	3,192	0.0120
NOVEMBER	20,053	2,406	0.0120
DECEMBER	24,147	2,898	0.0120
JANUARY	24,560	2,947	0.0120
FEBRUARY	24,740	2,969	0.0120
MARCH	23,134	2,776	0.0120
SUB-TOTAL	143,238	17,188	
APRIL	21,594	1,922	0.0089
MAY	23,270	2,071	0.0089
JUNE	26,882	2,392	0.0089
JULY	31,011	2,760	0.0089
AUGUST	30,779	2,739	0.0089
SEPTEMBER	30,162	2,684	0.0089
OCTOBER	24,733	2,201	0.0089
NOVEMBER	22,226	1,978	0.0089
DECEMBER	23,834	2,121	0.0089
JANUARY	25,544	2,313	0.0089
FEBRUARY	25,210	2,244	0.0089
MARCH	23,097	2,056	0.0089
SUB-TOTAL	306,792	27,481	
TOTALS	452,030	44,669	

FLORIDA PUBLIC UTILITIES COMPANY  
FERNANDINA BEACH DIVISION  
PROGRAM DESCRIPTION AND PROGRESS

SCHEDULE C-5  
PAGE 1 OF 6

1. Residential Auditing
2. Fix-up Program
3. Water Heater Conversions
4. Elimination of Electric Strip Heating
5. Commercial and Industrial Audits

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES CO.  
(MAP-2)  
PAGE 29 OF 34

PROGRAM TITLE: Residential Audits

PROGRAM DESCRIPTION: To reduce energy consumption and demand in existing residential buildings by encouraging adoption of energy conservation practices and measures with the following three types of audits:

1. Class A Audits
2. Customer Assisted Audits
3. Alternative Audits

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 344 audits.

PROGRAM FISCAL EXPENDITURES: For the reporting period of April 1996 through March 1997 we have budgeted \$11,031.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Fix-up Program

PROGRAM DESCRIPTION: To achieve a reduction in demand and energy consumption through the implementation of energy conservation "fix-up" measures such as weatherstripping, caulking, water heater insulation jackets, reflective film for windows etc.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 224 fix-up completions.

PROGRAM FISCAL EXPENDITURES: For the reporting period April 1996 through March 1997 we have budgeted \$1,800.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

EXHIBIT NO. \_\_\_\_\_  
DOCKET NO. 960002-EG  
FLORIDA PUBLIC UTILITIES CO.  
(MAP-2)  
PAGE 31 OF 34

PROGRAM TITLE: Water Heater Conversions

PROGRAM DESCRIPTION: This program will be an intensive public information effort to inform customers of the benefits of heating water through other means than electric strip space heating. The program includes coordinating the sales efforts of local businesses to promote alternative methods in new construction.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we are expected to complete 112 changeouts/installations.

PROGRAM FISCAL EXPENDITURES: For the period April 1996 through March 1997 we have budgeted \$2,378.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Elimination of Electric Strip Heating

PROGRAM DESCRIPTION: This program through an intensive public information effort will encourage customers to supplement or replace existing electric strip heating equipment with heat pumps or solar heating systems. The program will provide the customer with information relative to alternative heating sources and encourage contractors and developers to actively and enthusiastically promote heating systems other than electric strip space heating.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we have a goal of 136 changeouts/installations.

PROGRAM FISCAL EXPENDITURES: For the reporting period April 1996 through March 1997 we have budgeted \$2,200.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.

PROGRAM TITLE: Commercial and Industrial Audits

PROGRAM DESCRIPTION: To provide for on-site energy analysis of all Florida Public Utilities commercial and industrial customers. Florida Public Utilities Company will assist the customer in obtaining independent engineering consultants to perform the audits.

PROGRAM PROJECTIONS: For the reporting period of April 1996 through March 1997 we expect to complete 20 commercial/industrial audits.

PROGRAM FISCAL EXPENDITURES: For the reporting period of April 1996 through March 1997 we have budgeted \$3,800.

PROGRAM PROGRESS SUMMARY: We are currently working with Gulf Power, JEA and FPSC staff to establish new goals and programs. We will continue to promote existing programs through our normal radio and newspaper advertising.