BEGGS & LANE

ATTORNEYS AND COUNSELLORS AT LAW

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E. DIXIE BEGGS
Retired

BERT H. LANE

July 31, 1996



Ms. Blanca S. Bayo, Director Division of Records and Reporting Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee FL 32399-0870

960835. EI

3/31/96

Dear Ms. Bayo:

RE:

ROBERT P. GAINES

ROBERT P. GAINES
WILLIAM GUY DAVIS, JR.
W. SPENCER MITCHEM
JAMES M. WEBER
ROBERT L. CRONGEYER
JOHN F. WINDHAM
J. NIXON DANIEL, III

G. EDISON HOLLAND, JR. RALPH A. PETERSON

RUSSELL F. VAN SICKLE RUSSELL A. BADDERS GARY W. HUSTON DAVID J. BARBERIE MARY JANE THIES JAMES J. CRONGEYER, JR.

RALPH A. PETERSON GARY B. LEUCHTMAN JOHN P. DANIEL JEFFREY A. STONE JAMES S. CAMPBELL

Request for Confidential Classification

The Southern Company and Southern Development and Investment Group, Inc.

Certificate of Notification - File Nos. 70-7932 and 70-8421

Enclosed for filing in the matter referred to above is the Request for Confidential Classification by Gulf Power Company. This request covers information submitted to the Florida Public Service Commission on July 10, 1996.

If you or your staff have any questions regarding this filing, please contact me.

Please mark the enclosed extra copy of this letter with the date and time the material was accepted in your office for filing and return same to the undersigned.

Very truly yours,

Russell A. Badders

Rusself Bilding

For the Firm

lw

Enclosure

CC:

Susan D. Cranmer
Gulf Power Company

Reguest 08057-96 DOCUMENT NUMBER DATE CONFIDENTIAL OBOS AUG-18

FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: The Southern Company and Southern Electric International, Inc., Certificate of Notification
File No. 70-7932 and 70-8421

Docket No.: Undocketed Filed: July 31, 1996

960835-EI



REQUEST FOR CONFIDENTIAL CLASSIFICATION

The Southern Company and The Southern Company and Southern Electric International, Inc. ("the Companies"), by and through their undersigned attorney and pursuant to Rule 25-22.006, Florida Administrative Code hereby files a request that the Florida Public Service Commission enter an order protecting from public disclosure certain information, hereafter the Certificate, submitted to the Florida Public Service Commission pursuant to the Securities and Exchange Commission Rule 53(a)(4), C.F.R. §250.53(a)(4). As grounds for this request, the Companies state:

- 1. On July 10, 1996, the Companies submitted the Certificate as required by Securities and Exchange Commission Rule 53(a)(4), C.F.R. §250.53(a)(4).
- 2. On July 10, 1996, the Company filed a Notice of Intent to Request Confidential Classification with regard to certain portions of the submitted Certificate. The Companies claim that the information contained in the Certificate is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes, as information, the public disclosure of which would cause irreparable harm to the competitive interests of the Companies. The Certificate contains proprietary and commercially sensitive information that is not otherwise publicly available.

08057-96

- 3. The Public disclosure of the financial information and the business planning information contained in the Certificate would cause irreparable harm to the Companies' ability to compete in the business investment and development markets which are becoming increasingly more competitive. The public disclosure of the financial information would allow the competitors of the Companies to have access to information about the financial stability and resources of the Companies. Such information would enable competitors to determine which markets the Companies are capable of entering into and the extent of their ability to develop new markets and projects. Public disclosure of information about the markets, investments and technologies that are being researched, implemented or financed by the Companies would unfairly permit the competitors of the Companies to determine the business plans and resource allocation of the Companies. Such information is proprietary and extremely commercially sensitive in the competitive markets in which the Companies operate. Thus, the Companies request that this information be granted confidential classification pursuant to Section 366.093(3)(e), Florida Statutes.
- 4. Submitted as Exhibit "A" is a copy of the Certificate, on which is highlighted the information for which confidential classification is requested. Exhibit "A" should be treated as confidential pending a ruling on this request. Attached as Exhibit "B" are two (2) edited copies of the Certificate, which may be made available for public review and inspection. Attached as Exhibit "C" to this request is a line-by-line justification for the request for confidential classification.

5. The material for which confidential classification is requested is intended to be, and is treated as, confidential by the Companies and has not been otherwise publicly disclosed.

WHEREFORE, the Southern Company and Southern Electric International, Inc.
respectfully requests that the Commission enter an order protecting the information highlighted on
Exhibit "A" from public disclosure as proprietary confidential business information.

Dated this 31st day of July, 1996.

Respectfully submitted,

RUSSELL A. BADDERS

Florida Bar No. 7455

Beggs & Lane

Post Office Box 12950

Pensacola, Florida 32576-2950

(904) 432-2451

Attorney for The Southern Company and Southern Electric International, Inc.

Russell A Baddina

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: The Southern Company and Southern Electric International, Inc., Certificate of Notification
File No. 70-7932 and 70-8421

Docket No.: Undocketed Filed: July 31, 1996

EXHIBIT "A" REQUEST FOR CONFIDENTIAL CLASSIFICATION

The information provided herein should be maintained as proprietary confidential business information pursuant to Section 366.093 and Rule 25-22.006, F.A.C.

EXHIBIT "A"

Provided to the Division of Records and Reporting under separate cover as confidential information

EXHIBIT "B"



Land to the second

CERTIFICATE OF NOTIFICATION

filed by

THE SOUTHERN COMPANY SOUTHERN ELECTRIC INTERNATIONAL. INC.

Pursuant to orders of the Securities and Exchange Commission dated August 3, 1994, in the matter of File No. 70-8421 and dated December 30, 1994, in the matter of File No. 70-7932.

The above named companies HEREBY CERTIFY to said Commission, pursuant to Rule 24, that the following transactions have been carried out in accordance with the terms and conditions of and for the purposes represented by the statements on Form U-1, as amended, and of said orders with respect thereto. The items listed below are in response to the reporting criteria as established in the proceedings referenced above. Such information, as of March 31, 1996, is as follows:

Item (1) A copy of SEI's balance sheet and income statement.

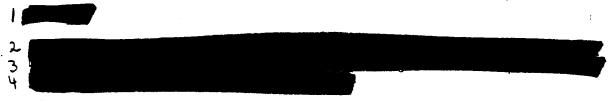
Response

Item (2) A narrative description of SEI's activities during the quarter just ended organized by business category (project development, project related services, SCN activities and other), and within each category, a description of new developments by project type (e.g., EWGs, FUCOs, "qualifying facilities", etc.), international and domestic consulting and specific types of consulting within the international and domestic spheres, and SCN project updates.

Response

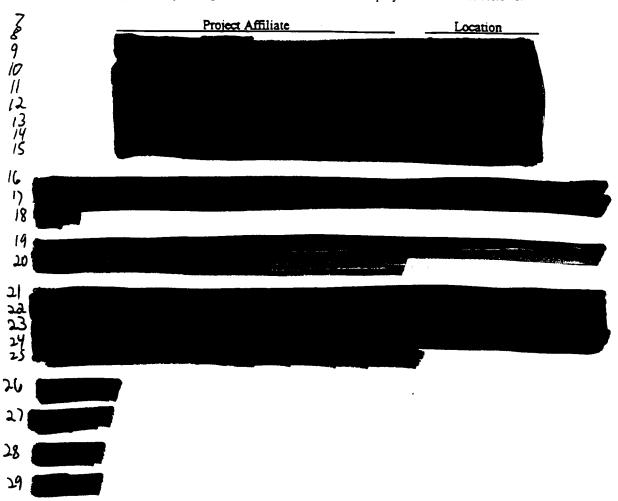
Project Development:

CONFIDENTIAL



5 Project Related Activities:

SEI continues to provide operating and maintenance services to project affiliates as follows:



Mounts and forms of: (i) guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by SEI, any subsidiary of SEI, or any 32 Project entity; and (ii) indemnifications of and with respect to persons acting as sureties on bonds or other obligations on behalf of SEI, any subsidiary of SEI, or any Project entity which Southern has agreed to grant in the event a bid by any of the foregoing is accepted.

35 Response



ltem (4) Amounts and forms of: (I) guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by SEI, any subsidiary of SEI, or any Project entity which Southern has granted and are currently effective; and (ii) indemnifications of and with respect to persons acting as sureties on bonds or other obligations on behalf of SEI, or any subsidiary of SEI, or any Project entity which Southern has granted and are currently effective.

(Response

8



ltem (5) A description of services obtained from associate companies, specifying the type of service, the number of personnel from each associate company providing services during the quarter and the total dollar value of such services.

4 Response

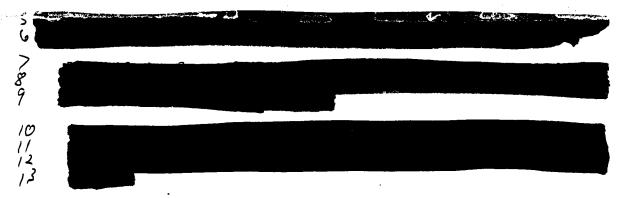
A sammary of services obtained from accordate companies during the quarter ended March 317 1996, is as

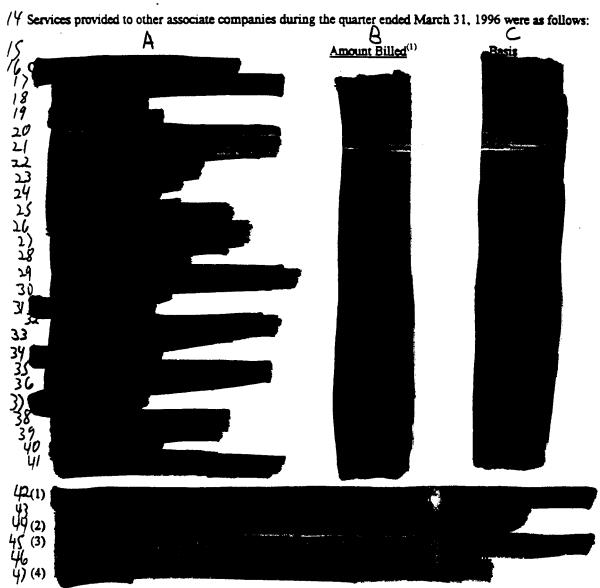
7899	Service Provider	Type Service	Number of Full Time Equivalent Persons	Total Cost (Labor and Expenses)
	Southern Company Services, Inc.	Accounting, Auditing, Administration & Tax Engineering Other - Miscellaneous	11.56 34.62 <u>3.28</u> 49.46	\$727,858 1,612,091 165,503 2,505,452
' -	Alabama Power Company	Engineering Hurricane Marilyn Recovery Team (A)	4.34 2.19 6.53	128,523 403,911 532,434
	Georgia Power Company	Engineering Hurricane Marilyn Recovery Team (A)	3.30 3.73 7.03	245,297 <u>784,726</u> 1,030,023
•	Guif Power Company	Engineering Hurricane Marilyn Recovery Team (A)	.03 <u>7.29</u> 7.32	8,283 104,566 112,849
18 19	Mississippi Power Company	Engineering Hurricane Marilyn Recovery Team (A)	.63 <u>2.73</u> 3.36	19,352 42,699 62,051
20 الد	Savannah Electric & Power Company	Engineering	0.00	0
22	_	Totals	73.70	\$4,242,809

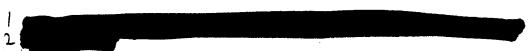
(A) Assistance rendered to a Virgin Islands utility in repairing storm damage caused by Hurricane Marilyn.

- A description of services provided to associate companies which identifies the recipient Item (6)
- 2 company, the service, the charge to the associate and whether the charge was computed at cost, market or
- 3 pursuant to another method, which method shall be specified.

Response







ltem (7) A chart, in the form of exhibit H to the application-declaration, showing, as of the end of y such quarterly period, all associate companies of Southern that are EWGs. FUCOs. Project Parents and OFs. Southern's direct or indirect investment in each such entity and the aggregate direction direction in all such entities, and Southern's percentage equity ownership in each such entity together with a statement indicating by category the type of entity or person (i.e., domestic corporation, foreign corporation, foreign government, or natural persons) owning the equity interests in quarterly that are not held directly or indirectly by Southern.

b Response

See Exhibit B reflecting all associate companies of Southern that are EWGs, FUCOs, Project Parents and QFs, and Southern's percentage equity ownership in each such entity together with a notation indicating the type of entity or person owning the equity interests not held directly or indirectly by Southern. The following is a summary of Southern's direct and indirect investment at March 31, 1996, in EWGs, I FUCOs, Project Parents and QFs:

Direct Sub Under Southern Subsidiary of Diret Sub As of March 31, 1996

A Investment



A description of any intellectual property provided by SEI to SCS or any Operating Company, the Item (8) cost thereof (including the cost of any enhancements) to the company making such intellectual property available. and, if known, the fair market value thereof. Response Investment made by Southern, directly or indirectly, in any Project Parent in the previous quarter, indicating the amount and type of such investment and generally identifying the facility with respect to which such 4. Project Parent was organized or formed. A Response O Investments made by Southern in Project Parents during the quarter ended March 31, 1996 were as follows: Project Parent Related Facility Investment (A) HThe amount, type and terms (including interest rate and maturity and the basis for inflation adjustment in the case of non-recourse indebtedness denominated in any currency other than US dollars) of securities issued by any Project Parent to third persons. Response

CONFIDENTIAL

SIGNATURE

Pursuant to the requirements of the Public Utility Holding Company Act of 1935, the undersigned company has duly caused this certificate to be signed on its behalf by the undersigned thereunto duly authorized.

Dated May 14, 1996

THE SOUTHERN COMPANY

Tommy Chisholm

Secrotary

SOUTHERN ELECTRIC INTERNATIONAL, INC

Tommy Enisholm

Secretary

EXHIBIT A - SEI FINANCIAL STATEMENTS

Southern Electric Int'l Inc SEI Consolidated Income Statement Year To Date Current Period: MAR-96 CONFIDENTIAL

Dare: 25 APR-1996 10:47:25 Page: 1

Currency: USD No specific Company requested .

B

D

E

REVENIE

Revenue
Interest Income
Gain on Sale of Asset

Total Sales

EXPENSES

Salaries and Wages Fringe Benefits Depreciation/Amortization Travel Supplies Telecommunications Automobile I Legal Poos Accounting/Audit Pees Alabama Power Company Georgia Power Company Gulf Power Company 4 Mississippi Power Company 20 Savannah Blectric Company 1 Southern Company Services 2) Other Outside Companies Other Outside Companies-JV
Miscellaneous Rental
Maintenance
Di Operation & Maintenance 2) Miscellaneous General 28 Insurance Interest Expense
30 Taxes Other Than Income

- 3) Total Cost of Sales
- 3)- Net Income Before Taxes

TAXES

33 Income Texas

34 Net Income After Taxes

EXHIBIT A - SELFINANCIAL STATEMENTS

Southern Riest. Int'l Inc Summary Belance Sheet Current Period: MAR-96

Currency: USD No specific Company requested B

CONFIDENTIAL

Date: 23-APR- . 09:42:53 Page: 1

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ASSETS

7 Total Cash
7 Total Morking Funds
7 Total Motes Receivable
7 Total Motes Receivable
7 Total Accounts Receivable Clients and
7 Total Materials and Supplies
7 Total Mise Current and Accrued Assets
() Total Restricted Deposits
() Total Deferred Debits
() Total Preparty and Investments

13 Total Assets

LIABILITIES

Total Hotes Payable
Total Accounts Payable
Total Accounts Payable Assoc Co
Total Temes Accrued
Total Thereat Accrued
Total The Collections Payable
Total Miss Current Liabilities
Total Deferred Credits
Total Deferred Contract Loss Provision

13 Total Mabilities

CAPITALIZATION

Total Long Term Debt
Total Courses Stock
Total Pression on Courses Stock
Total Potaised Harnings

38 HET INCOME FOR CURRENT YEAR 39 Total Capitalisation

30 Total LIABILITIES and CAPITAL

EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES

CONFIDENTIAL

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EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES

13

CONFIDENTIAL

EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES



CERTIFICATE OF NOTIFICATION

filed by

THE SOUTHERN COMPANY SOUTHERN ELECTRIC INTERNATIONAL, INC.

Pursuant to orders of the Securities and Exchange Commission dated August 3, 1994, in the matter of File No. 70-8421 and dated December 30, 1994, in the matter of File No. 70-7932.

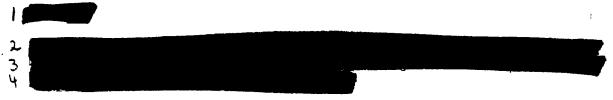
The above named companies HEREBY CERTIFY to said Commission, pursuant to Rule 24, that the following transactions have been carried out in accordance with the terms and conditions of and for the purposes represented by the statements on Form U-1, as amended, and of said orders with respect thereto. The items listed below are in response to the reporting criteria as established in the proceedings referenced above. Such information, as of March 31, 1996, is as follows:

Item (1) A copy of SEI's balance sheet and income statement.

Response

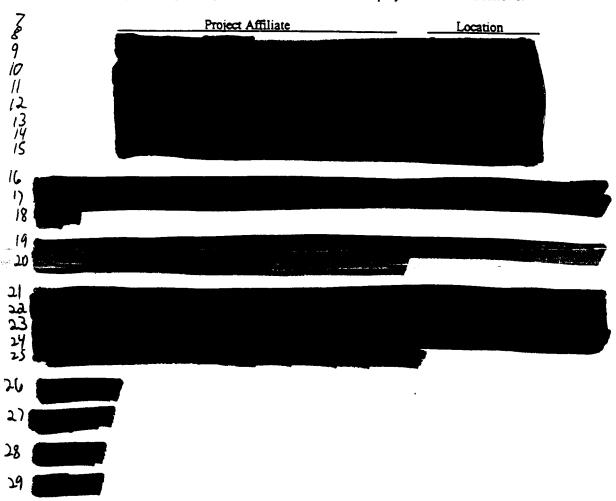
Item (2) A narrative description of SEI's activities during the quarter just ended organized by business category (project development, project related services, SCN activities and other), and within each category, a description of new developments by project type (e.g., EWGs, FUCOs, "qualifying facilities", etc.), international and domestic consulting and specific types of consulting within the international and domestic spheres, and SCN project updates.

Project Development:



5 Project Related Activities:

SEI continues to provide operating and maintenance services to project affiliates as follows:



Item (3) Amounts and forms of: (i) guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by SEI, any subsidiary of SEI, or any 32 Project entity; and (ii) indemnifications of and with respect to persons acting as sureties on bonds or other obligations on behalf of SEI, any subsidiary of SEI, or any Project entity which Southern has agreed to grant in the event a bid by any of the foregoing is accepted.

35 Response



ltem (4) Amounts and forms of: (I) guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by SEI, any subsidiary of SEI, or any Project entity which Southern has granted and are currently effective; and (ii) indemnifications of and with respect to persons acting as sureties on bonds or other obligations on behalf of SEI, or any subsidiary of SEI, or any Project entity which Southern has granted and are currently effective.

(Response



ltem (5) A description of services obtained from associate companies, specifying the type of service, the number of personnel from each associate company providing services during the quarter and the total dollar value of such services.

4 Response

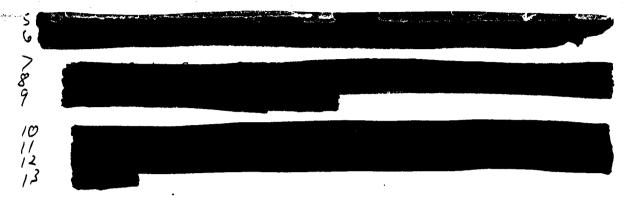
A summary of severes obtained from associate companies during the quarter ended March 31, 1996, is as G follows:

7 8 9 <u>Serviœ Provider</u>	Type Service	Number of Full Time Equivalent Persons	Total Cost (Labor and Expenses)
// Southern Company // Services, Inc.	Accounting, Auditing, Administration & Tax Engineering Other - Miscellaneous	11.56 34.62 <u>3.28</u> 49.46	\$727,858 1,612.091 165,503 2,505,452
Alabama Power Company	Engineering Hurricane Marilyn Recovery Team (A)	4.34 2.19 6.53	128,523 403,911 532,434
Georgia Power Company	Engineering Hurricane Marilyn Recovery Team (A)	3.30 3.73 7.03	245,297 <u>784,726</u> 1,030,023
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18 Mississippi Power	Engineering Hurricane Marilyn Recovery Team (A)	.63 <u>2.73</u> 3.36	19,352 42,699 62,051
10 Savannah Electric 2	Engineering	0.00	0
22	Totais	73.70	\$4,242,809

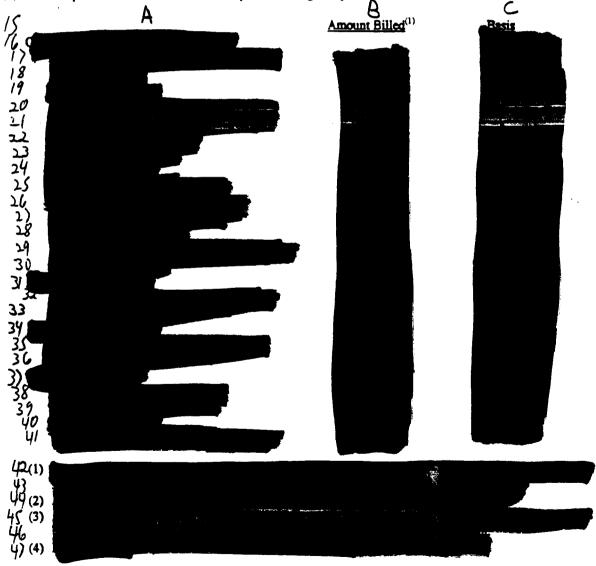
(A) Assistance rendered to a Virgin Islands utility in repairing storm damage caused by Hurricane Marilyn.

- 1 Item (6) A description of services provided to associate companies which identifies the recipient
- 2 company, the service, the charge to the associate and whether the charge was computed at cost, market or
- 3 pursuant to another method, which method shall be specified.

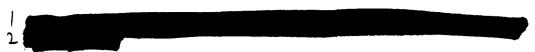
u Response



/4 Services provided to other associate companies during the quarter ended March 31, 1996 were as follows:



CONFIDENTIAL



3 Item (7) A chart, in the form of exhibit H to the application-declaration, showing, as of the end of your quarterly period, all associate companies of Southern that are EWGs. FUCOs. Project Parents and OFs. Southern's direct or indirect investment in each such entity and the aggregate direct interest and the such entity and the aggregate direct interest in the such entity and the aggregate direct interest in the such entity and the aggregate direct interest in the such entity and the such entity and the such entity and the such entities are such entities and the such entities and the such entities and the such entities are such entitles and the such entities are such entities and the such entities are such entities.

(investment by Southern in all such entities, and Southern's percentage equity ownership in each such pentity together with a statement indicating by category the type of entity or person (i.e., domestic

g corporation, foreign corporation, foreign government, or natural persons) owning the equity interests in

9 each such entity that are not held directly or indirectly by Southern.

b Response

See Exhibit B reflecting all associate companies of Southern that are EWGs, FUCOs, Project Parents and P QFs, and Southern's percentage equity ownership in each such entity together with a notation indicating

the type of entity or person owning the equity interests not held directly or indirectly by Southern. The

1) the type of entity of person owining the equity inferests not held unectly of infinitely by Southern. The

14 following is a summary of Southern's direct and indirect investment at March 31, 1996, in EWGs,

S FUCOs, Project Parents and QFs:

Direct Sub Under Southern Subsidiary of Diret Sub As of March 31, 1996

A Investment



A description of any intellectual property provided by SEI to SCS or any Operating Company, the cost thereof (including the cost of any enhancements) to the company making such intellectual property available. and, if known, the fair market value thereof. Response (<u>Item (9)</u> Investment made by Southern, directly or indirectly, in any Project Parent in the previous quarter, indicating the amount and type of such investment and generally identifying the facility with respect to which such 4. Project Parent was organized or formed. Nesponse O Investments made by Southern in Project Parents during the quarter ended March 31, 1996 were as follows: Related Facility Project Parent Investment (A) The amount, type and terms (including interest rate and maturity and the basis for inflation adjustment in the case of non-recourse indebtedness denominated in any currency other than US dollars) of securities issued by any Project Parent to third persons. Response

CONFIDENTIAL

SIGNATURE

Pursuant to the requirements of the Public Utility Holding Company Act of 1935, the undersigned company has duly caused this certificate to be signed on its behalf by the undersigned thereunto duly authorized.

Dated May 14, 1996

THE SOUTHERN COMPANY

Tommy Chisholm

Secrotary

SOUTHERN ELECTRIC INTERNATIONAL, INC

Tommy Phisholm

Secretary

EXHIBIT A - SEI FINANCIAL STATEMENTS

A

Southern Blectric Int'l Inc SBI Consolidated Income Statement Year To Date Current Period: MAR-96 CONFIDENTIAL

Date: 25 APR-1996 10:47:25 Page: 1

4

E

Currency: UBD No specific Company requested

REVENUE

Revenue
Interest Income
Gain on Sale of Asset

Total Sales

EXPENSES

Salaries and Wages Fringe Benefits kent Depreciation/Amortization Travel Supplies Telecommunications Automobile y Legal Poos S Accounting/Audit Pees Alabama Power Company Georgia Power Company Culf Power Company
Mississippi Power Company 10 Savannah Blectric Company 1 Southern Company Services Other Outside Companies Other Outside Companies-JV
Miscellaneous Rental
Maintenance Toperation & Maintenance Miscellaneous General 1 insurance 30 Taxes Other Than Income

3) Total Cost of Sales

3 Net Income Before Taxes

TAXES

3) Income Taxes

34 Net Income After Taxes

EXHIBIT A - SEI FINANCIAL STATEMENTS

Southern Elect. int'l Inc Summary Selence Sheet Current Period: MAR-96

Currency: USD No specific Company requested \mathcal{B}

2

CONFIDENTIAL

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MESTIS

Total Cash
Total Morking Funds
Total Motes Receivable
Total Accounts Receivable Assoc Co
Total Accounts Receivable Clients and
Total Materials and Supplies
Total Miss Current and Accrued Assots
() Total Restricted Deposits
() Total Deferred Debits
() Total Property and Investments

3 Total Assets

LIABILITIES

Total Notes Payable
Total Accounts Payable
Total Accounts Payable Assoc Co
Total Tames Accrued
Total Tames Accrued
Total Tames Collections Payable
Total Miss Current Liabilities
Total Deferred Credits
Total Deferred Contract Loss Provision

N Total Limbilities

CAPITALIZATION

Total Song Term Debt
Total Common Stock
Total Pressure on Common Stock
Total Retained Harmings
TO NEY INCOME FOR CURRENT YEAR

30 Total LIABILITIES and CAPITAL

39 Total Capitalization

EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES

n)

EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES

13

CONFIDENTIAL

EXHIBIT B - ORGANIZATION CHART - SEI UMBRELLA COMPANIES

EXHIBIT "C"

Line-by-Line

Page/

Column:

Justification:

line:

Page 1 N/A

Line 2-4

The information identified as confidential by Southern Electric International is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SEI. Such information, if publicly disclosed, may be utilized by a competitor of SEI to determine the viability of SEI and the economic feasibility of SEI entering into the various competitive markets that it is presently in and intends to develop in the future. The disclosure of this information and

subsequent use by SEI's competitors would have a chilling effect on SEI's ability to invest in or develop new programs, technologies and markets. This information is not otherwise publicly available.

Page 1 N/A Lines: 12-14

and Page 2 Lines:

1-29

The information identified as confidential by Southern Electric International, Inc to be and is treated by SEI as private in that the disclosure of the information would impair SEI competitive interests. See Fla. Stat. § 366.093(3)(e) The specified information reveals the areas in which SEI is focusing or intends to focus its efforts. This information clearly reveals detailed information about SEI's business plan, a closely guarded secret of any company that operates in a

competitive market. Additionally, disclosure of this information would make public the names of the entities with whom SEI conducts business or in which it has a business interest. Such information is generally not available publicly as it would enable competitors to determine which entities SEI has determined to be viable investments or business.

partners.

Page 2 N/A Line:

The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The response to this item reveals sensitive information about SEI's ability to obtain financing or secure the obligations of another entity. Financing arrangements are not otherwise available in the public domain. Such information can be utilized by competitors of SEI to determine the financial viability of SEI and its ability to obtain financing. Financing is often an important consideration in conducting business in a competitive market such as those SEI competes. Public disclosure of this information would grant competitors knowledge about SEI that SEI cannot obtain about them. This would create a playing field that is not level.

Page 3 N/A Lines: 7-8 The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The response to this item reveals sensitive information about SEI's ability to obtain financing or secure the obligations of another entity. Financing arrangements are not otherwise available in the public domain. Such information can be utilized by competitors of SEI to determine the financial viability of SEI and its ability to obtain financing. Financing is often an important consideration in conducting business in a competitive market such as those SEI competes. Public disclosure of this information would grant competitors knowledge about SEI that SEI cannot obtain about them. This would create a playing field that is not level.

Page 5 N/A Lines: 5-13

The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The specified information reveals the specific entity with whom SEI has a business relationship and has provided services. This information is competitively sensitive in a competitive market such as that in which SEI competes. In addition to providing the name of the actual entity with whom SEI has conducted business, the form provides financial information including the amount billed and the basis of the computation of the billed amount. Specific information about business transactions are not generally public information. This information can be used to SEI's detriment by a competitor. Revealing the names of the entities with whom SEI transacts business would enable a competitor to determine the areas in which SEI is expending or focusing its resources. The remaining information allows a competitor to determine the relative importance of each of SEI's customers. Additionally, the information taken as a whole reveals details about SEI's business plan, a closely guarded business secret.

Page 5 A,B,C Lines: 16-41 and

Page 5 Lines 42-47 and

Page 6 Lines: 1-2

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Page 7 Lines:

1-39

A,B,C

The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The specified information reveals the names of the entities with which SEI conducts business or with whom it has a business relationship. This information is competitively sensitive in a competitive market such as that in which SEI competes. In addition to providing the name of the actual entity with whom SEI has conducted business, the form provides financial information including the amount billed and the basis of the computation of the billed amount. This information can be used to SEI's detriment by a competitor. Revealing the names of the entities with whom SEI transacts business would enable a competitor to determine the areas in which SEI is focusing its business efforts. The remaining information allows a competitor to determine the relative importance of each of SEI's customers. Additionally, the information taken as a whole reveals details about SEI's business plan, a closely guarded business secret.

Page 8 N/A Lines: The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e). Intellectual property rights and the details associated therewith are trade secrets and are afforded confidential status internally to SEI. Disclosure of such information would reveal the existence of specific property and cost information. Public disclosure of this information would give competitors insight into the research, technology and market information that SEI has developed for its own use.

Page 8 A,B,C Lines: 11-14 The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The response to this item reveals sensitive information about SEI's investments. Such information can be utilized by competitors of SEI to determine which areas SEI has directed its business efforts and the relative risk it has undertaken through its investments. Public disclosure of this information would grant competitors knowledge about SEI that SEI cannot obtain about them. This would create a playing field that is not level.

Page 8 N/A Lines: 19-23 The information identified as confidential by Southern Electric International, Inc., is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) The response to this item reveals sensitive information about SEI's ability to obtain financing or secure the obligations of another entity. Financing arrangements are not otherwise available in the public domain. Such information can be utilized by competitors of SEI to determine the financial viability of SEI and its ability to obtain financing. Financing is often an important consideration in conducting business in a competitive market such as those SEI competes. Public disclosure of this information would grant competitors knowledge about SEI that SEI cannot obtain about them. This would create a playing field that is not level.

Page 10 A,B,C,D Lines: E,F 1-34 The information identified as confidential by Southern Electric International is intended to be and is treated by SEI as private in that the disclosure of the information would impair SEI's competitive interests. See Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SEI. Such information, if publicly disclosed, may be utilized by a competitor of SEI to determine the viability of SEI and the economic feasibility of SEI entering into the various competitive markets that it is presently in and intends to develop in the future. The disclosure of this information and subsequent use by SEI's competitors would have a chilling effect on SEI's ability to invest in or develop new programs, technologies and markets. This information is not otherwise publicly available.

Page 11 A,B,C,D, Lines: E,F 1-30

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Page 12 N/A Lines: 1-31

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Page 13 N/A Lines 1-35

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Page 14 N/A Lines: 1-20

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