

# BEGGS & LANE

ATTORNEYS AND COUNSELLORS AT LAW

POST OFFICE BOX 12950

PENSACOLA, FLORIDA 32576-2950

SEVENTH FLOOR BLOUNT BUILDING
3 WEST GARDEN STREET
PENSACOLA, FLORIDA 32501
TELEPHONE (904) 432-2451
TELECOPIER (904) 469-3330

E. DIXIE BEGGS

Retired

BERT H. LANE
1917-1981

BOCUMENT NUMBER-DATE

FPSC-RECORDS/REPORTING

10185 SEP 24 8

September 23, 1996

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
GARY B. LEUCHTMAN
JOHN P. DANIEL
JEFFREY A. STONE
JAMES S. CAMPBELL
RUSSELL F. VAN SICKLE
RUSSELL F. VAN SICKLE
RUSSELL A. BADDERS
GARY W. HUSTON
DAVID J. BARBERIE
MARY JANE THIES
JAMES J. CRONGEYER, JR.
DAVID L. McGEE

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

Dear Ms. Bayo:

RE:

ATH \_\_\_\_

Docket No. 960835-EI

Request for Confidential Classification

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

Certificate of Notification - File Nos. 70-8173

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 September 10, 1996.

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

ACK	***************************************	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.
AFA APP		Very truly yours,
CAF	MOREOTO , OFFICE HARMANIA (C. THAGAI	Romale A Bather
CMU	No. of Street, Street, or other Street,	Russell A. Badders
CTR	er enmercement en transport	For the Firm
EAG	AND CONTRACTOR OF THE PROPERTY OF THE	RECEIVED & PLED
LEG	sauceann an inchisco - Acres Addition	
	ووسلامه يونونونون ووسيوس	Enclosure 7950-963-24 E DE 05000000
OPC	par again a property of the language of the la	
ROH	دة الإدراء المحالة رورات الإنسانية معاطف و	cc: Susan D. Cranmer  Gulf Power Company

### BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: The Southern Company and Southern Development and Investment Group, Inc., Certificate of Notification File No. 70-8173 for the period ending

June 30, 1996

Docket No.: 960835-EI Filed: September 23, 1996

# **REQUEST FOR CONFIDENTIAL CLASSIFICATION**

The Southern Company and Southern Development and Investment Group, 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 or about September 10, 1996, the Companies submitted to the Florida Public Service Commission the Certificate as required by Securities and Exchange Commission Rule 53(a)(4), C.F.R. §250.53(a)(4).
- 2. On or about September 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

DOCUMENT NUMBER-DATE

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EPSC-RECORDS/REPORTING

Certificate contains proprietary and commercially sensitive information that is not otherwise publicly available.

- 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 permit those 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 Development and Investment Group, 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 23rd day of September, 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 Development and

Investment Group, Inc.

# BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: The Southern Company and Southern Development and Investment Group, Inc., Certificate of Notification File No. 70-8173 for the period ending

June 30, 1996

Docket No.: 960835-EI Filed: September 23, 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"



Wayne Boston
Assistant Comptroller
and Assistant Secretary

# FREEDOM OF INFORMATION ACT CONFIDENTIAL TREATMENT REQUESTED

August 14, 1996

Securities and Exchange Commission Washington, DC 20549

Re:

The Southern Company and Southern Development and Investment Group, Inc. Certificate of Notification - File No. 70-8173 Request for Confidential Treatment

#### Ladies and Gentlemen:

Pursuant to Rule 104 under the Public Utility Holding Company Act of 1935, as amended, The Southern Company (SOUTHERN), a registered holding company, and Southern Development and Investment Group, Inc. (SOUTHERN DEVELOPMENT), hereby request confidential treatment of the attached Certificate of Notification for the quarter ended June 30, 1996. This certificate contains information which is proprietary and competitively sensitive. The public disclosure thereof would materially harm SOUTHERN and SOUTHERN DEVELOPMENT.

As permitted by Rule 101(c)(1) of the General Rules and Regulations for Electronic Filings, 17 CFR 232.101(c)(1) the aforementioned confidential information is filed herewith in paper format only.

SOUTHERN hereby requests a hearing before any part thereof is made public to third parties requesting its disclosure.

Yours very truly,

**Enclosures** 

cc: Freedom of Information Act Officer (w/enc.)

Robert Wason, Chief Financial Analyst (w/enc.)

# CERTIFICATE OF NOTIFICATION

CUNFIDENTIAL

### filed by

# THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

Pursuant to order of the Securities and Exchange Commission dated January 25, 1995, in the matter of File No. 70-8173.

The Southern Development and Investment Group, Inc. (Southern Development) pursuant to Rule 24, hereby provides the following information as required by the above-mentioned order:

(a) Statement of Income

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC.

INCOME STATEMENT (unaudited)

SIX MONTHS ENDED
JUNE 30.1996

# REVENUE

- Associate Companies
- Non Associate Companies
- 3 · Interest Income
- 4 TOTAL SALES

#### **EXPENSES**

- 5 Salaries and Wages
- 6 Rent
- Cost of Goods Sold
- g Depreciation/Amortization
- 9 Office Supplies and expenses
- 10 Outside Services Employed
- Alabama Power Company
- 12 Georgia Power Company
- 3 Gulf Power Company
- 14 Mississippi Power Company
- Southern Company Services
- Maintenance
- Miscellaneous General
- \& Insurance
- a Taxes Other than Income
- N TOTAL EXPENSES
- NET INCOME (LOSS) BEFORE TAX
- 22 Benefit for Income Taxes
- NET INCOME (LOSS) AFTER TAXES



### (b) Balance Sheet

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC. BALANCE SHEET (unaudited) JUNE 30, 1996 JUNE 1996 **ASSETS** S Cash and temporary investments Accounts Receivable: Associated companies Customers and others, less allowance for doubtful accounts Costs and estimated earnings in excess of billings on contracts Prepaids and other Materials and supplies Total current assets Investments-Envirotech Investments-ICS Investments-ITC Total Investments Office furniture, fixtures, equipment, and leasehold improvements 13 Less accumulated depreciation and amortization Net Property and Equipment 14 | \ \ Intangible and other assets, net Noncurrent deferred income taxes Restricted Deposit Total Other Assets 19 TOTAL ASSETS

### LIABILITIES AND STOCKHOLDERS' EQUITY

Accounts Payable:
Associated companies
Cother
Billings in excess of costs and estimated
earnings on contracts
Other accrued liabilities
TOTAL LIABILITIES

Common Stock, par value \$1; 500 shares authorized
and outstanding
Additional paid-in capital
Retained earnings
Total stockholders' equity

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

# CONFIDENTIAL

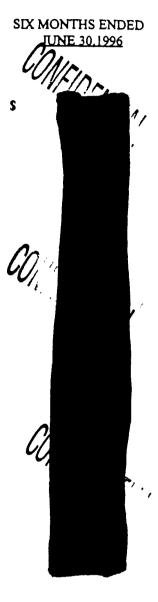
### (c) Cash Flow Statement

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC. CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE SIX MONTHS ENDED JUNE 30, 1996

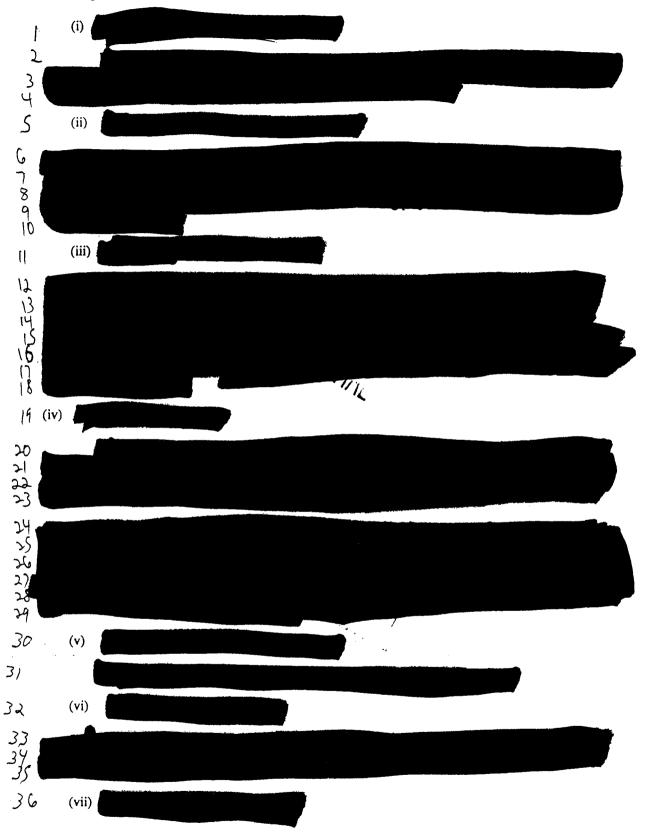
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### CASH FLOWS FROM OPERATING ACTIVITIES:

Net Loss Adjustments to reconcile net loss to net cash used in operating activities: Depreciation/amortization Changes in operating assets and liabilities: Accounts Receivable Costs and estimated earnings in excess of billings on contracts Deferred income taxes Prepaids and other assets Accounts payable and other accrued liabilities Billings in excess of costs and estimated earnings on contracts Total adjustments Net cash used in operating activities CASH FLOWS FROM INVESTING ACTIVITIES: Project Investment Purchase of property and equipment, net CASH FLOWS FROM FINANCING ACTIVITIES: Total cash flows from investing activities 15 Additional capital contributions Total cash flows from financing activities / ) INCREASE (DECREASE) IN CASH AND TEMPORARY 1'8 INVESTMENTS CASH AND TEMPORARY INVESTMENTS AT BEGINNING OF YEAR 20 CASH AND TEMPORARY INVESTMENTS AT END OF PERIOD



(a) A narrative of activities undertaken during the previous quarter (second quarter, 1996) in each of the following areas:



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(b) A project-by-project table, covering both the previous quarter and the time period that has elapsed since the date of this order, for each of Development's business activities comparing-

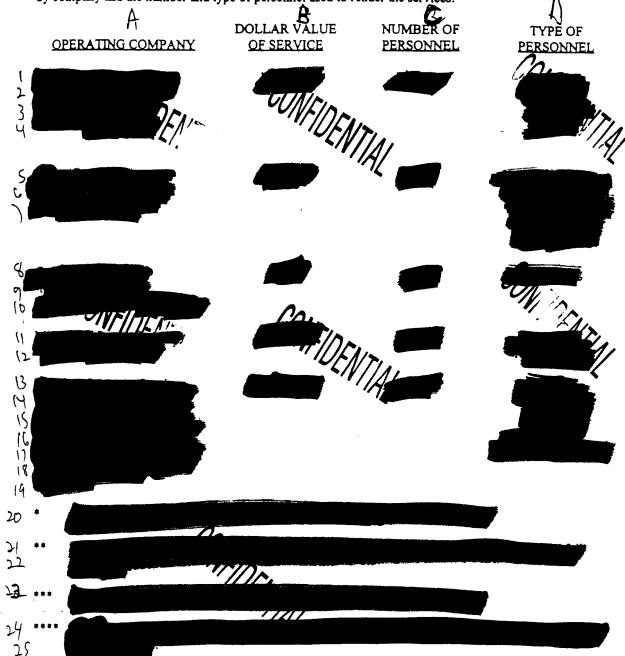
(i) the amount of the Commission patterns ion for such business activity;
(ii) the amount of Development's budget for such business activity;

(iii) the actual investment expended on such business activity.

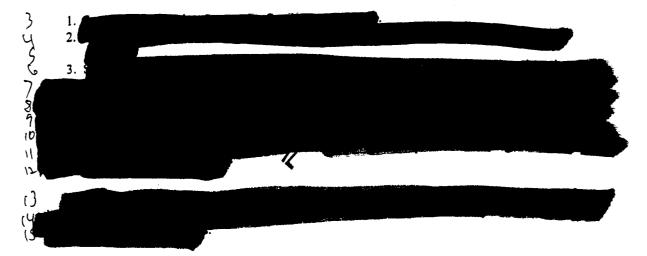
	, ,	A	B	C	D
	BUSINESS LINES	COMMISSION'S AUTHORIZATION	1996 BUDGET	2nd QUARTER INVESTMENT #	INVESTMENT SINCE INCEPTIO
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11					
12					

# - Reflects capital contributions to Development by The Southern Company, and does not include investments made from cash internally generated by Development.

(c) A description of any services received by Development from Southern Company Services and from each of the Southern Operating Companies. This description should contain the dollar value of the services by company and the number and type of personnel used to render the services.



(d) A description of any services rendered by Development to any associate company within the Southern System. Development will include a statement as to whether the services were at cost.



1	(e) A description of customer financing provided by of anough southern pevelopment, including	
2345	<ul> <li>(i) the amount of such financing by type of energy conservation and efficiency equipment;</li> <li>(ii) the accumulative amount of financing outstanding by customer classification;</li> <li>(iii) bad debt write-off incurred during the quarter;</li> </ul>	
5	(iv) disclosure of the material and conditions applying to such financing.	
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15	(f) Amounts and forms of currently effective guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by Southern Development.	
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ľ	(g) Amounts and forms of currently effective indemnifications of, and sureties on, bonds or other	
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Ŋ	(h) Amounts and forms of guarantees of, and similar provisions and arrangements concerning,	7
18	performance and undertaking of other obligations by Southern Development.	
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	(i) Amounts and forms of indemnification so and sureties on, bonds or other obligations issued on	•
3/	behalf of Southern Development.	
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731		F
		<b>y</b>

# **SIGNATURE**

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

Dated August 14, 1996

THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

Thomas R. Kellogg

Vice President & General Manager



Wayne Boston
Assistant Comptroller
and Assistant Secretary

# FREEDOM OF INFORMATION ACT CONFIDENTIAL TREATMENT REQUESTED

August 14, 1996

Securities and Exchange Commission Washington, DC 20549

Re:

The Southern Company and

Southern Development and Investment Group, Inc.

Certificate of Notification - File No. 70-8173

Request for Confidential Treatment

### Ladies and Gentlemen:

Pursuant to Rule 104 under the Public Utility Holding Company Act of 1935, as amended, The Southern Company (SOUTHERN), a registered holding company, and Southern Development and Investment Group, Inc. (SOUTHERN DEVELOPMENT), hereby request confidential treatment of the attached Certificate of Notification for the quarter ended June 30, 1996. This certificate contains information which is proprietary and competitively sensitive. The public disclosure thereof would materially harm SOUTHERN and SOUTHERN DEVELOPMENT.

As permitted by Rule 101(c)(1) of the General Rules and Regulations for Electronic Filings, 17 CFR 232.101(c)(1) the aforementioned confidential information is filed herewith in paper format only.

SOUTHERN hereby requests a hearing before any part thereof is made public to third parties requesting its disclosure.

Yours very truly,

**Enclosures** 

cc: Freedom of Information Act Officer (w/enc.)

Robert Wason, Chief Financial Analyst (w/enc.)

### filed by

# THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

Pursuant to order of the Securities and Exchange Commission dated January 25, 1995, in the matter of File No. 70-8173.

The Southern Development and Investment Group, Inc. (Southern Development) pursuant to Rule 24, hereby provides the following information as required by the above-mentioned order:

### (a) Statement of Income

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC. INCOME STATEMENT (unaudited)

SIX MONTHS ENDED JUNE 30.1996

### REVENUE

- Associate Companies
- Non Associate Companies
- 3 Interest Income
- 4 TOTAL SALES

### **EXPENSES**

- Salaries and Wages
- 6 Rent
- Cost of Goods Sold
- § Depreciation/Amortization
- 9 Office Supplies and expenses
- 10 Outside Services Employed
- Alabama Power Company
- 12 Georgia Power Company
- 3 Gulf Power Company
- 14 Mississippi Power Company
- 15 Southern Company Services
- 16 Maintenance
- Miscellaneous General
- 18 Insurance
- A Taxes Other than Income
- 30 TOTAL EXPENSES
- NET INCOME (LOSS) BEFORE TAX
- 22 Benefit for Income Taxes
- >3 NET INCOME (LOSS) AFTER TAXES



#### (b) Balance Sheet

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC. BALANCE SHEET (unaudited)
JUNE 30, 1996

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<u>IUNE 1996</u>

### **ASSETS**

Cash and temporary investments
Accounts Receivable:
Associated companies
Customers and others, less allowance
for doubtful accounts
Costs and estimated earnings in excess
of billings on contracts
Prepaids and other
Materials and supplies
Total current assets

Investments-Envirotech

Investments-ICS
Investments-ITC
Total Investments

Office furniture, fixtures, equipment, and leasehold improvements

13 Less accumulated depreciation and amortization

Net Property and Equipment

Intangible and other assets, net
Noncurrent deferred income taxes
Restricted Deposit
Total Other Assets

19 TOTAL ASSETS



### LIABILITIES AND STOCKHOLDERS' EQUITY

20 Accounts Payable:

Associated companies

H Other

Billings in excess of costs and estimated

2) earnings on contracts2) Other accrued liabilities

JY TOTAL LIABILITIES

Common Stock, par value \$1; 500 shares authorized and outstanding

الم Additional paid-in capital

2) Retained earnings

Total stockholders' equity

24 TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY



CONFIDENTIAL

### (c) Cash Flow Statement

SOUTHERN DEVELOPMENT & INVESTMENT GROUP, INC. CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE SIX MONTHS ENDED JUNE 30, 1996

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SIX MONTHS ENDED

### CASH FLOWS FROM OPERATING ACTIVITIES:

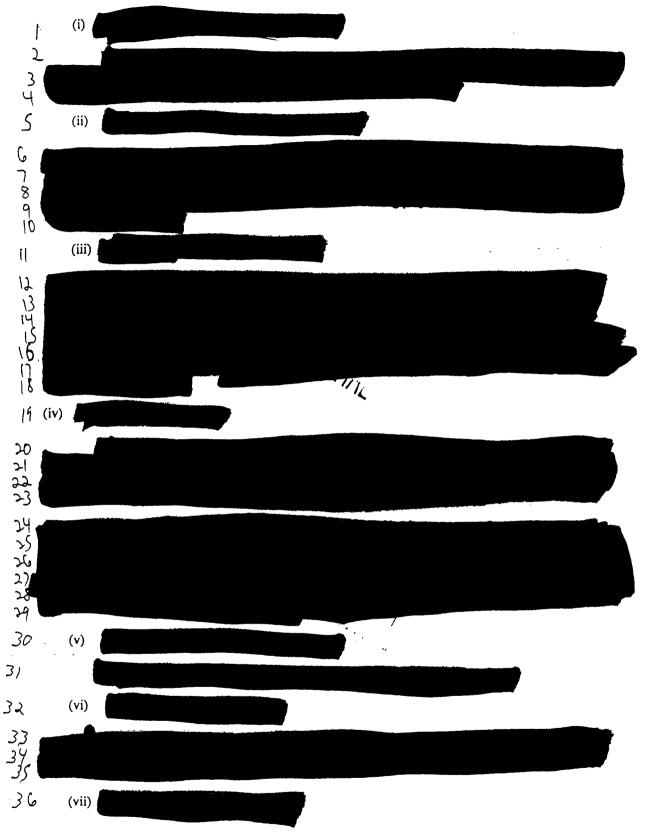
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20 CASH AND TEMPORARY INVESTMENTS AT END OF PERIOD

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(a) A narrative of activities undertaken during the previous quarter (second quarter, 1996) in each of the following areas:



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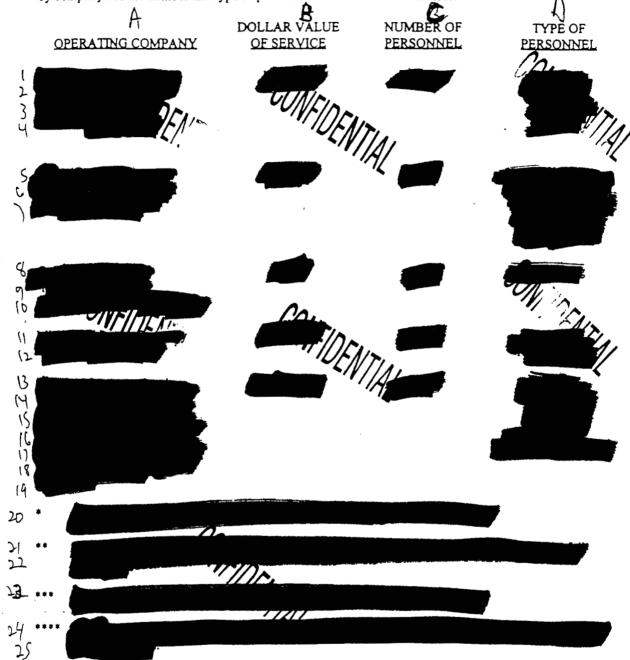


- (b) A project-by-project table, covering both the previous quarter and the time period that has elapsed since the date of this order, for each of Development's business activities comparing
  - programion for such business activity; (i) the amount of the Commission
  - (ii) the amount of Development's budget for such business activity;
  - (iii) the actual investment expended on such business activity.

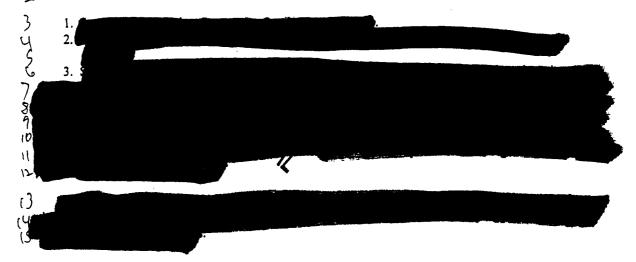
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	BUSINESS LINES	COMMISSION'S AUTHORIZATION	1996 BUDGET	2nd QUARTER INVESTMENT #	INVESTMENT SINCE INCEPTIO
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# - Reflects capital contributions to Development by The Southern Company, and does not include investments made from cash internally generated by Development.

(c) A description of any services received by Development from Southern Company Services and from each of the Southern Operating Companies. This description should contain the dollar value of the services by company and the number and type of personnel used to render the services.



(d) A description of any services rendered by Development to any associate company within the Southern System. Development will include a statement as to whether the services were at cost.



(i) the amount of such financing by type of energy conservation and efficiency equipment the accumulative amount of financing outstanding by customer classification; (iii) bad debt write-off in the during the quarter; (iv) disclosure of the material states and conditions applying to such financing.  [1] (f) Amounts and forms of currently effective guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by Southern Development.  [2] (g) Amounts and forms of currently effective indemnifications of, and sureties on, bonds or other obligations issued on behalf of Southern Development.  [3] (h) Amounts and forms of guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by Southern Development.  [4] (a) Amounts and forms of indemnifications of the obligations by Southern Development.		(e) A description of customer financing provided by or through Southern Development, including—
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### **SIGNATURE**

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

Dated August 14, 1996

THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

Thomas R. Kellogg

Vice President & General Manager

# EXHIBIT "C"

# Line-by-Line Justification

Page/ Column: Justification: line:

Page 2 Α lines 1-23

The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SDIG. Such information, if publicly disclosed, may be utilized by a competitor of SDIG to determine the viability of SDIG and the economic feasibility of SDIG 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 SDIG's competitors would have a chilling effect on SDIG's ability to invest in or develop new programs, technologies and markets. This information is not otherwise publicly available.

Page 3 Α Lines 1-29

The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SDIG. Such information, if publicly disclosed, may be utilized by a competitor of SDIG to determine the viability of SDIG and the economic feasibility of SDIG 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 SDIG's competitors would have a chilling effect on SDIG's ability to invest in or develop new programs, technologies and markets. This

information is not otherwise publicly available.

Page 4 Lines: 1-20	A	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SDIG. Such information can be utilized by competitor of SDIG to determine the viability of SDIG and the economic feasibility of SDIG 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 SDIG's competitors would have a chilling effect on SDIG's ability to invest or develop new programs, technologies and markets. This information is not otherwise publicly available.
Page 5 Lines: 1-36 Page 6 Lines: 1-9	N/A	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) This information relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts, the business plan of SDIG. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.
Page 7 Lines: 1-13	A,B,C,D, E	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) This information
Page 8 Lines: 1-25	A,B,C,D	relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future, SDIG's business plan. Disclosure of this information to the competitors of SDIG would enable those competitors to determine
Page 9 Lines: 3-15	N/A	which areas SDIG plans to develop and how it plans to direct its development efforts. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.

Page 10 N/A Lines 6-10, 13, 16, 19, 22-23 The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. See Fla. Stat. § 366.093(3)(e) The specified information relates to financing arrangements between SDIG and other entities. Financing arrangements are generally kept confidential by the parties involved in the transaction. Public disclosure of this information would provide competitors with information about SDIG's ability to obtain financing as well as its ability to extend credit or guarantee the debt or another entity. Such information could be utilized by a competitor to determine whether SDIG has the financial ability to enter into a market or implement a program or technology. This information is not otherwise publicly available.

# **CERTIFICATE OF SERVICE**

I HEREBY CERTIFY that a true and correct copy of the foregoing was furnished without exhibit "A" by U.S. Mail on the 33rd day of September, 1996 on the following:

Cindy Miller, Esquire Florida Public Service Commission 2540 Shumard Oak Blvd. Tallahassee FL 32399-0863

Jack Shreve, Esquire
Office of Public Counsel
c/o The Florida Legislature
111 W. Madison St., Room 812
Tallahassee FL 32399-1400

RUSSELL A. BADDERS

Florida Bar No. 0007455

Beggs & Lane P.O. Box 12950

Pensacola FL 32576

904 432-2451

Attorneys for The Southern Company

Rundl 14 Bullen