

**Park, Jun K.**

---

**From:** Folsom, Kenneth Lawrence  
**Sent:** Wednesday, August 15, 2012 3:45 PM  
**To:** Armstrong, Mary Catherine  
**Subject:** RE: Outdoor Lighting Customer Forecast

I am in agreement...Thanks!

---

**From:** Armstrong, Mary Catherine  
**Sent:** Wednesday, August 15, 2012 3:37 PM  
**To:** Folsom, Kenneth Lawrence  
**Cc:** Alexander, Rhonda J.; Park, Jun K.  
**Subject:** Outdoor Lighting Customer Forecast

Kenny,

For our outdoor lighting customer forecast, we were planning on assuming the same growth rate in customers as you provided to us for energy. But first we wanted to run this by you. To review, the growth rate assumptions are below.

Annual kWh growth rate (to be used for customer growth as well)

Res OS I/II: 0%  
Com OS I/II: 1%  
Com OS I/II BB: 0%  
Com OS III: 0%  
Ind OS I/II: 0%  
Ind OS III: 0%  
St Lighting: 0%

Do you agree?

Please let us know if you have any questions or comments. Thanks!

Mary Catherine Armstrong  
Gulf Power Company • Market Analyst  
One Energy Place • Pensacola, FL 32520  
850.444.6569

