March 1, 2012

Stephen Garl
Division of Regulatory Analysis
Florida Public Service Commission
2540 Shumard Oak Boulevard, Room 110
Tallahassee, FL 32399-0850

Re: 2011 Demand Side Management (DSM) Annual Report

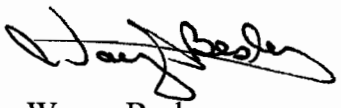
Dear Mr. Garl:

In accordance with Rule 25-17.0021(5), Florida Administrative Code, Florida Power & Light Company ("FPL") is submitting its 2011 DSM Annual Report. The Report includes the results of FPL's DSM Plan as approved by Order No. PSC-11-0346-PAA-EG (consummated by Order No. PSC-11-0590-FOF-EG). FPL's DSM Plan consists of the DSM programs approved by the Commission in 2004 and subsequent modifications approved by the Commission in 2006. FPL's actual 2011 results are compared to the demand and energy goals established by Order No. PSC-09-0855-FOF-EG, issued December 30, 2009, in Docket No. 080407-EG.

FPL was able to exceed its Residential Summer MW, Winter MW, and GWH goals. This achievement in the residential sector is primarily attributable to federal rebates and manufacturer rebates that were made available to customers in 2011, which encouraged the purchase and installation of air conditioning systems several efficiency levels above the level expected by FPL. In the business sector, FPL was unable to achieve its Summer MW and GWH goals, but did achieve its Winter MW goals. DSM achievements in the business sector continued to be hampered by current economic factors, which caused some businesses to withdraw plans for large energy efficiency capital projects or to delay such projects to 2012. As a result, the 2011 business sector achievement remained approximately the same as 2010. In the aggregate (residential and business sectors combined), FPL was still able to achieve its Summer MW and Winter MW goals, and its GWH achievements were within 15% of the GWH goal. FPL believes that, overall, these are good results considering the fact that its DSM Plan was not designed to meet the DSM goals.

Enclosed are three copies of the DSM 2011 Annual Report. Please do not hesitate to contact me should you have any questions.

Sincerely,



Wayne Besley
Director, Demand Side Management Programs

Enclosures

FLORIDA POWER & LIGHT COMPANY
2011 DEMAND SIDE MANAGEMENT
ANNUAL REPORT

March 1, 2012

UTILITY: FLORIDA POWER & LIGHT COMPANY
2011 DEMAND SIDE MANAGEMENT ANNUAL REPORT

FLORIDA POWER & LIGHT COMPANY
Comparison of Achieved MW and GWh Reductions
with Annual Commission Goals Established December 30, 2009
Reporting Period: 2011

Residential and Business Combined (@ Generator)

	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
Year	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance
2010	129.2	110.4	17%	59.4	41.3	44%	204.1	204.3	0%
2011	146.2	142.2	3%	64.2	52.3	23%	261.1	295.2	-12%
2012		166.5			61.9			360.3	
2013		179.8			69.4			389.4	
2014		183.6			74.6			394.1	
2015		172.2			71.0			360.5	
2016		155.9			66.3			317.6	
2017		140.1			61.1			279.0	
2018		128.7			56.4			253.3	
2019		118.3			51.4			228.5	

Residential (@ Generator)

	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
Year	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance
2010	92.9	67.7	37%	38.2	33.2	15%	141.3	119.6	18%
2011	109.5	79.7	37%	46.2	42.4	9%	196.1	145.8	35%
2012		90.2			50.3			168.8	
2013		98.5			56.3			186.7	
2014		104.3			60.2			200.0	
2015		100.7			55.9			193.0	
2016		95.9			51.3			183.4	
2017		91.4			47.0			174.2	
2018		87.4			43.2			166.4	
2019		83.3			39.4			157.5	

Business (@ Generator)

	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
Year	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance	Annual Total Achieved	Annual Commission Established Goal	% Variance
2010	36.2	42.7	-15%	21.3	8.1	162%	62.8	84.7	-26%
2011	36.8	62.5	-41%	18.0	9.9	82%	64.9	149.4	-57%
2012		76.3			11.6			191.5	
2013		81.3			13.1			202.7	
2014		79.3			14.4			194.1	
2015		71.5			15.1			167.5	
2016		60.0			15.0			134.2	
2017		48.7			14.1			104.8	
2018		41.3			13.2			86.9	
2019		35.0			12.0			71.0	

Utility: Florida Power & Light Company
Program Name: **Residential Building Envelope Program**
Program Start Date: January 1981
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		Actual			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	2,483,638	18,159	0.7%	14,041	14,041	0.6%	(4,118)
2011	4,056,428	2,493,710	36,448	1.5%	13,675	27,716	1.1%	(8,732)
2012	4,141,910	2,528,354	54,891	2.2%				
2013	4,226,978	2,562,588	73,508	2.9%				
2014	4,311,223	2,596,138	92,321	3.6%				
2015	4,394,802	2,629,080	111,135	4.2%				
2016	4,477,937	2,661,746	129,948	4.9%				
2017	4,560,569	2,694,101	148,761	5.5%				
2018	4,642,575	2,726,069	167,575	6.1%				
2019	4,720,827	2,755,712	186,388	6.8%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.35	0.38	4,786	5,265
Winter kW Reduction	0.36	0.40	4,990	5,490
kWh Reduction	1,849	1,986	25,279,453	27,158,845

2011	
Utility Cost per Installation	$397
Total Utility Program Cost ($000)	$5,423
Net Benefits ($000)	$154

[1] Cumulative participants prior to 2010 = 502,577

Utility: Florida Power & Light Company
Program Name: **Duct System Testing and Repair Program**
Program Start Date: August 1991
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	1,708,376	17,741	1.0%	16,348	16,348	1.0%	(1,393)
2011	4,056,428	1,710,053	35,772	2.1%	3,575	19,923	1.2%	(15,849)
2012	4,141,910	1,728,433	54,093	3.1%				
2013	4,226,978	1,746,346	72,704	4.2%				
2014	4,311,223	1,763,618	91,608	5.2%				
2015	4,394,802	1,780,313	110,513	6.2%				
2016	4,477,937	1,796,819	129,418	7.2%				
2017	4,560,569	1,813,111	148,323	8.2%				
2018	4,642,575	1,829,136	167,227	9.1%				
2019	4,720,827	1,843,562	186,132	10.1%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.17	0.18	593	652
Winter kW Reduction	0.14	0.15	501	551
kWh Reduction	280	301	1,001,000	1,075,419

2011	
Utility Cost per Installation	$264
Total Utility Program Cost ($000)	$945
Net Benefits ($000)	$1

[1] Cumulative participants prior to 2010 = 478,515

Utility: Florida Power & Light Company
Program Name: **Residential Air Conditioning Program**
Program Start Date: October 1990
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	3,172,427	106,731	3.4%	99,897	99,897	3.1%	(6,834)
2011	4,056,428	3,180,593	221,154	7.0%	113,907	213,804	6.7%	(7,350)
2012	4,141,910	3,206,087	343,459	10.7%				
2013	4,226,978	3,227,951	473,914	14.7%				
2014	4,311,223	3,225,622	612,872	19.0%				
2015	4,394,802	3,219,715	751,830	23.4%				
2016	4,477,937	3,212,539	890,787	27.7%				
2017	4,560,569	3,205,241	1,029,745	32.1%				
2018	4,642,575	3,176,065	1,168,703	36.8%				
2019	4,720,827	3,158,213	1,307,661	41.4%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.71	0.78	81,261	89,396
Winter kW Reduction	0.23	0.26	26,678	29,349
kWh Reduction	1,303	1,400	148,445,717	159,481,861

2011	
Utility Cost per Installation	$670
Total Utility Program Cost ($000)	$76,340
Net Benefits ($000)	$332

[1] Cumulative participants prior to 2010 = 1,239,291

Utility: Florida Power & Light Company
Program Name: **Residential Load Management (On Call) Program**
Program Start Date: July 1986
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	3,225,872	15,900	0.5%	6,826	6,826	0.2%	(9,074)
2011	4,056,428	3,255,563	33,100	1.0%	8,021	14,847	0.5%	(18,253)
2012	4,141,910	3,323,845	51,600	1.6%				
2013	4,226,978	3,390,413	71,400	2.1%				
2014	4,311,223	3,454,858	94,700	2.7%				
2015	4,394,802	3,515,137	118,000	3.4%				
2016	4,477,937	3,574,972	141,300	4.0%				
2017	4,560,569	3,634,304	164,600	4.5%				
2018	4,642,575	3,693,010	187,900	5.1%				
2019	4,720,827	3,747,962	211,200	5.6%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.14	1.25	9,144	10,059
Winter kW Reduction	1.02	1.12	8,181	9,000
kWh Reduction	18	20	148,228	159,248

2011	
Utility Cost per Installation [2]	$69
Total Utility Program Cost ($000) [3]	$55,497
Net Benefits ($000)	$365

[1] Cumulative participants prior to 2010 = 784,965

[2] Utility cost per installation is based on cumulative active year end total = 799,812

[3] Includes depreciation, return & rebates paid in 2011 to active participating customers who were signed up in 2011 & in years prior

Utility: Florida Power & Light Company
Program Name: **Residential New Construction (BuildSmart®) Program**
Program Start Date: February 1996
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		Actual			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	18,505	1,612	8.7%	2,089	2,089	11.3%	477
2011	4,056,428	30,508	3,282	6.7%	2,317	4,406	9.0%	1,124
2012	4,141,910	36,750	5,431	6.3%				
2013	4,226,978	39,597	7,582	6.0%				
2014	4,311,223	41,313	9,635	5.8%				
2015	4,394,802	43,189	11,581	5.5%				
2016	4,477,937	43,800	13,528	5.3%				
2017	4,560,569	44,274	15,474	5.2%				
2018	4,642,575	45,278	17,421	5.1%				
2019	4,720,827	46,918	19,368	5.0%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.08	1.19	2,497	2,747
Winter kW Reduction	0.55	0.61	1,276	1,404
kWh Reduction	1,566	1,682	3,627,310	3,896,982

2011	
Utility Cost per Installation	$343
Total Utility Program Cost ($000)	$794
Net Benefits ($000)	$131

[1] Cumulative participants prior to 2010 = 22,515

Utility: Florida Power & Light Company
Program Name: **Residential Low Income Weatherization**
Program Start Date: April 2004
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	693,875	581	0.1%	837	837	0.1%	256
2011	4,056,428	701,181	1,190	0.2%	1,666	2,503	0.4%	1,313
2012	4,141,910	715,361	1,828	0.3%				
2013	4,226,978	729,439	2,496	0.3%				
2014	4,311,223	743,345	3,197	0.4%				
2015	4,394,802	757,104	3,897	0.5%				
2016	4,477,937	770,786	4,598	0.6%				
2017	4,560,569	784,380	5,299	0.7%				
2018	4,642,575	797,867	5,999	0.8%				
2019	4,720,827	810,704	6,700	0.8%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.24	0.26	394	434
Winter kW Reduction	0.07	0.08	117	128
kWh Reduction	558	599	929,628	998,741

2011	
Utility Cost per Installation	$117
Total Utility Program Cost ($000)	$196
Net Benefits ($000)	$9

[1] Cumulative participants prior to 2010 = 1,961

Utility: Florida Power & Light Company
Program Name: **Residential Home Energy Surveys**
Program Start Date: January 1981
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	4,010,837	75,000 - 100,000	1.9% - 2.5%	139,837	139,837	3.5%	64,837 - 39,837
2011	4,056,428	4,056,428	150,000 - 200,000	3.7% - 4.9%	159,620	299,457	7.4%	149,457 - 99,457
2012	4,141,910	4,141,910	225,000 - 300,000	5.4% - 7.2%				
2013	4,226,978	4,226,978	300,000 - 400,000	7.1% - 9.5%				
2014	4,311,223	4,311,223	375,000 - 500,000	8.7% - 11.6%				
2015	4,394,802	4,394,802	450,000 - 600,000	10.2% - 13.6%				
2016	4,477,937	4,477,937	525,000 - 700,000	11.7% - 15.6%				
2017	4,560,569	4,560,569	600,000 - 800,000	13.2% - 17.5%				
2018	4,642,575	4,642,575	675,000 - 900,000	14.5% - 19.4%				
2019	4,720,827	4,720,827	750,000 - 1,000,000	15.9% - 21.2%				

2011	
Utility Cost per Installation	$75
Total Utility Program Cost ($000)	$12,001
Net Benefits ($000)	N/A

- No kW or kWh reductions are attributed to this program

[1] Cumulative participants prior to 2010 = 2,751,350

Utility: Florida Power & Light Company
Program Name: **Business Heating, Ventilating and Air Conditioning Program**
Program Start Date: February 1990
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		Actual			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	605,498	378,692	18,668	4.9%	10,611	10,611	2.8%	(8,057)
2011	620,548	369,436	38,212	10.3%	8,789	19,400	5.3%	(18,812)
2012	635,972	340,406	57,831	17.0%				
2013	651,779	349,806	77,380	22.1%				
2014	667,980	340,390	97,364	28.6%				
2015	684,583	330,789	117,349	35.5%				
2016	701,598	321,447	137,333	42.7%				
2017	719,037	312,369	157,318	50.4%				
2018	736,909	303,562	177,302	58.4%				
2019	755,226	295,033	197,286	66.9%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	8,789	9,669
Winter kW Reduction	0.54	0.60	4,781	5,260
kWh Reduction	2,163	2,324	19,014,350	20,427,965

2011	
Utility Cost per Installation	$481
Total Utility Program Cost ($000)	$4,231
Net Benefits ($000)	$203

[1] Cumulative participants prior to 2010 (@ Generator) = 325,170

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Efficient Lighting**
Program Start Date: June 1984
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	842,587	449,346	1,489	0.3%	3,810	3,810	0.8%	2,321
2011	863,530	459,025	3,104	0.7%	3,509	7,320	1.6%	4,216
2012	884,994	468,857	4,837	1.0%				
2013	906,991	478,855	6,681	1.4%				
2014	929,535	489,033	8,630	1.8%				
2015	952,639	499,405	10,579	2.1%				
2016	976,317	510,084	12,528	2.5%				
2017	1,000,584	521,076	14,477	2.8%				
2018	1,025,454	532,390	16,427	3.1%				
2019	1,050,943	544,034	18,376	3.4%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	3,509	3,861
Winter kW Reduction	0.63	0.69	2,214	2,435
kWh Reduction	5,120	5,500	17,966,782	19,302,516

2011	
Utility Cost per Installation	$176
Total Utility Program Cost ($000)	$617
Net Benefits ($000)	$161

[1] Cumulative participants prior to 2010 (@ Generator) = 270,713

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Building Envelope**
Program Start Date: June 1995
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[(1)]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	455,771	455,771	8,602	1.9%	6,358	6,358	1.4%	(2,244)
2011	467,099	458,497	17,720	3.9%	5,864	12,222	2.7%	(5,498)
2012	478,709	460,989	27,329	5.9%				
2013	490,608	463,279	37,404	8.1%				
2014	502,802	465,398	47,922	10.3%				
2015	515,300	467,377	58,440	12.5%				
2016	528,108	469,667	68,958	14.7%				
2017	541,234	472,276	79,476	16.8%				
2018	554,687	475,210	89,994	18.9%				
2019	568,474	478,479	100,512	21.0%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	5,864	6,451
Winter kW Reduction	0.01	0.01	72	79
kWh Reduction	1,996	2,144	11,704,859	12,575,053

2011	
Utility Cost per Installation	$971
Total Utility Program Cost ($000)	$5,694
Net Benefits ($000)	$172

[(1)] Cumulative participants prior to 2010 (@ Generator) = 80,192

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Custom Incentive Program**
Program Start Date: April 1993
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	139,467	90,912	282	0.3%	2,586	2,586	2.8%	2,304
2011	142,934	92,890	564	0.6%	2,098	4,684	5.0%	4,120
2012	146,487	94,924	846	0.9%				
2013	150,128	97,015	1,128	1.2%				
2014	153,859	99,165	1,410	1.4%				
2015	157,683	101,376	1,692	1.7%				
2016	161,603	103,649	1,974	1.9%				
2017	165,619	105,985	2,256	2.1%				
2018	169,736	108,387	2,538	2.3%				
2019	173,955	110,855	2,820	2.5%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	2,098	2,308
Winter kW Reduction	1.00	1.10	2,098	2,308
kWh Reduction	4,767	5,121	9,999,346	10,742,744

2011	
Utility Cost per Installation	$146
Total Utility Program Cost ($000)	$306
Net Benefits ($000)	$0

[1] Cumulative participants prior to 2010 (@ Generator) = 34,162

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Water Heating**
Program Start Date: May 2006
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		Actual			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	80,321	73,863	187	0.3%	25	25	0.0%	(162)
2011	82,317	75,512	383	0.5%	6	31	0.0%	(352)
2012	84,363	77,197	589	0.8%				
2013	86,460	78,920	802	1.0%				
2014	88,609	80,683	1,021	1.3%				
2015	90,812	82,488	1,241	1.5%				
2016	93,069	84,344	1,461	1.7%				
2017	95,382	86,252	1,681	1.9%				
2018	97,753	88,212	1,900	2.2%				
2019	100,182	90,227	2,120	2.3%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	6	7
Winter kW Reduction	0.62	0.68	4	4
kWh Reduction	4,304	4,623	27,542	29,590

2011	
Utility Cost per Installation	$14,710
Total Utility Program Cost ($000)	$94
Net Benefits ($000)	$0

[1] Cumulative participants prior to 2010 (@ Generator) = 180

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Refrigeration**
Program Start Date: May 2006
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	87,601	45,200	304	0.7%	40	40	0.1%	(263)
2011	89,778	46,020	607	1.3%	141	181	0.4%	(426)
2012	92,010	46,868	906	1.9%				
2013	94,297	47,749	1,196	2.5%				
2014	96,641	48,668	1,474	3.0%				
2015	99,043	49,630	1,751	3.5%				
2016	101,505	50,623	2,029	4.0%				
2017	104,028	51,647	2,307	4.5%				
2018	106,613	52,703	2,584	4.9%				
2019	109,263	53,793	2,862	5.3%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	141	155
Winter kW Reduction	0.86	0.95	122	134
kWh Reduction	4,872	5,235	687,979	739,127

2011	
Utility Cost per Installation	$247
Total Utility Program Cost ($000)	$35
Net Benefits ($000)	$10

[1] Cumulative participants prior to 2010 (@ Generator) = 546

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business On Call**
Program Start Date: June 1995
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	1,723,593	1,632,987	6,524	0.4%	1,901	1,901	0.1%	(4,623)
2011	1,766,434	1,667,052	13,048	0.8%	5,662	7,562	0.5%	(5,486)
2012	1,810,340	1,702,125	19,572	1.1%				
2013	1,855,337	1,738,233	26,096	1.5%				
2014	1,901,452	1,775,401	32,620	1.8%				
2015	1,948,714	1,813,654	39,144	2.2%				
2016	1,997,150	1,853,020	45,668	2.5%				
2017	2,046,791	1,893,527	52,192	2.8%				
2018	2,097,665	1,935,203	58,716	3.0%				
2019	2,149,804	1,978,077	65,240	3.3%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	5,662	6,228
Winter kW Reduction	0.00	0.00	0	0
kWh Reduction	1	1	5,718	6,143

2011	
Utility Cost per Installation [2]	$40
Total Utility Program Cost ($000) [3]	$3,921
Net Benefits ($000)	$189

[1] Cumulative participants prior to 2010 (@ Generator) = 90.6

[2] Utility cost per installation is based on cumulative active year end total = 99.2

[3] Includes depreciation, return & rebates paid in 2011 to active participating customers who were signed up in 2011 & in years prior

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Commercial/Industrial Demand Reduction**
Program Start Date: May 2000
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,895,780	3,780,346	6,333	0.2%	7,786	7,786	0.2%	1,453
2011	5,017,468	3,867,976	12,666	0.3%	7,038	14,825	0.4%	2,159
2012	5,142,180	3,957,941	18,999	0.5%				
2013	5,269,992	4,050,300	25,332	0.6%				
2014	5,400,981	4,145,112	31,665	0.8%				
2015	5,535,225	4,242,438	37,998	0.9%				
2016	5,672,807	4,342,340	44,331	1.0%				
2017	5,813,808	4,444,883	50,664	1.1%				
2018	5,958,314	4,550,133	56,997	1.3%				
2019	6,106,411	4,658,155	63,330	1.4%				

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.10	7,038	7,743
Winter kW Reduction	1.00	1.10	7,038	7,743
kWh Reduction	8	8	53,489	57,465

2011	
Utility Cost per Installation [2]	$43
Total Utility Program Cost ($000) [3]	$9,576
Net Benefits ($000)	$45

[1] Cumulative participants prior to 2010 (@ Generator) = 210.5

[2] Utility cost per installation is based on cumulative active year end total = 222.4

[3] Includes depreciation, return & rebates paid in 2011 to active participating customers who were signed up in 2011 & in years prior

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
Program Name: **Business Energy Evaluation Program**
Program Start Date: October 1990
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants[1]	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	534,490	534,490	6,000	1.1%	13,228	13,228	2.5%	7,228
2011	547,697	541,775	12,000	2.2%	11,690	24,918	4.6%	12,918
2012	561,576	549,390	18,000	3.3%				
2013	575,598	557,344	24,000	4.3%				
2014	590,087	565,645	30,000	5.3%				
2015	604,956	574,301	36,000	6.3%				
2016	620,071	583,321	42,000	7.2%				
2017	635,559	592,714	48,000	8.1%				
2018	651,590	602,491	54,000	9.0%				
2019	667,785	612,659	60,000	9.8%				

2011	
Utility Cost per Installation	$529
Total Utility Program Cost ($000)	$6,179
Net Benefits ($000)	N/A

- No kW or kWh reductions are attributed to this program

[1] Cumulative participants prior to 2010 = 141,194

Utility: Florida Power & Light Company
Program Name: **Residential Solar Water Heating Pilot Project**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	4,010,837	0	0.0%	0	0	0.0%	0
2011	4,056,428	4,056,428	4,588	0.1%	523	523	0.0%	(4,065)
2012	4,141,910	4,137,322	9,470	0.2%				
2013	4,226,978	4,217,507	14,444	0.3%				
2014	4,311,223	4,296,778	19,414	0.5%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.22	0.24	115	127
Winter kW Reduction	0.45	0.50	235	259
kWh Reduction	1,482	1,592	775,086	832,709

2011	
Utility Cost per Installation	$1,101
Total Utility Program Cost ($000)	$576
Net Benefits ($000)	($40)

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

Utility: Florida Power & Light Company
Program Name: **Residential Solar Water Heating (Low Income Pilot Project)**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	404	0	0.0%	0	0	0.0%	0
2011	4,056,428	404	200	24.8%	0	0	0.0%	(200)
2012	4,141,910	404	400	33.0%				
2013	4,226,978	404	600	37.1%				
2014	4,311,223	404	800	39.6%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.00	0.00	0	0
Winter kW Reduction	0.00	0.00	0	0
kWh Reduction	0	0	0	0

2011	
Utility Cost per Installation	N/A
Total Utility Program Cost ($000)	$11
Net Benefits ($000)	$0

- There were no installations in 2011

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

Utility: Florida Power & Light Company
Program Name: **Business Solar Water Heating Pilot Project**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	534,490	534,490	0	0.0%	0	0	0.0%	0
2011	547,697	547,697	43	0.0%	9	9	0.0%	(34)
2012	561,576	561,533	94	0.0%				
2013	575,598	575,503	157	0.0%				
2014	590,087	589,930	233	0.0%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	6.87	7.56	62	68
Winter kW Reduction	0.49	0.54	4	5
kWh Reduction	24,883	26,733	223,945	240,594

2011	
Utility Cost per Installation	$12,336
Total Utility Program Cost ($000)	$111
Net Benefits ($000)	($4)

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

Utility: Florida Power & Light Company
Program Name: **Residential Photovoltaic Pilot Project**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	4,010,837	4,010,837	0	0.0%	0	0	0.0%	0
2011	4,056,428	4,056,428	340	0.0%	271	271	0.0%	(69)
2012	4,141,910	4,141,570	680	0.0%				
2013	4,226,978	4,226,298	1,020	0.0%				
2014	4,311,223	4,310,203	1,360	0.0%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	2.62	2.89	711	782
Winter kW Reduction	0.08	0.09	21	23
kWh Reduction	8,636	9,278	2,340,229	2,514,213

2011	
Utility Cost per Installation	$11,874
Total Utility Program Cost ($000)	$3,218
Net Benefits ($000)	($47)

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

Utility: Florida Power & Light Company
Program Name: **Business Photovoltaic Pilot Project**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	534,490	534,490	0	0.0%	0	0	0.0%	0
2011	547,697	547,697	63	0.0%	31	31	0.0%	(32)
2012	561,576	561,512	130	0.0%				
2013	575,598	575,468	201	0.0%				
2014	590,087	589,886	281	0.0%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	8.12	8.93	252	277
Winter kW Reduction	0.24	0.27	7	8
kWh Reduction	24,528	26,351	760,367	816,896

2011	
Utility Cost per Installation	$30,972
Total Utility Program Cost ($000)	$960
Net Benefits ($000)	($47)

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

Utility: Florida Power & Light Company
Program Name: **Business Photovoltaics for Schools Pilot Project**
Program Start Date: May 2011
Reporting Period: 2011

a	b	c	d	e (d/c)	f	g	h (g/c)	i (g-d)
			Projected		**Actual**			
Year	Total Number of Customers	Total Number of Eligible Customers	Cumulative Number of Program Participants [1]	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants
2010	534,490	1,334	0	0.0%	0	0	0.0%	0
2011	547,697	1,334	18	1.3%	0	0	0.0%	(18)
2012	561,576	1,316	40	3.0%				
2013	575,598	1,294	61	4.7%				
2014	590,087	1,273	79	6.2%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2011	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.00	0.00	0	0
Winter kW Reduction	0.00	0.00	0	0
kWh Reduction	0	0	0	0

2011	
Utility Cost per Installation	N/A
Total Utility Program Cost ($000)	$4
Net Benefits ($000)	$0

- There were no installations in 2011

[1] Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

RESEARCH & DEVELOPMENT

Conservation Research & Development (CRD) Program: Under the umbrella of CRD, FPL has researched a wide variety of technologies in an effort to quantify the energy, peak hour load, and bill savings benefits associated with each new potential DSM program measure. In recent years, new program measures identified by CRD have included: Business HVAC Energy Recovery Ventilators; Demand Control Ventilation; and Residential Air Conditioning Duct Plenum sealing. Several technologies researched last year are potentially viable candidates for further product development such as: variable speed pool pumps; hotel occupancy sensors; and residential heat pump water heaters.

Through CRD, FPL also participated in funding new research projects D through Electric Power Research Institute (EPRI). This arrangement allows for cost sharing by numerous utilities enabling FPL to leverage CRD dollars to obtain technical updates on a larger number of energy efficiency and demand reduction measures than would otherwise be practical.

Renewable Research & Demonstration (RRD) Project: FPL's RRD has three primary purposes. First is to demonstrate commercially available photovoltaic (PV) and solar water heating (SWH) systems in real world field installations. The second is to conduct specific research projects to quantify the performance of a wider range of renewable products which are less widely known, but worthy of closer examination. The third is to help educate contractors and the public about the proper way to install solar systems for best performance. The ultimate goal is to increase awareness of mainstream solar technologies and evaluate emerging renewable product types and their applications.

FPL plans to accomplish these by:

- Installing photovoltaic and solar water heating systems at public facilities which have suitable mounting locations for the solar panels and educational displays so they can be seen by visitors;
- Funding scientific research conducted by Florida universities or other qualified laboratories to test emerging renewable energy technologies in order to quantify customer savings and the hourly contribution to utility generation; and
- Partnering with universities and technical centers to increase training for solar contractors and educate FPL's residential and business customers about renewable energy.

In 2011, RRD was in the start-up phase. Activities included: beginning the identification of potential sites for PV demonstrations; requesting proposals for renewable research projects resulting in the award of a solar DC air conditioner test; and beginning to formulate plans for partnering with universities for contractor and public seminars.

OTHER CONSERVATION ACTIVITIES

Cogeneration & Small Power Production: The objective of this program is to facilitate these installations. In 2011, there were purchases from twelve facilities. Combine, they produced 3,423GWh with summer and winter MW of 842 and 744 respectively.