



March 1, 2013

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

Re: 2012 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 2012 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 developed internal demand and energy targets ("FPL Targets") following the Commission's approval of its current DSM Plan. The FPL Targets are based on the incentive levels and a similar program mix contained in FPL's approved DSM Plan as well as adjustments for 2012 Florida Building Code changes. Below is a table comparing FPL's 2012 performance to the FPL Targets:

	Residential and Business Combined			Residential			Business		
	Actual Total Achieved	FPL Target	% Variance	Actual Total Achieved	FPL Target	% Variance	Actual Total Achieved	FPL Target	% Variance
Summer Peak MW	139.9	119.4	17%	88.5	70.3	26%	51.4	49.1	5%
Winter Peak MW	70.9	70.6	1%	40.7	49.2	-17%	30.3	21.3	42%
GWh Energy	211.0	146.0	44%	140.9	94.0	50%	70.1	52.0	35%

FPL achieved all sector targets except the residential Winter MW. However, FPL was able to achieve all three targets on a combined residential and business basis by driving additional participation in the business sector to offset residential sector adoption levels. The value of demand and energy savings for FPL's general body of customers is unrelated to whether the savings occur in the residential or business sector.

In the enclosed report, FPL's performance is 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 ("2009 Goals"). The results are summarized on page one of the attached report. In

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2012, FPL achieved DSM savings within 15% of the residential Summer MW and business Winter MW goals. FPL also notes that despite the continued economic slump, FPL was able to increase its achievement in the business sector Summer MW, Winter MW, and GWh categories by 40%, 68%, and 8% respectively as compared to the 2011 achievements. On a combined residential and business basis, FPL achieved the Winter MW goal. As indicated in the transmittal letter accompanying last year's DSM Annual Report, variances from the 2009 DSM Goals are expected because FPL's approved DSM Plan was not designed to meet the 2009 Goals.

Enclosed are three copies of the DSM 2012 Annual Report. Please do not hesitate to contact me should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Wayne Besley", written in a cursive style.

Wayne Besley  
Director, Demand Side Management Programs

Enclosures

**FLORIDA POWER & LIGHT COMPANY  
2012 DEMAND SIDE MANAGEMENT  
ANNUAL REPORT**

March 1, 2013

**UTILITY: FLORIDA POWER & LIGHT COMPANY  
2012 DEMAND SIDE MANAGEMENT ANNUAL REPORT**

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**FLORIDA POWER & LIGHT COMPANY**  
**Comparison of Achieved MW and GWh Reductions**  
**with Annual Commission Goals Established December 30, 2009**  
**Reporting Period: 2012**

<b>Residential and Business Combined (@ Generator)</b>									
Year	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
	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	139.9	166.5	-16%	70.9	61.9	15%	211.0	360.3	-41%
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	

<b>Residential (@ Generator)</b>									
Year	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
	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	88.5	90.2	-2%	40.7	50.3	-19%	140.9	168.8	-17%
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	

<b>Business (@ Generator)</b>									
Year	Summer Peak MW Reduction			Winter Peak MW Reduction			GWh Energy Reduction		
	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	51.4	76.3	-33%	30.3	11.6	161%	70.1	191.5	-63%
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	

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Building Envelope  
 Program Start Date: January 1981  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants				
Year	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%	11,639	39,355	1.6%	(15,536)					
	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%									

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.27	0.29	3,120	3,395
Winter kW Reduction	0.30	0.33	3,524	3,835
kWh Reduction	631	674	7,344,581	7,839,019

2012	
Utility Cost per Installation	\$396
Total Utility Program Cost (\$000)	\$4,605
Net Benefits (\$000)	\$131

<sup>(1)</sup> Cumulative participants prior to 2010 =

502,577

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Duct System Testing and Repair**  
 Program Start Date: August 1991  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants				
Year														
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%	1,277	21,200	1.2%	(32,893)						
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%										

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.21	0.23	274	299
Winter kW Reduction	0.26	0.29	338	368
kWh Reduction	462	493	589,385	629,063

<b>2012</b>	
Utility Cost per Installation	\$607
Total Utility Program Cost (\$000)	\$776
Net Benefits (\$000)	\$0

<sup>(1)</sup> Cumulative participants prior to 2010 = 478,515

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Air Conditioning  
 Program Start Date: October 1990  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Projected	Actual	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants		
Year	Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants						
2010	4,010,837	3,172,427	3.4%	99,897	99,897	3.1%	(6,834)						
2011	4,056,428	3,180,593	7.0%	113,907	213,804	6.7%	(7,350)						
2012	4,141,910	3,206,087	10.7%	101,156	314,960	9.8%	(28,499)						
2013	4,226,978	3,227,951	14.7%										
2014	4,311,223	3,225,622	19.0%										
2015	4,394,802	3,219,715	23.4%										
2016	4,477,937	3,212,539	27.7%										
2017	4,560,569	3,205,241	32.1%										
2018	4,642,575	3,176,065	36.8%										
2019	4,720,827	3,158,213	41.4%										

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.57	0.62	57,179	62,216
Winter kW Reduction	0.18	0.19	17,752	19,316
kWh Reduction	1,134	1,210	114,697,000	122,418,402

2012	
Utility Cost per Installation	\$633
Total Utility Program Cost (\$000)	\$64,024
Net Benefits (\$000)	\$295

<sup>(1)</sup> Cumulative participants prior to 2010 = 1,239,291



DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Load Management (On Call)  
 Program Start Date: July 1986  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	13,910	28,757	0.9%	(22,843)						
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%										

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.17	1.27	16,275	17,709
Winter kW Reduction	0.98	1.07	13,660	14,863
KWh Reduction	5	5	64,542	68,888

2012	
Utility Cost per Installation <sup>(2)</sup>	\$69
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$56,135
Net Benefits (\$000)	\$632

<sup>(1)</sup> Cumulative participants prior to 2010 = 784,965  
<sup>(2)</sup> Utility cost per installation is based on cumulative active year end total = 810,217  
<sup>(3)</sup> Includes depreciation, return & rebates paid in 2012 to active participating customers who were signed up in 2012 & in years prior

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential New Construction (BuildSmart®)  
 Program Start Date: February 1996  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Cumulative Number of Program Participants	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	2,943	7,349	8.6%	1,918						
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%										

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.98	1.07	2,881	3,135
Winter kW Reduction	0.46	0.50	1,340	1,458
kWh Reduction	1,342	1,432	3,949,516	4,215,398

2012	
Utility Cost per Installation	\$297
Total Utility Program Cost (\$000)	\$874
Net Benefits (\$000)	\$167

<sup>(1)</sup> Cumulative participants prior to 2010 =

22,515

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Low Income Weatherization  
 Program Start Date: April 2004  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants			
Year	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%	2,505	5,008	0.7%	3,180				
	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%								

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.25	0.27	620	674
Winter kW Reduction	0.08	0.08	193	210
kWh Reduction	534	570	1,337,000	1,427,007

2012	
Utility Cost per Installation	\$114
Total Utility Program Cost (\$000)	\$284
Net Benefits (\$000)	\$14

<sup>(1)</sup> Cumulative participants prior to 2010 =

1,961

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Home Energy Surveys  
 Program Start Date: January 1981  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f		g		h (g/c)	i (g-d)
				Projected	Actual	Projected	Actual	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 <sup>(1)</sup>	Cumulative Penetration Level %	Annual Number of Program Participants	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%	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%	159,620	7.4%	149,457 - 99,457	
2012	4,141,910	4,141,910	225,000 - 300,000	5.4% - 7.2%	145,069	444,526	10.7%	145,069	10.7%	219,526 - 144,526	
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%							

2012	
Utility Cost per Installation	\$84
Total Utility Program Cost (\$000)	\$12,114
Net Benefits (\$000)	N/A

- No kW or kWh reductions are attributed to this program

<sup>(1)</sup> Cumulative participants prior to 2010 =

2,751,350

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Heating, Ventilating & Air Conditioning**  
 Program Start Date: February 1990  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	12,224	31,625	9.3%	(26,207)					
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%									

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	12,224	13,301
Winter kW Reduction	0.52	0.57	6,354	6,914
kWh Reduction	1,208	1,289	14,761,835	15,755,602

2012	
Utility Cost per Installation	\$519
Total Utility Program Cost (\$000)	\$6,345
Net Benefits (\$000)	\$283

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 325,170  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Efficient Lighting**  
 Program Start Date: June 1984  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Projected	Actual	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants		
Year	Total Number of Eligible Customers	Total Number of Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	4,397	11,716	2.5%	6,880					
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%									

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	4,397	4,784
Winter kW Reduction	0.63	0.69	2,770	3,014
kWh Reduction	5,098	5,441	22,412,251	23,921,044

2012	
Utility Cost per Installation	\$156
Total Utility Program Cost (\$000)	\$686
Net Benefits (\$000)	\$202

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 270,713  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Building Envelope**  
 Program Start Date: June 1995  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants			
Year	455,771	455,771	8,602	1.9%	6,358	6,358	1.4%	(2,244)					
2010	467,099	458,497	17,720	3.9%	5,864	12,222	2.7%	(5,498)					
2011	478,709	460,989	27,329	5.9%	6,765	18,987	4.1%	(8,342)					
2012	490,608	463,279	37,404	8.1%									
2013	502,802	465,398	47,922	10.3%									
2014	515,300	467,377	58,440	12.5%									
2015	528,108	469,667	68,958	14.7%									
2016	541,234	472,276	79,476	16.8%									
2017	554,687	475,210	89,994	18.9%									
2018	568,474	478,479	100,512	21.0%									
2019													

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	6,765	7,361
Winter kW Reduction <sup>(2)</sup>	-0.01	-0.01	-40	-44
kWh Reduction	2,001	2,136	13,538,787	14,450,218

2012	
Utility Cost per Installation	\$999
Total Utility Program Cost (\$000)	\$6,756
Net Benefits (\$000)	\$199

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 80,192  
<sup>(2)</sup> The negative value is the result of the proportionately large participation in the Window Treatment measure  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Custom Incentive**  
 Program Start Date: April 1993  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Projected	Actual	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants		
Year	Total Number of Eligible Customers	Total Number of Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	2,335	7,019	7.4%	6,173					
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%									

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	2,335	2,540
Winter kW Reduction	1.02	1.11	2,374	2,583
kWh Reduction	5,231	5,583	12,211,234	13,033,294

2012	
Utility Cost per Installation	\$216
Total Utility Program Cost (\$000)	\$505
Net Benefits (\$000)	\$73

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 34,162  
 Note: One Customer, Participant or Installation equals one Summer kW



DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Water Heating**  
 Program Start Date: May 2006  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f		g		h (g/c)		i (g-d)
Year	Total Number of Customers	Total Number of Eligible Customers	Projected		Actual		Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants	
			Cumulative Number of Program Participants	Cumulative Penetration Level %	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %						
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%	23	54	0.1%	(535)				
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%								

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	23	25
Winter kW Reduction	0.62	0.67	14	15
kWh Reduction	4,304	4,593	97,690	104,266

2012
Utility Cost per Installation
Total Utility Program Cost (\$000)
Net Benefits (\$000)

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 180  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Refrigeration**  
 Program Start Date: May 2006  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Projected	Actual	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants		
Year	Total Number of Eligible Customers	Total Number of Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	60	242	0.5%	(665)					
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%									

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	60	66
Winter kW Reduction	0.86	0.94	52	57
kWh Reduction	4,872	5,200	293,317	313,063

2012	
Utility Cost per Installation	\$637
Total Utility Program Cost (\$000)	\$38
Net Benefits (\$000)	\$4

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 546  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business On Call**  
 Program Start Date: June 1995  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	4,473	12,035	0.7%	(7,537)						
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%										

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	4,473	4,867
Winter kW Reduction	0.00	0.00	0	0
kWh Reduction	1	1	4,518	4,822

Utility Cost per Installation <sup>(2)</sup>	\$37
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$3,666
Net Benefits (\$000)	\$149

- (1) Cumulative participants prior to 2010 (@ Generator) = 90.6
  - (2) Utility cost per installation is based on cumulative active year end total = 99.4
  - (3) Includes depreciation, return & rebates paid in 2012 to active participating customers who were signed up in 2012 & in years prior
- Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Commercial/Industrial Demand Reduction**  
 Program Start Date: May 2000  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Cumulative Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Cumulative Participation Over (Under) Projected Participants			
Year	4,895,780	3,780,346	6,333	0.2%	7,786	7,786	0.2%	1,453					
2010	5,017,468	3,867,976	12,666	0.3%	7,038	14,825	0.4%	2,159					
2011	5,142,180	3,957,941	18,999	0.5%	16,255	31,080	0.8%	12,081					
2012	5,269,992	4,050,300	25,332	0.6%									
2013	5,400,981	4,145,112	31,665	0.8%									
2014	5,535,225	4,242,438	37,998	0.9%									
2015	5,672,807	4,342,340	44,331	1.0%									
2016	5,813,808	4,444,883	50,664	1.1%									
2017	5,958,314	4,550,133	56,997	1.3%									
2018	6,106,411	4,658,155	63,330	1.4%									
2019													

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.09	16,255	17,687
Winter kW Reduction	1.00	1.09	16,255	17,687
kWh Reduction	8	8	123,538	131,855

2012	
Utility Cost per Installation <sup>(2)</sup>	\$43
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$10,094
Net Benefits (\$000)	\$104

<sup>(1)</sup> Cumulative participants prior to 2010 (@ Generator) = 210.5  
<sup>(2)</sup> Utility cost per installation is based on cumulative active year end total = 236.7  
<sup>(3)</sup> Includes rebates paid in 2012 to active participating customers who were signed up in 2012 & in years prior  
 Note: One Customer, Participant or Installation equals one Summer kW

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Energy Evaluation**  
 Program Start Date: October 1990  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total Number of Program Participants	Cumulative Penetration Level %	Annual Number of Program Participants	Cumulative Number of Program Participants <sup>(1)</sup>	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%	12,089	37,007	6.7%	19,007					
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%									

2012	
Utility Cost per Installation	\$589
Total Utility Program Cost (\$000)	\$7,126
Net Benefits (\$000)	N/A

- No kW or kWh reductions are attributed to this program

<sup>(1)</sup> Cumulative participants prior to 2010 =

141,194

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Solar Water Heating Pilot  
 Program Start Date: May 2011  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f	g		h (g/c)		i (g-d)
				Projected	Actual		Projected	Actual	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%	1,145	1,668	0.0%	(7,802)			
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											

2012	Per Installation(2)		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.22	0.24	249	271
Winter kW Reduction	0.45	0.49	509	554
kWh Reduction	1,478	1,578	1,671,946	1,784,501

2012	
Utility Cost per Installation	\$1,380
Total Utility Program Cost (\$000)	\$1,580
Net Benefits (\$000)	(\$87)

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

(2) Reflects only the 1,131 electric water heaters replaced (gas = 14 replacements)

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Solar Water Heating (Low Income New Construction) Pilot  
 Program Start Date: May 2011  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f		g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total 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		
Year	4,010,837	404		0	0.0%	0	0	0	0.0%	0		
2010	4,056,428	404		200	24.8%	0	0	0	0.0%	(200)		
2011	4,141,910	404		400	33.0%	113	113	113	9.3%	(287)		
2012	4,226,978	404		600	37.1%							
2013	4,311,223	404		800	39.6%							
2014												
2015												
2016												
2017												
2018												
2019												

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.22	0.24	25	27
Winter kW Reduction	0.43	0.47	49	53
kWh Reduction	1,492	1,592	168,546	179,893

2012	
Utility Cost per Installation	\$3,802
Total Utility Program Cost (\$000)	\$430
Net Benefits (\$000)	(\$46)

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

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Solar Water Heating Pilot**  
 Program Start Date: May 2011  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g			h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total 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				
Year	534,490	534,490	0	0.0%	0	0	0.0%	0	0.0%	0	0.0%	0	0	
2010	547,697	547,697	43	0.0%	9	9	0.0%	9	0.0%	(34)	0.0%	(34)		
2011	561,576	561,533	94	0.0%	22	31	0.0%	31	0.0%	(63)	0.0%	(63)		
2012	575,598	575,503	157	0.0%										
2013	590,087	589,930	233	0.0%										
2014														
2015														
2016														
2017														
2018														
2019														

2012	Per Installation (2)		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	2.89	3.14	46	50
Winter kW Reduction	0.21	0.22	3	4
kWh Reduction	10,548	11,258	168,767	180,129

2012	
Utility Cost per Installation	\$17,822
Total Utility Program Cost (\$000)	\$392
Net Benefits (\$000)	(\$9)

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

(2) Reflects only the 16 electric water heaters replaced (gas = 6 replacements)



DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: Residential Photovoltaic Pilot  
 Program Start Date: May 2011  
 Reporting Period: 2012

a	b	c	d	e (d/c)		f			g		h (g/c)		i (g-d)
				Total Number of Eligible Customers	Total 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			
Year	4,010,837	4,010,837		0	0.0%	0	0	0	0.0%	0			0
2010	4,056,428	4,056,428		340	0.0%	271	271	271	0.0%	271			(69)
2011	4,141,910	4,141,570		680	0.0%	225	496	496	0.0%	496			(184)
2012	4,226,978	4,226,298		1,020	0.0%								
2013	4,311,223	4,310,203		1,360	0.0%								
2014													
2015													
2016													
2017													
2018													
2019													

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	3.08	3.36	694	755
Winter kW Reduction	0.09	0.10	21	22
kWh Reduction	9,815	10,476	2,208,486	2,357,161

2012	
Utility Cost per Installation	\$15,178
Total Utility Program Cost (\$000)	\$3,415
Net Benefits (\$000)	(\$126)

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

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Photovoltaic Pilot**  
 Program Start Date: May 2011  
 Reporting Period: 2012

a Year	b Total Number of Customers	c Total Number of Eligible Customers	d Projected		e (d/c)			f Actual			g Cumulative Number of Program Participants	h (g/c)	i (g-d)
			Cumulative Number of Program Participants <sup>(1)</sup>	Cumulative Penetration Level %	Annual 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	0.0%	0	0	0	0	
2011	547,697	547,697	63	0.0%	31	0.0%	31	0.0%	31	31	0.0%	(32)	
2012	561,576	561,512	130	0.0%	66	0.0%	66	0.0%	97	97	0.0%	(33)	
2013	575,598	575,468	201	0.0%									
2014	590,087	589,886	281	0.0%									
2015													
2016													
2017													
2018													
2019													

2012	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	9.73	10.59	642	699
Winter kW Reduction	0.29	0.31	19	21
kWh Reduction	30,659	32,723	2,023,484	2,159,705

<b>2012</b>	
Utility Cost per Installation	\$39,081
Total Utility Program Cost (\$000)	\$2,579
Net Benefits (\$000)	(\$99)

<sup>(1)</sup> Pilot, as approved by Commission in Order No. PSC-11-0079-PAA-EG, ends December 2014

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company  
 Program Name: **Business Photovoltaic for Schools Pilot**  
 Program Start Date: May 2011  
 Reporting Period: 2012

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

2012	Per Installation		Program Total	
	@ 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

2012	
Utility Cost per Installation	N/A
Total Utility Program Cost (\$000)	\$153
Net Benefits (\$000)	\$0

- Installations will be in-service in 2013 (construction began in 2012)

(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 Seal. Several other technologies researched 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 conducted by the Electric Power Research Institute. 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. CRD also provided co-funding of two projects in the U.S. Department of Energy's Building America program for the purpose of measuring efficient technology performance in the Florida climate.

**Renewable Research & Demonstration (RRD) Project:** FPL's RRD has three primary purposes. The 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 well 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 objectives are to increase awareness of mainstream solar technologies and evaluate emerging renewable product types and their applications.

FPL plans to accomplish these objectives by:

- Installing photovoltaic systems at public facilities which have suitable mounting locations for the solar panels and educational displays so they can be seen by a large number of visitors;
- Funding scientific research conducted by Florida universities or other qualified laboratories to test emerging renewable energy technologies in order to quantify annual energy production, hourly contribution to utility generation particularly at peak hours, and customer benefits; and
- Partnering with universities or technical centers to increase access to training for solar contractors and educating FPL's residential and business customers about renewable energy.

In 2012, RRD activities included: identifying potential sites for PV demonstrations; scoring and ranking the educational value of each site; construction of three PV demonstration sites with three more about to begin construction; and the award of three renewable research projects in the areas of PV powered air conditioning with battery storage, solar thermal Rankine Cycle air conditioning, and customer-scale wind turbines of 10 kilowatts or less; and developing a discount program which can be used toward professional solar contractor training.

## OTHER CONSERVATION ACTIVITIES

**Cogeneration & Small Power Production:** The objective of this program is to facilitate the installation of cogeneration and small power production facilities. In 2012, there were purchases from thirteen facilities. These facilities produced 2,473 GWh with summer and winter demand of 653 MW and 472 MW, respectively.