FPL

February 28, 2014

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

Re: 2013 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 2013 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 2013 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	127.0	123.7	3%	84.7	73.9	15%	42.3	49.7	-15%
Winter Peak MW	55.6	73.3	-24%	40.7	51.3	-21%	14.9	22.0	-32%
GWh Energy	214.2	150.1	43%	138.7	97.5	42%	75.5	52.6	44%

On a combined basis, FPL achieved the Summer MW and GWh targets. 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

2013, FPL achieved DSM savings within 15% of the residential Summer MW and business Winter MW goals. FPL's 2013 achievements in the residential sector were essentially equivalent to 2012. Achievement in the business sector was lower due to the impact of the Environmental Protection Agency's Reciprocating Internal Combustion Engine / National Emissions Standard for Hazardous Air Pollutants (RICE/NESHAP) Rule change made in January. RICE/NESHAP requires more stringent emissions controls on customers who use generators to participate in load management programs. 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 2013 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
2013 DEMAND-SIDE MANAGEMENT
ANNUAL REPORT

February 28, 2014

UTILITY: FLORIDA POWER & LIGHT COMPANY
2013 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: 2013

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	139.9	166.5	-16%	70.9	61.9	15%	211.0	360.3	-41%
2013	127.0	179.8	-29%	55.6	69.4	-20%	214.2	389.4	-45%
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	88.5	90.2	-2%	40.7	50.3	-19%	140.9	168.8	-17%
2013	84.7	98.5	-14%	40.7	56.3	-28%	138.7	186.7	-26%
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	51.4	76.3	-33%	30.3	11.6	161%	70.1	191.5	-63%
2013	42.3	81.3	-48%	14.9	13.1	14%	75.5	202.7	-63%
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: 2013

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%	11,639	39,355	1.6%	(15,536)
2013	4,226,978	2,562,588	73,508	2.9%	8,420	47,775	1.9%	(25,733)
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.26	0.29	2,231	2,408
Winter kW Reduction	0.34	0.36	2,845	3,071
kWh Reduction	636	675	5,352,023	5,685,882

2013	
Utility Cost per Installation	$384
Total Utility Program Cost ($000)	$3,230
Net Benefits ($000)	$95

[1] 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: 2013

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%	1,277	21,200	1.2%	(32,893)
2013	4,226,978	1,746,346	72,704	4.2%	1,294	22,494	1.3%	(50,210)
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.19	0.21	246	265
Winter kW Reduction	0.22	0.24	288	311
kWh Reduction	404	429	522,629	555,231

2013	
Utility Cost per Installation	$483
Total Utility Program Cost ($000)	$625
Net Benefits ($000)	$0

[1] 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: 2013

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%	101,156	314,960	9.8%	(28,499)
2013	4,226,978	3,227,951	473,914	14.7%	105,164	420,124	13.0%	(53,790)
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.52	0.56	54,860	59,213
Winter kW Reduction	0.17	0.19	18,331	19,786
kWh Reduction	1,107	1,176	116,442,492	123,706,174

2013	
Utility Cost per Installation	$623
Total Utility Program Cost ($000)	$65,518
Net Benefits ($000)	$306

[1] 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: 2013

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%	13,910	28,757	0.9%	(22,843)
2013	4,226,978	3,390,413	71,400	2.1%	15,370	44,127	1.3%	(27,273)
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.16	1.25	17,829	19,244
Winter kW Reduction	0.97	1.04	14,847	16,026
kWh Reduction	5	5	70,241	74,623

2013	
Utility Cost per Installation [2]	$67
Total Utility Program Cost ($000) [3]	$55,098
Net Benefits ($000)	$699

[1] Cumulative participants prior to 2010 = 784,965
[2] Utility cost per installation is based on cumulative active year end total = 824,883
[3] Includes depreciation, return & rebates paid in 2013 to active participating customers who were signed up in 2013 & 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: 2013

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%	2,943	7,349	8.6%	1,918
2013	4,226,978	39,597	7,582	6.0%	2,600	9,949	7.9%	2,367
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.72	0.77	1,864	2,012
Winter kW Reduction	0.30	0.33	790	853
kWh Reduction	1,137	1,207	2,955,138	3,139,480

2013	
Utility Cost per Installation	$257
Total Utility Program Cost ($000)	$668
Net Benefits ($000)	$147

[1] 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: 2013

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%	2,505	5,008	0.7%	3,180
2013	4,226,978	729,439	2,496	0.3%	844	5,852	0.8%	3,356
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.26	0.28	216	233
Winter kW Reduction	0.08	0.08	64	69
kWh Reduction	548	582	462,444	491,291

2013	
Utility Cost per Installation	$163
Total Utility Program Cost ($000)	$137
Net Benefits ($000)	$5

[1] 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: 2013

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%	145,069	444,526	10.7%	219,526 - 144,526
2013	4,226,978	4,226,978	300,000 - 400,000	7.1% - 9.5%	147,012	591,538	14.0%	291,820 - 191,820
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%				

2013	
Utility Cost per Installation	$80
Total Utility Program Cost ($000)	$11,711
Net Benefits ($000)	N/A

- No kW or kWh reductions are attributed to this program

[1] 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: 2013

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%	12,224	31,625	9.3%	(26,207)
2013	651,779	349,806	77,380	22.1%	12,936	44,561	12.7%	(32,819)
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	12,936	13,963
Winter kW Reduction	0.37	0.40	4,753	5,130
kWh Reduction	1,084	1,152	14,027,486	14,902,521

2013	
Utility Cost per Installation	$519
Total Utility Program Cost ($000)	$6,708
Net Benefits ($000)	$299

[1] 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: 2013

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%	4,397	11,716	2.5%	6,880
2013	906,991	478,855	6,681	1.4%	2,742	14,458	3.0%	7,777
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	2,742	2,959
Winter kW Reduction	0.63	0.68	1,727	1,864
kWh Reduction	5,062	5,377	13,877,861	14,743,562

2013	
Utility Cost per Installation	$206
Total Utility Program Cost ($000)	$564
Net Benefits ($000)	$126

[1] 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: 2013

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%	6,765	18,987	4.1%	(8,342)
2013	490,608	463,279	37,404	8.1%	6,760	25,747	5.6%	(11,657)
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	6,760	7,296
Winter kW Reduction [2]	-0.01	-0.01	-38	-41
kWh Reduction	1,971	2,094	13,320,876	14,151,832

2013	
Utility Cost per Installation	$1,037
Total Utility Program Cost ($000)	$7,013
Net Benefits ($000)	$198

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

[2] 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: 2013

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%	2,335	7,019	7.4%	6,173
2013	150,128	97,015	1,128	1.2%	3,795	10,814	11.1%	9,686
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	3,795	4,096
Winter kW Reduction	0.97	1.05	3,693	3,986
kWh Reduction	6,773	7,195	25,702,000	27,305,291

2013	
Utility Cost per Installation	$214
Total Utility Program Cost ($000)	$814
Net Benefits ($000)	$328

[1] 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: 2013

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%	23	54	0.1%	(535)
2013	86,460	78,920	802	1.0%	34	88	0.1%	(713)
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	34	37
Winter kW Reduction	0.62	0.67	21	23
kWh Reduction	4,303	4,572	147,610	156,818

2013	
Utility Cost per Installation	$1,019
Total Utility Program Cost ($000)	$35
Net Benefits ($000)	$1

[1] 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: 2013

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%	60	242	0.5%	(665)
2013	94,297	47,749	1,196	2.5%	66	308	0.6%	(889)
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	66	71
Winter kW Reduction	0.87	0.93	57	62
kWh Reduction	4,872	5,176	321,577	341,637

2013	
Utility Cost per Installation	$469
Total Utility Program Cost ($000)	$31
Net Benefits ($000)	$5

[1] 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: 2013

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%	4,473	12,035	0.7%	(7,537)
2013	1,855,337	1,738,233	26,096	1.5%	6,073	18,108	1.0%	(7,988)
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%				

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	6,073	6,555
Winter kW Reduction	0.00	0.00	0	0
kWh Reduction	1.0	1.1	6,134	6,517

2013	
Utility Cost per Installation [2]	$38
Total Utility Program Cost ($000) [3]	$3,937
Net Benefits ($000)	$202

[1] Cumulative participants prior to 2010 (@ Generator) = 90.6
[2] Utility cost per installation is based on cumulative active year end total = 104.1
[3] Includes depreciation, return & rebates paid in 2013 to active participating customers who were signed up in 2013 & 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: 2013

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%	16,255	31,080	0.8%	12,081
2013	5,269,992	4,050,300	25,332	0.6%	5,657	36,737	0.9%	11,405
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	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	1.00	1.08	5,657	6,106
Winter kW Reduction	0.63	0.68	3,548	3,830
kWh Reduction	7.60	8.07	42,993	45,675

2013	
Utility Cost per Installation [2]	$68
Total Utility Program Cost ($000) [3]	$16,248
Net Benefits ($000)	$36

[1] Cumulative participants prior to 2010 (@ Generator) = 210.5
[2] Utility cost per installation is based on cumulative active year end total = 240.1
[3] Includes rebates paid in 2013 to active participating customers who were signed up in 2013 & 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: 2013

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%	12,089	37,007	6.7%	19,007
2013	575,598	557,344	24,000	4.3%	12,101	49,108	8.8%	25,108
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%				

2013	
Utility Cost per Installation	$624
Total Utility Program Cost ($000)	$7,552
Net Benefits ($000)	N/A

- No kW or kWh reductions are attributed to this program

[1] 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: 2013

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%	1,145	1,668	0.0%	(7,802)
2013	4,226,978	4,217,507	14,444	0.3%	1,084	2,752	0.1%	(11,692)
2014	4,311,223	4,296,778	19,414	0.5%				
2015								
2016								
2017								
2018								
2019								

	Per Installation[2]		Program Total	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.22	0.24	235	254
Winter kW Reduction	0.45	0.49	481	519
kWh Reduction	1,482	1,574	1,582,772	1,681,505

2013	
Utility Cost per Installation	$1,285
Total Utility Program Cost ($000)	$1,393
Net Benefits ($000)	($83)

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

[2] Reflects only the 1,068 electric water heaters replaced (gas = 16 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: 2013

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%	113	113	9.3%	(287)
2013	4,226,978	404	600	37.1%	103	216	13.4%	(384)
2014	4,311,223	404	800	39.6%				
2015								
2016								
2017								
2018								
2019								

	Per Installation		Program Total	
2013	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.22	0.24	23	24
Winter kW Reduction	0.45	0.49	46	50
kWh Reduction	1,482	1,574	152,646	162,168

2013	
Utility Cost per Installation	$4,662
Total Utility Program Cost ($000)	$480
Net Benefits ($000)	($42)

[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: 2013

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%	22	31	0.0%	(63)
2013	575,598	575,503	157	0.0%	7	38	0.0%	(119)
2014	590,087	589,930	233	0.0%				
2015								
2016								
2017								
2018								
2019								

2013	Per Installation[2]		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	0.67	0.72	3	4
Winter kW Reduction	0.05	0.05	0	0
kWh Reduction	2,434	2,586	12,170	12,929

2013	
Utility Cost per Installation	$18,044
Total Utility Program Cost ($000)	$126
Net Benefits ($000)	($3)

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

[2] Reflects only the 5 electric water heaters replaced (gas = 2 replacements)

DEMAND-SIDE MANAGEMENT ANNUAL REPORT

Utility: Florida Power & Light Company
Program Name: **Residential Photovoltaic Pilot**
Program Start Date: May 2011
Reporting Period: 2013

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%	225	496	0.0%	(184)
2013	4,226,978	4,226,298	1,020	0.0%	278	774	0.0%	(246)
2014	4,311,223	4,310,203	1,360	0.0%				
2015								
2016								
2017								
2018								
2019								

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	3.44	3.71	956	1,032
Winter kW Reduction	0.10	0.11	28	31
kWh Reduction	10,869	11,547	3,021,662	3,210,153

2013	
Utility Cost per Installation	$15,874
Total Utility Program Cost ($000)	$4,413
Net Benefits ($000)	($156)

[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: 2013

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%	66	97	0.0%	(33)
2013	575,598	575,468	201	0.0%	56	153	0.0%	(48)
2014	590,087	589,886	281	0.0%				
2015								
2016								
2017								
2018								
2019								

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	19.04	20.55	1,066	1,151
Winter kW Reduction	0.57	0.61	32	34
kWh Reduction	60,173	63,926	3,369,672	3,579,872

2013	
Utility Cost per Installation	$34,803
Total Utility Program Cost ($000)	$1,949
Net Benefits ($000)	($84)

[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 for Schools Pilot**
Program Start Date: May 2011
Reporting Period: 2013

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%	0	0	0.0%	(40)
2013	575,598	1,294	61	4.7%	29	29	2.2%	(32)
2014	590,087	1,273	79	6.2%				
2015								
2016								
2017								
2018								
2019								

2013	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Reduction	2.76	2.98	80	86
Winter kW Reduction	0.08	0.09	2	3
kWh Reduction	8,714	9,257	252,700	268,463

2013	
Utility Cost per Installation	$14,278
Total Utility Program Cost ($000)	$414
Net Benefits ($000)	($173)

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

RESEARCH & DEVELOPMENT

Conservation Research & Development (CRD): Under the umbrella of CRD, FPL has researched a wide variety of technologies in an effort to quantify the potential impacts for energy, peak hour load and bill savings associated with potential DSM measures. In recent years, new measures implemented as part of FPL programs after evaluation under CRD included: Business HVAC Energy Recovery Ventilators; Demand Control Ventilation; and Residential Air Conditioning Duct Plenum Seal. Several other potentially viable candidates are currently being researched, such as: variable speed pool pumps; hotel occupancy sensors; and residential heat pump water heaters.

FPL also periodically participates in opportunities to co-fund U.S. Department of Energy's Building America projects relevant to DSM. This arrangement enables FPL to leverage CRD dollars to take part in larger research projects and ensures FPL will get results which are weather-normalized for our service territory's hot humid climate.

In 2013, two projects were completed; laboratory performance testing of four brands of residential heat pump water heaters and a co-funded Building America project which conducted performance testing of a super-efficient SEER 22 residential variable capacity heat pump air conditioner. In addition, co-funding continued for the multi-year Building America Deep Retrofit project aimed at improving energy efficiency of existing homes. Finally, a field research project was initiated to measure savings of a water misting system for air-cooled supermarket refrigeration and HVAC equipment.

Renewable Research & Demonstration (RRD): RRD's overall objectives are to increase awareness of mainstream solar technologies and evaluate emerging renewable technologies and their applications. The three strategies to meet these objectives are:

1. Demonstrate commercially-available photovoltaic (PV) and solar water heating (SWH) systems in real-world field installations.
2. Conduct specific research projects to quantify the performance of renewable products which are less well known, but worthy of closer examination.
3. Educate contractors and the public about the proper way to install solar systems for best performance.

To achieve these, FPL has been: installing PV systems and educational displays at public facilities with large numbers of visitors; funding scientific research conducted by Florida universities or other qualified laboratories to test emerging renewable energy technologies; and partnering with universities and technical centers to increase access for solar contractors' training and providing education to FPL's residential and business customers.

2013 activities included: completion of five demonstration installations in Fort Lauderdale, Fort Myers, Sarasota, Melbourne, and Cape Canaveral (with other candidates identified); completion of two research projects – PV-powered air conditioning with battery storage and customer-scale wind turbines; and initiation of a discount program for 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 2013, there were purchases from thirteen facilities. These facilities produced 2,220 GWh with summer and winter demand of 769 MW and 158 MW, respectively.