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April 29, 2022

-VIA ELECTRONIC FILING-

Adam Teitzman
Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

**RE: Docket 20220000-OT
Florida Power & Light Company and Gulf Power Company 2021 Demand Side
Management Annual Report**

Dear Mr. Teitzman:

On March 1, 2022, in accordance with Rule 25-17.0021(5), Florida Administrative Code, Florida Power & Light Company ("FPL") filed its 2021 Demand Side Management ("DSM") Annual Report for FPL and Gulf Power Company ("Gulf"). FPL is amending the DSM Annual Report to correct data on pages 11 and 12. For FPL's Business On Call program (page 11), incorrect cell references within the Excel data tables caused incorrect amounts to be presented for the Utility Cost Per Installation and Cumulative Active Participants (MW) at year end. For FPL's Commercial/Industrial Demand Reduction Program (page 12), incorrect cell references within the Excel data tables caused incorrect amounts to be presented for the Utility Cost Per Installation, Total Utility Program Cost, and Cumulative Active Participants (MW) at year end. The amended pages 11 and 12 replace the same pages filed on March 1, 2022. Please find attached FPL's Amended DSM Annual Report with the corrected pages.

If there are any questions regarding this transmittal, please contact me at (561) 304-5662.

Sincerely,

/s/ William P. Cox
William P. Cox
Fla. Bar No. 0093531

WPC:ec

Enclosures

cc: Michael Barrett, Economic Supervisor, mbarrett@psc.state.fl.us

**FLORIDA POWER & LIGHT COMPANY &
GULF POWER COMPANY
2021 DEMAND-SIDE MANAGEMENT
ANNUAL REPORT**

March 1, 2022

**FLORIDA POWER & LIGHT COMPANY &
GULF POWER COMPANY
2021 DEMAND-SIDE MANAGEMENT ANNUAL REPORT**

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Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2021

Residential and Business Combined (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	62.75	60.60	4%	41.22	36.80	12%	55.62	63.00	-12%
2021	57.36	62.30	-8%	35.01	37.90	-8%	43.60	66.10	-34%
2022		63.70			39.00			69.40	
2023		65.30			40.10			72.60	
2024		66.90			41.10			75.90	

Residential (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	21.63	33.60	-36%	12.60	20.50	-39%	22.79	31.80	-28%
2021	19.36	34.80	-44%	12.53	21.20	-41%	25.76	33.30	-23%
2022		35.70			21.80			34.80	
2023		36.80			22.50			36.30	
2024		37.80			23.10			37.80	

Business (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	41.12	27.00	52%	28.62	16.30	76%	32.83	31.20	5%
2021	37.99	27.50	38%	22.49	16.70	35%	17.84	32.80	-46%
2022		28.00			17.20			34.60	
2023		28.50			17.60			36.30	
2024		29.10			18.00			38.10	

Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2021

Residential and Business Combined (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	60.16	53.10	13%	40.08	32.80	22%	51.29	53.70	-4%
2021	55.99	53.90	4%	33.87	33.40	1%	39.58	55.80	-29%
2022		54.70			34.10			58.10	
2023		55.50			34.80			60.50	
2024		56.50			35.50			63.00	

Residential (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	19.99	26.90	-26%	11.46	16.70	-31%	20.62	25.00	-18%
2021	18.04	27.30	-34%	11.41	16.90	-32%	21.87	25.70	-15%
2022		27.60			17.20			26.50	
2023		28.00			17.50			27.40	
2024		28.50			17.80			28.30	

Business (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	40.16	26.20	53%	28.62	16.10	78%	30.67	28.70	7%
2021	37.96	26.60	43%	22.45	16.50	36%	17.71	30.10	-41%
2022		27.10			16.90			31.60	
2023		27.50			17.30			33.10	
2024		28.00			17.70			34.70	

Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2021

Residential and Business Combined (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	2.59	7.50	-65%	1.14	4.00	-71%	4.33	9.30	-53%
2021	1.36	8.40	-84%	1.15	4.50	-75%	4.01	10.30	-61%
2022		9.00			4.90			11.30	
2023		9.80			5.30			12.10	
2024		10.40			5.60			12.90	

Residential (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	1.64	6.70	-76%	1.14	3.80	-70%	2.17	6.80	-68%
2021	1.33	7.50	-82%	1.11	4.30	-74%	3.89	7.60	-49%
2022		8.10			4.60			8.30	
2023		8.80			5.00			8.90	
2024		9.30			5.30			9.50	

Business (@ Generator)									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance	Total Achieved	Commission Established Goal	% Variance
2020	0.95	0.80	19%	0.00	0.20	-100%	2.16	2.50	-14%
2021	0.04	0.90	-96%	0.04	0.20	-82%	0.13	2.70	-95%
2022		0.90			0.30			3.00	
2023		1.00			0.30			3.20	
2024		1.10			0.30			3.40	

Utility: Florida Power & Light Company
 Program Name: **Residential Home Energy Survey**
 Program Start Date: January 1981
 Reporting Period: 2021

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			
			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
2020	4,522,372	4,522,372	100,000	2%	103,647	103,647	2%	3,647
2021	4,574,840	4,574,840	200,000	4%	84,878	188,525	4%	(11,475)
2022	4,628,249	4,628,249	300,000	6%				
2023	4,682,418	4,682,418	400,000	9%				
2024	4,736,733	4,736,733	500,000	11%				

Channel	2020	2021	2022	2023	2024
Online	80,940	65,236			
Phone	18,921	11,016			
In-Home	3,786	8,626			
Total	103,647	84,878			

2021	
Utility Cost per Installation	\$160
Total Utility Program Cost (\$000)	\$13,619
Net Benefits (\$000)	N/A

- No kW or kWh savings attributed to this program

⁽¹⁾ Cumulative participants before 2020 = 4,098,353

Utility: Florida Power & Light Company
 Program Name: **Residential Load Management (On Call®)**
 Program Start Date: July 1986
 Reporting Period: 2021

Year	a Total Number of Customers	b Total Number of Eligible Customers	c Projected		d Actual			
			e Cumulative Number of Program Participants	f Cumulative Penetration Level %	g Annual Number of Program Participants	h Cumulative Number of Program Participants ⁽¹⁾	i Cumulative Penetration Level %	(g-d) Cumulative Participation Over (Under) Projected Participants
2020	4,522,372	3,818,771	5,950	0%	4,674	4,674	0%	(1,276)
2021	4,574,840	3,871,239	11,925	0%	3,002	7,676	0%	(4,249)
2022	4,628,249	3,924,648	17,865	0%				
2023	4,682,418	3,978,817	23,790	1%				
2024	4,736,733	4,033,132	29,740	1%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	2.53	2.70	7,610	8,098
Winter kW Savings	2.94	3.12	8,814	9,380
kWh Savings	1	1	3,220	3,379

2021	
Utility Cost per Installation ⁽²⁾	\$55
Total Utility Program Cost (\$000) ⁽³⁾	\$37,671
Net Benefits (\$000)	\$327

⁽¹⁾ Cumulative participants before 2020 = 703,601
⁽²⁾ Based on cumulative active participants at year-end = 690,587
⁽³⁾ Includes depreciation, return & incentives paid in 2021 to active participants who signed up in 2021 & prior years

Utility: Florida Power & Light Company
 Program Name: **Residential Air Conditioning**
 Program Start Date: October 1990
 Reporting Period: 2021

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			
			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
2020	4,522,372	1,183,454	22,000	2%	20,399	20,399	2%	(1,601)
2021	4,574,840	1,273,527	44,100	3%	18,477	38,876	3%	(5,224)
2022	4,628,249	1,364,037	67,100	5%				
2023	4,682,418	1,454,900	90,700	6%				
2024	4,736,733	1,545,832	114,875	7%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.30	0.32	5,630	5,991
Winter kW Savings	0.00	0.00	0	0
kWh Savings	613	643	11,318,477	11,878,741

2021	
Utility Cost per Installation	\$161
Total Utility Program Cost (\$000)	\$3,286
Net Benefits (\$000)	(\$774)

⁽¹⁾ Cumulative participants before 2020 = 1,970,212

Utility: Florida Power & Light Company
 Program Name: **Residential New Construction (BuildSmart®)**
 Program Start Date: February 1996
 Reporting Period: 2021

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			
			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
2020	4,522,372	41,778	3,500	8%	3,686	3,686	9%	186
2021	4,574,840	44,010	7,025	8%	4,036	7,722	9%	697
2022	4,628,249	45,041	10,575	8%				
2023	4,682,418	45,802	14,150	8%				
2024	4,736,733	46,492	17,750	8%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.33	0.35	1,335	1,420
Winter kW Savings	0.12	0.13	477	507
kWh Savings	974	1,022	3,929,924	4,124,455

2021	
Utility Cost per Installation	\$137
Total Utility Program Cost (\$000)	\$553
Net Benefits (\$000)	(\$284)

⁽¹⁾ Cumulative participants before 2020 = 51,026

Utility: Florida Power & Light Company
 Program Name: **Residential Ceiling Insulation**
 Program Start Date: October 1981
 Reporting Period: 2021

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			
			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
2020	4,522,372	1,235,964	3,850	0%	1,444	1,444	0%	(2,406)
2021	4,574,840	1,232,114	8,000	1%	1,503	2,947	0%	(5,053)
2022	4,628,249	1,227,964	12,150	1%				
2023	4,682,418	1,223,814	16,300	1%				
2024	4,736,733	1,219,664	20,450	2%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.29	0.30	429	457
Winter kW Savings	0.67	0.71	1,010	1,075
kWh Savings	751	788	1,128,765	1,184,639

2021	
Utility Cost per Installation	\$317
Total Utility Program Cost (\$000)	\$477
Net Benefits (\$000)	(\$62)

⁽¹⁾ Cumulative participants before 2020 = 582,758

Utility: Florida Power & Light Company
 Program Name: **Residential Low Income**
 Program Start Date: March 2005
 Reporting Period: 2021

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			
			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
2020	4,522,372	886,993	5,250	1%	3,137	3,137	0%	(2,113)
2021	4,574,840	892,237	11,000	1%	8,502	11,639	1%	639
2022	4,628,249	902,419	17,025	2%				
2023	4,682,418	912,978	23,775	3%				
2024	4,736,733	923,116	31,275	3%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.23	0.24	1,945	2,069
Winter kW Savings	0.05	0.05	425	452
kWh Savings	525	551	4,462,093	4,682,967

2021	
Utility Cost per Installation	\$79
Total Utility Program Cost (\$000)	\$670
Net Benefits (\$000)	(\$818)

⁽¹⁾ Cumulative participants before 2020 = 17,482

Utility: Florida Power & Light Company
 Program Name: **Business Energy Evaluation**
 Program Start Date: October 1990
 Reporting Period: 2021

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			
			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
2020	591,470	591,470	12,000	2%	5,015	5,015	1%	(6,985)
2021	599,138	599,138	24,000	4%	4,751	9,766	2%	(14,234)
2022	606,879	606,879	36,000	6%				
2023	614,519	614,519	48,000	8%				
2024	622,036	622,036	60,000	10%				

Channel	2020	2021	2022	2023	2024
Online	1,230	400			
Phone	1,321	1,649			
On Site	2,464	2,702			
Total	5,015	4,751			

2021	
Utility Cost per Installation	\$1,294
Total Utility Program Cost (\$000)	\$6,147
Net Benefits (\$000)	N/A

- No kW or kWh savings attributed to this program

⁽¹⁾ Cumulative participants before 2020 = 254,164

Utility: Florida Power & Light Company
 Program Name: **Business On Call**
 Program Start Date: June 1995
 Reporting Period: 2021

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			
			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
2020	8,651,163	510,164	1,100	0%	525	525	0%	(575)
2021	8,733,000	513,890	2,000	0%	282	806	0%	(1,194)
2022	8,807,778	517,390	2,750	1%				
2023	8,877,218	520,719	3,250	1%				
2024	8,946,227	524,267	3,650	1%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.06	282	300
Winter kW Savings	0.00	0.00	0	0
kWh Savings	1	1	284	299

2021	
Utility Cost per Installation ⁽²⁾	\$43
Total Utility Program Cost (\$000) ⁽³⁾	\$3,089
Net Benefits (\$000)	\$4

⁽¹⁾ Cumulative participants (MW) before 2020 = 76.4
⁽²⁾ Based on cumulative active participants (MW) at year-end = 71.2
⁽³⁾ Includes depreciation, return & incentives paid in 2021 to active participants who signed up in 2021 & prior years
 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: 2021

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			
			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
2020	8,651,163	4,919,014	9,150	0%	24,294	24,294	0%	15,144
2021	8,733,000	4,956,396	18,550	0%	26,012	50,306	1%	31,756
2022	8,807,778	4,989,436	28,050	1%				
2023	8,877,218	5,019,272	37,450	1%				
2024	8,946,227	5,048,891	46,850	1%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.06	26,012	27,682
Winter kW Savings	0.64	0.68	16,728	17,802
kWh Savings	11	11	284,571	298,657

2021	
Utility Cost per Installation ⁽²⁾	\$82
Total Utility Program Cost (\$000) ⁽³⁾	\$29,526
Net Benefits (\$000)	(\$56)

⁽¹⁾ Cumulative participants (MW) before 2020 = 327.4
⁽²⁾ Based on cumulative active participants (MW) at year-end = 361.3
⁽³⁾ Includes incentives paid in 2021 to active participants who signed up in 2021 & prior years
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
 Program Name: **Business Heating, Ventilating & Air Conditioning**
 Program Start Date: February 1990
 Reporting Period: 2021

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			
			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
2020	8,651,163	1,354,483	10,670	1%	9,272	9,272	1%	(1,398)
2021	8,733,000	1,356,626	21,430	2%	7,271	16,542	1%	(4,888)
2022	8,807,778	1,357,482	32,430	2%				
2023	8,877,218	1,357,184	43,960	3%				
2024	8,946,227	1,356,205	55,810	4%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.06	7,271	7,737
Winter kW Savings	0.42	0.44	3,028	3,222
kWh Savings	840	881	6,106,752	6,409,036

2021	
Utility Cost per Installation	\$529
Total Utility Program Cost (\$000)	\$3,847
Net Benefits (\$000)	(\$563)

⁽¹⁾ Cumulative participants (MW) before 2020 = 426.1
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
 Program Name: **Business Lighting**
 Program Start Date: June 1984
 Reporting Period: 2021

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			
			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
2020	8,651,163	632,148	3,750	1%	3,729	3,729	1%	(21)
2021	8,733,000	634,378	7,750	1%	2,102	5,832	1%	(1,918)
2022	8,807,778	635,810	12,000	2%				
2023	8,877,218	636,573	16,450	3%				
2024	8,946,227	637,071	21,160	3%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.06	2,102	2,237
Winter kW Savings	0.64	0.68	1,341	1,427
kWh Savings	4,986	5,233	10,482,641	11,001,532

2021	
Utility Cost per Installation	\$146
Total Utility Program Cost (\$000)	\$307
Net Benefits (\$000)	(\$502)

⁽¹⁾ Cumulative participants (MW) before 2020 = 310.6
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company
 Program Name: **Business Custom Incentive**
 Program Start Date: April 1993
 Reporting Period: 2021

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			
			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
2020	8,651,163	414,312	100	0%	60	60	0%	(40)
2021	8,733,000	418,131	200	0%	0	60	0%	(140)
2022	8,807,778	421,612	300	0%				
2023	8,877,218	424,835	400	0%				
2024	8,946,227	428,038	500	0%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.0	0.0	0.0	0.0
Winter kW Savings	0.0	0.0	0.0	0.0
kWh Savings	0.0	0.0	0.0	0.0

2021	
Utility Cost per Installation	0
Total Utility Program Cost (\$000)	\$1
Net Benefits (\$000)	N/A - No 2021 program participation

⁽¹⁾ Cumulative participants (MW) before 2020 = 54.8
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Gulf Power Company
 Program Name: **Residential Home Energy Survey**
 Program Start Date: January 1981
 Reporting Period: 2021

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			
			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
2020	415,321	415,321	10,000	2%	12,005	12,005	3%	2,005
2021	419,169	419,169	20,000	5%	11,734	23,739	6%	3,739
2022	422,477	422,477	30,000	7%				
2023	425,601	425,601	40,000	9%				
2024	428,685	428,685	50,000	12%				

Channel	2020	2021	2022	2023	2024
Online	11,764	10,929			
Phone	106	554			
In-Home	135	251			
Total	12,005	11,734			

2021	
Utility Cost per Installation	\$86
Total Utility Program Cost (\$000)	\$1,008
Net Benefits (\$000)	N/A

- No kW or kWh savings attributed to this program

⁽¹⁾ Cumulative participants before 2020 = 269,488

Utility: Gulf Power Company
 Program Name: **Energy Select**
 Program Start Date: 1995
 Reporting Period: 2021

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			
			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
2020	415,321	379,234	2,033	1%	648	648	0%	(1,385)
2021	419,169	382,039	4,291	1%	397	1,045	0%	(3,246)
2022	422,477	383,988	6,709	2%				
2023	425,601	385,511	9,297	2%				
2024	428,685	386,747	11,964	3%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.80	1.90	715	753
Winter kW Savings	1.07	1.13	425	448
kWh Savings	735	775	291,795	307,494

2021	
Utility Cost per Installation	\$1,422
Total Utility Program Cost (\$000)	\$565
Net Benefits (\$000)	(\$8)

⁽¹⁾ Cumulative participants before 2020 = 20,098

Utility: Gulf Power Company
 Program Name: **Residential Low Income (Community Energy Saver Program)**
 Program Start Date: March 2010
 Reporting Period: 2021

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			
			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
2020	415,321	144,733	3,750	3%	1,436	1,436	1%	(2,314)
2021	419,169	142,330	7,500	5%	3,795	5,231	4%	(2,269)
2022	422,477	139,738	11,250	8%				
2023	425,601	137,081	15,000	11%				
2024	428,685	134,411	18,750	14%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.06	0.06	231	243
Winter kW Savings	0.13	0.13	479	505
kWh Savings	676	713	2,566,255	2,704,319

2021	
Utility Cost per Installation	\$331
Total Utility Program Cost (\$000)	\$1,255
Net Benefits (\$000)	(\$438)

⁽¹⁾ Cumulative participants before 2020 = 23,274

Utility: Gulf Power Company
 Program Name: **Residential HVAC**
 Program Start Date: November 2020
 Reporting Period: 2021

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			
			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
2020	415,321	413,524	1,200	0%	0	0	0%	(1,200)
2021	419,169	416,172	2,550	1%	349	349	0%	(2,201)
2022	422,477	418,130	4,050	1%				
2023	425,601	419,754	5,700	1%				
2024	428,685	421,188	7,500	2%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.32	0.34	112	118
Winter kW Savings	0.34	0.36	119	125
kWh Savings	1,211	1,276	422,639	445,377

2021	
Utility Cost per Installation	\$702
Total Utility Program Cost (\$000)	\$245
Net Benefits (\$000)	(\$33)

⁽¹⁾ Cumulative participants before 2020 = 0

Utility: Gulf Power Company
 Program Name: **Residential Ceiling Insulation**
 Program Start Date: November 2020
 Reporting Period: 2021

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			
			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
2020	415,321	413,524	800	0%	0	0	0%	(800)
2021	419,169	416,572	1,700	0%	33	33	0%	(1,667)
2022	422,477	418,980	2,700	1%				
2023	425,601	421,104	3,875	1%				
2024	428,685	423,013	5,175	1%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.55	0.58	18	19
Winter kW Savings	0.97	1.02	32	34
kWh Savings	2,086	2,198	68,830	72,533

2021	
Utility Cost per Installation	\$3,655
Total Utility Program Cost (\$000)	\$121
Net Benefits (\$000)	(\$3)

⁽¹⁾ Cumulative participants before 2020 = 0

Utility: Gulf Power Company
 Program Name: **Residential High Efficiency Pool Pump**
 Program Start Date: November 2020
 Reporting Period: 2021

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			
			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
2020	415,321	78,570	1,150	1%	0	0	0%	(1,150)
2021	419,169	78,151	2,475	3%	129	129	0%	(2,346)
2022	422,477	77,454	3,925	5%				
2023	425,601	76,598	5,525	7%				
2024	428,685	75,584	7,275	10%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.43	1.51	185	195
Winter kW Savings	0.00	0.00	0	0
kWh Savings	2,635	2,777	339,898	358,185

2021	
Utility Cost per Installation	\$1,102
Total Utility Program Cost (\$000)	\$142
Net Benefits (\$000)	(\$26)

⁽¹⁾ Cumulative participants before 2020 = 0

Utility: Gulf Power Company
 Program Name: **Business Energy Survey**
 Program Start Date: 1981
 Reporting Period: 2021

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			
			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
2020	57,696	57,696	300	1%	23	23	0%	(277)
2021	58,060	58,060	600	1%	144	167	0%	(433)
2022	58,377	58,377	900	2%				
2023	58,674	58,674	1,200	2%				
2024	58,967	58,967	1,500	3%				

Channel	2020	2021	2022	2023	2024
Online	6	67			
Phone	N/A	22			
On Site	17	55			
Total	23	144			

2021	
Utility Cost per Installation	\$1,724
Total Utility Program Cost (\$000)	\$248
Net Benefits (\$000)	N/A - No kW or kWh savings attributed to this program

⁽¹⁾ Cumulative participants before 2020 = 23,411

Utility: Gulf Power Company
 Program Name: **Business HVAC**
 Program Start Date: November 2020
 Reporting Period: 2021

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			
			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
2020	725,802	725,802	400	0.1%	0	0	0%	(400)
2021	730,375	729,975	840	0.1%	34	34	0%	(806)
2022	734,392	733,552	1,325	0.2%				
2023	738,137	736,812	1,855	0.3%				
2024	741,828	739,973	2,425	0.3%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.05	34	36
Winter kW Savings	1.01	1.06	34	36
kWh Savings	3,491	3,679	119,199	125,612

2021	
Utility Cost per Installation	\$5,361
Total Utility Program Cost (\$000)	\$183
Net Benefits (\$000)	(\$3)

⁽¹⁾ Cumulative participants (MW) before 2020 = 0
 Note: One Customer, Participant or Installation equals one Summer KW

Utility: Gulf Power Company
 Program Name: **Curtable Load Rider**
 Program Start Date: 2018
 Reporting Period: 2021

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			
			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
2020	725,802	715,902	864	0.1%	0	0	0%	(864)
2021	730,375	719,611	1,813	0.3%	0	0	0%	(1,813)
2022	734,392	722,679	2,867	0.4%				
2023	738,137	725,370	4,035	0.6%				
2024	741,828	727,893	5,326	0.7%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.05	0	0
Winter kW Savings	0.76	0.80	0	0
kWh Savings	1.00	1.05	0	0

2021	
Utility Cost per Installation	N/A - No 2021 program participation
Total Utility Program Cost (\$000)	\$0
Net Benefits (\$000)	N/A - No 2021 program participation

⁽¹⁾ Cumulative participants (MW) before 2020 = 9.9
 Note: One Customer, Participant or Installation equals one Summer KW

Utility: Gulf Power Company
 Program Name: **Business Custom Incentive**
 Program Start Date: 2000
 Reporting Period: 2021

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			
			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
2020	725,802	725,802	0	0%	0	0	0%	0
2021	730,375	730,375	0	0%	0	0	0%	0
2022	734,392	734,392	0	0%				
2023	738,137	738,137	0	0%				
2024	741,828	741,828	0	0%				

2021	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.00	0.00	0.0	0.0
Winter kW Savings	0.00	0.00	0.0	0.0
kWh Savings	0.00	0.00	0.0	0.0

2021	
Utility Cost per Installation	N/A - No 2021 program participation
Total Utility Program Cost (\$000)	\$24
Net Benefits (\$000)	N/A - No 2021 program participation

⁽¹⁾ Cumulative participants (MW) before 2020 = 1.15
 Note: One Customer, Participant or Installation equals one Summer KW

OTHER CONSERVATION ACTIVITIES

FPL Conservation Research & Development (“CRD”) & Gulf Conservation Demonstration and Development (“CDD”)

CRD and CDD are umbrella programs under which FPL and Gulf research a wide variety of new technologies to evaluate their potential for reductions in peak load and energy as well as customer bill savings. Florida’s climate conditions are unique so the studies must reflect the effects of the hot and humid environment. Favorable evaluation results can lead to incorporation in DSM programs. Examples of technologies that have been included are: Energy Recovery Ventilators; Demand Control Ventilation; Residential Air Conditioning Duct Plenum Seal; and Geothermal Heat Pump.

In view of the extreme weather events witnessed in Texas in 2021, FPL re-visited the demand response capability of the FPL programs under extreme winter conditions. Quantum Energy Analytics (Quantum) was engaged to assist FPL with extrapolating existing control strategies and participating customer appliance mix to project the magnitude of demand response on the coldest day on record in Florida. The project estimated the full megawatt reduction available to the system and individual geographic regions within the service territory as a cold front moves down the state.

FPL and Gulf have participated in relevant co-funded projects with Electric Power Research Institute (“EPRI”). Such co-funding has enabled FPL and Gulf to gain the learnings from larger research projects at a fraction of the total cost. In 2021, FPL continued its access to gather learnings from EPRI’s on-going readiness assessment of multiple technologies in various stages of development which enables comparisons among these technologies. FPL also began evaluation of smart electrical load centers, circuit breakers and relays. Gulf continued its participation in the EPRI SHINES project.

FPL Cogeneration & Small Power Production

The objective of this program is to facilitate cogeneration and small power production facilities. In 2021, there were purchases from 15 facilities which produced summer capacity of 264 MW, winter capacity of 263 MW and 1,142 GWh.

Goals Results Summary and Variance Explanations

FPL Goals:

Summer MW- exceeded

Winter MW- exceeded

Annual GWh- did not meet

Variance Explanation:

FPL experienced less than projected participation in residential and business programs due to ongoing impacts of the COVID-19 pandemic. Supply chain challenges for LED lighting fixtures and commercial HVAC equipment affected the number of participants in the business lighting and HVAC programs. In the residential sector, the economic impact of COVID-19 resulted in customers opting to install baseline efficiency air conditioners in lieu of higher efficiency models associated with FPL's Air Conditioning program.

Gulf Goals:

Summer MW- did not meet

Winter MW- did not meet

Annual GWh- did not meet

Variance Explanation:

Gulf experienced less than projected participation in all residential and business programs due to program ramp-up challenges compounded with ongoing impacts of the COVID-19 pandemic. Gulf's 2020 DSM Plan contained many new programs that were launched in November 2020 during the height of COVID-19 concerns. These programs required development of a new network of participating independent contractors which has been more challenging and taken longer than expected during the pandemic. Additionally, to keep employees and the public safe, Gulf did not resume in-home residential and on-site business energy surveys until May 2021, further limiting the opportunities to create customer demand for DSM programs and contractor participation. In the business sector, HVAC program interest was at times met with supply chain challenges for qualifying equipment which resulted in HVAC installations that did not meet program participation standards.