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DAVID J. BARBERIE
MARY JANE THIES
JAMES J. CRONGEYER, JR.

July 15, 1996

**ORIGINAL
FILE COPY**

Ms. Blanca S. Bayo, Director
Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee FL 32399-0870

Dear Ms. Bayo:

RE: Request for Confidential Classification
The Southern Company and Southern Development and Investment Group, Inc.
Certificate of Notification - File Nos. 70-8173

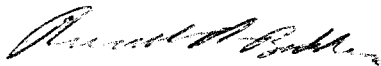
960835-EI

Enclosed for filing in the matter referred to above is the Request for Confidential Classification by Gulf Power Company.

If you or your staff have any questions regarding this filing, please contact me.

Please mark the enclosed extra copy of this letter with the date and time the material was accepted in your office for filing and return same to the undersigned.

Very truly yours,



Russell A. Badders
For the Firm

lw

Enclosure

cc: Susan D. Cranmer
Gulf Power Company

DOCUMENT NUMBER-DATE

07423 JUL 16 96

FPSO-REC-03/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: The Southern Company and
Southern Development and Investment
Group, Inc., Certificate of Notification
File No. 70-8173

Docket No.: Undocketed
Filed: July 15, 1996

ORIGINAL
FILE COPY

REQUEST FOR CONFIDENTIAL CLASSIFICATION

The Southern Company and Southern Development and Investment Group, Inc., ("the Companies"), by and through their undersigned attorney and pursuant to Rule 25-22.006, Florida Administrative Code hereby files a request that the Florida Public Service Commission enter an order protecting from public disclosure certain information, hereafter the Certificate, submitted to the Florida Public Service Commission pursuant to the Securities and Exchange Commission Rule 53(a)(4), C.F.R. §250.53(a)(4). As grounds for this request, the Companies state:

1. On June 21, 1996, the Companies submitted the Certificate as required by Securities and Exchange Commission Rule 53(a)(4), C.F.R. §250.53(a)(4).
2. On June 21, 1996, the Company filed a Notice of Intent to Request Confidential Classification with regard to certain portions of the submitted Certificate. The Companies claim that the information contained in the Certificate is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes, as information, the public disclosure of which would cause irreparable harm to the competitive interests of the Companies. The Certificate contains proprietary and commercially sensitive information that is not otherwise publicly available.

3. The public disclosure of the financial information and the business planning information contained in the Certificate would cause irreparable harm to the Companies' ability to compete in the business investment and development markets which are becoming increasingly more competitive. The public disclosure of the financial information would allow the competitors of the Companies to have access to information about the financial stability and resources of the Companies. Such information would permit those competitors to determine which markets the Companies are capable of entering into and the extent of their ability to develop new markets and projects. Public disclosure of information about the markets, investments and technologies that are being researched, implemented or financed by the Companies would unfairly permit the competitors of the Companies to determine the business plans and resource allocation of the Companies. Such information is proprietary and extremely commercially sensitive in the competitive markets in which the Companies operate. Thus, the Companies request that this information be granted confidential classification pursuant to Section 366.093(3)(e), Florida Statutes.

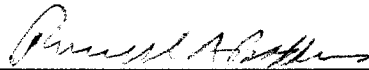
4. Submitted as Exhibit "A" is a copy of the Certificate, on which is highlighted the information for which confidential classification is requested. Exhibit "A" should be treated as confidential pending a ruling on this request. Attached as Exhibit "B" are two (2) edited copies of the Certificate, which may be made available for public review and inspection. Attached as Exhibit "C" to this request is a line-by-line justification for the request for confidential classification.

5. The material for which confidential classification is requested is intended to be, and is treated as, confidential by the Companies and has not been otherwise publicly disclosed.

WHEREFORE, the Southern Company and Southern Development and Investment Group, Inc. respectfully requests that the Commission enter an order protecting the information highlighted on Exhibit "A" from public disclosure as proprietary confidential business information.

Dated this 15th day of July, 1996.

Respectfully submitted,



RUSSELL A. BADDERS

Florida Bar No. 7455

Beggs & Lane

Post Office Box 12950

Pensacola, Florida 32576-2950

(904) 432-2451

Attorney for The Southern Company
and Southern Development and
Investment Group, Inc.

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing was furnished without exhibit "A" by U.S. Mail on the 15th day of July, 1996 on the following:

Cindy Miller, Esquire
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee FL 32399-0863

Jack Shreve, Esquire
Office of Public Counsel
c/o The Florida Legislature
111 W. Madison St., Room 812
Tallahassee FL 32399-1400



RUSSELL A. BADDERS
Florida Bar No. 0007455
Beggs & Lane
P.O. Box 12950
Pensacola FL 32576
904 432-2451
Attorneys for The Southern Company

EXHIBIT "B"

CONFIDENTIAL

CERTIFICATE OF NOTIFICATION

filed by

THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

Pursuant to order of the Securities and Exchange Commission dated January 25, 1995, in the matter of File No. 70-8173.

The Southern Development and Investment Group, Inc. (Southern Development) pursuant to Rule 24, hereby provides the following information as required by the above-mentioned order:

(a)

SOUTHERN DEVELOPMENT
INCOME STATEMENT
(unaudited)

TWELVE MONTHS ENDED
DECEMBER 1995

REVENUE

- 1 Revenue
- 2 Interest Income
- 3 TOTAL SALES

EXPENSES

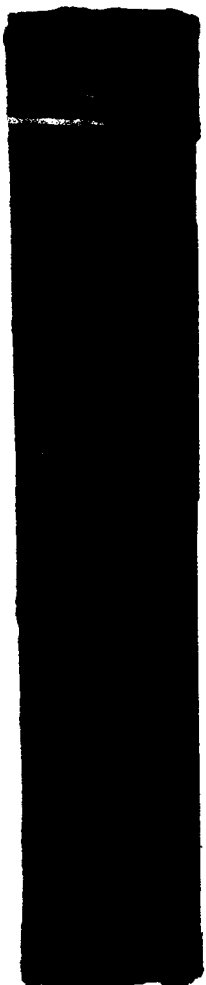
- 4 Salaries and Wages
- 5 Rent
- 6 Cost of Goods Sold
- 7 Depreciation/Amortization
- 8 Office Supplies and expenses
- 9 Outside Services Employed
- 10 Alabama Power Company
- 11 Georgia Power Company
- 12 Gulf Power Company
- 13 Mississippi Power Company
- 14 Southern Company Services
- 15 Maintenance
- 16 Miscellaneous General
- 17 Insurance
- 18 Taxes Other than Income

19 TOTAL EXPENSES

20 NET INCOME (LOSS) BEFORE TAX

21 Benefit for Income Taxes

22 NET INCOME (LOSS) AFTER TAXES



(b)

SOUTHERN DEVELOPMENT
BALANCE SHEET
(unaudited)
December 31, 1995

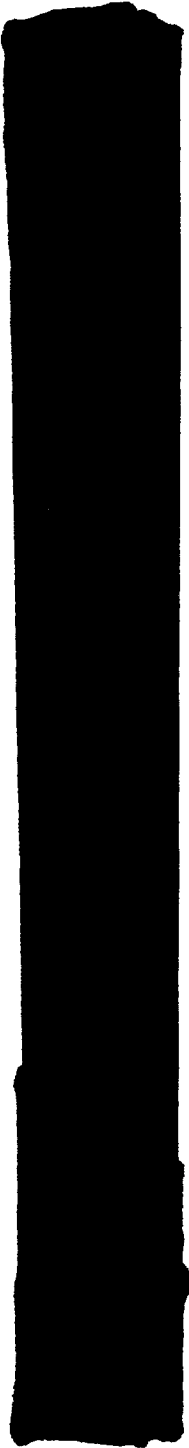
ASSETS

DECEMBER 31, 1995

- 1 Cash and temporary investments
- 2 Accounts Receivable:
 - 3 Associated companies
 - 3 Customers and others, less allowance for doubtful accounts
 - 4 Costs and estimated earnings in excess of billings on contracts
 - 5 Prepays and other
 - 6 Materials and supplies
 - 7 Total current assets
- 8 Investments-Envirotech
- 9 Investments-ICS
- 10
- 11 Office furniture, fixtures, equipment, and leasehold improvements
- 12 Less accumulated depreciation and amortization
- 13 Net property and equipment
- 14 Intangible and other assets, net
- 15 Noncurrent deferred income taxes
- 16
- 17 TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY

- 18 Accounts Payable:
 - 19 Associated companies
 - 19 Other
 - 20 Billings in excess of costs and estimated earnings on contracts
 - 21 Other accrued liabilities
 - 22 Total liabilities
- 23 Common Stock, par value \$1; 500 shares authorized and outstanding
- 24 Additional paid-in capital
- 25 Retained earnings
- 26 Total stockholders' equity
- 27 TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY



(c)

SOUTHERN DEVELOPMENT
CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1995

TWELVE MONTHS ENDED
DECEMBER, 1995

CASH FLOWS FROM OPERATING ACTIVITIES:

- 1 Net Loss
- Adjustments to reconcile net loss to net cash used in operating activities:
 - 2 Depreciation/amortization
 - 3 Changes in operating assets and liabilities:
 - Accounts Receivable
 - 4 Costs and estimated earnings in excess of billings on contracts
 - 5 Deferred income taxes
 - 6 Prepaids and other assets
 - 7 Accounts payable and other accrued liabilities
 - 8 Billings in excess of costs and estimated earnings on contracts
 - 9 Total adjustments
- 10 Net cash used in operating activities

CASH FLOWS FROM INVESTING ACTIVITIES:

- 11 Project Investment
- 12 Purchase of property and equipment, net
- 13 Total cash flows from investing activities

CASH FLOWS FROM FINANCING ACTIVITIES:

- 14 Additional capital transfers
- 15 Additional capital contributions
- 16 Total cash flows from financing activities
- 17 INCREASE (DECREASE) IN CASH AND TEMPORARY INVESTMENTS

18 CASH AND TEMPORARY INVESTMENTS AT BEGINNING OF YEAR

19 CASH AND TEMPORARY INVESTMENTS AT END OF PERIOD



CONFIDENTIAL

(a) A narrative of activities undertaken during the previous quarter (fourth quarter, 1995) in each of the following areas:

1
2 [REDACTED]

(b) A project-by-project table, covering both the previous quarter and the time period that has elapsed since the date of this order, for each of Southern Development's business activities comparing--

- (i) the amount of the Commission's authorization for such business activity;
- (ii) the amount of Southern Development's budget for such business activity;
- (iii) the actual investment expended on such business activity.

<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>
<u>BUSINESS LINES</u>	<u>COMMISSION'S AUTHORIZATION</u>	<u>1995 BUDGET</u>	<u>4TH QUARTER INVESTMENT #</u>	<u>INVESTMENT SINCE INCEPTION</u>

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CONFIDENTIAL

(c) A description of any services received by Southern Development from Southern Company Services, Inc. and from each of Southern's operating companies. This description should contain the dollar value of the services by company and the number and type of personnel used to render the services.

<u>OPERATING COMPANY</u>	<u>DOLLAR VALUE OF SERVICE</u>	<u>NUMBER OF PERSONNEL</u>	<u>TYPE OF PERSONNEL</u>
Alabama Power Company -Technical Consulting for Environmental Matters Vehicle Repair & Svc	171,667	14 *	Chemists Instructors Mechanics Admin.
Georgia Power Company -Technical Consulting and Repair of Equipment	543,561	388 **	Skilled Technicians, Engineers, Administrative
Gulf Power Company -Market Research re. Interactive Energy Management	1,382	1	Marketing
Mississippi Power Company -Repair of Equipment	14,588	14	Mechanics, Administrative
Southern Company Services -Professional & Technical Services including: Finance, Market Research, Information Resource, Telecommunications, Accounting, and Engineering Services	1,763,369	248 ***	Engineering, Procurement, Accounting, Marketing, Information Resource

* Total number of hours not available. Estimated full time employees to be 14.

** These employees recorded a total of 33,012 hours for the quarter which is equivalent of 63 full time employees.

*** These employees recorded a total of 17,295 hours for the quarter which is the equivalent of 33 full time employees.

(d) A description of any services rendered by Southern Development to any associate company within the Southern System. Southern Development will include a statement as to whether the services were at cost.

1. Support of Operating Companies Good Cents Program.
2. Technical support and training for Residential Building Energy Program (RBEP) software package.
3. Services associated with developing, deploying and maintaining information based products that facilitate the delivery of competitive pricing options to large accounts. These software products include customer energy use analysis systems, enhanced energy use analysis products for account executives to augment their customer service role, billing system systems for billing large accounts and rate analysis products for use by rate departments for designing, developing and administering new rates. The services include design,

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development of new software solutions as well as adaptation of existing software programs related to the above applications.

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All services were at cost, except that intellectual property licensed to affiliate companies was for no charge except for the cost of making the property or a copy thereof available, and except for the cost of making required modifications.

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(e) A description of customer financing provided by or through Southern Development, including—

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- (i) the amount of such financing by type of energy conservation and efficiency equipment;
- (ii) the accumulative amount of financing outstanding by customer classification;
- (iii) bad debt write-off incurred during the quarter;
- (iv) disclosure of the material terms and conditions applying to such financing.

12 [REDACTED]

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(f) Amounts and forms of currently effective guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by Southern Development.

16 [REDACTED]

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18

(g) Amounts and forms of currently effective indemnifications of, and sureties on, bonds or other obligations issued on behalf of Southern Development.

19 [REDACTED]

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(h) Amounts and forms of guarantees of, and similar provisions and arrangements concerning, performance and undertaking of other obligations by Southern Development.

22 [REDACTED]

23
24

(i) Amounts and forms of indemnifications of, and sureties on, bonds or other obligations issued on behalf of Southern Development.

25 [REDACTED]

CONFIDENTIAL

SIGNATURE

Pursuant to the requirements of the Public Utility Holding Company Act of 1935, the undersigned company has duly caused this certificate to be signed on its behalf by the undersigned thereunto duly authorized.

Dated February 15, 1996 THE SOUTHERN DEVELOPMENT AND INVESTMENT GROUP, INC.

BY Allen L. Leverett
Allen Leverett
Treasurer

CONFIDENTIAL

CERTIFICATE OF NOTIFICATION

filed by

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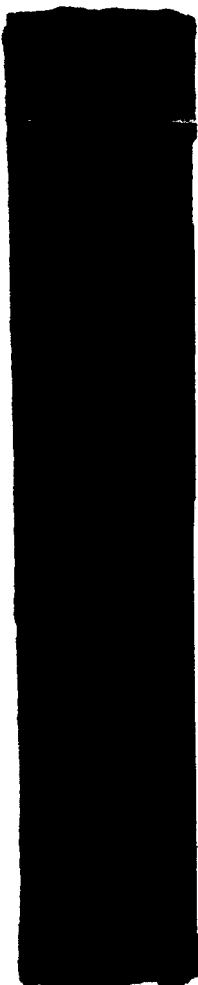
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EXHIBIT "C"

Line-by-Line Justification

Page/ line:	Column:	Justification:
Page 1 lines 1-22	B	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SDIG. Such information, if publicly disclosed, may be utilized by a competitor of SDIG to determine the viability of SDIG and the economic feasibility of SDIG entering into the various competitive markets that it is presently in and intends to develop in the future. The disclosure of this information and subsequent use by SDIG's competitors would have a chilling effect on SDIG's ability to invest in or develop new programs, technologies and markets. This information is not otherwise publicly available.
Page 2 Lines 1-27	B	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information would provide competitors with vital financial information about SDIG. Such information, if publicly disclosed, may be utilized by a competitor of SDIG to determine the viability of SDIG and the economic feasibility of SDIG entering into the various competitive markets that it is presently in and intends to develop in the future. The disclosure of this information and subsequent use by SDIG's competitors would have a chilling effect on SDIG's ability to invest in or develop new programs, technologies and markets. This information is not otherwise publicly available.
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Page 4 Lines: 1-36	N/A	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information
Page 5 Lines: 1-2		relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts, the business plan of SDIG. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.
Page 5 Lines: 3-9	A,B,C,D, E	The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future, SDIG's business plan. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.

<p>Page 4 Lines: 1-36</p>	<p>N/A</p>	<p>The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts, the business plan of SDIG. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.</p>
<p>Page 5 Lines: 1-2</p>		<p>The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future, SDIG's business plan. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.</p>
<p>Page 5 Lines: 3-9</p>	<p>A,B,C,D, E</p>	<p>The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) This information relates to the various investment and development activities undertaken presently or contemplated by SDIG to be undertaken in the future, SDIG's business plan. Disclosure of this information to the competitors of SDIG would enable those competitors to determine which areas SDIG plans to develop and how it plans to direct its development efforts. The business plan of a development and investment entity is one of its most sensitive areas and is not otherwise made part of the public domain.</p>
<p>Page 7 Lines 12,16,19, 22,25</p>	<p>N/A</p>	<p>The information identified as confidential by Southern Development and Investment Group is intended to be and is treated by SDIG as private in that the disclosure of the information would impair SDIG's competitive interests. <u>See</u> Fla. Stat. § 366.093(3)(e) The specified information relates to financing arrangements between SDIG and other entities. Financing arrangements are generally kept confidential by the parties involved in the transaction. Public disclosure of this information would provide competitors with information about SDIG's ability to obtain financing as well as its ability to extend credit or guarantee the debt or another entity. Such information could be utilized by a competitor to determine whether SDIG has the financial ability to enter into a market or implement a program or technology. This information is not otherwise publicly available.</p>