

Gulf Power Company
500 Bayfront Parkway
Post Office Box 1151
Pensacola, FL 32520-0781
Telephone 904 444-6231

ORIGINAL
FILE COPY

Susan D. Cranmer
Assistant Secretary and
Assistant Treasurer

the southern electric system

960897 - EI

August 7, 1996

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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:

Enclosed are an original and fifteen copies of Gulf Power Company's Petition for Approval of New Demand Side Management Program regarding mail-in energy audits.

Also enclosed is a 3.5 inch double sided, high density diskette containing the Petition in WordPerfect for Windows 6.1 format as prepared on a MS-DOS based computer.

Sincerely,

Susan D. Cranmer

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EPSC-BUREAU OF RECORDS

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FLORIDA PUBLIC
SERVICE COMMISSION

AUG - 8 1996
MAIL ROOM

Enclosure

cc: Beggs and Lane
Jeffrey A. Stone, Esquire

DOCUMENT NUMBER-DATE

08318 AUG-8 96

"Our business is customer satisfaction"

FPSC-RECORDS/REPORTING

recovery in Gulf's Conservation Cost Recovery Factor.

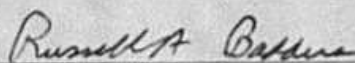
4. The details of the Commercial Mail-In Energy Audit program, as well as the Program's cost effectiveness and program participation standards, are set forth in Exhibit 1 attached hereto. Briefly, the purpose of the Program is to involve in energy conservation the business owner, management or person responsible for energy related decisions for the business. The Program will be available to all Commercial/Industrial customers. The results generated through the Program are expected to identify specific recommendations that the customer can implement to reduce their energy consumption. Additional information will accompany the results provided to the customer and will include information on energy management strategies and new technologies.

5. The Company expects this Program to return benefits of approximately 50% of those stated in Docket No 941172-EI, which would be a 0.8 kW reduction per audit and an annual 2943 kWh reduction per audit. The estimated cost per program participant is \$69.00. The estimated cost per participant has been utilized as an input in the cost-effectiveness calculation showing that this program is cost-effective pursuant to the Commission's approved methodology set forth in Rule 25-17.008, Florida Administrative Code.

6. Program monitoring and evaluation will be through follow-up visits with the customer and through the Company's existing Marketing Reporting System.

WHEREFORE, Gulf Power Company respectfully requests that the Florida Public Service Commission approve Gulf Power Company's Commercial Mail-In Energy Audit program as a new program in its conservation plan and for cost recovery through the conservation cost recovery clause.

Respectfully submitted,



JEFFREY A. STONE

Florida Bar No. 325953

RUSSELL A. BADDERS

Florida Bar No. 7455

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P. O. Box 12950

Pensacola, Florida 32576-2950

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Attorneys for Gulf Power Company

EXHIBIT 1

**COMMERCIAL
MAIL-IN ENERGY AUDIT**

Program Description

The Commercial Mail-In Energy Audit program is a direct mail energy auditing program. This program will be an extension of Gulf's existing Commercial Energy Audit program and will assist in the evaluation of the specific energy requirements of a given business type.

Gulf will mail an introductory letter and Commercial Mail-In Energy Audit questionnaire to the businesses. The letter will explain how the program works and the benefits the customer will receive by participating. Businesses will then complete the questionnaire on their own or may request the assistance of a Gulf Power representative. The questionnaire will ask customers about their energy consuming equipment or appliances, square footage, hours of operation and other detailed questions regarding their existing energy practices and business operations.

Completed surveys will be returned to Gulf or its agent to be analyzed and processed to generate a personalized customer analysis. This analysis will identify specific recommendations the participant can implement to reduce their energy consumption. A Gulf representative will deliver the completed analysis to the customer and provide any

follow-up assistance needed by the customer to aid in implementation of the recommendations made in the analysis.

Participation Standards

The Commercial Mail-In Energy Audit program will be available to all Commercial customers. Initial emphasis will be placed on those customers with billing demands of 150 kW or less. The program is designed to involve the business owner, management or person responsible for energy related decisions for the business.

Benefits and Cost

Benefits for Gulf's customers are achieved through the customers' participation in the program. The customer analysis is specific to each customer's survey responses and business type. The analysis makes customer specific recommendations for improving profitability by lowering energy cost. After reviewing the customer's energy use, analysis provides the customer with energy management strategies to enhance their overall business operations. New technologies and other ideas are provided to help individual businesses control energy costs.

The Commercial Mail-In Energy Audit program is an extension of Gulf's Commercial Energy Audit program as filed in Docket No. 941172-EI. The Company expects the

results from The Commercial Mail-In Energy Audit program to be similar to the existing Commercial Energy Audit program since the implementation process mirrors that of the existing program. The current steps include:

1. Customer Contact
2. Survey Completion
3. Survey Analysis
4. Delivery of analysis and follow-up with customer by company representative

The Company expects benefits to be 50% of those stated in Docket No. 941172-EI, therefore a 0.8 kW reduction per audit and an annual 2943 kWh reduction per audit is expected. An estimated cost of \$69.00 per participant has been calculated and is used in the cost-effectiveness calculations.

Monitoring and Evaluation

Gulf Power will validate customer load information during the follow-up visit conducted by the company representative. Gulf Power also will monitor this program through its existing Marketing Reporting System (MRS) which will enable the tracking of participating customers.

Surveys will be conducted with customers who participate in the program to establish levels of customer satisfaction with the program process and the information it provides.

Dependent upon the level of participation, interviews may also be conducted with non-participants to assess reasons for non-participation.

Cost Effectiveness

This program is cost-effective using the Commission's approved methodology (Rule 25-17.008). The summary tables are included in Attachment A. The cost-effectiveness runs are included in Attachment B.

INPUT DATA -- PART 1

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DSM_RULE PROGRAM

I. PROGRAM DEMAND SAVINGS AND LINE LOSSES

(1) CUSTOMER KW REDUCTION AT THE METER	0.80 KW/CUST
(2) GENERATOR KW REDUCTION PER CUSTOMER	1.04 KW/GEN/CUST
(3) KW LINE LOSS PERCENTAGE	12.6 %
(4) GENERATION KWH REDUCTION PER CUSTOMER	3,169.6 KWH/CUST/YR
(5) KWH LINE LOSS PERCENTAGE	7.7 %
(6) GROUP LINE LOSS MULTIPLIER	1.0034
(7) CUSTOMER KWH PROGRAM INCREASE AT METER	0.0 KWH/CUST/YR
(8)* CUSTOMER KWH REDUCTION AT METER	2,943.0 KWH/CUST/YR

CUSTOMER KW REDUCTION AT METER (Winter) 0.80

II. ECONOMIC LIFE AND K FACTORS

(1) STUDY PERIOD FOR CONSERVATION PROGRAM	30 YEARS
(2) GENERATOR ECONOMIC LIFE	40 YEARS
(3) T & D ECONOMIC LIFE	30 YEARS
(4) K FACTOR FOR GENERATION	1.4851
(5) K FACTOR FOR T & D	1.4851
(6)* SWITCH REV REQ(0) OR VAL-OF-DEF (1)	1

III. UTILITY AND CUSTOMER COSTS

(1) UTILITY NONRECURRING COST PER CUSTOMER	69.00 \$/CUST
(2) UTILITY RECURRING COST PER CUSTOMER	0.00 \$/CUST/YR
(3) UTILITY COST ESCALATION RATE	3.25 %
(4) CUSTOMER EQUIPMENT COST	0.00 \$/CUST
(5) CUSTOMER EQUIPMENT ESCALATION RATE	3.25 %
(6) CUSTOMER O & M COST	0.00 \$/CUST/YR
(7) CUSTOMER O & M ESCALATION RATE	3.25 %
(8)* CUSTOMER TAX CREDIT PER INSTALLATION	0.00 \$/CUST
(9)* CUSTOMER TAX CREDIT ESCALATION RATE	0.00 %
(10)* INCREASED SUPPLY COSTS	0.00 \$/CUST/YR
(11)* SUPPLY COSTS ESCALATION RATE	0.00 %
(12)* UTILITY DISCOUNT RATE	8.47%
(13)* UTILITY AFUDC RATE	7.27%
(14)* UTILITY NON RECURRING REBATE/INCENTIVE	0.00 \$/CUST
(15)* UTILITY RECURRING REBATE/INCENTIVE	0.00 \$/CUST/YR
(16)* UTILITY REBATE/INCENTIVE ESCAL RATE	0.00 %

* SUPPLEMENTAL INFORMATION NOT SPECIFIED IN WORKBOOK

STOP REV LOSS: NO

IV. AVOIDED GENERATOR, TRANS. AND DIST. COSTS

(1) BASE YEAR	1996
(2) IN-SERVICE YEAR FOR AVOIDED GENERATING UNIT	1997
(3) IN-SERVICE YEAR FOR AVOIDED T & D	1997
(4) BASE YEAR AVOIDED GENERATING UNIT COST	0.00 \$/KW
(5) BASE YEAR AVOIDED TRANSMISSION COST	54.00 \$/KW
(6) BASE YEAR DISTRIBUTION COST	27.00 \$/KW
(7) GEN. TRAN. & DIST COST ESCALATION RATE	3.25 %
(8) GENERATOR FIXED O & M COST	0.00 \$/KW/YR
(9) GENERATOR FIXED O&M ESCALATION RATE	2.80 %
(10) TRANSMISSION FIXED O & M COST	0.32 \$/KW/YR
(11) DISTRIBUTION FIXED O & M COST	0.00 \$/KW/YR
(12) T&D FIXED O&M ESCALATION RATE	3.25 %
(13) AVOIDED GEN UNIT VARIABLE O & M COSTS	0.00 CENTS/KWH
(14) GENERATOR VARIABLE O&M COST ESCALATION RATE	3.10 %
(15) GENERATOR CAPACITY FACTOR	3.40 %
(16) AVOIDED GENERATING UNIT FUEL COST	2.780 CENTS/KWH
(17) AVOIDED GEN UNIT FUEL ESCALATION RATE	4.5 %
(18)* AVOIDED PURCHASE CAPACITY COST PER KW	27.82 \$/KW/YR
(19)* CAPACITY COST ESCALATION RATE	2.65 %

V. NON-FUEL ENERGY AND DEMAND CHARGES

(1) NON-FUEL COST IN CUSTOMER BILL	1.300 CENTS/KWH
(2) NON-FUEL ESCALATION RATE	1.15 %
(3) CUSTOMER DEMAND CHARGE PER KW	4.56 \$/KW/MO
(4) DEMAND CHARGE ESCALATION RATE	1.15 %
(5)* DIVERSITY and ANNUAL DEMAND ADJUSTMENT FACTOR FOR CUSTOMER BILL	1.00

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TOTAL RESOURCE TEST:	ERR
PARTICIPANT TEST:	ERR
RATE IMPACT TEST:	1.10

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
YEAR	CUMULATIVE TOTAL PARTICIPATING CUSTOMERS	ADJUSTED CUMULATIVE PARTICIPATING CUSTOMERS	UTILITY AVERAGE SYSTEM FUEL COSTS (C/KWH)	AVOIDED MARGINAL FUEL COST (C/KWH)	INCREASED MARGINAL FUEL COST (C/KWH)	REPLACE IENT FUEL COST (C/KWH)	PROGRAM KW EFFECTIVENESS FACTOR	PROGRAM KWH EFFECTIVENESS FACTOR	OTHER COSTS (\$000)	OTHER BENEFITS (\$000)
1996	0	0	2.06	1.46	1.46	1.47	1.00	1.00	0	0
1997	1,000	1,000	2.20	1.56	1.60	1.58	1.00	1.00	0	0
1998	2,000	2,000	2.11	1.70	1.74	1.72	1.00	1.00	0	0
1999	3,000	3,000	2.08	1.77	1.82	1.80	1.00	1.00	0	0
2000	4,000	4,000	1.96	1.86	1.91	1.89	1.00	1.00	0	0
2001	5,000	5,000	1.85	2.02	2.08	2.06	1.00	1.00	0	0
2002	5,000	5,000	1.86	2.07	2.14	2.12	1.00	1.00	0	0
2003	5,000	5,000	1.93	2.36	2.44	2.42	1.00	1.00	0	0
2004	5,000	5,000	2.00	2.49	2.59	2.56	1.00	1.00	0	0
2005	5,000	5,000	2.10	2.77	2.87	2.84	1.00	1.00	0	0
2006	5,000	5,000	2.19	3.00	3.11	3.08	1.00	1.00	0	0
2007	5,000	5,000	2.26	3.27	3.38	3.35	1.00	1.00	0	0
2008	5,000	5,000	2.35	3.53	3.66	3.62	1.00	1.00	0	0
2009	5,000	5,000	2.45	3.95	4.08	4.04	1.00	1.00	0	0
2010	5,000	5,000	2.33	4.32	4.45	4.41	1.00	1.00	0	0
2011	5,000	5,000	2.41	4.76	4.90	4.85	1.00	1.00	0	0
2012	5,000	5,000	2.38	5.57	5.71	5.65	1.00	1.00	0	0
2013	5,000	5,000	2.42	5.81	5.95	5.89	1.00	1.00	0	0
2014	5,000	5,000	2.52	6.02	6.17	6.11	1.00	1.00	0	0
2015	5,000	5,000	2.63	6.27	6.43	6.37	1.00	1.00	0	0
2016	5,000	5,000	2.73	6.52	6.69	6.62	1.00	1.00	0	0
2017	5,000	5,000	2.88	6.78	6.96	6.89	1.00	1.00	0	0
2018	5,000	5,000	3.06	7.05	7.24	7.17	1.00	1.00	0	0
2019	5,000	5,000	3.20	7.33	7.53	7.46	1.00	1.00	0	0
2020	5,000	5,000	3.34	7.64	7.85	7.78	1.00	1.00	0	0
2021	5,000	5,000	3.49	7.97	8.19	8.12	1.00	1.00	0	0
2022	5,000	5,000	3.65	8.32	8.55	8.47	1.00	1.00	0	0
2023	5,000	5,000	3.42	8.68	8.93	8.85	1.00	1.00	0	0
2024	5,000	5,000	4.00	9.07	9.33	9.24	1.00	1.00	0	0
2025	5,000	5,000	4.18	9.48	9.75	9.66	1.00	1.00	0	0

TOTAL RESOURCE COST TESTS
 Mailinai
 DSM_RULE PROGRAM

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
YEAR	INCREASED SUPPLY COSTS \$(000)	UTILITY PROGRAM COSTS \$(000)	PARTICIPANT PROGRAM COSTS \$(000)	OTHER COSTS \$(000)	TOTAL COSTS \$(000)	AVOIDED GEN UNIT BENEFITS \$(000)	AVOIDED T & D BENEFITS \$(000)	PROGRAM FUEL SAVINGS \$(000)	OTHER BENEFITS \$(000)	TOTAL BENEFITS \$(000)	NET BENEFITS \$(000)	CUMULATIVE DISCOUNTED NET BENEFITS \$(000)
1996	0	0	0	0	0	0	0	0	0	0	0	0
1997	0	0	0	0	0	34	0	25	0	59	59	59
1998	0	0	0	0	0	69	8	81	0	159	217	159
1999	0	0	0	0	0	106	17	141	0	264	482	264
2000	0	0	0	0	0	146	26	208	0	379	861	379
2001	0	0	0	0	0	186	36	290	0	511	1,372	511
2002	0	0	0	0	0	192	45	330	0	567	1,939	567
2003	0	0	0	0	0	194	47	376	0	617	2,557	617
2004	0	0	0	0	0	199	48	397	0	645	3,201	645
2005	0	0	0	0	0	202	50	442	0	694	3,895	694
2006	0	0	0	0	0	206	52	478	0	736	4,631	736
2007	0	0	0	0	0	210	53	521	0	785	5,416	785
2008	0	0	0	0	0	214	55	563	0	832	6,248	832
2009	0	0	0	0	0	216	57	630	0	903	7,151	903
2010	0	0	0	0	0	219	59	689	0	967	8,118	967
2011	0	0	0	0	0	222	61	759	0	1,041	9,159	1,041
2012	0	0	0	0	0	219	63	888	0	1,169	10,328	1,169
2013	0	0	0	0	0	225	65	926	0	1,215	11,543	1,215
2014	0	0	0	0	0	231	67	960	0	1,258	12,801	1,258
2015	0	0	0	0	0	238	69	1,000	0	1,306	14,107	1,306
2016	0	0	0	0	0	244	71	1,039	0	1,355	15,462	1,355
2017	0	0	0	0	0	251	74	1,081	0	1,406	16,868	1,406
2018	0	0	0	0	0	259	76	1,124	0	1,458	18,326	1,458
2019	0	0	0	0	0	266	78	1,169	0	1,513	19,839	1,513
2020	0	0	0	0	0	273	81	1,218	0	1,572	21,411	1,572
2021	0	0	0	0	0	281	84	1,271	0	1,635	23,046	1,635
2022	0	0	0	0	0	288	86	1,326	0	1,701	24,747	1,701
2023	0	0	0	0	0	296	89	1,384	0	1,769	26,517	1,769
2024	0	0	0	0	0	304	92	1,446	0	1,842	28,359	1,842
2025	0	0	0	0	0	312	95	1,511	0	1,919	30,277	1,919
NOMINAL	0	0	0	0	0	6,302	1,703	22,272	0	30,277		30,277
NPV:	0	0	0	0	0	1,901	466	5,302	0	7,668		7,668

Discount Rate 8.47%
 Benefit/Cost Ratio: col (11) / col (6)

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PARTICIPANT COSTS AND BENEFITS
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 DSM_RULE PROGRAM

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
YEAR	CUSTOMER EQUIPMENT COSTS \$(000)	CUSTOMER O & M COSTS \$(000)	OTHER COSTS \$(000)	TOTAL COSTS \$(000)	SAVINGS IN PARTICIPANT BILL \$(000)	TAX CREDITS \$(000)	UTILITY REBATES \$(000)	OTHER BENEFITS \$(000)	TOTAL BENEFITS \$(000)	NET BENEFITS \$(000)	CUMULATIVE DISCOUNTED NET BENEFITS \$(000)
1996	0	0	0	0	0	0	0	0	0	0	0
1997	0	0	0	0	0	74	0	0	74	74	68
1998	0	0	0	0	0	219	0	0	219	293	255
1999	0	0	0	0	0	366	0	0	366	659	541
2000	0	0	0	0	0	503	0	0	503	1,162	904
2001	0	0	0	0	0	636	0	0	636	1,798	1,328
2002	0	0	0	0	0	714	0	0	714	2,513	1,767
2003	0	0	0	0	0	729	0	0	729	3,242	2,179
2004	0	0	0	0	0	744	0	0	744	3,986	2,568
2005	0	0	0	0	0	764	0	0	764	4,750	2,935
2006	0	0	0	0	0	784	0	0	784	5,534	3,282
2007	0	0	0	0	0	799	0	0	799	6,333	3,609
2008	0	0	0	0	0	818	0	0	818	7,151	3,917
2009	0	0	0	0	0	838	0	0	838	7,989	4,208
2010	0	0	0	0	0	825	0	0	825	8,813	4,472
2011	0	0	0	0	0	843	0	0	843	9,657	4,721
2012	0	0	0	0	0	845	0	0	845	10,501	4,951
2013	0	0	0	0	0	855	0	0	855	11,356	5,166
2014	0	0	0	0	0	876	0	0	876	12,232	5,368
2015	0	0	0	0	0	897	0	0	897	13,130	5,560
2016	0	0	0	0	0	918	0	0	918	14,048	5,740
2017	0	0	0	0	0	947	0	0	947	14,995	5,912
2018	0	0	0	0	0	979	0	0	979	15,974	6,075
2019	0	0	0	0	0	1,007	0	0	1,007	16,981	6,230
2020	0	0	0	0	0	1,032	0	0	1,032	18,014	6,377
2021	0	0	0	0	0	1,061	0	0	1,061	19,074	6,516
2022	0	0	0	0	0	1,091	0	0	1,091	20,165	6,647
2023	0	0	0	0	0	1,063	0	0	1,063	21,228	6,766
2024	0	0	0	0	0	1,155	0	0	1,155	22,383	6,884
2025	0	0	0	0	0	1,189	0	0	1,189	23,572	6,996
NOMINAL	0	0	0	0	23,572	0	0	0	23,572	23,572	
NPV:	0	0	0	0	6,996	0	0	0	6,996	6,996	

In service year of gen unit:
 Discount rate: 1997 8.47%
 Benefit/Cost Ratio: col (10) / col (5)

ERR

Program Name: Commercial/Industrial Mail-in Energy Audit

At the Meter						
Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
1997	2,943	0.80	0.80	2,943,000	800	800
1998	2,943	0.80	0.80	2,943,000	800	800
1999	2,943	0.80	0.80	2,943,000	800	800
2000	2,943	0.80	0.80	2,943,000	800	800
2001	2,943	0.80	0.80	2,943,000	800	800

At the Generator						
Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
1997	3,170	1.04	1.04	3,169,611	1,040	1,040
1998	3,170	1.04	1.04	3,169,611	1,040	1,040
1999	3,170	1.04	1.04	3,169,611	1,040	1,040
2000	3,170	1.04	1.04	3,169,611	1,040	1,040
2001	3,170	1.04	1.04	3,169,611	1,040	1,040

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Program Participants	(d) Cumulative Penetration Level %	(e) Cumulative Number of Program Participants
1997	31,986	31,346	1,000	3.19%	1,000
1998	32,648	31,995	1,000	6.25%	2,000
1999	33,325	32,659	1,000	9.19%	3,000
2000	34,003	33,323	1,000	12.00%	4,000
2001	34,699	34,005	1,000	14.70%	5,000

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Gulf Power Company's)
Mail-In Energy Audit)
_____)

Docket No. _____

Certificate of Service

I HEREBY CERTIFY that a true copy of the foregoing was furnished by hand delivery or the U. S. Mail this 7th day of August 1996 to the following:

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