

M E M O R A N D U M

October 31, 1997

TO:  DIVISION OF APPEALS  
 DIVISION OF AUDITING AND FINANCIAL ANALYSIS  
 DIVISION OF COMMUNICATIONS  
 DIVISION OF ELECTRIC AND GAS  
 DIVISION OF RESEARCH  
 DIVISION OF WATER AND WASTEWATER  
 DIVISION OF LEGAL SERVICES

FROM: DIVISION OF RECORDS AND REPORTING (SANDERS)

RE: CONFIDENTIALITY OF CERTAIN INFORMATION

DOCUMENT NO: 11214-97 (x-ref DN 10583-97)

DESCRIPTION: Earnings Surveillance Report info of CIS rider,  
Supplemental 2 for 8/97.

SOURCE: Gulf Power Company

DOCKET NO. 970789-EI

The above material was received with a request for confidentiality (attached). Please prepare a recommendation for the attorney assigned to the case by completing the section below and forwarding a copy of this memorandum, together with a brief memorandum supporting your recommendation, to the attorney. Copies of your recommendation should also be provided to the Division of Records and Reporting and to the Division of Appeals.

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Please read each of the following and check if applicable.

The document(s) is (are), in fact, what the utility asserts it (them) to be.

The utility has provided enough details to perform a reasoned analysis of its request.

**DECLASSIFIED**

GULF POWER COMPANY  
SUPPLEMENTAL SURVEILLANCE REPORT INFORMATION  
COMMERCIAL/INDUSTRIAL SERVICE RIDER  
AUGUST 1997

-CONFIDENTIAL-

The information listed below is presented to comply with FPSC Order No. PSC-96-1219-FOF-EI and Page 2 of 2 of the Commercial/Industrial Service Rider Pilot Study implementation Plan. This supplemental information is to be treated as confidential.

For all executed CSAs, it is estimated that the twelve months to date net revenues that would have been produced by the application of Gulf Power's otherwise applicable standard tariff rates to the affected load would have been approximately \$547,000 \* more than the revenues actually received by Gulf Power pursuant to each executed CSA.

- This difference is offset by \$61,000 which is the amount received under the IIC contract for the benefit created by the interruptible provision of the agreement with the customer.

x-ref 10583-97  
DOCUMENT NUMBER-DATE  
11214 OCT 31 5  
FPSC-RECORDS/REPORTING

## EXHIBIT "C"

### **Line-by-Line Justification**

#### **Line(s)**

Lines 22 - 23 and 33 - 34

#### **Justification**

This information is proprietary confidential business information regarding contractual terms and pricing. Public disclosure of this information would impair the ability of Gulf Power Company to negotiate terms and conditions in future CSAs that are the most favorable to Gulf and its general body of customers. The result of public disclosure of the pricing information would be price convergence in future CSAs. Moreover, the public disclosure of this information may prevent Gulf from successfully negotiating CSAs with customers. The information is regarded as sensitive and confidential by the CIS rider customer because its public disclosure would impact the customers' ability to compete in their native markets. In the event such information is made public, future potential CIS rider customers may avoid the risk of public disclosure of their confidential information by refusing to negotiate with Gulf Power. This may lead to uneconomic bypass of Gulf's facilities.