

980643-E1

Florida Power Corporation
For the 12 months ended December 1997
Responses to Questions 1, 2 & 3

	A	B	C	D	E	F	G	H	I
1									Exhibit I
2									
3									
4									
5									
6					Revenue			Employees Charging to Activities	
7	FERC		Account Description		(Expense)		Activity Description	Approx. No.	% of Time
8			Fiber Optic 400						
9	41701		Fiber 400 Revenue		\$518,839		Lease space on fiber optic cable network within our service area.	10	10 = 15%
10	41711		Fiber 400 Expense		(\$451,861)				
11									
12			Off-System Power Marketing						
13	41705		Off-System Power Marketing Revenue		\$3,532,810		Buy and resell electric power at market based rates to entities outside of Florida (where FPC does not have market power). These transactions will not involve any of the generation resources used to support our native load.	3	3 = <1%
14	41715		Off-System Power Marketing Expense		(\$3,391,620)				
15									
16	41704		Other Nonutility Revenues						
17			Power Quality Mass		\$143,044		This product line includes surge protectors and metertraters for residential customers.	30	10 = 9% 20 = <1%
18									
19			HVAC		\$2,625		This product offers HVAC (heating, ventilation and air conditioning) maintenance services to residential customers.	23	4 = 8% 19 = <1%
20									
21			Power Quality Consulting Services		\$618,454		Consulting services for commercial and industrial customers such as: electrical load and usage studies, power quality equipment monitoring, assistance with inside power quality problems.	23	5 = 7% 18 = <1%
22									
23			Infrared Scanning Services		\$75,876		Infrared scanning and individualized reporting for commercial and industrial customers. Scanning is typically done on electrical panels as a preventative maintenance measure.	22	3 = 11% 19 = <1%
24									
25			Power Conditioning Services		\$255,470		Supply and install selected products (backup generation, UPS, constant voltage supply systems, submetering). Backup generation for customers who cannot tolerate an extended outage. UPS system and Constant Voltage Supply systems are for customers who cannot stand any power abnormality. Custom submetering is the sale and installation of non-utility type electric metering used inside a customer's facility to capture energy usage.	31	3 = 6% 28 = <1%
26									
27									
28	41717		Other Nonutility Expenses						
29			New Business Development		(\$1,105,713)		This account accumulates charges for work performed on business cases for potential new products and services.	34	24 = 11% 10 = <1%
30									
31			Infrastructure Outsourcing		(\$49,684)		This service provides for the complete turnkey design, installation, operation and maintenance of building energy systems. For example an entire building would involve a contract to supply light, conditioned air and electricity. Product is in development.	19	1 = 13% 18 = <1%
32									
33			Equipment Financing		(\$12,142)		FPC would arrange equipment financing through a third party finance company in order to complement Infrastructure Outsourcing negotiations. Product is in development.	3	1 = 4% 2 = <1%
34									
35			Power Quality Mass		(\$537,348)				
36			HVAC		(\$92,361)				
37			Power Quality Consulting Services		(\$185,005)				
38			Infrared Scanning Services		(\$138,987)				
39			Power Conditioning Services		(\$1,053,190)				
40									
41			Note: Shaded area denotes confidential information						
42									

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FPC-RECORDS/REPORTING

1/22/2000