

STEEL ■
HECTOR
■ DAVIS

June 30, 1998

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Charles A. Guyton
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Blanca S. Bayó, Director
Records and Reporting
Florida Public Service Commission
4075 Esplanade Way, Room 110
Tallahassee, Florida 32399-0850

By Hand Delivery

RECEIVED-FPSC
JUN 30 PM 2:30
RECORDS AND REPORTING

**Re: Petition for Approval of True-Up
Amount in Docket No. 980002-EG**

Dear Ms. Bayó:

Enclosed for filing on behalf of Florida Power & Light Company ("FPL") in Docket No. 980002-EG are the original and ten copies of Florida Power & Light Company's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part of True-Up Filing. Please note that the original copy of the motion has an Attachment, Attachment A, which contains CONFIDENTIAL INFORMATION. Therefore, FPL is filing the original motion in a separate envelope stamped CONFIDENTIAL. The remaining copies of the motion do not contain Attachment A or any other confidential information.

In its motion FPL seeks confidential classification of the confidential information contained in Appendix A to Exhibit LMB-1 in Docket No. 980002-EG, which is being filed with the Commission today. FPL has to file this information with the Commission to comply with Rule 25-17.015, Florida Administrative Code. However, to avoid damaging public disclosure, FPL has filed its motion for protective order and provided in Exhibit LMB-1 redacted copies of Appendix A.

If you or your staff have any questions regarding this transmittal, please contact me at 222-2300.

RECEIVED & FILED
[Handwritten Signature]
RECORDS & REPORTING

Very truly yours,

[Handwritten Signature: Charles A. Guyton]
Charles A. Guyton

- ACK _____
- AFA _____
- APP _____
- CAF _____
- CMU _____
- CTR _____
- EAG _____
- LEG _____
- LIN _____
- OPC _____
- RCH _____
- SEC _____
- WAS _____

Enc
cc: Counsel for all parties of record

all to Matilda

Miami
305.577.7000
305.577.7001 Fax

West Palm Beach
561.650.7200
561.655.1509 Fax

Fort West
305.292.7272
305.292.7271 Fax

06869 JUN 30 98
DATE

RECEIVED
JUN 30 1998
06870 JUN 30 98

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Energy Conservation Cost Recovery)
Clause)

Docket No. 980002-EG
Filed: June 30, 1998

**Florida Power & Light Company's
Motion For Protective Order Regarding Confidential
Information Required To Be Filed As Part Of True Up Filing**

Pursuant to Florida Administrative Code Rule 25-22.006 and Section 366.093, Florida Statutes (1997), Florida Power & Light Company ("FPL") requests confidential classification of portions of Appendix A to Exhibit LMB-1 filed this day with the Commission in Docket No. 980002-EG. FPL further moves that the Commission issue a protective order (1) acknowledging that FPL has served redacted copies of Appendix A on all parties, (2) requiring any party or person who desires to review the confidential material in Appendix A to file with the Commission, pursuant to Rule 25-22.006(7)(a), Florida Administrative Code, a petition to inspect and examine the confidential information in Appendix A to Exhibit LMB-1, (3) requiring that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (4) finding that if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential after the expiration of eighteen months. As grounds for this motion, FPL states:

1. In November 1997 the Commission amended Rule 25-17.015, Florida Administrative Code, by creating a requirement in subsection (5) that when a conservation advertisement for which a utility seeks conservation cost recovery "makes a specific claim of potential energy savings or states appliance efficiency ratings or savings, all data sources and calculations used to substantiate these claims must be included in the [true-up] filing...."

2. FPL is filing contemporaneously with this motion its first true-up filing since the adoption of this new rule provision, and FPL is seeking cost recovery of advertising expenses for advertisements which make specific claims of energy savings. Consequently, in Appendix A to Exhibit LMB-1, the exhibit attached to the Testimony of FPL witness Leonor M. Busto, FPL has included all the data sources necessary to satisfy this new rule requirement.

3. Part of the information which FPL has been required to file in Appendix A to Exhibit LMB-1 to comply with the new provision in Rule 25-17.015(5) is confidential. The purposes of this motion are (a) to seek a Commission determination that the information identified by FPL in Appendix A to Exhibit LMB-1 should be classified as confidential information and (b) to seek a protective order which establishes that the procedure for any party or person desiring to review the confidential information should be the procedure set forth in Rule 25-17.006(7)(a), the filing of a petition to inspect and examine, and which provides for either the return of the confidential information if it is not included in the record or the continued confidential classification of the information if it is included in the record.

Justification of Confidential Classification

4. All the information in Appendix A to Exhibit LMB-1 for which FPL seeks confidential classification is customer specific information. FPL has a corporate policy not to disclose or release customer specific information without the consent of the customer. None of the FPL customers referred to in this information have consented to the release of their customer specific information. In addition, much of the information for which FPL seeks confidential classification is information which is confidential and proprietary to customers, the release of which would harm the customers' business operation, and has not been disclosed other than to the contractors which have performed work for the customers (and then only at the customers' direction). This information may, in some instances, constitute trade secrets to the customers, and is certainly information relating to the customers' competitive interests, the disclosure of which would impair the competitive business of the customers. Information of this nature is proprietary confidential business information within the meaning of Section 366.093(3), Florida Statutes (1997).

4. To satisfy the requirements of Rule 25-17.006, FPL has prepared four Attachments to this motion. Attachment A is a copy of Appendix A to Exhibit LMB-1 which has all the confidential information highlighted. Only the original copy of this motion contains a highlighted copy of Attachment A; the remaining copies served upon the Commission and the parties do not contain a copy of Attachment A. Attachment B is a copy of Appendix A to Exhibit LMB-1 with the confidential information redacted. All copies of this motion have Attachment B. Attachment C is a line by line justification of the confidential status of the confidential information in Appendix A to Exhibit LMB-1. Attachment D is the affidavit of Mr.

Dennis Brandt explaining why the information FPL seeks to prevent from disclosure is confidential.

Request For Protective Order

5. FPL is required to include in its true-up filing very detailed information which supports claimed energy savings in its conservation advertisements. At the time the rule amendment requiring this filing was adopted, it was recognized by every party to the rulemaking that the information was of interest only to the Staff of the Commission. FPL has filed this confidential information so that the Staff of the Commission will have immediate access to the confidential information, but it has served upon the parties to this proceeding redacted copies of the confidential information. Many of the parties to this proceeding clearly have no interest in the customer specific, confidential information required to be filed pursuant to Rule 25-17.015(5). For instance, other electric utilities not serving such customers have no conceivable interest in this customer specific information. Because of the limited interest in this confidential information, FPL seeks a protective order from the Commission acknowledging FPL's service of the confidential information solely on the Commission and providing that other parties to the proceeding desiring to review the confidential information filed with the Commission follow the procedure set forth in Rule 25-17.006, Florida Administrative Code, by filing a petition to review and inspect the documents. This procedure minimizes the initial disclosure of confidential information, avoids parties not interested in receiving confidential information from having to undertake measures to prevent such disclosure, and provides a means by which those parties

seeking to review the confidential information to seek review under terms necessary to prevent the disclosure of such information.

6. The information for which FPL seeks confidential classification shall continue to be confidential after 18 months. It will still be treated by FPL as confidential as a matter of policy, and the information regarding customers' electrical usage and electrical equipment will continue to be competitive information the disclosure of which may injure the customers' competitive interest even after 18 months. Therefore, FPL requests that the Commission rule that the confidential information in Appendix A to Exhibit LMB-1 continue to be classified as confidential after the expiration of eighteen months as permitted by Section 366.093, Florida Statutes (1997). At present it is not FPL's intent to offer Appendix A to Exhibit LMB-1 into evidence; FPL is filing the Appendix only to satisfy the requirements of Rule 25-17.015(4), Florida Administrative Code. If Appendix A is not admitted into evidence in this proceeding, FPL asks that the protective order issued by the Commission require the return of Appendix A to FPL. However, if these advertisements become subject to dispute and the confidential information in Appendix A is introduced into the record in this proceeding, FPL asks that the Commission determine that FPL has demonstrated good cause for the confidential information to continue to be classified as confidential beyond 18 months.

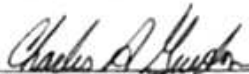
WHEREFORE, FPL respectfully moves that the Commission (a) rule that the information identified by FPL as confidential in Appendix A to Exhibit LMB-1 filed on June 30, 1998 be given confidential classification by the Commission and be exempt from disclosure, and (b) the Commission issue a protective order (i) that any parties to this proceeding desiring to review and

inspect the confidential information in Appendix A to Exhibit LMB-1 follow the procedure set forth in Rule 25-17.006(7)(a), (ii) that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (iii) if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential after the expiration of eighteen months.

Respectfully submitted,

Steel Hector & Davis LLP
Suite 601, 215 S. Monroe St.
Tallahassee, Florida 32301

Attorneys for Florida Power
& Light Company

By: 
Charles A. Guyton

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of Florida Power & Light Company's Motion for Protective Order Regarding Confidential Information Required to be Filed as Part of True-Up Filing was served by Hand Delivery (when indicated with an *) or mailed this 30th day of June, 1998 to the following:

Robert V. Elias, Esquire*
Division of Legal Services
Florida Public Service Commission
2540 Shumard Oak Boulevard
Gunter Building, Room 370
Tallahassee, Florida 32399-0850

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Rutledge, Ecenia, Underwood,
Purnell & Hoffman
Post Office Box 551
Tallahassee, Florida 32302-0551

Lee L. Willis, Esquire *
James D. Beasley, Esquire
Ausley Law Firm
227 South Calhoun Street
Tallahassee, Florida 32302

Norman Horton, Jr., Esquire *
Messer, Caparello, et al
215 South Monroe Street, Suite 701
Tallahassee, Florida 32301

Jeffrey A. Stone, Esquire
G. Edison Holland, Esquire
Beggs & Lane
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Pensacola, Florida 32576-2950

Kenneth Gatlin, Esquire *
Wayne L. Schiefelbein, Esquire
Gatlin, Schiefelbein & Cowdery, P.A.
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Tallahassee, Florida 32312

Joseph A. McGlothlin, Esquire *
Vicki Gordon Kaufman, Esquire
McWhirter, Reeves, et al.
117 South Gadsden Street
Tallahassee, Florida 32301

Debbie Stitt
Energy Conservation Analyst
St. Joe Natural Gas Company
Post Office Drawer 549
Port St. Joe, Florida 32456

John W. McWhirter, Jr., Esquire
McWhirter, Reeves, et al.
Post Office Box 3350
Tampa, Florida 33601

James A. McGee, Esquire
Florida Power Corporation
Post Office Box 14042
St. Petersburg, Florida 33733

Jack Shreve, Esquire *
Roger Howe, Esquire
Office of Public Counsel
111 West Madison Street
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Tallahassee, Florida 32399

Michael Palecki, Esquire
City Gas Company of Florida
955 East 25th Street
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Colette Powers
Indiantown Gas Company
Post Office Box 8
Indiantown, Florida 34956-0008

Peter Martin
South Florida Natural Gas Company
101 NW 202 Terrace
Post Office Box 69000-J
Miami, Florida 33269-0078

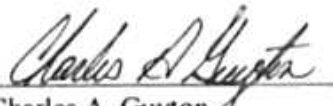
Legal Environmental Assistance
Foundation, Inc.*
Gail Kamaras, Esquire
1114-E Thomasville Road
Tallahassee, Florida 32303-6290

Mollie Lampi
Pace University Energy Project
122 South Swan Street
Albany, New York 12110

Sebring Gas System, Inc.
3515 highway 27 South
Sebring, Florida 33870-5452

Stuart L. Shoaf
St. Joe Natural Gas Company, Inc.
Post Office Box 549
Port St. Joe, Florida 32457-0549

Ansley Watson, Jr., Esquire
Macfarlane, Ferguson & McMullen
P.O. Box 1531
Tampa, Florida 33602


Charles A. Guyton

ATTACHMENT A

ATTACHMENT B

IF FPL HELPED FOUR ST. LUCIE COUNTY SCHOOLS
CUT THEIR ENERGY BILL BY 8% AND THEIR ENERGY BILL WAS
\$57,500 PER MONTH, HOW MUCH MONEY IS FPL HELPING
THE FOUR ST. LUCIE COUNTY SCHOOLS SAVE?

Free Business Energy Evaluation
you. Call 1-800-FPL-5566 for a
Florida Power & Light can do for
energy bill x $\frac{100}{8}$. Learn what
by multiplying the original monthly
compact fluorescent lamps. And
incandescent downlights with
By retrofitting "exit" signs and
and electronic ballasts.
ballasts with 32 watt lamps
40 watt lamps and magnetic
By replacing the fluorescent,
performing a full lighting upgrade.
This figure was arrived at by
ANSWER: \$4,600 per month.

THE POWER TO IMPROVE
YOUR BUSINESS™



St. Lucie County Schools

Savings Calculated on Comparison of Energy Usage using same effective rates.

	Before Retrofit	After Retrofit
	9/26/95 to 8/23/96	9/24/96 to 8/25/97
	(A)	(B)
1 School #1	\$ [REDACTED]	\$ [REDACTED]
2 School #2	\$ [REDACTED]	\$ [REDACTED]
3 School #3	\$ [REDACTED]	\$ [REDACTED]
4 School #4	\$ [REDACTED]	\$ [REDACTED]
	<hr/>	<hr/>
Annual Cost	\$692,332	\$636,989
Monthly Cost	\$57,694*	\$53,082
Average Monthly Savings:	\$4,612*	
Percentage Savings:	8%	

See Pages 1-C through 1-J for details.

* numbers rounded for presentation

BCOM BILL COMPARISON 09/18/97 15:24:13
 ST. LUCIE CO BIP PH
 12 14:17
 [REDACTED]

5 MAXIMUM DEMAND
 6 PRESENT FIRM KWD

This Rate Analysis is based on
 Past Rates of 4-1997, 4-1996 AND 10-1996

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BELL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
							(2) USD-1	(2) USD-1
7	8/25/97	31	1650					
8	7/75/97	30	1650					
9	6/25/97	32	1650					
10	5/27/97	29	1650					
11	4/25/97	29	1650					
12	3/27/97	29	1650					
13	2/26/97	30	1650					
14	1/27/97	32	1650					
15	12/28/96	34	1650					
16	11/22/96	30	1650					
17	10/23/96	29	1650					
18	9/24/96	32	1650					

19
 \$0.087 / KWH
 YRLY \$ SAVINGS: \$0.00
 YRLY % SAVINGS: 0%
 Facility Rental Charge is included!

13691 → 13.5%

CONFIDENTIAL

RATE ANALYSIS

COM. BILL COMPARISON 09/19/97 12:28:16
 ST. LUCIE CO. BPH PH 12/14/97
 [REDACTED]

This Rate Analysis is based on
 Past Rates of: 4-1997, 4-1996 AND 10-1996

		(A)	(B)	(C)	(D)	(E)	(F)	(G)	
		TOT KWH	C/N PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
									(7) OSD-1
5	MAXIMUM DEMAND								
6	PRESENT FIRM KWD								
									last revision: 6/25/1997
7	DATE	FRAN	DAYS	30	1650				
8	8/23/96								
9	7/25/96								
10	6/25/96								
11	5/24/96								
12	4/25/96								
13	3/27/96								
14	2/27/96								
15	1/29/96								
16	12/20/95								
17	11/27/95								
18	10/25/95								
19	9/26/95								

19	\$0.074 / KWH	\$0.074 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

BUCKET NO. 980002-26
 Exhibit No. _____
 Florida Power & Light Co.
 (LMB-1)
 Appendix A
 Page 1-C

CONFIDENTIAL

BOOM BILL COMPARISON 09/15/97 12/18/04
 01/1/98
 ST LUCIE CO RPI PH () C

MAXIMUM DEMAND	
PRESENT FIRM KWD	

4
5

This Rate Analysis is based on
 Past Rates of 4-1997, 4-1996 AND 10-1996

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	last revision: 6/25/1997
	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
								(#) 08LD-1
6	8/22/98	29	1650					
7	7/24/98	30	1650					
8	6/24/98	32	1650					
9	5/23/98	29	1650					
10	4/24/98	29	1650					
11	3/28/98	29	1650					
12	2/28/98	31	1650					
13	1/28/98	30	1650					
14	12/27/95	33	1650					
15	11/24/95	31	1650					
16	10/24/95	29	1650					
17	9/25/95	32	1650					

	\$0.063 / KWH	\$0.063 / KWH
YRLY \$ SAVINGS:		\$0.00
YRLY % SAVINGS:		0%

Facility Rental Charge is included!

CONFIDENTIAL

1 BCOM BILL COMPARISON 09/15/97 12:16:35

2 01/11/99

3 ST LUCIE CO BPT PH () C

This Rate Analysis is based on
Past Rates of 4-1997, 4-1996 AND 10-1996

4	MAXIMUM DEMAND	[REDACTED]
5	PRESENT FIRM KWD	[REDACTED]

(G) last revision: 6/25/1997

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	PROPOSED RATE
	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	(82) 08LD-1
6	DATE	DAYS	FRAN	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7	8/22/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
8	7/24/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9	6/24/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10	5/23/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11	4/24/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12	3/26/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
13	2/25/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
14	1/24/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
15	12/23/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
16	11/21/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
17	10/22/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
18	9/23/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

18	[REDACTED]	\$0.0647 / KWH	\$0.064 / KWH
	YRLY \$ SAVINGS:	\$0.00	
	YRLY % SAVINGS:	0%	

Facility Rental Charge is included!

14231

570

CONFIDENTIAL

BOOM BILL COMPARISON 08/19/97 12:08:55

01/10/75

ST LUCIE CO BIPV PH () C

This Rate Analysis is based on
Past Rates of 4-1997, 4-1996 AND 18-1996

4	MAXIMUM DEMAND	
5	PRESENT FIRM KWD	

(G) last revised 6/25/1997

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
								(7) 030-1
6	8/7/96	29	1650					
7	7/9/96	32	1650					
8	6/7/96	30	1650					
9	5/8/96	29	1650					
10	4/9/96	29	1650					
11	3/11/96	31	1650					
12	2/9/96	31	1650					
13	1/10/96	32	1650					
14	12/8/95	31	1650					
15	11/7/95	29	1650					
16	10/9/95	31	1650					
17	9/8/95	30	1650					

18	\$0.079 / KWH	\$0.079 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

BOOM BILL COMPARISON 09/19/97 15:25:26

01/10/97

ST LUCIE CO BM PH1() C

MAXIMUM DEMAND
PRESENT FIRM KWD

last revision: 6/25/1997

This Rate Analysis is based on
Past Rates of 4-1997, 4-1996 AND 10-1994

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	TOT KWH	ON P/ KWH	ACTUAL KWD	ON P/ KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
							(72) GSD-1	(72) GSD-1
6	8/7/97	29	1650					
7	7/9/97	30	1650					
8	6/8/97	32	1650					
9	5/8/97	29	1650					
10	4/9/97	29	1650					
11	3/11/97	32	1650					
12	2/7/97	30	1650					
13	1/8/97	33	1650					
14	12/8/96	31	1650					
15	11/5/96	29	1650					
16	10/7/96	31	1650					
17	9/8/96	30	1650					

18	\$0.08 / KWH	\$0.08 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

14245

1570

RATE ANALYSIS

5	MAXIMUM DEMAND	[REDACTED]
6	PRESENT FIRM KWD	[REDACTED]

This Rate Analysis is based on
 Past Rates of 4-1997, 4-1996 AND 10-1996

1	BOOK BILL COMPARISON	09/10/97 1523-1
2	ST LUCIE CO BPI PHV	09/12/97
3	[REDACTED]	[REDACTED]
4	[REDACTED]	[REDACTED]

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	TOT KWH	ON PK KWH	ACTUAL KWH	ON PK KWH	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
								(12) OBLD-1
7	8/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
8	7/10/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9	6/10/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10	5/9/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11	4/10/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12	3/12/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
13	2/12/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
14	1/11/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
15	12/11/95	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
16	11/8/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
17	10/10/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
18	9/11/95	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]	\$0.073 / KWH	\$0.073 / KWH
YRLY \$ SAVINGS:	\$0.00	
YRLY % SAVINGS:	0%	

Facility Rental Charge is included!

BOOM BILL COMPARISON 09/15/97 12:00:00

ST LUCIE CO BIP #1
 09/12/97
 [REDACTED]

This Rate Analysis is based on
 Past Rates of 4-1997, 4-1996 AND 10-1996

5	MAXIMUM DEMAND	[REDACTED]
6	PRESENT FIRM KWD	[REDACTED]

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	last revision: 6/25/1997				
	DATE	DAYS	FRAM	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE (82) OSLOD-1	PROPOSED RATE (82) OSLOD-1
7	8/8/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
8	7/10/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9	6/10/97	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10	5/8/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11	4/10/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12	3/12/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
13	2/10/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
14	1/8/97	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
15	12/9/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
16	11/6/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
17	10/6/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
18	9/9/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

19	\$0.083 / KWH	\$0.083 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

13176 => 7%

CHILLER SAVES
THEIR DOCTORS'
COLD.



After over a decade
on the job, Sarasota
Memorial Hospital found

their existing chiller just wasn't keeping
things as cool as it used to. So Florida
Power & Light was called in. To
perform a chillerectomy. The
hospital installed a new, high-
efficiency, water-cooled system -
a system that manages to keep
temperatures lower while using 12%
less electricity. But don't take our word
for it. Take the word of bare-skinned
Sarasota Memorial patients, who say:

YEEEEEEEEEEEEEEEEEEEEEEEEEEOW

To find out what FPL can do for you,
call 1-800-FPL-5566 and ask for a free
Business Energy Evaluation.

THE POWER TO IMPROVE
YOUR BUSINESS™



www.fpl.com

Sarasota Memorial Hospital

Average summer A/C load = 3422 tons (183 days)
Average winter A/C load = 1500 tons (182 days)

Prior to change-out:

Summer:

183 X 24 = 4,392 Hours

1	Chiller # 5	[REDACTED] hours	[REDACTED] Tons
2	Chiller # 6	[REDACTED] hours	[REDACTED] Tons
3	Chiller # 7	[REDACTED] hours	[REDACTED] Tons

Usage:

4	[REDACTED]
5	[REDACTED]
6	[REDACTED]
7	Ton hours = [REDACTED]

Winter:

182 X 24 = 4,368 Hours

8	Chiller # 3	[REDACTED] hours	[REDACTED] Tons
9	Chiller # 4	[REDACTED] hours	[REDACTED] Tons
10	Chiller # 5	[REDACTED] hours	[REDACTED] Tons

Usage:

11	[REDACTED]
12	[REDACTED]
13	[REDACTED]
14	Ton hours = [REDACTED]

15	Total usage	= [REDACTED] kWh
16	Total ton hours	= [REDACTED]
17	Average kW/ton	= [REDACTED]

After chiller #4 change-out:

Summer:

183 X 24 = 4,392 Hours

18	Chiller # 2	[REDACTED] hours	[REDACTED] Tons
19	Chiller # 3	[REDACTED] hours	[REDACTED] Tons

CONFIDENTIAL

1
2

3
4
5
6

Chiller # 4 [redacted] hours [redacted] Tons
Chiller # 5 [redacted] hours [redacted] Tons

Usage: [redacted]

Ton hours = [redacted]

Winter:

182 X 24 = 4,368 Hours

7
8
9
10

Chiller # 2 [redacted] hours [redacted] Tons
Chiller # 3 [redacted] hours [redacted] Tons
Chiller # 4 [redacted] hours [redacted] Tons
Chiller # 5 [redacted] hours [redacted] Tons

Usage: [redacted]

Ton hours = [redacted]

11
12
13
14

15 Total usage = [redacted] kWh
16 Total ton hours = [redacted]
17 Average kW/ton = [redacted]

18 Energy reduction = [redacted] 16.4%

FPL CHILLER TEST REPORT

DATE: 9/30/92

CUSTOMER NAME: SAKAGATA Memorial Hospital - Central Energy Center

ADDRESS: [REDACTED]

TEST INSTRUMENT DATA:

INSTRUMENT	TYPE	CALIBRATION DATE	CALIBRATION EXPIRES
Flowmeter	Armstrong APDM 135/60' gauge	8/17/92	2/17/92
Thermometer	40° - 300°	8/17/92	2/17/92
Ammeter	Carrier Chiller	8/1/92	2/1/92
Voltmeter	Carrier Chiller	8/1/92	2/1/92
Wattmeter	N/A	NA	NA
P.F. Meter	NA	NA	NA

NAME PLATE DATA: (if available) (A)

2 Chiller Manufacturer [REDACTED]
 3 Chiller Type [REDACTED]
 4 Model Number [REDACTED]
 5 Serial Number [REDACTED]
 6 Year Built (or estimated age) [REDACTED]

TEST RESULTS:

7 CHWS [REDACTED]
 8 CHWR [REDACTED] F = 10.8
 9 Delta P [REDACTED] F
 10 Flowrate [REDACTED] PSID
 11 Tonnage [REDACTED] GPM
 12 CWS [REDACTED] Tons....Tons = (GPM * Delta T) / 24
 13 CWR [REDACTED] F
 14 Delta P [REDACTED] F
 15 Flowrate [REDACTED] PSID
 [REDACTED] GPM

POWER INPUT DATA (C)

16 Volts [REDACTED]
 17 Amps [REDACTED]
 18 P.F. [REDACTED]
 19 KW [REDACTED]

Nameplate Volts [REDACTED] (D)
 Nameplate Amps [REDACTED]
 Nameplate Phase [REDACTED]
 $KW = (V * A * 1.73 * PF) / 1000$

20. CALCULATED EFFICIENCY:

[REDACTED] KW/Ton
 (measured KW / calculated tonnage)

21 TEST CONDUCTED BY: [REDACTED]

22

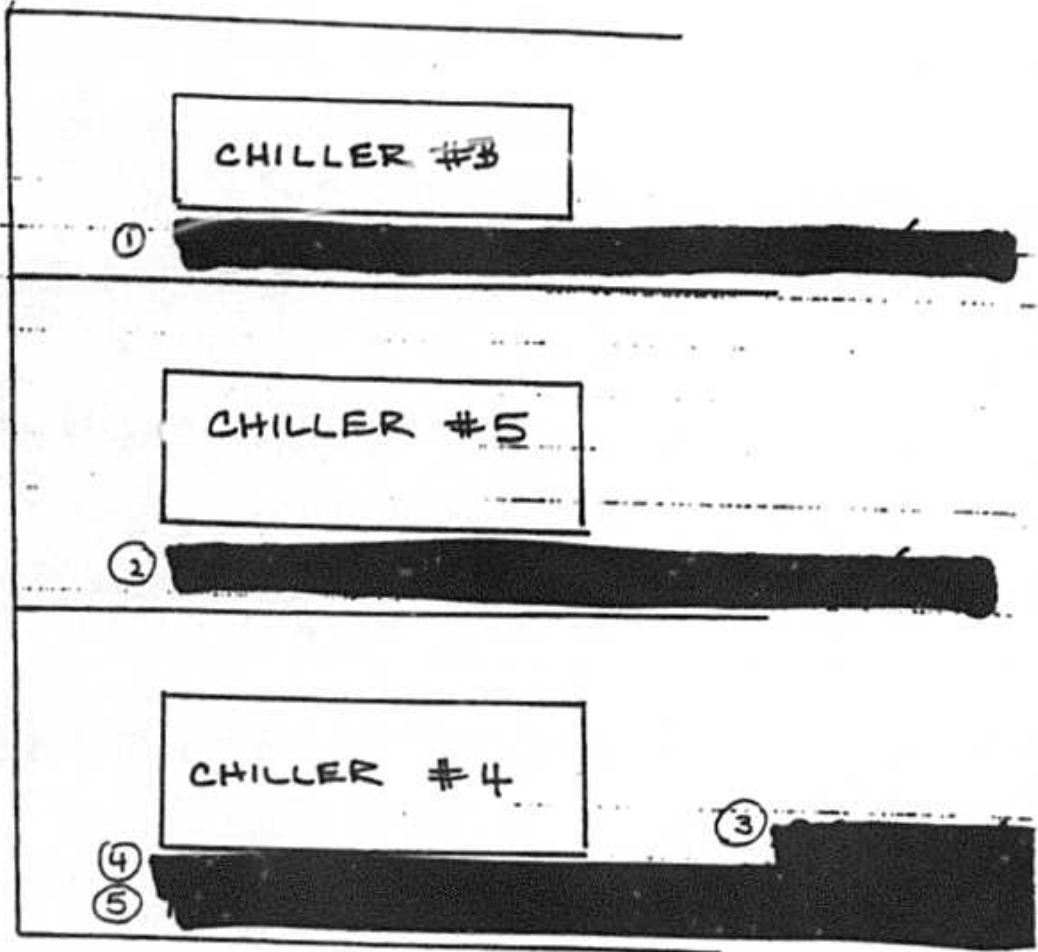
OF: [REDACTED]

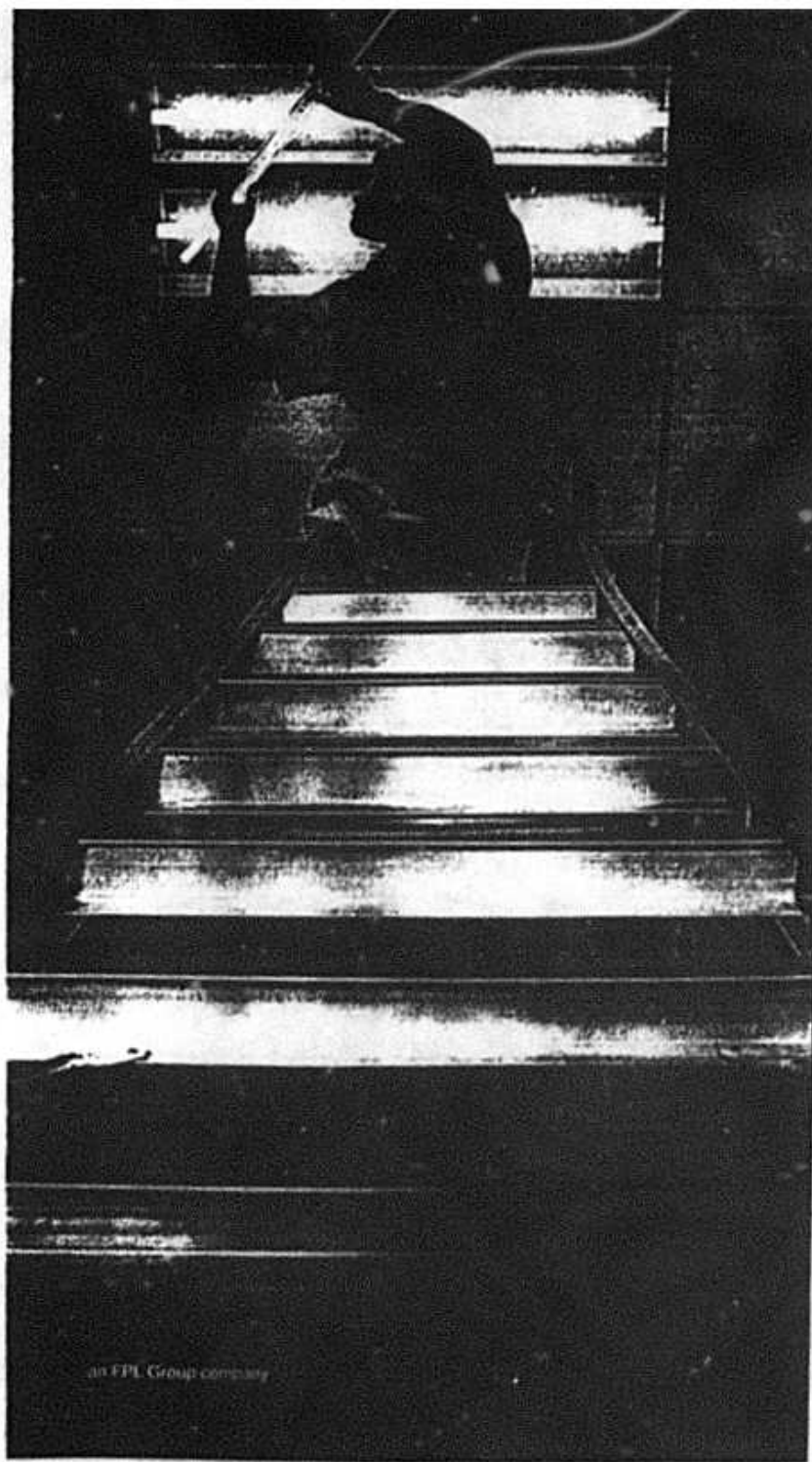
23 CERTIFIED CORRECT BY: [REDACTED]

24

OF: [REDACTED]

DATE: 9/30/92





an FPL Group company



One of the quickest and easiest ways to dramatically reduce overhead is directly over head.

It worked for Motorola. Their 600,000 square-foot Plantation facility is saving almost a quarter of a million dollars annually, thanks to Facility Manager Chuck Cobb, who got Florida Power & Light's business energy experts involved.



But lighting was just the beginning of the savings for Motorola. FPL consulted with them on power issues and conducted energy audits which led to additional savings opportunities.

These energy-wise improvements are paying for themselves through reduced electric bills and FPL incentives. Similar improvements could pay off for you. Because we know lots of ways to save big companies big money. To find out more about our lighting program or other business energy services, just give us a call at 1-800-FPL-5566.

**THE POWER TO IMPROVE
YOUR BUSINESS™**



Motorola

- 1 The Motorola lighting retrofit covered separate lighting projects. A summary
- 2 of the jobs is included below:

Job #	Date Completed	Cost to Customer	Savings	FPL Rebate
(A)		(B)	(C)	(D)
3 [REDACTED]	9/17/93	[REDACTED]	[REDACTED]	[REDACTED]
4 [REDACTED]	10/8/93	[REDACTED]	[REDACTED]	[REDACTED]
5 [REDACTED]	11/22/93	[REDACTED]	[REDACTED]	[REDACTED]
6 [REDACTED]	3/4/94	[REDACTED]	[REDACTED]	[REDACTED]
		SAVINGS:	\$206,158	

These savings are only attributable to the lighting retrofit and do not account for additional savings that the customer receives through the reduction of HVAC usage.

See Pages 3-C through 3-F for details.

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 688-1 (Non-Stocked) Rev. 12-92

NON-NEGOTIABLE
 VOID AFTER 120 DAYS FROM
 DATE OF FPL PRE-APPROVAL

JOB NUMBER: [REDACTED]

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE		FPL VENDOR	CUSTOMER
DIST	CYCLE	ROUTE	FOUD	T	C			<input checked="" type="checkbox"/>	<input type="checkbox"/>
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]
CUSTOMER/FACILITY BUILDING TYPE:						[REDACTED]			
Name: MOTOROLA						PHONE No: [REDACTED]			
[REDACTED]						VENDOR FPL (FMS) I.D.: [REDACTED]			
City: PLANTATION FL 33322						Address: [REDACTED]			
Zip Code: [REDACTED]						City: [REDACTED]			

9 AREA/SYSTEM 1: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
10 EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11 PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

AREA/SYSTEM 2:

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING		1511	.190							
PROPOSED		1511	.106							
TOTAL KW REDUCTION					INCLUDES LABOR <input type="checkbox"/>					

AREA/SYSTEM 3:

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING										
PROPOSED										
TOTAL KW REDUCTION					INCLUDES LABOR <input type="checkbox"/>					

AREA/SYSTEM 4:

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING										
PROPOSED										
TOTAL KW REDUCTION					INCLUDES LABOR <input type="checkbox"/>					

DIRECT SAVE

CUSTOMER APPROVAL FOR INSTALLATION: [Signature] DATE: 9/1/93 13

CUSTOMER ACCEPTANCE OF INSTALLATION: [Signature] DATE: 9/16/93 14

This certifies that there has been a lighting kW Reduction at the above customer's Commercial/Industrial facility in accordance with the rules and regulations of the FPL Commercial and Industrial Lighting Program.

REMARKS: _____

WO	ER	COMP	SEC	UC	LOCN CODE	EAG	AMOUNT	JOB No	VENDOR No
1790	91	000	02	0	085	789	[REDACTED]	[REDACTED]	[REDACTED]

AUTHORIZED FOR PAYMENT: [Signature] DATE: 9/16/93

Blanket Exception #000 Send Check To: JULIE HARICE CB1/AOB (PLEASE PRINT) Last By: [Signature] + Orig Cash

Paid Through Working Fund Check No: _____

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Appendix A
Page 3-D

CONFIDENTIAL
NON-NEGOTIABLE
GOOD AFTER AND BEST PRICE
DATE OF FPL PMS APPROVAL

Florida Power & Light Company
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
Form 3045 (Rev. 06/97) Rev. 1/97

1 [REDACTED] JOB NUMBER

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
DIET	CYCLE	ROUTE	FOUD	T	C	PURPOSE USE IS TO (FPL)		CUSTOMER SOCIAL SECURITY NO. (FPL)	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>						[REDACTED]			
Name: <u>Motorsola</u>						[REDACTED]			
Address: [REDACTED]						[REDACTED]			
City: <u>Plantation</u> State: <u>FL</u> Zip: <u>33322</u>						[REDACTED]			

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10 AREA/SYSTEM 1: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE %
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

13 AREA/SYSTEM 2: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE %
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

17 AREA/SYSTEM 3: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE %
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

21 AREA/SYSTEM 4: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE %
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

25 DIRECT NAME: [REDACTED]

PRE-APPROVAL NO. [REDACTED] DATE: 9/1/93

FPL INSPECTION: SM Rodriguez DATE: 1/31/94

CUSTOMER APPROVAL FOR INSTALLATION: [REDACTED] DATE: 9/1/93

CUSTOMER ACCEPTANCE OF INSTALLATION: [REDACTED] DATE: 12/30/93

27 [REDACTED]

28 [REDACTED]

WO	ER	COMP	SEC	LC	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	81	000	02	0	685	709	[REDACTED]	[REDACTED]	[REDACTED]

29 CIL Jobs

X [Signature] DATE: 12/15/93

AUTHORIZED FOR PAYMENT

Blanket Exception #009 Send Check To: Julie Hance CB/1/105

Paid Through Working Fund Check No. _____

①
 JOB NUMBER
 [REDACTED]

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 645-L (Non-Blocked) Rev. 12/92

NON-NEGOTIABLE
 VOID AFTER 120 DAYS FROM
 DATE OF FPL PRE-APPROVAL

FPL CUSTOMER ACCOUNT INFORMATION					SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
NET	CYCLE	ROUTE	FOLD	T	C	CUSTOMER SALES No. (if changed)	CUSTOMER SOCIAL SECURITY No. (if not Pre-approved)	
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>					VENDOR NAME			
<u>Motorola</u>					VENDOR FPL #			
<u>Plantation FL 33322</u>					[REDACTED]			

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REASYSYSTEM 1: [REDACTED] 10

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

11
12
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14

REASYSYSTEM 2: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

15
16
17

REASYSYSTEM 3: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

REASYSYSTEM 4: [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

DIRECT SALE APPROVAL
Flance 9/1/93
 NO. DATE
St. C. O. UPMCLHC 11/22/93
 INSPECTION CHECKED DATE

CUSTOMER APPROVAL FOR INSTALLATION [REDACTED] 9/1/93 18
 DATE
 CUSTOMER ACCEPTANCE OF INSTALLATION [REDACTED] 11/22/93 19
 DATE

This certifies that there has been a lighting kW Reduction at [REDACTED] a commercial/industrial facility in accordance with the [REDACTED] regulations of the FPL Commercial and Industrial Lighting Program.

WO	ER	COMP	SEC	LOC	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	709	[REDACTED]	[REDACTED]	[REDACTED]

23

ORDERED FOR PAYMENT DATE 11-29-93
 Blanket Exception #009 Send Check To Flance CBI/AGS
 Paid Through Working Fund Check No. _____
 (PLEASE PRINT)

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 648-L (Non-Stocked) Rev. 12/92

NON-NEGOTIABLE
 VOID AFTER 120 DAYS FROM
 DATE OF FPL PRE-APPROVAL

1 **JOB NUMBER** [REDACTED]

2 **FPL CUSTOMER ACCOUNT INFORMATION**

DIST	CYCLE	ROUTE	FOLD	T	C
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

3 **CUSTOMER/FACILITY BUILDING TYPE:**

4 **Name:** Motorola
City: Plantation **FL** **Zip Code:** 33322

5 **SELECT PAYEE:** FPL VENDOR CUSTOMER

6 **CUSTOMER TAX ID No. (if incorporated):** [REDACTED] **CUSTOMER SOCIAL S. No. (if not incorporated):** [REDACTED]

7 **VENDOR:** [REDACTED]

8 **VENDOR TAX ID No.:** [REDACTED]

9 **VENDOR SOCIAL S. No.:** [REDACTED]

10 **AREA/SYSTEM 1:** [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
				TOTAL KW REDUCTION						

INCLUDES LABOR

11 **AREA/SYSTEM 2:** [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
				TOTAL KW REDUCTION						

INCLUDES LABOR

12 **AREA/SYSTEM 3:** [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
				TOTAL KW REDUCTION						

INCLUDES LABOR

13 **AREA/SYSTEM 4:** [REDACTED]

	LIGHTING (CODE)	NUMBER of FIXTURES	KW per FIXTURE	TOTAL KW	ANNUAL OPER. HOURS	ANNUAL KWH SAV.	\$ COST OF SYSTEM	ANNUAL \$ SAVINGS	INCENTIVE \$/KW REDUC.	INCENTIVE
EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
				TOTAL KW REDUCTION						

INCLUDES LABOR

DIRECT SALE UNDERWIT

Pre-Approval: [Signature] **DATE:** 9/1/93

Inspection: [Signature] **DATE:** 10/9/93

CUSTOMER APPROVAL FOR INSTALLATION: [Signature] **DATE:** 9/1/93

CUSTOMER ACCEPTANCE OF INSTALLATION: [Signature] **DATE:** 10/1/93

This certifies that there has been a lighting kW Reduction at the above customer Commercial/Industrial facility in accordance with the rules and regulations of the FPL Commercial and Industrial Lighting Program.

WO	ER	COMP	SEC	UC	LOCH CODE	EAC	AMOUNT	JOB No	VENDOR No
1790	91	000	02	0	065	789	[REDACTED]	[REDACTED]	[REDACTED]

Blanket Exception #009 **Send Check To:** JULIE HANCE CB/AOB (PLEASE PRINT) **Check No.:** [REDACTED]

Paid Through Working Fund

Part 1 (White) ACC Part 2 (Green) CI Part 3 (Blue) [REDACTED]

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: FPL
TITLE: El Dorado Furniture - Savings
PRODUCT: C/I TV

AS RECORDED

BOB: Hi, I'm Bob from FPL – we're here with Pedro Capo at El Dorado Furniture Boulevard.

PEDRO: Hi Bob.

BOB: What are your main concerns with energy issues?

PEDRO: Being such a big store-we have 60,000 square feet of showroom- efficiency was definitely one of the key issues here. We actually have done some retrofitting with the lighting system in all of our stores, and FPL came in and gave all they had to offer as far as savings is concerned. In this particular building, I can tell you because of the efficiency of the A/C units we have about \$1200 of savings a month.

ANNCR: Call (1-800-FPL-5566) for a free business energy evaluation.

BOB: Any other benefits?

PEDRO: Yeah, you get to be in a commercial.

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

RADIO COPY

AS RECORDED

CLIENT: FPL
TITLE: El Dorado Furniture - Savings
PRODUCT: C/I Radio

BOB: Hi, I'm Bob from FPL – we're here with Pedro Capo at El Dorado Furniture Boulevard.

PEDRO: Hi Bob, how are you?

BOB: Good, what are your main concerns with energy issues?

PEDRO: Well, actually efficiency, being such a big store, in such a big place-we have 60,000 square feet of showroom- and it's twenty-seven feet high. We have a lot of lighting. The lighting has to be perfect for the right mood for the right piece of furniture. If you don't have it right your not going to sell it. a lot of money. We actually have done some retrofitting with the lighting system in all of our stores, and it has given us excellent savings.

BOB: Wow.

PEDRO: A lot of money. In this particular building, I can tell you, we have put a super-high efficiency A/C unit. Because of the efficiency of the A/C units we have about \$1200 of savings a month.

ANNCR: FPL is helping businesses save big money. To find out how, call (1-800-FPL-5566) for a free business energy evaluation.

BOB: Any other benefits that you see since you've been at FPL?

PEDRO: Yeah, you get to be in a commercial.

BOB: Oh, that's good.

PEDRO: Call for your free business energy evaluation. 1-800-FPL-5566.

El Dorado Furniture Ad

Savings are based on the combined effects of HVAC and lighting retrofits.

HVAC

1 [REDACTED] DX units were installed. The combined kw reduction was [REDACTED]. The
2 approximate monthly kwh is [REDACTED]. With operating hours of [REDACTED], this amounts
3 to about [REDACTED]. This was calculated by:

Calculation:

4 The combined reduction of kw is [REDACTED] kw

5 [REDACTED]
6 [REDACTED]
7 [REDACTED]
8 [REDACTED]

9 [REDACTED]
10 [REDACTED]
11 [REDACTED] savings /month for HVAC

T8 Lighting

Calculation:

12 [REDACTED]
13 [REDACTED]
14 [REDACTED]
15 [REDACTED]
16 [REDACTED]

Savings come from:

17 [REDACTED]
(excluding ballast factor) with factor savings is greater.

18 New operating lighting cost is [REDACTED]

19 Total savings is [REDACTED]

HID Lighting

1 End result = [REDACTED]
2 [REDACTED]
3 [REDACTED]

Savings:

4 T8 change-out [REDACTED]
5 HID lighting [REDACTED]
6 HVAC [REDACTED]

Total Combined Savings \$2,589.10 per month

Although the savings worked out to be more than \$2,500 a month, the customer felt comfortable in quoting a \$1,200 per month savings.

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3381 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

AS RECORDED

CLIENT: FPL
TITLE: Augustan Wine - Savings
PRODUCT: C/I TV

BOB: Hi, I'm Bob from FPL- we're here with Proal Perry at Augustan Wine Imports.

PROAL: Hi Bob.

BOB: What were some of the changes you made when you moved here to this warehouse?

PROAL: Well, the greatest enemy to wine is heat. So I contacted FPL to do an energy evaluation. The major change was to insulate the ceiling here. The incentive they offered lowered our cost in doing the insulation job.

BOB: What kind of savings are we looking at?

PROAL: We estimated that the savings would be in the 15-20% range.

BOB: Has it worked out that way?

PROAL: It sure has.

ANNCR: Call (1-800-FPL-5566) for a free business energy evaluation.

BOB: Life is a cabernet, ol' chum.

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

RADIO COPY

AS RECORDED

CLIENT: FPL
TITLE: Augustan Wine - Savings
PRODUCT: C/I Radio

BOB: Hi, I'm Bob from FPL- we're here with Proal Perry at Augustan Wine Imports.

PROAL: Hi Bob.

BOB: What were some of the changes you made when you moved here to this warehouse?

PROAL: Well, the greatest enemy to wine is heat, and it's shelf life is greatly extended if it's maintained at a proper temperature. When we moved into the warehouse, I knew I wanted to take measures to insulate it properly. So I contacted FPL to do an energy evaluation. The representative from FPL made recommendations, and the major change was to insulate the ceiling here. They offered a rebate which lowered our cost in doing the insulation job.

BOB: What kind of savings are we looking at on your cooling costs?

PROAL: We estimated that the savings would be in the 15-20% range.

BOB: Has it worked out that way?

PROAL: It sure has. And we've been very pleased with the savings.

ANNCR: FPL is saving small businesses big money. To find out how, call (1-800-FPL-5566) for a free business energy evaluation.

BOB: Well, the wine's not sitting here for long.

PROAL: No, hopefully not.

BOB: Life is a cabernet, ol' chum.

ANNCR: Call for your free business energy evaluation. 1-800-FPL-5566.

Augustan Wine Imports Inc.

1 FPL estimated the annual energy cost savings derived from this installation to be [REDACTED] (see Page 5-D).

At that time, the customer expected this to represent 15 to 20% of his annual energy bill.

At the time of the insulation installation the customer was new to this location, so only two months of billing history was available.

Commercial / Industrial Building Envelope Program
Roof / Ceiling Insulation Worksheet
 (For Qualifying Roof / Ceiling Area Only)

Prepared For _____ Account Number [REDACTED] 1
 Prepared By _____ Date _____
 Proposed Insulation Type: (Circle One) Installation Cost (\$/Sq. Foot) [REDACTED] 2
 Roof (Rigid Board or Slabs) / Ceiling (Blown-in Batts or Sprayed) A
 Added R-Value 30 Final Roof System R-Value _____
 Area Description ALL Qualifying Area (Sq. Feet) [REDACTED] 3
 Energy Charge [REDACTED] Demand Charge NA Incentive (\$/Sq. Foot) 0.15 4
 D

Qualifying Roof / Ceiling Area **Savings Factor** **Billing Charges**

Annual Kwh = [REDACTED] 1000 * 1538 * [REDACTED] 1 = \$ [REDACTED] 5
 B (Table One, Kwh) C F
 Summer Kwh = _____ / 1000 * _____ * _____ 7 = \$ NA
 B (Table One, Summer Kwh) D G
 Winter Kwh = _____ / 1000 * _____ * _____ 8 = \$ NA
 B (Table One, Winter Kwh) D H

Total Annual Energy Cost Savings = \$ [REDACTED] 6
 J = (F + G + H)

Simple Payback = $\frac{\text{Installation Cost} - \text{Incentive}}{\text{Annual Savings}}$ = [REDACTED] Years 7

Table One Average Savings Factors				
		Kwh	Summer Kwh	Winter Kwh
Roof Insulation	Add R-7.0 or Greater	1141	0.925	0.154
Roof Insulation	Add R-12.0 or Greater	1457	1.171	0.197
Ceiling Insulation	Add R-11.0 or Greater	1457	1.171	0.197
Ceiling Insulation	Add R-18.0 or Greater	1538	1.241	0.207

Note: Kwh and Kwh savings amounts stated above are estimated only. Actual demand, energy and electric cost savings may vary.
 All incentive amounts will be finalized on the actual installed products and will not be confirmed until post-approval.
 Savings estimates are for a "typical" customer.

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: FPL
TITLE: Salon 2000 - Savings
PRODUCT: C/I TV

AS RECORDED

BOB: Hi, I'm Bob from FPL-here with Lynn Proper at Salon 2000.

LYNN: Hi Bob.

BOB: What are some of the challenges you faced here opening your own business?

LYNN: The cooling of the salon. The salon was very hot- I called FPL and I asked them if they'd come out and take a look at the Salon.

BOB: What did FPL suggest?

LYNN: They said that the lights had to be changed.

BOB: What kind of results did you see?

LYNN: Monthly I save 20% on my cooling costs – Yearly I save \$775 dollars.

ANNCR: Call (1-800-FPL-5566) for a free business energy evaluation.

BOB: I don't have a very famous face, but my hand is on camera a lot.

LYNN: You need a manicure.

BOB: I do?

LYNN: Yes, you do.

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

RADIO COPY

AS RECORDED

CLIENT: FPL
TITLE: Salon 2000 - Savings
PRODUCT: C/I Radio

- BOB: Hi, I'm Bob from FPL-here with Lynn Proper at Salon 2000. How are you, Lynn?
- LYNN: How are you, Bob.
- BOB: What are some of the challenges you faced here opening your own business?
- LYNN: The cooling of the salon. The salon was very hot- I called FPL and I asked them if they'd come out and take a look at the Salon.
- BOB: What did FPL suggest?
- LYNN: They said that the lights had to be changed. They were drawing 75 watts of electric a piece. It was creating such a oven effect in here.
- BOB: So how did it turn out? Were they telling the truth, or what?
- LYNN: They were telling the truth. The lights that FPL suggested I use had given me better light and more light. It's actually made the salon brighter. As soon as you went in and turned on the lights you could see that the shop remained cool.
- LYNN: Monthly I save 20% on my cooling costs – Yearly I save \$775 dollars. Just on the lighting.
- ANNCR: FPL is saving small businesses big money. To find out how, call (1-800-FPL-5566) for a free business energy evaluation.
- BOB: I don't have a very famous face, but my hand is on camera a lot.
- LYNN: You need a manicure.
- BOB: I do?
- ANNCR: Call for your free business energy evaluation. 1-800-FPL-5566

Salon 2000

The lighting retrofit savings for Salon 2000 was calculated as follows:

- 1 old [REDACTED]
- 2 new [REDACTED]
- 3 difference: [REDACTED]
- 4 [REDACTED]
- 5 [REDACTED]
- 6 *Salon 2000's average bill prior to the retrofit was [REDACTED] kwh/month or
- 7 [REDACTED] After the retrofit, comparable months bills have averaged [REDACTED]
- 8 an average monthly saving of [REDACTED]
- 9 This [REDACTED] represents a 20% savings.

* See Page 6-D.

1 [REDACTED] - Salon 2000
 14 [REDACTED]
 2 [REDACTED]
 3 [REDACTED]

SVC Date	kwh ^(A)	Bill Amt ^(B)
6/12/98	[REDACTED]	[REDACTED]
5/13/98	[REDACTED]	[REDACTED]
4/14/98	[REDACTED]	[REDACTED]
3/16/98	[REDACTED]	[REDACTED]
2/12/98	[REDACTED]	[REDACTED]
1/13/98	[REDACTED]	[REDACTED]
12/11/97	[REDACTED]	[REDACTED]
11/10/97	[REDACTED]	[REDACTED]
10/10/97	[REDACTED]	[REDACTED]
9/10/97	[REDACTED]	[REDACTED]
8/11/97	[REDACTED]	[REDACTED]
7/11/97	[REDACTED]	[REDACTED]
6/11/97	[REDACTED]	[REDACTED]
5/12/97	[REDACTED]	[REDACTED]
4/11/97	[REDACTED]	[REDACTED]
3/13/97	[REDACTED]	[REDACTED]
2/11/97	[REDACTED]	[REDACTED]
1/10/97	[REDACTED]	[REDACTED]

Comparable months average bill post retrofit

\$ [REDACTED] 4

Average bill prior to lighting retrofit

\$ [REDACTED] 5

Average monthly bill savings - \$

\$ [REDACTED] 6

Average monthly bill savings - % of bill prior to retrofit

20% (3)/(2)

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: FPL
TITLE: "Company Often"
PRODUCT: RCS Man-On-The-Street TV

BOB: Hi, I'm Bob from FPL.

WOMAN: Hi Bob.

BOB: Hey, when was the last time you took a cold shower?

WOMAN: This morning.

BOB: You did?

WOMAN: Sure.

BOB: You probably don't use a lot of hot water, do you?

WOMAN: Well, when I have company, and that's quite often.

BOB: Speaking of hot water, by wrapping your old water heater in an insulation jacket, it'll maintain hot water temperature longer and may save you up to \$20 a year. You know how you can find more ways to save money and energy?

WOMAN: How? I'd love to know.

BOB: Just call 1-800-DIAL FPL. We'll show you ways how you can save energy and money, and stay comfortable all summer.

WOMAN: Fantastic, I'm very interested. I thank you very much for the tip.

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: FPL
TITLE: "Leopard Shirt"
PRODUCT: RCS Man-On-The-Street TV

BOB: Hi, I'm Bob from FPL.

WOMAN: Hi Bob.

BOB: Hey, when was the last time you felt you needed a cold shower?

WOMAN: About an hour ago.

BOB: Really. By wrapping your old water heater in an insulation jacket, it will maintain hot water temperature longer and may save you up to \$20 a year.

WOMAN: Will it really?

BOB: Yeah.

WOMAN: Everything helps.

BOB: Yeah, you can get yourself another leopard shirt like that.

WOMAN: That's right. Matching skirt, right?

BOB: Oh yeah, exactly. You know for more ways to save money and energy, just call (1-800-DIAL-FPL) for a free home energy survey. What else are you gonna be doing tonight?

WOMAN: Hopefully dancing.

BOB: Then you could really use a cold shower, right?

WOMAN: That's right.

Domestic Hot Water Heater Tank Insulation
Potential Savings
June 10, 1998

FPL customer average annual water heating usage	=	1,660 kwh
Adding R-11 insulation to stock water heaters saves up to	=	12%
KWH savings for average customer	=	199
Savings @ \$.09/kwh	=	\$17.93

The \$17.93 is for an average customer with an existing hot water tank. Savings for customers with larger and/or older tanks would exceed this amount.

Source of Information:

SRC Study/EPRI, 1991
FPL 1990 Home Energy Survey

DSM TECHNOLOGY: [WH-6] DHW Heater Tank Insulation

SECTOR: Residential
 REGION: All Regions
 PRIMARY END USE: Water Heat
 UNITS: Household
 DATA QUALITY: 1

Market Segment:		Single Family	Multi Family	Mobile Home
BASE TECHNOLOGY:		WH-B1 Elec Resist Water Ht - STANDARD		
NEW	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
	Maintenance (\$/unit)	0.00	0.00	0.00
	Technology Share (%)	Refer to utility-specific data table.		
	Life (yrs)	15	15	15
EXISTING	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
	Maintenance (\$/unit)	0.00	0.00	0.00
	Technology Share (%)	Refer to utility-specific data table.		
	Life (yrs)	15	15	15
DSM TECHNOLOGY:		WH-6 DHW Heater Tank Insulation		
NEW	Capital (\$/unit)	15	15	15
	Installation (\$/unit)	10	10	10
	Maintenance (\$/unit)	0.00	0.00	0.00
	Technically Feasible (%)	Refer to utility-specific data table.		
	Current Penetration (%)	Refer to utility-specific data table.		
	Life (yrs)	10	10	10
	Annual Energy Savings (%)	5	5	5
	Summer Peak Demand Savings (%)	5	5	5
	Winter Peak Demand Savings (%)	5	5	5
	EXISTING	Capital (\$/unit)	15	15
Installation (\$/unit)		20	20	20
Maintenance (\$/unit)		0.00	0.00	0.00
Technically Feasible (%)		Refer to utility-specific data table.		
Current Penetration (%)		Refer to utility-specific data table.		
Life (yrs)		10	10	10
Annual Energy Savings (%)		7	7	7
Summer Peak Demand Savings (%)		7	7	7
Winter Peak Demand Savings (%)		7	7	7

NOTES:

- 1 Percentage of electric water heaters that are the tank-type models with electric resistance elements.
- 2 Typical lifetime range: 8-20 years, depending on water hardness, etc. 15 years assumed.
- 3 Typical cost of R-11 tank wrap.
- 4 Estimate of typical contractor installation cost.
- 5 Utility-specific penetration of standard tanks (FPSC Survey).
- 6 Utility-specific current penetrations of external tank wraps (FPSC Survey).
- 7 Typical lifetime same as that for water heater.
- 8 Adding R-11 insulation to new water heaters results in 5% to 8% savings (EPRI, 1991).
- 9 Same percentage savings used for demand as for energy.
- 10 Adding R-11 insulation to stock water heaters results in 7% to 12% savings (EPRI, 1991).
- 11 Same percentage savings used for demand as for energy.

FPL Residential Water Heating Information

Average Household Size	2.4
# of Occupants	
Single Member Households	21.8%
2 Member Households	44.6%
3 or more Member Households	33.7%
Home Ownership	
Own	73.1%
Rent	26.9%
Home Occupancy	
Permanent Residents	87.7%
Seasonal Residents	12.3%
% HHs with no members employed	37.0%
Age Distribution of FPL Population	
Less than 10 years old	12.1%
10-19	9.8%
20-29	12.3%
30-39	14.4%
40-49	11.3%
50-59	10.3%
60-69	13.7%
70-79	11.7%
80-89	4.1%
90+	0.4%
Household Income	
Average HH Income	\$35,742
Less than \$15,000	22.9%
\$15,000-\$29,999	29.7%
\$30,000-\$49,999	25.2%
\$50,000+	22.2%
Electric Water Heater Saturation	86.8%
Location of Water Heater	
Conditioned Space	48.8%
Unconditioned Space	47.5%
Don't Know	3.7%
% of total KWH attributable to Water Heating	11.7%
Average Annual Water Heating KWH	1,660
Water Heater Capacity	
Less than 30 gallons	4.9%
30-39 gallons	43.9%
40-49 gallons	39.3%
50+ gallons	11.9%

Source: 1990 Home Energy Survey

FPL Commercial Water Heating Information

% of Buildings with Electric Water Heating

Small Office	37.7%
Large Office	64.4%
Restaurant	76.3%
Small Retail	18.7%
Large Retail	63.7%
Grocery	77.7%
Warehouse	22.2%
Refrigerated Warehouse	44.2%
School	41.4%
College	61.8%
Hospital	10.1%
Other Health	89.7%
Lodging	30.7%
Miscellaneous	46.4%

Source: 1990 Commercial Sector Survey

ATTACHMENT C

Attachment C
Line by Line Confidentiality Justification of
Confidential Information in Appendix A to Exhibit LMB-1
Docket No. 980002-EU

DESCRIPTION	PAGE NO.	CONF. Y/N	LINE NO. / COL. NO.	JUSTIFICATION
St. Lucie Schools	1A 1B	N Y	Cols. A and B, lines 1-4	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customer takes service; the customers' billing determinants; and the customers' addresses and telephone numbers.
	1C-1D	Y	Lines 1-6, cols. A-H, lines 7-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customer takes service; the customers' billing determinants; and the customers' addresses and telephone numbers.
	1E-1H	Y	Lines 1-5, Cols. A-H, lines 6-18	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customer takes service; the customers' billing determinants; and the customers' addresses and telephone numbers.

	11-1J	Y	Lines 1-6; cols. A-H, lines 7-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customer takes service; the customers' billing determinants; and the customers' addresses and telephone numbers.
Sarasota Memorial	2A	N		
	2B	Y	Lines 1-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating hours of equipment, the size of equipment, the efficiency of equipment, and the ultimate kW demand of and kWh usage to power the equipment. This information relates to the customer's competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.
	2C	Y	Lines 1-18	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating hours of equipment, the size of equipment, the efficiency of equipment, and the ultimate kW demand of and kWh usage to power the equipment. This information relates to the customer's competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.

	2D	Y	Line 1; col.A, lines 2-6; col. B, lines 7-15; cols. C and D lines 16-19; lines 20-24	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. FPL does not disclose customer addresses (line 1). FPL does not disclose the results of Chiller Test Reports, as this information, if disclosed, has the potential to injure the competitive interests of FPL's customers. FPL also does not disclose the name of the contractor or person conducting the Chiller Test Report, as disclosure may provide a competitor of the Customer a lead to try to track down confidential information about the customer. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes.
	2E	Y	Lines 1-5	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The specific information in question is a list of chiller efficiencies which, if disclosed, will provide sensitive competitive information to the customers' competitors about the customers' costs of operation. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes.
Motorola	3A	N		
	3B	Y	Lines 1 and 2; cols. A-D, lines 3-6	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the number of lighting projects would provide competitive information about the scope of the retrofit effort. Disclosure of Job numbers may provide information which a competitor could use to solicit from FPL the additional confidential information about customer costs, savings and rebates (A competitor armed with that number could use it to contact FPL to solicit the job information.) The cost to the customer, savings and FPL rebates are all sensitive competitive information, the disclosure of which would provide a competitor with information which it could use to compete more effectively with the customer.

	3C	Y	Lines 1-15	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kW reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.</p>
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	3D	Y	Lines 1-29	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kW reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.</p>
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	3E	Y	Lines 1-23	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.</p>
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	3F	Y	Lines 1-18	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided, are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.</p>
El Dorado Furniture	4A	N		
	4B	N		
	4C	Y	Lines 1-19	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.</p>

	4D	Y	Lines 1-6	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
Augustan Wine	5A	N		
	5B	N		
	5C	N	Line 1	The data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The savings experienced by the customer is competitive information, the disclosure of which would injure the customer's business interests.
	5D	Y	Lines 1-7	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. FPL does not disclose customer account numbers, and a competitor could use such information to solicit from FPL more detailed information about the customer. Installation costs and square footage are competitive information the disclosure of which would injure the customer's business interests. The remainder of the information shows the calculation of the savings and payback to the customer, the disclosure of which would injure the customer's business interests. The disclosure of the rate under which the customer takes service would also injure the customer's business interests.
Salon 2000	6A	N		
	6B	N		

	6C	Y	Lines 1-9	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The confidential information is the calculation of the savings experienced by the customer, which includes such sensitive competitive information such as the number of light fixtures, the efficiencies of fixtures, the KW and KWH consumption of the fixtures and the resulting costs of the old and new fixtures. All this information would be valuable to a competitor of the customer and its disclosure would harm the customer's business interests.
	6D	Y	Lines 1-6, cols. A and B	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The name, address, customer number and meter number of each customer are customer specific information the disclosure of which would violate the customer's privacy. The disclosure of billing determinants and the resulting bill amounts, whether by month or on average, is competitive information the disclosure of which would harm the customer's business interests.
Company Often	7A	N		
Leopard Shirt	7B	N		
	7C	N		
	7D	N		
	7E	N		

ATTACHMENT D

ATTACHMENT D

AFFIDAVIT OF DENNIS BRANDT

STATE OF FLORIDA)
)
COUNTY OF DADE)

BEFORE ME, the undersigned authority, this day personally appeared Dennis Brandt, who, being first duly sworn, deposes and says:

My name is Dennis Brandt. I am employed by Florida Power & Light Company in the position of Manager of Sales and Marketing Product Support. I am a resident of the State of Florida, am over eighteen (18) years and make this affidavit based upon my personal knowledge.

Florida Power & Light Company has a corporate policy not to disclose customer specific information. This policy includes, but is not limited to: customer names, addresses, telephone numbers, account numbers, meter numbers, rates, billing determinants (kW and kWh usage), bills, conservation retrofit information, conservation savings in kW, kWh and bills, chiller efficiency reports, costs of equipment retrofits, incentives paid, operating hours, lighting codes for fixtures installed or removed by customers, the kW per fixture of installed or removed fixtures, operating hours of equipment, the payback of conservation installations, and the identity of contractors performing customer specific installations. FPL treats such information as confidential and does not disclose it, except as required by law, to entities or persons other than the customer without the permission of the customer. FPL's policy is premised upon customers' right to privacy and the potential that the disclosure of customer specific information may harm some customers' competitive interests or disclose their trade secrets.

I have reviewed Florida Power & Light Company's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True Up Filing and Attachments A and B to the Motion. The information identified therein as confidential falls within FPL's corporate policy of not disclosing customer specific information.

I have reviewed the detailed justification of confidentiality in Attachment C to Florida Power & Light Company's Motion for a Protective Order Regarding Confidential Information Required To Be Filed As Part Of True Up Filing , and the factual representations therein are accurate both as to the scope of FPL's policy not to disclose customer specific information and to the potential injury of customers due to the disclosure of competitive information or potential trade secrets.

The information for which FPL seeks confidential classification in its Motion will continue to be confidential after the expiration of eighteen months. FPL will continue to treat all this customer specific information as confidential until released by the customer. The customers' competitive interests which would be damaged by the release of this information will still exist after eighteen months. Most of this equipment and the related information about usage and efficiencies will continue to be relevant for years to come, and its disclosure would injure the customers' competitive interests. The return of this information to FPL after the close of the hearing, if not admitted into evidence, would protect the interests of the customers. If the confidential information in Appendix A to Exhibit LMB-1 is admitted into the record, then the potential injury from disclosure of competitive interests will last longer than eighteen months and warrants the Commission finding that its confidential classification should not be limited to eighteen months.

Dennis Brandt

Dennis Brandt

Before me the undersigned authority personally appeared, on this the 30th day of June, 1998, Dennis Brandt, who is personally known to me.

Maura Hernandez
Notary Public, State of Florida

MAURA HERNANDEZ
Printed Name of Notary



Maura Hernandez
MY COMMISSION # 00578688 EXPIRES
May 29, 2003
BONDED THROUGH FARM INSURANCE, INC.

Commission Number

My Commission expires: