

MR 10-3-01
DECLASSIFIED

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

010002-EG

**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 $\times \frac{100}{8}$. 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 BUSINESSSM**



DOCUMENT NUMBER-DATE

06870 JUN 30 88

FPL SC-RECORDS/REPORTING



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	\$100,927	\$87,236
2 School #2	\$313,236	\$299,005
3 School #3	\$95,274	\$81,029
4 School #4	\$182,895	\$169,719
	<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

10.3.01
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RATE ANALYSIS

COM BILL COMPARISON 09/19/97 12:28:16
 3136-23739-44 12/14/87 B/072/ 1V51213
 ST LUCIE CO BPI PH (561) 340-1064 C
 1661 SW BAYSHORE DR #SCH
 RT ST LUC FL 34984 M OLDBA 4401225181101

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

5	MAXIMUM DEMAND	420
6	PRESENT FIRM KWD	0

(G) last revision: 6/25/1997

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	PRESENT RATE (72) GSD-1	PROPOSED RATE (72) GSD-1
8/23/96	30	1650	112080	0	384	0	384		\$8,308.00	\$8,308	\$8,308
7/25/96	29	1650	92400	0	312	0	312		\$6,802.00	\$6,803	\$6,803
6/25/96	32	1650	93600	0	367	0	367		\$7,189.00	\$7,320	\$7,320
5/24/98	29	1650	96000	0	396	0	396		\$7,539.00	\$7,673	\$7,673
4/25/96	29	1650	75720	0	372	0	372		\$6,438.00	\$6,544	\$6,544
3/27/96	29	1650	74880	0	360	0	360		\$6,444.00	\$6,603	\$6,603
2/27/96	29	1650	111000	0	396	0	396		\$8,288.00	\$8,581	\$8,581
1/29/96	32	1650	124800	0	420	0	420		\$9,088.00	\$9,428	\$9,428
12/28/95	31	1650	137760	0	360	0	360		\$9,065.00	\$9,484	\$9,484
11/27/95	33	1650	148920	0	372	0	372		\$9,643.00	\$10,103	\$10,103
10/25/95	29	1650	131400	0	372	0	372		\$8,913.00	\$9,301	\$9,301
9/26/95	32	1650	159480	0	420	0	420		\$9,961.00	\$10,779	\$10,779

\$100,927	\$100,927
\$0.074 / KWH	\$0.074 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

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

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BCOM BILL COMPARISON 09/19/97 12:26:15
93136-23739 44 12/14/87 B/072/ 1V51213
ST LUCIE CO BPI PH (561) 340-1064 C
1661 SW BAYSHORE DR #SCH
PRT ST LUC FL 34984 M.OLDBA 4401225181101

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

5
6

MAXIMUM DEMAND	396
PRESENT FIRM KWD	0

last revision: 6/25/1997

		(A)	(B)	(C)	(D)	(E)	(F)		PRESENT RATE (72) GSD-1	PROPOSED RATE (72) GSD-1		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT		
7	8/25/97	31	1650	90960	0	396	0	396		\$7,517.00	\$7,517	\$7,517
8	7/25/97	30	1650	80400	0	336	0	336		\$6,519.00	\$6,520	\$6,520
9	6/25/97	32	1650	103680	0	348	0	348		\$7,694.00	\$7,695	\$7,695
10	5/27/97	29	1650	103080	0	396	0	396		\$8,076.00	\$8,076	\$8,076
11	4/25/97	29	1650	78360	0	360	0	360		\$6,630.00	\$6,630	\$6,630
12	3/27/97	29	1650	92520	0	372	0	372		\$7,519.00	\$7,519	\$7,519
13	2/26/97	30	1650	86640	0	360	0	360		\$7,142.00	\$7,142	\$7,142
14	1/27/97	32	1650	73680	0	324	0	324		\$6,225.00	\$6,226	\$6,226
15	12/26/96	34	1650	81360	0	324	0	324		\$6,577.00	\$6,578	\$6,578
16	11/22/96	30	1650	88440	0	360	0	360		\$7,224.00	\$7,225	\$7,225
17	10/23/96	29	1650	92280	0	361	0	361		\$7,409.00	\$7,410	\$7,410
18	9/24/96	32	1650	120600	0	384	0	384		\$8,697.00	\$8,698	\$8,698

\$87,236	\$87,236
\$0.08 / KWH	\$0.08 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

13691 → 13.596

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BCOM BILL COMPARISON 09/19/97 12:18:24
 86611-29448 44 01/11/89 B/062/ 9V8763H
 ST LUCIE CO BPI PH () C
 1201 NE JAGUAR LN
 PRT ST LUC FL 34952 M OLDBA : 4421118001501

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

MAXIMUM DEMAND	1125
PRESENT FIRM KWD	0

last revision: 6/25/1997

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	PRESENT RATE (62) GSLD-1	PROPOSED RATE (62) GSLD-1
8/22/96	29	1650	440000	0	1024	0	1024		\$27,360.57	\$27,361	\$27,361
7/24/96	30	1650	388000	0	698	0	698		\$22,403.18	\$22,403	\$22,403
6/24/96	32	1650	393200	0	912	0	912		\$23,879.08	\$24,429	\$24,429
5/23/96	29	1650	398800	0	1023	0	1023		\$25,045.25	\$25,603	\$25,603
4/24/96	29	1650	370000	0	959	0	959		\$23,323.06	\$23,841	\$23,841
3/26/96	29	1650	386400	0	972	0	972		\$24,012.58	\$25,186	\$25,186
2/26/96	31	1650	380400	0	940	0	940		\$23,480.90	\$24,644	\$24,644
1/28/96	30	1650	341200	0	1016	0	1016		\$22,696.47	\$23,659	\$23,659
12/27/95	33	1650	422000	0	1002	0	1002		\$25,659.08	\$26,968	\$26,968
11/24/95	31	1650	484400	0	1022	0	1022		\$28,237.72	\$29,800	\$29,800
10/24/95	29	1650	487600	0	1066	0	1066		\$28,775.35	\$30,331	\$30,331
9/25/95	32	1650	458800	0	1125	0	1125		\$26,656.00	\$29,011	\$29,011

\$313,236	\$313,236
\$0.063 / KWH	\$0.063 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

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BCOM BILL COMPARISON 09/19/97 12:16:35
86611-29448 44 01/11/89 B/062/ 9V8763H
ST LUCIE CO BPI PH () C
1201 NE JAGUAR LN
PRT ST LUC FL 34952 M OLDBA : 4421118001501

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

MAXIMUM DEMAND	1049
PRESENT FIRM KWD	0

last revision: 6/25/1997

			(A)	(B)	(C)	(D)	(E)	(F)	(G) PRESENT RATE (62) GSLD-1	PROPOSED RATE (62) GSLD-1		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT		
6	8/22/97	29	1650	406000	0	984	0	984		\$25,787.00	\$25,788	\$25,788
7	7/24/97	30	1650	443600	0	879	0	879		\$26,501.00	\$26,502	\$26,502
8	6/24/97	32	1650	474400	0	983	0	983		\$28,704.00	\$28,705	\$28,705
9	5/23/97	29	1650	437200	0	1049	0	1049		\$27,675.00	\$27,676	\$27,676
10	4/24/97	29	1650	294800	0	933	0	933		\$20,597.00	\$20,598	\$20,598
11	3/26/97	29	1650	328800	0	926	0	926		\$22,325.00	\$22,325	\$22,325
12	2/25/97	32	1650	336800	0	956	0	956		\$22,934.00	\$22,934	\$22,934
13	1/24/97	32	1650	308800	0	869	0	869		\$20,963.00	\$20,964	\$20,964
14	12/23/96	32	1650	360000	0	882	0	882		\$23,256.00	\$23,257	\$23,257
15	11/21/96	30	1650	394000	0	948	0	948		\$25,293.00	\$25,294	\$25,294
16	10/22/96	29	1650	427200	0	975	0	975		\$26,947.00	\$26,947	\$26,947
17	9/23/96	32	1650	462800	0	987	0	987		\$28,016.00	\$28,016	\$28,016

\$299,005	\$299,005
\$0.064 / KWH	\$0.064 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

14231

590

1 BCOM BILL COMPARISON 09/19/97 12:08:55
 2 31608-23641 44 01/10/75 B/072/ 1U77928
 3 ST LUCIE CO BPI PH () C
 198 NW MARION ST
 PRT ST LUC FL 34983 M OLDBA : 4410463081801

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

4	MAXIMUM DEMAND	480
5	PRESENT FIRM KWD	0

(G) last revision: 6/25/1997

	(A)	(B)	(C)	(D)	(E)	(F)			PRESENT RATE (72) GSD-1	PROPOSED RATE (72) GSD-1		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT		
6	8/7/96	29	1650	88080	0	360	0	360		\$7,008.00	\$7,008	\$7,008
7	7/9/96	32	1650	96480	0	360	0	360		\$7,392.00	\$7,393	\$7,393
8	6/7/96	30	1650	107040	0	384	0	384		\$7,928.00	\$8,077	\$8,077
9	5/8/96	29	1650	93360	0	384	0	384		\$7,321.00	\$7,452	\$7,452
10	4/9/96	29	1650	65520	0	360	0	360		\$5,885.00	\$5,976	\$5,976
11	3/11/96	31	1650	81600	0	360	0	360		\$6,725.00	\$6,911	\$6,911
12	2/9/96	31	1650	79680	0	288	0	288		\$5,968.00	\$6,178	\$6,178
13	1/10/96	32	1650	89760	0	348	0	348		\$6,952.00	\$7,178	\$7,178
14	12/8/95	31	1650	106800	0	360	0	360		\$7,775.00	\$8,066	\$8,066
15	11/7/95	29	1650	118080	0	480	0	480		\$9,372.00	\$9,658	\$9,658
16	10/9/95	31	1650	152640	0	480	0	480		\$10,812.00	\$11,241	\$11,241
17	9/8/95	30	1650	134400	0	480	0	480		\$9,412.00	\$10,136	\$10,136

18	\$95,274	\$95,274
	\$0.079 / KWH	\$0.079 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

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BCOM BILL COMPARISON 09/19/97 12:05:26

31608-23641 44 01/10/75 B/072/ 1U77928

ST LUCIE CO BPI PH () C

198 NW MARION ST

PRT ST LUC FL 34983 M OLDBA : 4410463081801

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

4
5

MAXIMUM DEMAND	384
PRESENT FIRM KWD	0

(G) last revision: 6/25/1997

			(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE (72) GSD-1	PROPOSED RATE (72) GSD-1
6	8/7/97	29	1650	68160	0	264	0	264		\$5,342.00	\$5,342	\$5,342
7	7/9/97	30	1650	66960	0	264	0	264		\$5,287.00	\$5,287	\$5,287
8	6/9/97	32	1650	102240	0	348	0	348		\$7,628.00	\$7,629	\$7,629
9	5/8/97	29	1650	81360	0	336	0	336		\$6,563.00	\$6,564	\$6,564
10	4/9/97	29	1650	74160	0	336	0	336		\$6,232.00	\$6,232	\$6,232
11	3/11/97	32	1650	85680	0	336	0	336		\$6,883.00	\$6,883	\$6,883
12	2/7/97	30	1650	74880	0	336	0	336		\$6,388.00	\$6,388	\$6,388
13	1/8/97	33	1650	76080	0	324	0	324		\$6,335.00	\$6,336	\$6,336
14	12/6/96	31	1650	85920	0	348	0	348		\$7,001.00	\$7,002	\$7,002
15	11/5/96	29	1650	90720	0	384	0	384		\$7,544.00	\$7,544	\$7,544
16	10/7/96	31	1650	105120	0	360	0	360		\$7,988.00	\$7,989	\$7,989
17	9/6/96	30	1650	106080	0	360	0	360		\$7,831.00	\$7,832	\$7,832

\$81,029	\$81,029
\$0.08 / KWH	\$0.08 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

14245

1590

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BCOM BILL COMPARISON 09/19/97 12:22:15
 39381-26541 44 09/12/91 B/062/ 1V70664
 ST LUCIE CO BPI PH (561) 468-5031 C
 2420 SE MORNINGSIDE BLVD
 PRT ST LUC FL 34952 M OLDBA : 4411223192271

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

MAXIMUM DEMAND	888
PRESENT FIRM KWD	0

last revision: 6/25/1997

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	PRESENT RATE (\$2) GSLD-1	PROPOSED RATE (\$2) GSLD-1
8/8/96	29	1650	112800	0	600	0	600		\$9,893.00	\$9,894	\$9,894
7/10/96	30	1650	134640	0	744	0	744		\$12,035.00	\$12,035	\$12,035
6/10/96	32	1650	144480	0	720	0	720		\$12,048.00	\$12,251	\$12,251
5/9/96	29	1650	234000	0	720	0	720		\$15,723.00	\$16,051	\$16,051
4/10/96	29	1650	189840	0	696	0	696		\$13,708.00	\$13,974	\$13,974
3/12/96	29	1650	211200	0	696	0	696		\$14,698.00	\$15,263	\$15,263
2/12/96	32	1650	197760	0	672	0	672		\$13,957.00	\$14,477	\$14,477
1/11/96	31	1650	186720	0	720	0	720		\$13,987.00	\$14,438	\$14,438
12/11/95	33	1650	219120	0	720	0	720		\$15,228.00	\$15,815	\$15,815
11/8/95	29	1650	257040	0	768	0	768		\$17,133.00	\$17,858	\$17,858
10/10/95	29	1650	297840	0	888	0	888		\$19,828.00	\$20,668	\$20,668
9/11/95	32	1650	307200	0	840	0	840		\$18,572.00	\$20,171	\$20,171

\$182,895	\$182,895
\$0.073 / KWH	\$0.073 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

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BCOM BILL COMPARISON 09/19/97 12:20:22
 39381-26541 44 09/12/91 B/062/ 1V70664
 ST LUCIE CO BPI PH (561) 468-5031 C
 2420 SE MORNINGSIDE BLVD
 PRT ST LUC FL 34952 M.OLDBA: 4411223192271

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

MAXIMUM DEMAND	845
PRESENT FIRM KWD	0

last revision: 6/25/1997

	(A)	(B)	(C)	(D)	(E)	(F)	(G)					
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE (¢) GSLD-1	PROPOSED RATE (¢) GSLD-1
7	8/8/97	30	1650	49440	0	768	0	768		\$8,699.00	\$8,699	\$8,699
8	7/10/97	30	1650	78240	0	720	0	720		\$9,522.00	\$9,522	\$9,522
9	6/10/97	31	1650	177120	0	840	0	840		\$14,772.00	\$14,773	\$14,773
10	5/9/97	29	1650	188880	0	845	0	845		\$15,318.00	\$15,318	\$15,318
11	4/10/97	29	1650	181200	0	840	0	840		\$14,947.00	\$14,947	\$14,947
12	3/12/97	30	1650	202080	0	840	0	840		\$16,167.00	\$16,167	\$16,167
13	2/10/97	32	1650	183360	0	720	0	720		\$14,295.00	\$14,295	\$14,295
14	1/9/97	33	1650	183840	0	576	0	576		\$13,024.00	\$13,024	\$13,024
15	12/9/96	31	1650	190320	0	768	0	768		\$15,021.00	\$15,022	\$15,022
16	11/6/96	29	1650	234720	0	768	0	768		\$16,909.00	\$16,909	\$16,909
17	10/8/96	29	1650	247200	0	833	0	833		\$18,022.00	\$18,022	\$18,022
18	9/9/96	32	1650	138720	0	840	0	840		\$13,018.00	\$13,018	\$13,018

\$169,719	\$169,719
\$0.083 / KWH	\$0.083 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

13176 => 7%

SARASOTA MEMORIAL'S NEW CHILLER SAVES
15% ON COOLING, WHILE KEEPING THEIR DOCTORS'
STETHOSCOPES NICE AND 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 15%
less electricity. But don't take our word
for it. Take the word of bare-skinned,
Sarasota Memorial patients, who say:
"YEEEEEEEEEEEEEEEEEEEEEEEEEEEEOW!"

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 BUSINESSSM



www.fpl.com

an FPL Group company

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:

$$183 \times 24 = 4,392 \text{ Hours}$$

1	Chiller # 5	4,000 hours	1600 Tons
2	Chiller # 6	4,392 hours	1350 Tons
3	Chiller # 7	2,000 hours	1350 Tons

Usage:

$$\begin{aligned}
 & (1600 \text{ Tons} \times .68 \text{ kW/ton} \times 4000 \text{ hr}) + (1350 \times .58 \times 4392) + (1350 \times .93 \times 2000) \\
 & = 4,352,000 \quad + \quad 3,438,936 \quad + \quad 2,511,000 \\
 & = 10,301,936 \text{ kWh} \\
 & \text{Ton hours} = 15,029,200
 \end{aligned}$$

Winter:

$$182 \times 24 = 4,368 \text{ Hours}$$

8	Chiller # 3	2,368 hours	1350 Tons
9	Chiller # 4	2,000 hours	1351 Tons
10	Chiller # 5	1,000 hours	1600 Tons

Usage:

$$\begin{aligned}
 & (1600 \text{ Tons} \times .68 \text{ kW/ton} \times 1000 \text{ hr}) + (1350 \times .58 \times 2368) + (1350 \times .93 \times 2000) \\
 & = 1,088,000 \quad + \quad 1,854,144 \quad + \quad 2,511,000 \\
 & = 5,453,144 \text{ kWh} \\
 & \text{Ton hours} = 7,496,800
 \end{aligned}$$

15	Total usage	= 15,755,080 kWh
16	Total ton hours	= 22,526,000
17	Average kW/ton	= 0.699

After chiller #4 change-out:

Summer:

$$183 \times 24 = 4,392 \text{ Hours}$$

18	Chiller # 2	547 hours	650 Tons
19	Chiller # 3	4,392 hours	1350 Tons

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1 Chiller # 4 4,392 hours 1991 Tons
2 Chiller # 5 0 hours 1600 Tons

Usage:

3
4
5
6
$$(1991 \text{ Tons} \times .588 \text{ kW/ton} \times 4392 \text{ hr}) + (1350 \times .58 \times 4392) + (650 \times .6 \times 547)$$
$$= 5,141,750 + 3,438,936 + 213,330$$
$$= 8,794,016 \text{ kWh}$$

$$\text{Ton hours} = 15,029,222$$

Winter:

$182 \times 24 = 4,368 \text{ Hours}$

7 Chiller # 2 589 hours 650 Tons
8 Chiller # 3 3,500 hours 1350 Tons
9 Chiller # 4 1,200 hours 1991 Tons
10 Chiller # 5 0 hours 1600 Tons

Usage:

11
12
13
14
$$(1991 \text{ Tons} \times .588 \text{ kW/ton} \times 1200 \text{ hr}) + (1350 \times .58 \times 3500) + (650 \times .6 \times 589)$$
$$= 1,404,850 + 2,740,500 + 229,710$$
$$= 4,375,060 \text{ kWh}$$

$$\text{Ton hours} = 7,497,050$$

15 Total usage = 13,169,075 kWh
16 Total ton hours = 22,526,272
17 Average kW/ton = 0.585

18 Energy reduction = 15,755,080 / 13,169,075 16.4%

CONFIDENTIAL

DATE: 9/30/92

FPL CHILLER TEST REPORT

CUSTOMER NAME: Sarasota Memorial Hospital - Central Energy Center
 ADDRESS: 1700 S. Tamiami Trail Sarasota, Florida

TEST INSTRUMENT DATA:

INSTRUMENT	TYPE	CALIBRATION DATE	CALIBRATION EXP
Flowmeter	Armstrong APDM 135/60' guage	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)

Chiller Manufacturer	Carrier
Chiller Type	NL
Model Number	19CB713-204
Serial Number	52871
Year Built (or estimated age)	1979

TEST RESULTS:

(B)

CHWS	44.4	F = 10.8
CHWR	55.2	F
Delta P	16.2'	PSID
Flowrate	2100	GPM
Tonnage	945	Tons...Tons = (GPM * Delta T) / 24
CWS	91.0	F
OWR	82.1	F
Delta P	43.5'	PSID
Flowrate	4100	GPM

POWER INPUT DATA:

(C) (D)

Volts	4256	Nameplate Volts	4160
Ampe	126	Nameplate Ampe	NL
P.F.	.95	Nameplate Phase	3
KW	881	KW = (V * A * 1.73 * PF) / 1000	

20. **CALCULATED EFFICIENCY:** 0.93 KW/Ton
 (measured KW / calculated tonnage)

21. **TEST CONDUCTED BY:** Ken [Signature]

22. **OF:** Professional Air Balancing, Inc. **DATE:** 9/30/92

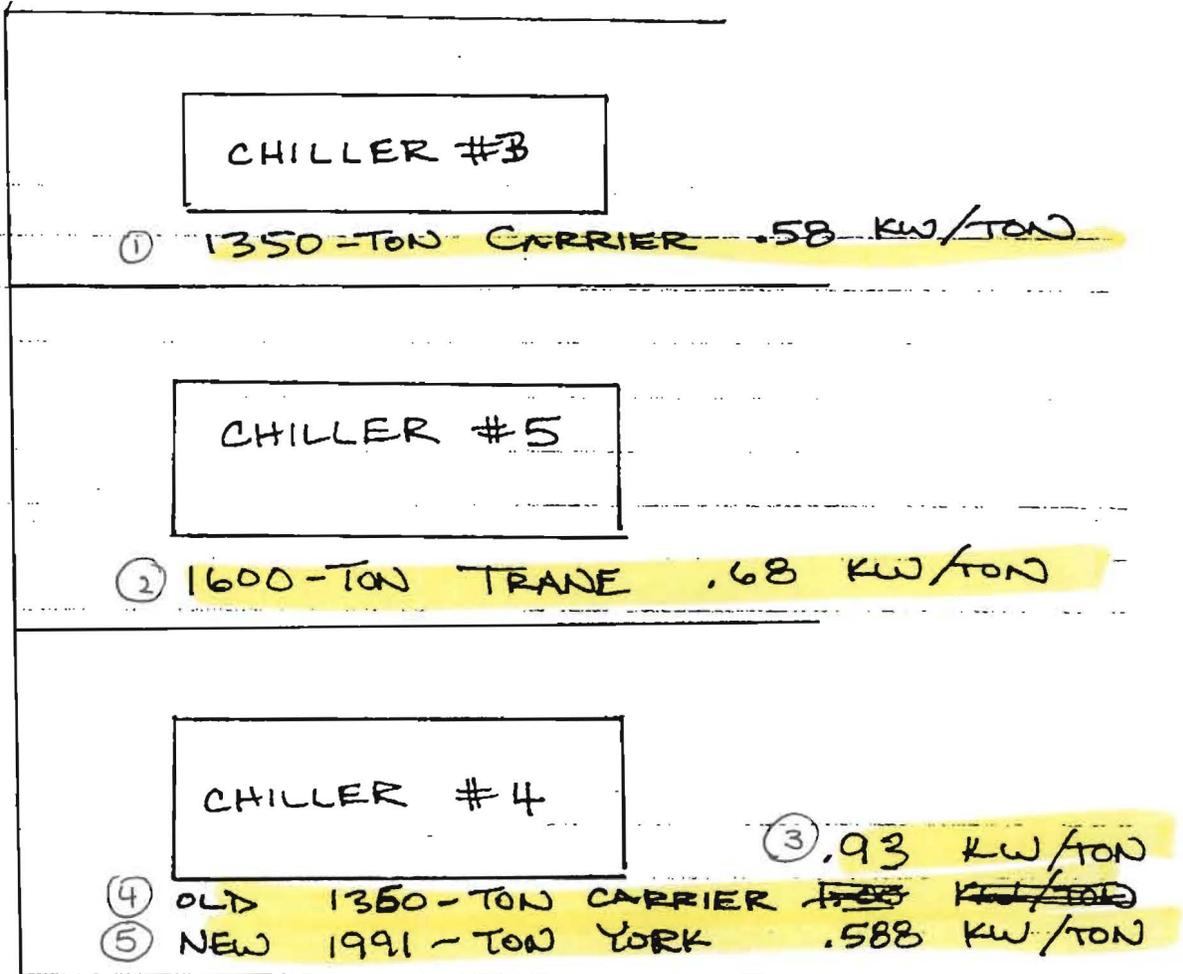
23. **CERTIFIED CORRECT BY:** [Signature]

24. **OF:** Professional Air Balancing, Inc. **DATE:** 10/5/92

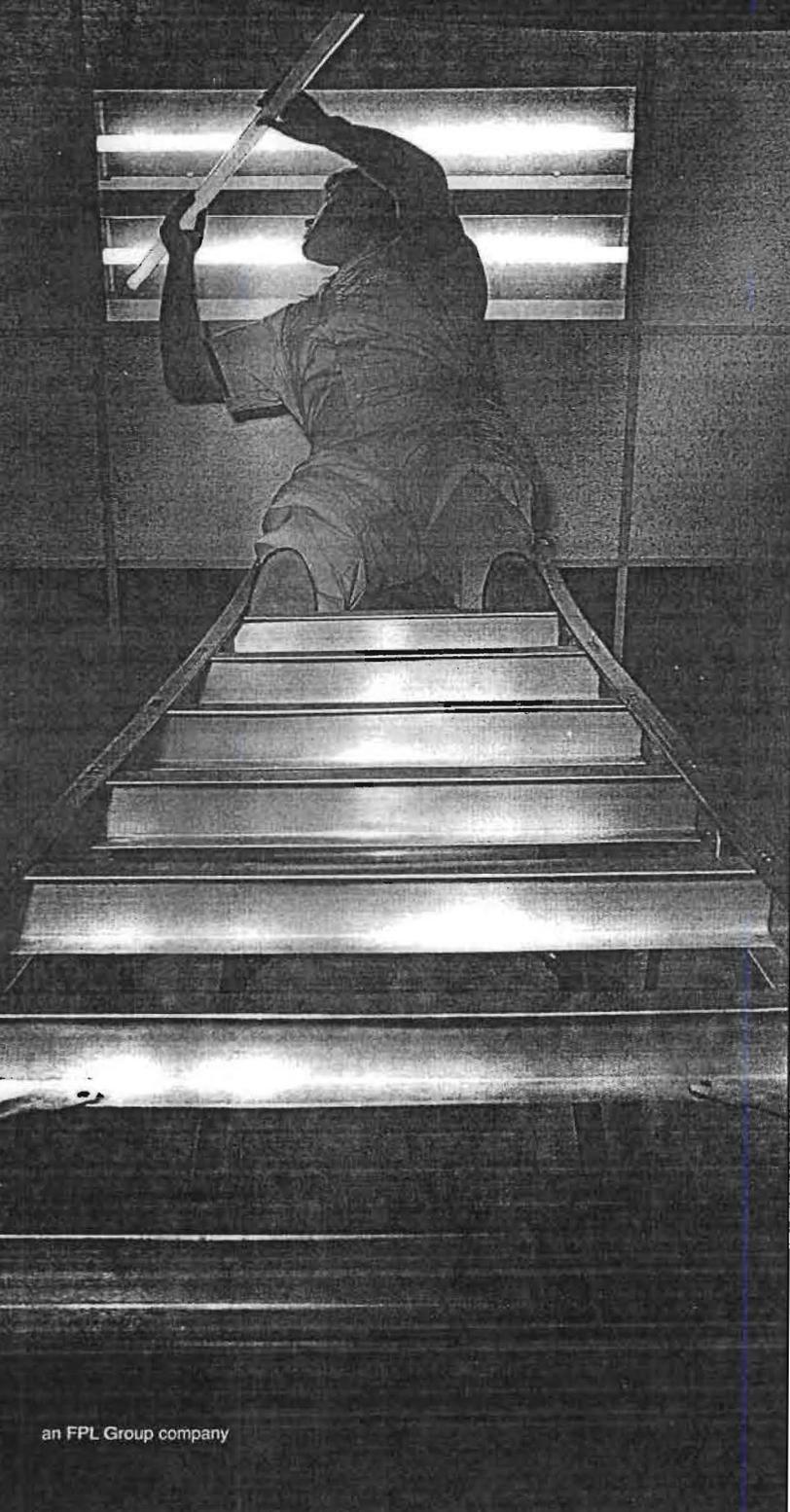
17a per Stan Harris
 @ SMH



CONFIDENTIAL



**MOTOROLA IS SAVING \$225,000 THIS YEAR.
HERE'S HOW TO FOLLOW IN THEIR FOOTSTEPS.**



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 BUSINESSSM**



CONFIDENTIAL

Motorola

- 1 The Motorola lighting retrofit covered 4 separate lighting projects. A summary
- 2 of the four jobs is included below:

Job #	Date Completed	Cost to Customer	Savings	FPL Rebate
(A)		(B)	(C)	(D)
3 743003	9/17/93	\$80,747	\$55,288	\$31,731
4 743111	10/8/93	\$80,747	\$55,288	\$31,731
5 743112	11/22/93	\$80,746	\$48,961	\$31,731
6 743113	3/4/94	\$80,690	\$46,621	\$31,675
		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.

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JOB NUMBER
7:4:3:0:0:3

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 848-L (Non-Stocked) 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"/>	
DIST	CYCLE	ROUTE	FOUO	T	C	CUSTOMER TAX ID No. (If Incoor per elect) Vendor 59-1936686	
0:4 6:5 1:6:7 8:2:3						CUSTOMER SOCIAL SECURITY No. (If not Incoor per elect)	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR NAME Bouchard Electric	
Name MOTOROLA				PHONE No.		VENDOR FPL (PMS) I.D.:	
Address 8000 W Sunrise Blv				City PLANTATION		PHONE No. 305-458-7799	
State FL				Zip Code 33322		Address 1101 N 46 Ter	
City PLANTATION				State FL		Zip Code 33021	

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AREA/SYSTEM 1: **Admin Phase 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	F4ST4ST2H	1511	.190	287.09	6240					
PROPOSED	F4T84ELIH	1511	.106	160.166	6240	792.006	86747	55288.05	250	31,731
TOTAL KW REDUCTION				126.924	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 SALES
 PRE-APPROVAL No. **9/11/93** DATE
 JWH
 PL INSPECTION No. **UPHCLHC** DATE **9/17/93**
 CMS ID No.

CUSTOMER APPROVAL FOR INSTALLATION **Charles Lossy** 9/11/93 13
 CUSTOMER ACCEPTANCE OF INSTALLATION **Charles Lossy** 9/16/93 14
 DATE

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

REMARKS

WO	ER	COMP	SEC	UC	LOC'N CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31,731	743003	

15

SE 9/16/93
 AUTHORIZED FOR PAYMENT DATE

Blanket Exception #009 Send Check To: **JULIE HANICE** CBI/AOB
 (PLEASE PRINT) Locn Symb / Bldg Code
 Paid Through Working Fund Check No.:

CONFIDENTIAL

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

Florida Power & Light Company
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
Form 448-L (Non-Stocked) Rev. 12/92

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

JOB NUMBER
743113

FPL CUSTOMER ACCOUNT INFORMATION				
DIST	CYCLE	ROUTE	FOUO	T C
0:4	6:5	1:6	7:8:2:3:	
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>				
Name	PHONE No			
Motorola	305-475-5830			
Address	8000 W Sunrise Blv			
City	State	Zip Code		
Plantation	Fl	33322		

SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
SUBPOORER TAX ID No. (if incorporated) Vendor 59-1936686		CUSTOMER SOCIAL SECURITY No. (if not incorporated)	
VENDOR NAME Bouchard Electric			
VENDOR FPL (PMS) ID V014286		PHONE No 305-458-7799	
Address 1101 N 46 Ter			
City	State	Zip Code	
Hollywood	Fl	33021	

10 AREA/SYSTEM 1: Admin Ph 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	F4ST2ST1H	148	.095	14.060	4680					
PROPOSED	F4T82EL1H	148	.053	7.844	4680	29090	3958	2174.31	250	1,554 ⁰⁰
TOTAL kW REDUCTION				6.216						INCLUDES LABOR <input checked="" type="checkbox"/>

13 AREA/SYSTEM 2: Area 1

	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	F4ST2ST1H	396	.095	37.620	6240					
PROPOSED	F4T82EL1H	396	.053	20.988	6240	103783	10592	7244 ⁰⁰	250	4158 ⁰⁰
TOTAL kW REDUCTION				16.632						INCLUDES LABOR <input checked="" type="checkbox"/>

17 AREA/SYSTEM 3: Admin Ph 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	F4ST2ST1H	2380	.095	226.100	4680					
PROPOSED	F4T82EL1H	2380	.053	126.140	4680	467812	63660	34965 ⁰⁰	250	24,990 ⁰⁰
TOTAL kW REDUCTION				99.96						INCLUDES LABOR <input checked="" type="checkbox"/>

21 AREA/SYSTEM 4: Exit Lights

	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	EXST1ST1H	95	4.75 ⁰⁰	4.75	8700					
PROPOSED	EXCFIES1H	95	.855	.855	8760	34120	2480	22365 ⁰⁰	250	973 ⁷⁵
TOTAL kW REDUCTION				3.895						INCLUDES LABOR <input checked="" type="checkbox"/>

25 PRE-APPROVAL No. _____ DATE 9/1/93
26 FPL INSPECTION CMS ID No. _____ DATE 12/30/93

CUSTOMER APPROVAL FOR INSTALLATION Shawn Ross 9/1/93
CUSTOMER ACCEPTANCE OF INSTALLATION Shawn Ross 12/30/93

27 Incentive = 31,675.25

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

REMARKS
This is Phase 4 of 4
CIL Jobs

WO	ER	COMP	SEC	UC	LOC'N CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31,675 ²⁵	743113	V014286

AUTHORIZED FOR PAYMENT [Signature] DATE 12/15/93

Blanket Exception #009 Send Check To: Julie Hance CBI/AOB
 Paid Through Working Fund Check No.: _____

CONFIDENTIAL

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

JOB NUMBER
7:4:3:1:1:2

Florida Power & Light Company
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
Form 848-L (Non-Stocked) 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"/>	
CYCLE	ROUTE	FOLIO	T	C	CUSTOMER TAX ID No. (If incorporated)		CUSTOMER SOCIAL SECURITY No. (If not incorporated)	
7:4	6:5	1:6:7	8:2:3		Vendor 59-1936686			
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>					VENDOR NAME: <u>Bouchard Electric</u>			
Motorola 305-475-5830					VENDOR FPL (PMIS) I.D.: <u>V014286</u>			
8000 W SUNRISE BLV					Address: <u>1101 N 46 Ter</u>			
Plantation FL 33322					City: <u>Hollywood</u> State: <u>FL</u> Zip Code: <u>33021</u>			

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AREA/SYSTEM 1: Admin Ph2 / Production 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	F4ST4ST2H	633	.190	120.27	6240					
PROPOSED	F4T84ELIH	633	.106	67.08	6240	331793	33827	231672	250	13,293 ⁰⁰
TOTAL KW REDUCTION				53.172	INCLUDES LABOR <input type="checkbox"/>					

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AREA/SYSTEM 2: Admin Ph4

	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	F4ST25T1H	1756	.095	166.82	4680					
PROPOSED	F4T82ELIH	1756	.053	93.068	4680	34559	46919	257983	250	18,438 ⁰⁰
TOTAL KW REDUCTION				73.752	INCLUDES LABOR <input type="checkbox"/>					

15
16
17

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 SALE
Approval No. 9/1/93 DATE

CUSTOMER APPROVAL FOR INSTALLATION X Gene Loss 9/1/93 18

INSPECTION CMS ID No. 11/22/93 DATE

CUSTOMER ACCEPTANCE OF INSTALLATION X Gene Loss 11/22/93 19

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

WORKS
11 jobs (12,824 kW)
11-29-93
AUTHORIZED FOR PAYMENT DATE

WO	ER	COMP	SEC	UC	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31,731 ⁰⁰	74342	441286

23

Blanket Exception #009 Send Check To: Julie Hance CBI/AOB
 Paid Through Working Fund Check No. _____

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Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 848-L (Non-Stocked) Rev. 12/92

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

JOB NUMBER 7:4:3:1:1:1					
FPL CUSTOMER ACCOUNT INFORMATION					
DIST	CYCLE	ROUTE	FOUO	T	C
0:4	6:5	1:6:7	8:2:3		
SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/> CUSTOMER <input type="checkbox"/>					
CUSTOMER TAX ID No. (if incorporated) Vendor 59-1936686			CUSTOMER SOCIAL SECURITY No. (if not incorporated)		
CUSTOMER/FACILITY BUILDING TYPE:					
Name: Motorola			PHONE No. 305-475-5830		
Address: 8000 W Sunrise			Address: 1101 N 46 Ter		
City: Plantation FL			City: Hollywood FL		
Zip Code: 33322			Zip Code: 33027		
VENDOR NAME: Bouchard Electric					
VENDOR FPL (PMS) I.D.: V014286			PHONE No. 305-458-7799		

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AREA/SYSTEM 1: Production

	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	F4ST4ST2H	1511	.190	287.09	6240					
PROPOSED	F4T84EL1H	1511	.106	160.166	6240	792,006	807,473	55,288	250	31,731
TOTAL KW REDUCTION				126.924			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										
PROPOSED										
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 SALE UHOEWHT
 HANCE 9/1/93
 IE-APPROVAL No. DATE
 YESIE CASH UPHCLH 10/8/93
 INSPECTION CMS ID No. DATE

CUSTOMER APPROVAL FOR INSTALLATION Charles Weiss 9/1/93
 CUSTOMER ACCEPTANCE OF INSTALLATION Charles Weiss 10/1/93

14
15

incentive = 31,731. This is (16)

MARKS
 use 2 of 4 CIL jobs. (17)

WO	ER	COMP	SEC	UC	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31731	7 43111V	014286

(18)

AUTHORIZED FOR PAYMENT DATE Blanket Exception #009 Send Check To: JULIE HANCE CBI/AOB (PLEASE PRINT) Locn Symb / Bldg Code
 Paid Through Working Fund Check No.:

beber/silverstein & partners

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

TV COPY

AS RECORDED

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

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 Seven DX units were installed. The combined kw reduction was 19.62. The
- 2 approximate monthly kwh is 8,332. With operating hours of 14/day, this amounts
- 3 to about \$600. This was calculated by:

Calculation:

- 4 The combined reduction of kw is 19.62 kw
- 5 $19.62 \text{ kw} \times \$7 = \$137.34/\text{month}$
- 6 $19.62 \text{ kw} \times 14 \text{ hrs/day} \times 365 \text{ days/year} = 1000,258 \text{ kwh/year}/12 \text{ months} = 8,355$
- 7 kwh/month
- 8 $8,355 \text{ kwh/month} \times \$0.06/\text{kwh} = \$501.30/\text{month}$
- 9 \$501
- 10 \$137
- 11 \$638 savings /month for HVAC

T8 Lighting

Calculation:

- 12 $100 \text{ fixtures} \times 4 \text{ bulbs} = 400 \text{ bulbs} \times 40\text{watt} = 16,000 \text{ watts}/1000\text{w} = 16 \text{ kwd}$
- 13 $16 \text{ kwd} \times \$7/\text{kwd} = \$112/\text{month}$
- 14 $16 \text{ kw} \times 14 \text{ hrs/day} \times 30\text{day/month} = 6,813 \text{ kwh/month}$
- 15 $6,813 \text{ kwh} \times \$0.06/\text{kwh} = \$408.78/\text{month} + \$112/\text{mont kw} = \$520.78 \text{ would have}$
- 16 $\text{cost based on F40 (figures exclude ballast factor)}$

Savings come from:

- 17 $100 \text{ fixtures} \times 3 \text{ T8 bulbs/fixture}$
(excluding ballast factor) with factor savings is greater.
- 18 New operating lighting cost is \$309.12
- 19 Total savings is $\$520.78 \text{ minus } \$309.12 = \$211.66 \text{ savings/month}$

CONFIDENTIAL

HID Lighting

- 1 End result = 138 fixtures x 400w (not including ballast factor) = 55.2 kwd
- 2 55.2 kwd x \$7/kwd = \$386.40
- 3 23,184 kwh/month x \$.06 = \$1,391.04/month = \$386.40 kw savings = \$1,777.44

Savings:

4	T8 change-out	\$211.66
5	HID lighting	\$1,777.44
6	HVAC	\$600

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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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.

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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.

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-
Docket No. 980002-EG
Exhibit No. _____
FLorida Power & Light Co.
(LMB-1)
Appendix A
Page 5-C

Augustan Wine Imports Inc.

1 FPL estimated the annual energy cost savings derived from this installation to be \$631.78 (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.

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Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Appendix A
Page 5-D

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

Prepared For _____ Account Number 77386-04409 1
 Prepared By _____ Date _____
 Proposed Insulation Type: (Circle One) Installation Cost (\$/ Sq. Foot) 0.91 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) 4,370 3
 Energy Charge 0.094 Demand Charge NA Incentive (\$/Sq. Foot) 0.15 4
 C D E

Qualifying Roof / Ceiling Area Savings Factor Billing Charges

Annual Kwh = 4,370 / 1000 * 1538 * 0.094 * 1 = \$ 631.78 5
 B (Table One, Kwh) C F
 Summer Kwd = _____ / 1000 * _____ * _____ * 7 = \$ NA
 B (Table One, Summer Kwd) D G
 Winter Kwd = _____ / 1000 * _____ * _____ * 5 = \$ NA
 B (Table One, Winter Kwd) D H

Total Annual Energy Cost Savings = \$ 631.78 6
 J = (F + G + H)

Simple Payback = $\frac{\text{Installation Cost}}{A} - \frac{\text{Incentive}}{E} * \frac{\text{Total Area}}{B} / \frac{\text{Annual Savings}}{J} = \frac{3980}{A} - \frac{655.50}{E} * \frac{4370}{B} / \frac{631.78}{J} = \underline{5.26} \text{ Years}$ 7

Table One Average Savings Factors				
		Kwh	Summer Kwd	Winter Kwd
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-19.0 or Greater	1538	1.241	0.207

Note: KW 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.

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TV COPY

AS RECORDED

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

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.

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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

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Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Appendix A
Page 6-C

Salon 2000

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

- 1 old 57 fixtures @ .075 kw = 4,275 kw
- 2 new 57 fixtures @ .022 kw = 1,254 kw
- 3 difference: 3.021 kw x 2,730 operating hours/year = 8,247 kwh @ .094/kwh =
- 4 \$775.21 annual savings
- 5 \$775.21 annual savings = \$64 savings per month
- 6 *Salon 2000's average bill prior to the retrofit was 3,854 kwh/month or
- 7 \$366.36. After the retrofit, comparable months bills have averaged \$292.79,
- 8 an average monthly saving of \$73.57.
- 9 This \$73.57 represents a 20% savings.

* See Page 6-D.

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1 Lynn A Proper - Salon 2000
 1a 305 NE 2nd Ave
 2 Delray Beach Fl 33444
 3 97961-61389 41 12 016

SVC Date	kwh ^(A)	Bill Amt ^(B)			
6/12/98	3138	\$ 287.38			
5/13/98	3045	\$ 279.18	Comparable months average bill post retrofit	\$ 292.79 (1)	4
4/14/98	3181	\$ 291.18			
3/16/98	3433	\$ 309.46			
2/12/98	3106	\$ 281.03			
1/13/98	3360	\$ 303.10			
12/11/97	2582	\$ 235.51			
11/10/97	2531	\$ 231.08			
10/10/97	2532	\$ 231.18			
9/10/97	2765	\$ 263.93			
8/11/97	3609	\$ 341.05			
7/11/97	3670	\$ 346.64			
6/11/97	3495	\$ 330.63			
5/12/97	3568	\$ 337.30	Average bill prior to lighting retrofit	\$ 366.36 (2)	5
4/11/97	3651	\$ 344.88			
3/13/97	4464	\$ 424.61			
2/11/97	3771	\$ 360.42			
1/10/97	3816	\$ 364.61			
Average monthly bill savings - \$				\$ 73.57 (3)=(2)-(1)	6
Average monthly bill savings - % of bill prior to retrofit				20% (3)/(2)	

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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.

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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		
	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
NEW	Maintenance (\$/unit)	0.00	0.00	0.00
	Technology Share (%)	Refer to utility-specific data table.		
	Life (yrs)	15	15	15
	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
EXISTING	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		
	Capital (\$/unit)	15	15	15	3
	Installation (\$/unit)	10	10	10	4
NEW	Maintenance (\$/unit)	0.00	0.00	0.00	
	Technically Feasible (%)	Refer to utility-specific data table.			5
	Current Penetration (%)	Refer to utility-specific data table.			6
	Life (yrs)	10	10	10	7
	Annual Energy Savings (%)	5	5	5	8
	Summer Peak Demand Savings (%)	5	5	5	9
	Winter Peak Demand Savings (%)	5	5	5	9
	Capital (\$/unit)	15	15	15	3
	Installation (\$/unit)	20	20	20	4
EXISTING	Maintenance (\$/unit)	0.00	0.00	0.00	
	Technically Feasible (%)	Refer to utility-specific data table.			5
	Current Penetration (%)	Refer to utility-specific data table.			6
	Life (yrs)	10	10	10	7
	Annual Energy Savings (%)	7	7	7	10
	Summer Peak Demand Savings (%)	7	7	7	11
	Winter Peak Demand Savings (%)	7	7	7	11

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	75.3%
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