

ORIGINAL

**BEFORE THE FLORIDA
PUBLIC SERVICE COMMISSION**

**DOCKET NO. 980002-EG
FLORIDA POWER & LIGHT COMPANY**

JUNE 30, 1998

**ENERGY CONSERVATION COST
RECOVERY FACTOR
FINAL TRUE-UP**

OCTOBER 1997 THROUGH MARCH 1998

TESTIMONY AND EXHIBITS OF:

LEONOR M. BUSTO

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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

FLORIDA POWER & LIGHT COMPANY

TESTIMONY OF LEONOR M. BUSTO

DOCKET NO. 980002-EG

June 30 , 1998

1 **Q. Please state your name and business address.**

2 A. My name is Leonor M. Busto, and my business address is: 9250 West Flagler
3 Street, Miami, Florida 33174.

4

5 **Q. Who is your employer and what position do you hold?**

6 A. I am employed by Florida Power & Light Company (FPL) as an Administration
7 and Regulatory Supervisor.

8

9 **Q. Have you previously testified in this docket?**

10 A. Yes, I have.

11

12 **Q. What are your responsibilities and duties as an Administration and
13 Regulatory Supervisor?**

14 A. I am responsible for Regulatory and Administration Support of the Marketing
15 Programs, including all training, budgeting, accounting and system support
16 function related to the Demand Side Management programs. I am also responsible

1 for preparing the Energy Conservation Cost Recovery (ECCR) Forecast and True-
2 Up.

3

4 **Q. What is the purpose of your testimony?**

5 A. The purpose of my testimony are (1) to present the conservation related revenues
6 and costs associated with FPL's energy conservation programs for the period
7 October 1, 1997 through March 31, 1998, and (2) to present the net underrecovery
8 for the period October 1, 1997 through March 31, 1998 to be carried forward for
9 calculation of FPL's new ECCR factors.

10

11 **Q. Have you prepared or had prepared under your supervision and control an
12 exhibit?**

13 A. Yes. I am sponsoring Exhibit LMB-1, which is attached to my testimony, and
14 consists of Schedules CT-1 through CT-6, and Appendix A. Appendix A is the
15 documentation required by Rule 25-17.015(5), F.A.C. regarding specific claims of
16 energy savings in advertisements. While I am sponsoring all of Exhibit LMB-1,
17 parts of the exhibit were prepared at my request by Ms. Korel M. Dubin, Principal
18 Rate Analyst, Rates and Tariffs Department, who is available to respond to any
19 questions which the parties or the Commission may have regarding those parts.
20 Exhibit LMB-1, Table of Contents, Page 1 of 1, identifies the portions prepared
21 by, or under the supervision of, Ms. Dubin and me.

22

23 **Q. Please explain why your testimony and FPL's true-up petition have been
24 filed ahead of schedule.**

1 A. In Order No. PSC-98-0691-FOF-PU the Commission decided to change the
2 recovery period for all adjustment clauses for investor-owned electric and gas
3 utilities to an annual, calendar year. In doing so, the Commission observed that
4 such a change would create a number of advantages and that such advantages
5 would not be realized unless the recovery period for the ECCR clause was
6 consistent with the recovery period for the other clauses. To make the recovery
7 period for the ECCR clause consistent with the recovery period for other clauses,
8 the Commission decided in Order No. PSC-98-0691-FOF-PU to initiate rule
9 making to modify Rule 25-17.015, F.A.C. so the recovery period for the ECCR
10 clause ran during the calendar year rather than from April through March.
11 However, the Commission also recognized that it could not modify Rule 25-
12 17.015 in time to effect that change before the scheduled hearings on the
13 ECCR factors for 1999, so it stated it would target a rule change for the year 2000.
14
15 To secure the advantages the Commission recognized in Order No. PSC-98-0691-
16 FOF-PU, FPL has petitioned the Commission requesting a waiver of portions of
17 Rule 25-17.015(1), F.A.C. so that FPL may file for ECCR factors for the calendar
18 year 1999. While the Commission did not have enough time to amend the rule
19 before the 1999 factors were set, FPL believes the Commission may waive the
20 rule. To facilitate the Commission's consideration of FPL's rule waiver request,
21 FPL has filed this true-up filing earlier than scheduled so that the Commission and
22 parties have time to review the filing and reach the conclusion that a rule waiver
23 has merit.

1 **Please explain why the true-up period in your testimony and FPL's true-up**
2 **petition is October 1997 through March 1998 rather than a twelve month**
3 **period beginning April 1 as contemplated by Rule 25-17.051(1) (A).**

4 **A.** Rule 25-17.015(1)(a) states that a utility seeking ECCR cost recovery shall file,
5 "an annual final true-up filing showing the common costs, individual programs
6 costs and revenues, and actual total ECCR revenues for the most recent 12-month
7 historical period from April 1 through March 31 that ends prior to the annual
8 ECCR proceedings." For the proceedings scheduled for the first quarter of 1999,
9 that twelve month period would be April 1, 1997 through March 31, 1998,
10 because the twelve month period ending March 31, 1999 would not yet be ended.

11
12 However, the current ECCR factors approved for FPL already has a final
13 true-up through September 1997, six months through the true-up period
14 contemplated in Rule 25-17.015. When Rule 25-17.015 was amended in
15 November of 1997 to reflect the new April through March recovery and true-up
16 periods, no arrangement was made for the transition from the then existing
17 recovery periods to the new annual, calendar year period. Consequently, to make
18 the transition from the final true-up period underlying the current ECCR factors,
19 FPL is filing a six month true up period from October 1997 through March 1998.
20 This avoids repeating a final true-up for a period already subject to a final true-up,
21 April 1997 through September 1997.

22

23 **Q. When will FPL submit its projection filing?**

1 If FPL is successful and receives a waiver of Rule 25-17.015, F.A.C., FPL will
2 submit a projection filing with calendar year 1999 ECCR factors in early October
3 1998. If FPL is unsuccessful with its rule waiver request, FPL plans to file a
4 projection filing in January 1999 as contemplated by the current schedule.

5

6 **Q. What is the actual net true-up amount which FPL is requesting for the**
7 **October 1997 through March 1998 period?**

8 A. FPL has calculated and is requesting approval of an underrecovery of
9 \$1,356,129 as the actual net true-up amount for that period.

10

11 **Q. What is the adjusted net true-up amount which FPL is requesting for the**
12 **October 1997 through March 1998 period which is to be carried over and**
13 **collected in the January 1999 through December 1999 period.**

14 FPL has calculated and is requesting approval of an underrecovery of \$1,389,882
15 as the adjusted net true-up amount for that period. The adjusted net true-up of an
16 underrecovery of \$1,389,882 is the difference between the actual net true-up of an
17 underrecovery of \$1,356,129 and the estimated/actual net true-up of an
18 overrecovery of \$33,756 approved by the Commission at the February 1998
19 Hearing. This is shown on Exhibit____ (LMB-1), Schedules CT-1 Page 1 of 1,
20 and CT-2 Page 1 of 5.

21

22 **Q. Are all costs listed in Schedule CT-2 attributable to approved programs?**

23 A. Yes they are.

1 Q. During the October 1997 through March 1998 period is FPL seeking
2 recovery of any advertising which makes a specific claim of potential energy
3 savings or states appliance efficiency ratings or savings?

4 A. Yes. A copy of the advertising, data sources and calculations used to substantiate
5 the savings are included in Appendix A, Pages 1-A through 7-E.

6

7 Q. How did your actual program expenditures for October 1997 through March
8 1998 compare to the Estimated/Actual and original estimated projections for
9 that period presented at the February 1998 Hearing?

10 A. At the February 1998 Hearing, total expenditures for October 1997 through March
11 1998 were estimated to be \$78,404,166. The actual expenditures for the period
12 were \$79,263,725. This represents a period variance of \$859,559 more than
13 projected. This variance is shown on Schedule CT-2, Page 3 of 5, Line 34, and is
14 explained in Schedule CT-6.

15

16 Q. Was the calculation of the adjusted net true-up amount for the period
17 October 1997 through March 1998 period performed consistently with the
18 prior true-up calculations in this and the predecessor conservation cost
19 recovery dockets?

20 A. FPL's adjusted net true-up was calculated consistent with the methodology set
21 forth in Schedule 1, page 2 of 2 attached to Order No. 10093, dated June 19, 1981.
22 The schedules prepared by Ms. Dubin detail this calculation.

1 Q. What was the source of the data used in calculating the actual net true-up
2 amount?

3 A. Unless otherwise indicated, the data used in calculating the adjusted net true-up
4 amount is taken from the books and records of FPL. The books and records are
5 kept in the regular course of our business in accordance with generally accepted
6 accounting principles and practices, and provisions of the Uniform System of
7 Accounts as prescribed by this Commission. As directed in Rule 25-17.015,
8 F.A.C., Schedules CT-2, Pages 4 and 5 of 5 provide a complete list of all account
9 numbers used for conservation cost recovery during the period October 1997
10 through March 1998.

11

12 Q. Does that conclude your testimony?

13 A. Yes, it does.

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

<u>Schedule</u>	<u>Prepared By</u>
CT-1, Page 1 of 1	Korel M. Dubin
CT-2, Page 1 of 5, Lines 1-11	Leonor M. Busto
CT-2, Page 1 of 5, Lines 12-19	Korel M. Dubin
CT-2, Pages 2 & 3 of 5	Leonor M. Busto
CT-2, Pages 4 & 5 of 5	Leonor M. Busto
CT-3, Pages 1 of 3	Leonor M. Busto
CT-3, Pages 2 & 3 of 3	Korel M. Dubin
CT-4, Pages 1 - 3 of 3, Line 1	Leonor M. Busto
CT-4, Pages 1 - 3 of 3, Lines 2 - 10	Korel M. Dubin
CT-5, Page 1 of 1	Leonor M. Busto
CT-6, Pages 1 - 33 of 33	Leonor M. Busto
Appendix A	Leonor M. Busto

**Energy Conservation Cost Recovery
Final True-Up for the Period
October 1997 through March 1998**

1. Actual End of Period True-Up		
2. Principal	\$ 1,730,852	
3. Interest	\$ <u>(143,047)</u>	\$ <u>1,587,805</u>
4. Less Estimated/Actual True-Up approved at the March 1998 Hearing		
5. Principal	3,121,375	
6. Interest	\$ <u>(143,688)</u>	\$ <u>2,977,687</u>
7. Final Net True-Up to be carried over to the January 1999 through December 1999 period		\$ <u>(1,389,882)</u>

() Reflects Underrecovery

**Energy Conservation Cost Recovery
 Analysis of Program Costs
 Actual VS Estimate for the Period
 October 1997 through March 1998**

	<u>Actual</u>	<u>Estimated (a)</u>	<u>Difference</u>
1. Depreciation & Return	\$ 13,958,598	\$ 13,683,960	\$ 274,638
2. Payroll & Benefits	9,266,660	10,183,951	(917,291)
3. Materials & Supplies	99,141	137,901	(38,760)
4. Outside Services	3,289,615	6,522,112	(3,232,497)
5. Advertising	3,092,153	2,052,753	1,039,400
6. Incentives	49,303,505	45,621,471	3,682,034
7. Vehicles	5,673	5,818	(145)
8. Other	<u>842,285</u>	<u>1,523,123</u>	<u>(680,838)</u>
9. SUB-TOTAL	\$ 79,857,630	\$ 79,731,088	\$ 126,542
10. Program Revenues	<u>-</u>	<u>(156,237)</u>	<u>156,237</u>
11. TOTAL PROGRAM COSTS	\$ 79,857,630	\$ 79,574,851	\$ (29,695)
12. Amounts included in Base Rates	<u>593,905</u>	<u>1,170,685</u>	<u>(576,780)</u>
13. SUBTOTAL	\$ 79,263,725	\$ 78,404,166	\$ 859,559
14. ECCR Revenues (Net of Revenue Taxes)	<u>89,525,799</u>	<u>90,056,764</u>	<u>(530,965)</u>
15. True-Up Before Interest (Line 14 - Line 13)	\$ 10,262,074	\$ 11,652,598	\$ (1,390,524)
16. Interest Provision	(143,047)	(143,688)	641
17. Prior Period True-Up (Oct '96 - Sept '97)	(8,531,223)	(8,531,223)	-
18. Deferred True-Up from Prior Period (Oct '96 - Sept '97)	<u>(2,943,931)</u>	<u>(2,943,931)</u>	<u>-</u>
19. End of Period True-Up	\$ <u>(1,356,129)</u>	\$ <u>33,756</u>	\$ <u>(1,389,882)</u>

(a) From Estimated/Actual Filing. Approved 2/98 Hearing.
 For Lines 15 - 19 () reflects an underrecovery.
 Totals may not add due to rounding.

**CONSERVATION PROGRAM COSTS
OCTOBER 1997 THROUGH MARCH 1998 VARIANCE**

Program Title	Depreciation & Return	Payroll & Benefits	Materials & Supplies	Outside Services	Advertising	Incentives	Vehicles	Other	Sub-Total	Program Revenues	Total for Period
1. Residential Conservation Service Program	0	(479,016)	52	(24,176)	(186,093)	0	21	(70,962)	(760,194)	0	(760,194)
2. Residential Building Envelope Program	0	30,857	(1,412)	(6,006)	0	497,367	0	(5,325)	515,481	0	515,481
3. Residential Heat Recovery Water Heating Pgm.	0	(2,881)	(48)	(3,378)	0	6,999	0	(2,653)	(1,961)	0	(1,961)
4. Residential Load Management ("On Call")	223,143	(49,459)	(47,220)	(644,089)	0	(105,277)	(1,321)	(1,319)	(625,552)	0	(625,552)
5. Duct System Testing & Repair Program	0	(138,533)	(15,490)	(97,395)	170,091	435,171	68	(150,285)	203,607	0	203,607
6. Residential Air Conditioning Program	0	(59,452)	(34)	(266,701)	(64,642)	2,502,729	0	(13,897)	2,098,000	0	2,098,000
7. GS Load Management ("Business On Call")	19,403	4,430	(57,374)	(57,374)	0	1,188	0	(520)	(32,873)	0	(32,873)
8. Cogeneration & Small Power Production	0	(14,998)	(10)	24,366	0	0	0	(31,509)	(22,151)	0	(22,151)
9. Commercial/Industrial Efficient Lighting	0	(8,454)	0	(131,562)	14,968	115,833	0	(2,021)	(11,236)	0	(11,236)
10. Commercial/Industrial Load Control	0	(21,648)	1,145	(13,939)	0	333,096	12	(8,991)	289,675	0	289,675
11. Business Energy Evaluation	0	(27,859)	(8,337)	13,741	1,082,890	0	0	(10,388)	1,050,047	0	1,050,047
12. C/I Heating, Ventilating & A/C Program	0	(27,969)	0	(116,233)	(24,691)	(342,571)	0	(14,918)	(526,362)	0	(526,362)
13. Efficient Motors Program	0	(2,320)	884	(617)	0	680	0	1	(1,372)	0	(1,372)
14. C/I Off Peak Battery Charging Program	0	(816)	0	935	0	(2,838)	0	(1,614)	(4,333)	0	(4,333)
15. Business Custom Incentive Program	0	(1,630)	0	(7,280)	0	(59,376)	0	(915)	(69,181)	0	(69,181)
16. Demand Load Control Trial Project	0	8,613	200	(159,093)	54,272	299,091	13	(14,468)	188,628	0	188,628
17. Thermal Energy Storage Research Proj.	0	391	0	(48,326)	0	(58)	0	2,185	(45,806)	0	(45,806)
18. Res. New Home Construction Research Proj.	0	(738)	0	(2,498)	0	0	0	(2,168)	(5,404)	0	(5,404)
19. Cool Communities Research Project	0	(68)	0	(62,962)	0	0	0	(63,030)	(63,030)	0	(63,030)
20. Res. Heat Pump Water Heating Research Project	0	(1,091)	0	22,317	0	0	0	(17)	20,509	0	20,509
21. Conservation Research & Development Program	0	(807)	(12,501)	(109,999)	0	0	0	(2,129)	(125,436)	0	(125,436)
22. C/I Dehumidification Research Project	0	(8,806)	0	(116,244)	0	0	0	(8,919)	(209,989)	0	(209,989)
23. Natural Gas End-Use Technology R&D Project	0	371	0	1	0	0	0	0	372	0	372
24. C/I Daylight Dimming Research Project	0	(1,666)	0	(108,508)	0	0	0	(121)	(110,322)	0	(110,322)
25. C/I New Construction Research Project	0	4,665	0	(24,902)	0	0	0	8,612	(11,625)	0	(11,625)
26. Marketing Conservation Research & Dev.	0	16,001	0	(174,999)	0	0	0	4,429	(152,569)	0	(152,569)
27. BulbSmart Program	0	0	0	(262,532)	0	0	0	(3,825)	(266,457)	0	(266,457)
28. Green Pricing Research & Development Project	0	(140,578)	22,906	4,143	(7,395)	0	0	(5,866)	(126,790)	156,237	29,447
29. C/I Solar Desiccant Research Project	0	(7,223)	0	(20,101)	0	0	0	(82,461)	(109,785)	0	(109,785)
30. Common Expenses	0	(5,007)	0	(15,901)	0	0	0	(750)	(21,258)	0	(21,258)
31. Common Expenses	32,092	92,450	21,105	(823,505)	0	0	1,062	(259,277)	(936,073)	0	(936,073)
32. Total All Programs	\$ 274,638	\$ (917,291)	\$ (38,760)	\$ (3,232,497)	\$ 1,039,400	\$ 3,682,034	\$ (145)	\$ (680,838)	\$ 126,541	\$ 156,237	\$ 262,779
33. LESS: Included in Base Rates		(576,780)							(576,780)		(576,780)
34. Recoverable Conservation Expenses	\$ 274,638	\$ (340,511)	\$ (38,760)	\$ (3,232,497)	\$ 1,039,400	\$ 3,682,034	\$ (145)	\$ (680,838)	\$ 71,321	\$ 156,237	\$ 859,559

FLORIDA POWER & LIGHT COMPANY		
CONSERVATION ACCOUNTS		
OCTOBER 1997 THROUGH MARCH 1998		
Program No.	ACCOUNT NO.	PROGRAM TITLE
1	456.300	RESIDENTIAL CONSERVATION SERVICE PROGRAM
1	908.620	RESIDENTIAL CONSERVATION SERVICE PROGRAM
1	909.101	RESIDENTIAL CONSERVATION SERVICE PROGRAM
2	908.600	RESIDENTIAL BUILDING ENVELOPE PROGRAM
2	908.650	RESIDENTIAL BUILDING ENVELOPE PROGRAM
2	908.660	RESIDENTIAL BUILDING ENVELOPE PROGRAM
2	909.103	RESIDENTIAL BUILDING ENVELOPE PROGRAM
2	909.104	RESIDENTIAL BUILDING ENVELOPE PROGRAM
2	909.600	RESIDENTIAL BUILDING ENVELOPE PROGRAM
3	908.840	RESIDENTIAL HEAT RECOVERY WATER HEATING PGM.
3	909.113	RESIDENTIAL HEAT RECOVERY WATER HEATING PGM.
4	440.300	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	582.800	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	586.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	587.200	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	587.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	592.800	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	592.880	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	597.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	598.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	908.500	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	908.540	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	909.106	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
5	908.700	DUCT SYSTEM TESTING & REPAIR PROGRAM
5	908.710	DUCT SYSTEM TESTING & REPAIR PROGRAM
5	909.121	DUCT SYSTEM TESTING & REPAIR PROGRAM
5	909.710	DUCT SYSTEM TESTING & REPAIR PROGRAM
6	908.410	RESIDENTIAL AIR CONDITIONING PROGRAM
6	909.410	RESIDENTIAL AIR CONDITIONING PROGRAM
7	442.190	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	442.290	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	587.250	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	598.140	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	908.580	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	909.580	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
8	560.400	COGENERATION & SMALL POWER PRODUCTION
8	908.350	COGENERATION & SMALL POWER PRODUCTION
9	908.170	COMMERCIAL/INDUSTRIAL EFFICIENT LIGHTING
9	909.170	COMMERCIAL/INDUSTRIAL EFFICIENT LIGHTING
10	442.300	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	442.320	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	587.120	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	598.120	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	908.550	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	909.107	COMMERCIAL/INDUSTRIAL LOAD CONTROL

FLORIDA POWER & LIGHT COMPANY		
CONSERVATION ACCOUNTS		
OCTOBER 1997 THROUGH MARCH 1998		
Program No.	ACCOUNT NO.	PROGRAM TITLE
11	456.150	BUSINESS ENERGY EVALUATION
11	908.400	BUSINESS ENERGY EVALUATION
11	908.430	BUSINESS ENERGY EVALUATION
11	909.430	BUSINESS ENERGY EVALUATION
11	909.450	BUSINESS ENERGY EVALUATION
12	908.150	C/I HEATING, VENTILATING & A/C PROGRAM
12	908.160	C/I HEATING, VENTILATING & A/C PROGRAM
12	908.420	C/I HEATING, VENTILATING & A/C PROGRAM
12	908.440	C/I HEATING, VENTILATING & A/C PROGRAM
12	908.590	C/I HEATING, VENTILATING & A/C PROGRAM
12	909.150	C/I HEATING, VENTILATING & A/C PROGRAM
12	909.160	C/I HEATING, VENTILATING & A/C PROGRAM
12	909.420	C/I HEATING, VENTILATING & A/C PROGRAM
12	909.440	C/I HEATING, VENTILATING & A/C PROGRAM
12	909.590	C/I HEATING, VENTILATING & A/C PROGRAM
13	908.140	EFFICIENT MOTORS PROGRAM
13	909.140	EFFICIENT MOTORS PROGRAM
14	908.180	C/I OFF PEAK BATTERY CHARGING PROGRAM
14	909.180	C/I OFF PEAK BATTERY CHARGING PROGRAM
15	908.190	BUSINESS CUSTOM INCENTIVE PROGRAM
16	908.300	C/I BUILDING ENVELOPE PROGRAM
16	909.310	C/I BUILDING ENVELOPE PROGRAM
17	908.640	DEMAND LOAD CONTROL TRIAL PROJECT
18	908.110	RES. THERMAL ENERGY STORAGE RESEARCH PROJ.
19	908.270	RES. NEW HOME CONSTRUCTION RESEARCH PROJ.
19	909.270	RES. NEW HOME CONSTRUCTION RESEARCH PROJ.
20	908.730	COOL COMMUNITIES RESEARCH PROJECT
21	908.740	RES. HEAT PUMP WATER HEATING RESEARCH PROJECT
22	910.499	CONSERVATION RESEARCH & DEVELOPMENT PROGRAM
23	908.340	C/I DEHUMIDIFICATION RESEARCH PROJECT
24	908.760	NATURAL GAS END-USE TECHNOLOGY R&D. PROJECT
25	908.200	C/I DAYLIGHT DIMMING RESEARCH PROJECT
26	908.720	C/I NEW CONSTRUCTION RESEARCH PROJECT
27	909.130	MARKETING CONSERVATION RESEARCH & DEV
27	910.130	MARKETING CONSERVATION RESEARCH & DEV
28	456.870	BUILDSMART PROGRAM
28	908.770	BUILDSMART PROGRAM
28	909.770	BUILDSMART PROGRAM
29	908.260	GREEN PRICING RESEARCH & DEVELOPMENT PROJECT
30	908.570	C/I SOLAR DESICCANT RESEARCH PROJECT
31	907.100	COMMON EXPENSES
31	908.130	COMMON EXPENSES
31	908.450	COMMON EXPENSES
31	908.460	COMMON EXPENSES
31	909.700	COMMON EXPENSES
31	910.100	COMMON EXPENSES
31	910.120	COMMON EXPENSES
31	910.176	COMMON EXPENSES
31	931.100	COMMON EXPENSES
**	926.211	PENSION & WELFARE BENEFITS

** Pension & Welfare benefits are allocated to the specific program by means of work order allocation; Each work order translates to FERC Account 926.211.

**CONSERVATION PROGRAM COSTS
OCTOBER 1997 THROUGH MARCH 1998 ACTUAL**

Program Title	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	6 MO. TOTAL
1. Residential Conservation Service Program	\$ 984,455	\$ 259,411	\$ 348,623	\$ 234,168	\$ 238,874	\$ 1,290,068	\$ 3,355,600
2. Residential Building Envelope Program	534,056	370,721	399,540	248,638	418,200	566,633	2,537,847
3. Residential Heat Recovery Water Heating Pgm.	11,889	13,127	11,907	6,850	4,068	1,560	49,400
4. Residential Load Management ("On Call")	6,059,198	4,863,184	4,446,231	4,357,151	4,425,902	4,487,593	28,639,259
5. Duct System Testing & Repair Program	888,145	896,403	1,018,716	595,502	669,127	806,934	4,874,826
6. Residential Air Conditioning Program	2,330,355	2,226,498	948,140	2,059,535	1,723,232	2,581,006	11,868,765
7. GS Load Management ("Business On Call")	254,043	233,841	192,428	195,968	193,727	181,157	1,251,164
8. Cogeneration & Small Power Production	183,173	140,483	232,174	35,652	52,775	317,337	961,593
9. Commercial/Industrial Efficient Lighting	405,320	167,806	248,130	186,489	136,126	428,862	1,572,733
10. Commercial/Industrial Load Control	2,517,983	2,316,146	2,209,245	2,089,845	2,071,189	2,118,466	13,322,673
11. Business Energy Evaluation	219,171	203,439	158,103	993,285	204,020	149,611	1,927,629
12. C/I Heating, Ventilating & A/C Program	289,492	235,730	473,710	259,937	167,072	311,613	1,737,554
13. Efficient Motors Program	1,154	1,126	1,980	333	59	3	4,655
14. C/I Off Peak Battery Charging Program	1,704	1,690	9,154	1,083	(7)	2,232	15,856
15. Business Custom Incentive Program	2,742	2,848	4,270	2,060	1,434	3,215	16,568
16. C/I Building Envelope Program	200,901	148,373	428,454	98,692	68,372	573,462	1,518,255
17. Demand Load Control Trial Project	6,469	11,171	4,854	4,003		17,181	44,578
18. Res. Thermal Energy Storage Research Proj.							0
19. Res. New Home Construction Research Project	3,277	89,437	(63,030)				29,684
20. Cool Communities Research Project			96,066				96,066
21. Res. Heat Pump Water Heating Research Project	470	364	139	133	134	495	1,735
22. Conservation Research & Development Program	2,413	(1,877)	1,599	1,170	2,812	883	7,001
23. C/I Dehumidification Research Project	243	430	234	128	9	-	1,045
24. Natural Gas End-Use Technology R&D Project	13,794	4,375	4,741	4,160	4,763	4,135	35,968
25. C/I Daylight Dimming Research Project	1,104	26,605	1,457	886	33,728	2,745	68,524
26. C/I New Construction Research Project	5,763	(1,676)	7,262	5,891	4,464	8,335	30,239
27. Marketing Conservation Research & Dev.							0
28. BuildSmart Program	44,025	29,445	82,119	32,081	79,711	57,311	324,691
29. Green Pricing Research & Development Project	3,869	11,210	5,527	1,086	1,116	2,187	24,998
30. C/I Solar Desiccant Research Project			153	319	331	439	1,242
31. Common Expenses	889,513	834,560	861,027	747,766	779,130	1,427,266	5,539,282
32. Total All Programs	\$ 15,854,720	\$ 13,084,870	\$ 12,132,952	\$ 12,163,711	\$ 11,280,429	\$ 15,340,948	\$ 79,857,630
33. LESS: Included in Base Rates	139,585	93,248	94,314	91,596	90,227	84,934	593,905
33. Recoverable Conservation Expenses	\$ 15,715,135	\$ 12,991,622	\$ 12,038,637	\$ 12,072,115	\$ 11,190,203	\$ 15,256,014	\$ 79,263,725

Totals may not add due to rounding

FLORIDA POWER & LIGHT COMPANY
 CONSERVATION TRUE-UP & INTEREST CALCULATION
 OCTOBER 1997 THROUGH MARCH 1998

	OCTOBER	NOVEMBER	DECEMBER	ACTUALS JANUARY	FEBRUARY	MARCH	TOTAL
B. CONSERVATION PROGRAM REVENUES							
1. a. RESIDENTIAL LOAD CONTROL CREDIT	\$0	\$0	\$0	\$0	\$0	\$0	\$0
b. C/I - PENALTIES							0
c. BUSINESS ENERGY EXPO							0
2. CONSERVATION CLAUSE REVENUES (NET OF REVENUE TAXES)	17,787,808	14,939,498	14,225,220	15,243,629	13,627,295	13,702,348	89,525,799
3. TOTAL REVENUES	17,787,808	14,939,498	14,225,220	15,243,629	13,627,295	13,702,348	89,525,799
4. ADJUSTMENT NOT APPLICABLE TO PERIOD - PRIOR TRUE-UP	(1,421,871)	(1,421,871)	(1,421,871)	(1,421,871)	(1,421,871)	(1,421,871)	(8,531,223)
5. CONSERVATION REVENUES APPLICABLE TO PERIOD (Line B3 + B4)	16,365,938	13,517,628	12,803,350	13,821,759	12,205,425	12,280,478	80,994,576
6. CONSERVATION EXPENSES (From CT-3, Page 1, Line 33)	15,715,135	12,991,622	12,038,637	12,072,115	11,190,203	15,256,014	79,263,724
7. TRUE-UP THIS PERIOD (Line B5 - Line B6)	650,603	526,006	764,713	1,749,644	1,015,222	(2,175,536)	1,730,852
8. INTEREST PROVISION FOR THE MONTH (From CT-3, Page 3, Line C10)	(48,106)	(39,310)	(30,497)	(17,813)	(4,659)	(2,662)	(143,047)
9. TRUE-UP & INTEREST PROVISION BEGINNING OF MONTH	(8,531,223)	(6,506,656)	(4,598,090)	(2,442,004)	711,697	2,144,130	(8,531,223)
a. DEFERRED TRUE-UP BEGINNING OF PERIOD	(2,943,931)	(2,943,931)	(2,943,931)	(2,943,931)	(2,943,931)	(2,943,931)	(2,943,931)
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	1,421,871	1,421,871	1,421,871	1,421,871	1,421,871	1,421,871	8,531,220
11. END OF PERIOD TRUE-UP - OVER/(UNDER) RECOVERY (Line B7+B8+B9+B9a+B10)	(\$9,450,587)	(\$7,542,021)	(\$5,385,935)	(\$2,232,234)	\$200,189	(\$1,356,129)	(\$1,356,129)

NOTES: () Reflects Underrecovery

FLORIDA POWER & LIGHT COMPANY
 CONSERVATION TRUE-UP & INTEREST CALCULATION
 OCTOBER 1997 THROUGH MARCH 1998

	OCTOBER	NOVEMBER	DECEMBER	ACTUALS JANUARY	FEBRUARY	MARCH	TOTAL
C. INTEREST PROVISION							
1. BEGINNING TRUE-UP AMOUNT (Line B9+B9a)	(\$11,475,154)	(\$9,450,587)	(\$7,542,021)	(\$5,385,935)	(\$2,232,234)	\$200,199	(\$35,885,732)
2. ENDING TRUE-UP AMOUNT BEFORE INTEREST (Line B7+B9+B9a+B10)	(9,402,481)	(7,502,711)	(5,355,438)	(2,214,421)	204,858	(1,353,467)	(25,623,680)
3. TOTAL OF BEGINNING & ENDING TRUE-UP (Line C1+C2)	(\$20,877,635)	(\$16,953,298)	(\$12,897,459)	(\$7,600,356)	(\$2,027,376)	(\$1,153,268)	(\$61,509,392)
4. AVERAGE TRUE-UP AMOUNT (50% of Line C3)	(\$10,438,818)	(\$8,476,649)	(\$6,448,730)	(\$3,800,178)	(\$1,013,688)	(\$576,634)	(\$30,754,696)
5. INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	5.53000%	5.53000%	5.60000%	5.75000%	5.50000%	5.53000%	N/A
6. INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	5.53000%	5.60000%	5.75000%	5.50000%	5.53000%	5.55000%	N/A
7. TOTAL (Line C5+C6)	11.06000%	11.13000%	11.35000%	11.25000%	11.03000%	11.08000%	N/A
8. AVERAGE INTEREST RATE (50% of Line C7)	5.53000%	5.56500%	5.67500%	5.62500%	5.51500%	5.54000%	N/A
9. MONTHLY AVERAGE INTEREST RATE (Line C8 / 12)	0.46083%	0.46375%	0.47292%	0.46875%	0.45958%	0.46167%	N/A
10. INTEREST PROVISION FOR THE MONTH (Line C4 x C9)	(\$48,106)	(\$39,310)	(\$30,497)	(\$17,813)	(\$4,659)	(\$2,662)	(\$143,047)

NOTES: () Reflects Underrecovery
 N/A = Not Applicable

FLORIDA POWER & LIGHT COMPANY
 Schedule of Capital Investments, Depreciation and Return
 Residential Load Management ("On Call")
 For the Period October 1997 through March 1998

Line No.	Description	Beginning of Period	October	November	December	January	February	March	Total
1.	Investments (Net of Refinements)		\$1,622,356	\$297,667	(\$559,370)	\$973,438	\$793,898	\$811,918	\$3,919,906
2.	Depreciation Base		99,919,305	100,216,972	99,657,602	100,611,040	101,404,937	102,216,855	n/a
3.	Depreciation Expense (a)		1,655,644	1,561,374	1,568,363	1,678,045	1,691,284	1,704,917	9,859,627
4.	Cumulative Investment (Line 2)	\$98,296,949	99,919,305	100,216,972	99,657,602	100,611,040	101,404,937	102,216,855	n/a
5.	Less: Accumulated Depreciation	53,004,210	54,660,731	56,221,228	56,979,083	58,595,978	60,287,262	61,953,303	n/a
6.	Net Investment (Line 4 - 5)	<u>\$45,292,739</u>	<u>\$45,258,574</u>	<u>\$43,995,744</u>	<u>\$42,748,719</u>	<u>\$42,015,062</u>	<u>\$41,117,675</u>	<u>\$40,263,551</u>	
7.	Average Net Investment		45,275,656	44,627,159	43,372,232	42,391,891	41,518,368	40,690,613	n/a
8.	Return on Average Net Investment								
a.	Equity Component (Line 7 * 4.9255%/12) (b)		185,836	183,176	178,025	173,960	170,613	167,018	
b.	Equity Comp. grossed up for taxes		302,544	298,211	289,825	283,207	277,758	271,906	1,723,450
c.	Debt Component (Line 7 * 4.3542%/12)		164,660	162,302	157,738	154,136	151,170	147,965	937,990
9.	Total Return Requirements (Line 8b + 8c)		467,204	460,512	447,562	437,343	428,928	419,871	2,661,440
10.	Total Depreciation & Return (Line 3 + 9)		\$2,122,848	\$2,021,886	2,015,925	\$2,115,388	\$2,120,212	\$2,124,807	\$12,521,067

(a) Depreciation expense is based on the "Grade-to-Grave" method of accounting

(b) Return on Equity (ROE) is 12.0%, per FPSC Order No. PSC-93-1024-FOF-EL, Docket No. 900612-EL.

ALLOCATION OF DEPRECIATION AND RETURN ON INVESTMENT BETWEEN PROGRAMS	
Residential On Call Program 4 (92%)	
Depreciation	1,523,193
Return	1,436,464
Total	2,959,657
Business on Call Program 7 (8%)	
Depreciation	132,452
Return	37,376
Total	169,828
Total	3,129,485

FLORIDA POWER & LIGHT COMPANY
 Schedule of Capital Investment, Depreciation and Return
 ECCR Common
 For the Period October 1997 through March 1998

Line No.	Description	Beginning of Period	October	November	December	January	February	March	Total	Line No.
1.	Investment (Net of Retirements)		\$0	\$0	\$0	\$1,025,283	\$6,655	\$16,413	\$1,048,351	1.
2.	Depreciation Base		<u>7,766,332</u>	<u>7,766,332</u>	<u>7,766,332</u>	<u>8,791,615</u>	<u>8,798,270</u>	<u>8,814,683</u>	n/a	2.
3.	Depreciation Expense (a)		<u>129,439</u>	<u>129,439</u>	<u>129,439</u>	<u>137,983</u>	<u>138,094</u>	<u>138,449</u>	<u>602,842</u>	3.
4.	Cumulative Investment (Line 2)	\$7,766,332	7,766,332	7,766,332	7,766,332	8,791,615	8,798,270	8,814,683	n/a	4.
5.	Less: Accumulated Depreciation	2,347,894	2,477,333	2,606,772	2,736,211	2,874,194	3,012,288	3,150,736	n/a	5.
6.	Net Investment (Line 4 - 5)	<u>\$5,418,438</u>	<u>\$5,288,999</u>	<u>\$5,159,560</u>	<u>\$5,030,121</u>	<u>\$5,917,421</u>	<u>\$5,785,983</u>	<u>\$5,663,947</u>		6.
7.	Average Net Investment		\$5,353,719	\$5,224,280	\$5,094,841	\$5,473,771	\$5,851,702	\$5,724,965	n/a	7.
8.	Return on Average Net Investment									8.
a.	Equity Component (Line 7 * 4.9255% /12) (b)		<u>21,975</u>	<u>21,443</u>	<u>20,912</u>	<u>22,468</u>	<u>24,019</u>	<u>23,499</u>	<u>134,315</u>	8a.
b.	Equity Comp. grossed up for taxes (Line 8a/.61425)		35,775	34,910	34,045	36,577	39,103	38,256	218,666	8b.
c.	Debt Component (Line 7 * 4.3642% /12)		19,471	19,000	18,529	19,907	21,282	20,821	119,009	8c.
9.	Total Return Requirements (Line 8b + 8c)		<u>55,246</u>	<u>53,910</u>	<u>52,574</u>	<u>56,484</u>	<u>60,384</u>	<u>59,076</u>	<u>337,675</u>	9.
10.	Total Depreciation & Return (Line 3 + 9)		<u>\$184,684</u>	<u>\$183,349</u>	<u>\$182,013</u>	<u>\$194,467</u>	<u>\$198,478</u>	<u>\$197,525</u>	<u>\$1,140,517</u>	10.

(a) Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) Return on Equity (ROE) is 12.0%, per FPSC Order No. PSC-93-1024-FOF-EI, Docket No. 930612-EI.

FLORIDA POWER & LIGHT COMPANY
Schedule of Capital Investment, Depreciation and Return
Monitoring Equipment
For the Period October 1997 through March 1998

Line No.	Description	Beginning of Period	October	November	December	January	February	March	Total	Line No.
1.	Investment (Net of Retirements)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	1.
2.	Depreciation Base		2,559,132	2,559,132	2,559,132	2,559,132	2,559,132	2,559,132	n/a	2.
3.	Depreciation Expense (a)		42,652	42,652	42,652	42,652	42,652	42,652	255,913	3.
4.	Cumulative Investment (Line 2)	\$2,559,132	2,559,132	2,559,132	2,559,132	2,559,132	2,559,132	2,559,132	n/a	4.
5.	Less: Accumulated Depreciation (c)	1,767,339	1,809,991	1,852,643	1,895,296	1,937,948	1,980,600	2,023,252	n/a	5.
6.	Net Investment (Line 4 - 5)	\$791,793	\$749,140	\$706,488	\$663,836	\$621,184	\$578,532	\$535,879		6.
7.	Average Net Investment		\$770,466	\$727,814	\$685,162	\$642,510	\$599,858	\$557,206	n/a	7.
8.	Return on Average Net Investment									8.
a.	Equity Component (Line 7 * 4.9255% /12) (b)		3,162	2,987	2,812	2,637	2,462	2,287	16,349	8a.
b.	Equity Comp. grossed up for taxes (Line 8a/.61425)		5,148	4,863	4,578	4,293	4,008	3,723	26,616	8b.
c.	Debt Component (Line 7 * 4.3642% /12)		2,802	2,647	2,492	2,337	2,182	2,026	14,486	8c.
9.	Total Return Requirements (Line 8b + 8c)		7,951	7,510	7,070	6,630	6,190	5,750	41,101	9.
10.	Total Depreciation & Return (Line 3 + 9)		\$50,603	\$50,163	\$49,722	\$49,282	\$48,842	\$48,402	\$297,014	10.

(a) Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) Return on Equity (ROE) is 12.0%, per FPSC Order No. PSC-93-1024-FOF-EI, Docket No. 930612-EI.

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-5
Page 1 of 1

Reconciliation and Explanation of
Differences between Filing and FPSC Audit
Reports for Months: October 1997 through March 1998

The audit has not been completed as of the date of this filing.

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-6
Page 1 of 33

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Residential Conservation Service

Program Description: An energy audit program designed to assist residential customers in making their homes more energy efficient through the installation of conservation measures and the implementation of conservation practices.

Program Accomplishments for October 1997 through March 1998: During this period 19,191 energy audits were completed. The estimate for this period was 27,167 energy audits.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$3,355,600 or \$760,194 less than projected due to fewer audits performed than anticipated.

Program Progress Summary: Program inception to date, 1,430,599 energy audits have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Residential Building Envelope Program

Program Description: A program designed to encourage qualified customers to install energy-efficient building envelope measures that cost-effectively reduce FPL's coincident peak air conditioning load and customer energy consumption.

Program Accomplishments for October 1997 through March 1998: During this period 20,747 installations were completed. The estimate for this period was 13,883 installations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$2,537,847 or \$515,481 more than projected due to more installations than anticipated.

Program Progress Summary: Program inception to date, 588,443 installations have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Residential Heat Recovery Water Heating Program

Program Description: A program designed to promote the replacement electric water heating equipment with heat recovery units.

Program Accomplishments for October 1997 through March 1998: During this period 228 installations were completed. The estimate for this period was 132 installations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$49,400 or \$1,961 less than projected.

Program Progress Summary: Program inception to date, 34,600 installations have been completed. On October 27, 1997, the Commission granted the termination of FPL's Residential Heat Recovery Water Heating Program. (PSC-97-1351-FOF-EG.)

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Residential Load Management Program ("On Call")

Program Description: A program designed to offer voluntary load control to residential customers.

Program Accomplishments for October 1997 through March 1998: Installation of equipment at eight additional substations and 17,611 installations were completed during this period. The estimate for the period was 18,995 installations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$28,639,259 or \$625,552 less than projected. This program is deemed on target with a slight variance (2%).

Program Progress Summary: Program inception to date, installation of equipment at 327 substations has been completed, and there are 538,660 active installations in customers' homes.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Duct System Testing and Repair Program

Program Description: A program designed to identify air conditioning duct system leaks and have the leaks repaired by qualified contractors.

Program Accomplishments for October 1997 through March 1998: During this period 23,381 installations were completed. The estimate for this period was 17,589 installations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$4,874,826 or \$203,607 more than projected due to more installations than anticipated.

Program Progress Summary: Program inception to date, 224,759 installations have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Residential Air Conditioning Program

Program Description: A program designed to provide financial incentives for residential customers to purchase a more efficient unit when replacing an existing air conditioning system.

Program Accomplishments for October 1997 through March 1998: During this period 35,179 installations were completed. The estimate for this period was 27,758 installations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$11,868,765 or \$2,098,003 more than projected due to more installations than anticipated.

Program Progress Summary: Program inception to date, 360,814 installations have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: General Service Load Management Program ("Business On Call")

Program Description: This program is designed to offer voluntary load control of central air conditioning to customers in the GS-1 rate class.

Program Accomplishments for October 1997 through March 1998: During this period total reduction was 1.2 MW. The estimate for this period was 2.73 MW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,251,164 or \$32,873 less than projected. This program is deemed on target with a slight variance (3%).

Program Progress Summary: Program inception to date, total reduction is 8.9 MW and 7,434 installations.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Cogeneration and Small Power Production

Program Description: A program intended to facilitate the installation of cogeneration and small power production facilities.

Program Accomplishments for October 1997 through March 1998: FPL received 876 MW of capacity at time of system peak and 2,896 GWh of purchase power from ten cogenerators and five small power producers. The estimate for the period was expected to include 1,010 MW of capacity at time of system peak and 3,654.7 GWh of purchase power.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$961,593 or \$22,151 less than projected. This program is deemed on target with a slight variance (2%).

Program Progress Summary: Total MW under contract (facility size) is 885.6 MW of which 885.6 MW is committed capacity.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Efficient Lighting

Program Description: A program designed to encourage the installation of energy efficient lighting measures in commercial/industrial facilities.

Program Accomplishments for October 1997 through March 1998: During this period total reduction was 7,174.79 kW. The estimate for this period was 4,012.60 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,572,733 or \$11,236 less than projected. This program is deemed on target with a slight variance (1%).

Program Progress Summary: Program to date, total reduction is 181,209.79 kW.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Load Control

Program Description: A program designed to offer voluntary load control to commercial/industrial customers with a controllable load of 200 kW or more.

Program accomplishments for October 1997 through March 1998: During this period the demand reduction capability from program participants increased from 425 MW to 428.4 MW at the generator. The target reduction for the period was 427 MW at the generator.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$13,322,873 or \$289,675 more than projected. This program is deemed on target with a slight variance (2%).

Program Progress Summary: Program to date, participation in this program totals 428.4 MW at the generator. As requested in Docket No. 881106-EI, Order No. PSC-92-0687-FOF-EI, Page 11 of 33 lists the customers that transferred from CILC rate to a firm rate during this period.

Customers that transferred from C/I Load Control Rate to a Firm Rate

During the Period: October 1997 through March 1998

<u>Customer Name</u>	<u>Effective Date</u>	<u>Firm Rate</u>	<u>Remarks</u>
Customer No. 1	12/13/97	GSD-1	Reduction in customers' operation has led to "controllable load" to be under 200 kW. Customer no longer qualifies for CILC rate.
Customer No. 2	12/06/97	GSLDT-3	Reduction in customers' operation has led to "controllable load" to be under 200 kW. Customer no longer qualifies for CILC rate.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Business Energy Evaluation

Program Description: This program is designed to provide a free evaluation of commercial and industrial customers' existing and proposed facilities and encourage energy efficiency by identifying DSM opportunities and providing recommendations to the customer.

Program Accomplishments for October 1997 through March 1998: During this period 2,197 energy evaluations were completed. The estimate for this period was 2,459 energy evaluations.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,927,629 or \$1,050,047 more than projected due to underestimating advertising expenses in the projection.

Program Progress Summary: Program inception to date, 39,957 energy evaluations have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Heating, Ventilating and Air Conditioning Program

Program Description: A program designed to reduce the current and future growth of coincident peak demand and energy consumption of commercial and industrial customers by increasing the use of high efficiency, ventilating and air conditioning (HVAC) systems.

Program accomplishments for October 1997 through March 1998: During this period total demand reduction was 5,251.43 kW. The estimate for this period was 9,181.71 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,737,554 or \$526,382 less than projected due to fewer installations than anticipated.

Program Progress Summary: Program inception to date, total reduction is 109,581.43 kW.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Efficient Motors Program

Program Description: A program designed to encourage qualified customers to select a high efficiency motor over a standard efficiency motor at replacement or new installation.

Program Accomplishments for October 1997 through March 1998: During this period total demand reduction was .28 kW. The estimate for this period was .28 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$4,655 or \$1,372 less than projected.

Program Progress Summary: Program inception to date, total reduction is 372.28 kW. On October 27, 1997, the Commission granted the termination of FPL's Efficient Motors Program. (PSC-97-1350-FOF-EG.)

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Off Peak Battery Charging Program

Program Description: The objective of this program is to reduce the current coincident peak demand and the future growth of coincident peak demand by shifting the coincident kW load due to battery charging.

Program accomplishments for October 1997 through March 1998: During this period program total reduction was 99 kW. The estimate for the period was 40.67 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$15,856 or \$4,333 less than projected due to the average cost per kW being lower than anticipated.

Program Progress Summary: Program inception to date, total reduction is 2,723 kW.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Business Custom Incentive

Program Description: A program designed to assist FPL's commercial and industrial customers achieve electric demand and savings cost-effective to all FPL customers. FPL will provide incentives to qualifying commercial and industrial customers who purchase, install and successfully operate cost-effective energy efficiency measures not covered by other FPL programs, that reduce electric demand or shift electric demand from summer peak.

Program accomplishments for October 1997 through March 1998: During this period program accomplishments included screening of three projects.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$16,568 or \$69,181 less than projected due to no projects being finalized during this period.

Program Progress Summary: Program inception to date, 56 projects have been reviewed for eligibility and cost-effectiveness.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Building Envelope Program

Program Description: A program designed to encourage eligible commercial and industrial customers to increase the efficiency of the qualifying portion of their building's envelope, which will reduce HVAC energy consumption and demand.

Program accomplishments for October 1997 through March 1998: During this period total reduction was 3,018.71 kW. The estimate for the period was 3,372.04 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,518,255 or \$188,628 more than projected due to the average incentive amount being higher than anticipated due to the mix of measures actually installed different from the anticipated mix.

Program Progress Summary: Program inception to date, total reduction is 9,840.71 kW .

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Demand Load Control Trial Project

Project Description: This is a pilot project designed to offer voluntary load control to Dade and Broward GSD and GSLD rate customers that have air conditioning and/or other controllable equipment that can be equipped with FPL control equipment. The maximum customer participation for this project is 120 commercial and industrial rate customers.

Project Accomplishments for October 1997 through March 1998: During this period project accomplishments included completion of final report draft by the consultants.

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$44,578 or \$45,808 less than projected due to delay in final billing by the consultant.

Project Progress Summary: Field monitoring complete. Equipment removed from customer sites. Follow-up surveys complete.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Residential Thermal Energy Storage Research Project

Project Description: A research project to determine feasibility of a program to offer incentives to residential customers to cool their homes with thermal energy storage.

Project Accomplishments for October 1997 through March 1998: During this period accomplishments included reviewing technical papers/journals for any progress in this technology.

Project Fiscal Expenditures for October 1997 through March 1998: There were no expenditures incurred during this period resulting in a variance of \$5,404 less than anticipated.

Project Progress Summary: No significant development of the technology has occurred during the current year.

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-6
Page 20 of 33

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Residential New Home Construction Research Project

Project Description: The objective of this project is to investigate, quantify and determine the cost-effectiveness of the conservation opportunities available in the residential, detached, single-family home construction market.

Project accomplishments for October 1997 through March 1998: During this period accomplishments included filing the petition and receiving approval for the permanent program. (See Page 30 of 33)

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$29,684.

Project Progress Summary: As a result of this research project, FPL filed and has received approval for the permanent program, which terminates this research project. (See Page 30 of 33)

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Cool Communities Research Project

Project Description: A research project designed to evaluate emerging conservation technologies to determine which are worthy of pursuing for program development and approval.

Project accomplishments for October 1997 through March 1998: During this period program accomplishments included Phase I and Phase II reports delivered which document data collection and analysis methodologies.

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$96,066 or \$20,509 more than projected due to timing of invoice payments.

Project Progress Summary: This project is about two-thirds complete. The expected date for final analyses and the final report is approximately September 1998.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Residential Heat Pump Water Heating Research Project (HPWH)

Project Description: This research project is intended to evaluate improvements to HPWH technology and equipment, its application, installation costs, customer acceptance as well as demand and energy savings.

Project accomplishments for October 1997 through March 1998: During this period accomplishments included completion of testing and review of draft report.

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,735 or \$125,436 less than projected due to delays in the project.

Project Progress Summary: Testing completed and final report expected in July 1998.

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-6
Page 23 of 33

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Conservation Research & Development Program

Program Description: A program designed to evaluate emerging conservation technologies to determine which are worthy of pursuing for program development and approval.

Program Accomplishments for October 1997 through March 1998: This period included the continuation of Technology Assessment of products/concepts for potential DSM opportunities. (See supplement for description).

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$7,001 or \$209,989 less than projected due to timing of invoice payments.

Program Progress Summary: Program development is proceeding and selected products/concepts have been assessed. The attached listing details FPL's activities during this period.

**Supplement to Schedule CT-6
 Conservation Research & Development (CRD) Activities**

<u>Technology Assessment</u>	<u>Description</u>	<u>Status</u>
Cooling Tower Enhancements	Phase II: Conduct field tests based on results from Phase I.	Testing continues.
Desiccant Enhanced Air Conditioning	Conduct field testing and meet with air conditioning manufacturers to commercialize.	Testing continues.
HVAC Enhancements	Evaluate the demand and energy impact of new HVAC technologies.	Contracted with FSEC to determine impacts of uncontrolled air flow in small commercial buildings.
Building Envelope Technologies	Further investigation into reflective roof coating for demand and energy impacts.	Final report received in October 1997 from the FSEC. Monitoring will continue through summer 1998 for full year post-data.
Appliance Technologies	Evaluate appliance technologies such as front-load washing machines, refrigerators, ceiling fans and microwave clothes dryers for demand and energy impacts.	Project implementation has been delayed.
UV-Filtration	Evaluate the potential demand and energy impacts for reducing make up air for commercial buildings by utilizing UV Filtration.	Slight delay in this project, final report should be completed by fourth quarter 1998.
Energy Management Technologies	Evaluate the potential demand and energy impacts of energy management systems in varying degrees of sophistication from manual controls to integrated home energy management systems.	Testing of various systems has begun.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: C/I Dehumidification Research Project

Project Description: The purpose of this project is to research the potential reduction impact of ASHRAE Standard 62-1989 on FPL's HVAC demand and energy consumption and identify dehumidification technologies that may be employed cost-effectively in different commercial and industrial building types.

Project accomplishments for October 1997 through March 1998: During this period the project was completed and final report was filed.

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,045 or \$372 more than projected.

Project Progress Summary: This research project is complete and final report has been filed.

Docket No. 980002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-6
Page 26 of 33

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Natural Gas End-Use Technology Research & Development Program

Project Description: A research and development project designed to determine Florida-specific operating characteristics of five natural gas end-use technologies; gas heat pump, gas engine-driven chillers, gas engine-driven DX air conditioning, gas water heating, and gas desiccant-cooling.

Project accomplishments for October 1997 through March 1998: During this period accomplishments included completion of field monitoring for gas heat pump and gas water heating.

Project Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$35,968 or \$110,322 less than projected due to change in contract not to purchase gas system.

Project Progress Summary: Monitoring is complete for water heating and gas heat pump and continues for gas chiller. Gas engine-driven DX air conditioning was canceled per Order No. PSC-97-0607-FOF-EG. The gas desiccant cooling project is expected to be completed the fourth quarter of 1998.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Daylight Dimming Research Project

Program Description: A research and development project designed to assess the viability and feasibility of daylight dimming technology; compare the demand and energy reductions and cost differentials of daylight dimming systems to conventional lighting systems; discover and overcome potential barriers for the technology; quantify the cost effectiveness of the technology; test acceptance of the technology with architectural and engineering consultants; qualitatively assess customer acceptance of the technology; and conduct market research to determine target markets and expected penetrations.

Program Accomplishments for the period October 1997 through March 1998: During this period project accomplishments included completion of equipment installed at the south site. Monitoring of lighting systems with dimming capabilities disabled is on-going.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$66,524 or \$11,625 less than projected due to reduction in installation costs.

Program Progress Summary: Data collection with dimming capabilities disabled will continue until summer when the dimming capabilities will be activated.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I New Construction Research Project

Program Description: The objective of this project is to identify cost-effective conservation opportunities in the commercial/industrial new construction market which would provide efficiencies beyond that required by the Florida Energy Efficiency Code.

Program Accomplishments for the period October 1997 through March 1998: During this period project accomplishments included Phase I expanded to include baseline development tasks which is critically important to determining future program development.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$30,239 or \$152,569 less than projected due to the changes in Phase I baseline development.

Program Progress Summary: Vendor conducting new construction program literature search and building baseline analysis. Phase I completion date is third quarter 1998.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Marketing Conservation Research & Development Program

Program Description: The objective of this program is to allow FPL, through an umbrella effort not requiring costly and time consuming research projects, to test alternative market strategies and communications efforts on existing DSM Program.

Program Accomplishments for the period October 1997 through March 1998: During this period project accomplishments focused on efforts on the redesign and implementation of majority of FPL's existing DSM programs. The redesigned DSM programs were effective on March 1 1998. FPL has started to design a research plan to determine how to improve the effectiveness of its residential load control program. It is anticipated that once this research is completed, FPL will be submitting a load control related MCRD project based on its results.

Program Fiscal Expenditures for October 1997 through March 1998: : There were no program expenditures incurred resulting in a variance of \$266,457 less than anticipated due to delays in starting new research projects.

Program Progress Summary: Since this program was approved, FPL has focused its efforts on redesigning the majority of its existing DSM programs. FPL postponed the development of specific MCRD projects until its DSM program modification petitions were finalized and implemented. This occurred on March 1, 1998.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: BuildSmart Program

Program Description: The objective of this program is to encourage the design and construction of energy-efficient homes that cost effectively reduce FPL's coincident peak load and customer energy consumption.

Program Accomplishments for the period October 1997 through March 1998: During this period program accomplishments included 90 homes for a total reduction of 83.15 kW. The estimate for this period was 389 kW.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$324,691 or \$29,447 more than projected due to less program revenues received than anticipated due to program implementation during this period.

Program Progress Summary: Program inception to date, total reduction is 83.15 kW and 90 homes.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Green Pricing Research & Development Project

Program Description: The objective of this project is to test FPL customer response to a Green Pricing initiative. FPL will solicit contributions from customers to be used to purchase, install, maintain and operate photovoltaic (PV) modules on FPL's system.

Program Accomplishments for the period October 1997 through March 1998: During this period program accomplishments included marketing research and the development of the necessary infrastructure for the implementation of an expanded marketing plan.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$24,998 or \$109,785 less than projected due to timing of billing for marketing material development and implementation schedule adjustments.

Program Progress Summary: Development of infrastructure for launch of education and solicitation phase of project.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Solar Desiccant Research Project

Program Description: The objective of this project is to research the potential demand and energy savings associated with, and the cost-effectiveness of, a hybrid solar desiccant dehumidification system combined with a traditional cooling system.

Program Accomplishments for the period October 1997 through March 1998: During this period program accomplishments included awarding the research contract to University of Florida.

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$1,242 or \$21,258 less than projected due to the timing of selecting a contractor and the start-up of research.

Program Progress Summary: The contractor has initiated work.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Common Expenses

Program Description: Expenses common to all programs.

Program Accomplishments: N/A

Program Fiscal Expenditures for October 1997 through March 1998: Total expenditures were \$5,539,282 or \$936,073 less than projected primarily due to overestimating outside services expenses.

Program Progress Summary: N/A

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?



the Business Energy Evaluation
and call 1-800-FPL-5566 for a
Florida Power & Light can do for
energy bill. Learn what
by multiplying the original monthly
compact fluorescent lamps. And
independent 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

RATE ANALYSIS

1 ICOM BILL COMPARISON (09/19/97) 12:16
 2 ST LUCIE CO BPT BH 12/1/97
 3
 4

5 MAXIMUM DEMAND
 6 PRESENT FIRM KWD

(G) last revision: 6/25/1997

This Rate Analysis is based on
 Past Rates of: 4-1997, 4-1995, AND 10-1996

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	TOT KWH	ON PK KWH	ACTUAL KWH	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PROPOSED RATE
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
	DATE	DAYS	FRAN					
7	8/23/96	30	1650					
8	7/25/96	29	1650					
9	6/25/96	32	1650					
10	5/24/96	29	1650					
11	4/25/96	29	1650					
12	3/27/96	29	1650					
13	2/27/96	29	1650					
14	1/29/96	32	1650					
15	12/28/95	31	1650					
16	11/27/95	33	1650					
17	10/25/95	29	1650					
18	9/26/95	32	1650					

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

Facility Rental Charge is included!

CONFIDENTIAL

BOOM BILL COMPARISON 09/19/97 12:24:13
 ST LUCIE CO BPI PH 12/14/97
 1
 2
 3
 4

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

5 MAXIMUM DEMAND
 6 PRESENT FIRM KWD

	(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
								(72) 030-1
								(72) 030-1
7	6/25/97	31	1650					
8	7/25/97	30	1650					
9	8/25/97	32	1650					
10	9/27/97	29	1650					
11	10/25/97	29	1650					
12	11/27/97	29	1650					
13	12/26/97	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
 \$0.08 / KWH
 YRLY \$ SAVINGS: \$0.00
 YRLY % SAVINGS: 0%
 Facility Rental Charge is included!

13691 → 13.57c

CONFIDENTIAL

1 BCOM BILL COMPARISON 09/19/97 11:18:24
 2 ST LUCIE CO BPL PH () C
 3

4 5

MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

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

(G) Last revision: 6/25/1997

DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	(F)	(G) PRESENT RATE (¢) OSLO-1	PROPOSED RATE (¢) OSLO-1
6/22/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/24/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
8/24/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/23/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/24/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/28/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/26/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/28/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/27/95	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/24/95	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/24/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/25/95	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

18

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

Facility Rental Charge is Included!

BCOM BILL COMPARISON 09/19/97 12:16:35

01/11/99

ST LUCIE CO BPI PH () C

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

4	MAXIMUM DEMAND	
5	PRESENT FIRM KWD	

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 (#2) OSLD-1	PROPOSED RATE (#2) OSLD-1
6	8/22/97	29	1650									
7	7/24/97	30	1650									
8	6/24/97	32	1650									
9	5/23/97	29	1650									
10	4/24/97	29	1650									
11	3/26/97	29	1650									
12	2/25/97	32	1650									
13	1/24/97	32	1650									
14	12/23/96	32	1650									
15	11/21/96	30	1650									
16	10/22/96	29	1650									
17	9/23/96	32	1650									

18	\$0.064 / KWH	\$0.064 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

Facility Rental Charge is included!

14231

59

CONFIDENTIAL

BCOM BILL COMPARISON 09/19/97 12:04:55

01/10/75

ST LUCIE CO BPI PH () C

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

4	MAXIMUM DEMAND	
5	PRESENT FIRM KWD	

(G) 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 (72) OSD-1	PROPOSED RATE (72) OSD-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!

CONFIDENTIAL

BOOM BILL COMPARISON 09/19/97 12:05:26
 01/10/97
 ST LUCIE CO BPI PH () C

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

4	MAXIMUM DEMAND	
5	PRESENT FIRM KWD	

	(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
	FRAN							(72) QSD-1
6	DATE	DAYS						
7	6/7/97	29						
8	7/9/97	30						
9	6/9/97	32						
10	5/6/97	29						
11	4/9/97	29						
12	3/11/97	32						
13	2/7/97	30						
14	1/8/97	33						
15	12/6/96	31						
16	11/5/96	29						
17	10/7/96	31						
18	9/6/96	30						

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

Facility Rental Charge is included!

1570

14245

CONFIDENTIAL

RATE ANALYSIS

BOOM BILL COMPARISON (09/15/97) (2:20:15)
 09/12/97
 ST. LUCIE CO BPI PHV

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

DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWH	ON PK KWH	BILL KWH	CURT/FIRM	ACTUAL AMT	(F)	(G)	PRESENT RATE (82) OSLD-1	PROPOSED RATE (82) OSLD-1
6/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/10/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
6/10/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/9/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/10/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/12/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/12/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/11/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/11/95	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/8/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/10/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/11/95	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

5 MAXIMUM DEMAND
 6 PRESENT FIRM KWD

(L) Last Year's Rate: 6/25/1997
 PROPOSED RATE

YRL \$ SAVINGS:	\$0.073 / KWH
YRL % SAVINGS:	\$0.00
	0%

Facility Rental Charge is included!

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

CONFIDENTIAL

1 BOOM BILL COMPARISON 09/19/97 12:08:22
 2 ST LUCIE CO BPT P1
 3
 4

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

5 MAXIMUM DEMAND
 6 PRESENT FIRM KWD

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

19 YRLY \$ SAVINGS: \$0.003 / KWH
 YRLY % SAVINGS: \$0.003 / KWH
 Facility Rental Charge is included!

13176 => 7%

CONFIDENTIAL

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

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	[REDACTED]

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	[REDACTED]

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

3 Usage: [redacted]
4 [redacted]
5 [redacted]
6 Ton hours = [redacted]

Winter:
182 X 24 = 4,368 Hours

7 Chiller # 2 [redacted] hours [redacted] Tons
8 Chiller # 3 [redacted] hours [redacted] Tons
9 Chiller # 4 [redacted] hours [redacted] Tons
10 Chiller # 5 [redacted] hours [redacted] Tons

11 Usage: [redacted]
12 [redacted]
13 [redacted]
14 Ton hours = [redacted]

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

18 Energy reduction = [redacted] 16.4%

CONFIDENTIAL

FPL CHILLER TEST REPORT

DATE: 9/30/92

CUSTOMER NAME: Sarasota Memorial Hospital - Central Energy Center
 ADDRESS: _____

TEST INSTRUMENT DATA:

INSTRUMENT	TYPE	CALIBRATION DATE	CALIBRATION EXPIRES
Flowmeter	Armstrong APDH 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
3
4
5
6

Chiller Manufacturer _____
 Chiller Type _____
 Model Number _____
 Serial Number _____
 Year Built (or estimated age) _____

TEST RESULTS:

7
8
9
10
11
12
13
14
15

CHWS
 CHWR
 Delta P
 Flowrate
 Tonnage
 CWS
 CWR
 Delta P
 Flowrate

(B) _____ F = 10.8
 _____ F
 _____ PSID
 _____ GPM
 _____ Tons...Tons = (GPM * Delta T) / 24
 _____ F
 _____ F
 _____ PSID
 _____ GPM

POWER INPUT DATA (C)

16
17
18
19
17a
per @ SMH

Volts _____
 Ampe _____
 P.F. _____
 KW _____

(D) _____
 Nameplate Volts _____
 Nameplate Ampe _____
 Nameplate Phase _____
 KW = (V * A * 1.73 * PF) / 1000

20. CALCULATED EFFICIENCY:

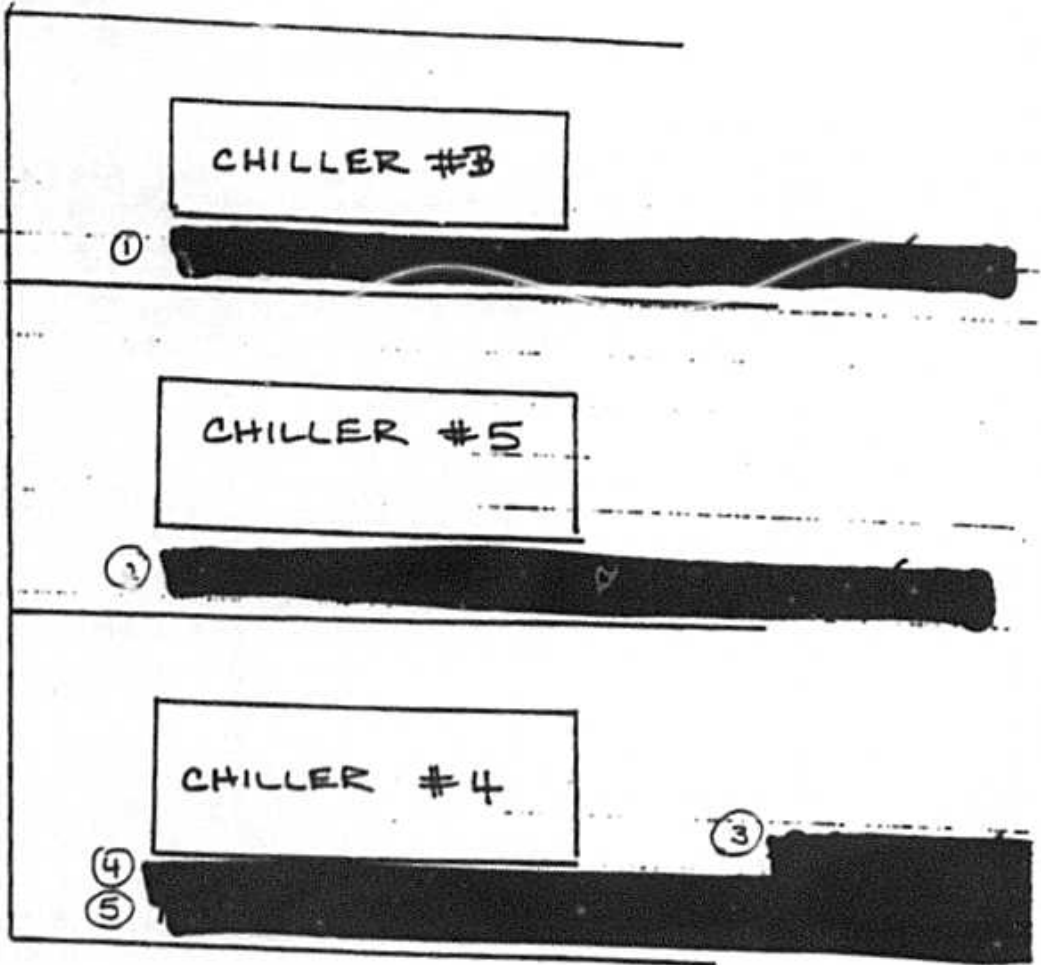
_____ KW/Ton
 (measured KW / calculated tonnage)

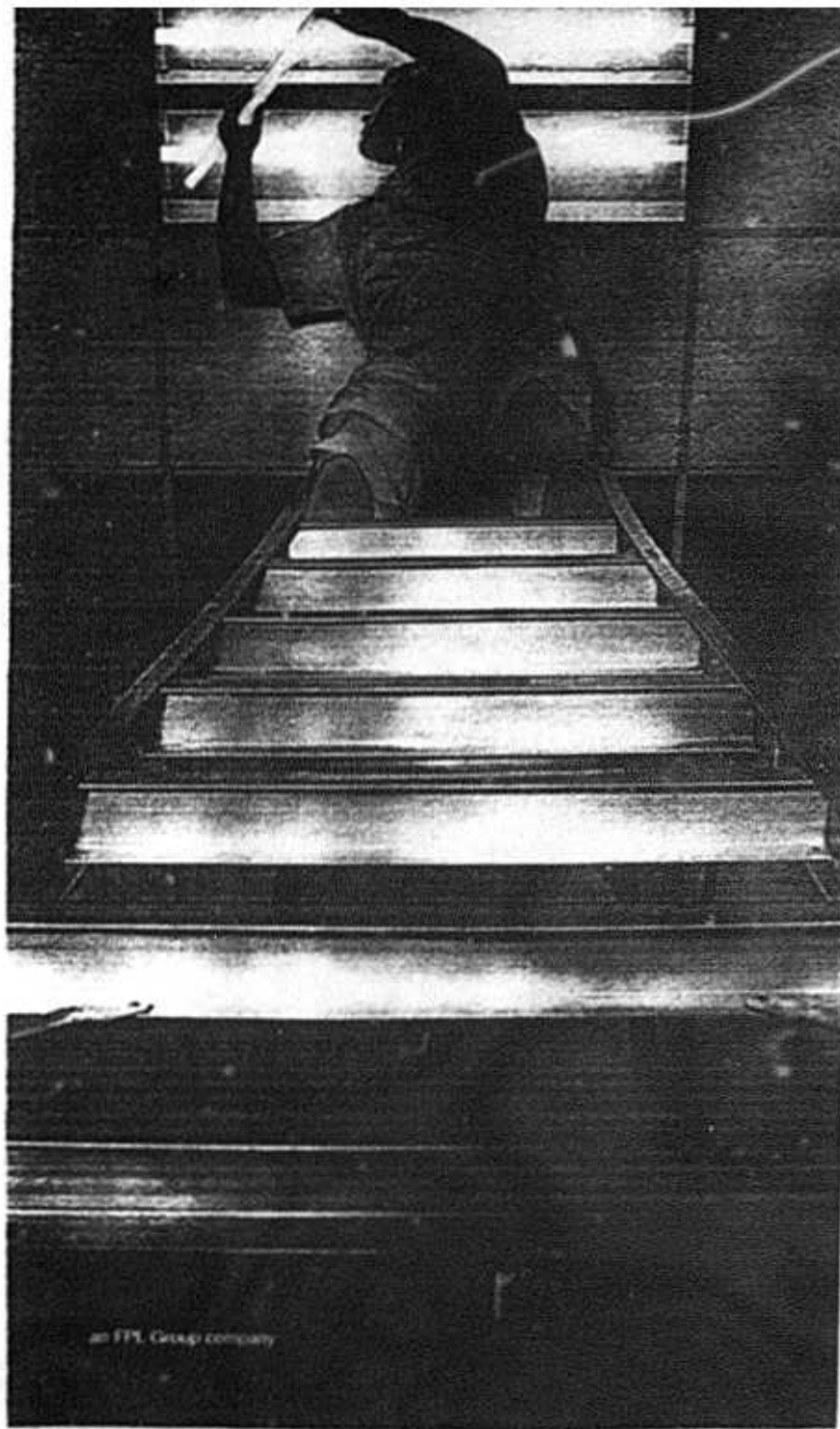
21 TEST CONDUCTED BY: _____

22 OF: _____

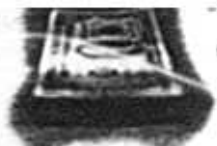
23 CERTIFIED CORRECT BY: _____

DATE: 9/30/92





an FPL Group company



easiest way 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**



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
3 (A)	9/17/93	(B)	(C)	(D)
4	10/8/93			
5	11/22/93			
6	3/4/94			
		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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 Exhibit No. _____
 Florida Power & Light Co.
 (LMB-1)
 Appendix A
 Page 3-C

Florida Power & Light Company
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
FPL 888-1 (Rev. 8-2002) Rev. 12-92

NONNEGOTIABLE
 VOID AFTER 120 DAYS FROM
 DATE OF FPL PRE-APPROVAL

JOB NUMBER: [REDACTED]

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
DIST	CYCLE	ROUTE	FOUD	F	C	<small>REGISTRATION TAG ID No. 1 of 2 (Vendor Only)</small>		<small>CUSTOMER SOCIAL SECURITY No. 1 of 2 (No Participation)</small>	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR:			
MOTOROLA						[REDACTED]			
PLANTATION FL 33322						VENDOR FPL (PHAS) I.D.: [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

12 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				[REDACTED]						

INCLUDES LABOR

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				[REDACTED]						

INCLUDES LABOR

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				[REDACTED]						

DIRECT SAVE

J. Harice DATE 9/11/93
FPL APPROVAL No. JWH DATE

V. Cal DATE 9/17/93
FPL INSPECTOR CMB ID No. DATE

CUSTOMER APPROVAL FOR INSTALLATION: [REDACTED] DATE 9/11/93 13

CUSTOMER ACCEPTANCE OF INSTALLATION: [REDACTED] 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:

SE DATE 9/16/93
AUTHORIZED FOR PAYMENT DATE

WO	ER	COMP	SEC	LOC	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	[REDACTED]	[REDACTED]	[REDACTED]

Blanket Exception #009 Send Check To: *JULIE HARICE* CE1/AOB
(PLEASE PRINT)

Paid Through Working Fund Check No. _____
LEAD 5-70-1 Bldg Code

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CONFIDENTIAL

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 Florida Power & Light Co.
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 Appendix A
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Florida Power & Light Company
COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 888-L (Non-Stocked) Rev. 11/91

CONFIDENTIAL
 NON-NEGOTIABLE
 VOID AFTER 60 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	FOLIO	T	C	CUSTOMER SOCIAL SECURITY No. (If Non-Resident)							
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>													
<u>Motrola</u>													
<u>Plantation</u>													
<u>33322</u>													

5
6
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9

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
11 EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12 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
14 EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
15 PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

16 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
18 EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
19 PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

20 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
22 EXISTING	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
23 PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input checked="" type="checkbox"/>					

24 DIRECT SAVE

25 CUSTOMER APPROVAL FOR INSTALLATION
 Julie Vance WH 9/1/93 DATE 9/1/93 25
 DATE 3/1/94

26 CUSTOMER ACCEPTANCE OF INSTALLATION
 DATE 12/30/93 26

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

28 CIL Jobs

29

WO	ER	COMP	SEC	UC	LOCN	EAC	AMOUNT	JOB No	VENDOR No
1790	91	000	02	0	085	769	[REDACTED]	[REDACTED]	[REDACTED]

Blanket Exception #009 Send Check To Julie Vance CBI/IOB (PLEASE PRINT)
 Paid Through Working Fund Check No. [REDACTED] Leach Signs: [REDACTED] Bldg Code

12/15/93 DATE

CONFIDENTIAL

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 948-L (Non-Stocked) Rev. 11/91

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

①
 JOB NUMBER
 [REDACTED]

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
CYCLE	ROUTE	FOLD	T	C	CUSTOMER TAX ID No. 1-8 (Required)	CUSTOMER SOCIAL SECURITY No. 1-8 (Not Required)			
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]			
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>					VENDOR NAME: [REDACTED]				
⑤ <u>Hotels</u>					VENDOR FPL NUMBER: [REDACTED]				
⑥ <u>Plantation FL 33322</u>					[REDACTED]				

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REA/SYSTEM 1: [REDACTED] 10

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

11
12
13
14

REA/SYSTEM 2: [REDACTED]

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

15
16
17

REA/SYSTEM 3: [REDACTED]

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

REA/SYSTEM 4: [REDACTED]

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

DIRECT SALE APPROVAL
Flance 01/11/93
 NO. DATE
01/22/93
 INSPECTION DATE
 [REDACTED] 20
 [REDACTED] 21
 [REDACTED] 22
 SER 1-29-93
 AUTHORIZED FOR PAYMENT DATE

CUSTOMER APPROVAL FOR INSTALLATION X [REDACTED] 9/11/93 18
 DATE
 CUSTOMER ACCEPTANCE OF INSTALLATION X [REDACTED] 11/22/93 19
 DATE
 This certifies that there has been a lighting kW Reduction at [REDACTED] Commercial/Industrial facility in accordance with the Federal regulations of the FPL Commercial and Industrial Lighting Program.

WO	ER	COMP	SEC	UC	LOCTN CODE	EAC	AMOUNT	JOB No	VENDOR No
1790	91	000	02	0	085	768	[REDACTED]	[REDACTED]	[REDACTED]

23

Blanket Exception #009 Send Check To Flance
 Paid Through Working Fund Check No. [REDACTED]

CONFIDENTIAL

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 Exhibit No. _____
 Florida Power & Light Co.
 (LMB-1)
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Florida Power & Light Company COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE

Form 988-L (Open-Standard) Rev. 12/82

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	FOUO	T	C	VE		VE		CUSTOMER SOCIAL SECURITY No. (If Not Pre-approved)	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]		[REDACTED]	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR NAME		VENDOR ADDRESS		VENDOR CITY	
Motorola						[REDACTED]		[REDACTED]		[REDACTED]	
Plantation FL 33322						[REDACTED]		[REDACTED]		[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				[REDACTED]						

INCLUDES LABOR

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

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

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

DIRECT SALE *UHOEWHT*
Balance 9/1/93
 RE-APPROVAL No. _____ DATE 9/1/93
Yesie Calu UPHCLHS 10/9/93
 INSPECTION CMB IO No. _____ DATE 10/9/93

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

CUSTOMER ACCEPTANCE OF INSTALLATION: [REDACTED] DATE 10/11/93

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

WO	ER	COMP	SEGL	UC	LOCN	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	789	[REDACTED]	[REDACTED]	[REDACTED]

AUTHORIZED FOR PAYMENT: _____ DATE _____

Blanket Exception #009 *Send Check to JULIE HANCE CBI/AOB*
 Paid Through Working Fund
 Check No. _____ (PLEASE PRINT) Loan Type / Billing Code _____

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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.

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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] X 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]

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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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TV COPY

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

AS RECORDED

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

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

AS RECORDED

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.

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

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

<u>Qualifying Roof / Ceiling Area</u>	<u>Savings Factor</u>	<u>Billing Charges</u>	
Annual Kwh = [Redacted] 1000 * B	<u>1538</u> <small>(Table One, Kwh)</small>	[Redacted] 1 = \$ [Redacted] F	5
Summer Kwh = _____ / 1000 * B	_____ <small>(Table One, Summer Kwh)</small>	_____ 7 = \$ <u>NA</u> G	
Winter Kwh = _____ / 1000 * B	_____ <small>(Table One, Winter Kwh)</small>	_____ 5 = \$ <u>NA</u> H	
Total Annual Energy Cost Savings = \$ [Redacted] J = (F + G + H)			6

Simple Payback = $\frac{\text{Installation Cost} - \text{Incentive}}{\text{Annual Savings}}$ = [Redacted] / [Redacted] = [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-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

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.

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RADIO COPY

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

AS RECORDED

- 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
 1 a
 2
 3
 [Redacted] - Salon 2000
 [Redacted]

SVC Date	kwh (A)	Bill Amt (B)		
6/12/98	[Redacted]	[Redacted]		
5/13/98	[Redacted]	[Redacted]	Comparable months average bill post retrofit	\$ [Redacted] 4
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]	Average bill prior to lighting retrofit	\$ [Redacted] 5
4/11/97	[Redacted]	[Redacted]		
3/13/97	[Redacted]	[Redacted]		
2/11/97	[Redacted]	[Redacted]		
1/10/97	[Redacted]	[Redacted]		
Average monthly bill savings - \$				\$ [Redacted] 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-81 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	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	78.3%
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