

STEEL ■  
HECTOR  
& DAVIS

REGISTERED LIMITED LIABILITY PARTNERSHIP

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May 14, 1999

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

**By Hand Delivery**

**Re: Petition for Approval of True-Up  
Amount in Docket No. 990002-EG**

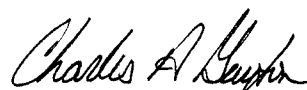
Dear Ms. Bayó:

Enclosed for filing on behalf of Florida Power & Light Company in Docket No. 990002-EG are the original and ten copies of Florida Power & Light Company's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True Up Filing. Please note that the original copy of the motion has an Attachment, Attachment A, which contains CONFIDENTIAL INFORMATION. Therefore, FPL is filing the original motion in a separate envelope stamped CONFIDENTIAL. The remaining copies of the motion do not contain Attachment A or any other confidential information.

In its motion FPL seeks confidential classification of the confidential information contained in Appendix A to Exhibit LMB-1 in Docket No. 990002-EG, which is being filed with the Commission today. FPL has to file this information with the Commission to comply with Rule 25-17.015, Florida Administrative Code. However, to avoid damaging public disclosure, FPL has filed its motion for protective order and provided in Exhibit LMB-1 redacted copies of Appendix A.

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

Very truly yours,



Charles A. Guyton

TAL\_1998/31207-1

DOCUMENT NUMBER-DATE

~~06144~~ MAY 14 99

Miami

West Palm Beach

Tallahassee

Key West

London

Caracas

São Paulo Rio de Janeiro

FPL-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Energy Conservation Cost Recovery )  
Clause )

Docket No. 990002-EG  
Filed: May 14, 1999

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

Pursuant to Florida Administrative Code Rule 25-22.006 and Section 366.093, Florida Statutes (1997), Florida Power & Light Company ("FPL") requests confidential classification of portions of Appendix A to Exhibit LMB-1 filed this day with the Commission in Docket No. 990002-EG. FPL further moves that the Commission issue a protective order (1) acknowledging that FPL has served redacted copies of Appendix A on all parties, (2) requiring any party or person who desires to review the confidential material in Appendix A to file with the Commission, pursuant to Rule 25-22.006(7)(a), Florida Administrative Code, a petition to inspect and examine the confidential information in Appendix A to Exhibit LMB-1, (3) requiring that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (4) finding that if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential after the expiration of eighteen months. As grounds for this motion, FPL states:

1. In November 1997 the Commission amended Rule 25-17.015, Florida Administrative Code, by creating a requirement in subsection (5) that when a conservation advertisement for which

a utility seeks conservation cost recovery “makes a specific claim of potential energy savings or states appliance efficiency ratings or savings, all data sources and calculations used to substantiate these claims must be included in the [true-up] filing....”

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

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

#### **Justification of Confidential Classification**

4. All the information in Appendix A to Exhibit LMB-1 for which FPL seeks confidential classification is customer specific information. FPL has a corporate policy not to disclose or release customer specific information without the consent of the customer. None of the FPL customers referred to in this information have consented to the release of their customer specific

information. In addition, much of the information for which FPL seeks confidential classification is information which is confidential and proprietary to customers, the release of which would harm the customers' business operation, and has not been disclosed other than to the contractors which have performed work for the customers (and then only at the customers' direction). This information may, in some instances, constitute trade secrets to the customers, and is certainly information relating to the customers' competitive interests, the disclosure of which would impair the competitive business of the customers. Information of this nature is proprietary confidential business information within the meaning of Section 366.093(3), Florida Statutes (1997).

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

#### **Request For Protective Order**

5. FPL is required to include in its true-up filing very detailed information which supports claimed energy savings in its conservation advertisements. At the time the rule amendment requiring this filing was adopted, it was recognized by every party to the rulemaking that the information was of interest only to the Staff of the Commission. FPL has filed this confidential

information so that the Staff of the Commission will have immediate access to the confidential information, but it has served upon the parties to this proceeding redacted copies of the confidential information. Many of the parties to this proceeding clearly have no interest in the customer specific, confidential information required to be filed pursuant to Rule 25-17.015(5). For instance, other electric utilities not serving such customers have no conceivable interest in this customer specific information. Because of the limited interest in this confidential information, FPL seeks a protective order from the Commission acknowledging FPL's service of the confidential information solely on the Commission and providing that other parties to the proceeding desiring to review the confidential information filed with the Commission follow the procedure set forth in Rule 25-17.006, Florida Administrative Code, by filing a petition to review and inspect the documents. This procedure minimizes the initial disclosure of confidential information, avoids parties not interested in receiving confidential information from having to undertake measures to prevent such disclosure, and provides a means by which those parties seeking to review the confidential information to seek review under terms necessary to prevent the disclosure of such information.

6. The information for which FPL seeks confidential classification shall continue to be confidential after 18 months. It will still be treated by FPL as confidential as a matter of policy, and the information regarding customers' electrical usage and electrical equipment will continue to be competitive information the disclosure of which may injure the customers' competitive interest even after 18 months. Therefore, FPL requests that the Commission rule that the confidential information in Appendix A to Exhibit LMB-1 continue to be classified as confidential after the expiration of eighteen months as permitted by Section 366.093, Florida Statutes (1997). At present it is not FPL's intent to offer Appendix A to Exhibit LMB-1 into evidence; FPL is filing the Appendix only to

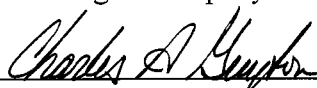
satisfy the requirements of Rule 25-17.015(4), Florida Administrative Code. If Appendix A is not admitted into evidence in this proceeding, FPL asks that the protective order issued by the Commission require the return of Appendix A to FPL. However, if these advertisements become subject to dispute and the confidential information in Appendix A is introduced into the record in this proceeding, FPL asks that the Commission determine that FPL has demonstrated good cause for the confidential information to continue to be classified as confidential beyond 18 months.

WHEREFORE, FPL respectfully moves that the Commission (a) rule that the information identified by FPL as confidential in Appendix A to Exhibit LMB-1 filed on May 14, 1999 be given confidential classification by the Commission and be exempt from disclosure, and (b) the Commission issue a protective order (I) that any parties to this proceeding desiring to review and inspect the confidential information in Appendix A to Exhibit LMB-1 follow the procedure set forth in Rule 25-17.006(7)(a), (ii) that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (iii) if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential after the expiration of eighteen months.

Respectfully submitted,

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

Attorneys for Florida Power  
& Light Company

By:   
Charles A. Guyton

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of Florida Power & Light Company's Motion for Protective Order Regarding Confidential Information Required to be Filed as Part of True-Up Filing was served by Hand Delivery (when indicated with an \*) or mailed this 14th day of May, 1999 to the following:

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

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

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

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Messer, Caparello, et al.  
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Joseph A. McGlothlin, Esquire \*  
Vicki Gordon Kaufman, Esquire  
McWhirter, Reeves, et al.  
117 South Gadsden Street  
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Debbie Stitt  
Energy Conservation Analyst  
St. Joe Natural Gas Company  
Post Office Drawer 549  
Port St. Joe, Florida 32456

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

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

Jack Shreve, Esquire \*  
Roger Howe, Esquire  
Office of Public Counsel  
111 West Madison Street  
Room 812  
Tallahassee, Florida 32399

Michael Palecki, Esquire  
City Gas Company of Florida  
955 East 25th Street  
Hialeah, Florida 33013-3498

Colette Powers  
Indiantown Gas Company  
Post Office Box 8  
Indiantown, Florida 34956-0008

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

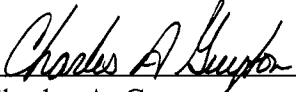
Peter Martin  
South Florida Natural Gas Company  
101 NW 202 Terrace  
Post Office Box 69000-J  
Miami, Florida 33269-0078

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

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

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

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

  
\_\_\_\_\_  
Charles A. Guyton



## **ATTACHMENT A**

Only the Original Copy of Florida Power & Light's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True-Up Filing Contains the highlighted Confidential material. See Attachment B for the redacted copy.

ATTACHMENT B

APPENDIX A



**THE POWER TO IMPROVE  
YOUR BUSINESS™**

**ANSWER:** \$4,600 per month.

This figure was arrived at by performing a full lighting upgrade.

By replacing the fluorescent, 40 watt lamps and magnetic ballasts with 32 watt lamps and electronic ballasts.

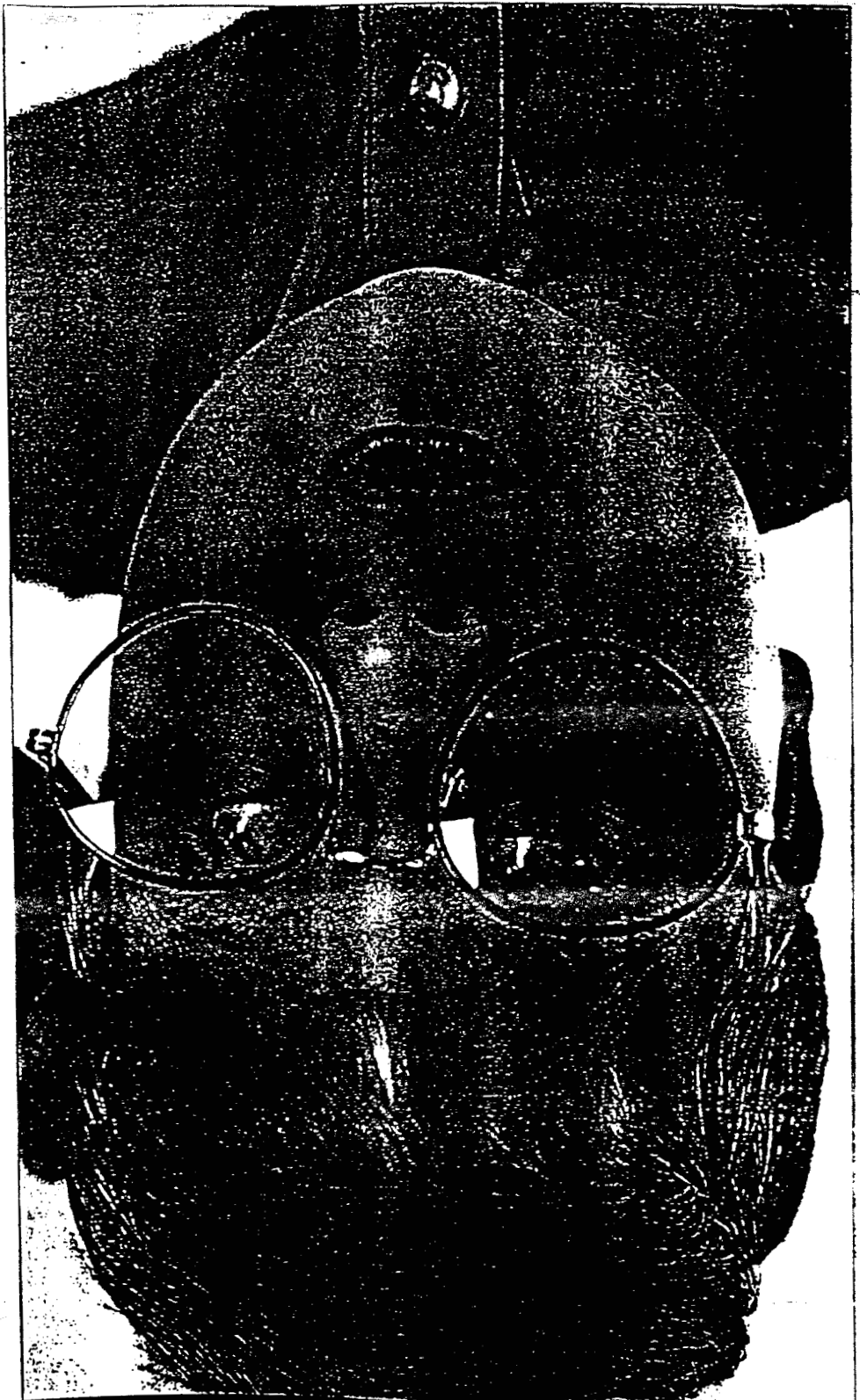
By retrofitting "exit" signs and incandescent downlights with compact fluorescent lamps. And by multiplying the original monthly

energy bill x  $\frac{8}{100}$ . Learn what

Florida Power & Light can do for

you. Call 1-800-FPL-5566 for a

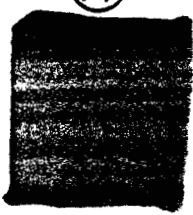

free Business Energy Evaluation.



**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?**

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		
2 School #2		
3 School #3		
4 School #4		
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 FROM BILL COMPARISON 09/19/97 1228:16  
 2 12/14/87  
 3 LUCIE CO BPI PH  
 4

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

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6

MAXIMUM DEMAND	
PRESENT FIRM KWD	

			(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE	PROPOSED RATE
7	8/23/98	30	1650								(72) OSD-1	(72) OSD-1
8	7/25/98	29	1650									
9	6/25/98	32	1650									
10	5/24/98	29	1650									
11	4/25/98	29	1650									
12	3/27/98	29	1650									
13	2/27/98	29	1650									
14	1/29/98	32	1650									
15	2/28/95	31	1650									
16	1/27/95	33	1650									
17	10/25/95	29	1650									
18	9/26/95	32	1650									

last revised 6/25/1997

19

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

Facility Rental Charge is included!

RATE ANALYSIS

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ICOM BILL COMPARISON 09/19/97 12:26:15  
12/14/97

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

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MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	(G) PRESENT RATE (72) OSD-1	PROPOSED RATE (72) OSD-1
8/25/97	31	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
7/25/97	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
8/25/97	32	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
5/27/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
4/25/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
3/27/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
2/28/97	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
1/27/97	32	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
12/28/96	34	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
11/22/96	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
10/23/96	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
9/24/96	32	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]

19

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

Facility Rental Charge is included!

13691 → 13.596

RATE ANALYSIS

1 BCOM BILL COMPARISON 09/19/97 12:18:24  
 2 01/11/89  
 3 ST LUCIE CO BULPH ( ) C

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

4

MAXIMUM DEMAND	
PRESENT FIRM KWD	

5 last revision 6/25/1997

			(A)	(B)	(C)	(D)	(E)	(F)	(G)		
	DATE	DAYS	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT.	PRESENT RATE	PROPOSED RATE
										(82) OSLO-1	(82) OSLO-1
6	8/22/96	29	1650								
7	7/24/96	30	1650								
8	6/24/96	32	1650								
9	5/23/96	29	1650								
10	4/24/96	29	1650								
11	3/26/96	29	1650								
12	2/26/96	31	1650								
13	1/28/96	30	1650								
14	12/27/95	33	1650								
15	11/24/95	31	1650								
16	10/24/95	29	1650								
17	9/25/95	32	1650								

18

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

Facility Rental Charge is included!



RATE ANALYSIS

BICOM BILL COMPARISON 09/19/97 12:16:35  
 01/11/89  
 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	

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DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	(G) PRESENT RATE (02) OSLD-1	(H) PROPOSED RATE (02) OSLD-1
8/22/97	29	1650									
7/24/97	30	1650									
8/24/97	32	1650									
5/23/97	29	1650									
4/24/97	29	1650									
3/28/97	29	1650									
2/25/97	32	1650									
1/24/97	32	1650									
12/23/96	32	1650									
11/21/96	30	1650									
10/22/96	29	1650									
9/23/96	32	1650									

last revision 06/25/1997

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

Facility Rental Charge is included!

RATE ANALYSIS

1 BCOM BILL COMPARISON 09/19/97 12:00:55  
 2 [REDACTED] 01/10/75 [REDACTED]  
 3 ST LUCIE CO BPI PH ( ) C  
 [REDACTED]

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

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MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

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DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	(G) PRESENT RATE (72) 080-1	(H) PROPOSED RATE (72) 080-1
8/7/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/9/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
6/7/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/9/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/11/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/9/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/10/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/8/95	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/7/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/9/95	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/8/95	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

18

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

Facility Rental Charge is included!

RATE ANALYSIS

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11GOM BILL COMPARISON 09/19/97 12:03:28  
01/10/75  
ST. LUCIE CO BPLPH ( ) C

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

MAXIMUM DEMAND	
PRESENT FIRM KWD	

last revision 09/25/1997

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	(F) CURT/FIRM	(G) ACTUAL AMT	PRESENT RATE (72)080-1	PROPOSED RATE (72)080-1
8/7/97	29	1650									
7/19/97	30	1650									
6/19/97	32	1650									
5/16/97	29	1650									
4/19/97	29	1650									
3/11/97	32	1650									
2/7/97	30	1650									
1/8/97	33	1650									
12/8/96	31	1650									
11/5/96	29	1650									
10/7/96	31	1650									
9/8/96	30	1650									

18

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

Facility Rental Charge is Included

14245 (1590)

RATE ANALYSIS

COM BILL COMPARISON 09/19/97 12:22:15  
 09/12/91  
 ST LUCIE CO BPI PH  
 [REDACTED]

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

5

MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

last revision: 1/25/1997

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DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	CURT/FIRM	(F) ACTUAL AMT	(G) PRESENT RATE (62) OSLD-1	(H) PROPOSED RATE (62) OSLD-1
8/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
7/10/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
6/10/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
5/9/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
4/10/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
3/12/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
2/12/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
1/11/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
12/11/95	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
11/8/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
10/10/95	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
9/11/95	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]

19

\$0.073 / KWH	\$0.073 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%
Facility Rental Charge is included!	

Docket No. 99002-EG  
 Exhibit No. \_\_\_\_\_  
 Florida Power & Light Co.  
 (LMB-1)  
 Appendix A  
 Page 1-1



1  
2  
3  
4  
BICOM BILL COMPARISON 09/19/97 12:20:22  
ST LUCIE CO BPI PH 09/12/91

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

5  
6

MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

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DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	(F) CURT/FIRM	(G) ACTUAL KWD	PRESENT RATE (021081D-1)	PROPOSED RATE (021081D-1)
8/8/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/10/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
8/10/97	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/9/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/10/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/12/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/10/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/9/97	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/9/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/9/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

19

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

Facility Rental Charge is included!

13176 => 7%

**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,

**"YEEEEEEEEEEEEEEEEEEEEEEEEOW!"**

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](http://www.fpl.com)

an FPL Group company

### Sarasota Memorial Hospital

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

#### Prior to change-out:

Summer:

183 X 24 = 4,392 Hours

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

Usage:

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

Winter:

182 X 24 = 4,368 Hours

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

Usage:

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

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

#### After chiller #4 change-out:

Summer:

183 X 24 = 4,392 Hours

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



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

Usage:

3 [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

Usage:

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

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

18 Energy reduction = [redacted]

# FPL CHILLER TEST REPORT

DATE: 9/30/92

CUSTOMER NAME: Sarasota Memorial Hospital - Central Energy Center  
 ADDRESS: [REDACTED]

## TEST INSTRUMENT DATA:

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

## NAME PLATE DATA: (if available) (A)

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

## TEST RESULTS:

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

## POWER INPUT DATA (C)

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

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

## 20 CALCULATED EFFICIENCY:

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

## 21 TEST CONDUCTED BY:

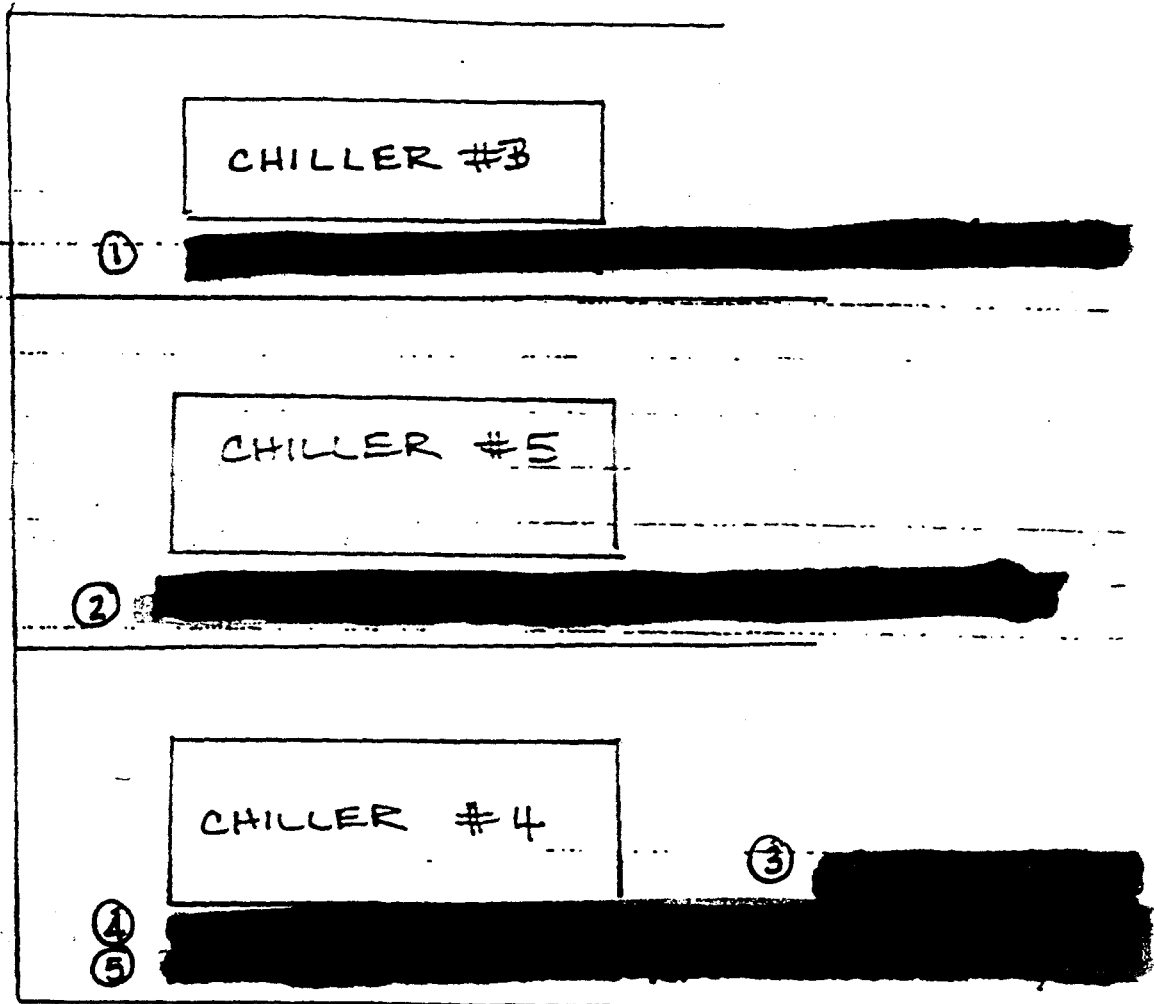
22 OF: [REDACTED]

## 23 CERTIFIED CORRECT BY:

24 OF: [REDACTED]

DATE: 9/30/92

DATE: 10/5/92



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



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

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



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

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

**THE POWER TO IMPROVE  
YOUR BUSINESS<sup>SM</sup>**



Motorola

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

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

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

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

JOB NUMBER  
 [REDACTED]

Florida Power & Light Company  
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE  
 Form 44-1 (Non-Residential) Rev. 12/92

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

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/> CUSTOMER <input type="checkbox"/>	
DIST	CYCLE	ROUTE	FOUO	T	C	CUSTOMER SOCIAL SECURITY No. (if not listed per check)	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR NAME	
Name: MOTOROLA						[REDACTED]	
Address: [REDACTED]						VENDOR FPL (PMS) ID: [REDACTED]	
City: PLANTATION FL 33322						[REDACTED]	

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AREA/SYSTEM 1: [REDACTED]

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

AREA/SYSTEM 2:

	LIGHTING (CODE)	NUMBER of FIXTURES	KWH 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		<input type="checkbox"/>			

AREA/SYSTEM 3:

	LIGHTING (CODE)	NUMBER of FIXTURES	KWH 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		<input type="checkbox"/>			

AREA/SYSTEM 4:

	LIGHTING (CODE)	NUMBER of FIXTURES	KWH 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		<input type="checkbox"/>			

] DIRECT SAVE

Approval No. JWH DATE 9/1/93

CUSTOMER APPROVAL FOR INSTALLATION

[REDACTED]

9/1/93 DATE

13

Inspection No. OPH/CLC DATE 9/17/93

CUSTOMER ACCEPTANCE OF INSTALLATION

[REDACTED]

9/16/93 DATE

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.

MARKS

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

15

Authorized for Payment [Signature] DATE 9/16/93

Blanket Exception #009

Send Check To

JULIE HANICE CBI/AQB (PLEASE PRINT)

Pay Through Working Fund

Check No

DATE

JOB NUMBER  
 [REDACTED]

Florida Power & Light Company  
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE  
 Form M-1 (Non-Standard) Rev. 12/82

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

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
DIST	CYCLE	ROUTE	FOUO	T	C	CUSTOMER TAX ID No. (if taxpayer client) V [REDACTED]		CUSTOMER SOCIAL SECURITY No. (if not taxpayer client)	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR NAME			
Name: Motorola						[REDACTED]			
Address: [REDACTED]						VENDOR FPL SERVICE			
City: Plantation FL 33322						[REDACTED]			

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AREA/SYSTEM 1:

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

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	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

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	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
PROPOSED	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL KW REDUCTION				[REDACTED]	INCLUDES LABOR <input type="checkbox"/>					

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

DIRECT SALE APPROVAL  
 UHOEWHT  
 [Signature] 9/1/93  
 APPROVAL No. DATE  
 [Signature] UPHCLH  
 INSPECTION CUS ID No. DATE 10/9/93

CUSTOMER APPROVAL FOR INSTALLATION [Signature] 9/1/93 DATE  
 CUSTOMER ACCEPTANCE OF INSTALLATION [Signature] 10/1/93 DATE

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

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

PREPARED FOR PAYMENT DATE  Blanket Exception #009 Send Check To: JULIE HANCE CB/AOB (PLEASE PRINT)  Paid Through Working Fund Check No. [REDACTED]

14  
15  
18

JOB NUMBER  
 [REDACTED]

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

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

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
DIST	CYCLE	ROUTE	FOUO	T	C	CUSTOMER TAX ID No. (if three-part meter)		CUSTOMER SOCIAL SECURITY No. (if not three-part meter)	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	
CUSTOMER/FACILITY BUILDING TYPE: <u>manuf</u>						VENDOR NAME		[REDACTED]	
[REDACTED]						VENDOR BUSINESS		[REDACTED]	
[REDACTED]						Address		[REDACTED]	
[REDACTED]						City		[REDACTED]	
[REDACTED]						State		[REDACTED]	
[REDACTED]						Zip Code		[REDACTED]	
Plantation FL 33322						[REDACTED]		[REDACTED]	

5  
6  
7  
8  
9

REASYSYSTEM 1: [REDACTED]

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

11  
12  
13  
14

REASYSYSTEM 2: [REDACTED]

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

15  
16  
17

REASYSYSTEM 3: [REDACTED]

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

REASYSYSTEM 4: [REDACTED]

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

DIRECT SALE APPROVAL  
 [Signature] 9/1/93  
 INSPECTION [Signature] 11/22/93  
 DATE

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

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

WO	ER	COMP	SEC	UC	LOGN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31,730.00	[REDACTED]	[REDACTED]

23

Blanket Exception #009 Send Check To [Signature] Julie Hance CBI/AAB  
 Paid Through Working Fund Check No. [REDACTED]  
 DATE 11-29-93



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

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

JOB NUMBER  
 [REDACTED]

FPL CUSTOMER ACCOUNT INFORMATION					
DISI	CYCLE	ROUTE	FOUO	T	C
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

SELECT PAYEE: FPL VENDOR  CUSTOMER

CUSTOMER TAX ID No. (if incorporated) [REDACTED] CUSTOMER SOCIAL SECURITY No. (if not incorporated) [REDACTED]

CUSTOMER/FACILITY BUILDING TYPE: [REDACTED]

Name: Motorola

Address: [REDACTED]

City: Plantation State: FL Zip Code: 33322

VENDOR NAME: [REDACTED]

VENDOR BUSINESS: [REDACTED]

Address: [REDACTED]

City: [REDACTED]

5  
6  
7  
8  
9

AREASYSTEM 1: [REDACTED]

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

AREASYSTEM 2: [REDACTED]

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

AREASYSTEM 3: [REDACTED]

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

AREASYSTEM 4: [REDACTED]

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

DIRECT SALE

APPROVAL No. [REDACTED] DATE 9/1/93 25

INSPECTION No. [REDACTED] DATE 12/30/93 26

CUSTOMER APPROVAL FOR INSTALLATION [REDACTED]

CUSTOMER ACCEPTANCE OF INSTALLATION [REDACTED]

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.

WO	ER	COMP	SEC	UC	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 Hance CBI/ASB (PLEASE PRINT) Locn Syms / Bldg Code

Paid Through Working Fund  Check No.:

Authorized for Payment: [Signature] DATE: 12/15/93

29

# beber/silverstein & partners

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

TV COPY

AS RECORDED

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

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

PEDRO: Hi Bob.

BOB: What are your main concerns with energy issues?

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

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

BOB: Any other benefits?

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

# beber/silverstein & partners

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

RADIO COPY

AS RECORDED

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

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

PEDRO: Hi Bob, how are you?

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

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

BOB: Wow.

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

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

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

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

BOB: Oh, that's good.

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

# beber/silverstein & partners

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

TV COPY

AS RECORDED

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

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

PEDRO: Hi Bob.

BOB: What are your main concerns with energy issues?

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

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

BOB: Any other benefits?

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

# beber/silverstein & partners

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

RADIO COPY

AS RECORDED

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

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

PEDRO: Hi Bob, how are you?

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

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

BOB: Wow.

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

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

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

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

BOB: Oh, that's good.

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

## El Dorado Furniture Ad

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

### HVAC

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

Calculation:

4 The combined reduction of kw is [REDACTED] kw

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

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

### T8 Lighting

Calculation:

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

Savings come from:

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

18 New operating lighting cost is [REDACTED]

19 Total savings is [REDACTED]

## HID Lighting

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

### Savings:

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

Total Combined Savings \$2,589.10 per month

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

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

TV COPY

AS RECORDED

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

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

PROAL: Hi Bob.

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

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

BOB: What kind of savings are we looking at?

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

BOB: Has it worked out that way?

PROAL: It sure has.

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

BOB: Life is a cabernet, ol' chum.



# beber/silverstein & partners

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

RADIO COPY

AS RECORDED

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

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

PROAL: Hi Bob.

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

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

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

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

BOB: Has it worked out that way?

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

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

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

PROAL: No, hopefully not.

BOB: Life is a cabernet, ol' chum.

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

Augustan Wine Imports Inc.

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

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

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

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

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

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

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

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

Simple Payback =  $\frac{\text{Installation Cost [REDACTED] A} - \text{Incentive [REDACTED] E}}{\text{Total Annual Savings [REDACTED] B}}$  = [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.

# beber/silverstein & partners

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

RADIO COPY

AS RECORDED

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

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

LYNN: How are you, Bob.

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

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

BOB: What did FPL suggest?

LYNN: They said that the lights had to be changed. They were drawing 75 watts of electric a piece. It was creating such a oven effect in here.

BOB: So how did it turn out? Were they telling the truth, or what?

LYNN: They were telling the truth. The lights that FPL suggested I use had given me better light and more light. It's actually made the salon brighter. As soon as you went in and turned on the lights you could see that the shop remained cool.

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

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

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

LYNN: You need a manicure.

BOB: I do?

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

# beber/silverstein & partners

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

TV COPY

AS RECORDED

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

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

**LYNN:** Hi Bob.

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

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

**BOB:** What did FPL suggest?

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

**BOB:** What kind of results did you see?

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

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

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

**LYNN:** You need a manicure.

**BOB:** I do?

**LYNN:** Yes, you do.

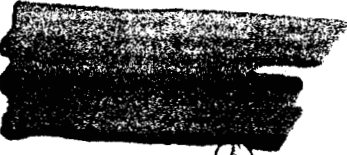
Salon 2000

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  
 1a  
 2  
 3



SVC Date	(A) kwh	(B) Bill Amt	
6/12/98			
5/13/98			Comparable months average bill post retrofit
4/14/98			
3/16/98			
2/12/98			
1/13/98			
12/11/97			
11/10/97			
10/10/97			
9/10/97			
8/11/97			
7/11/97			
6/11/97			
5/12/97			Average bill prior to lighting retrofit
4/11/97			
3/13/97			
2/11/97			
1/10/97			
Average monthly bill savings - \$			(1) 4
Average monthly bill savings - % of bill prior to retrofit			(2) 5
			(3)/(2) 6



# beber/silverstein & partners

## RADIO COPY

CLIENT: FPL  
JOB NO.: HOME-M800  
TITLE: :60 BUILDSMART RADIO

DRIVER: [In background, over intercom]. Welcome ladies and gentlemen to the Homes On Parade tour. If everyone would have a seat, we'll be on our way.

SFX: [Air brakes. Bus pulling away.]

WIFE: Well, here we are. I hear some of these homes are really incredible.

HUSBAND: And REALLY expensive. I bet we couldn't even pay the property tax on some of these places.

WIFE: I know. Just let me fantasize for awhile then we can get back to House Hunting 101 tomorrow.

DRIVER: To the right is the Cash's mansion. 32 rooms, a full scale restaurant kitchen and an indoor driving range.

WIFE: Nice.

DRIVER: To your left is the Carlye estate. 20 tons of marble, imported Spanish tile and an air-conditioned dog kennel.

HUSBAND: Wow!

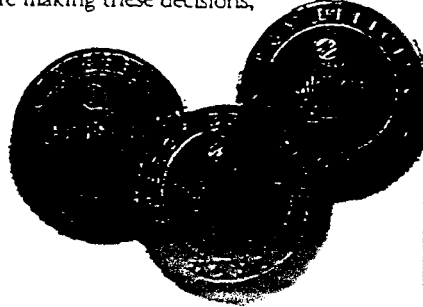
DRIVER: Their summer home. And off to your right is an FPL BuildSmart home. Energy efficient measures incorporated into the design. Savings of up to 30 percent on monthly air conditioning and water heating costs.

HUSBAND: Honey, look here. It says in the tour guide that we could even qualify for a more attractive mortgage if we choose a BuildSmart home because of their energy efficiency. All we have to do is call 1-800-DIAL-FPL for a free BuildSmart Resource Kit.



Decisions. Decisions. Decisions.

You've made the most important one - to buy a new home. Now... what color will you make the roof; do you want tile, carpet or both; what about the kitchen cabinets? While you're making these decisions, it's also the best time to build energy efficiency into your home. FPL can help... with BuildSmart.



**BuildSmart savings**

BuildSmart is FPL's program for energy-efficient home construction. FPL inspects and rates the efficiency of homes based on the State of Florida Energy Performance Index (EPI), awarding BuildSmart gold, silver and bronze certifications to homes that are progressively more energy-efficient than the state required EPI rating of 100. The lower the EPI, the less energy your home will use. The improved rating can be achieved through a variety of a home's components, such as HVAC system, insulation, windows, water heating and more.

BuildSmart Level	EPI rating	Monthly energy savings*
Gold	70 or below	30%
Silver	80-71	20%
Bronze	90-81	10%

\* Estimated savings based on air conditioning, heating and water heating energy costs over a home built to meet the state-required efficiency code. Actual savings will vary based on the quality of materials used, number of people in the home, lifestyle, house location and weather fluctuations.

ATTACHMENT C

Attachment C  
Line by Line Confidentiality Justification of  
Confidential Information in Appendix A to Exhibit LMB-1  
Docket No. 990002-EU

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

				would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customers take service; the customers' billing determinants; and the customers' addresses and telephone numbers.
Sarasota Memorial	2A	N		
	2B	Y	Lines 1-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating hours of equipment, the size of equipment, the efficiency of equipment, and the ultimate kW demand of and kWh usage to power the equipment. This information relates to the customer's competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.
	2C	Y	Lines 1-18	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating hours of equipment, the size of equipment, the efficiency of equipment, and the ultimate kW demand of and kWh usage to power the equipment. This information relates to the customer's competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.
	2D	Y	Line 1; col.A, lines 2-6; col. B, lines 7-15; cols. C and D lines 16-19; lines 20-24	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. FPL does not disclose customer addresses (line 1). FPL does not disclose the results of Chiller Test Reports, as this information, if disclosed, has the potential to injure the competitive interests of FPL's customers. FPL also does not disclose the name of the contractor or

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

<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential</p>	<p>Lines 1-23</p>	<p>Y</p>	<p>3E</p>	
<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential</p> <p>information which FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, the incentive /kW reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests</p>	<p>Lines 1-16</p>	<p>Y</p>	<p>3D</p>	
<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential</p> <p>information which FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that their disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, the incentive /kW reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests</p>				

				<p>information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that there disclosure would provide a lead for a competitor to solicit information sensitive to the customer.</p> <p>Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.</p>
	3F	Y	Lines 1-29	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL.</p> <p>Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name, address and vendor number of the contractor which performed work for the customer are sensitive in that there disclosure would provide a lead for a competitor to solicit information sensitive to the customer.</p> <p>Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided - are all items of sensitive competitive information, the</p>

				disclosure of which would harm the customer's business interests..
El Dorado Furniture	4A	N		
	4B	N		
	4C	Y	Lines 1-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
	4D	Y	Lines 1-6	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
Augustan Wine	5A	N		
	5B	N		
	5C	N	Line 1	The data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The savings experienced by the customer is competitive information, the disclosure of which would injure the customer's business interests.
	5D	Y	Lines 1-7	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. FPL does not disclose



				customer account numbers, and a competitor could use such information to solicit from FPL more detailed information about the customer. Installation costs and square footage are competitive information the disclosure of which would injure the customer's business interests. The remainder of the information shows the calculation of the savings and payback to the customer, the disclosure of which would injure the customer's business interests. The disclosure of the rate under which the customer takes service would also injure the customer's business interests.
59	6A	N		
	6B	N		
	6C		Lines 1-6	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The confidential information is the calculation of the savings experienced by the customer, which includes such sensitive competitive information such as the number of light fixtures, the efficiencies of fixtures, the KW and KWH consumption of the fixtures and the resulting costs of the old and new fixtures. All this information would be valuable to a competitor of the customer and its disclosure would harm the customer's business interests.
	6D	Y	Lines 1-6; cols. A and B	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The name, address, customer number and meter number of each customer are customer specific information the disclosure of which would violate the customer's privacy. The disclosure of billing determinants and the resulting bill amounts, whether by month or on average, is competitive information the disclosure of which would harm the customer's business interests.
60 Buildsmart	7A	N		
	7B	N		



ATTACHMENT D

**Attachment D**

**AFFIDAVIT OF  
DENNIS BRANDT**

BEFORE THE  
FLORIDA PUBLIC SERVICE COMMISSION

In re: Energy Conservation     )  
  )  
Cost Recovery Clause            )

DOCKET NO. 990002-EG

STATE OF FLORIDA                     )  
  )  
COUNTY OF MIAMI DADE            )

**AFFIDAVIT OF DENNIS BRANDT**

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

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

Florida Power & Light Company has a corporate policy not to disclose customer specific information. This policy includes, but is not limited to: customer names, addresses, telephone numbers, account numbers, meter numbers, rates, billing determinants (kW and kWh usage), bills, conservation retrofit information, conservation savings in kW, kWh and bills, chiller efficiency reports, costs of equipment retrofits, incentives paid, operating hours, lighting codes for fixtures installed or removed by customers, the kW per fixture of installed or removed fixtures,

operating hours of equipment, the payback of conservation installations, and the identity of contractors performing customer specific installations. FPL treats such information as confidential and does not disclose it, except as required by law, to entities or persons other than the customer without the permission of the customer. FPL's policy is premised upon customers' right to privacy and the potential that the disclosure of customer specific information may harm some customers' competitive interests or disclose their trade secrets.

*Dennis Brandt*  
Dennis Brandt

Before me the under signed authority personally appeared, on this day the 14th day of May 1999, Dennis Brandt, who is personally known to me.

*Maura Hernandez*  
Notary Public, State of Florida

MAURA HERNANDEZ  
Print Name of Notary



MAURA HERNANDEZ  
MY COMMISSION # 00526908 EXPIRES  
May 25, 2000  
BONDED THRU TROY FAIR INSURANCE, INC.

\_\_\_\_\_  
Commission Number

My Commission Expires: