

ORIGINAL

**BEFORE THE FLORIDA
PUBLIC SERVICE COMMISSION**

**DOCKET NO. 990002-EG
FLORIDA POWER & LIGHT COMPANY**

MAY 14, 1999

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

APRIL 1998 THROUGH DECEMBER 1998

TESTIMONY AND EXHIBITS OF:

LEONOR M. BUSTO

DOCUMENT NUMBER-DATE

06166 MAY 14 1999

REG. RECORDS / REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

FLORIDA POWER & LIGHT COMPANY

TESTIMONY OF LEONOR M. BUSTO

DOCKET NO. 990002-EG

May 14, 1999

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 a Regulatory and
7 Administrative Support 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 a Regulatory and Administrative
13 Support Supervisor?**

14 A. I am responsible for Regulatory and Administrative 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

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

3

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

5 A. The purposes of my testimony are (1) to present the conservation related
6 revenues and costs associated with FPL's energy conservation programs for the
7 period April 1, 1998 through December 31, 1998, and (2) to present the net
8 overrecovery for the period April 1, 1998 through December 31, 1998 to be
9 carried forward for 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
16 of energy savings in advertisements. While I am sponsoring all of Exhibit LMB-
17 1, parts of the exhibit were prepared at my request by Ms. Korel M. Dubin,
18 Principal Rate Analyst, Rates and Tariffs Department, who is available to
19 respond to any questions which the parties or the Commission may have regarding
20 those parts. Exhibit LMB-1, Table of Contents, Page 1 of 1, identifies the
21 portions prepared by, or under the supervision of, Ms. Dubin and me.

1 **Q. What is the actual net true-up amount which FPL is requesting for the April**
2 **1998 through December 1998 period?**

3 A. FPL has calculated and is requesting approval of an overrecovery of \$3,068,391
4 as the actual net true-up amount for that period.

5

6 **Q. What is the adjusted net true-up amount which FPL is requesting for the**
7 **April 1998 through December 1998 period which is to be carried over and**
8 **refunded in the January 2000 through December 2000 period?**

9 FPL has calculated and is requesting approval of an overrecovery of \$5,093,496
10 as the adjusted net true-up amount for that period. The adjusted net true-up of an
11 overrecovery of \$5,093,496 is the difference between the actual net true-up of
12 an overrecovery of \$3,068,391 and the estimated/actual net true-up of an
13 underrecovery of \$2,025,105 approved by the Commission at the November 1998
14 Hearing. This is shown on Exhibit____, (LMB-1), Schedules CT-1 Page 1 of 1,
15 and CT-2 Page 1 of 5.

16

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

18 A. Yes they are.

19

20 **Q. During the April 1998 through December 1998 period, is FPL seeking**
21 **recovery of any advertising which makes a specific claim of potential energy**
22 **savings or states appliance efficiency ratings or savings?**

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

1 **Q. How did your actual program expenditures for April 1998 through**
2 **December 1998 compare to the Estimated/Actual and original estimated**
3 **projections for that period presented at the November 1998 Hearing?**

4 A. At the November 1998 Hearing, total expenditures for April 1998 through
5 December 1998 were estimated to be \$125,697,330. The actual expenditures for
6 the period were \$125,620,407. This represents a period variance of \$76,923 less
7 than projected. This variance is shown on Schedule CT-2, Page 3 of 5, Line 32,
8 and is explained in Schedule CT-6.

9

10 **Q. Was the calculation of the adjusted net true-up amount for the period April**
11 **1998 through December 1998 period performed consistently with the prior**
12 **true-up calculations in this and the predecessor conservation cost recovery**
13 **dockets?**

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

17

18 **Q. What was the source of the data used in calculating the actual net true-up**
19 **amount?**

20 A. Unless otherwise indicated, the data used in calculating the adjusted net true-up
21 amount is taken from the books and records of FPL. The books and records are
22 kept in the regular course of our business in accordance with generally accepted
23 accounting principles and practices, and provisions of the Uniform System of
24 Accounts as prescribed by this Commission. As directed in Rule 25-17.015,

1 F.A.C., Schedules CT-2, Pages 4 and 5 of 5 provide a complete list of all account
2 numbers used for conservation cost recovery during the period April 1998 through
3 December 1998.

4

5 **Q. Does that conclude your testimony?**

6 A. Yes, it does.

<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 - 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 - 29 of 29	Leonor M. Busto
Appendix A	Leonor M. Busto

**Energy Conservation Cost Recovery
 Final True-Up for the Period
 April 1998 Through December 1998**

1. Actual End of Period True-Up			
2. Principal	\$	4,542,579	
3. Interest	\$	<u>(92,745)</u>	\$ <u>4,449,834</u>
4. Less Estimated/Actual True-Up approved at the November 1998 Hearing			
5. Principal		(510,899)	
6. Interest	\$	<u>(132,763)</u>	\$ <u>(643,662)</u>
7. Final Net True-Up to be carried over to the January 2000 through December 2000 period			\$ <u><u>5,093,496</u></u>

() Reflects Underrecovery

**Energy Conservation Cost Recovery
 Analysis of Program Costs
 Actual VS Estimate for the Period
 April 1998 through December 1998**

	<u>Actual</u>	<u>Estimated (a)</u>	<u>Difference</u>
1. Depreciation & Return	\$ 18,673,767	\$ 18,712,616	\$ (38,849)
2. Payroll & Benefits	13,303,301	14,200,011	(896,710)
3. Materials & Supplies	113,389	182,724	(69,335)
4. Outside Services	10,798,015	9,105,292	1,692,723
5. Advertising	3,508,990	2,819,452	689,538
6. Incentives	78,149,470	79,951,509	(1,802,039)
7. Vehicles	4,326	7,099	(2,773)
8. Other	<u>2,054,940</u>	<u>2,020,068</u>	<u>34,872</u>
9. SUB-TOTAL	\$ 126,606,200	\$ 126,998,773	\$ (392,573)
10. Program Revenues	<u>(22,650)</u>	<u>(267,345)</u>	<u>244,695</u>
11. TOTAL PROGRAM COSTS	\$ 126,583,550	\$ 126,731,428	\$ (147,876)
12. Amounts included in Base Rates	<u>963,143</u>	<u>1,034,097</u>	<u>(70,954)</u>
13. SUBTOTAL	\$ 125,620,407	\$ 125,697,330	\$ (76,923)
14. ECCR Revenues (Net of Revenue Taxes)	<u>130,137,669</u>	<u>125,161,114</u>	<u>4,976,555</u>
15. True-Up Before Interest (Line 14 - Line 13)	\$ 4,517,262	\$ (536,216)	\$ 5,053,478
16. Interest Provision	(92,745)	(132,763)	40,018
17. Prior Period True-Up (Oct '97 - Mar '98)	33,756	33,756	-
18. Deferred True-Up from Prior Period (Oct '97 - Mar '98)	<u>(1,389,882)</u>	<u>(1,389,882)</u>	<u>-</u>
19. End of Period True-Up	\$ <u><u>3,068,391</u></u>	\$ <u><u>(2,025,105)</u></u>	\$ <u><u>5,093,496</u></u>

(a) From Estimated/Actual Filing. Approved 11/98 Hearing.

For Lines 15 - 19 () reflects an underrecovery.
 Totals may not add due to rounding.

CONSERVATION PROGRAM COSTS
April 1998 through December 1998 Actuals

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	\$	\$ 2,214,727	\$ 7,524	\$ 1,726,798	\$ 2,796,601		\$ 205	\$ 307,188	\$ 7,053,043	\$	\$ 7,053,043
2. Residential Building Envelope Program		176,397	1,618	101,986		2,438,011		17,949	2,735,961		2,735,961
3. Residential Heat Recovery Water Heating Program		30		296		1,076			1,402		1,402
4. Residential Load Management ("On Call")	15,363,515	1,560,704	40,033	1,909,685		34,622,070	1,822	583,008	54,080,837		54,080,837
5. Duct System Testing & Repair Program		1,852,618	24,152	285,725	185,820	2,146,941		(489,455)	4,005,801		4,005,801
6. Residential Air Conditioning Program		557,099	288	407,463	210,700	12,367,702		50,456	13,593,708		13,593,708
7. GS Load Management ("Business On Call")	1,335,957	128,922		317,799		417,685		39,627	2,239,990		2,239,990
8. Cogeneration & Small Power Production		222,708	70	2,279,122				(20,411)	2,481,489		2,481,489
9. Commercial/Industrial Efficient Lighting		168,116	202	534,279		1,652,079		31,969	2,386,645		2,386,645
10. Commercial/Industrial Load Control		173,016	3,245	991		20,897,678	355	60,711	21,135,996		21,135,996
11. Business Energy Evaluation		687,655	719	278,825	243,215			133,315	1,343,729		1,343,729
12. C/I Heating, Ventilating & A/C Program		701,327	10	628,682	(2,365)	1,862,987		63,155	3,253,796		3,253,796
13. Efficient Motors Program		445							445		445
14. C/I Off Peak Battery Charging Program		6,866		1,162		17,461		1,023	26,512		26,512
15. Business Custom Incentive Program		15,685		94				416	16,195		16,195
16. C/I Building Envelope Program		242,871	375	269,654		1,725,970	(13)	28,739	2,267,596		2,267,596
17. Demand Load Control Trial Project		6,692		92,765		(227)		22	99,252		99,252
18. Res. Thermal Energy Storage Research Proj.				14,210					14,210		14,210
19. Cool Communities Research Project				47,540				59	47,599		47,599
20. Res. Heat Pump Water Heating Research Project		1,339		9,500				657	11,496		11,496
21. Conservation Research & Development Program		5,366		30,434				63	35,863		35,863
22. Natural Gas End-Use Technology R&D Project		13,987		32,279				4,710	50,976		50,976
23. C/I Daylight Dimming Research Project		15,598		82,949				7,033	105,580		105,580
24. C/I New Construction Research Project		17,559		197,961				3,467	218,987		218,987
25. Marketing Conservation Research & Dev.									-		-
26. BuildSmart Program		394,393	1,728	179,261	250		4	61,722	637,358	(22,650)	614,708
27. Green Pricing Research & Development Project		10,386		55,888	74,743			454	141,471		141,471
28. C/I Solar Desiccant Research Project		5,867		35,626				15	41,508		41,508
29. Common Expenses	1,974,295	4,122,928	33,425	1,277,041	26	37	1,953	1,169,048	8,578,753		8,578,753
30. Total All Programs	\$ 18,673,767	\$ 13,303,301	\$ 113,389	\$ 10,798,015	\$ 3,508,990	\$ 78,149,470	\$ 4,326	\$ 2,054,940	\$ 126,606,200	\$ (22,650)	\$ 126,583,550
31. LESS: Included in Base Rates		963,143							963,143		963,143
32. Recoverable Conservation Expenses	\$ 18,673,767	\$ 12,340,158	\$ 113,389	\$ 10,798,015	\$ 3,508,990	\$ 78,149,470	\$ 4,326	\$ 2,054,940	\$ 125,643,057	\$ (22,650)	\$ 125,620,407

Totals may not add due to rounding

CONSERVATION PROGRAM COSTS
April 1998 through December 1998 Variance

Program Title	Depreciation & Return	Payroll & Benefits	Materials & Supplies	Outside Services	Advertising	Incentives	Vehicles	Other	Sub-Total	Program Revenues	Total Variance for Period
1. Residential Conservation Service Program	\$	\$ (272,340)	\$ 2,216	\$ 1,244,825	\$ 267,161		\$ 205	\$ (76,175)	\$ 1,165,892	\$	\$ 1,165,892
2. Residential Building Envelope Program		928	762	(3,181)		(162,980)		(7,501)	(171,972)		(171,972)
3. Residential Heat Recovery Water Heating Program		(2)		286					284		284
4. Residential Load Management ("On Call")	54,037	194,013	(34,738)	316,910		(992,547)	(1,411)	138,271	(325,465)		(325,465)
5. Duct System Testing & Repair Program		(270,106)	(15,187)	(1,408)	132,740	(1,523,559)		84,020	(1,593,500)		(1,593,500)
6. Residential Air Conditioning Program		(76,560)	129	(118,017)	210,700	(348,618)		(12,730)	(345,096)		(345,096)
7. GS Load Management ("Business On Call")	4,698	45,479		142,947		(28,988)		2,489	166,625		166,625
8. Cogeneration & Small Power Production		1,157	70	822,258		-		(27,469)	796,016		796,016
9. Commercial/Industrial Efficient Lighting		(33,882)	202	135,611		(84,131)		(13,259)	4,541		4,541
10. Commercial/Industrial Load Control		16,210	(563)	(18,428)		1,381,697	294	(3,883)	1,375,327		1,375,327
11. Business Energy Evaluation		30,697	(10,403)	175,409	90,699			22,375	308,777		308,777
12. C/I Heating, Ventilating & A/C Program		(1,618)	10	(45,157)		(84,857)		(21,523)	(153,145)		(153,145)
13. Efficient Motors Program		445							445		445
14. C/I Off Peak Battery Charging Program		(220)		527		2,808		(1,162)	1,953		1,953
15. Business Custom Incentive Program		46		(13,811)		(98,956)		(973)	(113,694)		(113,694)
16. C/I Building Envelope Program		(36,751)	126	(34,904)		138,055	(13)	(22,511)	44,002		44,002
17. Demand Load Control Trial Project		3,266		14,045				22	17,333		17,333
18. Res. Thermal Energy Storage Research Proj.				(4,169)				(2,081)	(6,250)		(6,250)
19. Cool Communities Research Project				(71,317)				51	(71,266)		(71,266)
20. Res. Heat Pump Water Heating Research Project		3	(20,831)	(94,669)				(1,703)	(117,200)		(117,200)
21. Conservation Research & Development Program		(90,770)		(188,725)				(6,481)	(285,976)		(285,976)
22. Natural Gas End-Use Technology R&D Project		6,278		(155,362)				4,523	(144,561)		(144,561)
23. C/I Daylight Dimming Research Project		6,724		(5,639)				6,629	7,714		7,714
24. C/I New Construction Research Project		17		(93,708)				(831)	(94,522)		(94,522)
25. Marketing Conservation Research & Dev.				(437,726)				(6,375)	(444,101)		(444,101)
26. BuildSmart Program		(32,102)	(1,734)	17,937	(4,750)		4	13,765	(6,880)	244,695	237,815
27. Green Pricing Research & Development Project		(12,443)		2,061	1,040			(103,227)	(112,569)		(112,569)
28. C/I Solar Desiccant Research Project		(5,579)		9,795				(1,235)	2,981		2,981
29. Common Expenses		(97,584)	(369,600)	10,606	96,333	(8,052)	37	(1,852)	(298,266)		(298,266)
30. Total All Programs	\$ (38,849)	\$ (896,710)	\$ (69,335)	\$ 1,692,723	\$ 689,538	\$ (1,802,039)	\$ (2,773)	\$ 34,872	\$ (392,573)	\$ 244,695	\$ (147,876)
31. LESS: Included in Base Rates		(70,954)							(70,954)		(70,954)
32. Recoverable Conservation Expenses	\$ (38,849)	\$ (825,756)	\$ (69,335)	\$ 1,692,723	\$ 689,538	\$ (1,802,039)	\$ (2,773)	\$ 34,872	\$ (321,617)	\$ 244,695	\$ (76,923)

Totals may not add due to rounding

FLORIDA POWER & LIGHT COMPANY		
CONSERVATION ACCOUNTS		
April 1998 through December 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	RES. HEAT RECOVERY WATER HEATING PGM.
3	909.113	RES. 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		
April 1998 through December 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 (DLC) TRIAL PROJECT
18	908.110	RES. THERMAL ENERGY STORAGE RESEARCH PROJ.
19	908.730	COOL COMMUNITIES RESEARCH PROJECT
20	908.740	RES. HEAT PUMP WATER HEATING RESEARCH PROJECT
21	910.499	CONSERVATION RESEARCH & DEVELOPMENT PROGRAM
22	908.760	NATURAL GAS END-USE TECHNOLOGY R&D. PROJECT
23	908.200	C/I DAYLIGHT DIMMING RESEARCH PROJECT
24	908.720	C/I NEW CONSTRUCTION RESEARCH PROJECT
25	909.130	MARKETING CONSERVATION RESERACH & DEV.
25	910.130	MARKETNG CONSERVATION RESERACH & DEV.
26	456.870	BUILDSMART PROGRAM
26	908.770	BUILDSMART PROGRAM
26	909.770	BUILDSMART PROGRAM
27	908.260	GREEN PRICING RESEARCH & DEVEVELOPMENT PROJECT
27	909.260	GREEN PRICING RESEARCH & DEVEVELOPMENT PROJECT
28	908.570	C/I SOLAR DESICCANT RESEARCH PROJECT
29	907.100	COMMON EXPENSES
29	908.130	COMMON EXPENSES
29	908.450	COMMON EXPENSES
29	908.460	COMMON EXPENSES
29	909.700	COMMON EXPENSES
29	910.100	COMMON EXPENSES
29	910.120	COMMON EXPENSES
29	910.176	COMMON EXPENSES
29	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
April through December 1998 ACTUAL

Program Title	April	May	June	July	August	September	October	November	December	Total for Period
1. Residential Conservation Service Program	\$ 455,753	\$ 1,054,334	\$ 360,132	\$ 1,218,706	\$ 515,122	\$ 1,436,261	\$ 284,603	\$ 317,709	\$ 1,410,423	\$ 7,053,043
2. Residential Building Envelope Program	435,475	562,680	428,985	241,409	306,081	159,664	311,452	235,267	54,948	2,735,961
3. Residential Heat Recovery Water Heating Program	689	437	12	(20)	(2)	0			286	1,402
4. Residential Load Management ("On Call")	6,254,938	6,534,888	6,503,378	6,232,482	6,187,332	6,572,151	6,461,596	4,621,261	4,712,811	54,080,837
5. Duct System Testing & Repair Program	904,516	371,854	462,400	412,484	436,230	419,022	272,048	329,953	397,294	4,005,801
6. Residential Air Conditioning Program	1,989,169	1,572,832	1,558,279	1,834,057	1,769,898	1,616,510	1,171,940	1,167,313	913,709	13,593,708
7. GS Load Management ("Business On Call")	232,456	198,134	369,902	235,926	250,801	242,592	260,559	199,325	250,296	2,239,990
8. Cogeneration & Small Power Production	35,804	431,066	170,252	74,351	129,598	363,424	281,025	415,305	580,664	2,481,489
9. Commercial/Industrial Efficient Lighting	249,363	168,525	388,444	473,506	446,077	263,974	159,149	23,901	213,706	2,386,645
10. Commercial/Industrial Load Control	2,277,197	2,190,057	2,439,530	2,480,212	2,387,918	2,485,493	2,497,157	2,425,315	1,953,115	21,135,996
11. Business Energy Evaluation	118,552	229,502	99,638	86,507	141,933	165,323	112,812	128,211	261,250	1,343,729
12. C/I Heating, Ventilating & A/C Program	455,171	134,113	437,617	382,756	293,964	623,170	391,327	351,048	184,630	3,253,796
13. Efficient Motors Program					954	781	(1,191)	(107)	8	445
14. C/I Off Peak Battery Charging Program	1,203	2,352	8,127	963	1,904	793	615	6,746	3,810	26,512
15. Business Custom Incentive Program	1,784	1,702	1,702	1,694	2,553	1,879	1,627	1,627	1,627	16,195
16. C/I Building Envelope Program	218,322	317,039	329,861	239,858	194,750	412,059	242,515	163,119	150,073	2,267,596
17. Demand Load Control Trial Project	825	4,854	867	75,373	15,849	966	476	42	-	99,252
18. Res. Thermal Energy Storage Research Proj.			14,210						-	14,210
19. Cool Communities Research Project	8	0	0	45,938		1,616	19	18	-	47,599
20. Res. Heat Pump Water Heating Research Project	158	417	139	139	312	146	139	408	9,639	11,496
21. Conservation Research & Development Program	645	615	15,415	11,245	1,128	663	484	5,344	325	35,863
22. Natural Gas End-Use Technology R&D Project	11,523	1,453	8,695	2,496	5,446	8,351	1,315	8,210	3,487	50,976
23. C/I Daylight Dimming Research Project	28,152	2,396	2,332	1,937	35,224	1,376	32,766	606	790	105,580
24. C/I New Construction Research Project	8,762	5,378	5,635	569	539	(544)	902	647	197,100	218,987
25. Marketing Conservation Research & Dev.									-	0
26. BuildSmart Program	68,479	46,995	46,600	103,086	72,209	48,306	84,016	59,795	107,872	637,358
27. Green Pricing Research & Development Project	3,446	58,070	41,916	2,477	3,251	29,515	2,604	62	130	141,471
28. C/I Solar Desiccant Research Project	567	578	578	578	5,779	644	578	31,627	578	41,508
29. Common Expenses	930,878	885,863	840,380	915,469	1,130,268	910,221	961,942	886,058	1,117,673	8,578,753
30. Total All Programs	\$ 14,683,835	\$ 14,776,133	\$ 14,535,028	\$ 15,074,198	\$ 14,335,119	\$ 15,764,358	\$ 13,532,475	\$ 11,378,810	\$ 12,526,245	\$ 126,606,200
31. LESS: Included in Base Rates	180,193	96,319	91,722	94,560	95,065	141,351	90,203	86,330	87,400	963,143
32. Recoverable Conservation Expenses	\$ 14,503,642	\$ 14,679,814	\$ 14,443,306	\$ 14,979,638	\$ 14,240,054	\$ 15,623,006	\$ 13,442,271	\$ 11,292,480	\$ 12,438,845	\$ 125,643,057

Totals may not add due to rounding

**CONSERVATION TRUE-UP & INTEREST CALCULATION
APRIL 1998 THROUGH DECEMBER 1998**

	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
B. CONSERVATION PROGRAM REVENUES										
1. a. RESIDENTIAL LOAD CONTROL CREDIT	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
b. C/I - PENALTIES	0	0	0	0	0	0	0	0	0	0
c. BUILDSMART PROGRAM REVENUES	0	0	5,025	1,925	6,475	1,575	1,050	4,375	2,225	22,650
2. CONSERVATION CLAUSE REVENUES (NET OF REVENUE TAXES)	11,673,218	12,256,433	15,432,249	16,760,170	16,133,037	16,188,439	15,359,988	13,537,649	12,796,487	130,137,669
3. TOTAL REVENUES	11,673,218	12,256,433	15,437,274	16,762,095	16,139,512	16,190,014	15,361,038	13,542,024	12,798,712	130,160,319
4. ADJUSTMENT NOT APPLICABLE TO PERIOD - PRIOR TRUE-UP	2,813	2,813	2,813	2,813	2,813	2,813	2,813	2,813	2,813	25,317
5. CONSERVATION REVENUES APPLICABLE TO PERIOD (Line B3 + B4)	11,676,031	12,259,246	15,440,087	16,764,908	16,142,325	16,192,827	15,363,851	13,544,837	12,801,525	130,185,636
6. CONSERVATION EXPENSES (From CT-3, Page 1, Line 32)	14,503,642	14,679,814	14,443,306	14,979,638	14,240,054	15,623,006	13,442,271	11,292,480	12,438,845	125,643,057
7. TRUE-UP THIS PERIOD (Line B5 - Line B6)	(2,827,611)	(2,420,568)	996,781	1,785,270	1,902,271	569,821	1,921,580	2,252,357	362,680	4,542,579
8. INTEREST PROVISION FOR THE MONTH (From CT-3, Page 3, Line C10)	(12,737)	(24,868)	(28,446)	(22,277)	(13,721)	(7,843)	(2,225)	6,909	12,463	(92,745)
9. TRUE-UP & INTEREST PROVISION BEGINNING OF MONTH	33,756	(2,809,405)	(5,257,654)	(4,292,132)	(2,531,952)	(646,215)	(87,050)	1,829,492	4,085,945	33,756
a. DEFERRED TRUE-UP BEGINNING OF PERIOD	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)	(1,389,882)
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	(2,813)	(2,813)	(2,813)	(2,813)	(2,813)	(2,813)	(2,813)	(2,813)	(2,813)	(25,317)
11. END OF PERIOD TRUE-UP - OVER/(UNDER) RECOVERY (Line B7+B8+B9+B9a+B10)	(\$4,199,287)	(\$6,647,536)	(\$5,682,014)	(\$3,921,834)	(\$2,036,097)	(\$1,476,932)	\$439,610	\$2,696,063	\$3,068,391	\$3,068,391

NOTES: () Reflects Underrecovery

**FLORIDA POWER & LIGHT COMPANY
CONSERVATION TRUE-UP & INTEREST CALCULATION
APRIL 1998 THROUGH DECEMBER 1998**

	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
C. INTEREST PROVISION										
1. BEGINNING TRUE-UP AMOUNT (Line B9+B9a)	(\$1,356,126)	(\$4,199,287)	(\$6,647,536)	(\$5,682,014)	(\$3,921,834)	(\$2,036,097)	(\$1,476,932)	\$439,610	\$2,696,063	(\$22,184,153)
2. ENDING TRUE-UP AMOUNT BEFORE INTEREST (Line B7+B9+B9a+B10)	(4,186,550)	(6,622,668)	(5,653,568)	(3,899,557)	(2,022,376)	(1,469,089)	441,835	2,689,154	3,055,930	(17,666,889)
3. TOTAL OF BEGINNING & ENDING TRUE-UP (Line C1+C2)	(\$5,542,676)	(\$10,821,955)	(\$12,301,104)	(\$9,581,571)	(\$5,944,210)	(\$3,505,186)	(\$1,035,097)	\$3,128,764	\$5,751,993	(\$39,851,042)
4. AVERAGE TRUE-UP AMOUNT (50% of Line C3)	(\$2,771,338)	(\$5,410,978)	(\$6,150,552)	(\$4,790,786)	(\$2,972,105)	(\$1,752,593)	(\$517,549)	\$1,564,382	\$2,875,997	(\$19,925,521)
5. INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	5.50000%	5.53000%	5.50000%	5.60000%	5.56000%	5.52000%	5.22000%	5.10000%	5.50000%	N/A
6. INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	5.53000%	5.50000%	5.60000%	5.56000%	5.52000%	5.22000%	5.10000%	5.50000%	4.90000%	N/A
7. TOTAL (Line C5+C6)	11.03000%	11.03000%	11.10000%	11.16000%	11.08000%	10.74000%	10.32000%	10.60000%	10.40000%	N/A
8. AVERAGE INTEREST RATE (50% of Line C7)	5.51500%	5.51500%	5.55000%	5.58000%	5.54000%	5.37000%	5.16000%	5.30000%	5.20000%	N/A
9. MONTHLY AVERAGE INTEREST RATE (Line C8 / 12)	0.45958%	0.45958%	0.46250%	0.46500%	0.46167%	0.44750%	0.43000%	0.44167%	0.43333%	N/A
10. INTEREST PROVISION FOR THE MONTH (Line C4 x C9)	(\$12,737)	(\$24,868)	(\$28,446)	(\$22,277)	(\$13,721)	(\$7,843)	(\$2,225)	\$6,909	\$12,463	(\$92,745)

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

FLORIDA POWER & LIGHT COMPANY
 Schedule of Capital Investment, Depreciation and Return
 Residential Load Management (On Call)
 For the Period April 1998 through December 1998

Line No.	Description	Beginning of Period	April	May	June	July	August	September	October	November	December	Total
1.	Investments (Net of Retirements)		\$1,052,161	\$867,917	\$839,131	(\$27,710,957)	\$916,016	\$640,158	\$286,286	\$1,652,143	\$1,005,354	(\$20,351,792)
2.	Depreciation Base		103,269,016	104,236,933	105,076,063	77,365,106	78,281,122	78,921,280	79,207,566	80,859,709	81,865,062	n/a
3.	Depreciation Expense (a)		1,710,967	1,748,351	1,755,137	1,291,196	1,304,309	1,320,967	1,296,946	1,427,929	1,390,804	13,246,605
4.	Cumulative Investment (Line 2)		\$102,216,865	104,236,933	105,076,063	77,365,106	78,281,122	78,921,280	79,207,566	80,859,709	81,865,062	n/a
5.	Less: Accumulated Depreciation		61,953,303	65,434,461	67,189,599	40,142,995	41,447,304	42,768,272	44,067,233	45,495,364	46,886,168	n/a
6.	Net Investment (Line 4 - 5)		\$40,263,562	\$38,802,471	\$37,886,465	\$37,222,111	\$36,833,818	\$36,153,009	\$35,140,333	\$35,364,345	\$34,978,895	
7.	Average Net Investment		39,924,514	39,193,974	38,344,468	37,554,288	37,027,964	36,493,413	35,646,671	35,252,339	35,171,620	n/a
8.	Return on Average Net Investment)		163,873	160,875	157,388	154,145	151,984	149,790	146,315	146,696	144,365	
a.	Equity Component (Line 7 * 4.9255%/12) (b)		266,786	261,905	256,228	250,948	247,431	243,859	238,201	235,566	235,026	2,235,949
b.	Equity Comp. grossed up for taxes		145,199	142,542	139,452	136,579	134,665	132,720	129,641	128,207	127,913	1,216,918
c.	Debt Component (Line 7 * 4.3642%/12)		411,985	404,447	395,680	387,527	382,095	376,579	367,942	363,772	362,940	3,452,867
9.	Total Return Requirements (Line 8b + 8c)		\$2,122,952	\$2,152,797	\$2,150,818	\$1,678,722	\$1,686,404	\$1,697,547	\$1,664,788	\$1,791,701	\$1,753,743	\$16,699,472
10.	Total Depreciation & Return (Line 3 + 9)											

(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.

		ALLOCATION OF DEPRECIATION AND RETURN ON INVESTMENT BETWEEN PROGRAMS											
Residential On Call Program 4 (92%)	Depreciation	1,574,089	1,608,483	1,614,726	1,187,900	1,199,964	1,215,290	1,193,191	1,313,695	1,279,539	1,279,539	12,186,877	
	Return	379,026	372,091	364,026	356,524	351,528	346,453	338,414	334,671	334,904	333,904	3,176,638	
	Total	1,953,116	1,980,573	1,978,752	1,544,425	1,551,492	1,561,743	1,531,605	1,648,365	1,613,444	1,613,444	15,363,515	
Business on Call Program 7 (8%)	Depreciation	136,877	139,868	140,411	103,296	104,345	105,677	103,756	114,234	111,264	111,264	1,059,728	
	Return	32,959	32,356	31,654	31,002	30,568	30,126	29,427	29,102	29,035	29,035	276,229	
	Total	169,836	172,224	172,065	134,298	134,912	135,804	133,183	143,336	140,299	140,299	1,335,958	
Total	Depreciation	1,710,967	1,748,351	1,755,137	1,291,196	1,304,309	1,320,967	1,296,946	1,427,929	1,390,804	1,390,804	13,246,605	
	Return	411,985	404,447	395,680	387,527	382,095	376,579	367,942	363,772	362,940	362,940	3,452,867	
	Total	2,122,952	2,152,797	2,150,818	1,678,722	1,686,404	1,697,547	1,664,788	1,791,701	1,753,743	1,753,743	16,699,472	

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

Line No.	Description	Beginning of Period	April	May	June	July	August	September	October	November	December	Total	Line No.
1	Investment (Net of Retirements)		\$0	\$0	\$0	(\$1,559,973)	\$0	\$0	\$0	\$0	\$0	(\$1,559,973)	1.
2	Depreciation Base		2,559,132	2,559,132	2,559,132	999,159	999,159	999,159	999,159	999,159	999,159	n/a	2.
3	Depreciation Expense (a)		42,652	42,652	42,652	16,653	16,653	16,653	16,653	16,653	16,653	227,872	3.
4	Cumulative Investment (Line 2)	\$2,559,132	2,559,132	2,559,132	2,559,132	999,159	999,159	999,159	999,159	999,159	999,159	n/a	4.
5	Less: Accumulated Depreciation (c)	2,023,252	2,065,904	2,108,556	2,151,209	607,889	624,541	641,194	657,847	674,499	691,152	n/a	5.
6	Net Investment (Line 4 - 5)	\$535,880	\$493,227	\$450,575	\$407,923	\$391,270	\$374,618	\$357,965	\$341,312	\$324,660	\$308,007		6.
7	Average Net Investment		\$514,553	\$471,901	\$429,249	\$399,597	\$382,944	\$366,291	\$349,639	\$332,986	\$316,333	n/a	7.
8	Return on Average Net Investment												8.
	a. Equity Component (Line 7 * 4.9255% /12) (b)		2,112	1,937	1,762	1,640	1,572	1,503	1,435	1,367	1,298	14,627	8a.
	b. Equity Comp. grossed up for taxes (Line 8a/.61425)		3,438	3,153	2,868	2,670	2,559	2,448	2,336	2,225	2,114	23,812	8b.
	c. Debt Component (Line 7 * 4.3642% /12)		1,871	1,716	1,561	1,453	1,393	1,332	1,272	1,211	1,150	12,960	8c.
9	Total Return Requirements (Line 8b + 8c)		5,310	4,870	4,429	4,123	3,952	3,780	3,608	3,436	3,264	36,772	9.
10	Total Depreciation & Return (Line 3 + 9)		\$47,962	\$47,522	\$47,082	\$20,776	\$20,604	\$20,432	\$20,261	\$20,089	\$19,917	\$264,644	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.
(c) July includes a reserve transfer of \$2,895.13.

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

Line No.	Description	Beginning of Period	April	May	June	July	August	September	October	November	December	Total	Line No.
1.	Investment (Net of Retirements)		(\$68,798)	\$25,113	(\$402)	(\$1,400)	\$119	\$35	(\$155)	\$0	\$60,000	\$14,513	1.
2.	Depreciation Base		<u>8,745,885</u>	<u>8,770,999</u>	<u>8,770,597</u>	<u>8,769,197</u>	<u>8,769,316</u>	<u>8,769,351</u>	<u>8,769,196</u>	<u>8,769,196</u>	<u>8,829,196</u>	n/a	2.
3.	Depreciation Expense (a)		<u>135,882</u>	<u>138,648</u>	<u>137,791</u>	<u>137,726</u>	<u>137,804</u>	<u>137,800</u>	<u>137,784</u>	<u>137,796</u>	<u>143,796</u>	<u>1,245,028</u>	3.
4.	Cumulative Investment (Line 2)	\$8,814,683	8,745,885	8,770,999	8,770,597	8,769,197	8,769,316	8,769,351	8,769,196	8,769,196	8,829,196	n/a	4.
5.	Less: Accumulated Depreciation	3,150,736	3,286,618	3,425,266	3,563,058	3,700,784	3,838,588	3,976,388	4,114,173	4,251,969	4,395,765	n/a	5.
6.	Net Investment (Line 4 - 5)	<u>\$5,663,947</u>	<u>\$5,459,267</u>	<u>\$5,345,732</u>	<u>\$5,207,539</u>	<u>\$5,068,413</u>	<u>\$4,930,728</u>	<u>\$4,792,963</u>	<u>\$4,655,023</u>	<u>\$4,517,227</u>	<u>\$4,433,431</u>		6.
7.	Average Net Investment		\$5,561,607	\$5,402,500	\$5,276,636	\$5,137,976	\$4,999,570	\$4,861,845	\$4,723,993	\$4,586,125	\$4,475,329	n/a	7.
8.	Return on Average Net Investment												8.
a.	Equity Component (Line 7 * 4.9255% /12) (b)		<u>22,828</u>	<u>22,175</u>	<u>21,658</u>	<u>21,089</u>	<u>20,521</u>	<u>19,956</u>	<u>19,390</u>	<u>18,824</u>	<u>18,369</u>	<u>184,811</u>	8a.
b.	Equity Comp. grossed up for taxes (Line 8a/.61425)		37,164	36,101	35,260	34,333	33,408	32,488	31,567	30,646	29,905	300,873	8b.
c.	Debt Component (Line 7 * 4.3642% /12)		20,227	19,648	19,190	18,686	18,183	17,682	17,180	16,679	16,276	163,751	8c.
9.	Total Return Requirements (Line 8b + 8c)		<u>57,391</u>	<u>55,749</u>	<u>54,450</u>	<u>53,019</u>	<u>51,591</u>	<u>50,170</u>	<u>48,747</u>	<u>47,325</u>	<u>46,181</u>	<u>464,624</u>	9.
10.	Total Depreciation & Return (Line 3 + 9)		<u>\$193,273</u>	<u>\$194,397</u>	<u>\$192,241</u>	<u>\$190,745</u>	<u>\$189,395</u>	<u>\$187,970</u>	<u>\$186,532</u>	<u>\$185,121</u>	<u>\$189,977</u>	<u>\$1,709,651</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.

Docket No. 990002-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: April 1998 through December 1998

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

Docket No. 990002-EG
Exhibit No. _____
Florida Power & Light Co.
(LMB-1)
Schedule CT-6
Page 1 of 29

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 April 1998 through December 1998: During this period 34,784 energy audits were completed. The estimate for this period was 44,527 energy audits.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$7,053,043 or \$1,165,892 more than projected due to advance purchase of media and related items which will result in substantial savings and overall reduction in program costs.

Program Progress Summary: Program inception to date, 1,465,383 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 April 1998 through December 1998: During this period 21,974 installations were completed. The estimate for this period was 17,795 installations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$2,735,961 or \$171,972 less than projected due to the average incentive cost per installation being lower than anticipated.

Program Progress Summary: Program inception to date, 610,417 installations have been completed.

Docket No. 990002-EG
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Page 3 of 29

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 April 1998 through December 1998: Installation of equipment at 22 additional substations and 35,670 customer installations were completed during this period. The estimate for the period was 25,743 customer installations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$54,080,837 or \$325,465 less than projected. This program is deemed on target with a less than one-percent variance.

Program Progress Summary: Program inception to date, installation of equipment at 349 substations has been completed, and there are 574,330 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 qualified contractors repair those leaks.

Program Accomplishments for April 1998 through December 1998: During this period 18,133 installations were completed. The estimate for this period was 24,145 installations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$4,005,801 or \$1,593,500 less than projected due to fewer installations and the average incentive cost per installation being lower than anticipated.

Program Progress Summary: Program inception to date, 242,892 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 April 1998 through December 1998: During this period 62,959 installations were completed. The estimate for this period was 60,240 installations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$13,593,708 or \$345,096 less than projected. This program is deemed on target with a less than three-percent variance.

Program Progress Summary: Program inception to date, 423,773 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 April 1998 through December 1998: During this period 1,847 installations were completed. The estimate for this period was 1,952 installations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$2,239,990 or \$166,625 more than projected. This program is deemed on target with an eight-percent variance.

Program Progress Summary: Program inception to date, total reduction is 15.6 MW and 9,281 installations.

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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 April 1998 through December 1998: FPL received 890 MW of firm capacity at time of system peak and 4,569 GWh of purchase power. Eight firm and seven as-available power producers participated. The estimate for the period was expected to include 885.6 MW of firm capacity at time of system peak and 5,625.4 GWh of purchase power.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$2,481,489 or \$796,016 more than projected due to higher than anticipated legal costs related to three projects.

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

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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 April 1998 through December 1998: During this period total reduction was 11,746.80 kW. The estimate for this period was 12,211.55 kW.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$2,386,645 or \$4,541 more than projected. This program is deemed on target with a less than one-percent variance.

Program Progress Summary: Program to date, total reduction is 192,956.59 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 April 1998 through December 1998: During this period the demand reduction capability from program participants was a total of 446.1 MW at the generator. The target reduction for the period was 444 MW at the generator.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$21,135,996 or \$1,375,327 more than projected due to incentive greater than anticipated due to over-achievement driving sign-ups to occur earlier in the year than planned.

Program Progress Summary: Program to date, participation in this program totals 446.1 MW at the generator. As requested in Docket No. 881106-EI, Order No. PSC-92-0687-FOF-EI, Page 10 of 29 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: April 1998 through December 1998

<u>Customer Name</u>	<u>Effective Date</u>	<u>Firm Rate</u>	<u>Remarks</u>
Customer No. 1	6/1/98	RTP	Customer made changes to his operation. Mostly operating off-peak. Real Time Pricing rate more beneficial.
Customer No. 2	8/7/98	GSD-1	Customer's generator needs major repairs. Customer in bankruptcy. Temporarily suspended from CILC until repairs are completed.
Customer No. 3	9/14/98	GSD-1	Customer is replacing generators and switch gear. Temporarily unavailable for load control. Temporarily suspended CILC credits.
Customer No. 4	7/29/98	GSD-1	Customer is building new plant. Old plant being dismantled and load reduced. Load being transferred to new plant, which will be on CILC-1 rate.

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Exhibit No. _____
Florida Power & Light Co.
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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 April 1998 through December 1998: During this period 4,068 energy evaluations were completed. The estimate for this period was 3,835 energy evaluations.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$1,343,729 or \$308,777 more than projected due to underestimating advertising expenses in the projection.

Program Progress Summary: Program inception to date, 44,025 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 April 1998 through December 1998: During this period total demand reduction was 12,730.05 kW. The estimate for this period was 13,047.33 kW.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$3,253,796 or \$153,145 less than projected. This program is deemed on target with a less than five-percent variance.

Program Progress Summary: Program inception to date, total reduction is 122,311.48 kW.

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 April 1998 through December 1998: During this period program total reduction was 119.2 kW. The estimate for the period was 167.60 kW.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$26,512 or \$1,953 more than projected. This program is deemed on target with a less than eight-percent variance.

Program Progress Summary: Program inception to date, total reduction is 2,881.8 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, which reduce electric demand or shift electric demand from summer peak.

Program accomplishments for April 1998 through December 1998: During this period program accomplishments included evaluating one project and finalizing one.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$16,195 or \$113,694 less than projected due to no projects implemented during this period.

Program Progress Summary: Program inception to date, 58 projects have been reviewed for eligibility and cost-effectiveness.

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Exhibit No. _____
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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 April 1998 through December 1998: During this period total reduction was 3,780 kW. The estimate for the period was 5,361.91 kW.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$2,267,596 or \$44,002 more than projected. This program is deemed on target with a less than two-percent variance.

Program Progress Summary: Program inception to date, total reduction is 13,620.70 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 April 1998 through December 1998: During this period project accomplishments included completion of final report.

Project Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$99,252 or \$17,333 more than projected. This project is complete.

Project Progress Summary: Field monitoring has been completed. Final report was submitted to the FPSC in July 1998, this project has been completed.

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Exhibit No. _____
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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 April 1998 through December 1998: During this period accomplishments included continued research of technical papers/journals and monitoring of any new developments in manufacturing technology.

Project Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$14,210 or \$6,250 less than projected.

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

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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 April 1998 through December 1998: During this period program accomplishments included creating a statistical regression model which produced preliminary estimates of energy savings from light colored roofs and tree shading in residential applications. Also, shade intensity in Florida as a function of position and tree height was developed.

Project Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$47,599 or \$71,266 less than projected due to restructuring of the professional consulting company.

Project Progress Summary: The majority of the data analysis in Phase II of the R&D project was completed during this period. After the documentation of the methodology and findings is completed in 1999, FPL may pursue the next phase of research beginning with a small research contract with the Florida Solar Energy Center.

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 April 1998 through December 1998: During this period project accomplishments included completion of final report.

Project Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$11,496 or \$117,200 less than projected due to completion of the project.

Project Progress Summary: Final report was received in July 1998.

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 April 1998 through December 1998: This period included the continuation of technology assessment of products/concepts for potential DSM opportunities. (See supplement for current concepts).

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$35,863 or \$285,976 less than projected due to delays in identifying specific technologies to evaluate. There have also been fewer requests than expected from outside parties to evaluate technologies in these areas.

Program Progress Summary: Program development is proceeding. Concepts have been identified and work is underway to select specific technologies for further evaluation.

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

<u>Technology Assessment</u>	<u>Description</u>	<u>Status</u>
Cooling Tower Enhancement	Phase II: Conduct field tests based on results from Phase I.	On hold.
Desiccant Enhanced Air Conditioning	Conduct field testing and meet with air conditioning manufacturers to commercialize.	Looking for commercial partners; waiting for results of FPL's solar-enhanced Desiccant A/C project.
HVAC Enhancements	Study the demand and energy impact of uncontrolled air-flow in commercial buildings. Evaluate the demand and energy impact of new HVAC technologies.	Identification of technologies underway.
Residential Building Envelope Technologies	Further investigation into reflective roof coating for demand and other insulating materials for demand and energy impacts will be conducted.	Identification of technologies underway.
Appliance Technologies	Evaluate appliance technologies such as front-load washing machines, refrigerators, ceiling fans and microwave clothes dryers for demand and energy impacts.	Identification of technologies underway.
UV-Filtration	Evaluate the potential demand and energy impacts for reducing make up air for commercial buildings by utilizing UV Filtration.	Research needs being considered.
Energy Management Technologies	Evaluate the demand and energy impacts of energy management systems in varying degrees of sophistication from manual controls to integrated home energy systems.	Identification of technologies underway.

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 natural gas end-use technologies; gas heat pump, gas engine-driven chillers, gas water heating, and gas desiccant-cooling.

Project accomplishments for April 1998 through December 1998: During this period accomplishments included completion of field monitoring for gas water heating, gas heat pump and gas engine driven chillers with the next step being data analysis by the contractor in preparation of the final report.

Project Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$50,976 or \$144,561 less than projected due to lower than projected monitoring and analysis costs, as well as cost deferred from using sites that already had gas equipment installed.

Project Progress Summary: On December 17, 1998 FPL submitted the final report for the Gas Desiccant Cooling project. This technology did not prove cost-effective using the FPSC approved cost-effectiveness methodologies. Field monitoring is complete for the Gas Engine-Driven Chillers, Gas Engine-Driven Heat Pump, and the Gas Water-Heating projects. Final reports to be submitted in 1999.

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 April 1998 through December 1998: During this period new lamps, ballasts and dimming equipment were installed in two office buildings, one in the north part of the state and one in the south part. Both sites have been monitored for the base line, and the dimming equipment has been activated for field monitoring.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$105,580 or \$7,714 more than projected. This project is deemed on target with a less than eight-percent variance.

Program Progress Summary: FPL requested and was granted on December 2, 1998, an extension of this project through August 1999.

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 April 1998 through December 1998: During this period project accomplishments in Phase I included a literature search and the development of a baseline database from Energy Code Data; conducting trade ally surveys; developing a list of measures; and developing a preliminary baseline.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$218,987 or \$94,522 less than projected due to project being behind schedule. Discussions are underway with the contractor to determine how to catch up, or whether a deadline extension will be necessary.

Program Progress Summary: Phase I, including the accomplishments listed above and an analysis indicating that further work should be done, was completed in February 1999. Phase II and III are underway. Field surveys have been scheduled for approximately twenty buildings.

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 April 1998 through December 1998: During this period, FPL completed an analysis of the On Call customer satisfaction research that was fielded in 1998. This research provides a more complete understanding of customer dropouts and customer satisfaction for the residential load control program when the program is activated. A new communication plan is being developed to address the unmet customer needs that were discovered in this research. FPL will also be investigating the relationship between communications, customer satisfaction and incentive levels, which may lead to a load control related MCRD project.

Program Fiscal Expenditures for April 1998 through December 1998: There were no program expenditures incurred resulting in a variance of \$444,101 less than anticipated due to delays in starting new research projects.

Program Progress Summary: FPL has continued to investigate additional potential MCRD projects that will examine the impacts of seasonal incentives for several of its DSM programs. Preliminary research plans are currently being developed.

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 April 1998 through December 1998: During this period program accomplishments included 168 homes for a total reduction of 160.2 kW. The estimate for this period was 389 kW.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures (net of revenues) were \$614,708 or \$237,815 more than projected due to less program revenues received than anticipated.

Program Progress Summary: Program inception to date, total reduction is 243.35 kW and 258 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 April 1998 through December 1998: During this period program accomplishments included completion of the marketing and solicitation phases of this project.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$141,471 or \$112,569 less than projected due to timing of expenditures.

Program Progress Summary: Customer contributions for this project will be used to purchase, install, maintain and operate photovoltaic (PV) modules on FPL's system. Contributions for this project have been in excess of \$89,000, with the construction phase scheduled for completion in June 1999.

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 April 1998 through December 1998: During this period the Solar Energy and Energy Conversion Laboratory (SEECL) at the University of Florida modeled the theoretical performance of a solar-assisted hybrid liquid desiccant air conditioning. SEECL also developed a solar-assisted hybrid liquid desiccant air conditioning system and began laboratory tests on the system.

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$47,508 or \$2,981 more than projected. This project is deemed to be on target with a less than seven-percent variance.

Program Progress Summary: The SEECL model indicated that for certain types of C/I buildings the concept might be suitable for commercial use in Florida. Laboratory tests have indicated that triethylene glycol is unsuitable for use as a desiccant because excessive glycol vapors escape from the system. Tests have been restarted with a lithium chloride desiccant.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Common Expenses

Program Description: Expenses common to all programs.

Program Accomplishments: N/A

Program Fiscal Expenditures for April 1998 through December 1998: Total expenditures were \$8,578,753 or \$292,266 less than projected. This program is deemed on target with a less than three-percent variance.

Program Progress Summary: N/A

APPENDIX A



**THE POWER TO IMPROVE
YOUR BUSINESS™**

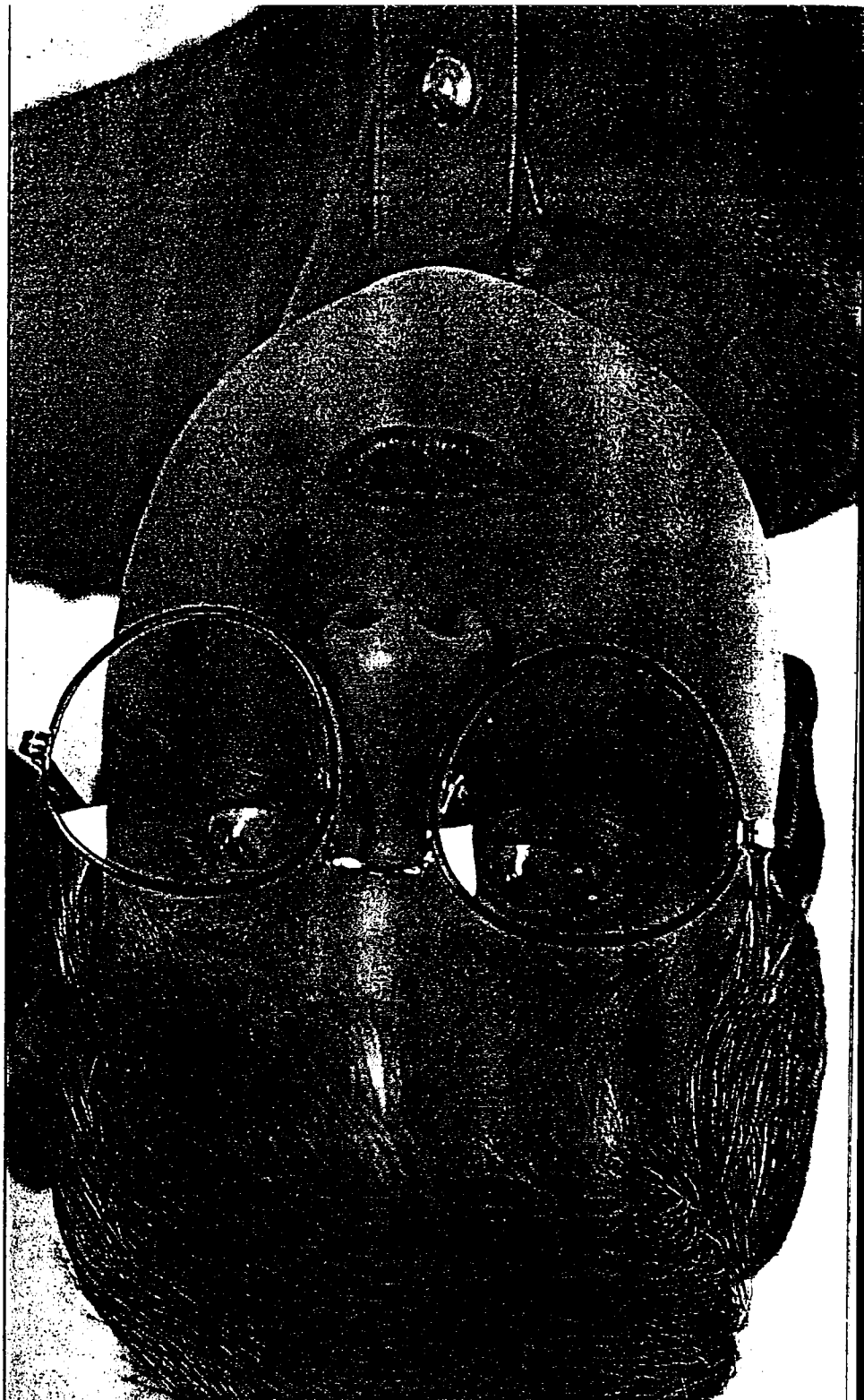
ANSWER: \$4,600 per month.

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

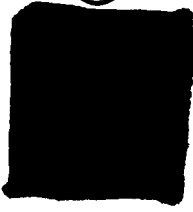

Florida Power & Light can do for you. Call 1-800-FPL-5566 for a free Business Energy Evaluation.



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 12:28:16
 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

5
6

MAXIMUM DEMAND	
PRESENT FIRM KWD	

last revision of 10/25/1997

			(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)		
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE (72) OSD-1	PROPOSED RATE (72) OSD-1
7	8/23/98	30	1650									
8	7/25/98	29	1650									
9	6/25/96	32	1650									
10	5/24/98	29	1650									
11	4/25/98	29	1650									
12	3/27/96	29	1650									
13	2/27/98	29	1650									
14	1/29/98	32	1650									
15	2/28/95	31	1650									
16	11/27/95	33	1650									
17	10/25/95	29	1650									
18	9/26/95	32	1650									

19

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

Facility Rental Charge is included

RATE ANALYSIS

1 ICOM BILL COMPARISON 09/19/97 12:26:15
 2 [REDACTED]
 3 [REDACTED]
 4 [REDACTED]

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	CURT/FIRM	(F) ACTUAL AMT	(G) PRESENT RATE (72) OSD-1	last revised 1/25/1997 PROPOSED RATE (72) OSD-1
8/25/97	31	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/25/97	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
6/25/97	32	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/27/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/25/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/27/97	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/28/97	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/27/97	32	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/26/96	34	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/22/96	30	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/23/96	29	1850	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/24/96	32	1850	[REDACTED]	[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 → 13.52

RATE ANALYSIS

1 BCOM BILL COMPARISON 09/19/97 12:18:24
 2 01/11/89
 3 ST LUCIE CO WULPH () 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 09/25/1997

			(A)	(B)	(C)	(D)	(E)		(F)	(G)	(H)	
	DATE	DAYS	FRAN	TOT KWH	ON PK KWH	ACTUAL KWD	ON PK KWD	BILL KWD	CURT/FIRM	ACTUAL AMT	PRESENT RATE (62) OSLO-1	PROPOSED RATE (62) 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	1/26/96	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

1 BCOM BILL COMPARISON 09/19/97 12:16:33
 2 [REDACTED] 01/11/89 [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

4
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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 (#2) OSLO-1	(H) PROPOSED RATE (#2) OSLO-1
8/22/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
7/24/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
8/24/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
5/23/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
4/24/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
3/28/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
2/25/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
1/24/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
12/23/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
11/21/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
10/22/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
9/23/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]

last revision 6/25/1997

18

\$0.084 / KWH	\$0.064 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Facility Rental Charge is included!

14231

59.

RATE ANALYSIS

1 BCOM BILL COMPARISON 09/19/97 12:08:33
 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

4
5

MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

last revision 6/25/1997

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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 (73) 050-1	(H) PROPOSED RATE (73) 050-1
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

1 IICOM BILL COMPARISON 09/19/97 17:05:26
 2 [REDACTED] 01/10/73 [REDACTED]
 3 ST LUCIE CO BPL PH(C) C [REDACTED]

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

4 5

MAXIMUM DEMAND	[REDACTED]
PRESENT FIRM KWD	[REDACTED]

6 7 8 9 10 11 12 13 14 15 16 17

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	(H) PROPOSED RATE
8/7/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	(72) QSD-1	(72) QSD-1
7/9/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
6/9/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/8/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/9/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/11/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/7/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/8/97	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/6/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/5/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/7/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/6/96	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

18

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

Facility Rental Charge is included!

14245 (1590)

RATE ANALYSIS

1 BCOM BILL COMPARISON 09/19/97 12:22:15
 2 09/12/91
 3 ST LUCIE CO BPI PH
 4

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

5

MAXIMUM DEMAND	
PRESENT FIRM KWD	

7

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) OSLO-1	(H) PROPOSED RATE (62) OSLO-1
8/8/96	29	1650									
7/10/96	30	1650									
6/10/96	32	1650									
5/9/96	29	1650									
4/10/96	29	1650									
3/12/96	29	1650									
2/12/96	32	1650									
1/11/96	31	1650									
12/11/95	33	1650									
11/8/95	29	1650									
10/10/95	29	1650									
9/11/95	32	1650									

last revision: 8/25/1997

19

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

Facility Rental Charge is included

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

7

DATE	DAYS	FRAN	(A) TOT KWH	(B) ON PK KWH	(C) ACTUAL KWD	(D) ON PK KWD	(E) BILL KWD	(F) CURT/FIRM ACTUAL KWD	(G) PRESENT RATE (02)08LD-1	(H) PROPOSED RATE (02)08LD-1
8/8/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
7/10/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
6/10/97	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
5/9/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
4/10/97	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
3/12/97	30	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
2/10/97	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
1/9/97	33	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
12/9/96	31	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
11/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
10/8/96	29	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
9/9/96	32	1650	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

last revised 6/25/1997

19

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

Facility Rental Charge is included!

(3176 => 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 BUSINESSSM**



www.fpl.com

an FPL Group company

Sarasota Memorial Hospital

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

Prior to change-out:

Summer:

183 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]

DATE: 9/30/92

FPL CHILLER TEST REPORT

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

TEST INSTRUMENT DATA:

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

NAME PLATE DATA: (if available) A

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

TEST RESULTS:

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

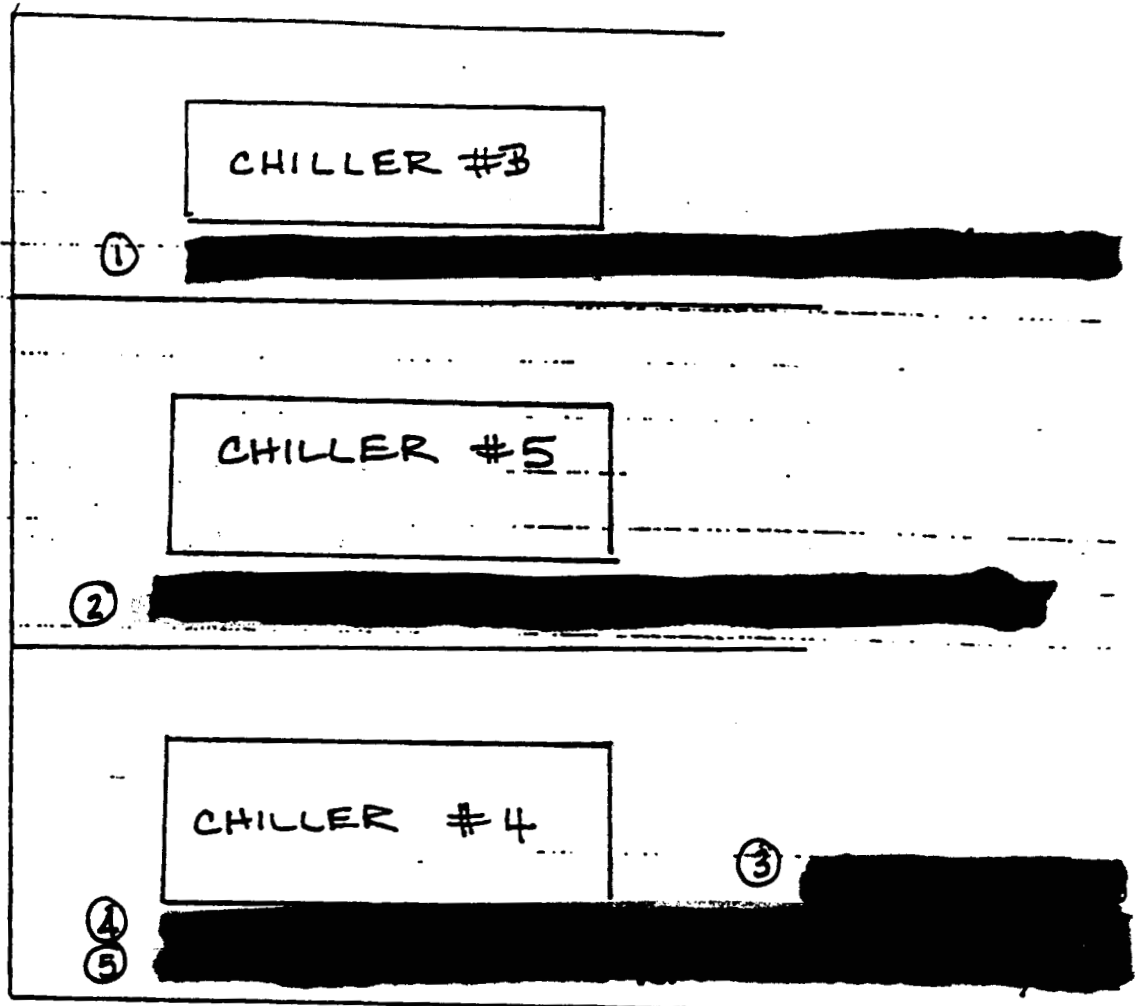
POWER INPUT DATA: C

16 Volts _____
 17 Ampe _____
 18 P.F. _____
 19 KW _____

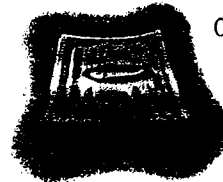
Nameplate Volts _____ D
 Nameplate Ampe _____
 Nameplate Phase _____
 $KW = (V * A * 1.73 * PF) / 1000$

20 CALCULATED EFFICIENCY: _____ KW/Ton
 (measured KW / calculated tonnage)

21 TEST CONDUCTED BY: _____
 22 OF: _____ DATE: 9/30/92
 23 CERTIFIED CORRECT BY: _____
 24 OF: _____ DATE: 10/5/92

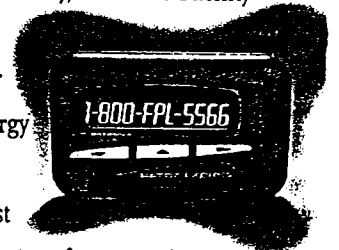


MOTOROLA IS SAVING \$225,000 THIS YEAR. HERE'S HOW TO FOLLOW IN THEIR FOOTSTEPS.



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 BUSINESSSM**



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)	9/17/93	(B)	(C)	(D)
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 M&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	FOLD	T	C	
[REDACTED]					[REDACTED]	
CUSTOMER/FACILITY BUILDING TYPE:					VENDOR NAME	
Name: MOTOROLA					[REDACTED]	
PHONE No. [REDACTED]					VENDOR FPL (PMS) I.D. [REDACTED]	
Address: [REDACTED]					PHONE No. [REDACTED]	
City: PLANTATION FL 33322					City: [REDACTED]	

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AREA/SYSTEM 1: [REDACTED]

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

AREA/SYSTEM 2:

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

AREA/SYSTEM 3:

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

AREA/SYSTEM 4:

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

DIRECT SAVE

J. Hance **9/1/93**
 CUSTOMER APPROVAL FOR INSTALLATION [REDACTED] DATE

V. Cal **9/17/93**
 CUSTOMER ACCEPTANCE OF INSTALLATION [REDACTED] DATE

13
14

REMARKS

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

15

SEB **9/16/93**
 AUTHORIZED FOR PAYMENT DATE

Blanket Exception #009 Send Check To **JULIE HANCE CBI/AOB**
 (PLEASE PRINT) Loan Sytle: Bldg Code

Paid Through Working Fund Check No. _____ DATE

JOB NUMBER

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 648-L (Non-Blocked) 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 not FPL vendor)		CUSTOMER SOCIAL SECURITY No. (if not FPL vendor)	
CUSTOMER/FACILITY BUILDING TYPE:						VENDOR NAME			
Motorola						VENDOR FPL ID No.			
Plantation FL 33322						Address			
						City			

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REASYSYSTEM 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										
PROPOSED										
TOTAL KW REDUCTION					INCLUDES LABOR		<input checked="" type="checkbox"/>			

REASYSYSTEM 2:

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

REASYSYSTEM 3:

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

REASYSYSTEM 4:

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

NET SALE UPHCLH

Balance 9/1/93
 APPROVAL No. DATE

Leslie C. H. UPHCLH 10/9/93
 INSPECTION CUS ID No. DATE

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's Commercial/Industrial facility in accordance with the rules and regulations of the FPL Commercial and Industrial Lighting Program.

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

AUTHORIZED FOR PAYMENT DATE Blanket Exception #009 Send Check To JULIE HANCE CBI/AOB (PLEASE PRINT) Loan Syms / Bldg Code

Paid Through Working Fund Check No. _____

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

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

JOB NUMBER
 [REDACTED]

FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/>		CUSTOMER <input type="checkbox"/>	
DIST	CYCLE	ROUTE	FOLIO	T	C	CUSTOMER TAX ID No. (if more than one)		CUSTOMER SOCIAL SECURITY No. (if more than one)	
CUSTOMER/FACILITY BUILDING TYPE: <i>manuf</i>						VENDOR NAME		PHONE No.	
<i>Motorola</i>						VENDOR FPL MSLS ID		PHONE No.	
<i>Plantation FL 33322</i>						Address		City	

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

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

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

DIRECT SALE
Blance UHCEJLWH 9/1/93
 INSPECTION NO. 00UPMCLHC 11/22/93
 DATE 26

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

This certifies that there has been a lighting kW Reduction at 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	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	31,731 ⁰⁰	[REDACTED]	[REDACTED]

23

AUTHORIZED FOR PAYMENT DATE 11-29-93
 Blanket Exception #009 Send Check To *Blance* (PLEASE PRINT)
 Paid Through Working Fund Check No. _____

Florida Power & Light Company
 COMMERCIAL/INDUSTRIAL LIGHTING INCENTIVE CERTIFICATE
 Form 948-L (Non-Block) Rev. 12/92

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

JOB NUMBER						FPL CUSTOMER ACCOUNT INFORMATION						SELECT PAYEE: FPL VENDOR <input checked="" type="checkbox"/> CUSTOMER <input type="checkbox"/>											
DISI	CYCLE	ROUTE	FOLIO	T	C	CUSTOMER SOCIAL SECURITY No. (if not Intergovernmental)						CUSTOMER SOCIAL SECURITY No. (if not Intergovernmental)											
[REDACTED]						[REDACTED]						[REDACTED]											
CUSTOMER/FACILITY BUILDING TYPE:												VENDOR NAME											
Name: Motorola												[REDACTED]											
Address: [REDACTED]												VENDOR FEDERAL ID No.											
City: Plantation FL Zip Code: 33322												[REDACTED]											

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AREA/SYSTEM 1: [REDACTED]

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

AREA/SYSTEM 2: [REDACTED]

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

AREA/SYSTEM 3: [REDACTED]

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

AREA/SYSTEM 4: [REDACTED]

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

DIRECT SALES
 Julie Hance VHOE W/H 9/1/93
 No. [REDACTED] DATE 9/1/93 25
 CUSTOMER APPROVAL FOR INSTALLATION
 M. [REDACTED] # [REDACTED] 12/30/93 26
 CUSTOMER ACCEPTANCE OF INSTALLATION
 DATE 12/30/93

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	LOCN CODE	EAC	AMOUNT	JOB No.	VENDOR No.
1790	91	000	02	0	085	769	[REDACTED]	[REDACTED]	[REDACTED]

29

AUTHORIZED FOR PAYMENT: [Signature] DATE: 12/15/93
 Blanket Exception #009 Send Check To: Julie Hance CBI/ASB (PLEASE PRINT) Locn 5/yrms / Bldg Code
 Paid Through Working Fund Check No.: _____

beber/silverstein & partners

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

TV COPY

AS RECORDED

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

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

PEDRO: Hi Bob.

BOB: What are your main concerns with energy issues?

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

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

BOB: Any other benefits?

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

beber/silverstein & partners

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

RADIO COPY

AS RECORDED

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

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

PEDRO: Hi Bob, how are you?

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

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

BOB: Wow.

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

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

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

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

BOB: Oh, that's good.

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

El Dorado Furniture Ad

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

HVAC

1 [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
2
3

End result =

Savings:

4
5
6

T8 change-out
HID lighting
HVAC

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.

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: 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
| 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 N/A Incentive (\$/Sq. Foot) 0.15 4
 B

Qualifying Roof / Ceiling Area	Savings Factor	Billing Charges	
Annual Kwh = [REDACTED] / 1000 * B	<u>1538</u> (Table One, Kwh)	[REDACTED] * 1 = \$ [REDACTED] C	5
Summer Kwh = _____ / 1000 * B	_____ (Table One, Summer Kwh)	_____ * 7 = \$ <u>N/A</u> D	G
Winter Kwh = _____ / 1000 * B	_____ (Table One, Winter Kwh)	_____ * 5 = \$ <u>N/A</u> D	H

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

Simple Payback = $\frac{\text{Installation Cost [REDACTED] A} - \text{Incentive [REDACTED] E}}{\text{Total Area [REDACTED] B}} \div \frac{\text{Annual Savings [REDACTED] C}}{\text{[REDACTED] D}} = \text{[REDACTED] Years}$ 7

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

Comparable months average bill post retrofit

[REDACTED] (1) 4

Average bill prior to lighting retrofit

[REDACTED] (2) 5

Average monthly bill savings - \$

[REDACTED] 6

Average monthly bill savings - % of bill prior to retrofit

20% (3)/(2)

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 Carlyle estate. 20 tons of marble, imported Spanish tile and an air-conditioned dog kennel.

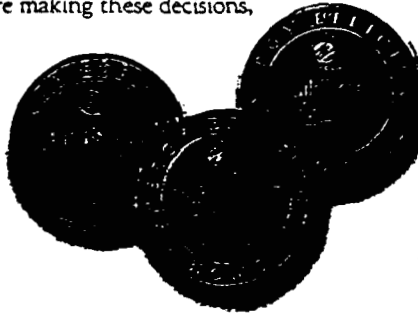
HUSBAND: Wow!

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.