

May 15, 2000

Charles A. Guyton
850.222.3423

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

By Hand Delivery

RECEIVED-FPSC
MAY 15 PM 3:19
RECORDS AND REPORTING

**Re: Petition for Approval of True-Up
Amount in Docket No. 000002-EG**

Dear Ms. Bayó:

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

In its motion FPL seeks confidential classification of the confidential information contained in Appendix A to Exhibit BS-1 in Docket No. 000002-EG, which is being filed with the Commission today. FPL has to file this information with the Commission to comply with Rule 25-17.015, Florida Administrative Code. However, to avoid damaging public disclosure, FPL has filed its motion for protective order and provided in Exhibit BS-1 redacted copies of Appendix A.

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

RECEIVED & FILED
MAY
FPSC

Very truly yours,

Charles A. Guyton

TAL_1998/34304-1

DOCUMENT NUMBER-DATE

05988 MAY 15 8

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

**In Re: Energy Conservation Cost Recovery)
Clause)**

**Docket No. 000002-EG
Filed: May 15, 2000**

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

Pursuant to Florida Administrative Code Rule 25-22.006 and Section 366.093, Florida Statutes (1999), Florida Power & Light Company ("FPL") requests confidential classification of portions of Appendix A to Exhibit BS-1 filed this day with the Commission in Docket No. 000002-EG. FPL further moves that the Commission issue a protective order (1) acknowledging that FPL has served redacted copies of Appendix A on all parties, (2) requiring any party or person who desires to review the confidential material in Appendix A to file with the Commission, pursuant to Rule 25-22.006(7)(a), Florida Administrative Code, a petition to inspect and examine the confidential information in Appendix A to Exhibit BS-1, (3) requiring that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (4) finding that if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential for a period of thirty-six months. As grounds for this motion, FPL states:

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

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

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

Justification of Confidential Classification

4. All the information in Appendix A to Exhibit BS-1 for which FPL seeks confidential classification is customer specific information. FPL has a corporate policy not to disclose or release customer specific information without the consent of the customer. None of the FPL customers referred to in this information have consented to the release of their customer specific information. In addition, much of the information for which FPL seeks confidential classification is information which is confidential and proprietary to customers, the release of which would harm the customers' business operation, and has not been disclosed other than to the contractors which have performed work for the customers (and then only at the customers' direction). This information may, in some

instances, constitute trade secrets to the customers, and is certainly information relating to the customers' competitive interests, the disclosure of which would impair the competitive business of the customers. Information of this nature is proprietary confidential business information within the meaning of Section 366.093(3), Florida Statutes (1999).

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

Request For Protective Order

5. FPL is required to include in its true-up filing very detailed information which supports claimed energy savings in its conservation advertisements. At the time the rule amendment requiring this filing was adopted, it was recognized by every party to the rule making that the information was of interest only to the Staff of the Commission. FPL has filed this confidential information so that the Staff of the Commission will have immediate access to the confidential information, but it has served upon the parties to this proceeding redacted copies of the confidential information. Many of the parties to this proceeding clearly have no interest in the customer specific, confidential information required to be filed pursuant to Rule 25-17.015(5). For instance, other

electric utilities not serving such customers have no conceivable interest in this customer specific information. Because of the limited interest in this confidential information, FPL seeks a protective order from the Commission acknowledging FPL's service of the confidential information solely on the Commission and providing that other parties to the proceeding desiring to review the confidential information filed with the Commission follow the procedure set forth in Rule 25-17.006, Florida Administrative Code, by filing a petition to review and inspect the documents. This procedure *minimizes the initial disclosure of confidential information*, avoids parties not interested in receiving confidential information from having to undertake measures to prevent such disclosure, and provides a means by which those parties seeking to review the confidential information to seek review under terms necessary to prevent the disclosure of such information.

6. The information for which FPL seeks confidential classification shall continue to be confidential after 18 months. It will still be treated by FPL as confidential as a matter of policy, and the information regarding customers' electrical usage and electrical equipment will continue to be competitive information the disclosure of which may injure the customers' competitive interest even after 18 months. Therefore, FPL requests that the Commission rule, as permitted by Section 366.093, Florida Statutes (1999), that the confidential information in Appendix A to Exhibit BS-1 continue to be classified as confidential for a period of thirty-six months from the original confidential classification. At present it is not FPL's intent to offer Appendix A to Exhibit BS-1 into evidence; FPL is filing the Appendix only to satisfy the requirements of Rule 25-17.015(4), Florida Administrative Code. If Appendix A is not admitted into evidence in this proceeding, FPL asks that the protective order issued by the Commission require the return of Appendix A to FPL. However, if these advertisements become subject to dispute and the confidential information in Appendix A

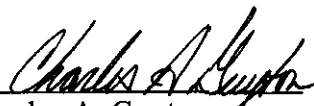
is introduced into the record in this proceeding, FPL asks that the Commission determine that FPL has demonstrated good cause for the confidential information to continue to be classified as confidential for thirty-six months from the original classification.

WHEREFORE, FPL respectfully moves that the Commission (a) rule that the information identified by FPL as confidential in Appendix A to Exhibit BS-1 filed on May 15, 2000 be given confidential classification by the Commission and be exempt from disclosure, and (b) the Commission issue a protective order (i) that any parties to this proceeding desiring to review and inspect the confidential information in Appendix A to Exhibit BS-1 follow the procedure set forth in Rule 25-17.006(7)(a), (ii) that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (iii) if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential for thirty-six months from the original classification.

Respectfully submitted,

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

Attorneys for Florida Power
& Light Company

By: 
Charles A. Guyton

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of Florida Power & Light Company's Motion for Protective Order Regarding Confidential Information Required to be Filed as Part of True-Up Filing was served by Hand Delivery (when indicated with an *) or mailed this 15th day of May, 2000 to the following:

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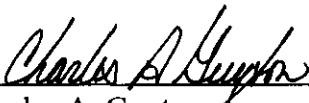
Peter Martin
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Gail Kamaras, Esquire
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Tallahassee, Florida 32303-6290

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Port St. Joe, Florida 32457-0549

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Charles A. Guyton

baber/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/ 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 [REDACTED] After
- 7 the retrofit, comparable months' bills have averaged [REDACTED] an average monthly
- 8 savings of [REDACTED]
- 9 This [REDACTED] represents a 20% savings.

*See Page 1-C

1
322



SVC Date	kwh	Bill Amt
6/12/98		
5/13/98		
4/14/98		
3/16/98		
2/12/98		
1/13/98		
12/11/97		
11/10/97		
10/10/97		
9/10/97		
8/11/97		
7/11/97		
6/11/97		
5/12/97		
4/11/97		
3/13/97		
2/11/97		
1/10/97		

(A) (B)

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)

peder/silverstein & partners

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TV COPY

AS RECORDED

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

RADIO COPY

CLIENT: FPL
TITLE: El Dorado Savings (LITE-3903)
PRODUCT: :60 Commercial/Industrial

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

PEDRO: Hi Bob, how are you?

BOB: Good. Now, 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 27 feet high. We have a lot of lighting. The lighting has to be perfect for the right mood, for the right piece of furniture.

BOB: Mm hmm.

PEDRO: If you don't have it right, you're not gonna sell it. And 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 put super high-efficiency a/c units. Because of the efficiency of the a/c units, we have about \$1,200 of savings a month.

V/O: 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 from consulting with FPL?

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

BOB: Well, 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 approximate monthly kwh is [redacted].
2 [redacted] With operating hours of [redacted], this amounts to about [redacted]. This was calculated by:

Calculation:

3 The combined reduction of kw is [redacted] kw
4 [redacted]
5 [redacted]
6 [redacted]

7 [redacted]
8 [redacted]
9 [redacted] savings / month for HVAC

T8 Lighting

Calculation:

10 [redacted]
11 [redacted]
12 [redacted]
13 [redacted]
14 [redacted]

Savings come from:

15 [redacted]
(excluding ballast factor) with factor savings is greater.
16 New operating lighting cost is [redacted]
17 Total savings is [redacted]

HID Lighting

18 End result = [redacted]
19 [redacted]
20 [redacted]

Savings:

21 T8 change-out [redacted]
22 HID Lighting [redacted]
23 HVAC [redacted]
Total combined Savings \$2,589.10 per month

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

beber/silverstein & partners

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TV COPY

AS RECORDED

CLIENT: FPL
TITLE: Augustan Wine - Savings
PRODUCT: C/ 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.

RADIO COPY

CLIENT: FPL
TITLE: Augustan Wine Savings (LITE-3893)
PRODUCT: :60 Commercial/Industrial

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 its 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.

BOB: Mm hmm.

PROAL: 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 to 20 percent range.

BOB: And has it worked out that way?

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

V/O: FPL is saving small businesses big money. To find out how, call 1-800-FPL-5566 for a free Business Energy Evaluation.

BOB: But the wine's not sitting here for long?

PROAL: No, hopefully not.

BOB: Life is a cabernet, old chum.

V/O: 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 3-D).

At that time, the customer expected this to represent 15% to 20% of this 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 _____
 Prepared By _____

Account Number [REDACTED] 1
 Date _____

Proposed Insulation Type: (Circle One)
 Roof (Rigid Board or Slabs) / Ceiling (Blown-in Batts or Sprayed)

Installation Cost (\$/Sq. Foot) [REDACTED] 2

Added R-Value 30 Final Roof System R-Value _____

Area Description ALL

Qualifying Area (Sq. Foot) [REDACTED] 3

Energy Charge [REDACTED] Demand Charge NA

Incentive (\$/Sq. Foot) 0.15 4

Qualifying Roof / Ceiling Area

Savings Factor

Billing Charges

Annual Kwh = [REDACTED] / 1000 = _____
B

1538
(Table One, Kwh)

[REDACTED] = \$ [REDACTED] 5
C

Summer Kwd = _____ / 1000 = _____
B

(Table One, Summer Kwd)

[REDACTED] = \$ NA
D

Winter Kwd = _____ / 1000 = _____
B

(Table One, Winter Kwd)

[REDACTED] = \$ NA
D

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

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

Table One Average Savings Factors				
		Kwh	Summer Kwd	Winter Kwd
Roof Insulation	Add R-7.0 or Greater	1141	0.925	0.154
Roof Insulation	Add R-12.0 or Greater	1487	1.171	0.197
Ceiling Insulation	Add R-11.0 or Greater	1487	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.

A LA FPL LE ENCANTARÍA SENTARSE CON USTED
A HABLAR DE NEGOCIOS.

Aumentar sus ganancias. Eso es lo que la FPL puede hacer por sus ganancias netas. Como lo hicimos con Pedro Cipó, uno de los dueños de las molinerías El Dorado. Evaluamos su consumo de energía y le aconsejamos invertir en un aire acondicionado central de alta eficiencia. La compra de este equipo le ahorra hoy a Pedro más de \$3,000.00 mensuales. Algo que lo mantiene muy contento cuando él se sienta a hablar de negocios con sus clientes. Llame al 1-800-FPL-5566 y pida una evaluación gratuita de su negocio.

LA ENERGÍA PARA
MEJORAR TU NEGOCIO.™



FPL
www.fpl.com

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 approximate monthly kwh is [redacted].
2 [redacted] With operating hours of [redacted], this amounts to about [redacted]. This was calculated by:

Calculation:

3 The combined reduction of kw is [redacted] kw
4 [redacted]
5 [redacted]
6 [redacted]

7 [redacted]
8 [redacted]
9 [redacted] savings / month for HVAC

T8 Lighting

Calculation:

10 [redacted]
11 [redacted]
12 [redacted]
13 [redacted]
14 [redacted]

Savings come from:

15 [redacted]
(excluding ballast factor) with factor savings is greater.
16 New operating lighting cost is [redacted]
17 Total savings is [redacted]

HID Lighting

End result =

18 [redacted]
19 [redacted]
20 [redacted]

Savings:

21 T8 change-out [redacted]
22 HID Lighting [redacted]
23 HVAC [redacted]

Total combined Savings \$2,589.10 per month x 12 months = \$31,069.20 per year.

CLIENT FPL
PROJECT Business to Business, radio
LENGTH :60
TITLE "El Dorado", Savings, Rev. 2 (LITE-4663)
LANGUAGE Spanish

ALBERTO Hola, soy Alberto de la FPL visitando a Pedro Capó, uno de los dueños de las mueblerías "El Dorado". ¿Qué tal?

PEDRO ¿Qué tal, Alberto? Bienvenido a "El Dorado".

ALBERTO Muchas gracias.
¿Qué aspecto de este negocio le gusta más?

PEDRO Es tan lindo ver muebles nuevos, colores nuevos, los estilos, todos los tipos diferentes de madera, las pieles, y tienes que lidiar con la felicidad de la persona cuando va a amueblar su casa.

ALBERTO Claro, satisfacer al público.

PEDRO Exactamente.

ALBERTO ¿Tienen necesidades especiales como negocio?

PEDRO Sí, ¡cómo no!, definitivamente. Con los aires acondicionados, con las luces, cada vez que hay un aire en las otras tiendas que se ha echado a perder, pues lo hemos reemplazado con aires acondicionados nuevos, y ahí es donde entró la FPL para ahorramos dinero.

ALBERTO Muy bien. ¿Y cuánto dinero se ahorra mensualmente?

PEDRO Bueno, en esta tienda cerca de \$700.00 dólares mensuales. Y en el resto de la tiendas, todas juntas, mensualmente, casi \$3,000.00 dólares.

ALBERTO ¿Y anualmente?

PEDRO Alrededor de \$35,000 dólares entre una cosa y otra.

ALBERTO Ahh, Pedro, ¿le recomendaría usted a otros negocios pequeños llamar a la FPL?

PEDRO Definitivamente.

ALBERTO Ya saben, llamen a la FPL para que le enviemos un manual gratuito, que le enseñará a ahorrar energía.
¿Y qué piensa hacer con este dinero extra que se ahorra, Pedro?

PEDRO Posiblemente, dárselo a mi mujer pa' que me compre un par de zapatos nuevos.

BOTH LAUGH

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 approximate monthly kwh is [redacted].
2 [redacted] With operating hours of [redacted], this amounts to about [redacted]. This was calculated by:

3 Calculation:

4 The combined reduction of kw is [redacted] kw
5 [redacted]
6 [redacted]
7 [redacted]
8 [redacted]
9 [redacted] savings / month for HVAC

TS Lighting
Calculation:

10 [redacted]
11 [redacted]
12 [redacted]
13 [redacted]
14 [redacted]

15 Savings come from:

(excluding ballast factor) with factor savings is greater.

16 New operating lighting cost is [redacted]

17 Total savings is [redacted]


HID Lighting

18 End result = [redacted]
19 [redacted]
20 [redacted]

Savings:


21 TS change-out [redacted]
22 HID Lighting [redacted]
23 HVAC [redacted]

Total combined Savings \$2,589.10 per month x 12 months = \$31,069.20 per year.



THE SIGN OF A TRULY ENERGY EFFICIENT HOME.
(WELL, THAT AND THE LOWER ENERGY BILL IN THE MAILBOX.)

When shopping for a new home, look for the FPL BuildSmart® sign. It means that home was inspected and certified by FPL to exceed the Florida building code, and should save you up to 30% on your monthly air conditioning, heating and water heating energy costs. For a list of participating BuildSmart® builders, call 1-800-DIAL-FPL.



FPL

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.

beber/silverstein & partners

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

TV COPY

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

BOB: Hi, I'm Bob from FPL.

WOMAN: Hi Bob.

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

WOMAN: About an hour ago.

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

WOMAN: Will it really?

BOB: Yeah.

WOMAN: Everything helps.

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

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

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

WOMAN: Hopefully dancing.

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

WOMAN: That's right.

beber/silverstein & partners

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

TV COPY

CLIENT: FPL

TITLE: "Company Often"

PRODUCT: RCS Man-On-The-Street TV

BOB: Hi, I'm Bob from FPL.

WOMAN: Hi Bob.

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

WOMAN: This morning.

BOB: You did?

WOMAN: Sure.

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

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

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

WOMAN: How? I'd love to know.

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

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

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

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

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

Source of Information:

SRC Study/EPRI, 1991
FPL 1990 Home Energy Survey

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

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

Market Segment:		Single Family	Multi Family	Mobile Home
BASE TECHNOLOGY:		WH-B1 Elec Resist Water Hr - STANDARD		
NEW	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
	Maintenance (\$/unit)	0.00	0.00	0.00
	Technology Share (%)	Refer to utility-specific data table.		
EXISTING	Life (yrs)	15	15	15
	Capital (\$/unit)	0	0	0
	Installation (\$/unit)	0	0	0
	Maintenance (\$/unit)	0.00	0.00	0.00
EXISTING	Technology Share (%)	Refer to utility-specific data table.		
	Life (yrs)	15	15	15

DSM TECHNOLOGY:		WH-6 DHW Heater Tank Insulation		
NEW	Capital (\$/unit)	15	15	15
	Installation (\$/unit)	10	10	10
	Maintenance (\$/unit)	0.00	0.00	0.00
	Technically Feasible (%)	Refer to utility-specific data table.		
	Current Penetration (%)	Refer to utility-specific data table.		
	Life (yrs)	10	10	10
	Annual Energy Savings (%)	5	5	5
EXISTING	Summer Peak Demand Savings (%)	5	5	5
	Winter Peak Demand Savings (%)	5	5	5
	Capital (\$/unit)	15	15	15
	Installation (\$/unit)	20	20	20
	Maintenance (\$/unit)	0.00	0.00	0.00
EXISTING	Technically Feasible (%)	Refer to utility-specific data table.		
	Current Penetration (%)	Refer to utility-specific data table.		
	Life (yrs)	10	10	10
	Annual Energy Savings (%)	7	7	7
	Summer Peak Demand Savings (%)	7	7	7
EXISTING	Winter Peak Demand Savings (%)	7	7	7

NOTES:

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

FPL Residential Water Heating Information

Average Household Size	2.4
# of Occupants	
Single Member Households	21.8%
2 Member Households	44.6%
3 or more Member Households	33.7%
Home Ownership	
Own	73.1%
Rent	26.9%
Home Occupancy	
Permanent Residents	87.7%
Seasonal Residents	12.3%
% HHs with no members employed	37.0%
Age Distribution of FPL Population	
Less than 10 years old	12.1%
10-19	9.6%
20-29	12.3%
30-39	14.4%
40-49	11.3%
50-59	10.3%
60-69	13.7%
70-79	11.7%
80-89	4.1%
90+	0.4%
Household Income	
Average HH Income	\$35,742
Less than \$15,000	22.9%
\$15,000-\$29,999	29.7%
\$30,000-\$49,999	25.2%
\$50,000+	22.2%
Electric Water Heater Saturation	86.8%
Location of Water Heater	
Conditioned Space	48.6%
Unconditioned Space	47.5%
Don't Know	3.7%
% of total KWH attributable to Water Heating	11.7%
Average Annual Water Heating KWH	1,660
Water Heater Capacity	
Less than 30 gallons	4.9%
30-39 gallons	43.9%
40-49 gallons	39.3%
50+ gallons	11.9%

Source: 1990 Home Energy Survey

FPL Commercial Water Heating Information

% of Buildings with Electric Water Heating

Small Office	37.7%
Large Office	66.4%
Restaurant	78.8%
Small Retail	48.3%
Large Retail	60.7%
Grocery	59.7%
Warehouse	62.2%
Refrigerated Warehouse	78.2%
School	20.0%
College	68.8%
Hospital	10.1%
Other Health	80.7%
Lodging	80.7%
Miscellaneous	48.2%

Source: 1990 Commercial Sector Survey

"On The Occasion Of
The 75th Anniversary
Of The Miami Times,
FPL Provides You
With Some Hot
Tips To Help You
Keep Your Cool."



COOLING TIPS

- Keep your thermostat set at 78° or higher, and on "auto," not "on." Each degree increase up to 9° savings on cooling costs. (By the way, setting your thermostat very low when you leave home doesn't cool the house faster. Use a programmable thermostat for temperature control 24 hours a day.)
- Use ceiling fans to circulate air. They use about as much electricity as a light bulb and can make you feel comfortable at higher thermostat settings. Oh, and don't forget to turn fans off when you leave the room.
- Clean or replace your air conditioner filter monthly to your A/C runs efficiently. (Stop forgetting!) Change your filter every time you get your FPL bill.
- If your central or room air conditioner is more than 10 years old, it could be doubling your cooling costs. FPL may help pay to replace your inefficient air conditioning with a new, qualifying high-efficiency system or unit.

INSULATION & WEATHERIZATION TIPS

- Make sure you've got enough ceiling insulation. It can reduce your cooling energy costs by as much as 20% and make your house more comfortable.
- Weatherize doors, windows and ground wall-mounted air conditioners to prevent cool air from escaping.
- Check between siding and windows and door frames and beneath window sills.

WINDOW TIPS

- Use interior drapes, blinds or other window treatments to reduce heat gain, especially during the hottest time of the day.
- Open shutters don't let the sun in, is the best place, the color reflective film, screens, coatings, shades or new, efficient windows to block the sun's heat.

COOKING TIPS

- Don't open your oven door to peek at your food. Check the food through the window if your oven has one - or set a timer. This way you'll know when it's done.
- In general, heat the oven on just before you use it. While some recipes may require

it, preheating an oven is unnecessary for most foods.

- Once food reaches a boil or simmer temperature, lower the heat. It won't cook any faster at a rapid boil.
- Use your oven's self-cleaning cycle only for major cleaning jobs. When self-cleaning is necessary, start the cycle right after cooking, while the oven is still hot.

APPLIANCE TIPS

- Your dishwasher uses the same amount of water and energy to run a full or partial load. Wait till you have a full load.
- In general, refrigerators should be set at 38° to 42° F and freezers at 0° F.
- Check the doors and seals around your appliances.
- Use cold water when running your garbage disposal.
- At least once a year, clean your refrigerator's condenser coils. (Just remember to unplug the refrigerator first.)
- Keep your water heater set at 120°F. But first, be sure to turn OFF the power to your water heater BEFORE you adjust it.
- When using your washing machine, adjust the water level to the size of the load—you'll save water and energy. It's best to wait for a full load.
- Clean the lint filter in your clothes dryer each time you use it. This will help clothes dry faster.

LIGHTING TIPS

- Fluorescent lights supply four times as much illumination as standard incandescent bulbs of the same wattage. Plus, they last up to 10 times longer and are cooler than regular bulbs.
- Clean light bulbs regularly, since dirt diffuses light, decreasing illumination.
- New types of light bulbs make outdoor security or accent lighting more efficient than ever. Check out motion-sensor, metal halide or high-pressure sodium vapor bulbs at your home center or hardware store.

For more ways to save money and energy, call 1-800-5AL FPL.
Visit us at www.fpl.com

**FPL Residential Customer Annual Cooling Usage
 In 1992
 for Central Air Conditioners
 -- Per Customer by Thermostat Setpoint --**

Usage Segment	Typical Home Size (sqft)	Cooling Level by Thermostat Setpoint (kWh/Customer)			
		76 deg. F	78 deg. F	80 deg. F	82 deg. F
Single-Family Detached					
High	1,800	8,781	7,392	6,128	4,975
Medium	1,600	6,763	5,706	4,731	3,840
Low	1,450	3,900	3,291	2,728	2,215
Single-Family Attached or Mobile Home					
All	1,250	5,288	4,513	3,780	3,101
SYSTEM					
All	—	5,993	5,082	4,233	3,453

Percent Change per Degree 9%

Methodology

Based on models developed as part of FPL's end use evaluation efforts, selected Miami weather from the period 1989-1995, coincident estimated operating factors for that same period of time, and typical home size, simulations were done to estimate change in HVAC usage based on thermostat set points.

Insulation & Weatherization Tips

The savings of 20% is calculated based on the following:

Based on the average residential energy consumption of 1,000 kwh monthly, which equates to 12,000 kwh annually, cooling costs are 40% of total consumption of 4,800 kwh. When installing R-19 insulation where there was previously no insulation present, savings may be as great at 915 kwh or 20%.

Attachment C
Line by Line Confidentially Justification of
Confidential Information in Appendix A to Exhibit BS-1
Docket 000002-EG

DESCRIPTION	PAGE NO.	CONF. Y/N	LINE NO./ COL. NO.	JUSTIFICATION
Salon 2000	1A	N		
	1B	Y	Lines 1-9	<p>Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The confidential information within is the calculation of the savings experienced by the customer, which includes such sensitive competitive information such as the number of light fixtures, the efficiencies of fixtures, the kW and kWh consumption of the fixtures and resulting costs of the old and new fixtures. All this information would be valuable to a competitor of the customer and its disclosure would harm the customer's business interests.</p>

	1C	Y	Lines 1-6; Cols. A and B	Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The name, address, customer number and meter number of each customer are customer specific information the disclosure of which would violate the customer's privacy. The disclosure of billing determinants and the resulting bill amounts, whether by month or on average, is competitive information disclosure of which would harm the customer's business interests.
El Dorado Furniture	2A	N		
	2B	N		
	2C	Y	Lines 1-23	Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
Augustan Wine	3A	N		
	3B	N		

	3C	Y	Line 1	The data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The savings experienced by the customer is competitive information, disclosure of which would injure the customer's business interest.
	3D	Y	Lines 1-7	Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. FPL does not disclose customer account numbers, and competitor could use such information to solicit from FPL more detailed information about the customer. Installation costs and square footage are competitive information the disclosure of which would injure the customer's business interests. The remainder of the information shows the calculation of the savings and payback to the customer, the disclosure of which would injure the customer's business interests. The disclosure of the rate under which the customer takes service would also injure the customer's business interests.
El Dorado Venta	4A	N		

	4B	Y	Lines 1-23	Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
El Dorado (Spanish) Radio	5A	N		
	5B	Y	Lines 1-23	Each data entry is customer specific information which FPL has a policy to treat as confidential and not disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
Buildsmart	6A	N		
	6B	N		
Leopard Shirt	7A	N		
Company Often	7B	N		
	7C	N		

	7D	N		
	7E	N		
Keep Your Cool	8A	N		
	8B	N		
	8C	N		

ATTACHMENT D

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Energy Conservation)
)
Cost Recovery Clause) DOCKET NO. 000002-EG

STATE OF FLORIDA)
)
MIAMI-DADE COUNTY) **AFFIDAVIT OF DENNIS BRANDT**

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

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

Florida Power & Light Company has a corporate policy not to disclose customer specific information. This policy includes, but is not limited to: customer names, addresses, telephone numbers, account numbers, meter numbers, rates, billing determinants (kW and kWh usage), bills, conservation retrofit information, conservation savings in kW, kWh and bills, chiller efficiency reports, costs of equipment retrofits, incentives paid, operating hours, lighting codes for fixtures installed or removed by customers, the kW per fixture of installed or removed fixtures, operating hours of equipment, the payback of conservation installations, and the identity of contractors performing customer specific installations. FPL treats such information as confidential and does not disclose it, except as required by law, to entities or persons other than the

customer without the permission of the customer. FPL's policy is premised upon customers' right to privacy and the potential that the disclosure of customer specific information may harm some customers' competitive interests or disclose their trade secrets.

Dennis Brandt
Dennis Brandt

Before me the under signed authority personally appeared, on this day the 5TH day of MAY 2000, Dennis Brandt, who is personally know to me.

Heidi Smethurst
Notary Public, State of Florida

HEIDI SMETHURST
Print Name of Notary

CC698457
Commission Number

My Commission Expires:

