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May 15, 2001

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

By Hand Delivery

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01 MAY 15 PM 1:41
RECORDS AND REPORTING

**Re: Petition for Approval of True-Up
Amount in Docket No. 010002-EG**

Dear Ms. Bayó:

Enclosed for filing on behalf of Florida Power & Light Company in Docket No. 010002-EG are the original and ten copies of the following:

1. Florida Power & Light Company's Petition For Approval of Energy Conservation Cost Recovery Factor Final True-Up for the months of January 2000 through December 2000
2. Testimony and Exhibits of Dennis Reynolds

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

2300.

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Respectfully,

Charles A. Guyton
Charles A. Guyton

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06063 MAY 15 2001

Testimony / Reynolds
DOCUMENT NUMBER-DATE

06064 MAY 15 2001

**BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION**

**DOCKET NO. 010002-EG
FLORIDA POWER & LIGHT COMPANY**

MAY 15, 2001

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

JANUARY 2000 THROUGH DECEMBER 2000

TESTIMONY & EXHIBITS OF:

DENNIS REYNOLDS

DOCUMENT NUMBER-DATE
06064 MAY 15 2001
FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

FLORIDA POWER & LIGHT COMPANY

TESTIMONY OF DENNIS REYNOLDS

DOCKET NO. 010002-EG

May 15, 2001

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

2 A. My name is Dennis Reynolds, 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 Budget and
7 Regulatory Supervisor.

8

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

10 A. Yes, I have.

11

12 **Q. What are your responsibilities and duties as a Budget and Regulatory
13 Supervisor?**

14 A. I am responsible for supervising and assisting in the development of the Business
15 Unit Budget for all functional areas under Customer Service and Marketing. I
16 supervise and assist systems support functions related to the department, DSM and
17 ECCR, including monthly accounting reviews. Also, I supervise and assist in the

1 preparation of regulatory filings and reports related to ECCR, prepare responses to
2 regulatory inquiries and ensure timely response. I am also responsible for the
3 ECCR Forecast and True-Up.

4

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

6 A. The purposes of my testimony are (1) to present the conservation related revenues
7 and costs associated with FPL's energy conservation programs for the period
8 January 2000 through December 2000, and (2) to present the net overrecovery for
9 the period January 2000 through December 2000 to be carried forward for
10 calculation of FPL's new ECCR factors.

11

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

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

22

23 **Q. What is the actual net true-up amount which FPL is requesting for the
24 January 2000 through December 2000 period?**

1 A. FPL has calculated and is requesting approval of an overrecovery of \$12,324,927
2 as the actual net true-up amount for that period.

3

4 **Q. What is the adjusted net true-up amount which FPL is requesting for the**
5 **January 2000 through December 2000 period which is to be carried over and**
6 **refunded in the January 2002 through December 2002 period?**

7 FPL has calculated and is requesting approval of an overrecovery of \$2,381,681
8 as the adjusted net true-up amount for that period. The adjusted net true-up of an
9 overrecovery of \$2,381,681 is the difference between the actual net true-up of
10 an overrecovery of \$12,324,927 and the estimated/actual net true-up of an
11 overrecovery of \$9,943,246 approved by the Commission at the November 2000
12 Hearing. This is shown on Exhibit____, (DR-1), Schedule CT-2, Page 1 of 5.

13

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

15 A. Yes, they are.

16

17 **Q. During the January 2000 through December 2000 period, is FPL seeking**
18 **recovery of any advertising which makes a specific claim of potential energy**
19 **savings or states appliance efficiency ratings or savings?**

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

1 **Q. How did your actual program expenditures for January 2000 through**
2 **December 2000 compare to the Estimated/Actual presented at the November**
3 **2000 Hearing?**

4 A. At the November 2000 Hearing, total expenditures for January 2000 through
5 December 2000 were estimated to be \$160,256,707. The actual expenditures for
6 the period were \$158,231,125. This represents a period variance of \$2,025,582
7 less than projected. This variance is shown on Schedule CT-2, Page 3 of 5, Line
8 27 and is explained in Schedule CT-6.

9

10 **Q. Was the calculation of the adjusted net true-up amount for the period**
11 **January 2000 through December 2000 period performed consistently with**
12 **the prior true-up calculations in this and the predecessor conservation cost**
13 **recovery dockets?**

14 A. Yes. FPL's adjusted net true-up was calculated consistent with the methodology
15 set forth in Schedule 1, page 2 of 2 attached to Order No. 10093, dated June 19,
16 1981. 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 January 2000
3 through December 2000.

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	Dennis Reynolds
CT-2, Page 1 of 5, Lines 12-19	Korel M. Dubin
CT-2, Pages 2 - 5 of 5	Dennis Reynolds
CT-3, Pages 1 of 3	Dennis Reynolds
CT-3, Pages 2 & 3 of 3	Korel M. Dubin
CT-4, Pages 1 - 3 of 3, Line 1	Dennis Reynolds
CT-4, Pages 1 - 3 of 3, Lines 2 - 10	Korel M. Dubin
CT-5, Page 1 of 1	Dennis Reynolds
CT-6, Pages 1 - 27 of 27	Dennis Reynolds
Appendix A	Dennis Reynolds

Energy Conservation Cost Recovery
Final True-Up for the Period
January 2000 Through December 2000

1. Actual End of Period True-Up (CT-3, Page 2 of 3, Lines 7 and 8)			
2. Principal	\$	11,496,432	
3. Interest	\$	<u>758,764</u>	\$ <u>12,255,196</u>
4. Less Estimated/Actual True-Up approved at the November 2000 Hearing			
5. Principal		9,144,956	
6. Interest	\$	<u>728,559</u>	\$ <u>9,873,515</u>
7. Final Net True-Up to be carried over to the January 2002 through December 2002 period			\$ <u><u>2,381,681</u></u>

() Reflects Underrecovery

**Energy Conservation Cost Recovery
 Analysis of Program Costs
 Actual VS Estimate for the Period
 January 2000 through December 2000**

	<u>Actual</u>	<u>Estimated (a)</u>	<u>Difference</u>
1. Depreciation & Return	\$ 18,832,733	\$ 18,680,416	\$ 152,317
2. Payroll & Benefits	17,968,593	18,040,567	(71,974)
3. Materials & Supplies	(3,075,338)	(1,433,961)	(1,641,377)
4. Outside Services	15,779,313	15,639,109	140,204
5. Advertising	6,782,420	7,319,587	(537,167)
6. Incentives	100,433,237	100,442,569	(9,332)
7. Vehicles	120,892	80,651	40,241
8. Other	<u>2,711,958</u>	<u>2,851,549</u>	<u>(139,591)</u>
9. SUB-TOTAL	\$ 159,553,805	\$ 161,620,487	\$ (2,066,682)
10. Program Revenues	<u>(81,775)</u>	<u>(110,812)</u>	<u>29,037</u>
11. TOTAL PROGRAM COSTS	\$ 159,472,030	\$ 161,509,675	\$ (2,037,645)
12. Amounts included in Base Rates	<u>1,240,906</u>	<u>1,252,968</u>	<u>(12,062)</u>
13. SUBTOTAL	\$ 158,231,125	\$ 160,256,707	\$ (2,025,582)
14. ECCR Revenues (Net of Revenue Taxes)	<u>155,513,947</u>	<u>155,188,053</u>	<u>325,894</u>
15. True-Up Before Interest (Line 14 - Line 13)	\$ (2,717,178)	\$ (5,068,654)	\$ 2,351,476
16. Interest Provision	758,764	728,559	30,205
17. Prior Period True-Up (Jan-Dec 1999)	14,213,610	14,213,610	-
18. Deferred True-Up from Prior Period (Jan-Dec 1999)	<u>69,731</u>	<u>69,731</u>	<u>-</u>
19. End of Period True-Up	<u>\$ 12,324,927</u>	<u>\$ 9,943,246</u>	<u>\$ 2,381,681</u>

(a) From Estimated/Actual Filing. Approved 11/00 Hearing.
 For Lines 15 - 19 () reflects an underrecovery.
 Totals may not add due to rounding.

CONSERVATION PROGRAM COSTS
January 2000 through December 2000

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	\$	\$ 2,933,730	\$ 57,894	\$ 1,070,753	\$ 4,343,359		\$ 3,198	\$ 495,532	\$ 8,904,466	\$	\$ 8,904,466
2 Residential Building Envelope Program		247,487	278	69,734		1,668,006	106	21,209	2,006,820		2,006,820
3 Residential Load Management ("On Call")	15,269,755	2,173,823	(3,320,258)	3,957,517		46,935,246	5,230	847,279	65,868,592		65,868,592
4 Duct System Testing & Repair Program		1,651,695	97,411	159,257	150,766	1,125,198	18,181	(236,252)	2,966,256		2,966,256
5 Residential Air Conditioning Program		547,327	6,609	248,274		14,783,992	213	66,360	15,652,775		15,652,775
6 Business On Call Program	905,833	188,019		266,014		673,782		45,418	2,079,952		2,079,952
7 Cogeneration & Small Power Production		293,258	1,649	6,856,465			74	(43,384)	7,108,062		7,108,062
8 Commercial/Industrial Efficient Lighting		170,486		96,173		313,537	927	30,872	611,995		611,995
9 Commercial/Industrial Load Control		360,119	7,795	526		29,137,323	1,481	69,351	29,576,595		29,576,595
10 C/I Demand Reduction		19,334		27,969			2	29,351	76,656		76,656
11 Business Energy Evaluation		863,683	49,718	475,627	2,283,514		6,215	136,500	3,815,257		3,815,257
12 C/I Heating, Ventilating & A/C Program		1,052,810	669	255,750		3,322,367	6,674	89,383	4,727,653		4,727,653
13 C/I Off Peak Battery Charging Program		2,679				3,564	10	18	6,271		6,271
14 Business Custom Incentive Program		15,038				240,000	65	4	255,107		255,107
15 C/I Building Envelope Program		231,815	250	51,024		2,230,222	1,757	25,602	2,540,670		2,540,670
16 Cool Communities Research Project				79,304				2,779	82,083		82,083
17 Conservation Research & Development Pgm.				141,516				8,886	150,402		150,402
18 C/I New Construction Research Project				585,473					585,473		585,473
19 BuildSmart Program		979,077	7,761	183,160	4,781		434	125,375	1,300,588	(81,775)	1,218,813
20 Green Pricing Research & Development Proj		26							26		26
21 Low Income Weatherization R&D		17,958		1,500			85	5,237	24,780		24,780
22 Photovoltaic R&D											
23 Green Energy Project				9,309				4,156	13,465		13,465
24 Common Expenses	2,657,146	6,220,229	14,886	1,243,968			75,354	986,282	11,199,865		11,199,865
25 Total All Programs	\$ 18,832,733	\$ 17,968,593	\$ (3,075,338)	\$ 15,779,313	\$ 6,782,420	\$ 100,433,237	\$ 120,892	\$ 2,711,958	\$ 159,553,805	\$ (81,775)	\$ 159,472,030
26. LESS: Included in Base Rates		1,240,906							1,240,906		1,240,906
27. Recoverable Conservation Expenses	\$ 18,832,733	\$ 16,727,687	\$ (3,075,338)	\$ 15,779,313	\$ 6,782,420	\$ 100,433,237	\$ 120,892	\$ 2,711,958	\$ 158,312,900	\$ (81,775)	\$ 158,231,125

Totals may not add due to rounding

CONSERVATION PROGRAM VARIANCE
January 2000 through December 2000

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	\$	\$ (112,713)	\$ (1,239)	\$ (153,226)	\$ (430,747)	\$ -	\$ 1,194	\$ (42,005)	\$ (738,736)	\$	\$ (738,736)
2 Residential Building Envelope Program		(15,801)	(604)	14,720		177,263	46	(19,003)	156,621		156,621
3 Residential Load Management ("On Call")	(2,120)	(120,075)	(1,586,306)	1,127,463		(17,517)	(1,867)	99,373	(501,051)		(501,051)
4 Duct System Testing & Repair Program		(430,362)	24,045	(82,414)		75,205	1,874	(50,050)	(461,702)		(461,702)
5 Residential Air Conditioning Program		18,224	6,028	(196,111)		(463,118)	93	5,921	(628,963)		(628,963)
6 Business On Call Program	(128)	14,941	(16,664)	278,514		10,980	384	(29,203)	258,826		258,826
7 Cogeneration & Small Power Production		(53,458)	(1,345)	669,866			19	(33,890)	581,192		581,192
8 Commercial/Industrial Efficient Lighting		(18,435)		(70,280)		24,173	374	(13,725)	(77,893)		(77,893)
9 Commercial/Industrial Load Control		24,453	(38,986)	(83,645)		(134,104)	630	(31,922)	(263,574)		(263,574)
10 C/I Demand Reduction		4,807	-	(8,739)			2	27,881	23,751		23,751
11 Business Energy Evaluation		(37,176)	11,036	(157,649)	(108,640)		2,580	(16,346)	(306,195)		(306,195)
12 C/I Heating, Ventilating & A/C Program		33,761	(259)	(31,504)		13,605	2,575	(24,666)	(6,488)		(6,488)
13 C/I Off Peak Battery Charging Program		(22)							(22)		(22)
14 Business Custom Incentive Program		487		(5,165)			28	(1,619)	(6,269)		(6,269)
15 C/I Building Envelope Program		704		4,242		333,188	715	(9,754)	329,095		329,095
16 Cool Communities Research Project				(38,331)				(431)	(38,762)		(38,762)
17 Conservation Research & Development Ppgr				15,116				2,192	17,308		17,308
18 C/I New Construction Research Project				(298,436)					(298,436)		(298,436)
19 BuildSmart Program		(25,803)	2,868	(368,995)	2,220		206	7,343	(382,161)	29,037	(353,124)
20 Green Pricing Research & Development Proj									-		-
21. Low Income Weatherization R&D		485		(23,500)		(25,000)	37	(7,803)	(55,781)		(55,781)
22 Photovoltaic R&D				(62,500)					(62,500)		(62,500)
23 Green Energy Project				(74,526)				2,373	(72,153)		(72,153)
24 Common Expenses	154,563	644,009	(39,950)	(314,694)		(4,007)	31,351	(4,057)	467,215		467,215
25 Total All Programs	\$ 152,317	\$ (71,974)	\$ (1,641,377)	\$ 140,204	\$ (537,167)	\$ (9,332)	\$ 40,241	\$ (139,591)	\$ (2,066,682)	\$ 29,037	\$ (2,037,645)
26 LESS Included in Base Rates		(12,062)							(12,062)		(12,062)
27 Recoverable Conservation Expenses	\$ 152,317	\$ (59,912)	\$ (1,641,377)	\$ 140,204	\$ (537,167)	\$ (9,332)	\$ 40,241	\$ (139,591)	\$ (2,054,619)	\$ 29,037	\$ (2,025,582)

Totals may not add due to rounding

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	909.600	RESIDENTIAL BUILDING ENVELOPE PROGRAM
3	440.300	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	582.800	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	586.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	587.200	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	587.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	592.800	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	592.880	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	597.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	598.870	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	908.500	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	908.540	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
3	909.106	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")
4	908.710	DUCT SYSTEM TESTING & REPAIR PROGRAM
4	909.710	DUCT SYSTEM TESTING & REPAIR PROGRAM
5	908.410	RESIDENTIAL AIR CONDITIONING PROGRAM
5	909.410	RESIDENTIAL AIR CONDITIONING PROGRAM
6	442.190	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
6	442.290	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
6	587.250	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
6	598.140	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
6	908.580	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
6	909.580	GS LOAD MANAGEMENT ("BUSINESS ON CALL")
7	560.400	COGENERATION & SMALL POWER PRODUCTION
7	908.350	COGENERATION & SMALL POWER PRODUCTION
8	908.170	COMMERCIAL/INDUSTRIAL EFFICIENT LIGHTING
8	909.170	COMMERCIAL/INDUSTRIAL EFFICIENT LIGHTING
9	442.300	COMMERCIAL/INDUSTRIAL LOAD CONTROL
9	442.320	COMMERCIAL/INDUSTRIAL LOAD CONTROL
9	587.120	COMMERCIAL/INDUSTRIAL LOAD CONTROL
9	598.120	COMMERCIAL/INDUSTRIAL LOAD CONTROL
9	908.550	COMMERCIAL/INDUSTRIAL LOAD CONTROL
9	909.107	COMMERCIAL/INDUSTRIAL LOAD CONTROL
10	442.340	C/I DEMAND REDUCTION
10	908.490	C/I DEMAND REDUCTION

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	908.420	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	909.420	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	908.180	C/I OFF PEAK BATTERY CHARGING PROGRAM
13	909.180	C/I OFF PEAK BATTERY CHARGING PROGRAM
14	908.190	BUSINESS CUSTOM INCENTIVE PROGRAM
15	908.300	C/I BUILDING ENVELOPE PROGRAM
15	909.310	C/I BUILDING ENVELOPE PROGRAM
16	908.730	COOL COMMUNITIES RESEARCH PROJECT
17	910.499	CONSERVATION RESEARCH & DEVELOPMENT PROGRAM
18	908.720	C/I NEW CONSTRUCTION RESEARCH PROJECT
19	456.870	BUILDSMART PROGRAM
19	908.770	BUILDSMART PROGRAM
19	909.770	BUILDSMART PROGRAM
20	908.260	GREEN PRICING RESEARCH & DEVELOPMENT PROJECT
20	909.260	GREEN PRICING RESEARCH & DEVELOPMENT PROJECT
21	908.290	LOW INCOME WEATHERIZATION RETROFIT PROJECT
22	908.780	PHOTOVOLTAIC RESEARCH DEV. & EDUCATION PROJECTION
23	908.790	GREEN ENERGY PROJECT
24	907.100	COMMON EXPENSES
24	908.130	COMMON EXPENSES
24	908.450	COMMON EXPENSES
24	908.460	COMMON EXPENSES
24	909.700	COMMON EXPENSES
24	910.100	COMMON EXPENSES
24	910.120	COMMON EXPENSES
24	910.176	COMMON EXPENSES
24	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
January 2000 through December 2000

Program Title	January	February	March	April	May	June	July	August	September	October	November	December	Total For Period
1 Residential Conservation Service Program	\$ 374,986	\$ 273,563	\$ 2,593,113	\$ 366,056	\$ 324,513	\$ 338,505	\$ 1,207,262	\$ 365,060	\$ 349,421	\$ 1,304,943	\$ 340,403	\$ 1,066,642	\$ 8,904,466
2 Residential Building Envelope Program	207,327	127,611	177,643	162,528	197,876	157,964	268,205	204,306	165,659	129,826	122,636	85,239	2,006,820
3 Residential Load Management ("On Call")	4,473,037	4,391,453	4,249,841	6,355,577	6,287,274	6,662,901	6,291,715	6,295,576	6,193,825	6,323,783	4,101,695	4,241,914	65,868,592
4 Duct System Testing & Repair Program	236,799	172,823	442,337	205,970	201,639	260,000	244,155	270,253	223,483	259,556	245,643	203,599	2,968,256
5 Residential Air Conditioning Program	978,367	802,398	1,003,263	1,019,848	1,153,635	1,925,996	1,912,426	1,410,253	1,499,657	1,477,727	1,201,846	1,267,358	15,652,775
6 Business On Call Program	6,025	130,128	134,477	216,343	219,311	218,976	222,217	214,643	235,182	236,600	114,998	133,055	2,079,952
7 Cogeneration & Small Power Production	21,301	165,856	747,834	196,543	770,921	1,350,821	458,722	777,502	178,671	720,507	1,535,008	184,375	7,108,062
8 Commercial/Industrial Efficient Lighting	53,748	31,655	58,870	45,602	40,765	59,139	41,606	113,983	27,267	57,468	38,086	43,805	611,995
9 Commercial/Industrial Load Control	2,320,547	2,439,601	2,226,392	2,297,492	2,401,160	2,457,916	2,756,409	2,626,297	2,657,832	2,356,486	2,397,550	2,638,913	29,576,595
10 C/I Demand Reduction							30,400	1,258		8,096	35,128	1,775	76,656
11 Business Energy Evaluation	106,854	86,587	1,076,434	83,112	164,015	101,917	646,253	132,230	122,505	595,202	239,388	460,760	3,815,257
12 C/I Heating, Ventilating & A/C Program	452,429	278,802	188,922	629,911	923,516	244,604	424,192	421,109	300,134	435,685	267,591	160,759	4,727,653
13 C/I Off Peak Battery Charging Program	382	342	939	4,114	340	175	1	13	18	(16)	(9)	(29)	6,271
14 Business Custom Incentive Program	925	241,025	2,916	1,342	1,029	1,172	1,132	1,120	1,168	1,061	1,596	620	255,107
15 C/I Building Envelope Program	329,759	90,067	208,037	372,614	90,135	305,775	152,918	416,303	395,893	62,882	83,462	32,827	2,540,672
16 Cool Communities Research Project	13,457				96	22,497		22,189	617	7,984	14,128	904	82,083
17 Conservation Research & Development Pgm						2,264	2,410	31,043	24,999		2,626	87,060	150,402
18 C/I New Construction Research Project					205,607	51,885	201,417	142,753	2,815	(64,950)	45,946		585,475
19 BuildSmart Program	138,346	125,691	132,104	120,753	62,036	111,379	93,066	117,961	136,754	96,894	83,421	82,184	1,300,588
20 Green Pricing Research & Development Proj	26												26
21 Low Income Weatherization R&D	1,196	1,291	2,391	1,598	1,331	1,517	1,455	6,446	1,517	2,893	1,455	1,691	24,780
22 Photovoltaic R&D													
23 Green Energy Project						737	1,546	78		6	10,134	963	13,465
24 Common Expenses	767,130	688,026	1,591,173	905,659	815,932	946,111	738,628	838,056	952,251	756,164	852,944	1,347,791	11,199,865
25 Total All Programs	\$ 10,482,641	\$ 10,046,915	\$ 14,836,685	\$ 12,985,061	\$ 13,861,129	\$ 15,220,254	\$ 15,696,134	\$ 14,265,691	\$ 13,609,803	\$ 14,836,561	\$ 11,624,780	\$ 12,088,151	\$ 159,553,805
26 LESS: Included In Base Rates	94,302	126,973	85,316	164,360	86,317	91,343	93,725	145,144	93,200	93,644	85,158	81,425	1,240,906
27 Recoverable Conservation Expenses	\$ 10,388,339	\$ 9,919,942	\$ 14,751,369	\$ 12,820,702	\$ 13,774,812	\$ 15,128,911	\$ 15,602,409	\$ 14,120,548	\$ 13,516,604	\$ 14,742,917	\$ 11,539,623	\$ 12,006,726	\$ 158,312,900
Totals may not add due to rounding													

**FLORIDA POWER & LIGHT COMPANY
CONSERVATION PROGRAM COSTS
JANUARY 2000 THROUGH DECEMBER 2000**

	JANUARY	FEBRUARY	MARCH	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	\$0	\$0	\$0
b CA - PENALTIES	0	0	0	0	0	0	0	0	0	0	0	0	0
c BUILDSMART PROGRAM REVENUES	9,525	9,850	17,750	9,125	1,000	11,775	975	8,100	2,250	1,175	6,075	4,175	81,775
2 CONSERVATION CLAUSE REVENUES (NET OF REVENUE TAXES)	11,645,417	11,168,127	10,878,040	11,181,758	11,896,825	14,582,759	15,103,787	15,515,982	15,745,570	14,107,884	11,718,191	11,969,607	155,513,947
3 TOTAL REVENUES	11,654,942	11,177,977	10,895,790	11,190,883	11,897,825	14,594,514	15,104,762	15,524,082	15,747,820	14,109,059	11,724,266	11,973,782	155,595,722
4 ADJUSTMENT NOT APPLICABLE TO PERIOD - PRIOR TRUE-UP	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	1,184,468	14,213,610
5 CONSERVATION REVENUES APPLICABLE TO PERIOD (Line B3 + B4)	12,839,410	12,362,445	12,080,258	12,375,351	13,082,293	15,779,002	16,289,230	16,708,550	16,932,288	15,293,527	12,908,734	13,158,250	169,809,332
6 CONSERVATION EXPENSES (From CT-3, Page 1, Line 33)	10,388,339	9,919,942	14,751,369	12,820,702	13,774,812	15,128,911	15,602,409	14,120,548	13,516,604	14,742,917	11,539,623	12,006,726	158,312,900
7 TRUE-UP THIS PERIOD (Line B5 - Line B6)	2,451,071	2,442,502	(2,671,112)	(445,351)	(692,520)	650,090	686,821	2,588,002	1,415,684	550,610	1,369,111	1,151,524	11,496,432
8 INTEREST PROVISION FOR THE MONTH (From CT-3, Page 3, Line C10)	70,854	78,541	74,334	63,094	56,689	52,172	49,367	51,706	61,814	66,519	66,422	67,252	758,764
9 TRUE-UP & INTEREST PROVISION BEGINNING OF MONTH	14,213,610	15,551,067	16,887,643	13,106,398	11,539,673	9,719,375	9,237,170	8,788,890	10,244,130	12,537,160	11,969,821	12,220,886	14,213,610
a DEFERRED TRUE-UP BEGINNING OF PERIOD	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731	69,731
10 PRIOR TRUE-UP COLLECTED (REFUNDED)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(1,184,468)	(14,213,610)
11 END OF PERIOD TRUE-UP - OVER/(UNDER) RECOVERY (Line B7+B8+B9+B9a+B10)	\$15,620,798	\$16,957,374	\$13,176,129	\$11,609,404	\$9,789,106	\$9,306,901	\$8,858,621	\$10,313,861	\$12,606,891	\$12,039,552	\$12,290,617	\$12,324,927	\$12,324,927

NOTES () Reflects Underrecovery

FLORIDA POWER & LIGHT COMPANY
 CONSERVATION PROGRAM COSTS
 JANUARY 2000 THROUGH DECEMBER 2000

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	ACTUALS JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
C INTEREST PROVISION													
1 BEGINNING TRUE-UP AMOUNT (Line B9+B9a)	\$14,283,341	\$15,620,798	\$16,957,174	\$13,176,129	\$11,609,404	\$9,789,106	\$9,306,901	\$8,858,621	\$10,313,861	\$12,606,891	\$12,039,552	\$12,290,617	\$146,852,595
2 ENDING TRUE-UP AMOUNT BEFORE INTEREST (Line B7+B9+B9a+B10)	15,549,944	16,878,833	17,101,795	11,546,310	9,732,417	9,254,729	8,809,254	10,262,155	12,545,077	11,973,033	12,224,195	12,257,673	144,135,415
3 TOTAL OF BEGINNING & ENDING TRUE-UP (Line C1+C2)	\$29,833,285	\$32,499,631	\$30,059,169	\$24,722,439	\$21,341,821	\$19,043,835	\$18,116,155	\$19,120,776	\$22,858,938	\$24,579,924	\$24,263,747	\$24,548,290	\$290,988,010
4 AVERAGE TRUE-UP AMOUNT (50% of Line C3)	\$14,916,643	\$16,249,816	\$15,029,585	\$12,361,220	\$10,670,911	\$9,521,918	\$9,058,078	\$9,560,388	\$11,429,469	\$12,289,962	\$12,131,874	\$12,274,145	\$145,494,005
5 INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	5.600000%	5.800000%	5.800000%	6.070000%	6.180000%	6.570000%	6.580000%	6.500000%	6.480000%	6.500000%	6.490000%	6.650000%	N/A
6 INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	5.800000%	5.800000%	6.070000%	6.180000%	6.570000%	6.580000%	6.500000%	6.480000%	6.500000%	6.490000%	6.650000%	6.500000%	N/A
7 TOTAL (Line C5+C6)	11.400000%	11.600000%	11.870000%	12.250000%	12.750000%	13.150000%	13.080000%	12.980000%	12.980000%	12.990000%	13.140000%	13.150000%	N/A
8 AVERAGE INTEREST RATE (50% of Line C7)	5.700000%	5.800000%	5.935000%	6.125000%	6.375000%	6.575000%	6.540000%	6.490000%	6.490000%	6.495000%	6.570000%	6.575000%	N/A
9 MONTHLY AVERAGE INTEREST RATE (Line C8 / 12)	0.475000%	0.483333%	0.49458%	0.51042%	0.53125%	0.54792%	0.545000%	0.54083%	0.54083%	0.54125%	0.54750%	0.54792%	N/A
10 INTEREST PROVISION FOR THE MONTH (Line C4 x C9)	\$70,854	\$78,541	\$74,334	\$63,094	\$56,689	\$52,172	\$49,367	\$51,706	\$61,814	\$66,519	\$66,422	\$67,252	\$758,764

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

FLORIDA POWER & LIGHT COMPANY
Schedule of Capital Investment, Depreciation and Return
Load Management
For the Period January through December 2000

Line No	Description	Beginning of Period	January	February	March	April	May	June	July	August	September	October	November	December	Total	Line No
1	Investments (Net of Retirements)		\$504,397	\$217,554	\$1,069,895	\$796,741	\$970,919	\$868,018	(\$20,886,107)	\$914,431	\$1,203,151	\$881,720	\$1,180,353	\$486,041	(\$14,341,003)	1
2	Depreciation Base		70,295,426	70,512,980	71,582,874	72,379,615	73,350,534	74,218,552	53,332,445	54,246,875	55,450,026	56,331,746	57,512,099	57,998,140	n/a	2
3	Depreciation Expense (a)		1,178,786	1,182,447	1,207,621	1,216,576	1,237,178	1,248,197	902,731	915,741	950,209	950,881	996,624	954,625	12,941,616	3
4	Cumulative Investment (Line 2)	\$69,791,029	70,295,426	70,512,980	71,582,874	72,379,615	73,350,534	74,218,552	53,332,445	54,246,875	55,450,026	56,331,746	57,512,099	57,998,140	n/a	4
5	Less Accumulated Depreciation	40,275,758	41,454,665	42,637,155	43,839,677	45,057,403	46,294,266	47,542,497	26,578,475	27,486,335	28,436,544	29,315,228	30,269,596	31,134,944	n/a	5
6	Net Investment (Line 4 - 5)	\$29,515,271	\$28,840,761	\$27,875,825	\$27,743,197	\$27,322,212	\$27,056,268	\$26,676,055	\$26,753,970	\$26,760,541	\$27,013,482	\$27,016,518	\$27,242,504	\$26,863,196		6
7	Average Net Investment		29,178,016	28,358,293	27,809,511	27,532,705	27,189,240	26,866,162	26,715,012	26,757,255	26,887,012	27,015,000	27,129,511	27,052,850	n/a	7
8	Return on Average Net Investment															8
a	Equity Component (b)		111,266	108,140	106,047	104,991	103,682	102,450	101,873	102,034	102,529	103,017	103,454	103,162		
b	Equity Comp grossed up for taxes		181,140	178,051	172,645	170,926	168,794	166,788	165,850	166,112	166,918	167,712	168,423	167,947	2,039,307	
c	Debt Component (Line 7 * 4.3642% /12)		106,116	103,134	101,139	100,132	98,883	97,708	97,158	97,312	97,784	98,249	98,666	98,387	1,194,665	
9	Total Return Requirements (Line 8b + 8c)		287,256	279,186	273,783	271,058	267,677	264,496	263,008	263,424	264,701	265,961	267,089	266,334	3,233,972	9
10	Total Depreciation & Return (Line 3 + 9)		\$1,466,042	\$1,461,633	\$1,481,404	\$1,487,634	\$1,504,855	\$1,512,693	\$1,165,739	\$1,179,164	\$1,214,910	\$1,216,843	\$1,263,712	\$1,220,959	\$16,175,587	10

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

(b) For 2000 the Equity Component is 4.5780% based on a ROE of 11.0% per FPSC Order No. PSC-99-0519-AS-EI, Docket No. 990067 EI

ALLOCATION OF DEPRECIATION AND RETURN ON INVESTMENT BETWEEN PROGRAMS														
Residential On Call Program 3 (94.4%)	Depreciation	1,112,774	1,116,230	1,139,994	1,148,447	1,167,896	1,178,298	852,178	864,459	896,997	897,632	940,813	901,166	12,216,885
	Return	271,170	263,551	258,451	255,879	252,687	249,684	248,279	248,672	249,878	251,067	252,132	251,419	3,052,870
	Total	1,383,944	1,379,782	1,398,446	1,404,326	1,420,583	1,427,982	1,100,457	1,113,131	1,146,875	1,148,699	1,192,945	1,152,585	15,269,755
Business on Call Program 6 (5.6%)	Depreciation	66,012	66,217	67,627	68,128	69,282	69,899	50,553	51,281	53,212	53,249	55,811	53,459	724,730
	Return	16,086	15,634	15,332	15,179	14,990	14,812	14,728	14,752	14,823	14,894	14,957	14,915	181,102
	Total	82,098	81,851	82,959	83,307	84,272	84,711	65,281	66,033	68,035	68,143	70,768	68,374	905,833
Total	Depreciation	1,178,786	1,182,447	1,207,621	1,216,576	1,237,178	1,248,197	902,731	915,741	950,209	950,881	996,624	954,625	12,941,616
	Return	287,256	279,186	273,783	271,058	267,677	264,496	263,008	263,424	264,701	265,961	267,089	266,334	3,233,972
	Total	1,466,042	1,461,633	1,481,404	1,487,634	1,504,855	1,512,693	1,165,739	1,179,164	1,214,910	1,216,843	1,263,712	1,220,959	16,175,587

FLORIDA POWER & LIGHT COMPANY
Schedule of Capital Investment, Depreciation and Return
Monitoring Equipment
For the Period January through December 2000

Line No.	Description	Beginning of Period	January	February	March	April	May	June	July	August	September	October	November	December	Total	Line No.
1.	Investment (Net of Retirements)		\$0	\$0	\$0	\$0	\$0	\$0	(\$957,862)	\$0	\$0	\$0	\$0	\$0	(\$957,862)	1.
2.	Depreciation Base		999,159	999,159	999,159	999,159	999,159	999,159	41,297	41,297	41,297	41,297	41,297	41,297	n/a	2.
3.	Depreciation Expense (a)		16,653	16,653	16,653	16,653	16,653	16,653	688	688	688	688	688	688	104,046	3.
4.	Cumulative Investment (Line 2)	999,159	999,159	999,159	999,159	999,159	999,159	999,159	41,297	41,297	41,297	41,297	41,297	41,297	n/a	4.
5.	Less: Accumulated Depreciation (c)	890,984	907,637	924,289	940,942	957,595	974,247	990,900	33,726	34,414	35,102	35,791	36,479	37,167	n/a	5.
6.	Net Investment (Line 4 - 5)	\$108,175	\$91,522	\$74,870	\$58,217	\$41,564	\$24,912	\$8,259	\$7,571	\$6,882	\$6,194	\$5,506	\$4,818	\$4,129		6.
7.	Average Net Investment		\$99,849	\$83,196	\$66,543	\$49,891	\$33,238	\$16,585	\$7,915	\$7,227	\$6,538	\$5,850	\$5,162	\$4,473	n/a	7.
8.	Return on Average Net Investment															8.
a.	Equity Component (b)		381	317	254	190	127	63	30	28	25	22	20	17	1,474	8a.
b.	Equity Comp. grossed up for taxes (Line 8a/.61425)		620	516	413	310	206	103	49	45	41	36	32	28	2,399	8b.
c.	Debt Component (Line 7 * 4.3642% /12)		363	303	242	181	121	60	29	26	24	21	19	16	1,406	8c.
9.	Total Return Requirements (Line 8b + 8c)		983	819	655	491	327	163	78	71	64	58	51	44	3,805	9.
10.	Total Depreciation & Return (Line 3 + 9)		\$17,636	\$17,472	\$17,308	\$17,144	\$16,980	\$16,816	\$766	\$759	\$753	\$746	\$739	\$732	\$107,850	10.

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

(b) For 2000 the Equity Component is 4.5760% based on a ROE of 11.0% per FPSC Order No. PSC-99-0519-AS-EI, Docket No. 990067-EI.

FLORIDA POWER & LIGHT COMPANY
Schedule of Capital Investment, Depreciation and Return
ECCR Common
For the Period January through December 2000

Line No.	Description	Beginning of Period	January	February	March	April	May	June	July	August	September	October	November	December	Total	Line No
1	Investment (Net of Retirements)		\$0	\$0	\$1,586,694	\$0	\$0	\$0	(\$1,964,025)	\$0	\$255,804	\$0	\$0	\$2,218,027	\$2,096,501	1.
2	Depreciation Base		9,495,599	9,495,599	11,082,293	11,082,293	11,082,293	11,082,293	9,118,269	9,118,269	9,374,073	9,374,073	9,374,073	11,592,100	n/a	2
3	Depreciation Expense (a)		158,149	158,149	197,816	171,371	171,371	171,371	138,638	138,638	157,823	140,769	140,769	362,570	2,107,435	3
4	Cumulative Investment (Line 2)	\$9,495,599	9,495,599	9,495,599	11,082,293	11,082,293	11,082,293	11,082,293	9,118,269	9,118,269	9,374,073	9,374,073	9,374,073	11,592,100	n/a	4
5	Less: Accumulated Depreciation	6,187,139	6,345,288	6,503,437	6,701,253	6,872,624	7,043,996	7,215,367	5,389,980	5,529,618	5,686,441	5,827,210	5,967,979	6,330,549	n/a	5.
6	Net Investment (Line 4 - 5)	\$3,308,460	\$3,150,311	\$2,992,162	\$4,381,040	\$4,209,669	\$4,038,298	\$3,866,926	\$3,728,289	\$3,589,651	\$3,687,632	\$3,546,863	\$3,406,094	\$5,261,551		6.
7	Average Net Investment		\$3,229,386	\$3,071,237	\$3,686,601	\$4,295,355	\$4,123,983	\$3,952,612	\$3,797,608	\$3,658,970	\$3,638,642	\$3,617,248	\$3,476,478	\$4,333,822	n/a	7.
8	Return on Average Net Investment															8.
a.	Equity Component (b)		12,315	11,712	14,058	16,380	15,726	15,073	14,482	13,953	13,875	13,794	13,257	16,526	171,150	8a.
b.	Equity Comp. grossed up for taxes (Line 8a/.61425)		20,048	19,067	22,887	26,666	25,602	24,538	23,576	22,715	22,589	22,456	21,582	26,905	278,632	8b.
c.	Debt Component (Line 7 * 4.3642% /12)		11,745	11,170	13,408	15,621	14,998	14,375	13,811	13,307	13,233	13,155	12,643	15,761	163,228	8c
9.	Total Return Requirements (Line 8b + 8c)		31,793	30,236	36,294	42,288	40,600	38,913	37,387	36,022	35,822	35,612	34,226	42,666	441,860	9.
10	Total Depreciation & Return (Line 3 + 9)		\$189,942	\$188,385	\$234,111	\$213,659	\$211,972	\$210,285	\$176,025	\$174,660	\$193,645	\$176,381	\$174,995	\$405,236	\$2,549,295	10.

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

(b) For 2000 the Equity Component is 4.5760% based on a ROE of 11.0% per FPSC Order No PSC-99-0519-AS-EI, Docket No 990067-EI

Docket No. 010002-EG
Exhibit No. _____
Florida Power & Light Co.
(DR-1)
Schedule CT-5
Page 1 of 1

Reconciliation and Explanation of
Differences between Filing and FPSC Audit
Reports for Months: January 2000 through December 2000

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

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 January through December 2000: During this period 42,046 energy audits were completed. The estimate for this period was 36,628 energy audits.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$8,904,466 or \$738,736 less than projected. This program is deemed on target with a seven-percent variance.

Program Progress Summary: Program inception to date, 1,542,483 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 January through December 2000: During this period 13,866 installations were completed. The estimate for this period was 11,766 installations.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$2,006,820 or \$156,621 more than projected due to more installations than anticipated.

Program Progress Summary: Program inception to date, 640,855 installations have been completed.

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 January through December 2000: Installation of equipment at fourteen additional substations and a total of 656,808 program participants with load control installed in their homes. The estimate for the period was a total of 650,808 program participants with load control installed in their homes

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$65,868,592 or \$501,051 less than projected. This program is deemed on target with a one-percent variance.

Program Progress Summary: Program inception to date, installation of equipment at 370 substations has been completed, and there are 656,808 active installations in customers' homes.

Docket No. 010002-EG
Exhibit No. _____
Florida Power & Light Co.
(DR-1)
Schedule CT-6
Page 4 of 27

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 January through December 2000: During this period 11,446 installations were completed. The estimate for this period was 11,769 installations.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$2,966,256 or \$461,702 less than projected due to fewer installations than anticipated, which was offset by the average incentive cost per installation being higher than anticipated.

Program Progress Summary: Program inception to date, 267,909 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 January through December 2000: During this period 72,499 installations were completed. The estimate for this period was 74,355 installations.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$15,652,775 or \$628,963 less than projected. This program is deemed on target with a four-percent variance.

Program Progress Summary: Program inception to date, 566,192 installations have been completed.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Business On Call Program

Program Description: This program is designed to offer voluntary load control of central air conditioning to GS and GSD customers.

Program Accomplishments for January through December 2000: During this period total reduction was 21.3 MW at the generator. The estimate for this period was 20.7 MW.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$2,079,952 or \$258,826 more than projected due to the accelerated soliciting of participants by using outbound sources in order to achieve goal.

Program Progress Summary: Program inception to date, total reduction is 21.3 MW at the generator and 14,285 installations.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Cogeneration and Small Power Production

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

Program Accomplishments for January through December 2000: FPL received 882 MW of firm capacity at time of system peak and 6,696 GWh of purchased power. Eight firm and six 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 6,769.5 GWh of purchase power.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$7,108,062 or \$581,192 more than projected due to higher than anticipated costs.

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

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Efficient Lighting

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

Program Accomplishments for January through December 2000: During this period total reduction was 3,293 kW. The estimate for this period was 3,399 kW.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$611,995 or \$77,893 less than projected due to overestimating scope of work to be completed and paid during this period.

Program Progress Summary: Program to date, total reduction is 202,617 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 January through December 2000: During this period the demand reduction capability from program participants was a total of 448 MW at the generator. The target reduction for the period was 454 MW at the generator.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$29,576,595 or \$263,574 less than projected. This program is deemed on target with a one-percent variance.

Program Progress Summary: Program to date, participation in this program totals 448 MW at the generator. This program is closed to new participants.

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

During the Period: January through December 2000

<u>Customer Name</u>	<u>Effective Date</u>	<u>Firm Rate</u>	<u>Remarks</u>
Customer No. 1	3/20/00	GSD-1	Customer requested to exit CILC Rate due to students' safety vs lack of emergency generators.
Customer No. 2	3/20/00	GSLD-1	Customer requested to exit CILC Rate due to students' safety vs lack of emergency generators.
Customer No. 3	3/22/00	GSD-1	Customer requested to exit CILC Rate due to students' safety vs lack of emergency generators.
Customer No. 4	3/20/00	GSD-1	Customer requested to exit CILC Rate due to students' safety vs lack of emergency generators.
Customer No. 5	3/20/00	GSLD-1	Customer requested to exit CILC Rate due to students' safety vs lack of emergency generators.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Demand Reduction

Program Description: A program designed to reduce coincident peak demand by controlling customer loads of 200 kW or greater during periods of extreme demand or capacity shortages.

Program accomplishments for January through December 2000: During this period program development continued and also began signing up program participants.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$76,656 or \$23,751 more than projected due to program startup costs and development of training and sales material expenses incurred earlier than anticipated.

Program Progress Summary: After approval by the FPSC earlier in 2000, the remainder of the year was spent preparing the program for customer recruitment in the first quarter of 2001.

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 January through December 2000: During this period 5,326 energy evaluations were completed. The estimate for this period was 5,344 energy evaluations.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$3,815,257 or \$306,195 less than projected. This program is deemed on target with a seven-percent variance.

Program Progress Summary: Program inception to date, 54,766 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 January through December 2000: During this period total demand reduction was 20,422 kW. The estimate for this period was 18,902 kW.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$4,727,653 or \$6,488 less than projected. This program is deemed on target with a less than one-percent variance.

Program Progress Summary: Program inception to date, total reduction is 161,346 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 January through December 2000: During this period program total reduction was 47.5 kW. The estimate for the period was 47.5 kW.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$6,271 or \$22 less than projected.

Program Progress Summary: Program inception to date, total reduction is 3,134 kW. This program terminated in May 2000. DSM contributions from this program will be incorporated into the Business Custom Incentive Program.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: C/I Business Custom Incentive

Program Description: A program designed to assist FPL's commercial and industrial customers to 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 the summer peak.

Program accomplishments for January through December 2000: During this period program accomplishments included evaluating four projects. The Tri-Gas project is in progress and will be reported when complete.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$255,107 or \$6,269 less than projected. This program is deemed on target with a two-percent variance.

Program Progress Summary: Program inception to date, 67 projects have been reviewed for eligibility and cost-effectiveness.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Commercial/Industrial Building Envelope Program

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

Program accomplishments for January through December 2000: During this period total reduction was 4,111 kW. The estimate for the period was 4,261 kW.

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$2,540,670 or \$329,095 more than projected due to the average incentive amount being higher than anticipated due to the mix of measures actually installed differing from the anticipated mix.

Program Progress Summary: Program inception to date, total reduction is 24,133 kW.

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 January through December 2000: During this period program accomplishments included field metering phase completed and evaluated (Phase III). Six identical Habitat for Humanity single family homes in Lee County were compared with different roofs for air conditioning energy usage and demand contribution.

Project Fiscal Expenditures for January through December 2000: Total expenditures were \$82,083 or \$38,762 less than projected due to delay in the last three deliverables from previous phases resulting in processing payments in the first quarter 2001.

Project Progress Summary: Results from this project indicate two main conclusions. Shading homes with trees save some energy, but the up-front cost and the time needed for tree growth make the payback excessively long based on the electrical energy cost savings alone. The white roof portion of this project has much more potential because it can produce larger energy savings than tree planting with little or no cost associated with choosing a white or light color for new roofs. Commercially available white shingles produce modest but significant energy savings with substantial peak hour demand savings. White cement tile and white metal roofs produce energy savings about five times larger than those for white shingles with demand savings which are more than double those for white shingle roofs. However, the electrical cost savings of \$24 for white shingles and \$96-\$128 for white tile and white metal (on the average size home) are not large enough to justify an upgrade from shingle to white tile or white metal.

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 January through December 2000: This period included the initiation of a project to evaluate a coating material that may improve the performance of air conditioners, continuation of technology assessment of products/concepts for new potential DSM opportunities and work on solar water heating technology. (See supplement for current concepts).

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$150,402 or \$17,308 more than projected due to faster progress than expected on the coating material project.

Program Progress Summary: The attached listing details FPL's activities during this period.

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

Technology Assessment	Description	Status
HVAC Desiccant-enhanced air conditioning	Determine the feasibility and cost effectiveness of retrofitting existing air conditioning systems to use the Cromer Cycle, a unique desiccant-enhanced A/C cycle particularly suited for use in humid climates.	Project to test in the field is underway at the University of Florida.
Corrosion remediation and prevention for A/C systems.	Evaluate the efficiency improvements that can be gained by using ADSIL, a unique inorganic coating material, to reverse the effects of corrosion on old air conditioning systems, and to prevent further corrosion on both old and new systems.	Project to test under lab conditions is underway at the Florida Solar Energy Center.
UV-enhanced filtration	Determine feasibility and economic viability of retrofitting existing HVAC systems to use UV-enhanced air filtration.	Proposals to field-test a UV-enhanced filtration system have been requested.
Ion Collider for air Conditioning	Evaluate the feasibility of using a unique chemical treatment system, called the Ion Collider, to improve air conditioner performance by affecting the properties of the working fluids in A/C systems.	Proposals to test an Ion Collider in the lab have been requested.
Other HVAC technologies	Evaluate demand and energy impact of new HVAC technologies.	Identification of promising technologies is underway.

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

<u>Technology Assessment</u>	<u>Description</u>	<u>Status</u>
Building Envelope Coating to keep white roofs white.	Test the cost-effectiveness of using the ADSIL coating material to prevent the deposition of mildew and algae on light roofs, thus preventing degradation of roof surface color and corresponding loss of energy efficiency.	Proposals to test the concept in roofing labs have been requested.
Customer-Controlled Conservation		
Advanced energy management technologies.	A number of new technologies take advantage of electronic controls and two-way communication between the customer and the utility to manage energy consumption. Work is proceeding to determine how FPL and its customers can most effectively make use of these technologies.	Technology identification and evaluation is underway.
Appliance Technologies		
Water heating	Update research on passive solar water heating systems and heat pump hot water recovery units. Identify, and evaluate the effectiveness of new concepts that reduce energy use or wasted by water heating systems.	Technology identification and evaluation is underway.
Other Appliance technologies	Identify, and evaluate the effectiveness of, new energy-efficient appliance technologies.	Technology identification and evaluation is underway.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: C/I New Construction Research Project

Project 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.

Project Accomplishments for the period January through December 2000: During this period project accomplishments included: evaluation of the current status of the use of energy conservation measures in Florida; comparison of actual practices with the Florida Energy Efficiency Code; analysis of the new construction business; development of models to test the cost-effectiveness of energy conservation measures identified earlier in the project; and development of a final report.

Project Fiscal Expenditures for January through December 2000: Total expenditures were \$585,473 or \$298,436 less than projected due to renegotiations of project deliverables after it was determined that it was possible to reduce the costs of Phases 3 and 4.

Project Progress Summary: The final report has been completed and submitted to the FPSC.

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 January through December 2000: During this period program accomplishments included 708 homes. The estimate for this period was 756 homes

Program Fiscal Expenditures for January through December 2000: Total expenditures (net of revenues) were \$1,218,813 or \$353,124 less than projected due to lower than anticipated promotional expenses.

Program Progress Summary: Program inception to date, total reduction is 1,147 kW and 1,274 homes.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Green Pricing Research & Development Project

Project 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.

Project Accomplishments for the period January through December 2000: This project has been completed.

Project Fiscal Expenditures for January through December 2000: Total expenditures were \$26.

Project Progress Summary: This project has been completed. Final report was submitted to the FPSC in January 2000. In an attempt to determine the customer acceptance of green pricing rates, FPL has proposed a Green Energy Project, see Page 26 of 27.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Low Income Weatherization Retrofit Project

Project Description: The objective of this project is to investigate cost-effective methods of increasing the energy efficiency of FPL's low-income customers. The research project will address the needs of low income housing retrofits by providing monetary incentives to housing authorities, both Weatherization Agency Providers, (WAPs), and non-WAPs, for individual homes they are retrofitting. The pilot will consist of 500 installations.

Project Accomplishments for the period January through December 2000: Training for Weatherization Agency personnel participating in the project was completed in Miami-Dade, Broward, Palm Beach, Brevard and Lee counties. Metro-Dade County has begun to install weatherization measures for approximately fifty customers. The remaining counties have been contacted and plan on participating in 2001.

Project Fiscal Expenditures for January through December 2000: Total expenditures were \$24,780 or \$55,781 less than projected due to lack of participation from the four remaining counties.

Project Progress Summary: To date, Broward County has begun participation in the pilot and St. Johns County is being added to the eligible participants. The Weatherization Agency providers that are participating are extremely enthusiastic about the success of the program. FPL is working directly with the Department of Community Affairs to streamline invoice processing to assist the counties' involvement.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Photovoltaic Research, Development and Education Project

Project Description: The objective of this project is to work with homebuilders to install five to ten photovoltaic roof systems in new single family homes. These installations will be monitored to provide data to determine the durability of this technology and its impact on FPL's electric system. Demand and energy data will be collected to better understand the coincidence between PV roof tile system output and FPL's system peaks as well as the energy capabilities of roof tile PV systems. The data collected will also be used to assess the homeowner's financial benefit of PV roof tile systems. to install five to ten photovoltaic roof systems in new single family homes.

Project Accomplishments for the period January through December 2000: During this period the contract was signed for monitoring services with the Florida Solar Energy Center and the location has been established for the first three systems. Meter selection has been made and interconnection agreement has been written by FPL.

Project Fiscal Expenditures for January through December 2000: There were no program expenditures resulting in a variance of \$62,500 due to delays from the builder to provide adequate information and drawings of the PV system.

Project Progress Summary: The contract for monitoring services has been signed and the location for the first three systems has been established. Three additional systems have been tentatively identified.

PROGRAM DESCRIPTION AND PROGRESS

Project Title: Green Energy Project

Project Description: Under this project FPL will determine customer acceptance of green pricing rates, investigate, and if determined by FPL to be feasible, design and implement a Green Energy Program.

Project Accomplishments for the period January through December 2000: During this period project accomplishments included design of consumer research instrument, the next steps will be to conduct concept testing

Project Fiscal Expenditures for January through December 2000: Total expenditures were \$13,465 or \$72,153 less than projected due to timing issues with research and with developing adequate information from which to develop a cost comparison of green generation and current generation.

Project Progress Summary: The availability of green power projects in Florida is limited; however, some sources have been identified but the vendor has been somewhat unresponsive to requests for information. Investigations have been leading us to a Biomass project along with some PV.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: Common Expenses

Program Description: Expenses common to all programs.

Program Accomplishments: N/A

Program Fiscal Expenditures for January through December 2000: Total expenditures were \$11,199,865 or \$467,215 more than projected. This program is deemed on target with a four-percent variance.

Program Progress Summary: N/A

APPENDIX A

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

Aumentar sus ganancias. Eso es lo que la FPL puede hacer para los pequeños negocios. Cómo lo hicimos con Pedro Capó, uno de los dueños de las mueblerías El Dorado. Evaluamos su consumo de energía y le aconsejamos invertir en aires acondicionados centrales e iluminación de alta eficiencia. La compra de estos equipos y sistemas le ahorra hoy a Pedro más de \$3,000 mensuales. Algo que lo mantiene muy contento cuando él se sienta a hablar de negocios con los 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

beber/silverstein & pa

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.

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TV COPY

CLIENT: FPL
PRODUCT: Business Energy Evaluation
TITLE: :30 El Dorado Savings TV

Alberto: Hola soy Alberto de la FPL visitando a Pedro Capo de las mueblerias El Dorado. Que tal?

Pedro: Que tal Alberto?

Alberto: Tienen necesidades especiales como negocio?

Pedro: Definitivamente. Con los aires acondicionados, con las luces, cada vez que hay un aire en la tienda que se ha dañado, los hemos remplazados con aires nuevos y hay es donde entro la FPL para ahorrarnos dinero.

Alberto: Y cuanto dinero se ahorran mensualmente?

Pedro: Bueno en esta tienda cerca de \$ 700 dolares.

Alberto: Y anualmente?

Pedro: Alrededor de \$ 35,000 dolares entre una cosa y otra.

Narrator: Ya lo saben amigos, para un Business Energy Evaluation gratis, llamenos al 1-800-FPL-5566.

Alberto: Lo veo muy comodo en su silla.

Pedro: Oigame, bien comodo.

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TV COPY

CLIENT: FPL
PRODUCT: Business Energy Evaluation
TITLE: :30 El Dorado Savings TV

Alberto: Hello, I am Alberto From FPL visiting Pedro Capo, from El Dorado furniture.

Pedro: How are you Alberto?

Alberto: Do you have special needs for your business?

Pedro: Definitely, with the AC. the lights, every time an AC is broken we replace it and that is when FPL comes to save us money.

Alberto: And how much do you save monthly?

Pedro: Well, in this store \$ 700

Alberto: And annually?

Pedro: Around \$ 35,000 between one thing and another.

Narrator: For your free Business Energy Evaluation call 1800-FPL-5566

Alberto: You look comfortable in that chair.

Pedro: Listen, very comfortable.

Both laugh.

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.

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RADIO COPY

CLIENT: FPL
PRODUCT: Business Energy Evaluation
TITLE :60 El Dorado Savings Radio

Alberto: Hello, I am Alberto From FPL visiting Pedro Capo, one of the owners of the furniture stores, El Dorado.

Pedro: How are you Alberto? Welcome to El Dorado.

Alberto: Thanks. What do you like the most about this business?

Pedro: It is so nice to see the new furniture, new colors, new styles, the different types of wood and leather, and to deal with the happiness of customers when they are going to furnish their homes.

Alberto: Of course, the satisfaction of your customers.

Pedro: Exactly.

Alberto: Do you have special needs for your business?

Pedro: Definitely, with the AC. the lights, every time an AC is broken we replace it and that is when FPL comes to place to save us money.

Alberto: And how much do you save monthly?

Pedro: Well, in this store \$ 700 and in the rest of the stores between, all together, almost \$ 3,000.

Alberto: And annually?

Pedro: Around \$ 35,000

Alberto: Pedro would you recommend small businesses call FPL?

Pedro: Definitely.

Alberto: Well my friend, for your free Business Energy Evaluation call 1800-FPL-5566. And what do you plan to do with the money you saved Pedro?

Pedro: Give it to my wife so she can buy me a new pair of shoes.

Both laugh.

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RADIO COPY

CLIENT: FPL
PRODUCT: Business Energy Evaluation
TITLE :60 El Dorado Savings Radio

Alberto: Hola soy Alberto de la FPL visitando a Pedro Capo, uno de los dueños de la mueblerías El Dorado. Que tal?

Pedro: Que tal Alberto? Bienvenido al Dorado.

Alberto: Gracias. Que aspecto de este negocio le gusta mas?

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

Alberto: Claro, satisfacer al público.

Pedro: Exactamente.

Alberto: Tienen necesidades especiales como negocio?

Pedro: Como no, Definitivamente. Con los aires acondicionados, con las luces, cada vez que hay un aire en la tienda que se ha dañado, los hemos remplazados con aires nuevos y hay es donde entro la FPL para ahorrarnos dinero.

Alberto: Y cuanto dinero se ahorran mensualmente?

Pedro: Bueno en esta tienda cerca de \$ 700 dolares. Y en el resto de las tiendas, todas juntas mensualmente, casi \$ 3,000 dolares.

Alberto: Y anualmente?

Pedro: Alrededor de \$ 35,000 dolares entre una cosa y otra.

Alberto: Pedro le recomendaría usted a otros negocios pequeños llamar a la FPL?

Pedro: Definitivamente.

Alberto: Ah bueno, ya lo saben amigos, para un Business Energy Evaluation gratis, llamenos al 1-800-FP-L5566. Y que piensa hacer con este dinero extra que se ahorra Pedro?

Pedro: Simplemente darcelo a mi mujer para que me compre un par de zapatos nuevos.

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
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 \$2,627.10 per month x 12 months = \$31,525.52 per year.

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 & pa

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TV COPY

AS RECORDED

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

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

LYNN: Hi Bob.

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

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

BOB: What did FPL suggest?

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

BOB: What kind of results did you see?

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

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

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

LYNN: You need a manicure.

BOB: I do?

LYNN: Yes, you do.

Salon 2000

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

1 Old [REDACTED]
2 New [REDACTED]

3 Difference: [REDACTED]
4 [REDACTED]

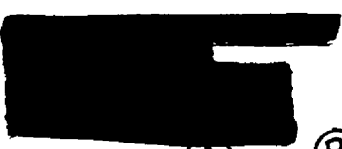
5 [REDACTED]

6 *Salon 2000's average bill prior to the retrofit was [REDACTED] 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 2-C

F W D -



SVC Date	(A) kwh	(B) Bill Amt			
6/12/98					
5/13/98			Comparable months average bill post retrofit	[REDACTED] (1)	5
4/14/98					
3/16/98					
2/12/98					
1/13/98					
12/11/97					
11/10/97					
10/10/97					
9/10/97					
8/11/97					
7/11/97					
6/11/97					
5/12/97			Average bill prior to lighting retrofit	[REDACTED] (2)	6
4/11/97					
3/13/97					
2/11/97					
1/10/97					
			Average monthly bill savings - \$	[REDACTED] (3)=(2)-(1)	7
			Average monthly bill savings - % of bill prior to retrofit	20% (3)/(2)	

beber/silverstein & pa.

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TV COPY

AS RECORDED

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

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

PROAL: Hi Bob.

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

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

BOB: What kind of savings are we looking at?

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

BOB: Has it worked out that way?

PROAL: It sure has.

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

BOB: Life is a cabernet, ol' chum.

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.