

May 16, 2001

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**

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

Dear Ms. Bayó:

Yesterday we filed on behalf of Florida Power & Light Company, 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 and Testimony and Exhibits of Dennis Reynolds.

Attached to Mr. Reynold's prefiled exhibit, Exhibit DR-1, was a copy of Appendix A. Appendix A contains the data sources necessary for FPL to comply with Florida Administrative Code Rule 25-17.105(5). Because some of the information in Appendix A is confidential, all the copies of Exhibit DR-1 filed with the Commission and served on the parties were redacted. (A copy of the Appendix A with the confidential material highlighted was filed separately with a motion for protective order.)

It has come to our attention that some of the pages of the redacted Appendix A filed with the Commission and served on the parties had pages missing. Consequently, we are refileing the original and ten copies of Appendix A and serving complete copies on the parties. Please replace the Appendix A filed yesterday with the enclosed Appendix A.

I apologize for the inconvenience this has caused you and your Staff. If you or your Staff have

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*[Signature]*  
FPSC-BUREAU OF RECORDS

Respectfully,

*[Signature]*  
Charles A. Guyton

Counsel for all parties of record

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RECORDS AND REPORTING

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. Como 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**  
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TV COPY

AS RECORDED

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

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

PEDRO: Hi Bob.

BOB: What are your main concerns with energy issues?

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

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

BOB: Any other benefits?

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

# beber silverstein & partr

## 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 muebierias 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 ahorrann 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.

# beber silverstein & partners

## 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.

# beber silverstein & partners

## 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.



# beber silverstein & part.

## 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 mueblerias 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 [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 \$2,627.10 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.

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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

1  
2  
3  
4



SVC Date	(A) kwh	(B) 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		

Comparable months average bill post retrofit

[Redacted] (1)

5

Average bill prior to lighting retrofit

[Redacted] (2)

6

Average monthly bill savings - \$

[Redacted] (3)=(2)-(1)

7

Average monthly bill savings - % of bill prior to retrofit

20% (3)/(2)

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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.



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

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

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

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

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

Simple Payback =  $\frac{\text{Installation Cost} + \text{Incentive}}{\text{Total Area} \times \text{Annual Savings}}$  = [REDACTED] Years 7  
 A E B J

Table One Average Savings Factors				
		Kwh	Summer Kwh	Winter Kwh
Roof Insulation	Add R-7.0 or Greater	1141	0.925	0.154
Roof Insulation	Add R-12.0 or Greater	1457	1.171	0.197
Ceiling Insulation	Add R-11.0 or Greater	1457	1.171	0.197
Ceiling Insulation	Add R-19.0 or Greater	1538	1.241	0.207

Note: KW and kWh savings amounts stated above are estimated only. Actual demand, energy and electric cost savings may vary.  
 All incentive amounts will be finalized on the actual installed products and will not be confirmed until post-approval.  
 Savings estimates are for a "typical" customer.

## 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 Energy Code, and could save you up to 30% on your energy bill.

For a list of participating BuildSmart® builders, call 1-800-DIAL-FPL.



Look for these  
FPL BuildSmart® homes in the

Parade of Homes:

- Discovery Homes
- Centurion Homes
- Masterpiece Homes

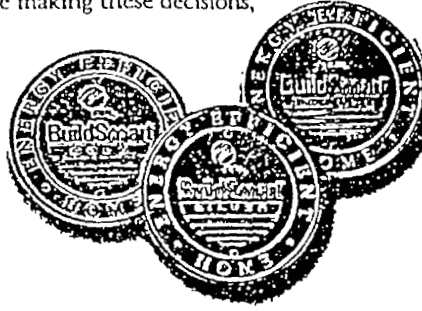


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**Decisions. Decisions. Decisions.**

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

# 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 can mean up to 9% savings on cooling costs. (By the way, setting your thermostat real low when you come 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 so your a/c runs efficiently. Keep 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. Best of all, FPL may help pay!
- Weatherstrip doors, windows and around wall-mounted air conditioners to prevent cool air from escaping.
- Caulk 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.
- Even better: don't let the sun in, in the first place. Use solar reflective film, screens, awnings, shutters 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, turn 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 36° to 42° F and freezers at 0° to 8° 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 recreational lighting more efficient than ever. Check out mercury vapor, metal halide or high pressure sodium vapor bulbs at your home center or hardware store.

**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
<b>Single-Family Detached</b>					
High	1,800	8,761	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
<b>Single-Family Attached or Mobile Home</b>					
All	1,250	5,288	4,513	3,780	3,101
<b>SYSTEM</b>					
All	-	5,993	5,082	4,233	3,453

Percent Change per Degree	9%
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**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%.