ORIGINAL

## **REDACTED**

060224-EI

## Exhibit B

<b>C</b> 1011	-
COM	
CTR	-
ECR	
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FPSC-COMMISSION CLERK

## CONFIDENTIAL

#### **AUDIT FINDING NO. 1**

- 2 SUMMARY: The script given to FPLES representatives who offer products and services
- 3 to FPL customers does not require the representative to say that they work for FPLES.
- 4 When calls were observed by Public Service Commission staff the representative did
- say that she worked for FPLES. Although the script does not require the representative
- 6 to state what company he or she works for, the Key Elements section of the training
- 7 manual says "Always advise customers and partners your name and company" as a
- ४ critical element.
- <sup>9</sup> The way the question is phrased when providing the confirmation number and offering
- services insures that the customer has to answer yes to the question if they want their
- confirmation number. The confirmation number should be provided before they ask the
- customer if it is alright for them to offer other services.
- STATEMENT OF FACT: Part of the FPLES representative training is related to 14 handling the connect service business calls which are the transfer of certain customers 15 needing new service from FPL to FPLES. After the collection of information by the FPL representative for the new service connection, the FPL representative then puts the 16 customer on hold to wait for the confirmation number and transfers the call to FPLES. 17 The manual calls for the FPLES representative to greet the customer as follows: "Good 18 morning/afternoon Mr./Mrs. \_\_\_\_, my name is \_\_\_\_ and I will be providing you with 19 your confirmation number, as well as offering some services to help you with your 20 21 move. Is that ok? Thank you. Let me know when you are ready to write down your new number. Your confirmation number is which is also your bill account 22 number. Using this number for future inquiries and requests will ensure a quick 23 24 response." 25

calls are never transferred to FPLES because when obtaining the new service connection information, it is determined that the caller does not meet the screening

criteria. The screening criteria is whether the caller is the actual customer, whether they

30 speak English or Spanish, if they have questions that require referral to another

3/ department, or when the caller does not have time when the FPL representative tells

32 them when that they will be transferred.

- 33 EFFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not
- 34 impact the general ledger.

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35 EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

CONFIDENTIAL

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#### AUDIT FINDING NO. 2

- 2 SUMMARY: FPLES offers several programs to FPL customers such as Utility Guard,
- 3 Power Surge and Surge Shield Protection. A customer may believe FPLES is the
- √ regulated electric company.

#### STATEMENT OF FACT:

These programs are for Utility

Guard insurance, Power Surge insurance and Surge Shield Protection. Utility Guard is insurance for protection of water lines and electric lines and it's offered to the customers when the call is transferred to the FPLES representative. Also, FPLES includes billing inserts for Power Surge and Surge Shield Protection in FPL's utility bills. Power Surge is an insurance to provide protection for the customer's electronics and appliances. It reimburses the customer for repair or replacement for covered losses, up to the maximum of their policy. Surge Shield Protection protects the appliances before surges enter through the customer's home's electric lines or other vulnerable points of entry. Surge protectors are installed on the meter and are monitored by FPLES.

- When offering the Utility Guard Plan the representative says that the services are
- offered by FPLES. The billing inserts included in the electric bills shows that the Power
- Surge insurance and the Surge Shield Protection plan are being offered by FPLES, an
- /9 affiliate of FPL.

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- Customers may not be aware that first a non-regulated company. Having FPL in
- the name may imply to the customer that FPLES is the regulated utility. A rule
- proposed by staff on March 24, 2000 related to Chapter 25-6 for a Code of Conduct for
- 23 electric companies. This rule was never approved by the Commission. However, it
- stated that "A utility shall not give the appearance that the utility speaks on behalf of its
- affiliates or visa versa or that the customer will receive preferential treatment as a
- consequence of conducting business with the affiliates. A utility many not promote or
- advertise its affiliate's relationship with the utility nor allow the utility's logo or name to
- be used by the affiliate in all forms of media unless it is accompanied by a clear written
- or audio disclaimer that states that the affiliate is not the same company as the utility
- and is not regulated by the Commission."
- 3/ EFFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not
- 32 impact the general ledger.
- 33 EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

#### **AUDIT FINDING NO. 3**

**SUMMARY:** The customer's confidential information is transferred from FPL to FPLES in order for the FPLES representative to confirm the customer's electric service order and to provide their confirmation number. FPL has a confidentiality policy for information entered on its website that says that FPL does not reveal the customers confidential information to third parties, including other subsidiaries of the FPL Group. The Commission has a rule establishing a Code of Conduct for gas companies that disallows the transfer of confidential information between affiliates. A rule written in March 2000 was proposed to provide standards for the electric companies on handling the confidential information between regulated electric companies and affiliates. The proposed rule for electric companies was never approved.

STATEMENT OF FACT: According to the company "when new service calls are transferred to an FPLES representative, only the information needed to confirm the electric service order, such as the customer's name, address, the connect order date and the confirmation number is provided. The customer is then asked for their permission prior to offering FPLES Connect Services. (See finding 1) If the customer gives their permission, then only the confirmation number and any other FPLES customer information needed to fulfill the services agreed to by the customer is retained in the FPLES database system. If the customer does not give their permission, then none of the customer information used by FPLES to confirm electric service is retained in the FPLES database system."

FPL has consistently throughout the years applied for confidentiality of customer's information such as customer's account number, name and address.

Even though once the call is ended the screen is erased the FPLES representative still receives the customer's information at the start of the call. If the customer verbally agrees that FPLES can provide further information, this information is also retained in the database system.

FPL's Privacy Policy on related to its website says "FPL does not reveal any personal information that is provided by our customers through our Web site to any third parties, including other subsidiaries of the FPL Group, except when requested to do so by a governmental agency having jurisdiction, or by a court of competent jurisdiction or other operation of law."

Commission Rule 25-7.072, 2 (b1) which is the Code of Conduct for gas service, states that the company "will not disclose, or cause to be disclosed, to any marketer, broker or agent, previously non-public information about a customer without that customer's prior authorization."

This is a rule for gas service, but it appears reasonable that FPL should not disclose any customer information to any affiliate.

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A Commission Rule was proposed by staff on March 24, 2000 related to Chapter 25-6 of the Florida Administrative Code for a Code of Conduct for electric companies. This rule was never approved by the Commission. Although this rule was never approved, the concept may be relevant to this issue. Item 9(C) (1) states: "Utilities may not release any proprietary customer information to any affiliate without the prior written consent of the customer."

EFFECT ON GENERAL LEDGER IF SIGNIFICANT FINDING IS ACCEPTED: This finding does not impact the general ledger.

EFFECT ON FILING IS ACCEPTED: This audit does not have a filing.

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#### AUDIT FINDING NO. 4

B

2	<b>SUMMARY:</b> The FPL call care representative obtains personal information needed to
3	establish electric service from the customer before the call is transferred to FPLES.
4	Some of this information such as: name, address and phone number is used by
5	FPLES. In addition, certain information obtained by FPL qualifies the customer for the
6	transfer to FPLES. No time is allocated to FPLES for obtaining this information.
7	per call which is the estimate of the time from when the FPL
8	representative transfers the call to FPLES and waits for a response from the FPLES
9	representative. The FPL representative then tells the FPLES representative the
10	customer's name.
-	

- 11 From the observation of new service calls it was determined that to gather customer's
- 12 information takes from 3 minutes and 18 seconds to 7 minutes and 44 seconds
- depending on the type of call. Only of this time was charged to FPLES.
- 14 Some of the information obtained by FPL is a benefit to FPLES.
- /S STATEMENT OF FACT: FPL's representative obtains customer information such as:
- name, social security number, telephone contact, whether the person calling is the
- 7 owner or the renter, current power status, closing date, billing address, email address,
- 18 deposit information and verification of information. The computer does a credit check
- 19 based on this information. The time it takes to process each call is ranges from 3
- minutes and 18 seconds to 7 minutes and 44 seconds. (See attached summary of calls
- observed). The cost for the time it takes to gather this information is not charged to
- 27 FPLES. FPLES is not only benefiting from the transfer call but also from obtaining this
- 23 information without having to spend additional time to obtain it on their own. Based on
- 21 FPL's analysis of cost for call center representatives and managers
- 25 costs FPL See detail attached. Based on three month's data from 2004 there
- are an average of call transferred to FPLES each month.
- 27 EFFECT ON THE GENERAL LEDGER: This finding does not affect the general
- 21 ledger.
- 29 EFFECT ON THE FILING: There is no filing related to this audit.

CONFIDENTIAL

#### SUMMARY OF CALLS AND TIMES

#### 1) NEW SERVICE CALL

This call lasted 4 minutes and 20 seconds from the time the customer called up to the time the FPL representative transferred the call and spoke to the FPLES representative.

During the request for new service the customer requested the billing statement be sent to a different address. This added time on to the call.

#### 2) NEW SERVICE CALL

This call lasted 3 minutes and 18 seconds. The customer's billing statement was sent to the customer's address.

#### 3) NEW SERVICE CALL

This call lasted 5 minutes and 16 seconds. The call was made by a friend of the FPL customer. The FPL representative gave the confirmation number and the call was not transferred to an FPLES representative because the caller was not the customer.

#### 4) NEW SERVICE CALL

This call lasted 4 minutes and 18 seconds. During the request for new service the customer requested his billing statement be sent to another address and this added time on to the call.

#### 5) NEW SERVICE CALL

This call lasted 5 minutes and 21 seconds. During the request for new service the customer asked for the billing statement to be sent to another address. She also asked if the name on the bill should be under the person renting for the landlord which increased the length of the call. The customer seemed confused as to why the FPL representative was transferring her to get her confirmation number.

#### 6) NEW SERVICE CALL

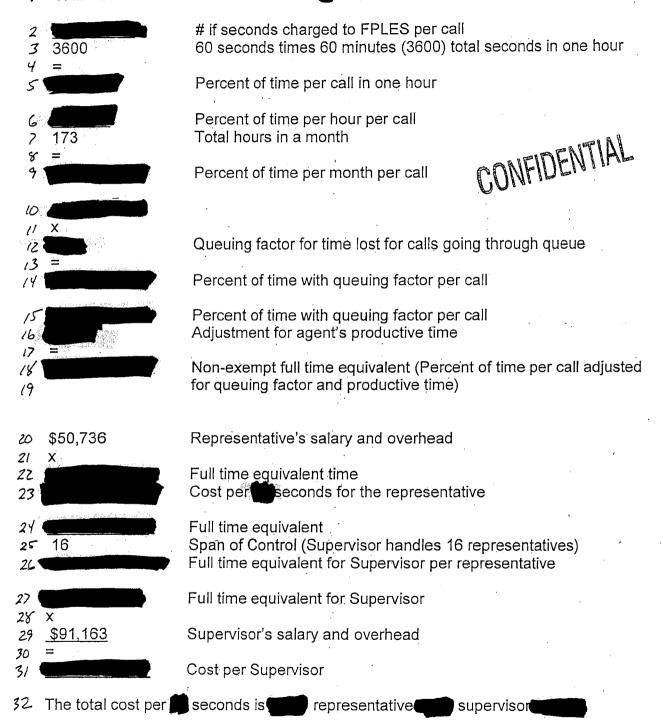
This call lasted 4 minutes and 51 seconds. The customer seemed confused between the confirmation number and the account number.

#### 7) NEW SERVICE CALL

This call lasted 7 minutes and 44 seconds. The person calling was not the customer. The FPL representative gave her the confirmation number instead of transferring her to FPLES, because she was not the customer.

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#### CALCULATION OF THE COST PER SECONDS



- / AUDIT FINDING NO. 5
- 2 SUMMARY: FPLES revenues for related to the connect service business are and the related expenses are
- Y EFFECT ON THE GENERAL LEDGER: This finding does not affect the general fedger.
- 6 EFFECT ON THE FILING: There is no filing related to this audit.

CONFIDENTIAL

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#### **AUDIT FINDING NO. 1**

**SUMMARY:** The script given to FPLES representatives who offer products and services to FPL customers does not require the representative to say that they work for FPLES. When calls were observed by Public Service Commission staff the representative did say that she worked for FPLES. Although the script does not require the representative to state what company he or she works for, the Key Elements section of the training manual says "Always advise customers and partners your name and company" as a critical element.

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The way the question is phrased when providing the confirmation number and offering services insures that the customer has to answer yes to the question if they want their confirmation number. The confirmation number should be provided before they ask the customer if it is alright for them to offer other services.

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STATEMENT OF FACT: Part of the FPLES representative training is related to handling the connect service business calls which are the transfer of certain customers needing new service from FPL to FPLES. After the collection of information by the FPL representative for the new service connection, the FPL representative then puts the customer on hold to wait for the confirmation number and transfers the call to FPLES. The manual calls for the FPLES representative to greet the customer as follows: "Good morning/afternoon Mr./Mrs. \_\_\_\_\_, my name is \_\_\_\_\_ and I will be providing you with your confirmation number, as well as offering some services to help you with your move. Is that ok? Thank you. Let me know when you are ready to write down your which is also your bill account new number. Your confirmation number is number. Using this number for future inquiries and requests will ensure a quick response."

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calls are never transferred to FPLES because when obtaining the new service connection information, it is determined that the caller does not meet the screening criteria. The screening criteria is whether the caller is the actual customer, whether they speak English or Spanish, if they have questions that require referral to another department, or when the caller does not have time when the FPL representative tells 32 them when that they will be transferred.

EFFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not impact the general ledger.

35 EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

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#### **AUDIT FINDING NO. 2**

**SUMMARY:** FPLES offers several programs to FPL customers such as Utility Guard, Power Surge and Surge Shield Protection. A customer may believe FPLES is the regulated electric company.

#### STATEMENT OF FACT:

Guard insurance, Power Surge insurance and Surge Shield Protection. Utility Guard is insurance for protection of water lines and electric lines and it's offered to the customers when the call is transferred to the FPLES representative. Also, FPLES includes billing inserts for Power Surge and Surge Shield Protection in FPL's utility bills. Power Surge is an insurance to provide protection for the customer's electronics and appliances. It reimburses the customer for repair or replacement for covered losses, up to the maximum of their policy. Surge Shield Protection protects the appliances before surges enter through the customer's home's electric lines or other vulnerable points of entry. Surge protectors are installed on the meter and are monitored by FPLES.

When offering the Utility Guard Plan the representative says that the services are offered by FPLES. The billing inserts included in the electric bills shows that the Power Surge insurance and the Surge Shield Protection plan are being offered by FPLES, an affiliate of FPL.

Customers may not be aware that FPLES is a non-regulated company. Having FPL in the name may imply to the customer that FPLES is the regulated utility. A rule proposed by staff on March 24, 2000 related to Chapter 25-6 for a Code of Conduct for electric companies. This rule was never approved by the Commission. However, it stated that "A utility shall not give the appearance that the utility speaks on behalf of its affiliates or visa versa or that the customer will receive preferential treatment as a consequence of conducting business with the affiliates. A utility many not promote or advertise its affiliate's relationship with the utility nor allow the utility's logo or name to be used by the affiliate in all forms of media unless it is accompanied by a clear written or audio disclaimer that states that the affiliate is not the same company as the utility and is not regulated by the Commission."

EFFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not
 impact the general ledger.

33 EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

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#### **AUDIT FINDING NO. 3**

**SUMMARY:** The customer's confidential information is transferred from FPL to FPLES in order for the FPLES representative to confirm the customer's electric service order and to provide their confirmation number. FPL has a confidentiality policy for information entered on its website that says that FPL does not reveal the customers confidential information to third parties, including other subsidiaries of the FPL Group. The Commission has a rule establishing a Code of Conduct for gas companies that disallows the transfer of confidential information between affiliates. A rule written in March 2000 was proposed to provide standards for the electric companies on handling the confidential information between regulated electric companies and affiliates. The proposed rule for electric companies was never approved.

STATEMENT OF FACT: According to the company "when new service calls are transferred to an FPLES representative, only the information needed to confirm the electric service order, such as the customer's name, address, the connect order date and the confirmation number is provided. The customer is then asked for their permission prior to offering FPLES Connect Services. (See finding 1) If the customer gives their permission, then only the confirmation number and any other FPLES customer information needed to fulfill the services agreed to by the customer is retained in the FPLES database system. If the customer does not give their permission, then none of the customer information used by FPLES to confirm electric service is retained in the FPLES database system."

FPL has consistently throughout the years applied for confidentiality of customer's information such as customer's account number, name and address.

Even though once the call is ended the screen is erased the FPLES representative still receives the customer's information at the start of the call. If the customer verbally agrees that FPLES can provide further information, this information is also retained in the database system.

FPL's Privacy Policy on related to its website says "FPL does not reveal any personal information that is provided by our customers through our Web site to any third parties, including other subsidiaries of the FPL Group, except when requested to do so by a governmental agency having jurisdiction, or by a court of competent jurisdiction or other operation of law."

Commission Rule 25-7.072, 2 (b1) which is the Code of Conduct for gas service, states that the company "will not disclose, or cause to be disclosed, to any marketer, broker or agent, previously non-public information about a customer without that customer's prior authorization."

This is a rule for gas service, but it appears reasonable that FPL should not disclose any customer information to any affiliate.

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A Commission Rule was proposed by staff on March 24, 2000 related to Chapter 25-6 of the Florida Administrative Code for a Code of Conduct for electric companies. This rule was never approved by the Commission. Although this rule was never approved, the concept may be relevant to this issue. Item 9(C) (1) states: "Utilities may not release any proprietary customer information to any affiliate without the prior written consent of the customer."

EFFECT ON GENERAL LEDGER IF SIGNIFICANT FINDING IS ACCEPTED: This finding does not impact the general ledger.

EFFECT ON FILING IS ACCEPTED: This audit does not have a filing.

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BU AUDIT FINDING NO. 4

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SUMMARY: The FPL call care representative obtains personal information needed to establish electric service from the customer before the call is transferred to FPLES. Some of this information such as: name, address and phone number is used by FPLES. In addition, certain information obtained by FPL qualifies the customer for the transfer to FPLES. No time is allocated to FPLES for obtaining this information. Per call which is the estimate of the time from when the FPL representative transfers the call to FPLES and waits for a response from the FPLES representative. The FPL representative then tells the FPLES representative the customer's name.

From the observation of new service calls it was determined that to gather customer's information takes from 3 minutes and 18 seconds to 7 minutes and 44 seconds depending on the type of call. Only seconds of this time was charged to FPLES. Some of the information obtained by FPL is a benefit to FPLES.

STATEMENT OF FACT: FPL's representative obtains customer information such as: name, social security number, telephone contact, whether the person calling is the owner or the renter, current power status, closing date, billing address, email address, deposit information and verification of information. The computer does a credit check based on this information. The time it takes to process each call is ranges from 3 minutes and 18 seconds to 7 minutes and 44 seconds. (See attached summary of calls observed). The cost for the time it takes to gather this information is not charged to FPLES. FPLES is not only benefiting from the transfer call but also from obtaining this information without having to spend additional time to obtain it on their own. Based on FPL's analysis of cost for call center representatives and managers every See detail attached. Based on three month's data from 2004 there are an average of call transferred to FPLES each month.

**EFFECT ON THE GENERAL LEDGER:** This finding does not affect the general ledger.

**EFFECT ON THE FILING:** There is no filing related to this audit.

CONFIDENTIAL

#### SUMMARY OF CALLS AND TIMES

1) NEW SERVICE CALL

This call lasted 4 minutes and 20 seconds from the time the customer called up to the time the FPL representative transferred the call and spoke to the FPLES representative.

During the request for new service the customer requested the billing statement be sent to a different address. This added time on to the call.

#### 2) NEW SERVICE CALL

This call lasted 3 minutes and 18 seconds. The customer's billing statement was sent to the customer's address.

#### 3) NEW SERVICE CALL

This call lasted 5 minutes and 16 seconds. The call was made by a friend of the FPL customer. The FPL representative gave the confirmation number and the call was not transferred to an FPLES representative because the caller was not the customer.

#### 4) NEW SERVICE CALL

This call lasted 4 minutes and 18 seconds. During the request for new service the customer requested his billing statement be sent to another address and this added time on to the call.

#### 5) NEW SERVICE CALL

This call lasted 5 minutes and 21 seconds. During the request for new service the customer asked for the billing statement to be sent to another address. She also asked if the name on the bill should be under the person renting for the landlord which increased the length of the call. The customer seemed confused as to why the FPL representative was transferring her to get her confirmation number.

#### 6) NEW SERVICE CALL

This call lasted 4 minutes and 51 seconds. The customer seemed confused between the confirmation number and the account number.

#### 7) NEW SERVICE CALL

This call lasted 7 minutes and 44 seconds. The person calling was not the customer. The FPL representative gave her the confirmation number instead of transferring her to FPLES, because she was not the customer.

#### CALCULATION OF THE COST PER SECONDS 23 # if seconds charged to FPLES per call 60 seconds times 60 minutes (3600) total seconds in one hour 3600 4 Percent of time per call in one hour CONFIDENTIAL 6 Percent of time per hour per call 7 Total hours in a month 173 8 Percent of time per month per call 10 11 12 Queuing factor for time lost for calls going through queue 13 Percent of time with queuing factor per call 15 Percent of time with queuing factor per call 16 Adjustment for agent's productive time 17 Non-exempt full time equivalent (Percent of time per call adjusted for queuing factor and productive time) 19 20 \$50,736 Representative's salary and overhead 21 22 Full time equivalent time Cost per seconds for the representative 23 24 Full time equivalent 25 Span of Control (Supervisor handles 16 representatives) 16 26 Full time equivalent for Supervisor per representative Full time equivalent for Supervisor 27 28 Х \$91,163 Supervisor's salary and overhead 29 30 31 Cost per Supervisor The total cost per seconds is representative supervisor=

### **AUDIT FINDING NO. 5**

SUMMARY: FPLES revenues for related to the connect service business are

**EFFECT ON THE GENERAL LEDGER:** This finding does not affect the general ledger.

EFFECT ON THE FILING: There is no filing related to this audit.

CONFIDENTIAL

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		FPL Service Connect Process RCA: #05-285-4-1 Und TYE: 12/31/05	ocketed	12/ J
		Title: Notes	Hooting .	60/0/
	(PBC)		fidential,	
2 J		•	Florida Power & Light Co Docket No. Undocketed FPLES Service Connect P Audit Request No. 1 Page 1 of 1	
	2) How th 3) Is then 4) Is any	affiliates received customer ne confidentiality of such info	mation is maintained by FPL and the ving use of such information? y non-affiliate companies?	affiliates.
	1) Which 2) How th	affiliates (all FPL affiliates)	n.PSC, Kathryn Welch in the 12/8/0 received customer information. mation is maintained by FPL and the	
		•		
	A.  Meeting logistics: Date: Time: Location:	Thursday, December 1:00 PM to 2:00 PM GO room 5123	Bth	
	1) Only EPLES	(This is a follow-up response	from the 12/8/05 meeting)	
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(11) Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05 Title: Notes ploclaba 6000 CS ade of consultan CONCUS Tell 10 11 12 13 14 15. 16 17 hould be to head and 38 15 20 Zi colodad STRACKS RODA 22 23 24 Steppes 1 eld 25 colallod ES 26 27 Ster Adors roughues 28 iar de recorded 29 3(1 33 FAZ 32 33 34 35 . 35 ġ7 36 39 **\$**(1) 41 12

CONFIDENTIAL Service Connect Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05 Title: Wolls Heeting ORPIS Heefing Clarification / Explanation ES Call Stanks Ingtho cdella oberon name BI vice deres date Salo for group to month & FIE To Call Cente nt \$50,000 94.000 

Service Connect Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05



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COMPANY: TITLE: 2

**FPL** MEETING RELATED TO THE FPL SERVICE CONNECT PROCESS

CLARIFICATION OF COST ALLOCATION RATE

3 PERIOD: 4 AUDITOR:

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2004 AND 2005 **GABRIELA LEON**  Confideratial

FPLES has its own 1-800

Calls that come to FPL related to FPLES can be tracked.

7 calls times the seconds = FTE (MANPOWER=FULLY LOADED RATE)

8 The rates provided in DRR#5 are applied to FTE.

9 of waiting for the FPLES rep. After a picked up by FPLES then the call is routed back to FPL. wait, if the call is not

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\$91,163 = AVERAGE SALARY OF A MANAGER 12 \$50,736= AVERAGE SALARY OF REPRESENTATIVE

13 total seconds for the group times the FTE (full time equivalent)

CONFIDENTIAL

5BRV

Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 9 Page 1 of 1

Please arrange for me to observe one of the FPLES representatives that answer the transfer calls at their workstation.

Will be arranged for Gabby Leon and Iliana Piedra

Date:

Time:

Location:

Security Access:

Cell Phone Contact: Meeting Location:

Maria Besada 305-775-8865 Maria Besada will meet you in the LFO lobby and direct you to the

call center location 4200 West Flagler

December 28, 2005

2:00 to 3:00 PM LFO Building

LFO Address: LFO Map:

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Please note that all auditor's notes will be designated as confidential.

Covelusion: after making the observation
of one of the FPIES representatives
it was determined that the customer i confidential
information is transferred to TPIES in order for FPLES to offer give FPL's customers their account number and to offer services. Please audut finding #3 on up 25-1p, pe

## rPL Service Connect Process RCA: #05-285-4-1 Undockses TYE: 12/31/05 Tide: Observations FPLES Rep "Notes" Observation of FPLES Representative The FPL come representative amounces the call. The name of the customen is given, also it distinguishes the call when it's prove a Sparish speaking customer. the customer's confunction number is always its FPL account number. The calls that are transferred are for New Service only and are prepurlipsed at the FPL care center. For example: If the landlord calls in for new some at a particular residence then that particular call is not transferred to FPLES. In such a case the FPL core representative gives the customer the account number. For a list of the prequalified call see Wp. \_ Olio if the customer devices to be transferred than the FPC care representative gives the customer its Confination viember. Once the call ex. transferred in the FPUTS replacedation introduced herself and that she was from FPL Every Services. The said that she was resuld give the customen their confunction number and uxel as praiding them The Order of products and services provided were as

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ONFIDENT	12 13 14 15 16	there is a contractual agreement between FPlis and its portreson what they work to include for example the example the example of the Peline to contain areas, therefore, actain gip codes one eliminaters para this inclusion.
	17 18 19 20 21	Onro the FPLES representation and the cool, the vation under the branch. Dasked if she could go back and have access to this information again and she said no that our its enach able can't retrieve.

13/28 objevalor odution- Maria Dedry talley) offer made Sparest dedired agorked 1 declined call passed over to 10 nothing who is offered. if call igons 11 custoneer # , conned dale the Sreek shous @ Kaps name w/ FPZ Exergy Sus 12 gues # aid offeriefs, customer said no 14 te offenieg. 15 KOPS name at FPL Exercise SUS 16 afforked prolection, declined : 83 + 19 declesed it together, offered photo + for furkle if deusion 20 is made to inquite about offer 21 7375 ZZ New Service call transported only 23 based on pregualification 24 transfer only the prequalifer Didny cuplained o 26 qualify for cortain products 27 Darea only s 28 Z9 qualifications? 3 what are are other 30 all the offerings

seconds is good corpuration of # name, newhould APL Energy Sus. sano #3, declered, offened 1-877 # the had a guestion about FPL service, so call was transformed back to FPL no other oppors made. name, resultand APL Exercy SVS offerred - customer hing up. 10 reliable confurred, connect 1/6/05, per rane/ ES 12 declined, offered , declined transpersed to , rentioned it 75 a contest of Energy SVS to get into on services for your area. reprane u/ FPL Energy Services, kelep #\_\_\_, help you with sews in your 17 18 19 new address. office 20 accepted, transperred to 21 22 de clined. 11 (Business call). conf # , rep, with draw Cvs. 24 - phono, internet Naples offered declined izlish (9) reprend w/ Evoy Evs. conf #. 26 declined affered quartion about deposed, transferred back to deliber.

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What is FPL saving.

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Service Connect Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05

Title: Audil Finding

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#### AUDIT FINDING NO. 3

SUMMARY: The customer's confidential information is transferred from FPL to FPL Energy Services (FPLES) in order for the FPLES representative to give the customer their account number. Florida Power and Light has a confidentiality policy on their website that says that FPL does not reveal the customers confidential information to third parties, including other subsidiaries of the FPL Group. The Commission has a rule establishing a Code of Conduct for gas companies that disallows the transfer of confidential information between affiliates. A rule written in March 2000 was proposed to provide standards for the electric companies on handling the confidential information between regulated electric companies and affiliates. The proposed rule for electric companies was never approved.

STATEMENT OF FACT: According to the company "when new service calls are transferred to an FPLES representative, only the information needed to confirm the electric service order, such as the customer's name, address, the connect order date and the confirmation number is provided. The customer is then asked for their permission prior to offering FPLES Connect Services. (See finding 1) If the customer gives their permission, then only the confirmation number and any other FPLES customer information needed to fulfill the services agreed to by the customer is retained in the FPLES database system. If the customer does not give their permission, then none of the customer information used by FPLES to confirm electric service is retained in the FPLES database system."

FPL has consistently throughout the years applied for confidentiality of customer's information such as customer's account number, name and address.

Even though once the call is ended the screen is erased the FPLES representative still receives the customer's information at the start of the call. If the customer verbally agrees that FPLES can provide further information, this information is also retained in the database system.

Florida Power and Light's Privacy Policy on their website says "FPL does not reveal any personal information that is provided by our customers through our Web site to any third parties, including other subsidiaries of the FPL Group, except when requested to do so by a governmental agency having jurisdiction, or by a court of competent jurisdiction or other operation of law."

Commission Rule 25-7.072, 2 (b1) which is the Code of Conduct for gas service, states that the company "will not disclose, or cause to be disclosed, to any marketer, broker or agent, previously non-public information about a customer without that customer's prior authorization."

This is a rule for gas service, but it appears reasonable that FPL should not disclose any customer information to any affiliate or any other vendor for which they sell services.

A Commission Rule was proposed by staff on March 24, 2000 related to Chapter 25-6 of the Florida Administrative Code for a Code of Conduct for electric companies. This rule was never approved by the Commission. Although this rule was never approved, the concept may be relevant to this issue. Item 9(C) (1) states: "Utilities may not release any proprietary customer information to any affiliate without the prior written consent of the customer."

EFFECT ON GENERAL LEDGER IF SIGNIFICANT FINDING IS ACCEPTED: This finding does not impact the general ledger.

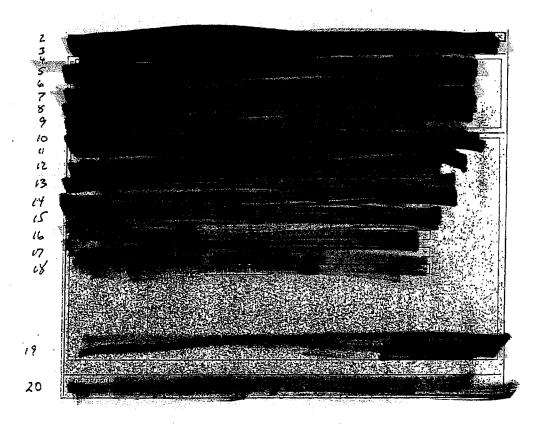
EFFECT ON FILING IS ACCEPTED: This audit does not have a filing.

FPL Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05

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Call John and ask him ig he considers this cust and o as confidential

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Company: FPL

Title:

Summary of FPL care representative training

on finalizing New Service Orders

Date: 3-Jan-06 Auditor: Gabriela Leon Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05

FPL representative training

A customer makes a call to FPL to establish new service. Once all the necessary steps are performed and the call is ready to be finalized the FPL care representative goes through the following steps:

If customer has additional questions/inquiries or requests related to FPL business

Examples: Connect Outdoor Lighting On call Transfer to Premise Risk

Then select:
Transfer to other deparment and the representative
provides the confirmation number
which is the same as the bill account number
clicks ok and stop.

if same as previous customer Example: Re-open same customer

Then select:
Same customer and gives the confirmation number clicks ok and stop

Is not customer of record or family member Examples: Landlord Realtor Secretary

Then select: Not Decision Maker and the FPI care representative gives the customer its confirmation number

Is not transferred for any other reason

Examples:
Does not speak English or Spanish
(French/Creole only)
Does not have time or does not want
to be transferred

Then select:
Other
Type reason for not transferring and
the FPL care representative gives the customer
its confirmation number clicks ok and stop

If none of the above

Then select:
Transferred to Sales Center Specialist and clicks ok, and transfers to Sales Center Specialist

The VAPORS (Value Added Programs Opportunities for Retail Sales) introduction window Is the bridge between the connect service order and the Sales Center product offer, and For tracking purposes, allows you to select the reason you may not be transferring a qualified customer to a Sales Center Specialist

VAPORS transfer script

Mr./Mrs. \_\_\_\_\_\_ your order to connect is now complete. Please remember to check your circuit breakers upon arrival. Now allow me to tansfer you for your order confirmation number, and thank you for calling FPL. It has been my pleasure in assist you.

Conclusion: See audit finding #3 m wp. 25-1.
If the customer deales involvement in
Connect Services then FPL gives them

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Company: Florida Power and Light

Z Title:
3 Period:

Notes from the FPLES training manual 2004

3 Period 4 Date:

5-Jan-06

Auditor: Gabriela Leon

The FPLES Sales Center provides customers with products and services at the time of connection.

#### Call Process Flows

Customer calls FPL to connect or transfer service
Call is routed to a Service Orders Representative
Call is routed to a Service Orders and Services
Call is routed to a Service Orders and Service Orders Products and Service Orders Products and Services
Call is routed to a Service Orders Representative
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Call is routed to a Service Order Or

VAPS (VALUE ADDED PRODUCTS AND SERVICES)-ORDER OF OFFERS

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23 On the Key Elements Summary

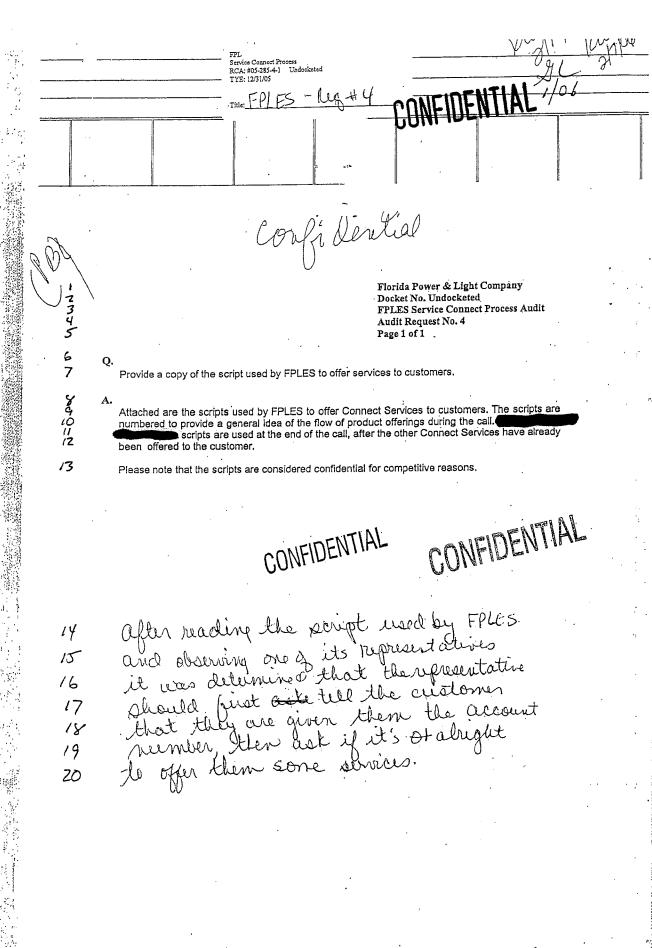
under Critical Elements it says " always advise customer and partners your name and company" however, the script does not mention that the employee has to include who he/she works for.

Ask what does it mean "NEVER CLEAR THE SCREEN IF YOU SPOKE TO THE CUSTOMER"

1 did see in the observation that the screen was erased, but don't remember if she erased herself

or if after the call the screen is erased automatically.

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	FPL Service Connect Process RCA: #05-285-41 Undocketed TYE: 12/31/05 Title: FPL ES - U4	#4	1/ (ev)	106 my pe
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#### **Greeting Script**

#### Connect Transfer:

"Good morning/afternoon Mr./Mrs. \_\_\_\_, my name is \_\_\_\_ and I will be providing you with your confirmation number as well as offering some services to help you with your move. Is that OK?"

"Thank you. Let me know when you are ready to write down your new number. Your confirmation number is \_\_\_\_ which is also your bill account number. Using this number for future inquiries and requests will ensure a quicker response

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3	"Mr. / Mrs. () are you currently subscribed/receiving your local newspaper?"	
23 456	"Great to welcome you to the area, FPL Energy Services and have offering you a 3 month subscription at nearly 50% of week.	ff which is only
7 8	"I can schedule your delivery to begin on () (start date). Wi residence to receive the paper?	II you be in the
9 10	"Also, during that time the number) to verify your delivery and satisfaction with the paper."	you at () (Phone
//	"Is this the telephone number where you can be reached at you	new home?"
12	"Great, we can also include the previous Sunday's paper so you take advantage of the TV Book and coupons; Is that ok?	can immediately
14	Confirmation Statement:	. <b>%</b>
15	"Mr. / Mrs, to confirm/ recap/ summarize your newspa	per order,
16	• A 3 month subscription for the () (start date).	will begin on
18	<ul> <li>You have agreed to have the subscription cha</li> <li>FPL bill correct?</li> </ul>	arge appear on the
20 21 22 23	<ul> <li>The introductory rate for the first 3 months will be a         (\$\mathbf{s}\$ per month) including tax and delivery. After the fit         qualify for a special 33% discount for the following 3         be (\$\mathbf{s}\$ per month) before it converts to the regular rate</li> </ul>	rst 3 mouths you still mouths which will
25	<ul> <li>If you do not wish to renew your subscription, you me customer service center a</li> </ul>	ust call the
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2 3	"Mr. / Mrs. () are you currently subscribed/receiving t		уош
4 5	"Great to welcome you to the area, FPL Energy Services as you a 26 week subscription at 50% off which is only \$1.68 a		re offering
6 7	"I can schedule your delivery to begin on () (start date). residence to receive the paper?	Will you be in	n the
8	"Also, during that time the (Phone number) to verify your delivery and satisfaction with the	you at () ne paper."	
10	"Is this the telephone number where you can be reached at y	our new home	?"
// /2 /3	"Great, we can also include the previous Sunday's paper so take advantage of the TV Book and coupons; Is that ok? (If no type NSVA: If yes, type YSVA in the remarks)	you can imme	diately
14	Confirmation Statement:		
15 16 17 18 19	<ul> <li>Mr. / Mrs to confirm/ recap/ summarize your new</li> <li>A 26 week subscription for the will he (Start date).</li> <li>You will receive a bill in the mail from the (total amount of ().</li> </ul>	egin on (	or the
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3 4	"Mr./Mrs. () are you currently subscribed/receiving the ( your local newspaper?"
5 6 7	"Great to welcome you to the area, FPL Energy Services and the (
8	"I can schedule your delivery to begin on () (start date). Will you be in the residence to receive the paper?
10 []	"Also, during that time the may contact you at () (Phone number) to verify your delivery and satisfaction with the paper."
/Z	"Is this the telephone number where you can be reached at your new home?"
13	Confirmation Statement:
14	"Mr. / Mrs, to confirm/ recap/ summarize your newspaper order,
15	• An 8 week subscription for the (
16	( ) (start date).
17	• You will receive a bill in the mail from the ( for the total amount of ( ).

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5 12	•			2d
3	1		•	
	3	"Mr. / Mrs. () are you currently subscribed/receiving local newspaper?"	III	l your .
	4	"Great to welcome you to the area, FPL Energy Services and sending you a 4 week complimentary subscription.	th	s
3	6 7	"I can schedule your delivery to begin on () (start date) residence to receive the paper?	Will you be in th	10
	8 9 10	"Also, during that time the transfer of the hay contact you at to verify your delivery, satisfaction, and to see if you would lik weeks.	() (Phone nue to continue after	amber) the 4
	//	"Is this the telephone number where you can be reached at	your new home?"	
	/2	Confirmation Statement:		
3 3	13 14 5	"Mr. / Mrs, to confirm/ recap/ summarize your new  • A 4 week complimentary subscription to the begin on (Start date).		will

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2	"Mr. / Mrs. () are you currently subscribed/receiving	the your
3	local newspaper?"	
4	"Great to welcome you to the area, FPL Energy Services and	tle control of the co
5	offering you 4 weeks which is only () a week.	
6	"I can schedule your delivery to begin on () (start date).	Will you be in the
7	residence to receive the paper?	
8		) (Phone number) to
. 9	verify your delivery and sanstaction with the paper."	
10	"Is this the telephone number where you can be reached at y	our new home?"
//	Confirmation Statement:	
12	"Mr. / Mrs, to confirm/ recap/ summarize your new	spaper order,
/3	A 4 week subscription to the second is ()	will begin on
14	(Start date).  You will receive a bill in the mail from the	for the total amount
16	of ().	AND SOURCE SALES SALES
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3	"Mr. / Mrs. () are you currently subscribed/receiving the (Newspaper Name) your local newspaper?"	
5 b	"Great to welcome you to the area, FPL Energy Services and (Newspaper Name) is offering you 3 months for the price of 2 a 33% savings which is only () a week.	
7	"I can schedule your delivery to begin on () (start date). Will you be in the residence to receive the paper?	
<b>9</b> 10	"Also, during that time the (Newspaper Name) may contact you at () (Phone number) to verify your delivery and satisfaction with the paper."	
//	"Is this the telephone number where you can be reached at your new home?"	
12	Confirmation Statement:	
13	"Mr. / Mrs, to confirm/ recap/ summarize your newspaper order,	
14 15 16 7	<ul> <li>A 3 month subscription for the price of 2 will begin on () (start date).</li> <li>You will receive a bill in the mail from the (Newspaper Name) for the total amount of ().</li> </ul>	
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	2 3	"Mr. / Mrs. () are you currently subscribed/receiving the local newspaper?"	
; ·	4 5	"Great to welcome you to the area, FPL Energy Services an you an 11 week subscription at 40% off which is only \$2.89 a week."	•
4, 1	6 7	"I can schedule your delivery to begin on () (start date). Will you be in the residence to receive the paper?	
	8° 9	"Also, during that time the ( may contact you at () (Phone number) to verify your delivery and satisfaction with the paper."	
<u> </u>	10	"Is this the telephone number where you can be reached at your new home?"	
3 /	//  2  3	We can also include the previous Sunday's paper so you can immediately take advantage of the TV Book and coupons; Is that ok? (If no, type INS in the remarks)	
	4	Confirmation Statement:	
1.		"Mr. / Mrs to confirm/ recap/ summarize your newspaper order,	
	7	<ul> <li>An 11 week subscription for the way will begin on () (start date),</li> </ul>	
10	8 7	• You will receive a bill in the mail from the total amount of \$31.80.	
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2 3	Verify: *Own *Single family home / Town home / Trailer home / Duplex	
4567	Mr. /Ms, FPL Energy Services is offering, which is a program that prevents surges from entering your home and damaging your major appliances, providing you and your family with the peace of mind that the things you depend on every day are protected from costly surge-related damage.	
891011	We can install a heavy duty device at your meter which will prevent surges from damaging your major appliances such as your air conditioner, water heater, refrigerator, stove, and washer/dryer and so on. This does not cover electronic devices. This preventative service is ONLY \$8.95 (.30/day) plus tax per month which can be conveniently added to your FPL bill.	
12	Florida is the lightning capital of the US, and we know it causes millions of dollars in losses every year. For example, lighting causes over 40% of the damage to air conditioners.	
14	A compression of a construction and a construction	
16	Confirmation Statement:	
18	<ul> <li>Thank you for choosing FPL Energy Service.</li> <li>For quality control purposes, the remainder of the call will be recorded.</li> </ul>	
·. 19	Mention customer name and address	
21	Tor me but on my	
27 23 24	who do not make the billing cycle for the first month will see a greater billed amount the following month.	
2. 27 28	through the phone, cable and data lines. If you are interested in point-of-use protection for your electronics, you can visit FPL.COM for call	
2 9 3 7 3 7	o If Yes: A contractor will be at your home within 15 to 20 days to install your system. You will not have to be home for the installation and we will leave you a	
•		

o If No: A contractor will contact you to schedule a time to install the system within 10 to 15 days. You will not have to be home for the installation and we will leave you a notice that we were there and the installation is complete.

Please be aware that there will be a 10-15 minute loss of power while the meter unit is being installed.

After installation, there will be two red lights on the side of the meter device, ensuring the unit is working properly. Our meter readers will be monitoring the lights on a monthly basis. Should you notice either of the lights out during the

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We appreciate the opportunity to serve you. For any further questions, just visit us on-line at

or feel free to call us

to report the problem.

month, please cal

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www.fpl.com

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	FPL Service Connect Process RCA: #05-285-4-1 Undocketed		P 91	1 2/11
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which repair cutside water lines in the plan is only \$8.99 a month there is no deductible, and	thergy Services is offering a rs or replaces your inside ele event they become damage h, which is conveniently included you will have 24-hour assisted as it is to verify some information.	ectric lines, as well as your ed due to normal wear and uded in your FPL bill. And tance, 365 days a year. All	inside and tear. This best of all,	
<i>(1</i>	Confirmation State	ement:		
/Z  • Mr. / Mrs. (  moments will be t  information. Oka	) today's date () and v ape recorded to confirm yo y?	with your permission the n ur enrollment and ensure	ext few the correct	
75 replace your insid	our permission to record I's program provides services le electric lines and your instalt them due to normal t	that will help pay the cost side and outside water line	to repair or	. •
20 monthly fee will b	of this program is \$8.99 a ree included in your next FP You may cancel by calling	L bill and every 30 days th	ere after	
		_ CONFIDENT	IAL	
26 of the inside electrons and replacement of the	pays up to \$1000	dar year for the repair or pays up to \$3000 pe per occurrence for repair	r occurrence	
3/ about two weeks.	gins in 30 days and you will It will explain all of the ben are some exclusions and lim	efits of the program in det		
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Some of	these exclusions are.			•
2. Add 3. Sola 7 man 4. Repl 9 mate 10 5. Coss 6. Loss	lacement of switches and receptaing new switches or outlets r systems and components; and agement controllers. (accement of obsolete or unavaila prials. netic defects (leaks) prior to enrollment	electronic or computerize	d systems	•
2. Move unless   15   3. Water   16   4. Move   17   comp.   18   5. Remo	(leaks) occurring prior to enrolls ment of the meter or water pipis sequired by local water code or meter including connection or ment of working pipes and/or lisany.  Eval of items or debris necessary ting non-leaking pipes to meet come	ng at the time of repair or r deemed necessary by the extensions. nes due to recommendation to access the water line.	e administrator.	
Please review the good decision to 22 please feel free to	a member compan o contact	provided and administered If you have	i by	
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TO THE PROPERTY OF THE PROPERT		CONFIDENTIAL		The state of the s	COLUMN TO PROBLEM TO P
l 2 3 4	"Mr. / Mrs. () to s transfer you directly t services, OK?	save you an additional phone call allow n	ne one moment w	/hile I able	

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		FPL Service Connect Process RCA: #05-285-4: Undocketed TYE: 12/31/05  Title: FPLES - Use # 4	-	1/06	2 Do
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2 3 4	transfer you and your	save you an additional phone call alle information directly to ad long distance services, QK?	ow me one m his way they		đ

RCA: #05-285-4-1 TYE: 12/31/05 SUMMARY: The script given to FPL Energy Services (FPLES) representatives who offer products and services to FPL customers does not require the representative to say that they work for FPLES. When calls were observed by PSC staff the representative did say that she worked for Florida Power and Light Energy Services (FPLES). Although the script does not require the representative to state what company he or she works for, the Key Elements section of the training manual says "Always advise customers and partners your name and company" as a critical element. The way the question is phrased when providing the confirmation number and offering services insures that the customer has to answer yes to the question if they want their confirmation number, which they need. The confirmation number should be provided before they ask the customer if it is alright for them to offer other services. STATEMENT OF FACT: Part of the Florida Power and Light Energy Services (FPLES) representative training is related to handling the calls which are the transfer call for certain customers needing new service from FPL to FPLES. If the customer is pre-qualified for other services based on their answers to other questions, the FPL representative takes the information needed to connect the new service. The FPL representative then puts the customer on hold to wait for the confirmation number and then transfers the call to FPLES. The manual calls for the FPLES representative to greet the customer as follows: "Good morning/afternoon Mr./Mrs. \_\_\_\_\_, my name is \_\_\_ providing you with your confirmation number, as well as offering some services to help you with your move. Is that ok? Thank you. Let me know when you are ready to write down your new number. Your confirmation number is \_\_\_\_\_ which is also your bill account number. Using this number for future inquiries and requests will ensure a

79 EFFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not 30 impact the general ledger.

EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

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quick response."

AUDIT FINDING NO. 1

FPL
Service Connect Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05
Title:

19/15/04

(by)

Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 3 Page 1 of 1

- Provide a list and a description of all the services provided by FPL to FPLES
  - 2) Explain how it is determined that FPL is fully reimbursed for all expenses incurred on behalf of FPLES. Provide any related company procedures.
- General services that FPL provides FPLES include accounting, financial, consulting, human resources, systems and programs, education and training; land management, legal, payroll, management and administrative, computer services, printing and duplicating, physical facilities, software maintenance, license fees, and aviation services. These services are primarily billed to FPLES through the Affiliated Management Fee (AMF).

In addition, FPL provides specific services to FPLES as listed in the table below.

	Spec	cific Services FPL provides FPLES	Basis for charge
	1.	Bill mailing and payment processing	Actual use - direct charge: fully loaded rate
	2.	Product line item billing	Actual use - direct charge: fully loaded rate
	3.	Call handling	Actual use - direct charge: fully loaded rate
	4.	Credit checks	Actual use - direct charge: fully loaded rate
•	5.	Field Operations management	Actual use – direct charge: fully loaded rate
	6.	Information management	Actual use - direct charge: fully loaded rate
	7.	Legal	Actual use - direct charge: fully loaded rate
٠.	8.	Marketing	Actual use – direct charge: fully loaded rate
	9.	Product development	Actual use - direct charge: fully loaded rate
	10.	Office space, furniture and equipment	Actual use - direct charge: fully loaded rate
	11.	Long distance telephone	Actual use - direct charge; actual cost
	12.	Materials and supplies	Actual use – direct charge: cost plus FPL Stores loading

2) FPL directly charges FPLES for specific services and any related expenses incurred. FPL payroll charges, for both direct charges and those billed through the AMF, are fully loaded to capture indirect costs. See attached excerpts from the Cost Accounting Manual provided by FPL.

Please note that the excerpts from the Cost Allocation Manual is considered confidential.



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2 3 4 5 6 7 %	COV	VFIDENTIAL	Florida Power & Docket No. Undo FPLES Service C Audit Request No Page 1 of 1	cketed onnect Process Audit
6. 7 8	Provide training m representatives. Highligh	aterials for the custon t the training related to co	ner care representat nfidential procedures.	ves and the FPLES
9	2) Which companies does	s FPLES offer to connect	o by area?	
10	3) What commission does	s FPLES get for the conne	ection?	
- 11	4) Does FPLES offer its of			
/2.	5) Does FPLES offer other	er gas company services?		
13 A 14 15 16 17	service connect process. the EPI ES Connect Serv	taining training materials of See training book submitt ices Representative. Cust ich is available in attachm	ed that contains training omer confidentiality is o	g material covered with overed in FPL's Code
18	and the second of the second o	mas saging period distribution of the same and the same state of the same state of the same state of the same s	<b>建建筑建筑。2007年128年20日</b>	
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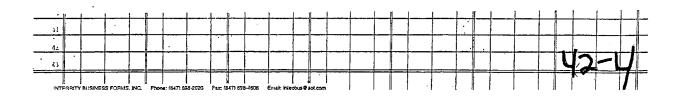
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	FPL Service Connect Process - RCA: #05-285-4-1 Undoc	keted	,	J.C.
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1 2 3 4 5 6 Q. 7 1) Desc	,	Docket FPLES	Power & Light Comp No. Undocketed Service Connect Proce tequest No. 8	
Cable	ribe how FPLES Connect Service	s signs up customers f	or other services as t	elephone or
	de procedures.			
	il companies that FPLES attempts			•
•	n FPLES addresses the customer,	what companies do the	ey offer connection to.	
/Z 5) Also compan	, determine how FPLES is reli	mbursed for offering	services of other n	on-affiliated
, ut	de procedures.			
15 A.		ı		•
(L 1) See ti	he FPLES Representative training	material submitted in re	esponse to question#	· · · · · · · · · · · · · · · · · · ·
	ne FPLES Representative training	material submitted in re	esponse to question#	6.
	esponse to question # 6 for a list o	f all the FPLES Connec	ct Services service pro	oviders.
Table to encounter the first term of the first t	esponse to question #6 for a list of	all the FPLES Connec	t Services service pro	viders.
20 21		See re	sponse to duestion #	
-12-07-18-02-08-05-05-05-05-05-05-05-05-05-05-05-05-05-	ees and whether the compensatio	n is based on a referral	sponse to question #6 for a sale.	S <sup>rovia</sup> le:
23 6) See re	esponse to question #6 related to t	he fees received by FP	LES.	
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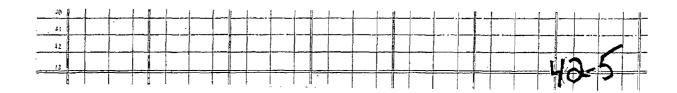
Florida Power & Light Company
Docket No. Undocketed
FPLES Service Connect Process Audit
Audit Request No. 12
Page 1 of 1

- Q.
   1) The answer provided in Document Record Request #5 was based on a study/studies, if so, please provide a copy.
  - 2) Has the company updated this study?
- The document provided in response to request #5 contains any studies conducted.
  - 2) The document provided in response to request #5 is the most updated analysis at this time.

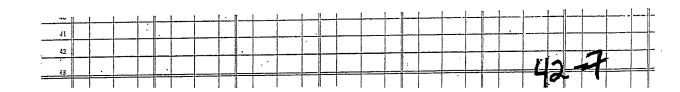


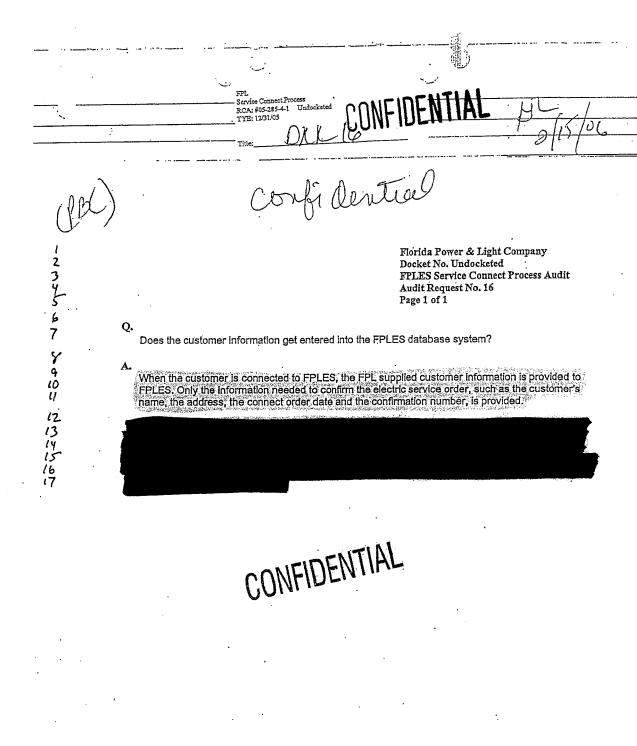


2,3	Service Connect Process  RCA: 605-235-4-1 Undocketed  TYE: 12/31/05  Title: DAL (
(M)	
2 3 4 5 6 7	Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 11 Page 1 of 1
' ሄ ያ	What commission does FPL receive for the connection to FPLES?  A.
1 10 11 12	FPL does not receive a commission for the connection to FPLES. Rather, FPL is reimbursed for the costs and overheads, plus paid certain adders, as addressed in question #5.  It should be noted that FPLES provides customers their electric service connect confirmation
3	number at no charge to FPL. This confirmation number is the customer's FPL billing account number. If a customer calls FPL, it is easier to transact business with FPL using their billing account number and FPL's automated voice response system.
	COMPLETE



	Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05 Title: DRR CONFIDENTIAL
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5 6	Q.
7	Are the only calls transferred to FPLES for new service?
8	2) How many calls are transferred in a year?
9	3) Provide the number of calls for the years 2003 and 2004.
10 11 12 13 14	1) No. The calls that are transferred from FPL to FPLES are related to customers that are either a) transferring their existing electric service or b) are establishing a new electric service account.  2) The number of calls transferred from FPL to FPLES was a in 2003 and in 2004.  3) See response to #2 for the specific amounts for the years requested.
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	Service Connect Process ROA: #05-285-4-1 Undocketed TYE: 12/31/05 Title:
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<u> </u>	Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 19 Page 1 of 1
	Q.  The attached training given to FPLES representative under Critical Elements it says "Never Clear the screen it you spoke to the customer".
	1) What is the representative supposed to do?
	2) My understanding from the observation at the care center was that the customer's information is erased from the screen once the call has ended. Where does the customer information go?
	3) Is it kept in the database at FPLES?
· .	A. 1) The FPLES Representative is instructed to "never clear the screen if you spoke to the customer" to ensure that the Representative selects an outcome code for the call before moving onto the next call. Once the outcome code is selected, the system automatically clears the customer's information from the screen.
18	2) The customer information that is displayed on the screen is used to confirm the connect order resides in FPL's Customer Information System. Since the customer information is protected and cannot be updated, there is no reason to restore this information. Consequently, the information fields on the screen are blanked out, and the information is erased from the screen.
	3) No.
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10h 10h Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05 COMPANY: Costallocations TITLE: COST ALLOCATION PERIOD: TYE 12/31/04 **FEBRUARY 16, 2006** DATE: GABRIELA LEON AUDITOR: Per Maria Besada's explanation of the Bellsouth FTEs 6 7 NON-EXEMPT Total Number of Calls related to Bellsouth (43-1 Pi) 8 9 TIMES SECONDS (43-1 P.1) iÒ 80 seconds times 60 minutes(total seconds per hour) 11 12 45,386 CONFIDENTIAL 13 14 divided by 15 16718 TIMES QUEING FACTOR OF DIVIDED BY THE ADJUSTMENT FOR THE AGENT'S PRODUCTIVE TIME 19 20 21 NON EXEMPT FTE 23 FOR EXEMPT FTE DIVIDED BY FOR THE SPAN OF CONTROL WHICH MEANS FOR EVERY REPRESENTATIVES THERE IS ONE SUPERVISOR. 27 for exempTFTE 28 The cost for the time it tot? To gather
the customer's information is not charged to FPLES.
See audit Finding #4 on 43 P2-4. 29 30 31 32 On audit Finding 5 we show the amount of Tecruser and Expenses of FPLES, related to the calos. (see wp 43ps). 33 34 35 audit Finding + 2 (wp 43p.6) mentions that a customer may believe FPLES is the regulated company and this benefits FPLES. 36

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Service Connect Process

RCA: #05-285-41 Undocketed

TYE: 12/31/05

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AUDIT FINDING NO. 4

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26 27 SUMMARY: The Florida Power and Light call care representative obtains personal information from the customer before the call is transferred to FPLES. Some of this information such as: name, address and phone number is used by FPLES. In addition, certain information obtained by FPL qualifies the customer for the transfer to FPLES. No time is allocated to FPLES for obtaining this information.

which is the estimate of the time from when the FPL representative transfers the call to FPLES and waits for a response from the FPLES representative. The FPL representative then tells the FPLES representative the customer's name.

From the observation of new service calls it was determined that to gather customer's information takes from 3 minutes and 18 seconds to 7 minutes and 44 seconds depending on the type of call. Only consider the first time was charged to FPLES. Some of the information obtained by FPL is a benefit to FPLES.

STATEMENT OF FACT: FPL's representative obtains customer information such as: name, social security number, telephone contact, whether the person calling is the owner or the renter, current power status, closing date, billing address, email address, deposit information and verification of information. The computer does a credit check based on this information. The time it takes to process each call is ranges from 3 minutes and 18 seconds to 7 minutes and 44 seconds. (See attached summary of calls observed). The cost for the time it takes to gather this information is not charged to FPLES. FPLES is not only benefiting from the transfer call but also from obtaining this information without having to spend additional time to obtain it on their own. Based on FPL's analysis of cost for call center representatives and managers every

See detail attached. Based on three month's data from 2004 there are an average of the call transferred to FPLES each month.

**EFFECT ON THE GENERAL LEDGER:** This finding does not affect the general ledger.

28 EFFECT ON THE FILING: There is no filing related to this audit.

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#05-285-41 Undocketed
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## SUMMARY OF CALLS AND TIMES

1) NEW SERVICE CALL

This call lasted 4 minutes and 20 seconds from the time the customer called up to the time the FPL representative transferred the call and spoke to the FPLES representative.

During the request for new service the customer requested the billing statement be sent to a different address. This added time on to the call.

2) NEW SERVICE CALL

This call lasted 3 minutes and 18 seconds. The customer's billing statement was sent to the customer's address.

3) NEW SERVICE CALL

This call lasted 5 minutes and 16 seconds. The call was made by a friend of the FPL customer. The FPL representative gave the confirmation number and the call was not transferred to an FPLES representative because the caller was not the customer.

4) NEW SERVICE CALL

This call lasted 4 minutes and 18 seconds. During the request for new service the customer requested his billing statement be sent to another address and this added time on to the call.

5) NEW SERVICE CALL

This call lasted 5 minutes and 21 seconds. During the request for new service the customer asked for the billing statement to be sent to another address. She also asked if the name on the bill should be under the person renting for the landlord which increased the length of the call. The customer seemed confused as to why the FPL representative was transferring her to get her confirmation number.

6) NEW SERVICE CALL

This call lasted 4 minutes and 51 seconds. The customer seemed confused between the confirmation number and the account number.

7) NEW SERVICE CALL

This call lasted 7 minutes and 44 seconds. The person calling was not the customer. The FPL representative gave her the confirmation number instead of transferring her to FPLES, because she was not the customer.



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CALCULATION OF THE COST PER SECONDS

THE audit Finding 4

2 3 # if seconds charged to FPLES per call 60 seconds times 60 minutes (3600) total seconds in one hour 3600 4 5 Percent of time per call in one hour 6 Percent of time per hour per call 7 Total hours in a month 8 9 Percent of time per month per call 70 Queuing factor for time lost for calls going through queue 11 1Z 13 Percent of time with queuing factor per call 14 15 16 17 18 Percent of time with queuing factor per call Adjustment for agent's productive time Non-exempt full time equivalent (Percent of time per call adjusted for queuing factor and productive time) 19 Representative's salary and overhead \$50,736 2021 Full time equivalent time Cost per seconds for the representative Full time equivalent Span of Control (Supervisor handles 16 representatives) 16 Full time equivalent for Supervisor per representative 26 27 28 29 30 Full time equivalent for Supervisor \$91,163 Supervisor's salary and overhead Cost per Supervisor 31 The total cost per seconds is representative

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AUDIT FINDING NO. 5

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SUMMARY: FPLES revenues for 2004 related to the and the related expenses are

program are

EFFECT ON THE GENERAL LEDGER: This finding does not affect the general ledger.

EFFECT ON THE FILING: There is no filing related to this audit.

CONFIDENTIAL



## ! AUDIT FINDING NO. 2

SUMMARY: FPL Energy Services offers several programs to FPL customers such as
 Utility Guard, Power Surge and Shield Protection. A customer may believe FPL Energy
 Services is the regulated electric company.

STATEMENT OF FACT: Flonda Power and Light Energy Services offers several programs either through the transfer of alls or through billing inserts. These programs are for Utility Guard insurance, Power Surge insurance and Shield Protection. Utility Guard is Insurance for protection of water lines and electric lines and it's offered to the customers when the call is transferred to the FPLES representative. Also, FPLES includes billing inserts for Power Surge and Shield Protection in FPL's utility bills. Power Surge is an insurance to provide protection for the customer's electronics and appliances. It reimburses the customer for repair or replacement for covered losses, up to the maximum of their policy. Shield Protection protects the appliances before surges enter through the customer's home's electric lines or other vulnerable points of entry. Surge protectors are installed on the meter and are monitored by FPL.

When offering the Utility Guard Plan the representative says that the services are offered by FPL Energy Services. The billing inserts included in the electric bills shows that the Power Surge insurance and the Shield Protection plan are being offered by FPL Energy Services, and office of FPL.

20 Customers may not be aware that FPL Energy Services is a non-regulated company. 21 Having FPL in the name may imply to the customer that Energy Services is the 22 23 regulated utility. A rule proposed by staff on March 24, 2000 related to Chapter 25-6 for a Code of Conduct for electric companies. This rule was never approved by the 24 Commission. However, it stated that "A utility shall not give the appearance that the 25 27 28 29 30 utility speaks on behalf of its affiliates or visa versa or that the customer will receive preferential treatment as a consequence of conducting business with the affiliates. A utility many not promote or advertise its affiliate's relationship with the utility nor allow the utility's logo or name to be used by the affiliate in all forms of media unless it is accompanied by a clear written or audio disclaimer that states that the affiliate is not the same company as the utility and is not regulated by the Commission."

FFECT ON GENERAL LEDGER IF FINDING IS ACCEPTED: This finding does not impact the general ledger.

33 EFFECT ON FILING IF FINDING IS ACCEPTED: This audit does not have a filing.

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Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 15 Page 1 of 1

Please set up a meeting with the person responsible for answering Document Record Request #5, for next Tuesday if possible.

A meeting was conducted on January 13, 2006 to discuss the response to question #5. At the meeting, the Auditors requested the amounts FPL billed FPLES for 2004 related to the calls transferred to FPLES Connect Services. They also requested the April 2004 entry related to this expense.

Attached is the entry for April 2004 that was billed by FPL to FPLES for the calls transferred to FPLES Connect Services. The April entry is for the billing related to March's call activity.

As noted in the discussion on Jan. 13th, the billing is based on the number of calls transferred from FPL to FPLES multiplied by the transfer time associated with these calls. We discussed that FPLES uses as the transfer time. If during the transfer process the FPLES Representative does not pick up the call within the call is routed back to the FPL Representative who provides the service connect confirmation number and completes the call. The billing is based on a more conservative to ensure that all time and costs incurred by FPL are accounted for in the billing.

Schedule B is an excerpt of the support document that is the basis of the entry. It shows that the number of calls transferred from FPL to FPLES for March 2004 was the The total monthly calls are then distributed across the FPLES products. Schedule B shows the breakdown of the total March call volume across the various FPLES products.

The product specific call count is multiplied by to determine the workload associated with handling these calls. This workload amount is converted to non-exempt full time equivalents (FTE) using a formula provided by the FPL Care Center. This formula accounts for the workload associated with handling these calls over a one month period taking into account a queuing factor (system delay time) and a call handling factor of 29% that applies to all call types.

Using the line as an example on schedule C, schedule B) result in a non-exempt FTE of the line as an example on schedule B) result in a non-exempt FTE of the line non-exempt FTE is used to determine the Exempt FTE supervision based on a 1 to 16 span of control. The resulting Exempt FTE is line The FTE amounts are then multiplied by one twelfth of the corresponding fully loaded rates provided in the analysis submitted in response to question #5.

H3-1 PI

REPORT: 0X43-001-040428 FLORIDA POWER & LIGHT COMPANY PAGE 002 ON-DEMAND QUERY REPORT COMPANY : 01 LEDGER -- POSTED ---ACCRUAL. -- SCHEDULED INFORMATION ----DATE JVI PAGE! SRC STATUS DATE CYC REVERSE START DATE STOP DATE. FREQUENCY 200404 31 0068 65000 COMPLETED YES (NOT SCHEDULED) APPROVAL INFORMATION ENTERED/LAST CHANGED INFORMATION ------- EXCEPTION APPROVAL INFORMATION ---DATE DATE TIME PERSON LOC SECT DATE TIME PERSON OU 2004-04-28 15.52 MERCEDES LEON 0009 0046 REMARKS: TO BECOME FOR EXSTEM CHARGES FOR MARCH 2004 10 OPQR NOTE: THIS IS A PSEUDO TRANSLATION--- BUCS TRANSLATION ---CMP SEC/U LOC AMOUNT EAC LOC DESCRIPTION GL ACCT WO ER LOC . PL ACCT EAC PERCHT TYPE 4.00 790 SYSTEM CHGS CHECK PROCESS 146.906 00000 000 0078 000,0000 \*\*\* 100,00 NOOP \*\*\*> D 02830 099 000 3400 0078 4-.00- 790 39.00 790 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER \*\*\*> C 04475 092 000 0000 0042 \*\*\*> D 03120.099 000 0000 0013 SYSTEM CHGS CHECK PROCESS 146.906 00000 000 0013 000.0000 \*\*\* 100.00 NOOP \*\*\*> C 04475 092 000 0000 7.00- 790 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER \*\*\*> C .01413 090 000 0500 0044 32.00- 790 SYSTEM CHGS CHECK PROCESS 921,100 00000 000 0044 000,0000 \*\*\* 100.00 OPER \*\*\*> D 03499 099 000 0000 .0999 172.00 790 SYSTEM CHGS CHECK PROCESS 146,610 00000 000 0999 000.0000 \*\*\* 100.00 NOOP \*\*\*> C 04475 092 000.0000 0042 40.00~ 790 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER 444> C 01413 090 000 0500 0044 132.00- 630 SYSTEM CHGS CHECK PROCESS 921,100 00000 000 0044 000.0000 \*\*\* 100.00 OPER \*\*\*> D 00075-099-000 3400 ...0078 991.00 794 CARE CENTER CHARGES 4\*\*> D 00070 099 000 3400 1,483.00 794 CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP 23 \*\*\*> D 91070 .099 000 3400 622,00 794 Fb CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 ++4 100.00 NOOP 124 \*\*\*> D 00074 099 000 3400 0078 169.00 794 CARE CENTER CHARGES 146,906 00000 000 0078 000,0000 \*\*\* 100.00 NOOP ( \*\*\*> D 00076 099 000 3400 0078 651.00 794 CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP 26 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOR /27 903.150 00000 000 0326 000.0000 \*\*\* 100.00 OFFR Cofor Ser. Telephone Exp 444> D 01060 099 000 3400 305.00 794 143.00- 803 CARE CENTER CHARGES 903.150 00000 000 0326 000.0000 \*\*\* 100.00 OPER 29 \*\*\*> C 04401 092 000 0000 0326 CARE CENTER CHARGES \*\*\*> C 04401 092 000 0000 0326 2,257,00- 802 CARE CENTER CHARGES \*\*\*> C 04401 092 000 0000 0326 407.00- 811 CARE CENTER CHARGES 926.122 00000 000 0010 000.0000 \*\*\* 100.00 OPER The war Wel fire FPC Grandefor 922.120 00000 000 0010 000.0000 \*\*\* 100.00 OPER 37156 Penous Welfore Transfer \*\*\*> C 03099 091 000 0000 0010 236.00- 760 CARE CENTER CHARGES \*\*\*> C 00295 092 000 3700 2,178.00- 876 CARE CENTER CHARGES 0010 \*\*\*> D 00068 099 000 3400 0078 794 PAYMENT POWER 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP PAYMENT POWER 794 \*\*\*> D 00082 093 000 3400 0078 794 UTILITY GUARD 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00065 099 000 3400 0078 794 SYSTEM CHARGES 146,906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> C 01012 090 000 0300 3,861.45- 790 SYSTEM CHARGES 903.000 00000 000 0042 000.0000 \*\*\* 94.00 OPER 903.300 00000 000 0042 000.0000 \*\*\* 6.00 OPER CONFIDENTIAL \*\*\*> C 04475 092 000 0000 0042 2,158.65- 630 SYSTEM CHARGES 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER \*\*\*> D 01055 099 000 3400 0078 /269.20 794 SYSTEM CHARGES 146,906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP CONFIDENTIAL

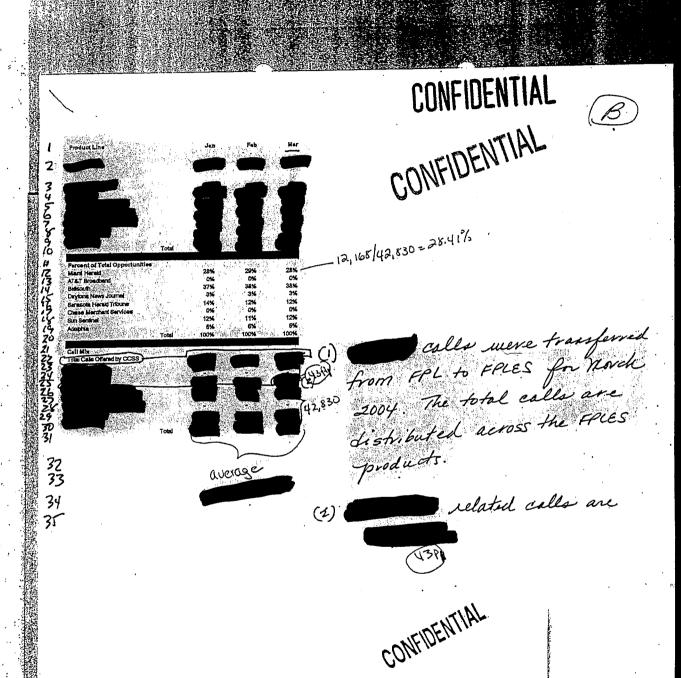
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BATCH TOTAL:

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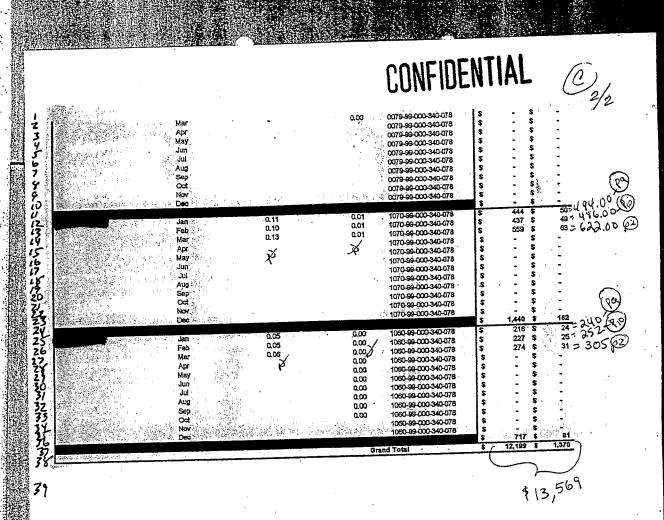
Account Chargeback Information 4-26-04 xis/FTE Charge Back Summary
1/17/2005

U3-184



# CONFIDENTIAL CONFIDENTIAL CIPE SCHARGE Back Summary - Product Development and Management (PMID) Loca 0078

				n sees and sees	FPL N-Exempt Expense	FPL Exempt Expense
Product Line	Jan	CC N-Exempt FTE FPL CC Exe Q24	0.02	Work Order Charged 0070-99-000-340-078	\$ 1,028	\$ 115 = 1,
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	Sep Oct			0069-99-000-340-078 0069-99-000-340-078 0069-99-000-340-078	\$	(13-41)
	Nov Dec	Leading to the West		0069-99-000-340-078	\$ -	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
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	Dec			0075-99-000-340-078	\$ - \$ \$ 4,597 (	516 . 24
	Jan Feb Mar	0.03 0.03 0.04 \$5	0.00 0.00 0.00	0074-99-000-340-078 0074-99-000-340-078 0074-99-000-340-078	\$ 124 \$ \$ 133 \$ \$ 152 \$	
	Apr May	5.51 p		0074-99-000-340-078 0074-99-000-340-078	\$ - \$ \$ - \$	•
	Jul Jul		• •	0074-99-000-340-078 0074-99-000-340-078	\$ - \$ \$ - \$	•
	Aug Sep Oct			0074-99-000-340-078 0074-99-000-340-078 0074-99-000-340-078	\$ - \$ \$ - \$	:
	Nov Dec			0074-99-000-340-078 0074-99-000-340-078	\$ - \$ \$ - \$	•
	Jan	0.12	0.01	0076-99-000-340-078	\$ 409 \$ \$ 497 \$	
	Feb Mar Apr	0.11 0.14	0.01 0.01	0076-99-000-340-078	\$ 474 \$ \$ 585 \$ \$ - \$	23 2 6 2
	May Jun	X	P	0076-99-000-340-078 0076-99-000-340-078	\$ - \$ \$ - \$	 •
	Jul Aug				\$ - \$ \$ - \$ \$ - \$	•
	Sep Oct Nov			0076-99-000-340-078	• - • • - •	
	Dec 177	<u> </u>	•		\$ - \$	175
Chase Merchant Services	Feb INd	)ev	0.00	0079-99-000-340-078 0079-99-000-340-078	- \$	
remain the contract of the con	عاملا <u>.</u> خمد	lecalculated the same met	นธุ์เบๆ	~3634	068.xle/FTE Charg	e Back Summary



CONFIDENTIAL

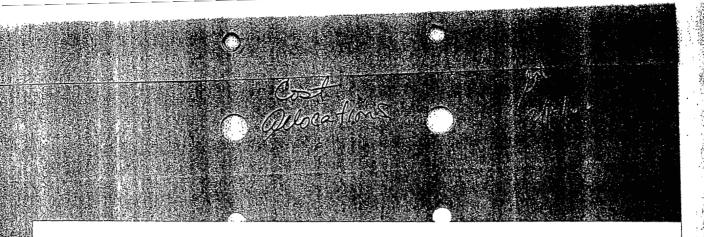
~3634068.xts/FTE Charge Back Summary 1/17/2006

Confidential

SERV	/ICE	∩pn	CDC	2000

					SERV	ICE ORL	PEKS	- 2000							
SOUTHERN SERVIC	E ORDE	R <b>S</b>			PE	R EMPL	.OYE	E							
DIRECT COS	STS					ST SVC									
SERVICE ORDER PAYROLL				EAC		UDGET		<u>T&amp;1</u>		<u>A &amp; G</u>		TOTAL			
TAXES & INSURANCE	9.04	\$ 1,4		802	\$	21,935	5				\$	21,935			
PAYROLL & FRINGE BENEFITS	0.54		23,198				\$	1,89	5		\$	1,895			
CONTRACTOR PAYMENTS		\$ 1,54	,												
NON-PAYROLL		\$													
TOTAL DIRECT COSTS	٠	\$ 1,56		90	\$	168				·	\$	168			
INDIRECTIOS	TS	4 1,50	u,40 !		<u> </u>	22,103	\$	1,895	\$		\$	23,998			
*MANAGER	2.96%	4 <b>e</b> 14	2,170 80				_								
*OPERATIONS SUPERVISOR	6.62%		i,483 80	D3	\$	437			\$	170		649			
***ADMINISTRATIVE &	5,52,		1,400	,,	\$	945	ş	93	\$	415	\$	1,453			
GENERAL PAYROLL	14.08%	\$ 200	,831						\$	3,088	\$	3,088			
**TAXES & INSURANCE	8.64%	\$ 17	,346				\$	267			\$	267		•	
***ADMINISTRATIVE & GENERAL EXPENSES	26.66%	\$ 380	288						_						
		- 550						·	\$	5,848	\$	5,848			
TOTAL INDIRECT COSTS		\$ 735,	119		\$	1,382	\$	401	\$	9,522	\$	11,305			
TOTAL COSTS		\$ 2,295,	599		\$ 2	23,486	\$	2,295	\$	9,522	\$	35,303			
# OF CALLS		1,032,	703												
COST PER CALL-DIRECT COST PER CALL-INDIRECT	-	\$ 1.5° \$ 0.7°													
TOTAL COST PER CALL		\$ 2.22	229												
AVERAGE LENGTH OF CALL	290	SECONDS	:								٠,	MITLA	_		
COST PER SECOND-SERVICE ORDERS COST PER SECOND-INFRASTRUCTURE		\$ 0.00 \$ 0.00					~	-(	9	41-44	上	AHA			
TOTAL COST PER SECOND		\$ 0.01	09												
TOTAL COST PER MINUTE	_3														
#OF FTES - SOUTHERN SERVICE ORDE	RS	( P. C.	5.24 15												
FTE COST - DIRECT FTE COST - INDIRECT	. <u>\$</u>	,													
FTE COST - SERVICE ORDERS FTE - TELECOMMUNICATIONS EXPENSE FTE COST - INFRASTRUCTURE	\$ \$ \$	3,95	811	\$		956				\$		3,956			
TOTAL FTE COST	\$	50,736	_	_				<u>\$</u>	,	477 \$		1,477			
*APPLIED TO PAYROLL **APPLIED TO A & G PAYROLL			RECAP	-\$	3,:	956 \$	:	<u> </u>	- 11	,477 \$	1:	5,433			
**APPLIED TO PAYROLL & CONTRACTOR	₹	43% 3%		ş s		35 <b>\$</b> 82 <b>\$</b>		ş		- s		,835			
		0% 8%	790	\$	1	68 \$ 58 \$	-	\$		- \$ - \$		168		ئىر	
	-		SUBTOTAL			42 \$		•	_	<u> </u>		,956 ,442	•	/.	در ر
		5%		- • •	-1,7	-2 \$ \$	2,29	95 <b>\$</b>		·		,442 ,295		(40)	ų٧
,	. —	41%	A&G	\$		\$		\$	20,9			999	KN	(or)	
		100%	<del></del> -	\$	27,44	2 \$	2,29	5 \$	20,9	99 \$	50,	736	· y *		

13-1 PZ.



## SERVICE ORDERS - 2000

FULLY LOADED SUPERVISOR (LEVEL 3) FOR SOUTHERN CARE CENTER SERVICE ORDERS.

ORDERS.			:		EAC	Ė	CUST SVC BUDGET		<u>1&amp;T</u>		<u>A &amp; G</u>		TOTAL	
DIRECT COSTS														
LEVEL 3 MID RANGE			\$	50,96	0 803	:	\$ 50,96	0				\$	50,960	
TAXES & INSURANCE		8.649	% \$	4,40	1		·	\$	4,40	1		\$	4,401	
NON PAYROLL			\$	3,000	790	_5	3,000	0				\$	3,000	
TOTAL DIRE	CT COSTS		\$	58,361			53,960	) \$	4,40	1 \$		\$	58,361	
INDI	RECT COST	s									,			
*MANAGER		2.96%	<b>6</b> \$	1,507	803	\$	1,016	\$	95	5 \$	396	\$	1,507	
*OPERATION SUPERVIS	OR ·	6.62%	\$	3,376	803	\$	2,196	\$	216	\$	963	\$	3,376	
*ADMINISTRATIVE & GENERAL PAYROLL		14.08%	\$	7,175						\$	7,175	\$	7,175	
*ADMINISTRATIVE & GENERAL EXPENSES		26.66%	\$	13,587						\$	13,587	\$ 1	13,587	
**TAXES & INSURANCE		8.64%	\$	620			IDENT	,\$ <sub>1</sub>	620			\$	620	
CALL CENTER RE-ENGIN	EERING		\$	2,165	-00	HH.	HEN+	171		\$	2,165	\$	2,165	
BUILDING COSTS	sqFT@\$	16.68	\$	2,335		,, =				\$	2,335	\$	2,335	
OFFICE & WORK STATION	1		\$_	2,038						\$_	2,038	\$	2,038	
TOTAL INDIRECT	COSTS	=	\$	32,802		\$	3,211	\$	931	\$_	28,659	\$ 3	2,802	
TOTAL	COSTS	=	\$	91,163		\$	57,171	\$	5,333	\$	28,659	\$ 9	1,163	
*APPLIED TO LEVEL 3 MID **APPLIED TO A & G PAYR					RECAP									
		_		59% 3%	803 790	\$ _\$_	54,171 3,000	\$ \$	<u>.</u> .	\$ \$	-		1,171 3,000	
				63% S	SUBTOTAL	\$	57,171	\$	-	\$	-	\$ 57	,171	
				6% 31%	T&1 A&G	\$		\$ \$	5,333	\$ \$		\$ 5 \$ 28	,333 ,659	
		-	_	100%	TOTAL	\$	57,171	\$	5,333	\$	28,659	\$ 91	163	ŧ
													/ ^	•

MATTER PROPERTY NOTES

REPORT: 0X43-001-040331 FLORIDA POWER & LIGHT COMPANY PAGE 002 ON-DEMAND QUERY REPORT COMPANY : 01 LEDGER -- POSTED ACCRUAL - SCHEDULED INFORMATION ---JVI PAGE! SRC STATUS CYC REVERSE START DATE STOP DATE FREQUENCY 200403 31 0074 65000 COMPLETED (NOT SCHEDULED) APPROVAL INFORMATION ENTERED/LAST CHANGED INFORMATION EXCEPTION APPROVAL INFORMATION ---DATE TIME PERSON TIME PERSON TIME PERSON LOC SECT DATE 2004-03-31 15.36 MERCEDES LEON 0009 0046 CONFIDENTIAL REMARKS TO RECORD FOR SYSTEM CHARGES FOR JANUARY 2004 -NOTE: THIS IS A PSEUDO TRANSLATION-~ACCOUNT. - BUCS TRANSLATION -SEL D/C WO JER CMP SEC/U LOC AMOUNT EAC LOC DESCRIPTION GL ACCT WO ER LOC PL ACCT EAC PERCUT TYPE 02830 099 000.3400 0078 ./2.00 790 SYSTEM CHGS CHECK PROCESS 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> C 2.00- 790 28.00 790 04475 (092 000 0000 .0042 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER 03120 099,000 0000 0013 SYSTEM CHGS CHECK PROCESS 146.906 00000 000 0013 000.0000 \*\*\* 100.00 NOOP 04475 092 000 0000 0042 5.00- 790 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER \*\*\*> C 01413 090 000 0500 0044 23/,00- 790 SYSTEM CHGS CHECK PROCESS 921.100 00000 000 0044 000.0000 \*\*\* 100.00 OPER \*\*\*> D 03499 099 000 0000 0999 213.00 790 SYSTEM CHGS CHECK PROCESS 146.610 00000 000 0999 000,0000 \*\*\* 100.00 NOOP \*\*\*> C 04475 092 000 0000 0042 30.00- 790 SYSTEM CHGS CHECK PROCESS 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER \*\*\*> C 01413 090 000 0500 : 0044 B3.00~ 630 SYSTEM CHGS CHECK PROCESS 921.100 00000 000 0044 000.0000 \*\*\* 100.00 OPER \*\*\*> D 00075 099 000 3400 0078 515.00 794 U CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00070 099 000 3400 7.143.00 794 CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 01070 099 000 3400 0078 494.00 794 CARE CENTER CHARGES 146,906 00000 000 0078 000,0000 \*\*\* 100,00 NOOP \*\*\*> D 00074 099 000 3400 0078 230.00 794 CARE CENTER CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00076:099 000 3400 0078 253.00 794 CARE CENTER CHARGES 146.906.00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 01060.099 000 3400 240.00 794 0078 CARE CENTER CHARGES 146.906 00000 000.0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> C 04401 092 000 0000 0326 112,00- 803 CARE CENTER CHARGES 903.150 00000 000 0326 000.0000 \*\*\* 100.00 OPER \*\*\*> C 04401 092 000 0000 0326 1.765.00~ 802 CARE CENTER CHARGES 903.150 00000 000 0326 000.0000 \*\*\* 100.00 OPER \*\*\*> C 04401 092 000 0000 0326 318.00- 811 CARE CENTER CHARGES 903.150 00000.000 0326 000.0000 \*\*\* 100.00 OPER \*\*\*> C 03099 091 000 0000 0010 185.00- 760 CARE CENTER CHARGES 926.122 00000 000 0010 000.0000 \*\*\* 100.00 OPER \*\*\*> C 00295 092 000 3700 0010 1,703.00~ 876 CARE CENTER CHARGES 922.120 00000 000 0010 000.0000 \*\*\* 100.00 OPER 00068 099 000 3400 0078 794 PAYMENT POWER 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00072 099 000 3400 0078 794 PAYMENT POWER 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00082 099 000 3400 0078 794 UTILITY GUARD 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP \*\*\*> D 00065 099 000 3400 0078 794 SYSTEM CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP 01012 090 000 0300 0042 903.000 00000 000 0042 000.0000 \*\*\* 94.00 OPER 3.375.69- 790 SYSTEM CHARGES 903.300 00000 000 0042 000.0000 \*\*\* 6.00 OPER 1,886.97- 630 3 <\*\*\* 04475 :092 000 0000 0042 SYSTEM CHARGES 903.000 00000 000 0042 000.0000 \*\*\* 100.00 OPER 01055 099 000 3400 0038 **269.21** 794 SYSTEM CHARGES 146.906 00000 000 0078 000.0000 \*\*\* 100.00 NOOP CONFIDENTIAL

REPORT: 0X43-001-040331

FLORIDA POWER & LIGHT COMPANY ON-DEMAND QUERY REPORT

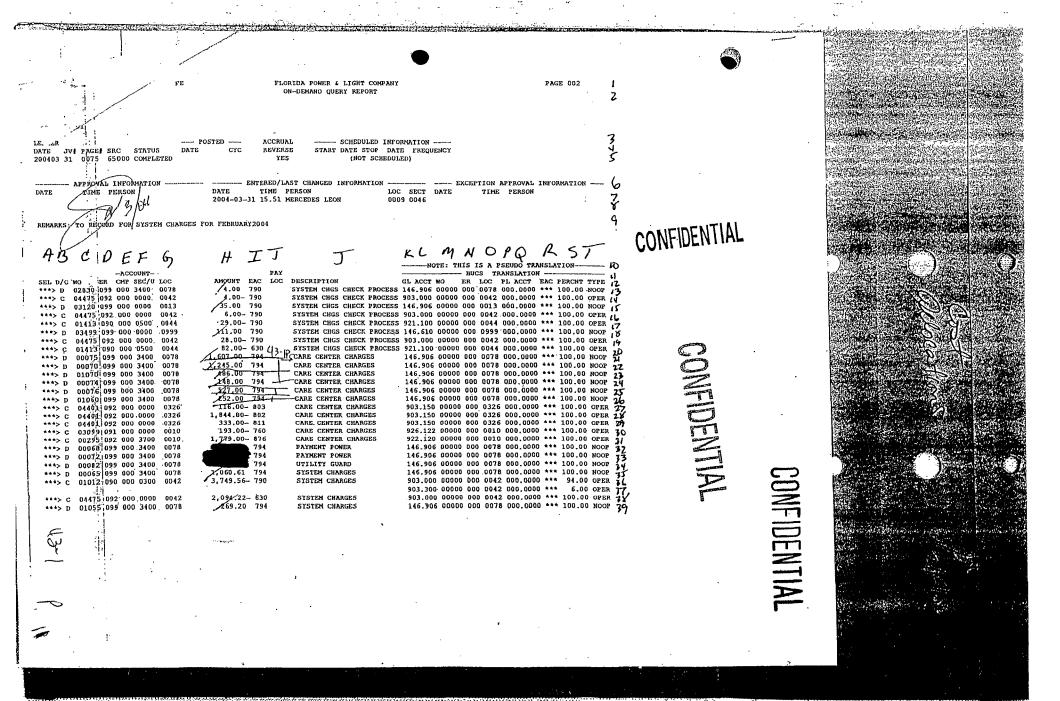
PAGE 003

PAY AMOUNT EAC LOC DESCRIPTION -NOTE: THIS IS A PSEUDO TRANSLATION-BUCS, TRANSLATION

ER LOC PL ACCT EAC PERCUT TYPE

BATCH TOTAL:

9,488.66 TOTAL ENTRIES:



REPORT: 0X43-001-040331

FLORIDA POWER & LIGHT COMPANY ON-DEMAND QUERY REPORT

SEL D/C WO . ER CMP SEC/U LOC

PAY
AMOUNT EAC LOC DESCRIPTION

10,257.78 TOTAL ENTRIES: BATCH TOTAL:



									Santa and	
**		) ·	$\Lambda$	A	0					
	o M	D MAC SERVIC	E ORDERS	- 200	10					
1	FULLY LOADED SUPERVISOR	9-0-11			Sm	when	$\mathcal{D}$	Lov	5/	)
3	(LEVEL 3) FOR SOUTHERN CARE CENTER SERVICE				('(	776 CA	, D.	101	-11	1
3	ORDERS:			cus	T SVCS		,		TOTAL	
7	•		<u>EAC</u>	<u>BL</u>	<u>IDGET</u>	<u>T&amp;1</u>	Ė	4 & G	TOTAL	
8	DIRECT COSTS								\$ 50,960	
9	LEVEL 3 MID RANGE	\$ 50,960	803	\$	50,960					
10	TAXES & INSURANCE 8.64%	\$ 4,401			\$ 	4,401		1.2 2	\$ 4,401 \$ 3,000	•
11	NON PAYROLL	\$ 3,000	790	\$	3,000	100		•	\$ 58,361	•
Z	TOTAL DIRECT COSTS	<u>\$ 58,361</u>		\$	53,960 \$	4,401	\$		\$ 00,001	
13	INDIRECT COSTS	e Andrews Marie					_	202	e 4 507	
14	*MANAGER (-3) - 31 - 21; 2.96%	<b>\$</b> 1,507	803	\$	1,016 \$		\$		\$ 1,507	
15	*OPERATION SUPERVISOR ! 6.62%	\$ 3,376	803	\$	2,196 \$	216	\$	963	\$ 3,376	
16	*ADMINISTRATIVE &	\$ 7,175	et a		1 1 1 1 2		\$	7,175	\$ 7,175	
17	ADMINISTRATIVE &				۰ م	ضا	_	40 507	<b>\$</b> 13,587	
19	GENERAL EXPENSES 26,66%	\$ 13,587		هر.	- AFTH	(E)	<b>\$</b>	13,507;	\$ 13,557 \$ 620	
20	TAXES & INSURANCE 8 64%	<b>, \$</b> 620	~ CA	H	aci,	620		2 105	\$ 2,165	
2	CALL CENTER RE-ENGINEERING	\$ 2,165 (%)	50	**	1	•	\$	۷,100	⊕ ∠,105 ```	
ਫ਼ੋ ਂ	BUILDING COSTS 140 SQ FT @ \$ 16.68				e e		\$	2,335	\$ 2,335	
23 24	OFFICE & WORK STATION	\$ 2,038			· j		\$	2,038	\$ 2,038	-
25	TOTAL INDIRECT COSTS	\$ 32,802		\$	3,211	931	\$_	28,659	\$ 32,802	=
21 <b>.</b> 21 <b>.</b>	TOTAL COSTS	\$ 91,163		\$	57,171 \$	5,333	\$	28,659	\$ 91,163	=
3	*APPLIED TO LEVEL 3 MIDRANGE		RECAP		*:				Maria Nasara Maria Ara	
28	**APPLIED TO A & G PAYROLL	59%	803	\$	54,171 \$ 3.000 \$		\$ \$	• !.	\$ 54,171 \$ 3,000	•
29 30	•	3%	790	\$			<u> </u>	_	\$ 57,171	•
3)	- Lake		SUBTOTAL		57,171		. ♥ .\$	:	\$ 5,333	
3	3 THEHTHE	6% 31%	T&I A&G	\$ \$			\$	28,659	\$ 28,659	-
3		100%	TOTAL	\$	57,171	5,333	\$	28,659	\$ 91,163	-
	4000°								$\rightarrow$	2-11

.43:-2

JDM12/14/200512:56 PM Re9# .

COMPOSITE PAYROLL OVERHEAD RATE FOR OPERATIONS SUPERVISOR

COST PER EMPLOYEE

AMOUNT TO ALLOCATE \$1,453.01

(94483/65)

CUST SVCS 18T BUDGET

\$ 945.16

14.08% (Pi) TOTAL PAYROLL

0.61% 4.92% 0.42%

**€** 4.31%

\$ 93.13

\*\*TAXES & INSURANCE \*ADMINISTRATIVE & GENERAL EXPENSES

W/O 8127 PAYROLL

ADMINISTRATIVE & GENERAL PAYROLL

2

3

10

12 13

26.66%

8.64%

\$ 69,000

175,000 \$1,601,366 =

1.15% 17.34%

% OF

65.05%

9.16%

6.41%

2.04%

\$ 251.99

29.66

\$ 133.08

CALL CENTER RE-ENGINEERING \$ TOTAL PAYROLL

LEVEL 5 MID RANGE

TEAM SUPERVISOR PAYROLL

(b) 0.14% ·

945.16 \$ 93.13 \$ 414.73

TOTAL OPERATION SUPERVISOR

\$1,453.01

\*APPLIED TO 4.31% \*APPLIED TO 4.92%

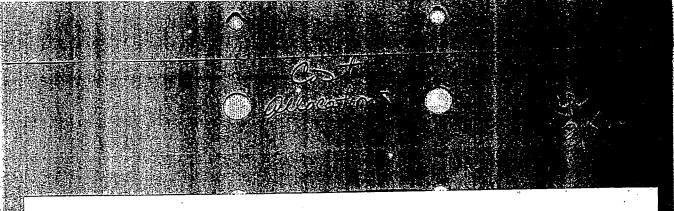
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		24.4					3			
			2	3				Ji.	<b>.</b>	
				1			co			
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	a a									

			SERVI	CE ORD	ERS	- 2000							
SOUTHERN SERVICE ORDERS	٠		PE	R EMPL	OYE	E ·					•		
DIRECT COSTS	•	EAC		ST SVCS	3	T&1	É	/&G .		TOTAL :	h:		
SERVICE ORDER PAYROLL  XES & INSURANCE  (V) 8.64%	\$ 1,426,36 \$ 123,19	<u>.</u>	\$	21,935	\$	1,895			\$ \$	21,935 1,895			
PAYROLL & FRINGE BENEFITS	\$ 1,549,56	<b>2</b> <sup>33</sup>								1			
CONTRACTOR PAYMENTS NON-PAYROLL	\$ 10,919	1 (1 )	\$	168					:	168			
TOTAL DIRECT COSTS	\$ 1,560,481	- L	5	22,103	ş	1,895	s	-	s	23,998	•		
INDIRECT COSTS							. ,	. ,	:		•		
MANAGER 3 2.96%	\$ 42,170	803	\$	437	\$	41	ş	170	\$	649	•		
**OPERATIONS SUPERVISOR 6.62%		803	<b>\$</b>	945	\$	93	\$	415	\$	1,453			
ADMINISTRATIVE & GENERAL PAYROLL 14.08%	\$ 200,831				•		\$	3,088	\$	3,088			
TAXES & INSURANCE (P)3 8,64%	\$ 17,346		er er		\$	267	1		\$	267			
ADMINISTRATIVE & GENERAL EXPENSES 28.66%	\$ 380,286		· <del></del>				\$	5,848	s	5,848			
TOTAL INDIRECT COSTS	\$ 735.119		S. S.	1.382	\$	401	s :	9.522		11.305		•	
	\$ 2,295,599	• ja j	s	23,486	\$	2,295	S	9,522	%   32 <b>S</b> €	35,303	$\mathcal{C}$		
#OF CALLS	1,032,703			,			•	e y					
COST PER CALL-DIRECT COST PER CALL-INDIRECT	\$ 1.5111 \$ 0.7118	4		AF		آغله س	4						
TAL COST PER CALL	247799	•	~ C	الحلالا	B	EN	/ /1	•					
AVERAGE LENGTH OF CALL (PD) 290 S	SECONDS		X	21/11	-			439 <b>M</b>	1 E223	ובוו	FH:	14	
COST PER SECOND SERVICE ORDERS COST PER SECOND INFRASTRUCTURE						,	C	PA	竹	דטד	<u> </u>	// /r	*
TOTAL COST PER SECOND	0.0109	•		•				<b>.</b>	•				
TOTAL COST PER MINUTE	0.6529			•									
bのそう()のできるくり うしくこう # OF FTES - SOUTHERN SERVICE ORDERS ?	65,												
FTE COST - DIRECT S FTE COST - INDIRECT S	11,305												
FTE COST - SERVICE ORDERS \$ FTE - TELECOMMUNICATIONS EXPENSE \$	35,303 3,958	: 811	2	3,956					•	3,956			
FTE COST - INFRASTRUCTURE <u>\$</u>	11,477			·			7.5	,477	<u> </u>	1,477			
TOTAL FTE COST - S  APPLIED TO PAYROLL	50,738	DECAD	<u>\$</u>	3,956 \$	<u> </u>	<u>·                                     </u>	11	,477	\$ 1	5,433			
"APPLIED TO A & G PAYROLL "APPLIED TO PAYROLL & CONTRACTOR	43%	RECAP 802	\$ 2	1,935 <b>S</b>	;	- \$		. :	\$ 2	1,935			
Sufficience of the second of the	3% 0%	803 790	\$ \$	1,382 \$ 168 \$		- \$	'			1,382 168			
2,2229 - 0077 _	<u>8%</u> 54% 3	811 SUBTOTAL	-	3,956 <b>\$</b> 7,44 <b>2 \$</b>		<u>- s</u> - s	•	- 5		7.442			
9-10	54%	T&I	\$ 2; \$	7,442 \$ . s		- s 295 <b>s</b>		- 3		7,442 2,295			•
	41%	A&G	<u>š</u>	<u>. \$</u>		- s	20,	999 \$		0,999			

\$ 27,442 \$ 2,295 \$ 20,999 \$

43-2



5/1

1999 Actuals Service Connect Related: ER 90 WO 8127 REPARED BY KEN GETCHELL

EAC	Miami	WPB		Hours - WPB
302 - Charge in NON BARG/REG PAY	\$ 12,703.54		1,272.90	
305 - Charge In NON BARG/OT PAY	\$ 1,446.98		144.99	GORT
402 - Charge Out NON BARG FIXD/REG PAY	\$ (12,521.78)			Equi
403 - Charge Out EXEMPT/REG PAY	\$ (1,074.59)			None
615 - PAYROLL REGULAR-ADJ	\$ (37.75)			37012
620 - MEALS - OVERTIME	\$ 1,903.00 \$	44.00		
624 - EMPLOYEE RELATIONS	\$ 1,178.09 \$	483.96		
625 - EXP. ACCTS, & TRAVEL	\$ 2,281.58 \$	24.73		
628 - OFFICE EQUIP-MAINT	\$ 576.00			197
629 - OFFICE SUPPLIES	\$ 3,624.22 \$	1,336.61		
646 - VEHICLE-OCCASNAL USE	\$ 495.66 \$	591.84		
648 - VEHICLE - CONTRACT	S 78.74 S	42,16		
662 - CONTRACTOR	S	36.00		5 1 7
668 - EDUCATION AND TRAINING	\$ 460.00			proceedings to
692 - PROFESSIONAL SERVICES	\$ 495,188.87			
750 - INSURANCE-LIABILITY	\$ 17.50			1.300
802 - RG PAY-NON BARG FIXD	\$ 1,352,759.44 \$	561,917.43	130645.8	59,922.50
803 - REG PAY-EXEMPT FIXED	\$ 4,590.00		240	
805 - OT PAY-NON BARG FIX	\$ 44,020.30 \$	7,536,46	2942	536.30
806 - OT PAY-EXEMPT FIXED	\$ 153.00		8	
810 - LONG DIST. TEL SERV.	Carlotte and the second			45.1
811-LOCAL TELL SERVICE	TO THE STATE OF TH	a de la seconda		
813-TELECOM EQUIP/MAINT		et in a fight fife.		GW.
814 CELLULAR MON TEL EXP		1. Jan 11.	•	
820 - INCENTIVE PAYMENTS	\$ 550.00 \$	500.00		三字符 提收
821 PAYROLL-OTHER EARNGS	\$ 15,829.73 \$	5,724.94		化二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十
822 - PAYROLL - LUMP SUM INC	\$ 6,044.00		100	A
901 - BUSINESS MEALS	\$ 6,044,00 \$ 1,969.58	5 · 9:		
902-HOTEL/LODGING	\$ 237.60	s William India		1917 MAN
THE WASHINGTON TO SELECT THE PROPERTY OF THE P	\$ 1,932,473.71 T		135,253.69	60,458.80
A 150 E	电线线性 电影	FTE's	65 (P)	29
		100	Ų,	1.35

Total FTE's 1000 Includes FT, PT, FPL Temps and OT 1999 TYD Average Total Telecom \$ 2,128,427 Tultulaed IP Thriaghold for Thri

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1932 (7:) 533 (2:)

CONFIDENCE

SER ORDER ACT - 1999

43-2

# ALLOCATE MANAGER/STAFF COST TO SERVICE ORDERS

ANNUAL MID-RANGE	COST PER EMPLOYEE							
MANAGER - EXEMPT LEVEL 10 \$ PRODUCTION ANALYST - EXEMPT LEVEL 4 \$	90,500 53,500	\ \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\		AMOUNT TO	ACCOCATE (\$42,170/65			
SECRETARY - NON EXEMPT LEVEL 5 \$	32,760	<b>)</b>	% OF TOTAL EAC	CUST SVCS	T&1	A & G		
	176,760 ,869,814	1,99%	67.41% 803	\$ 437.13				
*ADMINISTRATIVE & GENERAL PAYROLL	14.08%	0.17% 2.16%	5.82%			\$ 37.76		
TAXES & INSURANCE	8.64%	0.19%	6.32%		\$ 41.02	Į,		
ADMINISTRATIVE & GENERAL EXPENSES	26.66%	0.53%	17.97%	•		\$ 116.55		
TOTAL DEPARTMENT PAYROLL LESS \$8,	6,496 869,814	0.07%	2.48%			\$ 16.06		
MANAGER/STAFF PAYROLL		(V3) 2.96%	100.00% :	\$ 437.13	\$ 41.02	\$ 170.36		
TOTAL MANAGER/STAFF RATE	1444 . 85 .	2.90%	100.00%	437.13	100 NOW	ψ 1.70.00		

\*APPLIED TO 1.99% - MANAGER & STAFF PAYROLL RATE

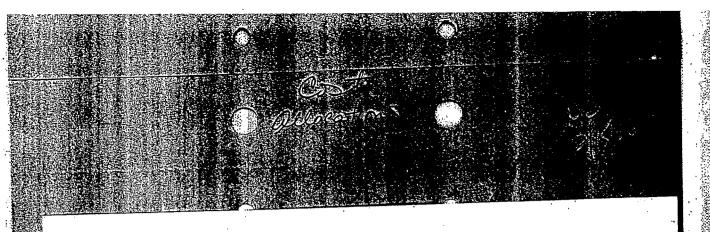
1.99 = 67.41%

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176,760 = 1.99%

19.

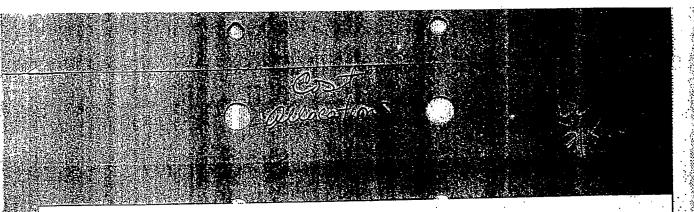
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1	SERVICE ORDERS - 2000
Z	INFRASTRUCTURE
3	COST PER FTE DETERMINED BY ()  TOTAL COST PER CO
5	TELECOMMUNICATIONS EXPENSES (B) (3) \$2,128,427 (3)0.0008 \$ 0.0488 \$ 3,956.18
4	TELEPHONE EQUIPMENT (B) (\$ \$1,610,739 (\$ 0.0006 \$ 0.0370 \$ 2,993.94
7	BUILDING COST (A). Pq \$ 107,125 (Q0.0004 \$ 0.0215 \$ 1,647.42
8	CIS 11 (B) \$1,485,349 \$1,0006 \$ 0.0341 \$ 2,760.87
9	CALL CENTER RE-ENGINEERING (B) (P1) \$1,164,866 \$ 0.0004 \$ 0.0267 \$ 2,165.18
10	OFFICE, CUBICLES, & WORK STATIONS (A) 124,151 \$ 0.0004 \$ 0.0249 \$ 1,909.26
11	P <sub>3</sub> \$ 0.0032 \$ 0.1930 \$15,432.85
12	A SOUTHERN SERVICE ORDERS FTE - 65 CMg/04 CES
13	B BOTH CARE CENTER FTE'S - 538 Cmgl oyecs

CONFIDENTIAL

U3-2



5/1

PER CARE CENTER PERFORMANCE - YEAR END 1999 PREPARED BY KEN GETCHELL

EAC	DESCRIPTION	AMOUNT
720	COMMUNICATIONS - PRINT	
721	Comm - Print Media (Deleted)	\$ 464 \$ 1,093,982
810	LONG DISTANCE TEL SERV	\$1,093,982
811	LOCAL TELEPHONE SERVICE	\$ 766,455
812	LEASED PHONE LINES	<b>3</b>
813	TELECOM EQUIP/MAINT	\$ 158,657
814	CELLULAR MON TEL EXP	\$ 14,698
		1、1550年1846、新設 5.6890 (1933年17年) [42.15 ] [43.15 ]

TOTAL

CONTIDENTIAL

(P) \$2,128,427

\* Included ECCR Telecom charges

TAL CALLS HANDLED - SOUTHERN & CENTRAL - 1999 @ 10,804,026

COST PER CALL

\$ 0.1970A

AVERAGE LENGTH OF CALL

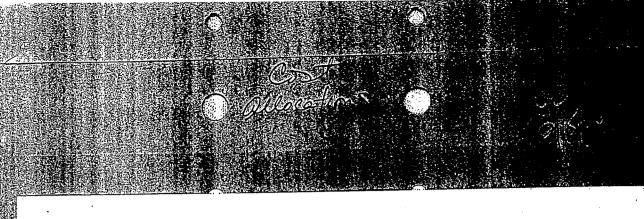
242 SECONDS

0.0008

( \$2, 28, 427 = 1970) ( 10, 804, 026 ( Tokel calls) ( both centers) ( is 1999

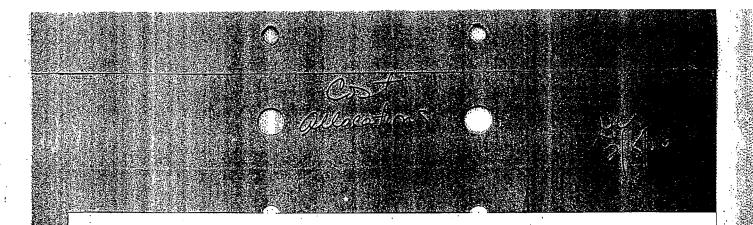
43-2

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•							•
			SERVICE OR	DER	S - 2000		•
2	TELE	EPHONE EQU	JIPMENT				اس
3		LFO					. 5//
7	AS OF 12/99 - CPR LOCATION	N 6081000221 ACC	OUNT 397.3				<i>(</i> .
. 6	GROSS PLANT		LESS: RESERVE		NET <u>PLANT</u>		
8	<b>s</b> 6,432,581	\$	(1,164,339)	\$	5,268,242		
G	DEPR	ECIATION		s	612,049		
20			IRANCE .	·			100
t!		Y (M)	6,432,581	•	1,498		DEMAHARA
12		L PROPERT		4	1,400	COAFF	PENTAL
/3	1:23	% X \$	6,432,581	\$	79,121	401.	
14		JRN ON INVE	STMENT			. •	
15	Marie San Carlotte Company	1000	5,268,242	\$	634,296		
/6		*	JAL COST - LFO		1,326,963	,	•
7		CSE				المعاملات وسا	~
18	AS OF 12/99 - CPR LOCATION				COAH	HOEMTIAL	•
19	GROSS	,0042504000	LESS:		NET	1	
20	PLANT		RESERVE		PLANT	,	•
2/	\$ 2,846,798	<u>s</u>	(2,027,649)	\$	819,149		
22		ECIATION		\$	149,472		
23	PRO	PERTY INSU	RANCE				
24	.2328 PER \$100	AS A BE DISTAN	2,846,798	\$	663		
25		PROPERTY	TAXES		· · · · · · · · · · · · · · · · · · ·		
26	1.23 %	6 × \$	2,846,798	\$	35,016		
. 27	RETU	RN ON INVE	STMENT				
28	12.04	% × \$	819,149	\$	98,626		
29		ANNU	AL COST - CSE	\$	283,776		
30	TOTAL TELE		IPMENT COST	. ;	1,610,739	(96)	
31	TOTAL CALLS HANDLED - SOL			:	10,804,026	<u> </u>	•
32	10 INF CULTO INVANCED + 900		OST PER CALL		0.14909		
33	11 mm   0 = 1 = 1 0 = 1 0 = 1				2.14505		
	AVERAGE LENGTH OF CAL			_	· · · · · · ·		
34		COST	PER SECOND	\$	0.0005 (96)	•	

43-2



# **BUILDING COST**

# **CUSTOMER CARE CENTER - LFO** SERVICE ORDER PORTION

COST PER SQUARE FOOT

16.68

CUSTOMER CARE CENTER SQ FT

6,423

TOTAL BUILDING COST

107,125

# OF CALLS

CONFIDENTIAL

1,032,703

COST PER CALL \$

AVERAGE LENGTH OF CALL

290 SECONDS

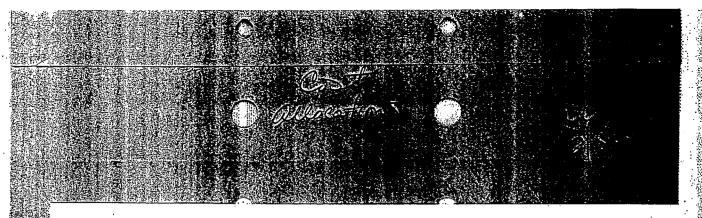
COST PER SECOND \$ 0.0004(P<sub>k</sub>)

total Bldg. cost 107, 125 # oz calls

cost per call

**BUILDING COST** 

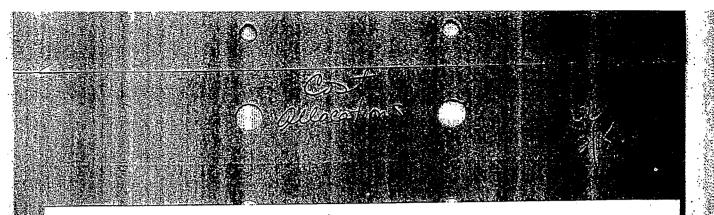
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		SERVI	CE ORDER	S - 2000	
	•	u!			HTTAL 5/1
2	,	CIS 11		SIELFA	ALL INC.
3 4	ACCOUNT 303.6 10 YEAR AMORTIZATION			COMMUN	han "
5 6	GROSS PLANT	LESS: <u>RESERV</u>		NET <u>PLANT</u>	
7	\$ 57,798,136	\$ 33.2	33,928 \$	24,564,208	•
8		<u>Ψ</u> <u>υυ,</u>	.00,320 <b>y</b>	24,304,208	
		AMORTIZATION			
9	\$ 57,798,136	X	10.00% \$	5,779,814	•
10	RETURN ON INVESTMENT				·
t)	\$ 24,564,208	<b>X</b>	12.04%_\$	2,957,531	
12		ANNUAL COST	\$	8,737,344	
13	PER CALCULATIONS BY JOSE CARE CENTERS USE 17% OF	CASAS, CUSTOMER	CA	AFIDENTIA	<u>-</u>
15	CUSTOMER CARE CENTERS		17% \$	1,485,349	<del>. (%)</del>
16	TOTAL CALLS HANDLED - SOL	JTHERN & CENTRAL -	1999	10,804,026	
17	•	COST PER	CALL	0.1375	)
18	AVERAGE LENGTH OF CALL	242 SECONDS			75%
19	<b>3.</b> · · · · .	COST DED SEC	oup a		(x) 1485,349 = 13.75%
19 26	Maria de la companya	COST PER SEC	•	0.0006	10,804,026
21 22	CIS 11 - ER 4939 40 IS PART O ON 4/94.	F CPR 7081000220. TI	HIS ER WEI	NT IN SERVICE	
3	RESERVE CALCULATION	HAS A LIFE OF 1	120 MONTH	S (10 YEARS)	
24	\$ 57,798,136 <i>f</i>		120 \$	481,651	
25 27 18 90	1994 1995 1996 1997 1998 1999	9 MONTHS 12 MONTHS 12 MONTHS 12 MONTHS 12 MONTHS 12 MONTHS 12 MONTHS	*******	4,334,860 5,779,814 5,779,814 5,779,814 5,779,814 5,779,814	
31		TOTAL RESERVE	\$	33,233,928	
3	GROSS PLANT TAKEN FROM CA BY CARMEN VERDOOREN	PITALIZED SOFTWAF	RE REPORT	PREPARED	

34 CIS 11

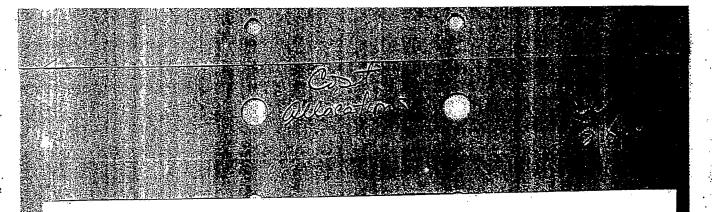
8,0



2 3	BUSINESS CASE 95 0302 - CALL CENTER SYSTEMS - ER 6710 - LOC 40 IN SERVICE 1/99 AMORTIZE OVER 5 YEARS	
5	LESS <u>GROSS COST</u> <u>RESERVE</u> <u>NET COST</u>	
6	\$ 4,476,812 \$ (2,238,406) \$ 2,238,406	
フ	AMORTIZATION	
8	\$ 4,476,812 × 20% = \$ 895,36	2
9	RETURN ON INVESTMENT	
lO	\$ 2,238,406 X 12.04% = \$ 269,504	4
11	ANNUAL COST (%) \$ 1,164,866	3
12	TOTAL CALLS HANDLED - SOUTHERN & CENTRAL - 1999 10,804,026	3
13	COST PER CALL \$ 0.1078	3
14	AVERAGE LENGTH OF CALL 242 SECONDS	
15	COST PER SECOND \$ 0.0004	ŀ

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GEORGE REYES SHOWED KEN AND MYSELF THE SERVICE ORDER AREA ON THE 3RD FLOOR OF THE LFO. KEN AND I COUNTED THE OFFICES AND CUBICLES. THERE WERE 6 OFFICES AND 78 CUBICLES 5 OF THE OFFICES HAD A WORK STATION (THE OTHER OFFICE WAS A SUPPLY 7 ROOM) AND ALL CUBICLES HAD A WORK STATION. ४ 9

AS THE CUBICLES ARE COMPACT, WE WILL

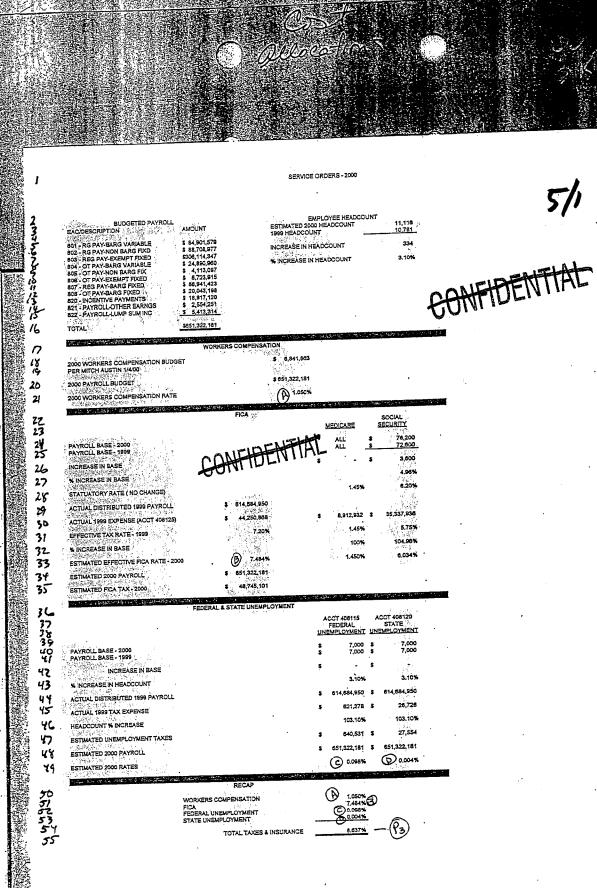
USE 1/2 THE NORMAL RATE.

SOUTHERN CARE CENTER 12 TOTAL UNIT **AMOUNT** <u>UNITS</u> PRICE 13 14 OFFICES 6 \$1,184.16 \$ 7,105 CUBICLES 78 \$ 592.08 \$ 15 46,182 WORK STATIONS 83 853.79 \$ 70,864 16 17 124,151 (PG 1,032,703 # OF CALLS 18 0.1202 COST PER CALL 20 290 SECONDS AVERAGE LENGTH OF CALL

COST PER SECOND \$

43-2 JDM12/14/200512:56 PM

0.0004

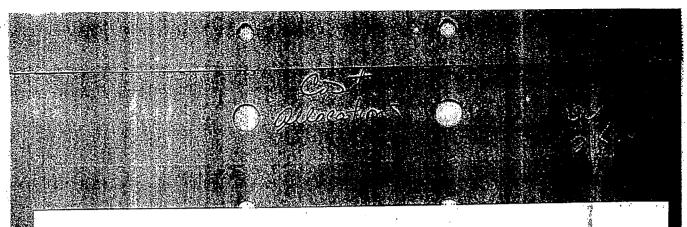


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1	SERVICE ORDERS - 2000 5/
2 3	THE FOLLOWING IS BASED ON INFORMATION PROVIDED BY PROPERTY MANAGEMENT
456	STANDARD CUBICLES AND OFFICES ARE ESTIMATED TO COST \$5,5000. THIS INCLUDES THE WALLS, FURNITURE, AND ELECTRICAL AND COMMUNICATION HOOK-UPS.
7	INSTALLED COST \$ 5,500 7 YEAR LIFE GROSS LESS ON CHOENTALET CONTINUE CONTIN
9	GROSS LESS CONFIDENTIALET PLANT
//	\$ 5,500 \$ 2,750 \$ 2,750
12	DEPRECIATION
13	14.29% OF \$ 5,500 = \$ 785.71
14	PERSONAL PROPERTY TAX
15	1.2% OF \$ 5,500 = \$ 66.00
16	PROPERTY INSURANCE
17	0.0245% OF \$ 5,500 = \$ 1.35
18	RETURN ON INVESTMENT
19	12.04% OF \$ 2,750 = <u>\$ 331.10</u>
20	<u>\$1,184.16</u>
21	WORK AREA
22	50% OF \$1,184.16 <u>\$ 592.08</u>

23 CUBE - OFFICE

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THE FOLLOWING COSTS FOR A SERVER, WORKSTATION, AND PRINTER WAS PROVIDED BY C A GARAVAGLIA OF IMO AND IS BASED ON PRICES QUOTED ON 7/30/99.

SERVER: HP NETSERVER LC3 PENTIUM 500 MHZ, 300MB RAM, NIG 9-1GB 7200 RPM DRIVE (X3) RAPID CONTROLLER HP 15" MONITOR	C <sub>i</sub>	\$ \$ \$ \$ \$	3,298 1,665 1,665 645 183		UNIT PRICE
тс	OTAL	\$	7,456	70 CONNECTIONS	\$ 107
WORKSTATION: HP VECTRA VLIB18, 10/100NIC, 32X WITH SOUND AND AUDIO HP "17" MONITOR	CD TAL	\$ \$	1,364 270 1,634		\$ 1,634
PRINTER:					
HP LASERJET 4050N		\$	1,353	10 USERS	\$ 135
				SUBTOTAL	\$ 1,876
				SHIPPING/HANDLING	\$ 100
					\$ 1,976
				6.5% SALES TAX	\$ 128

TOTAL COST 3 YEAR LIFE 2,104

NET PLANT LESS GROSS RESERVE PLANT \$ 1,052 \$ 1,052 \$ 2,104 DEPRECIATION 33.33% \$ 2,104 \$ 701.34 REAL PROPERTY TAX 1.2% OF \$ 2,104 25:25 PROPERTY INSURANCE 0.0245% OF \$ 2,104 0.52 RETURN ON INVESTMENT 12.04% OF \$ 1,052 = \$ 126.68 TOTAL ANNUAL COST \$ 853.79

TOTAL PRICE \$ 2,104

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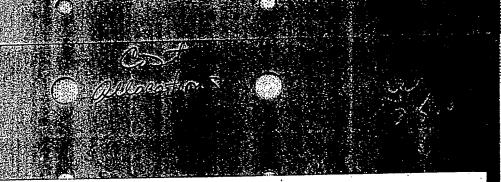
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e en zañ	77.70	Take			Anna di Anna di		C. E. Ser.	in the second second	- Act of Contract		and the same of th						<i>65</i> 7715	
	,				Section 1	SERVICE O'	15 - 2000						ı					
			i – dov	CI		A & G RECAP	en e		POWER		 SALES & -see -:	CIS&	2					
	INDIRECT EXPENSES		TOTAL	<u>A&amp;G S</u>	SERVICE D	<u>DISTRIBUTION</u>	<u>EMT</u>	<u>NUCLEAR</u> <u>E</u>	DELIVERY	appropriet States (B	MARKETING	<u>8&amp;M</u>	4					
	DEPRECIATION	\$ · ·	28,817,402 \$		7.5		<b>ENSEMBLE STATE</b>	非洲红洲的2000年1000年1				有4000000000000000000000000000000000000	<b>5</b>		2464			
		2				\$ 184,223 \$					\$ 99,949 \$		· 6					
Z.//care	PROPERTY INSURANCE	s	52,118 \$	13,106,002 \$ 35,390 \$	2,749	\$ 5,388,034 \$ \$ 3,467 \$	5	2,562 \$			\$ 311,298 \$		7	e de la companya de l				
	PROPERTY TAXES	\$	3,078,958 \$	2,062,142 \$		\$ 192,325 \$			ži i	3,127 3			8	<b>美</b>				
	ROI - FACILITIES	\$		11,229,581 \$	i e entit i igi	\$ 1,017,898 \$		ggar oksabere		1,235,923	•	1,319,576	9					
4	ROI - INTANGIBLES	\$_	9,944,055 \$	5,013,531 <b>\$</b>		\$ 1,766,535 S	1		4.		\$ 114,529 \$		i)					
	TOTAL - INDIRECT EXPENSES	\$	89,716,639 \$	53,602,889 \$	2,969,764	\$ 10,757,733	\$ 48,122 \$	4,004,164 \$	2,899,847 \$	3,983,112	\$ 2,252,494 \$	- 5,222,258	12					
1	DIRECT EXPENSES	<u>\$</u>	160,038,834 \$	130,072,955 \$	1,392,102	\$ 10,591,757	\$ 2,051,600 \$	6,888,457 \$	3,455,879 \$	5,249,289	\$ 336,795 \$	1,728,897	13	. 6				
No.	TOTAL EXPENSES	\$	249,755,473 \$	183,675,844 \$	4,361,866	\$ 21,349,490	\$ 2,099,722 \$	10,892,621 \$	6,355,727 \$	9,232,401	\$ 2,589,289 \$	6,951,155	14	4		<b>海</b>		
DOCOM	PAYROLL	<b>.</b>	126,998,118 \$	77,752,923 \$	3,489,884	\$ 12,268,306	\$ 2,663,400 \$	10,024,254 \$	9,686,837 \$	10,859,785	\$ 252,728 \$	3,742,611	15	中				
Distriction of the control of the co	A & G EXPENSE RATE (A)		196,66%	236.23%	124.99%	174.02%	78,84%	108.66%	65.61%	85.01%	1024.54%	185.73%	l lo	事	Zelici neci			
-	A & G PAYROLL RATE (B)		14.03%	8,15%	5.93%	4.76%	72.05%	6.06%	12.68%	4.73%	1.46%	4.92%	17	半	9-7			
ACCUPANCE A	ALTERNATE A & G EXPENSE RATE (C) A * B		27.59%	19.25%	7.41%	8.29%	56.80%	6.59%	8.32%	4.02%	14.96%	9.13%	18	世				
******	TOTAL		41.63%	27.39%	13.35%	13.06%	128.85%	12.65%	20.99%	8.76%	16.42%	14.05%	20	#				
is duction	LINE BUSINESS UNIT PAYROLL RATE CALL CENTER RE-ENGINEERING A & G PAYROLL RATE		\$	8.15%	5.93% 8.15%			6.06% 8.15%	12.68% 8.15%	4.73% 8.15%	1.46%	4.92% 8.15%	21 22 23	其	<u>.</u>			
Serios.	TOTAL PAYROLL RATE			8.15%	14.08%			14.21%	20.82%	12.88%	9.61%	13.06%	24	1	1000			
	LINE BUSINESS UNIT EXPENSE RATE		4		7.41%	8.29%		6.59%	8.32%	4.02%	14.96%	9.13%	25	I Marie				
4	A & G EXPENSE RATE		丰	19.25%	19.25%	19.25%	19.25%	19.25%	19.25%	19.25%	19.25%	19.25%	26					in the same
	TOTAL EXPENSE RATE	STATE OF	E	19.25%	26.66%	27.54%	76.05%	25.83%	27.56%	23,27%	34.21%	28,38%	27		Mare and	erabijeker a	in a record to the	a fre designation
-	COMPOSITE RATE		T	27.39%	40.74%	40.45%	156.25%	40.05%	48.39%	36.15%	The state of	41.44%	28					
4	<u>&amp;</u>		,						,				44					
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COST PER

SERVICE ORDERS - 2000

BUILDING LOCATION DESCRIPTION

LEJUENE FLAGLER OFFICE CRIGINAL BUILDING AND EXCLUDES SYSTEM DISPATCH 4200 W FLAGLER ST, MIAMI

RENTABLE SQUARE FOOT MOUNT CPR#'S DEPRECIATION
PROPERTY MANAGEMENT
REAL PROPERTY TAX
PROPERTY INSURANCE
ELECTRICITY 167.009 6081100190 594,585 345,759 4.31 2.51 0,01 5,33 735,904 RETURN ON INVESTMENT 301,602 16,68 TOTAL AMOUNT PROPERTY MGT WO 1408-91-019

138,000 RENTABLE SQUARE FEET RECORDER COST PER SQUARE FOOT 16.68 PS887 11,321,600 METER# ELECTRICAL USAGE - KWH COST PER KWH ACCOUNT # 85 19 340 FPL ACT 0.065 9V84822H 9V834435 735,904 ELECTRICAL COSTS

	編、夏 (新) 作。
GROSS NET BOOK	
	PRECIATION
精致的感染,这种是一种,我们就是一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个	的問題是可
389   I AND 1 I AND RIGHTS \$ 890,507 \$ 890,507 \$	St. 9334.
390 STRUCTURES & IMP \$ 5,197,524 \$ 2,899,528 \$ 2,297,996 \$	
397 COMMUNICATION EQUIP \$ 417,712 \$ 129,412 \$ . 288,300 \$	50,972
398 MISC EQUIPMENT \$ 117,767 \$ 70,899 \$ 45,868 \$	12,087
	MANUTER CO.
TOTAL \$ 6,623,510 \$ 3,099,839 \$ 3,523,671 \$	167,009
翻翻翻翻起的 4 年 2 年 2 年 3 年 4 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 年 3 2 - 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	4786.079
PERTY INSURANCE BASE \$ 5,733,003 ROI RATE 42,97%	

PROPERTY INSURANCE RATE 0.0231% ROLAMOUNT \$ 457,020

PROPERTY INSURANCE AMOUNT 1,324

TOTAL FACILITY IS 170,000 NET USABLE SQUARE FEET. THE BUILDING CURRENTLY IN USE OCCUPIES 138,000 SQUARE FEET, (138,000/170,000 = 82%), APPLIED 82% TO PROPERTY TAXES AND PROPERTY MANAGEMENT, OTHER COST CATEGORIES ARE BASED ON THE OCCUPIED BUILDING.

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BUILDCDRIVE

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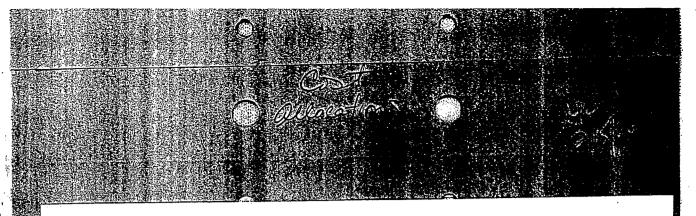
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75678

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LFO



199912

CPR Location

Description ACCT

GROSS PLANT

RESERVE

NET BOOK

6081000221 CUSTOMER SERVICES DEPARTMENT - LFO

COMMUNICATION EQUIPMENT

397 \$ 6,432,581.32 \$ (1,164,339.19) \$ 5,268,242.13

NEW SWITCHGEAR

DEPRECIATION

1/1/99 TO 12/31/99

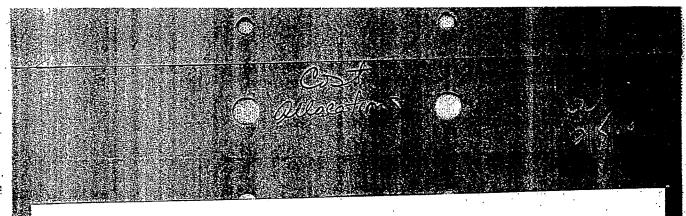
COMMUNICATION EQUIPMENT

397 \$ . 612,049

CONFIDENTIAL

LFO SWITCHGEAR

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199912

Description CPR Location

RESERVE

6042804380 EASTERN DIV REGIONAL TELEPHONE CENTER

COMMUNICATION EQUIPMENT

397 \$ 2,846,798 \$ (2,027,649) \$ 819,149

DEPRECIATION

1/1/99 TO 12/31/99

COMMUNICATION EQUIPMENT

397 \$ 149,472

LFO TELE EQUIP

JDM12/14/200512:56 PM

43-2 /19

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1999 Service Connect Calls

Miami

1,032,703

WPB

483,309

1,516,012

307

Total Calls Handled - Combined 10,804,026 242

CONFIDENTIAL

Additional Actuals based on 1999 bi-weekly salary
Miami Manager - Exempt 10 90,500
Production Analyst - Exempt 4 53,500
Secretary - Non exempt 5 32,760

Operations Supervisor

69,000

Team Supervisor Payroll

175,000 This is for the 4 team supervisors that report to the Operations Supervisor (George Reyes)

CONTIDENTIAL

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8	₫.	1 1999 Miami (Southern) Actuals		•
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	4	305. Chârge în EXEMPT/OT PA 321. Chârge în - OTHER EARNI 402. Chârge Out NON BARG FIX 403. Chârge Out EXEMPT/REG I 405. Chârge Out EXEMPT/OT PA 405. Chârge Out EXEMPT/OT PA 421. Chârge Out - OTHER EARN 615. PAYROLE REGULAR-ADJ 617. PAYROLE ADJ-NONEXEMP		8.706
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8	/9	421. Charge Out: O I HER EARN 615. PAYROLL REGULAR ADJ 617. PAYROLL TEMPORARY 618. PAYROLL TEMPORARY 620. MEALS - OVERTIME 821. BOOK PER, SUBSCRIP. 624. EMPLOYEE RELATIONS 625. EXP. ACCTS. & TRAVEL	300.6	1.676
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1	49	810 - LONG DIST. TEL SERV.	. 2.	470 Included in overall telecom budget
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FPL
Service Connect Process
RCA: #05-285-41 Undocketed
TYE: 12/31/05

Title: Oles Praction of The process alive



Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 21 Page 1 of 1

Q. Please arrange for us to observe an FPL representative. We would like to be able to observe when new customers call to initiate service or to transfer service to another residence.

Meeting logistics: Date:

Date: Time: Location: Wednesday, January 25th 12:00 PM to 1:00 PM

M.Besada and W. Goldscheck will meet you in the LFO lobby

@ 11:50 AM



13

NTEGRITY BUSINESS FORMS, INC. Phone: (947) 659-2625 Fact (647) 596-4608 Email: interplate the column

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製		BRANCH MACHINE A PROBLEM DER #3	
	1 2	Cost Measurement & Allocation Department  Cost Accounting Manual	
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	,	-GONFIDENTIAL	ę
	2	COMPIDENTIAL CONTINUES	:
	3	BACKGROUND  Market Rate Disclosure	•
	•	Florida Power & Light Company (FPL) supports affiliate operations through direct project activities and shared	
	502	administrative functions: Direct activities are charged to affiliates through specific work orders. Shared administrative functions are allocated through six management fees.	;
	9 10	All services provided to affiliates, either direct or allocated, are transferred at fully loaded rates. Payroll is transferred by using the employee job classification midpoints plus adders, which covers benefits, and	
	11 12 13	administrative adders: FPL payroll is structured to be competitive in the market place in order to secure top employees; thus fully loaded rates reflect market rates. Therefore, FPL believes that the services it provides to its	,
	14	affiliates is in compliance with its policy to charge at the higher of cost or market.	
:	15	Description of the six management fees:  1. Affiliate Management Fee-FPL corporate staff infrastructure that benefits affiliates are transferred at fully	
l.	17	loaded rates. This management fee is based on a cost pool of shared services, which is allocated based on the Massachusetts formula. Services examples include:	٠,
	18	Payroll Processing	
å	20 21	Accounting     Environmental.	
	22 23	Information Management Corporate Communications	
1.1	23 24 25	Finance/Treasury General Counsel  Finance/Treasury  Finance/Treas	•
	26 27 28	2. Power Generation Division Management Fee-FPL's Power Generation Division provides support to FPL Energy Inc. (FPLE). Fully loaded costs are charged to the affiliate based on budgeted dollars with a year.	
14	29 29	end frue up based on actual accumulated dollars via specific workorders.	٠.,
	30	<ol> <li>Energy Marketing &amp; Trading - FPL's Energy Trading provides support to FPLE. Fully loaded costs are allocated based on installed megawatts.</li> </ol>	
The state of the state of	31	4. Integrated Supply Chain-FPL provides procurement and materials management support to FPLE at fully	
	33	loaded costs allocated based on installed megawatts.  5. Nuclear Business Unit – provides nuclear operations; fuels, management team and assurance support to	•
	34	FPLE- Seabrook at fully loaded costs allocated based on installed megawatts.	- 1
r Fê	32	6. ISC Seabrook – FPL provides procurement and materials management support to FPLE-Seabrook at fully loaded costs allocated based on installed megawatts	
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:	37	CAM Manual Excerpts for #3 Page 1 of 5 CONTROL PROPERTY.	: :
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]-	INTEGRITY	1 SUSINESS FORMS, INC. (847) 508-2000 FAX (847) 508-4008	
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		FPL Service Connect Process RCA: #05-285-41 Undocketed TYE: 1237105	- W/06	
		- Tide: Cost Alleratio	r Harval 7/06	
12		st Measurement & Allocation De Cost Accounting Manual	partment	
		CONFIDENTIAL	CONFIDENTIAL	
3 7 5 6		s prepared for the use of FPL Group's regu to document cost allocation policies and p lose policies for both Inter-Company and l	lated utility subsidiary, Florida Power & ractices, and to provide guidelines to intra-Utility transactions.	
7 8 9	Outside vendors doing work for t not process payments through the clear approval of work performe	the affiliates should be instructed to bill afficiently. This eliminates duplicate invoice is	filiates directly for work performed and processing and provides affiliates with a the henefiting affiliate or business unit.	:
172 13	This manual describes processes charging is not practical.  Cost Accounting Concepts  This manual is based on the pren	ise that all costs will be apportioned betw	een regulated and non-regulated	
16 17 17 17 17	activities: Additionally, corporate operating business units; will be foregoing premise and definition  Direct - Costs of resources to	apportioned to the benefiting operating but costs are apportioned based on three cost used exclusively for the provision of services.	siness units. Consistent with the characteristics:	ja s
20 11 22 23 24 25 24	business unit other than the charging the operating busin  • Assigned — Costs of resources appropriated listing direct	lant. Direct is also used to indicate which convider. An example of Intra-Utility directes units for specific recruiting activities. es used jointly in the provision of both regmeasures of cost causation. The square for an example of assignable costs.	mated and non-regulated activities that	
27.23.25.27 7.23.25.27	<ul> <li>Unattributable (Managem for which no causal relations regulated activities through</li> </ul>	ent Fee) – Cost of resources shared by bot ship exists. These costs are accumulated at the use of the Affiliate Management Fee for s board of directors is an example of unant See Affiliate Management Fee section for	or inter-Company transactions. The costs	
32 33 34 34 34 37 38	This manual is designed to docur activities. The prevailing premise result in subsidization by either e	entity. This manual describes the standard	between regulated and non-regulated d and non-regulated activities should not services provided between regulated and set and indirect costs, affiliate	
	management fee, and other appoi applied consistently to all subsid	rtionment methods. The costing concepts	and principles described herein are	
39	CAM Manual Excepts for #3	Page 2 of 5	CONFIDENTIAL	. 12
, integr	RITY BUSINESS FORMS, INC. (847) 606-2626 FAX (847) 596-4	506		3

		FPL Service Connect Process
	·	Title: Cot allocation Hawal 11/06
	T	
	2	Cost Measurement & Allocation Department Cost Accounting Manual
		_CONFIDENTIAL_
	3 4567	Purchase Orders  When affiliates procure goods from common vendors of the Utility, they should do so directly under separate affiliate purchase orders. This ensures invoicing and product delivery will be processed directly to the affiliate, and the affiliate will not be billed for Utility loading costs. It also ensures that the contract terms (warranties and liabilities) of the purchase order(s) are placed with the affiliate, not with the Utility.
	8	Transfer of Assets
	10111213145	When an asset used in FPL's regulated operations is transferred to a non-regulated affiliate, FPL will charge the affiliate the greater of market price or net book value. Except, FPL may charge the affiliate either the market price or net book value if documentation is maintained to support and justify that such a transaction benefits regulated operations. When an asset that is to be used in FPL's regulated operations is transferred from a non-regulated affiliate, the asset must be recorded at the lower of market price or net book value. On certain occasions, FPL may record the asset at either market price or net book value if it maintains documentation to support and justify that such a transaction benefits regulated operations. An independent appraiser must verify the market value of a
	i).	transferred asset with a net book value greater than \$1,000,000
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The state of the s	<i>1</i> 7	CAM Manual Excerpts for #3 Page 3 of 5
	PATEGRI	TT SUSINESS FORMS, INC. (847) 609-2625 FAX (847) 538-4608
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	FFL Service Connect Process  RCA: #05-285-4-1 Undocketed	J. H.C.
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1.	Cost Measurement & Allocation Department Cost Accounting Manual	at .
	Cost Accounting manual	COMPINENT
·	CONFIDENTIAL	<del>COMPLEM NEW</del>
3	FACILITY AND EQUIPMENT CHARGES.	
4	Cost Measurement & Allocation is responsible for monthly entries through ER 99 we	ork orders to bill the following
	activities:	
678910	Accounting Systems  The Affiliates use the Utility's accounting systems on a limited basis for paying and these systems are the Cash and Accounts Receivable Management (CARMS) and C	delomet information placem - **
9	Plus (CIS Plus). The use of these systems is billed on a transactional basis: A cost sn  Measurement and Allocation denautment of Accounting to determine the cost to the U	Idy is performed by the Cost  Julity per transaction for these
ii tț	systems. The number of transactions are collected monthly and billed to the Affiliate	s at those rates:
12 13	Furniture and Computers The Affiliates are billed for office furniture and personal computers on a cost basis personal computers on a cost basis personal computers.	eriod. The charges are based on
14	the number of FPL owned equipment utilized by the Affiliates.	
16	Long Distance Telephone Charges  The Affiliates are billed monthly for their long distance service. This is tracked by te employee long distance IDs. Rates are based on actual contracted rates with the phon	lecommunications based on ecompanies.
19 20	Office Space Space is available to the Affiliates in Utility buildings only when vacancies exist. The	e Affiliates are charged for the
20 2/	square feet they occupy based on a market rate. Currently, FPL Energy, FPL Energy space in utility buildings, primarily the General Office and the Juno Beach Office.	BEVICES allo 1 ibotios
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22 CAM Manual Excerpts for #3 Page 4 of 5

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Service Connect Pr RCA: #05-285-4-1 Undocketed TYE: 12/31/05 CONFIDENTIAL CONFIDENTIAL Florida Power & Light Company Docket No. Undocketed 3 FPLES Service Connect Process Audit Audit Request No. 7 Page 1 of 1 Q. 7 1) Provide all bill inserts by month for 2005. 89 2) How does FPL get paid for including these inserts (ie. Does FPLES pay FPL or do the individual advertisers). 10 3) If FPLES does, provide revenues earned. 11 4) How does FPL determine how much is a reasonable advertising fee? 12 5) Provide the analysis that shows how much it costs to send a bill. 13 6) Provide the account you record revenues for these adds in. N Print out the account for the most recent 12 month data and highlight these revenues. 44-1-10 44-16 15 1) See attached files displaying the FPL bill inserts for 2005 as requested. 16 2) FPL signs agreements for the bill insert advertising service by two methods: 1) by negotiating directly with potential advertisers, in which case the advertiser pays FPL directly and 2) by utilizing a third party advertising broker, in which case the advertising broker pays FPL directly. ı'n 19 20 In 2005, FPL received revenues from FPLES in the amount of related to advertising for FPLES products. 22 23 24 4) The third party advertising broker negotiates the fee that FPL receives for this service. This is representative of the market rates available for this activity. The fee that FPL receives when they negotiate directly with a potential advertiser is also based on these market rates. 25 5) Attached is the analysis requested that shows how much it costs for FPL to send a bill.

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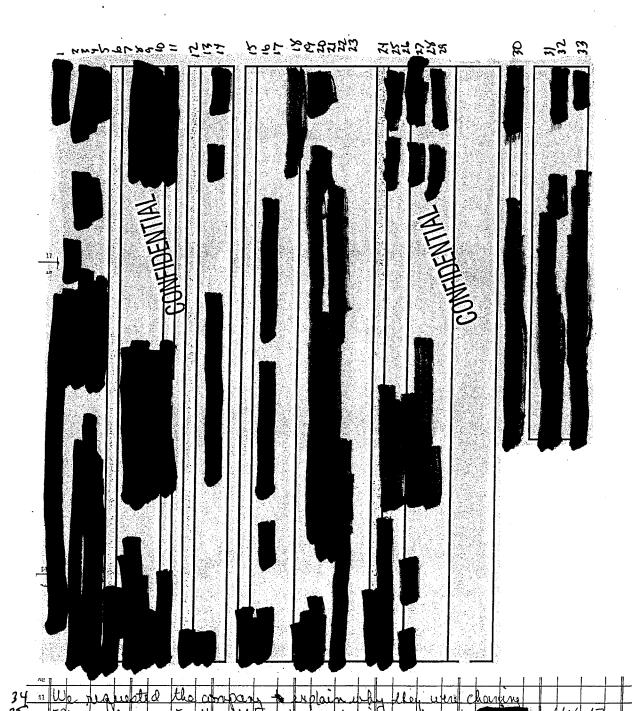
6) The revenues associated with the FPL Bill Statement Advertising program are recorded in FPL account 456,022. 7) See attached file for the print out of FPL account 456.022 for January through December 2005 (44-18) revenues specific to the FPL Bill Statement Advertising program.

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One page bill cost analysis 2005 2/6/06

Title Cool and egges

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FFL
Service Connect Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05
Title: BULL A

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Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 17 Page 1 of 1

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- 1) IS FPLES paying FPL for their billing inserts?
- 2) If so, please provide documentation for this and
- 3) Also, show me if this rate is comparable to what other companies are paying FPL for their own billing inserts

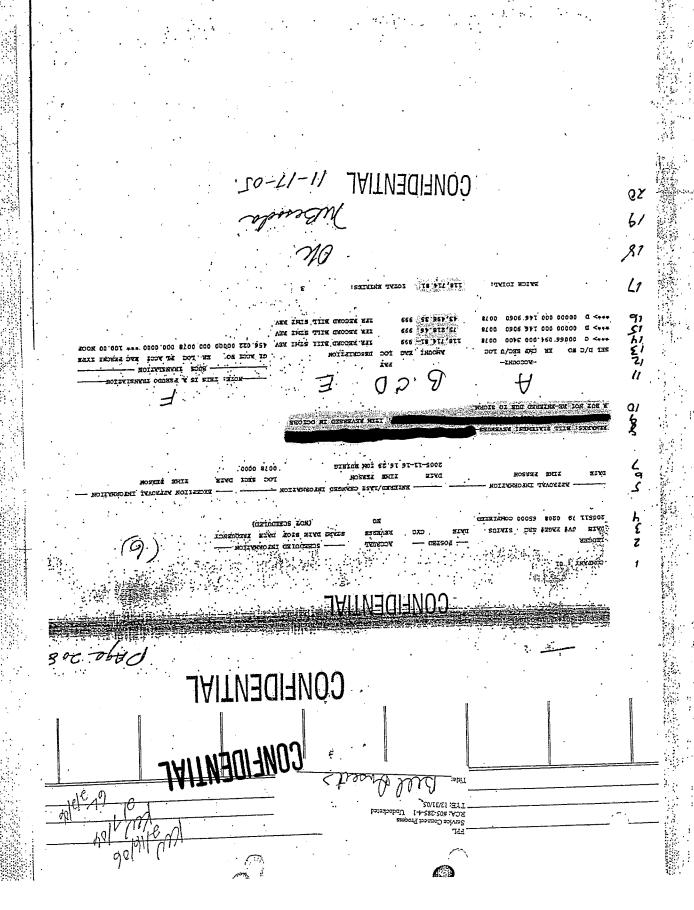
A

- 1) Yes.
- 2) See attached journal entry that documents the transaction between FPLES and FPL. Note that the revenue to FPL is recorded in FPL's account 456.022, while the debit is recorded on the books of FPL to the inter-company account 146.906 "FPL Receivable from FPLES- VAPS".
- 3) FPL receives revenue related to "bill inserts" by two mechanisms: 1) directly from the advertiser such as FPLES or, 2) from its third party advertising broker. Regardless of the arrangement, the rates are comparable. For example, FPL receives a fee of per thousand inserts from the third party advertising broker. This broker typically bills its client (the third-party advertiser) a total fee of per thousand inserts. If FPLES is the advertiser, FPL receives the total fee of thousand inserts. No broker is involved when FPLES is the advertiser.

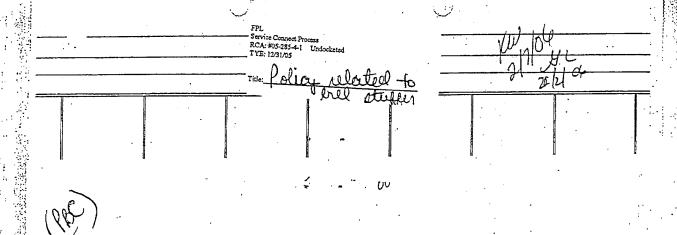
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PITEGRITY BUSINESS FORMS, INC. Phona: (G47) 599-2925 Fax: (847) 588-4508 Email: hospitus & action



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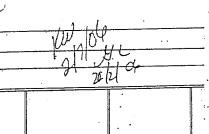
Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 22 Page 1 of 1

- Please provide your policy that shows what you require of companies that advertise through your bill stuffer.
  - 2) Is there any FPL review of the companies? (i.e. financial integrity, reputation, etc.)
  - 3) Provide the criteria of the review.
  - 4) Does FPL review the bill stuffers to determine if the advertisement appears to indicate that FPL is endorsing the company, its products or services?
  - 5) Provide criteria used.
- See attached screening criteria worksheet used in the bill insert management review process.
  - 2) Yes
  - 3) See attached screening criteria worksheet.
  - 4) Yes
- 5) As part of the management review process, FPL reviews the content of the bill insert. If the bill insert content appears to indicate that FPL endorses the company, its products or services, then the bill insert is not approved.

44-20 1

FPL
Service Comment Process
RCA: #05-285-4-1 Undocketed
TYE: 12/31/05

Title: Policy related for



# CONFIDENTIAL

	If Yes Reject Ulves?  O=No, 5=Yes	0=No Listing Poor=-2, Fatr=-1;. 3=Good, 4=Very Good, 5=Excellent	Enter 0-5, 5=none, 0=most severe 3=moderate	If Yes, Reject	s and explain Enter 0-5, 5=none, 0=most severe, 3=moderate;	O=No, 3=Yes 'O=No, 3=Yes O=No, 3=Yes	years? : Rank. Enter. 0-5; 5=none, 0=most severe. 3=moderate. *	Total Score Status  If Yes then Reject.
Tritidi Parth Advertising Ruestons Tronce Cuality	2. Is this a "vical" product compete with FPL branded products or services?  2. Is this a "vical" product?  3. Is this fulfilled using ONLY direct marketing vehicles?  4. Is the quality of the creative or value of the offer in question?  5. Is this product compatible with FPL's core competencies and initiatives?  6. Does this company, support a Florida lifestyle?	7. What is the ranking by Consumer's Reports?	*8. Is there negative press regarding this product during the past 5 years?: Rank by severity. List sources and explain on Background sheet.	1. Is this company listed as one of Top Corporate Criminals? 2. Is the company actively supporting controversial/political issues?	*3. Is there a consumer sult pending? Rank by severity. List sources and explain on Background sheet.	4. Does this company listed in the CoreBrand Report? 5. Is this a Harris Interactive Top Consumer Brand? 6. Is this a Business Ethics Best Corporate Citizen?	*7. Is there negative press regarding this company during the past 5 years? Rank Enter 0-5, 5-none '0-most severe by severity. Explain on Background sheet	Total Score Scoring Key <10 = reject; > 10 accept If there is nothing to score the company on, then determine: Is there any risk of this company delivering on its promise? Will any Stakeholders, small businesses, or environmental concerns be impacted by this decision?



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Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 23 Page 1 of 1

- 1) Is there any other action FPL has taken to ensure that bill stuffers do not indicate FPL endorsement?
- 2) Please provide.
- 10 3) Has FPL ever denied any bill stuffer?
  - 4) Provide the reasons and the names of the companies.

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- 1) See response #5 to question #22.
- 14 2) See response #5 to question #22.

15 3) Yes.

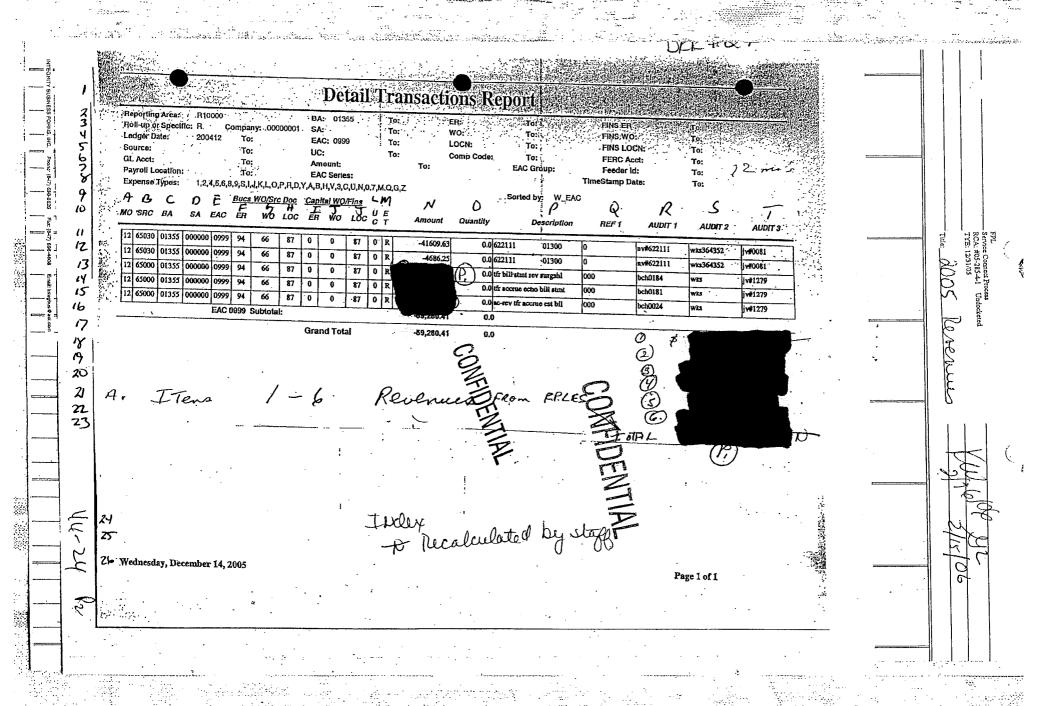
4) The following companies were not approved by FPL as a bill insert advertisement.

	•	· · · · · · · · · · · · · · · · · · ·
·17	Name of Company	Reason for Denial
18		FPL management decision
19		Falled screener worksheet evaluation
20		Concern with timing of insert and appeal of product to large market
22 <sup>.</sup> 23		Concern with timing of insert and appeal of product to large market

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	FPL Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05 Title:	5
· (bus)	La Production	
2 3 4 5 Q. 7 Q. In the ans 2005" whi	GONFIDENTIAL  wer to document record request 7 item 5	Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 24 Page 1 of 1 I received "One Page Bill Cost Analysis for
	ch says the cost per one page insert is 3 litem 3 you say that FPL receives revenue the charge of the insert lower than FPL's cos	0 cents. The a nawer to document record sof \$15 per 1000 inserts:
2) Is FPLE	S considered a third party advertising broke	
1) The \$0.3 question 7 ounce or le	3054 cost provided in the "One Page Bill Co ) is the 2005 estimated cost for FPL to gene iss. The fee that FPL receives of \$15 per 1,4 keting rate for bill insert advertising. Thus, a per 1,000 insert fee is not appropriate.	st Analysis 2005" document (item 5 of rate a one page printed bill weighing one 300 inserts (referenced in question 17; item comparison of the \$0.30 one page bill cost
	CONFIDE	
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INTERPRED BLIGINESS FORMS INC. Phone JAIT.	KGR_9196 Far (847) 69R_4508 Email: infenbus Gad.com	

RCA: #05-285-4-1 TYE: 12/31/05 CONFIDENTIAL Confidential Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 27 Page 1 of 1 received by FPL from FPLES for the advertising of FPLES The 2005 revenues of products does not tie to the Detail Transaction Report provided to as the answer to Document Record Request #7, item 7. Reconcile. 10 revenues referenced in item #3 of question #7 were for the time period of " 7213 December 2004 through mid December 2005. This revenue amount is the sum of six different amounts as shown in the table below: 14 Number on Detail Transaction Month/Year Amount 15 Report 16 Dec. 2004 2 May 2005 June 2005 August 2005 20 Nov. 2005 · Nov. 2005 22 Revenue amounts #2 through #6 from the table above are identified on the attached Detail Transaction Report. (This is the same report provided in response to item #7 of question 7.) In addition, the Detail Transaction Report for December 2004 is provided, indicating amount #1 from table above. CONFIDENTIAL beguest 7, item 7 requested sevenues for the ads, related to bill threats purrole accept and printent of the account on the most current 12 monte date. 26 27 28



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**Detail Transactions Report** Reporting Area: R10000 Half up or Specifics R Company: 00000001 FINS ER To: To: 200512 FINS WO: To: LOCN: To: FINS LOCK: FERC Acct: **EAC Group:** Feeder Id; EAC Series: Expense Types: 1,2,4,5,6,8,8,5,1,1,K,L,O,P,R,D,Y,A,B,H,V,S,C,U,N,0,7,M,Q,G,Z TimeStamp Date: A. B. C. D. E. Bues WO STO DOC CAPITAL WOFFINE LM Sorted by: LEDGER\_DATE,W\_NEW\_GL Amount Quantity Description AUDIT 1 04 65030 01355 000000 0999 94 66 78 0 AUD/T 5 v#0081 -155,427.95 0.0 13 Ledger Date 200504 Subtotal: -165,427.95 0,0 05 65030 01355 000000 0999 94 05 65030 01355 000000 0999 94 0.0 645970 WEE364352 05 65000 01355 000000 0999 94 0.0 645970 01300 v#645970 66 WXX364352 Jv#0081 -93000.00 .05 65000 dt355 000000 0999 94 ch0304 WES Jv#0579 Optifr Mill stoot ver surgesh 05 65000 01355 000000 0999 54 bcb0262 v#0579 131000.00 05: 650 10 01355 000000 0999 94 ch0051 1v#0579 20 uv#645970 GL Account 450022 Subtotal: -60,968,67 21 Ledger Date 200505 Subtotal: -80,988.67 06 65000 01355 000000 0999 94 06 65030 01355 000000 0999 94 bch0109 iv#0679 17987.80 06 65030 01355 000000 0999 94 0.0 646943 av#646943 WK4364352 v#0081 21816.38 06 65030 01355 000000 0999 94 0.0 646943 nv#646943 WK#364352 v#0081 06 65030 01355 000000 0999 94 nv#646943 wk1364352 v#0081 0.0 646948 06 65000 01355 000000 0999 94 v#646948 wkx367910 ¥#0081 061 65000 01355 000000 0999 94 0.0 tfr roard bill strat reven bch0230 v#0679 -75000.00 0.0 tfr accrue bill strat rev 06 65030 01355 000000 0999 94 bch0246 wks v#0679 16 65030 01355 000000 0999 94 0.0 650309 01300 nv#650309 wks364352 v#0081 -23298.98 .06 65030 01355 000000 0999 94 0.0 650309 01300 av#650309 wxx364352 1800W -17987.80 06 65030 01355 000000 0999 94 v#646944 78 MK4364352 v#0081 -21816.38 0.0 646944 · -127,617.15 Wednesday, December 14, 2005

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FPL GROUP, INC.

CODE OF BUSINESS CONDUCT & ETHICS

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#### INTRODUCTION

FPL Group, Inc. expects all representatives of the Company and its subsidiaries (collectively, the "Company") to act in accordance with the highest standards of personal and professional integrity in all aspects of their activities and to comply with all applicable laws, regulations, and Company policies. This Code of Business Conduct & Ethics (the "Code") applies to all representatives of the Company, including directors, officers and employees, temporary employees and all others who work with or represent us, directly or indirectly.



#### LEGAL & ETHICAL RESPONSIBILITIES TO THE COMPANY

#### Responsibilities for Compliance

It is your responsibility to read and understand this Code and to comply with it in both letter and spirit. Although this Code addresses a wide range of business, legal, and ethical matters, it cannot anticipate every issue that may arise. In many situations, your judgment and common sense will provide sufficient guidance; if something seems unethical or improper, it probably is. But, if you are unsure of what to do in any situation, you should seek additional guidance and information before you act by contacting your supervisor, the head of your Business Unit or a Compliance Officer (who are listed under "Compliance Assistance" at the end of this Code).

It is also your responsibility to report any actual or suspected violation of a law or regulation, fraud, and any other violation or suspected violation of this Code. You may do so by contacting a Compliance Officer. You may also call our 24-hour "Hotline" at 888.694.6444 or contact any member of the Audit Committee of the Board of Directors of FPL Group (see "Compliance Assistance"). You may choose to remain anonymous.

The Company prohibits any retaliatory action against any individual for raising legitimate concerns or questions regarding compliance with this Code or other ethics matters.

#### Records and Reporting

All records, data, and information owned, maintained and used by the Company must be accurate and complete. You are personally responsible for the integrity of the information, records and reports under your control. Records must be maintained in sufficient detail as to reflect accurately the Company's transactions. All financial statements must be prepared in accordance with generally accepted accounting principles and fairly present in all material respects the financial condition and results of the Company. All reports filed with the Securities and Exchange Commission must not contain any misstatement of a material fact or omit to state a material fact necessary to

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make the statements made, in light of the circumstances under which such statements were made, not misleading.

If you have any concerns or complaints regarding questionable accounting, internal accounting controls or auditing matters, you are encouraged to submit those concerns or complaints (anonymously, confidentially, or otherwise) to the Audit Committee of the Board of Directors which will, subject to its duties arising under applicable law, regulation and legal proceedings, treat such submissions confidentially. Such submissions may be directed to the attention of Audit Committee or any director who is a member of the Audit Committee. A separate Whistleblower Policy has been adopted by the Company specifying additional procedures and protections for these types of concerns or complaints, copies of which may be obtained from a Compliance Officer.

Business records and other documents may become public through litigation, government investigations and the media. In this context, the Company or a third party may be in a position to rely on or interpret the document with the benefit of hindsight and the disadvantage of imperfect recollection. Accordingly, it is important that you avoid exaggeration, colorful language, guesswork, legal conclusions, and derogatory remarks or characterizations of people and companies. This rule applies to documents and communications of all kinds, including e-mail and informal notes and memoranda.

Records must always be retained and destroyed according to the Company's record retention policies. The Company's retention policies are based on specific statutory and regulatory requirements, some of which are specific to a particular business operation. These retention requirements apply to all Company documents, including e-mail and other electronic records. You are prohibited from destroying any records that are potentially relevant to a violation of law, any current pending or threatened litigation or any pending, threatened or foreseeable government investigation or proceeding.

#### Proper Use of Company Assets

Protecting the Company's assets, both tangible and intangible, against loss, theft, and misuse is your responsibility. These assets were acquired solely for the purpose of conducting the Company's business. They may not be used for personal benefit, sold, loaned, given away, or disposed of except with proper authorization. Assets include cash, securities, business plans, customer information, supplier information, intellectual property (including computer programs, models and similar items), physical property (including equipment, vehicle, tools and supplies) and services.

Misappropriation of Company assets is theft and a breach of your duty to the Company. An employee engaging in such action is subject to immediate dismissal and prosecution, if applicable.

Computer software and information provided by the Company and loaded on your computer is Company property. Licensed software or documentation must be used strictly in accordance with licensing agreements and must not be duplicated without permission. You are responsible for safeguarding logins and passwords which provide access to Company networks.

Internet access and all Company electronic communications systems, such as e-mail and voice mail, are made available to you only to conduct the Company's business and incidental non-solicitational use. Company systems are the property of the Company and all communications are subject to review by appropriate, authorized Company personnel at any time. Users have no expectation of personal privacy in their use of Company communications systems or information sent to or from or stored in Company communications systems.

Use of Company computer resources or communications systems for the following is prohibited: abusive or otherwise objectionable language; information which is illegal or obscene; messages which are likely to result in the loss of the recipients' work or systems; messages which defame or libel others; use which Interferes with the work of

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employees or others, including sexual or other harassment violative of applicable laws and Company policies; and solicitation of employees for any unauthorized purposes.

If you become aware of the theft or misuse of Company assets, immediately report the matter to your supervisor, your Business Unit Head, Corporate Security, or a Compliance Officer.

#### Proprietary and Confidential Information

You must retain in strictest confidence, and use solely for the benefit of the Company, all proprietary and confidential information relating to the Company which you acquire, directly or indirectly, in connection with your employment or association with the Company. Proprietary or confidential information about the Company may not be disclosed to anyone outside the Company without specific authorization by the Company or to other Company personnel unless they have a need to know the information.

Examples of proprietary and confidential information include, but are not limited to, any system, information or process that gives the Company an opportunity to gain an advantage over its competitors; nonpublic information about the Company's strategies, business plans, forecasts, operations, and results; nonpublic information about customers and vendors; nonpublic information about the Company's systems, technology, products and services; and employee medical and other records.

You are responsible for safeguarding all proprietary and confidential information under your control. This includes taking steps to ensure documents are produced, handled and discarded in a manner that minimizes the risk that unauthorized persons might obtain access to them. You should also ensure that access to work areas and computers is properly controlled. Also you should not discuss proprietary or confidential information in public places, such as restaurants or airplanes, or on cellular phones.

#### ADDITIONAL LEGAL & ETHICAL RESPONSIBILITIES

#### Conflicts of Interest

You must be sensitive to any activities, interests or relationships that might conflict, or even appear to conflict, with your ability to act in the best interests of the Company. Since it is impossible to describe every potential conflict of interest, the Company necessarily relies on you to exercise sound judgment and to adhere to the highest ethical standards. To assist you in this regard, a few of the more common situations in which a conflict of interest arises are described below.

Any activity, interest or relationship of yours that might constitute a conflict of interest must be disclosed in writing to and approved by the Company prior to the time the situation arises whenever possible and, in any event, no later than when you first become aware of it. Conflict of interest situations involving members of the Board of Directors of FPL Group should be disclosed to the Board of Directors and the General Counsel; all other such situations should be disclosed to the person's supervisor and a Compliance Officer. If you are in doubt about a situation, ask a Compliance Officer.

A potential conflict of interest arises if you or any person having a close personal relationship with you (a "related person") has a direct or indirect interest in, or may derive a benefit from, or is employed by a business enterprise which does or seeks to do business with the Company. However, a situation in which a related person is employed by a business enterprise that furnishes products or services to the Company and the general public at prices and terms generally applicable to all its customers, and whose compensation is not determined in whole or in part by reference to the amount of business done with the Company, would not be considered to give rise to a conflict of interest.

Also, ownership of less than 1% of the outstanding publicly-traded securities of a business enterprise doing, or seeking to do, business with the Company is not considered to be a conflict of interest.

A person with whom you have a close personal relationship means your spouse, parents, children, siblings, mothers and fathers-in-law, sons and daughters-in-law, any person living in the same house with you or any business associate of yours.

You owe a duty to the Company to promote its business interests at every opportunity. Accordingly, you may not take for yourself a corporate opportunity that is discovered in the course of your employment or other association with the Company, nor may you compete with the Company. Among other things, you may not take for yourself opportunities that are discovered through the use of corporate property or information or your position, and you may not use corporate property or information for personal gain. Similarly, all copyrights, patents, trade secrets or other intellectual property associated with every idea, concept, technique, invention, process and work of authorship developed or created by you in the course of performing work for the Company belongs to the Company, and, if requested, shall be specifically assigned by you to the Company.

#### Gifts and Entertainment

Neither you nor any person with whom you have a close personal relationship may accept gifts or anything of value (including entertainment) from a vendor (existing or potential) or customer if that gift or other thing of value is, or could reasonably be considered to be, intended to influence your behavior toward that vendor or customer. Absent such circumstances, gifts may be accepted when permitted by applicable law if they are non-cash gifts of nominal value (\$250 or less, individually or in the aggregate) or customary and reasonable meals and entertainment at which the giver is present, such as an occasional business meal or sporting event. Travel or lodging may not be accepted unless previously approved by your Business Unit Head.

If you are offered money or a gift not in conformity with the exceptions noted above, or if either arrives at your office or home, you must report it to your supervisor in writing with a copy to a Compliance Officer.

#### Insider Trading

Federal securities laws and Company policy prohibit a director, officer or other employee of the Company who is in possession of material, nonpublic information relating to the Company from directly or through family members or other persons or entities: (a) buying or selling securities of the Company or engaging in any other action to take personal advantage of that information or (b) passing that information on ("tipping") to others outside the Company, including family and friends.

In addition, it is the policy of the Company that no director, officer or other employee of the Company who, in the course of working for the Company, learns of material, nonpublic information about a company with which the Company does business, including a customer or vendor of the Company, may trade in that company's securities until the information becomes public or is no longer material.

It is not possible to define all categories of material information. However, information should be regarded as material if there is a reasonable likelihood that it would be considered significant by an investor in making a decision to buy, hold or sell securities. Similarly, any information that could be expected to affect the Company's (or another company's) stock price, whether it is positive or negative, should be considered material.

Nonpublic information is information that has not been previously disclosed to the general public and is not otherwise available to the general public. Even after disclosure, information is still considered nonpublic until an adequate time has passed for the securities markets to absorb the information. As a general rule, information should not be considered absorbed until after the close of business on the first "trading day" following the date of public disclosure of the information. A trading day is a day the New York Stock Exchange is open for trading.

This insider trading policy also applies to your family members who reside with you, anyone else who lives in your household, and any family members who do not live in



your household but whose transactions in Company securities are subject to your control or influence.

It is also illegal to "tip" or pass on inside information to any other person if you know or reasonably expect that the person receiving such information from you will misuse such information by trading in securities or passing such information on further, even if you do not receive any monetary benefit from the tippee.

The foregoing is a summary of certain portions of the Company's Policy on Securities Trading by Company Personnel which is available on the Company's website at <a href="http://www.fplgroup.com/governance/contents/securities\_trading.shtml">http://www.fplgroup.com/governance/contents/securities\_trading.shtml</a>. You are expected to be familiar with, and to abide by, the complete policy.

#### Antitrust Laws

The Company is subject to complex laws designed to preserve competition among enterprises and to protect consumers from unfair business arrangements and practices (generally known as "antitrust laws"). You are required to comply with these laws at all times.

The potential for anti-competitive conduct can arise in various situations. These include proposals from competitors to share price or other competitive marketing information or to allocate markets or customers and discussions at industry trade association meetings of competitively sensitive topics, such as prices, pricing policies, costs and marketing strategies. All such situations should be avoided.

If a competitor, customer or a supplier tries to discuss subjects with you that raise concerns about anticompetitive conduct, you should refuse to do so and ask the person to stop immediately. If necessary, you should leave or otherwise terminate the conversation and report the matter to the Company's General Counsel or another member of the Law Department.



#### Commitment to the Environment

It has been, and will continue to be, the intent of the Company to conduct its business in an environmentally responsible manner. Accordingly, the Company undertakes to:

- Comply with the spirit and intent, as well as the letter, of environmental laws, regulations and standards.
- Incorporate environmental protection and stewardship as an integral part of the design, construction, operation and maintenance of its facilities.
- Encourage the wise use of energy to minimize the impact on the environment.
- · Communicate effectively on environmental issues.
- · Conduct periodic self-evaluations and report performance.

The Company has implemented an Environmental Assurance Program to assure compliance with all environmental laws and regulations and the fulfillment of its environmental commitment.

#### Privacy of Employee Information

The Company recognizes and protects the privacy and confidentiality of employee medical and personnel records. Such records must not be shared or discussed outside the Company, except as authorized by the affected employee or as required by law, rule, regulation or a subpoena or order issued by a court or requested by a judicial, administrative or legislative body. Requests for such records from anyone outside the Company must be approved by internal Company legal counsel.

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#### **WORKPLACE RESPONSIBILITIES**

#### Fair Employment and Diversity

The Company considers diversity in our people critical to our success, and we seek to recruit, develop and retain the most talented people from a diverse candidate pool. Advancement at our Company is based on talent and performance. We are fully committed to equal employment opportunity and compliance with the letter and spirit of the full range of fair employment practices and nondiscrimination laws.

#### Harassment and Intimidation

The Company prohibits sexual or any other kind of harassment or intimidation, whether committed by or against a supervisor, co-worker, customer, vendor or visitor. Harassment, whether based on a person's race, gender, color, creed, religion, national origin, citizenship, age, disability, marital status, sexual orientation, ancestry, veteran status or socioeconomic status, is repugnant and inconsistent with our commitment to providing a respectful, professional and dignified workplace.

if you believe that you are being subjected to harassing behavior, or if you observe or receive a complaint regarding such behavior, you should report it to your supervisor, or to your Business Unit's Human Resource Relationship Manager, or to the EEO Coordinator, or to the Employee Relations Hotline at 888.552.1055. Also, please consult the Employee Practices section of your FPL Policy Handbook. The Company will promptly investigate all allegations of harassment or discrimination and will take appropriate corrective action. Retaliation against individuals for raising claims of harassment or discrimination is prohibited.

#### Safety

The Company assigns the highest priority to the safety of its people. No job is so important that it has to be worked in an unsafe manner.

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The Company maintains a comprehensive employee safety program for the prevention of accidents. Supervisors and management are responsible for monitoring the use of all reasonable safeguards in the workplace including Company procedures, safe work practices, and personal protective equipment.

Ultimately, however, all employees are responsible for their own safety. Every employee must, for his or her own and fellow workers' health and welfare, abide by the Company procedures and safe work practices, and use all appropriate personal protective equipment. In particular, the Company is committed to maintaining the highest standards of nuclear safety in the design, operation and maintenance of our nuclear power plants. It is each employee's responsibility to bring to the attention of management any concerns relating to the safety of design, operation and maintenance of our nuclear plants.

Alternatively, employees can voice any concerns through the Nuclear Safety SPEAKOUT Program. In addition, anyone is free to bring such matters, at any time, to the attention of the Nuclear Regulatory Commission.

No employee will be discriminated against, in any way, for having brought his or her concerns to the attention of management, Nuclear Safety SPEAKOUT, or the Nuclear Regulatory Commission.

#### **Drugs and Alcohol**

The Company is firmly committed to providing its employees with a safe workplace to the extent reasonably possible and to promoting high standards of employee health.

The Company expects all employees and contractors to report to work able to perform their duties safely. Substance and alcohol abuse by employees or contractors is regarded as an unsafe work practice by creating an increased risk to their safety and the safety of their fellow workers and the public.

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The Company has explicit policies in this regard, which you are required to know. Employees in certain specific safety-sensitive work situations may be subject to more stringent requirements such as, but not limited to, those associated with the Nuclear Fitness for Duty Program, Commercial Driver's License requirements, or the Omnibus Transportation Employee Testing Act of 1991 and applicable federal regulations.

All such policies will be strictly enforced. You may obtain copies of them from a Compliance Officer.



#### REPRESENTING THE COMPANY TO CUSTOMERS & OTHERS

#### **Treatment of Customers**

Our customers are extremely important to us. They are the reason the Company exists and our success depends upon their satisfaction. Customers are always to be treated with the utmost respect and courtesy. They are also to be treated fairly. No customer should be given preferential treatment.

Information that we have regarding our customers is to be kept confidential and used only for Company purposes. Customer satisfaction is the job of every employee.

Those of us who work on or around our customers' property have a special obligation. We should avoid unnecessary damage to a customer's property. If some damage is necessary in order to provide our services, it should be kept to a minimum and the property restored when the work is finished.

#### Honesty with Regulators

In our businesses, we are extensively regulated by a number of commissions, agencies, and other governmental entities. While we may not always agree with these regulators, it is essential that the information that we supply to them be accurate and not misleading. We must cooperate with all our employees and representatives who interface with our regulators and supply them in a timely manner with accurate and complete information which they require to fulfill their responsibilities.

#### Communications with the Public

Before publishing, making speeches, giving interviews or making public appearances that are connected to the Company's business interests, you must get approval from your supervisor.

In addition, in order to ensure the Company's communications with the public are accurate, complete, consistent and in compliance with applicable law, while still

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protecting the Company's confidentiality and interests, you should always refer all news media, securities analyst and investor inquiries to Corporate Communications or Investor Relations. You should not provide responses unless specifically requested to do so by an appropriate Company representative.

#### Political Activities and Contributions

You have the right to participate voluntarily in the political process. No one in the Company may require you to contribute to, support or oppose any political candidate or group. If you choose to participate in the political process, you must do so as an individual, not as a representative of the Company. You may not work on a political fundraiser or other campaign activity while at work or use Company property for these activities. Any overt, visible and partisan political activity that could cause someone to believe that your actions reflect the views or position of the Company requires the prior approval of the General Counsel. Any questions regarding the Company's policies on political activities should be directed to the Vice President, Government Affairs or the Vice President, State Legislative Affairs, of Florida Power & Light Company.

U.S. federal law and the laws of certain states (not including Florida) generally prohibit a corporation from making political contributions. This prohibition includes monetary contributions, "in-kind" contributions (e.g., the use of facilities for a fundraiser, purchase of tickets for receptions or dinners, advertisements in journals or payments for services) and gifts to officials. Generally, our Political Action Committee (FPL PAC), which is funded by personal contributions made by Company employees, is the only permissible source for funding U.S. political contributions on matters important to the Company.

#### **Lobbying Activities**

The Company encourages every employee to take an active interest in government processes. Any such participation, however, is to be undertaken as an individual – not as a representative of the Company.

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As a general matter, you should not engage in lobbying activity on behalf of the Company. Any lobbying activity that is undertaken on behalf of the Company requires the prior approval of the Vice President, Government Affairs or Vice President, State Legislative Affairs of Florida Power & Light Company or, in the case of local governments, the Vice President, Corporate Communications.

Lobbying activity generally includes attempts to influence the passage or defeat of legislation, and it may trigger registration and reporting requirements. The U.S. government and many states (including Florida) extend the definition of lobbying activity to cover efforts to influence formal rulemaking by executive branch agencies or other official actions of agencies.

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#### **WAIVERS**

#### Waivers of this Code

Any waiver of any provision of this Code for executive officers (as "officer" is defined in Rule 16(a)-1(f) under the Securities Exchange Act of 1934, as amended) or directors must be approved by the Board of Directors, or a designated committee of the Board. Any such waiver must be promptly disclosed to shareholders in accordance with applicable New York Stock Exchange rules. The Company generally will not grant such waivers and will make exceptions only for good cause.

#### **COMPLIANCE ASSISTANCE**

The following officers of the Company have been designated as "Compliance Officers" to oversee the implementation and enforcement of this Code and other legal compliance programs of the Company and to assist you in complying with them. You may contact them by sending an e-mail to <a href="mailto:ComplianceAssistance@FPL.com">ComplianceAssistance@FPL.com</a>

Name

Title

Edward F. Tancer

Vice President & General Counsel

Alissa E. Ballot

Vice President & Corporate Secretary

Maria V. Fogarty

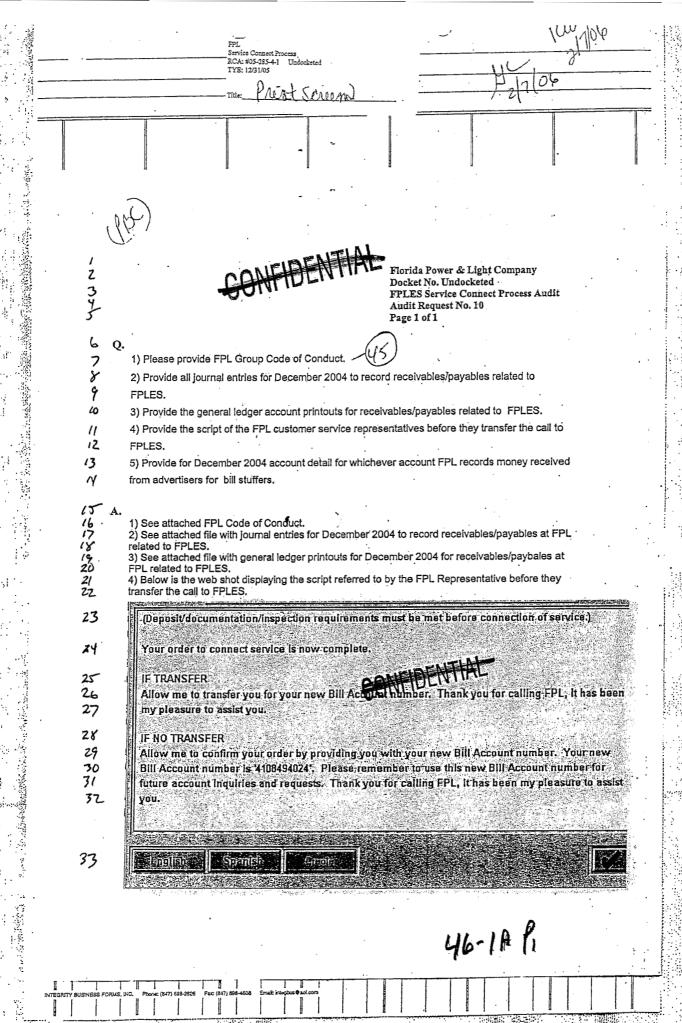
Vice President, Internal Audit

In addition, you may contact any member of the Audit Committee of the FPL Group Board of Directors by calling 561.694.4644 or writing to: Chairman of the Audit Committee, FPL Group, Inc., PO Box 14000, 700 Universe Boulevard, Juno Beach, Florida 33408.

Adopted March 31, 2004; revised July 29, 2005

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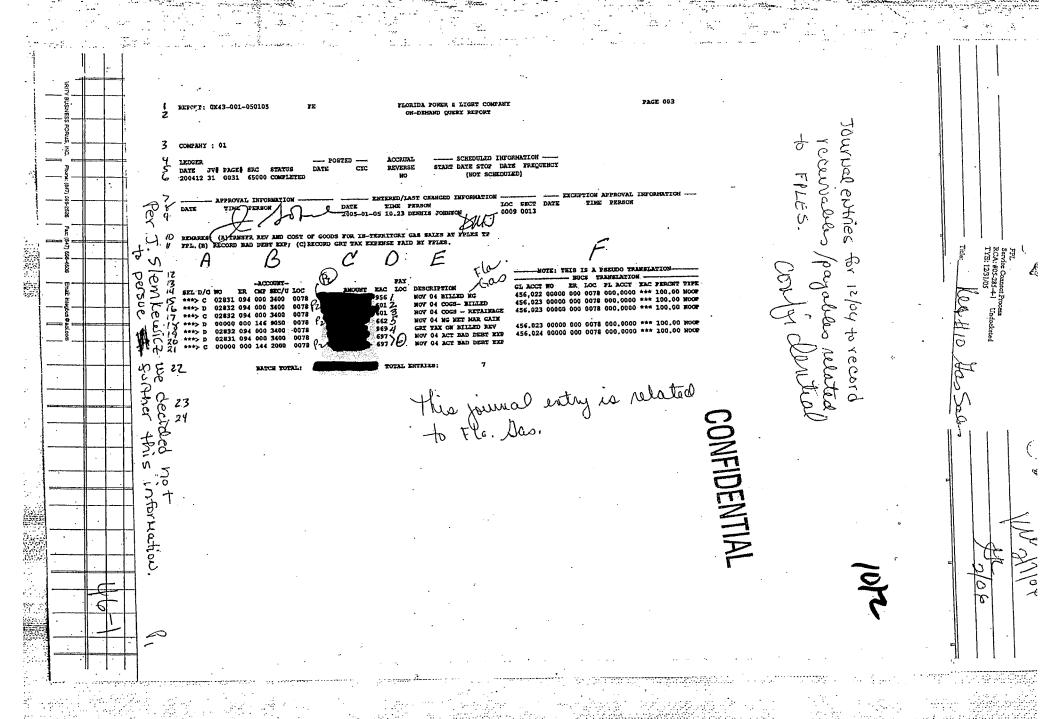
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5) See attached file for December 2004 FPL account detail, where revenues are recorded related FPL's Bill Statement Advertising program.

MTEGRITY BUSINESS FORMS, INC. Phone: (847) 698-2026 Faz: (847) 698-4506. Email: http://doi.org/10.1001



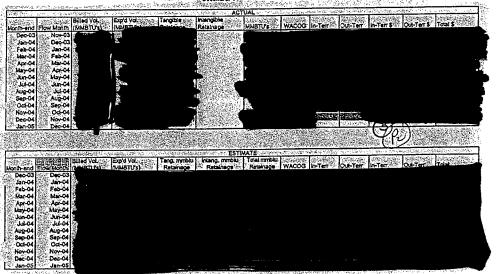
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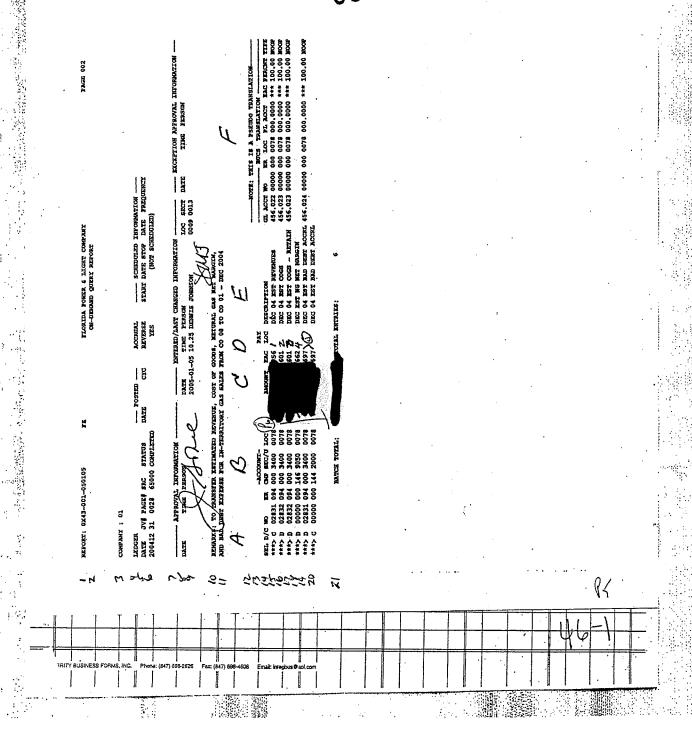
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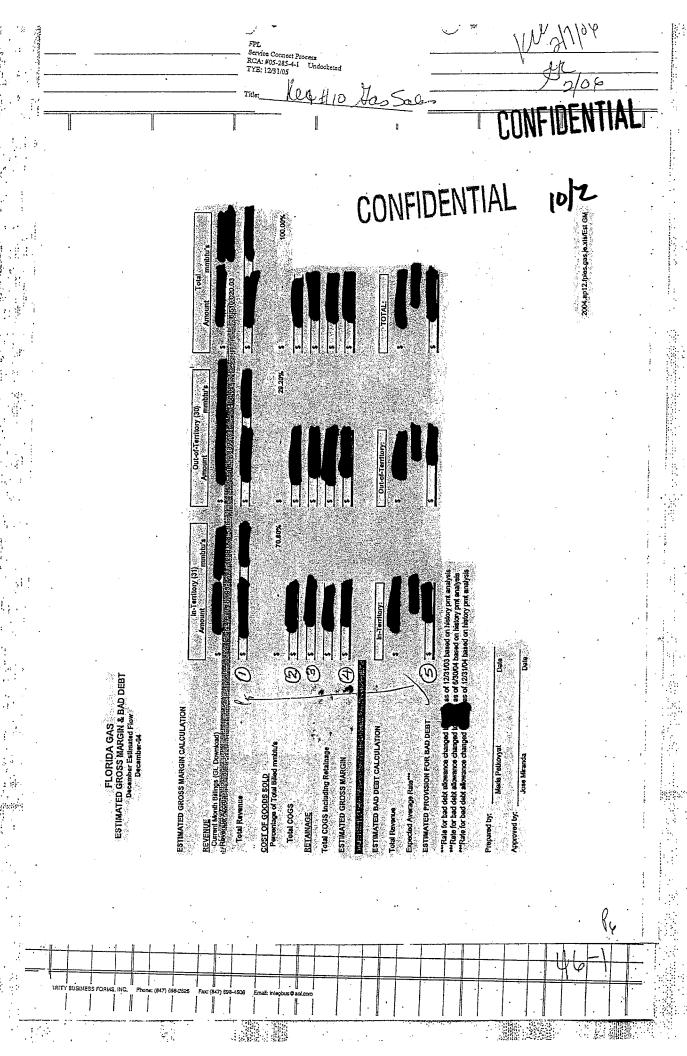
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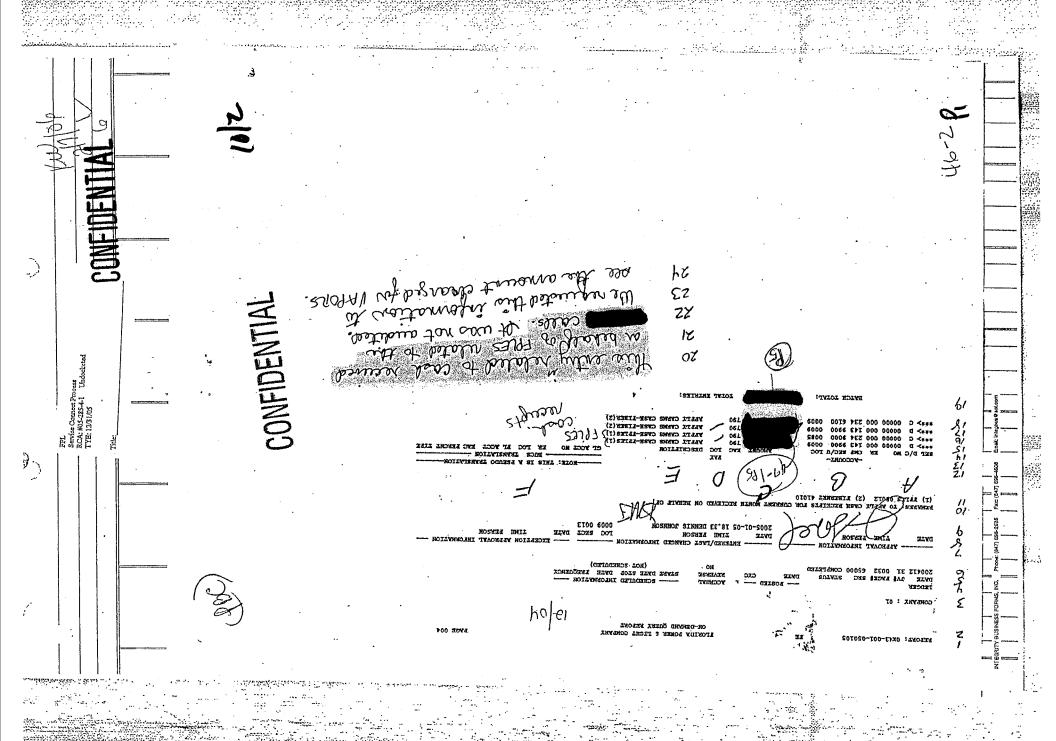
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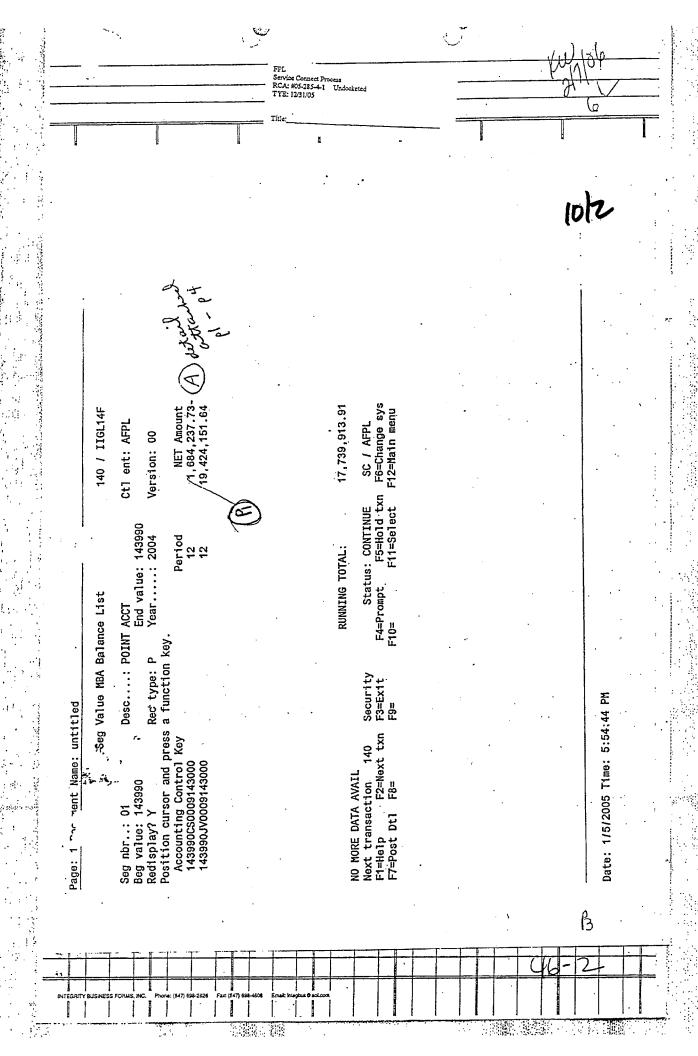
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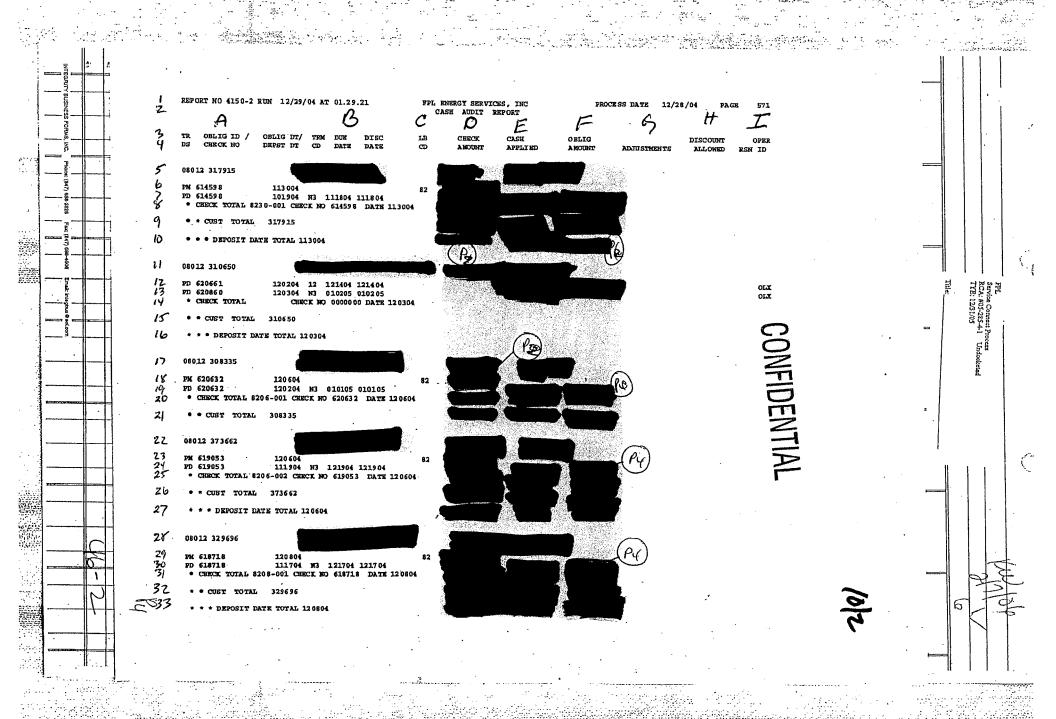
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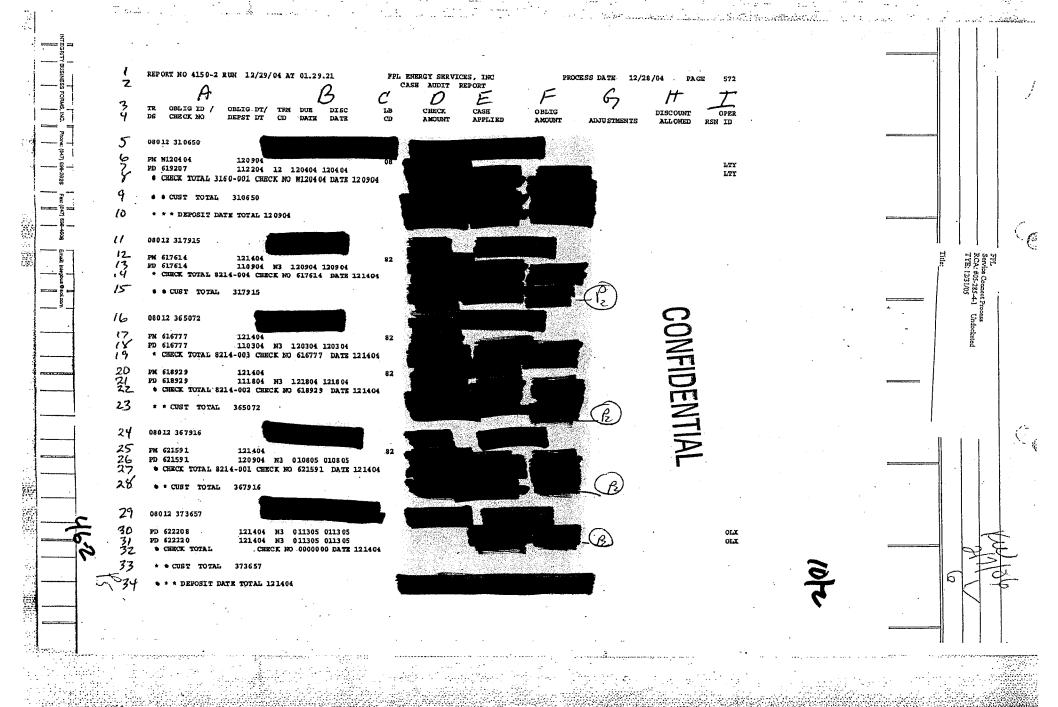
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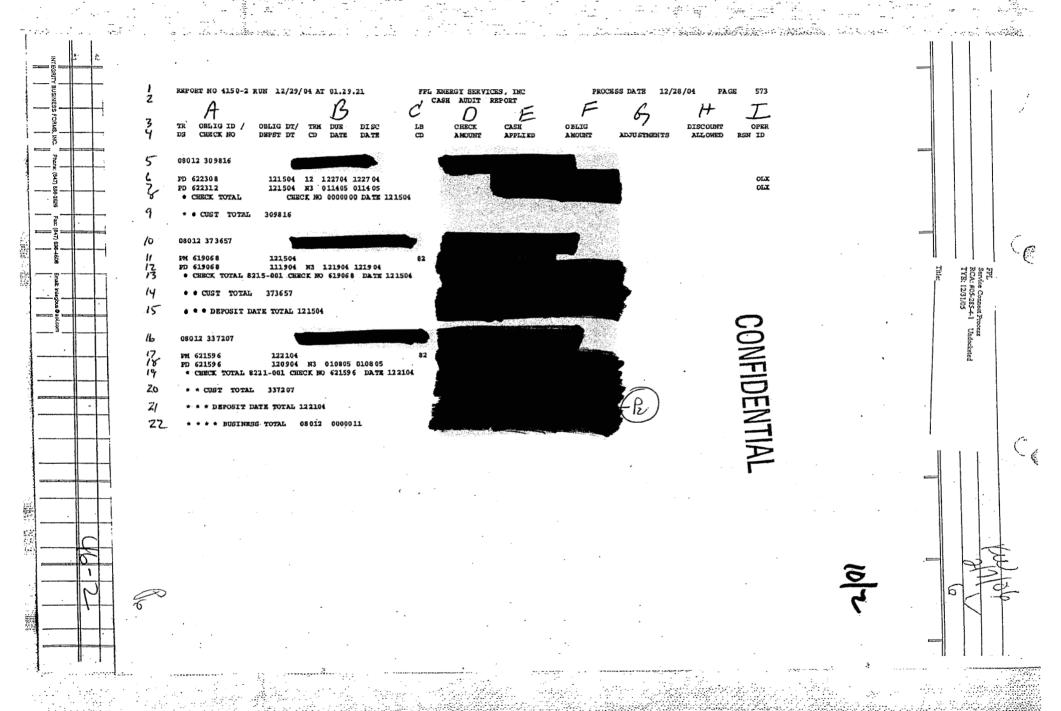
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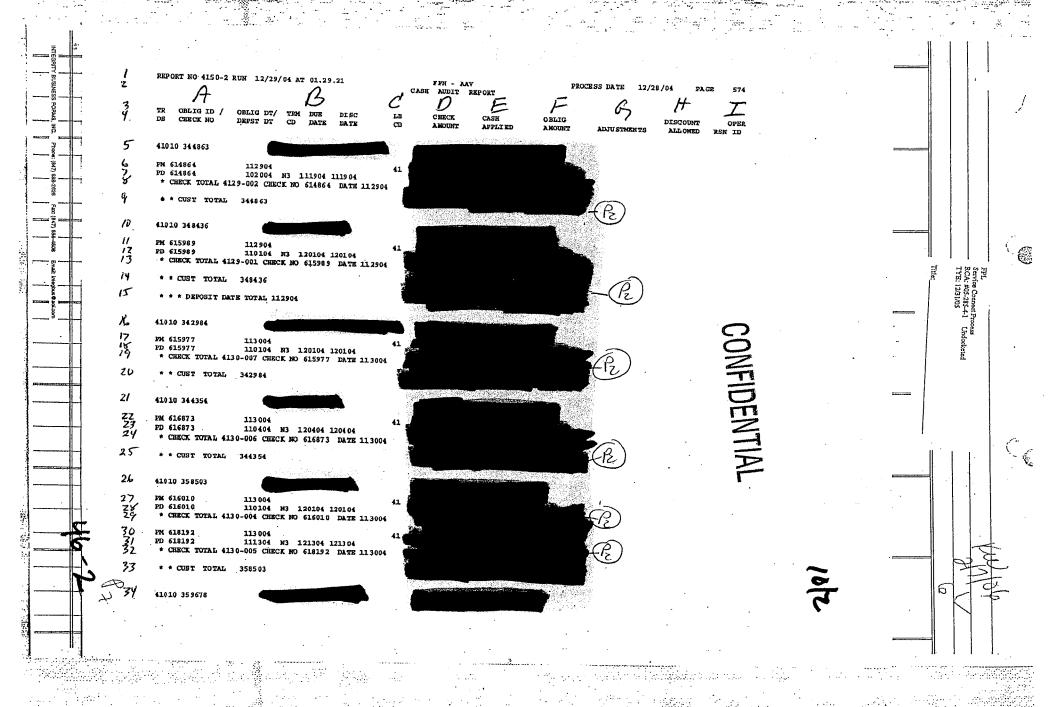
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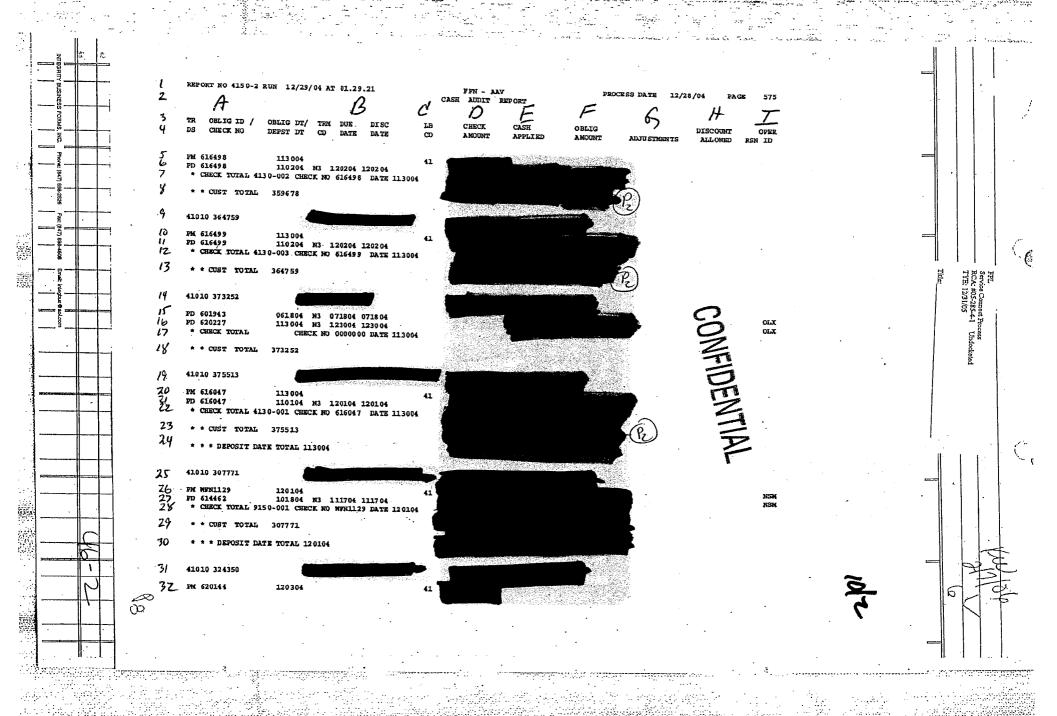


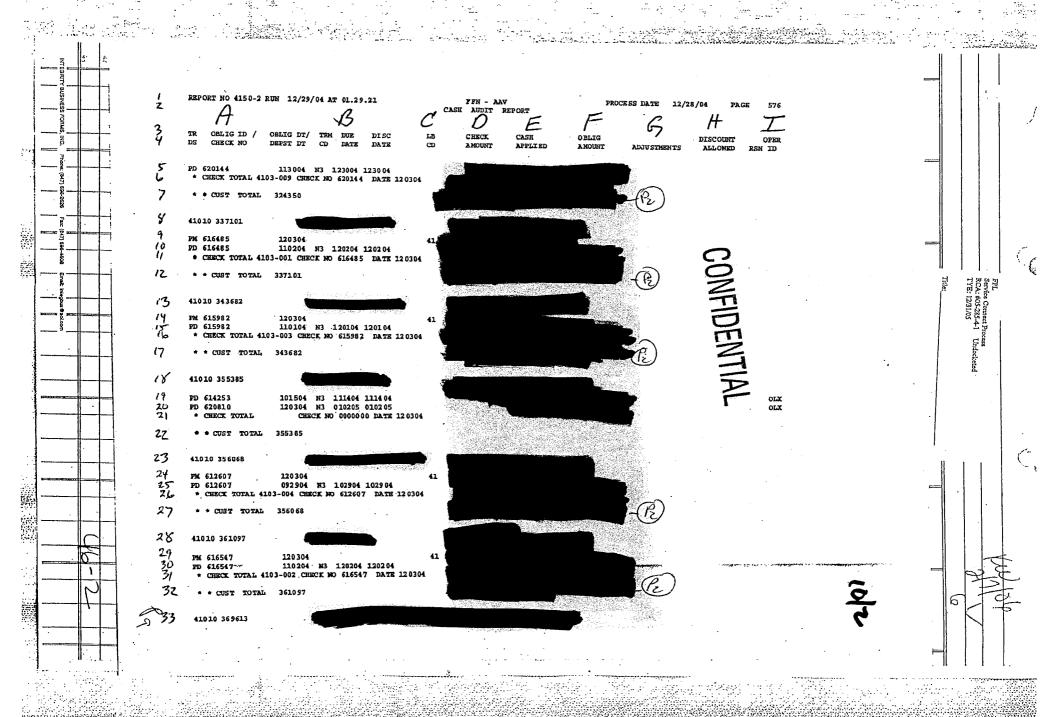


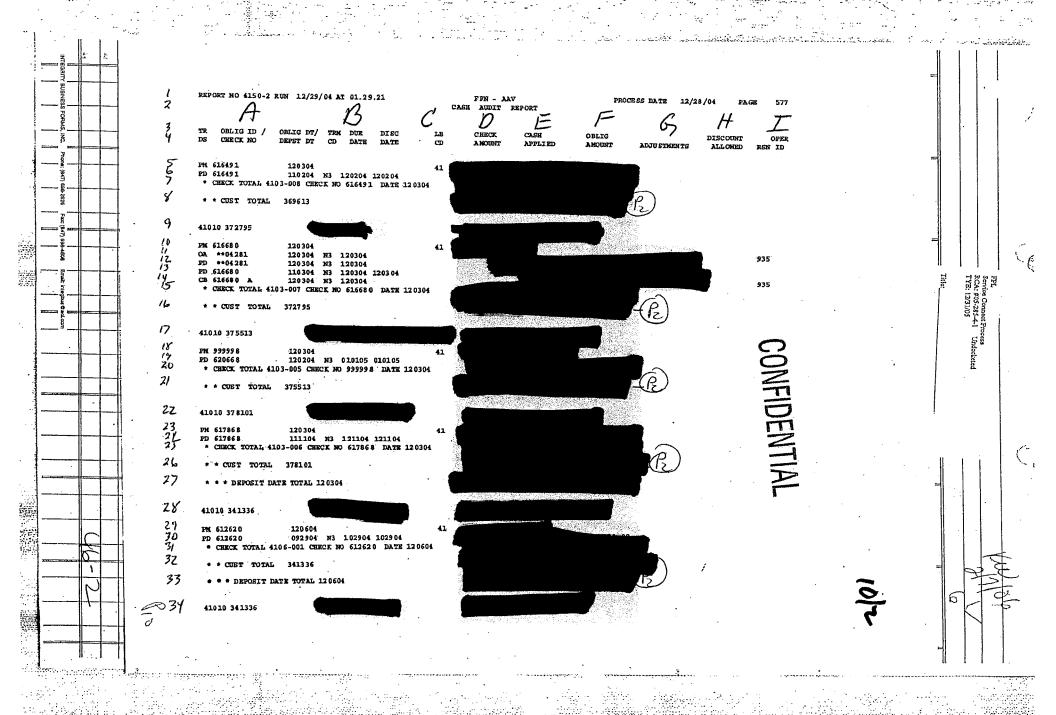


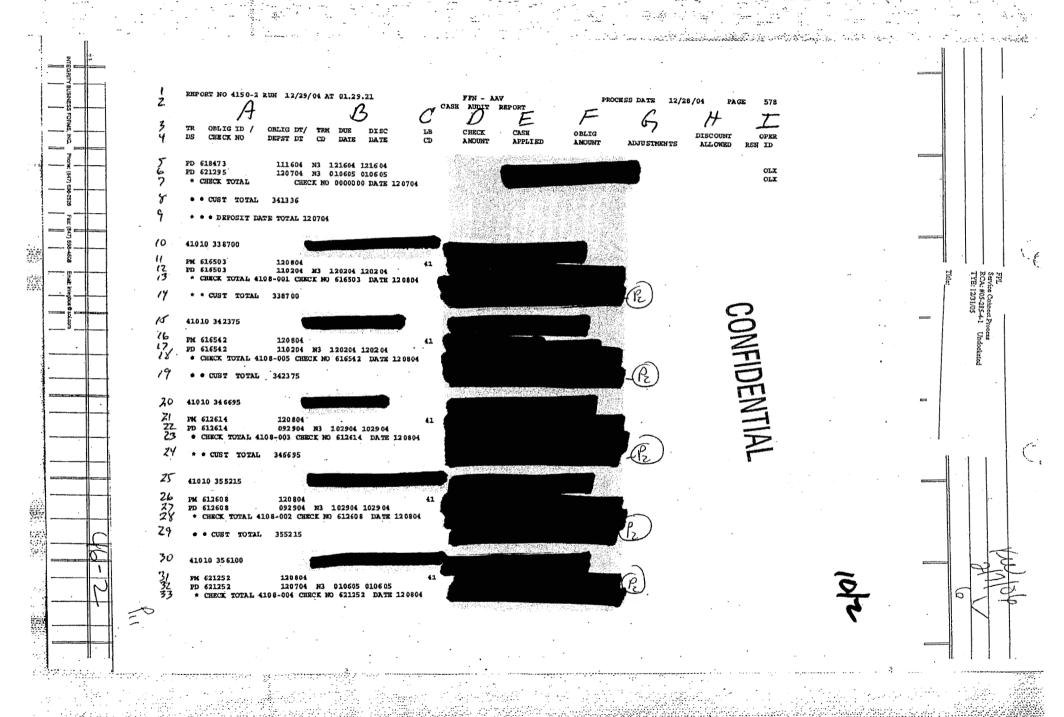


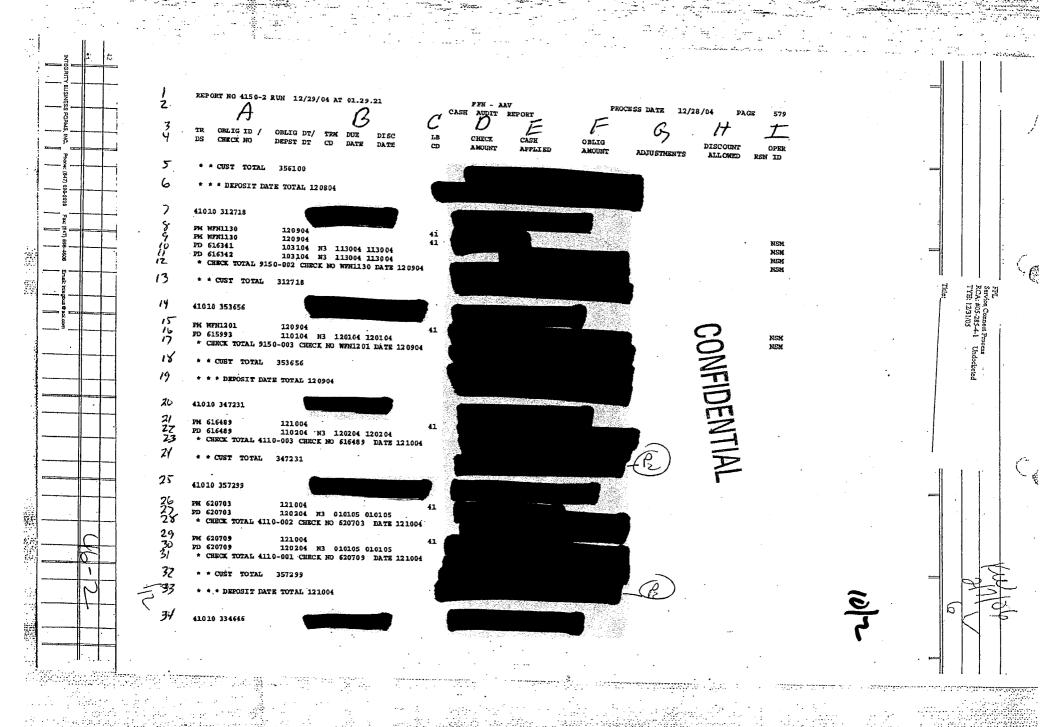


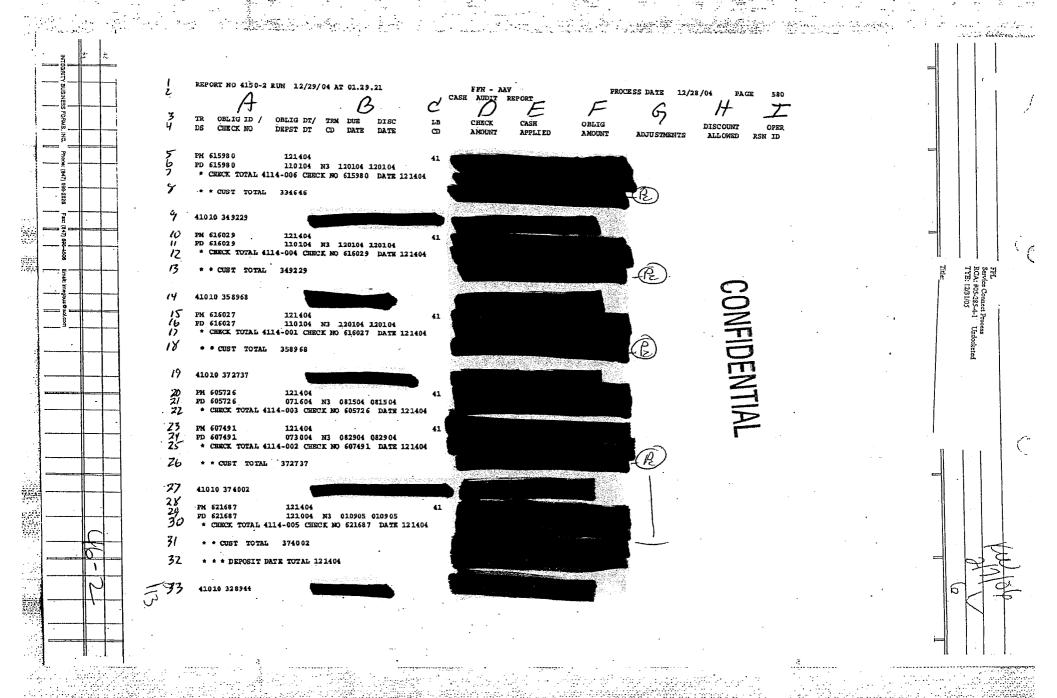


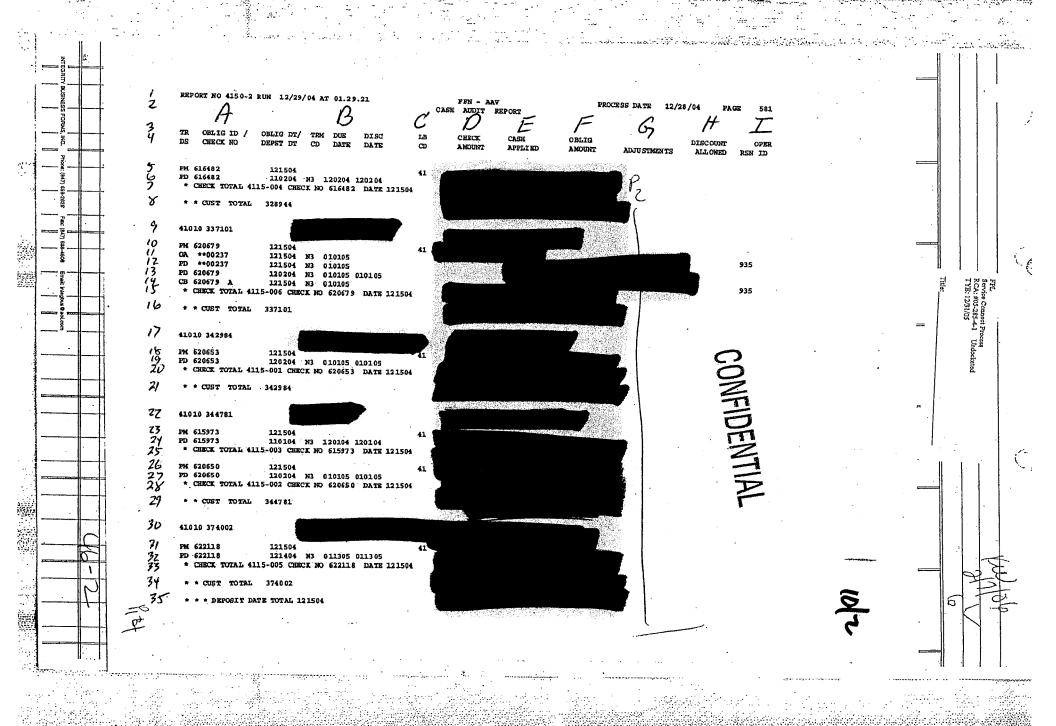


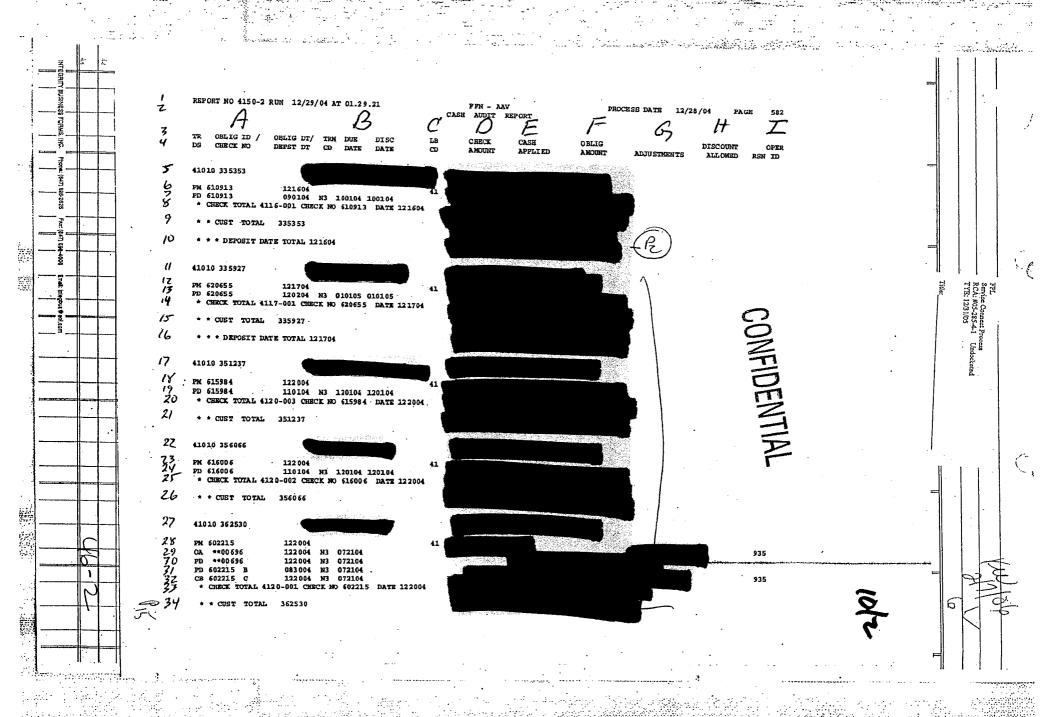


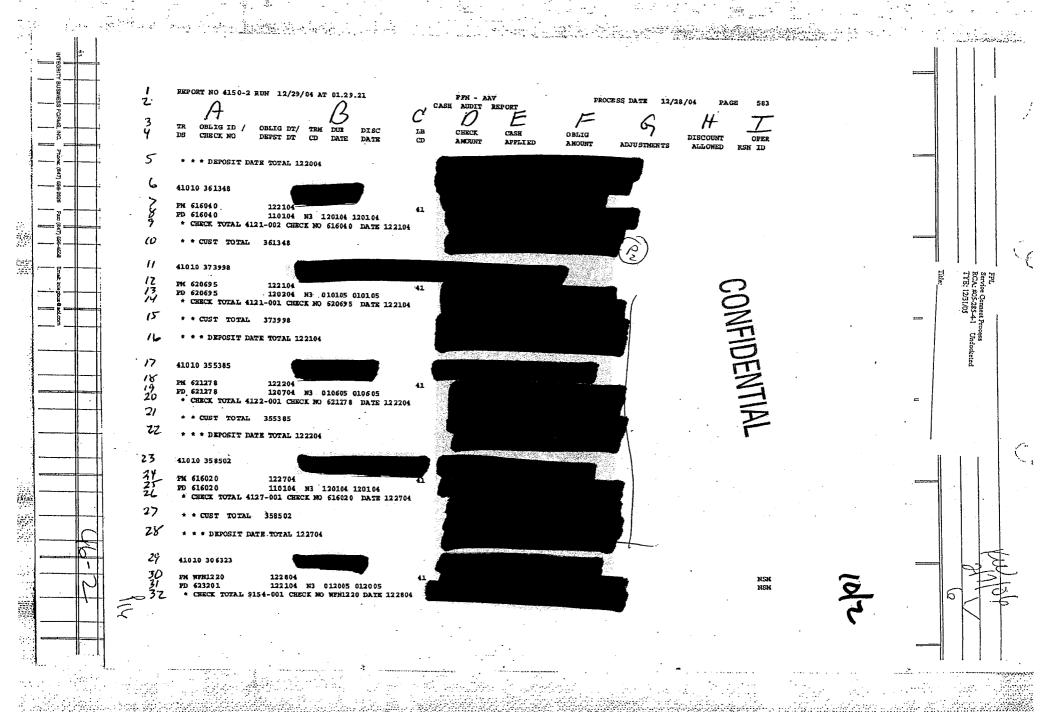


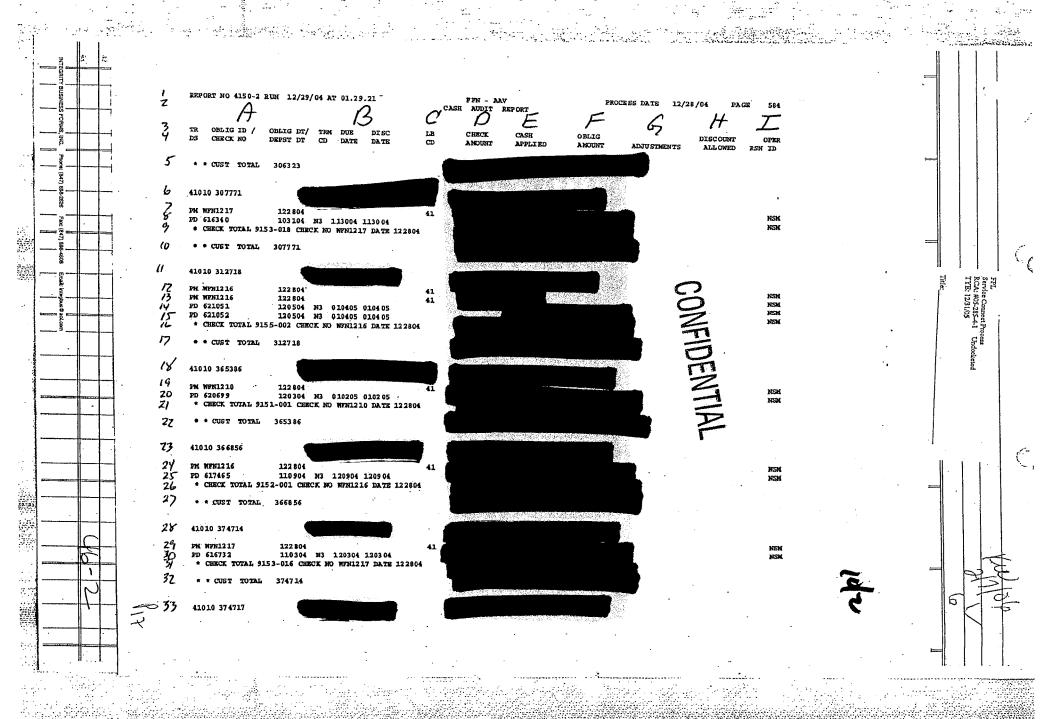






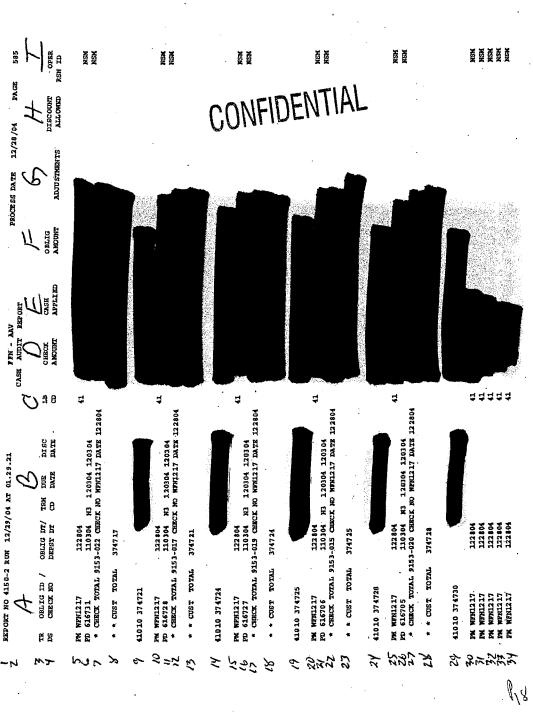




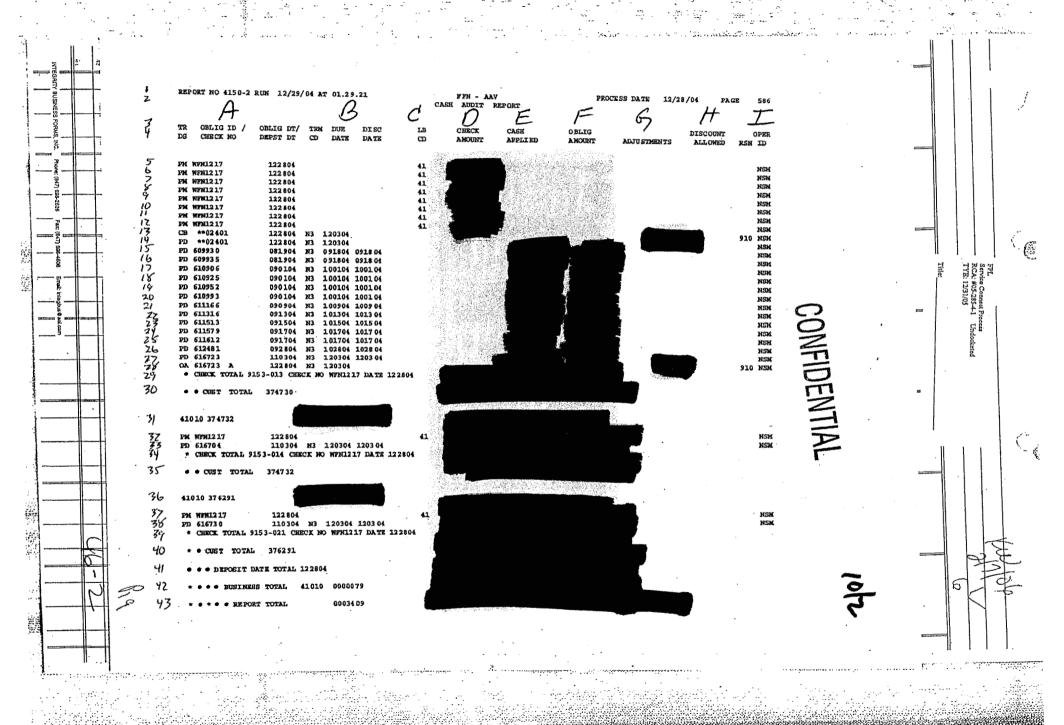


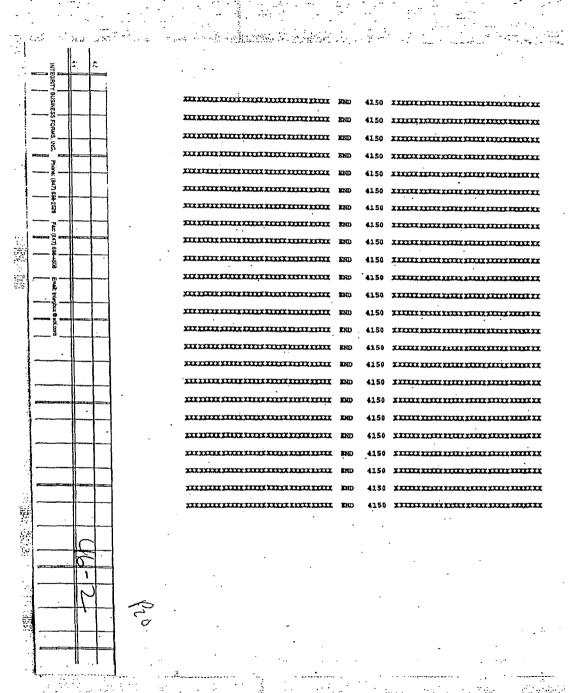
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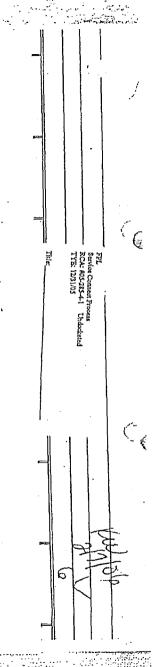
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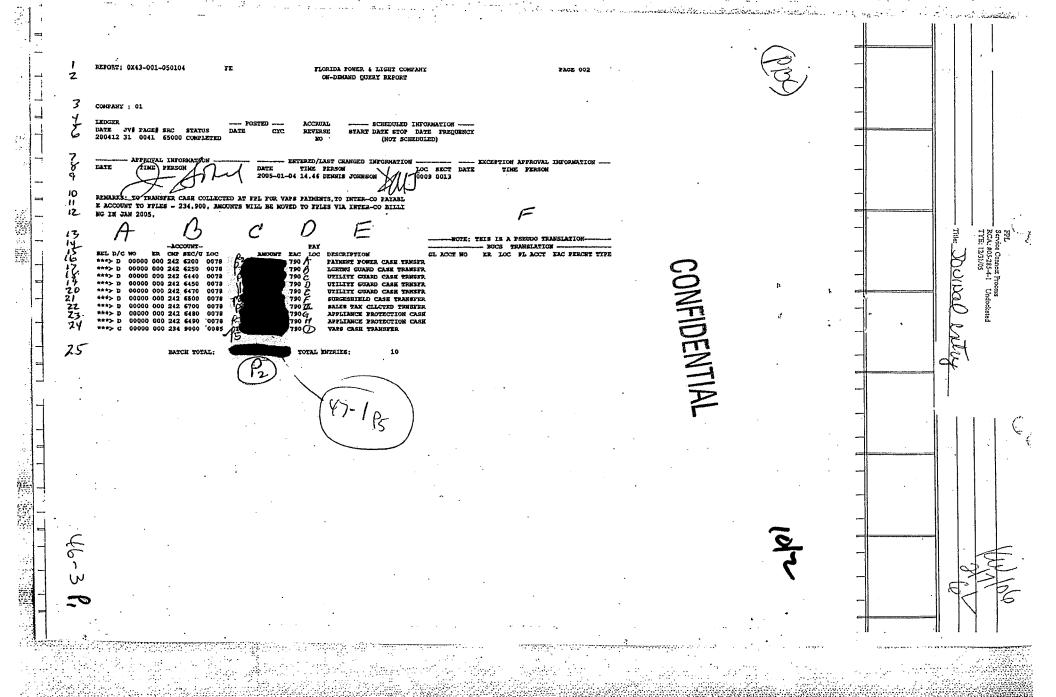


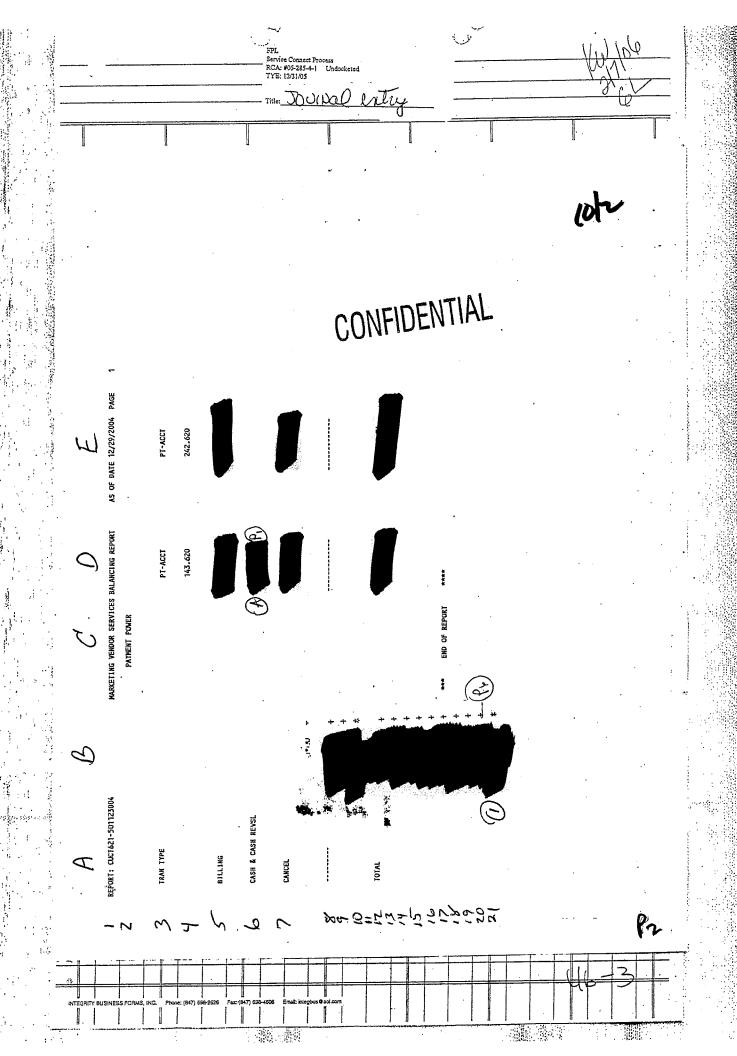
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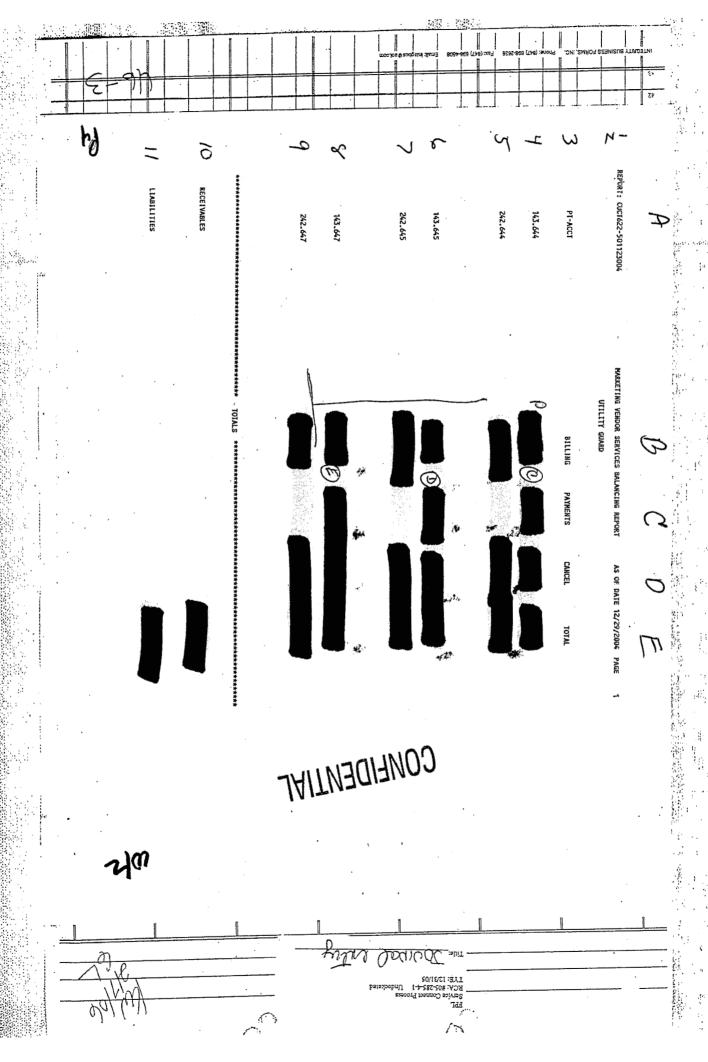


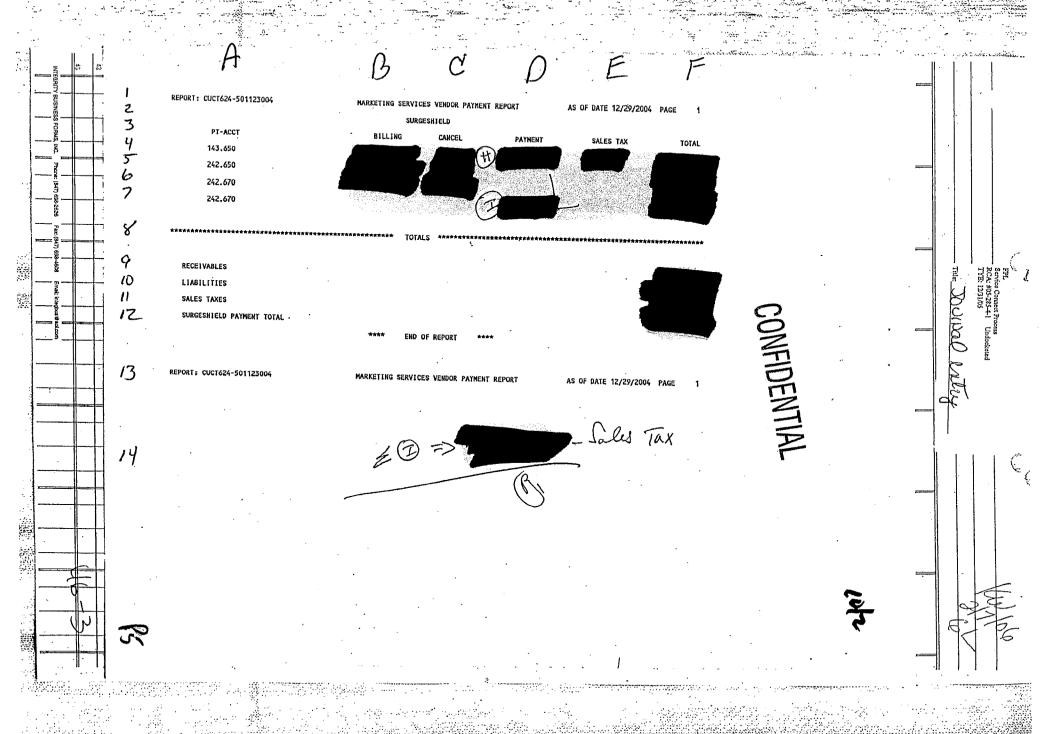


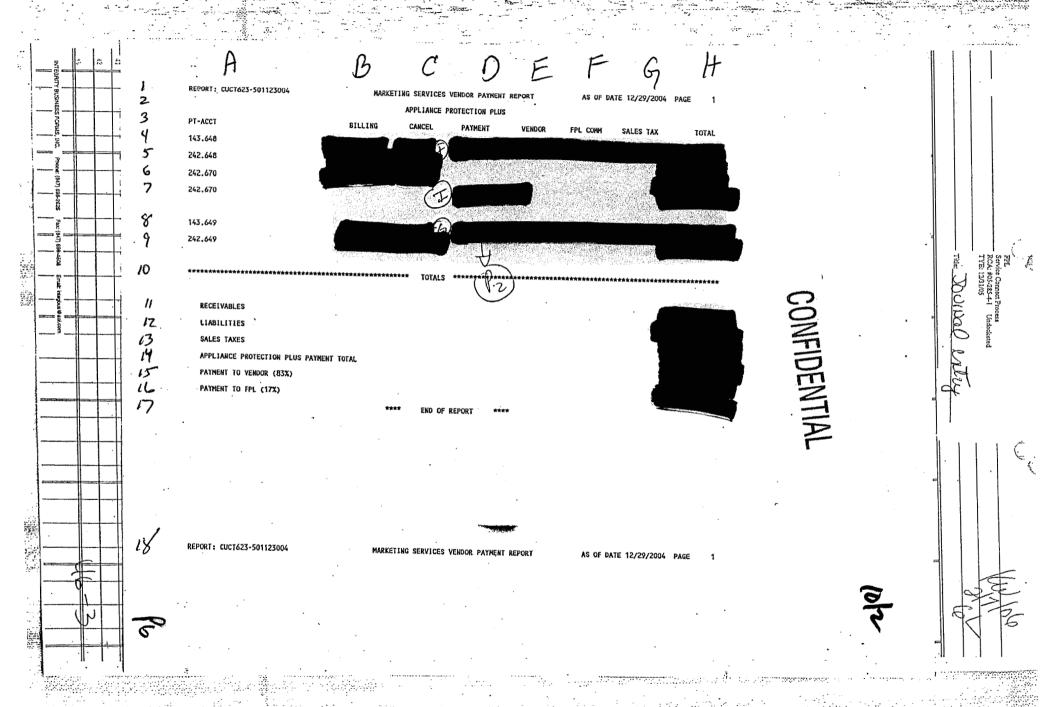


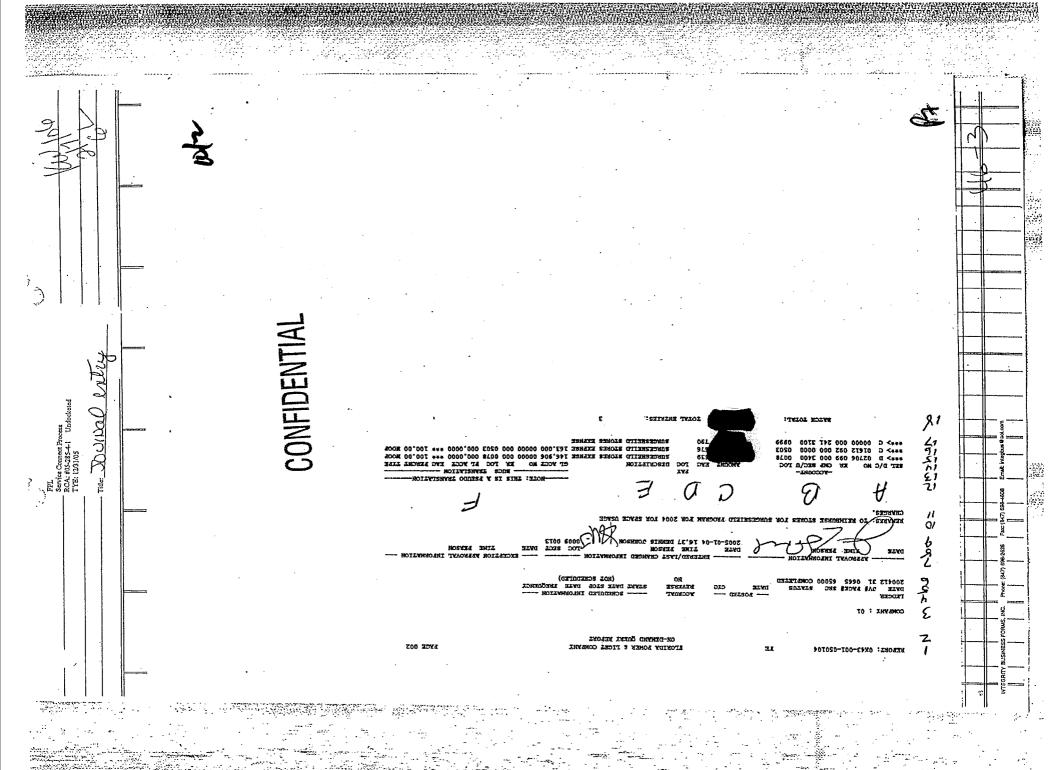


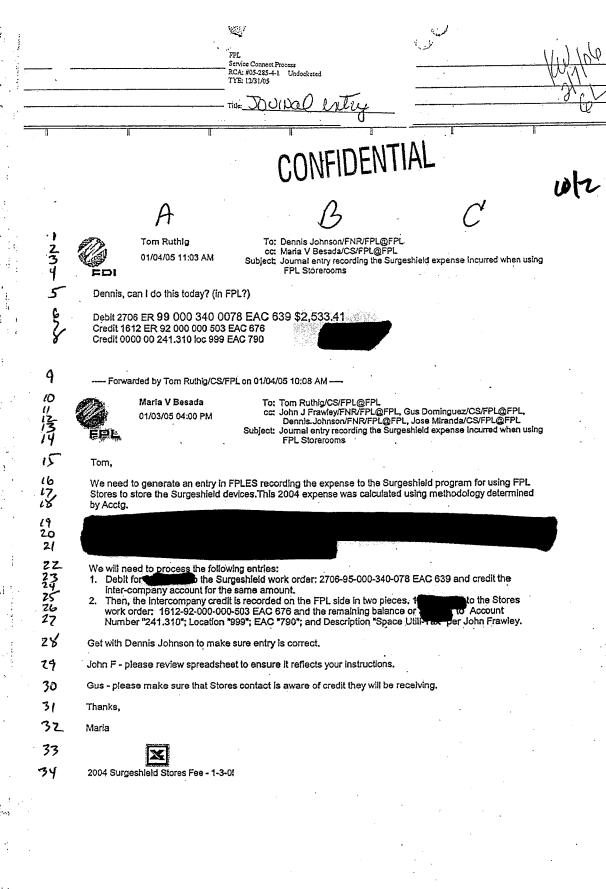
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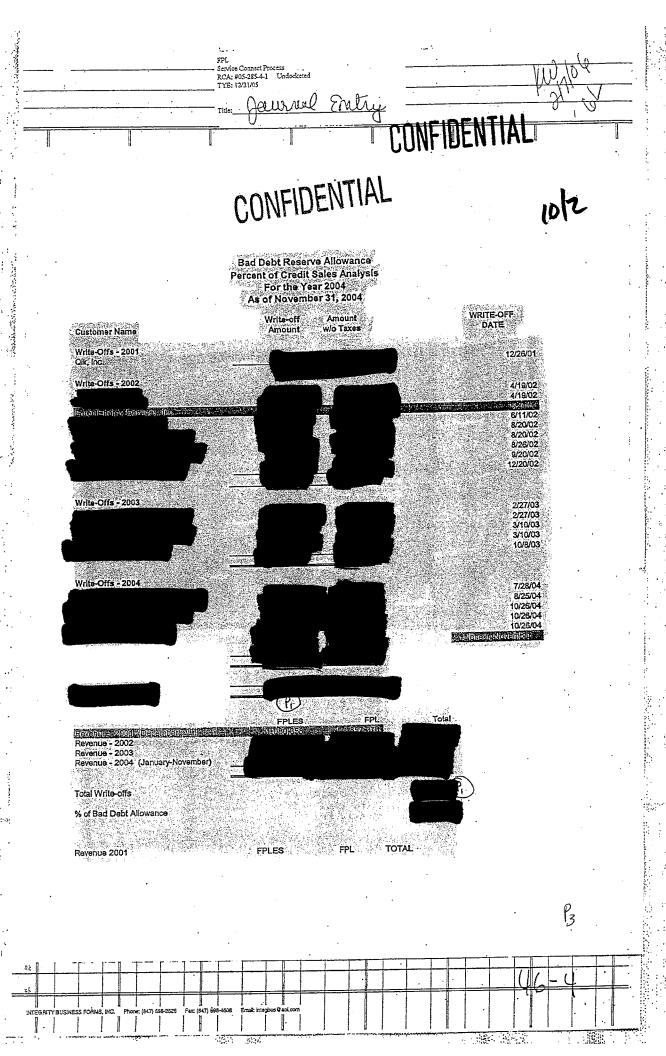




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The Laundromat of Coquina Bastlen Family Cleaners Robert DePalo Jim Gill to provide detail Total Expected write offs Bankruptcy Dec/04 ending balance Current G/L Dec/04 Balance(before Adj.) December Ending Balance(after adj.) FPLES Total GL ending balance for account 144000 ş.



FPL Service Connect Process RCA: #05-285-4-1 Undocketed TYE: 12/31/05 June July August September Revenue 2004 January February March April May June July August September October November December TOTAL Maria Pelkovyat Jose Miranda CONFIDENTIAL

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NTEGRITY BUSINESS FORMS, INC. Phone: (847) 598-4508 Email: interplate 9 act own

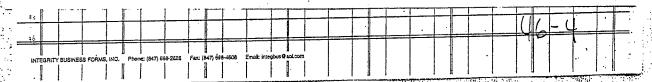
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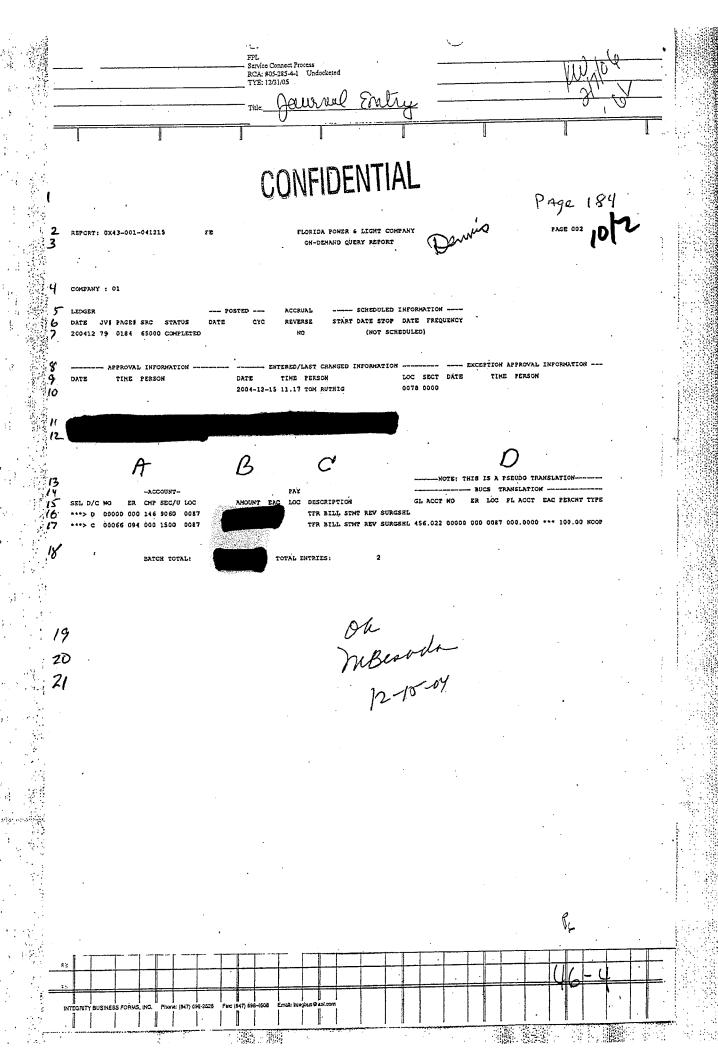
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ioh

Jose Miranda To: Dennis Johnson/FNR/FPL@FPL . co: Subject: Re: Gas Bad Debt Reserve Adjustment Proposal 01/05/05 02:13 PM 4 Dennis. Here is the gas bad debt reserve adjustment back-up. Call me with any questions. Thank You, Jose Miranda Florida Power & Light Customer Service-Financial & Business Planning Office:(561) 691-7441 Pager:(305) 719-0790 Fax: (561) 691-7611 CONFIDENTIALITY NOTICE: This e-mail and any files attached may contain confidential and/or proprietary information. You are hereby notified that any copying or distribution of the information here contained is STRICTLY PROHIBITED, if you have received this transmission in error, please notify the sender by reply e-mail and destroy the original transmission and its attachments without reading or saving Forwarded by Jose Miranda/CS/FPL on 01/05/2005 02:12 PM ---1920 To: Jose Miranda/CS/FPL@FPL cc: James CI GIIVCS/FPL@FPL Dennis Brandt 01/05/2005 02:06 PM Subject: Re: Gas Bad Debt Reserve Adjustment Proposal 22 I agree with the methodology and results. Thanks Jose Miranda 25 26 Jose Miranda To: Dennis Brandt/CS/FPL@FPL 01/05/2005 11:29 AM Subject: Gas Bad Debt Reserve Adjustment Proposal 28 Dennis, 29 30 Based on the attached spreadsheet, our adjustment to the gas bad debt reserve would be lease call me to discuss. Jim has reviewed this analysis. 31 32 2004.ap12.bad debt reserve allowance.gas-fin Thank You, Jose Miranda Customer Service-Financial & Business Planning
Office:(561) 691-7441
Pager:(305) 719-0790 Fax: (561) 691-7611

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12/07/2004 11:03 AM

cc: John Lehr/CS/FPL@FPL Subject: Billing Totals

Mike

Hope you are doing well. Can you please let me know the actuals for the following:

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Regards,

Josh

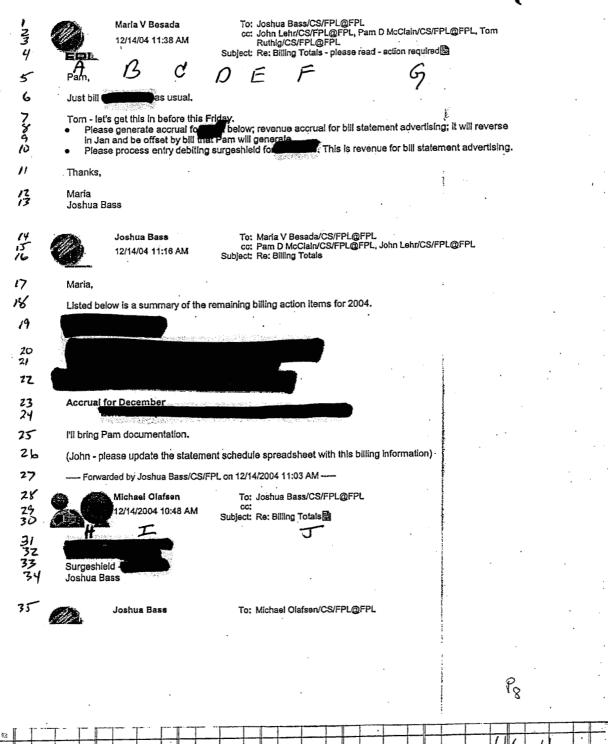
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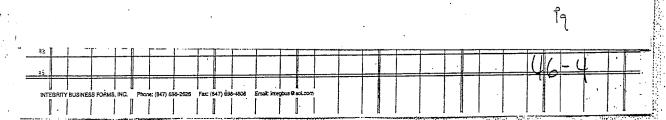
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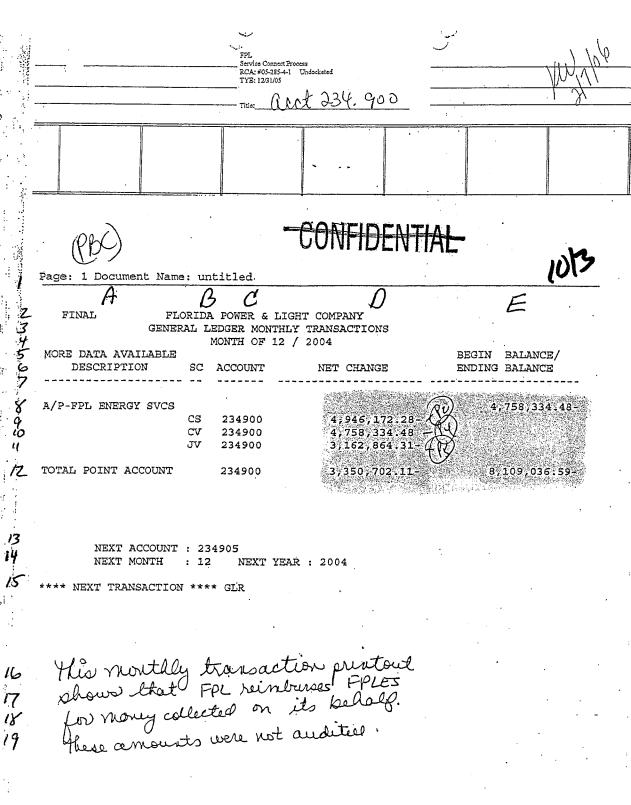
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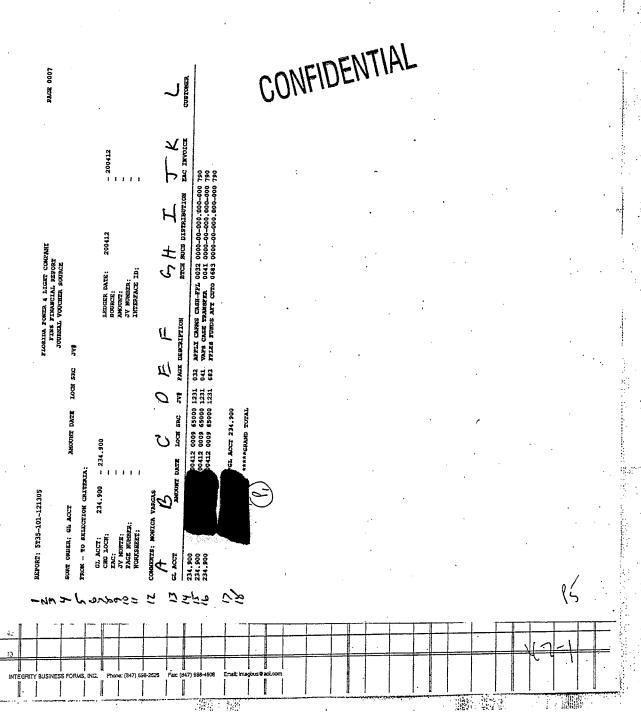
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FINAL FLORIDA POWER & LIGHT COMPANY
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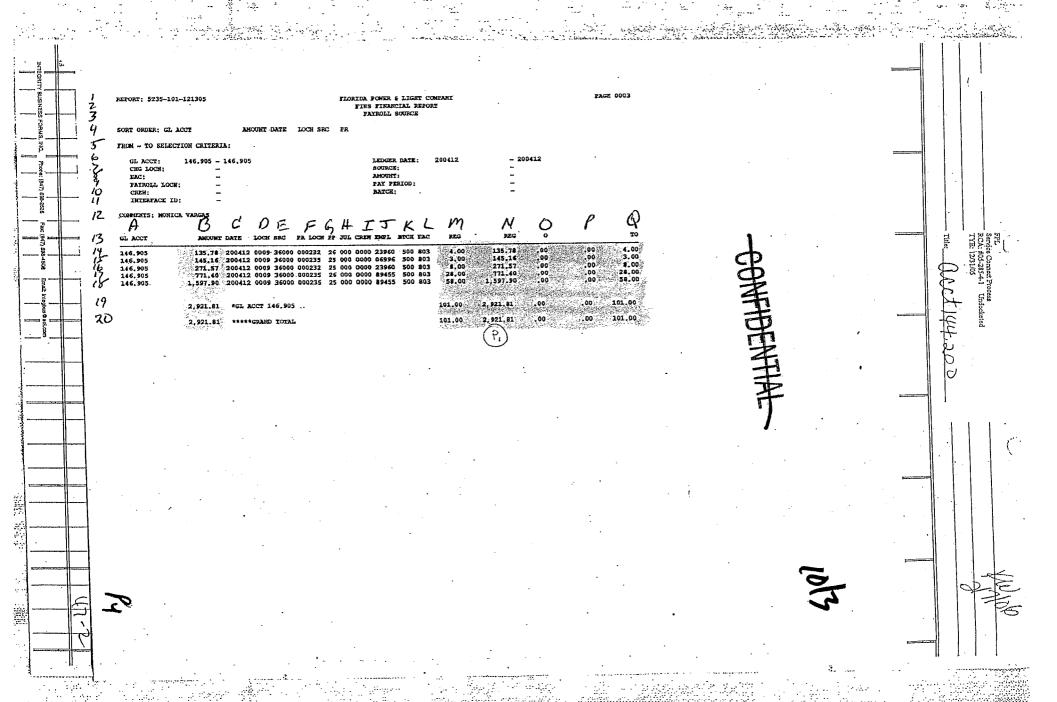
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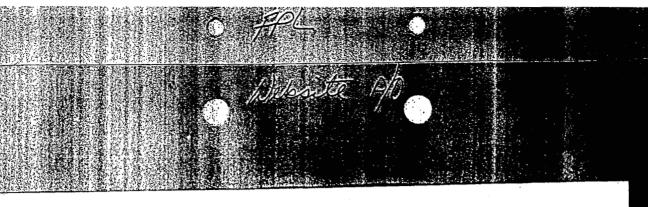
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Florida Power & Light Company Docket No. Undocketed FPLES Service Connect Process Audit Audit Request No. 5 Page 1 of 1

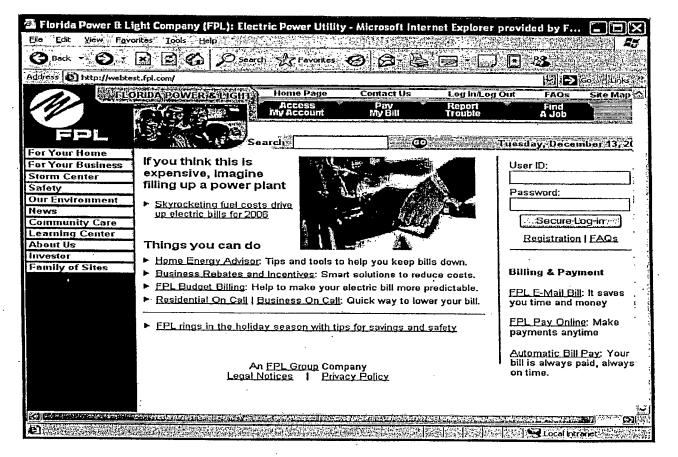
- Q.
  - 1) Provide the analysis that shows the allocation of costs, overheads and adders for the time spent transferring the call to connect services from the call center.
  - 2) Provide printouts of web pages for web site if a customer asks to connect new service.
  - 3) Provide support that this connection is not transferred to FPLES.
- A.
- 1) See attached analysis as requested.
- 2) See attached requested web pages. Note that the printouts of the web pages provided illustrates a customer who is connecting service and is required to pay a deposit.
- 3) There is no interface built between the FPL web site service connect process and the FPLES Connect Services business. Moreover, none of the service connect transactions processed through the FPL web site are subsequently provided to the FPLES Connect Business. See attached web screen shots confirming this fact.

This was verified with the printants provided. No further work heided.



- 3) This question was withdawn by Gabby Leon on 12/15/05.
- 4) This question was answered in the 12/8/05 meeting.
- 5) This question was answered in the 12/8/05 meeting.

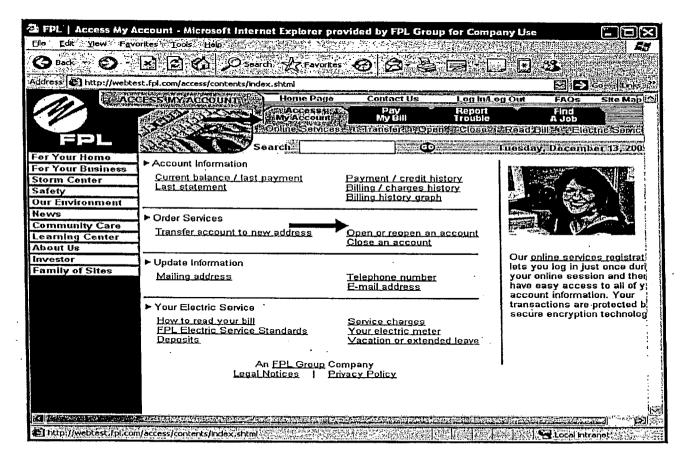
#### Step1- Log into FPL.com



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### Step 2- From the home page select the <u>Access My Account</u> tab and click on <u>Open or reopen an account</u>

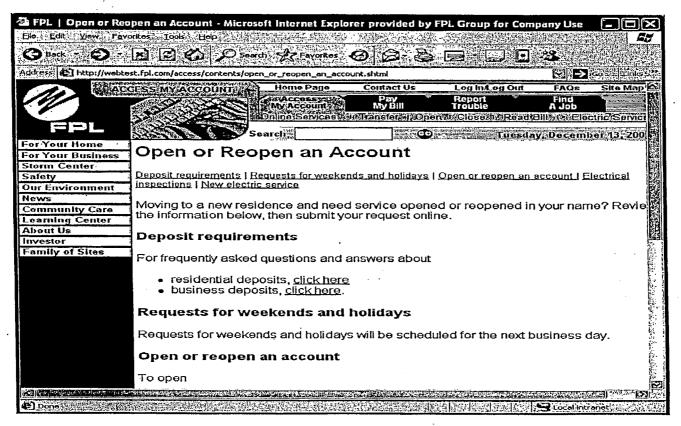






Step 3- Once you click on <u>Open or reopen an account</u> this will take you to the content page to read about all the info you will need to connect service.

(continue to next slide for the rest of the page)

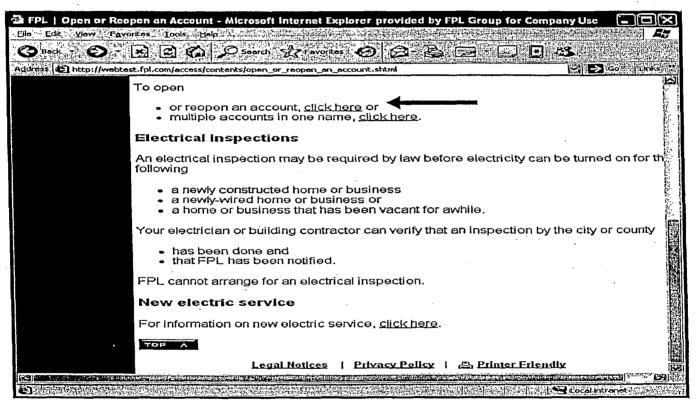








Step 3- Continue – towards the bottom of the <u>Open or reopen an</u> <u>account</u> page click on the link to start the application.



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Password if not a registered user of the site you can select the first link to create a User ID and Password Step 4 - You will be required to log in using your User ID and

Profile Pow	ed by FDL Group for Company Use  FAC   Contact Us   Site Map   Servet title page   Stancers  FAC   Contact Us   Site Map   Servet title page   Stancers  Log in  User ID:   Log in    Log in   Annue.   Log in   Log in	
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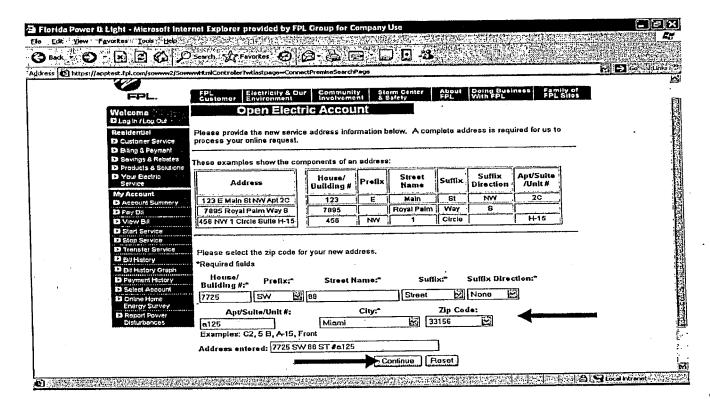
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Step 5 – Once logged in you will be directed to the <u>Open Electric Account</u> application.

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oup for Compan	AG   Con	nvolvement &	Account	dress information	ents of an addres	House/ Bullding# Prefix	123 E	7895	456 NW		Street Name:*		City:	-Select-		L
ded by FPL Gr	10ma   En Espa	ricity & Dur	Open Electric Account	new service ad e request.	low the compon			Nay S	Ulle H-15		Prefix:*	-Select-	/Unit #:	☐ B, A-15, Front		
frylorer provi	_	FPL Customer Environment Involvement	Oper	Please provide the new servi process your online request.	These examples show the components of an address:	Address	123 E Main St NW Apl 2C	7895 Royal Palm Way S	456 NW 1 Circle Sulle IH15	*Required fields		building #:	Apt/Sulte/Unit #:	Examples: C2, 5 B, A-15, Front	Address entered:	
2 Florida Power & Ught・Microsoft Internet Explorer provided by FPL Group for Company Use Ge Est Year Favorier Took Liek  Colock - O D 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日	6	T DI	Welcome D Log in / Log Out		D Billing & Paymert D Savings & Rebetes	D Your Electric Service	My Account	P Day En	=	D Start Service D Transfer Service		Payment History Select Account	Ordine Home Energy Survey	Report Power Disturbances		

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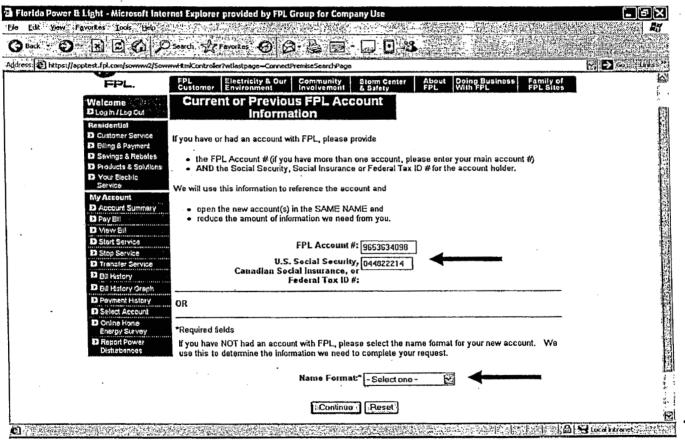
Step 6 – Once logged in you will be directed to the <u>Open Electric</u> <u>Account</u> application. You will be required to enter your new address in the fields below and click <u>continue</u> when completed.







Step 7 – The next page will prompt the user to enter their previous account information or select the name format if they have never had service with FPL before.





Step 8 – The next step prompts the customer to enter their Personal Customer Information. (continue to next slide for the rest of the screen)

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Following is the name for the FPL account number you provided. If this name is  c correct, select yes then enter the information for the new account  e incorrect, select you then enter the information for the new account.  Thequired fields  Name: John D COURSEN  Is the name correct? Yes  New Home Phone: 305 SESTER  The the name correct? Yes  Ext  Ext  Ext  Fig. SESTER  Year Address: Select S		Site Map
orders said said said said said said said sai	) I	Electricity & Our   Community Storm Center   About   Doing Business   Environment   A Safety   FPL   With FPL
0 % 5 5 0 G	Welcome.	Personal Customer Information
• correct, select Yes' then enter the information • incorrect, select ho' to continue,  **Required fields**  Name:    Is the name correct?	Residential	Following is the name for the FPL account number you provided. If this name is
*Required fields Name:  Is the name correct?  New Home Phone;  Other Phone;  Ext:  Your Name?  E-Mall Address:	D Customet Service  D Bailing & Peyment  D Savings & Rebates  D Products & Soutions	<ul> <li>correct, select yes then enter the information for the new account</li> <li>incorrect, select no to continue.</li> </ul>
Name:  Is the name correct?  New Heme Phone;  Other Phone;  Your Name?  Ext:  Your Name?	Service	Required fields
It was read to the correct of the name correct of the correct of t	D Account Summary	Name: JOHN D COURSEN
Stop Sarvice Hearter	D View Bill	is the name correct? \\ \fos \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\
Bill History Creek Bill History Creek Factory Creek Factory Creek Factory Fact	23 Step Service 23 Trensfer Service	17
ENT Hashoy Crieth  Self-Account  Orange Land  Orange Land  Fight January  Engly January  Engly Lanuary  Engly Lanuary  Engly Lanuary	D Bill History	
Salect Account Your Name: Online Home Figure Survey Report Report E-Mall Address: Disturbances	Est History Graph  Payment History	Ext
Erepy Survey Report Sover Report Sover	D Select Account	Yeur Name: JOHN D COUPSEN
		F.Mail Address: Piease change il different E-Mail Address: Polle_cordelles@tbl.com

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Step 8 - continue - After you enter Personal Customer Information you click continue.

Florida Power & Light - Allersaott Internal Explorer provided by FPL Group for Company Use   Ed. Two Feories Took	-Continue: 1970-	An FPL, Grutp Company   Terms   Privacy & Security Copyright 6(1996 - 2005, Florida Power & Light Company, An rights reserved.
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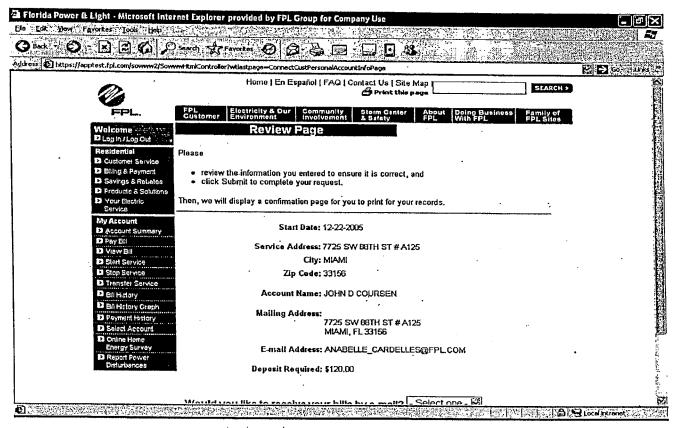
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Step 9 – The next step is to enter your <u>Open Account Information</u> and click continue.

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(C) IKIDS (ADDROXIA)	Home   En Español   FAQ   Contact Us   Site Map   Brint this page	SEARCH >	
Welcame D Log to / Log Out	Customer Environment Community Storm Center About Doing Business Environment Series FPL With FPL  Open Account Information	Family of FPL Sites	
Customer Service	Please complete the following information.  *Required fields  Start Date:*  Click icon to select start date	,	
My Account D Account Summary D Pay Bill D View Bill D Start Service D Stop Service	Service Used For:* Personal  Ownership Type:* Rent-Primary Residence		•
D Transfer Service D Bill History D Bill History Graph D Payment History	For the safety of our employees, will you have a  Dog in the Yard?* No		
D Select Account D Online Home Energy Survey D Reparl Power Disturbances	If we have an existing customer at the new address, we may need to verify when they are leaving. Can you provide their first and/or last name?  First Name: Last Name:  Existing Customer:   Vege		

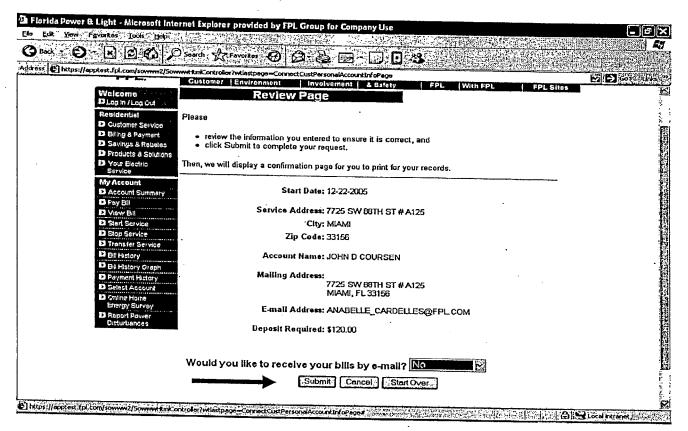
sing th

Step 10 – The next page is the <u>Review Page</u> for the customer to verify the information they have entered (next slide will show you the rest of the page)





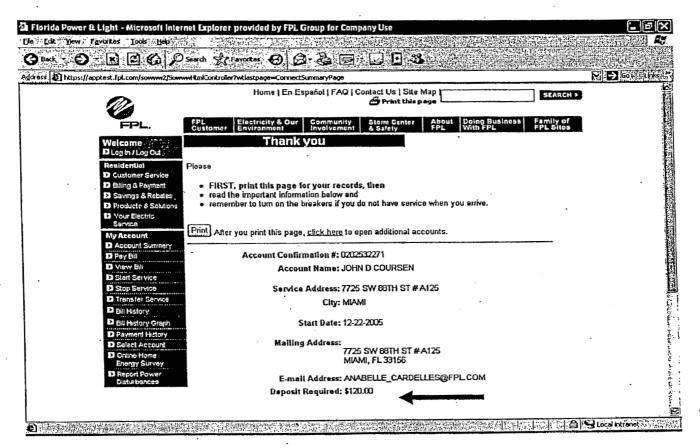
Step 10 – continue - The bottom of the <u>Review Page</u> will allow the customer to submit their order , cancel or start over if the information they have reviewed is not accurate.



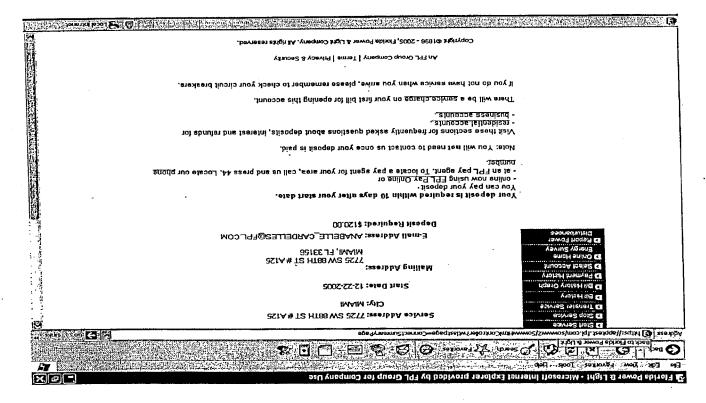
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Step 11 – The thank you page summarizes the customers order and advises them of their deposit requirements (continue to next slide for the rest of the page).



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Step 11 - continue - The thank you - End of Process