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March 7, 2008

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COMMISSION CLERK

BY HAND DELIVERY

Ms. Ann Cole, Director
Commission Clerk and Administrative Services
Room 110, Easley Building
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Docket Nos. 070300-EI and 070304-EI

Dear Ms. Cole:

Enclosed for filing on behalf of Florida Public Utilities Company are an original and 15 copies of Late-filed Hearing Exhibits 93, 94 and 95 in the above referenced dockets.

Please acknowledge receipt of these documents by stamping the extra copy of this letter "filed" and returning the same to me.

Thank you for your assistance with this filing.

Sincerely yours,

Norman H. Horton, Jr. (signature)
Norman H. Horton, Jr.

DOCUMENT NUMBER - DATE
01745 MAR -7 08
FPSC-COMMISSION CLERK

- CMP
COM 5
CTR 1
ECR
GCL 2 NHH/amb Enclosure
OPC cc: Ms. Cheryl M. Martin Parties of Record
RCA
SCR
SGA
SEC
OTH

DOCKET NOS. 070300-EI AND 070304-EI

LATE-FILED HEARING EXHIBIT NO. 93

DOCUMENT NUMBER-DATE

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Incentive Compensation Goals for 2007:

Incentive compensation is defined as 20% of total salary. Total salary is equal to base salary plus incentive compensation.

1. 50% based on consolidated 2007 return on equity of 9.0%. Award shall be calculated on a pro rata basis.
2. 15% based on Flo-Gas return on equity in 2007
8% ROE, 100% of goal
7% ROE, 50% of goal
3. 10% based on adding 2,930 new natural gas customers in 2007
Award shall be calculated on a pro rata basis
4. 5% based on reducing natural gas customer loss in 2007
1.0% customer loss, 100% of goal
1.1% customer loss, 75% of goal
1.2% customer loss, 50% of goal
1.3% customer loss, 25% of goal
5. 5% based on net gain in propane customers in 2007
3.0% net gain, 100% of goal
2.0% net gain, 66% of goal
1.0% net gain, 33% of goal
6. 5% based on FPU's 2007 System Average Interruption Index (SAIDI) compared to the index for all Florida regulated utilities as reported to the FPSC.

Option 1 - FPU's SAIDI equal to or better than Florida average, 100% of goal,
FPU's index less than Florida average, 0% of goal

Option 2 - FPU's SAIDI in first quintile, 100% of goal, second quintile, 75%
of goal, third quintile, 50% of goal, fourth quintile, 25 % of goal, fifth quintile,
0% of goal

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7. 5 % based on number of FPSC customer complaints (apparent infractions) in 2007
 - 0 infractions, 100% of goal
 - 1 infraction, 66% of goal
 - 2 infractions, 33% of goal

8. 5 % based on reducing the number of reportable employee accidents (auto and injury) in 2007 versus 2006
 - 10% reduction in number of reportable accidents, 100% of goal
 - 5% reduction in number of reportable accidents, 66% of goal
 - 3% reduction in number of reportable accidents, 33% of goal

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DOCKET NOS. 070300-EI AND 070304-EI

LATE-FILED HEARING EXHIBIT NO. 94

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Executive Compensation Comparison
Gas and Electric Utilities Less than \$250 million in Capitalization

| Company Name | (in thousands) Revenues | Number of Employees | Number of Customers | Service Territory Size | Location | Nature of Services Provided | Gross Plant in Service/Assets | Source of Data | Time Period for Data |
|------------------------------------|----------------------------|------------------------|------------------------|--|----------|---|----------------------------------|-------------------|-------------------------|
| Cheasapeake Utilities | \$ 231,201 | 437 | 92,400 | New Castle, Kent & Sussex DE, Eastem Shores MD & Citr FL | DE | Distribute & Transmit NG & Propane | 324,006 | Proxy/10K | 12/31/2006 |
| Delta Natural Gas | \$ 98,168 | 157 | 37,000 | SE & Ctrl KY | KY | Transmit & distribute NG | 187,148 | Proxy/10K | 6/30/2007 |
| Energy South | \$ 135,867 | 248 | 95,000 | SW AL | AL | Distribute NG | 311,249 | Proxy/10K | 9/30/2006 |
| Maine & Maritimes Corp. | \$ 35,601 | 218 | 35,000 | Maine | ME | Transmit & distribute electricity | 101,627 | Proxy/10K | 12/31/2006 |
| RGC Resources | \$ 106,913 | 135 | 59,305 | Roanoke, VA, Bluefield VA & WV | VA, WV | Sell & distribute NG | 114,960 | Proxy/10K | 9/30/2006 |
| UNITIL | \$ 260,861 | 304 | 114,300 | SE Coast NH, NH city & N MA | NH | Transmit, distribute, & sell electricity & NG | 338,952 | Proxy/10K | 12/31/2006 |
| Average of Six Companies | <u>\$ 144,769</u> | <u>250</u> | <u>72,168</u> | | | | <u>229,657</u> | | |
| Florida Public Utilities Company | <u>\$ 134,393</u> | <u>362</u> | <u>95,000</u> | S,W, NW, NE & Ctrl FL | FL | Distribute NG, Electricity & Propane | <u>188,968</u> | Proxy/10K | 12/31/2006 |
| JEA | \$ 1,157,354 | 2356 | 404,828 | FL | FL | Electric | 4,936,317 | Annual Report | 12/31/2006 |
| Seminole Electric Cooperative Inc. | \$ 1,173,425 | N/A | 890,000 | 46 counties, FL | FL | Generate & Transmit electricity | 1,566,265 | Annual Report | 12/31/2006 |

| Company Name | Compensation per proxy | | | Compensation Inflated 4% per year to estimate 2008 | | |
|------------------------------------|-------------------------|-------------------|-------------------|---|-------------------|-------------------|
| | CEO | COO/SVP | CFO | CEO | COO/SVP | CFO |
| Cheasapeake Utilities | \$ 581,269 | \$ 326,794 | \$ 862,946 | \$ 627,771 | \$ 352,938 | \$ 931,982 |
| Delta Natural Gas | \$ 495,000 | \$ 234,000 | \$ 184,000 | \$ 514,800 | \$ 243,360 | \$ 191,360 |
| Energy South | \$ 422,532 | N/A | \$ 231,005 | \$ 456,335 | N/A | \$ 249,855 |
| Maine & Maritimes Corp. | \$ 249,230 | N/A | \$ 128,462 | \$ 269,168 | N/A | \$ 138,739 |
| RGC Resources | \$ 384,885 | \$ 157,187 | \$ 142,820 | \$ 415,676 | \$ 169,762 | \$ 154,246 |
| UNITIL | \$ 668,420 | \$ 269,667 | \$ 259,285 | \$ 721,894 | \$ 291,240 | \$ 280,028 |
| Average of Six Companies | <u>\$ 466,889</u> | <u>\$ 246,912</u> | <u>\$ 301,420</u> | <u>\$ 500,941</u> | <u>\$ 264,325</u> | <u>\$ 324,368</u> |
| Florida Public Utilities Company | <u>\$ 283,640</u> | <u>\$ 208,560</u> | <u>\$ 191,040</u> | <u>\$ 294,986</u> | <u>\$ 216,902</u> | <u>\$ 198,662</u> |
| JEA | Not currently available | | | | | |
| Seminole Electric Cooperative Inc. | Not currently available | | | | | |

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DOCKET NOS. 070300-EI AND 070304-EI

LATE-FILED HEARING EXHIBIT NO. 95

DOCUMENT NUMBER-DATE

01745 MAR-78

EPSC-COMMISSION CLERK

Exhibit No.:
 Issue: Cost of Capital
 Witness: Samuel C. Hadaway
 Type of Exhibit: Rebuttal Testimony
 Sponsoring Party: Kansas City Power & Light Company
 Case No.: ER-2006-0314
 Date Testimony Prepared: September 8, 2006

**MISSOURI PUBLIC SERVICE COMMISSION
 CASE NO.: ER-2006-0314**

FILED³
 NOV 13 2006

**REBUTTAL TESTIMONY
 OF
 SAMUEL C. HADAWAY**

Missouri Public
 Service Commission

**ON BEHALF OF
 KANSAS CITY POWER & LIGHT COMPANY**

Kansas City, Missouri
 September 2006

KCP Exhibit No. 34
 Case No(s) ER-2006-0314
 Date 10-16-06 Rptr RF

DOCUMENT NUMBER-DATE

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Great Plains Energy
Authorized Electric Utility Equity Returns

| | 2004 | 2005 | 2006 |
|-------------|--------|--------|--------|
| 1st Quarter | 11.00% | 10.51% | 10.38% |
| 2nd Quarter | 10.54% | 10.05% | 10.69% |
| 3rd Quarter | 10.33% | 10.84% | |
| 4th Quarter | 10.91% | 10.75% | |
| Full Year | 10.75% | 10.54% | 10.57% |

Source: Regulatory Research Associates, *Regulatory Focus*, July 6, 2006, page 2.

Schedule SCH-9

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