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July 2, 2009

VIA HAND DELIVERY
Ms. Ann Cole
Division of the Commission Clerk and
Administrative Services
Florida Public Service Commission
Betty Easley Conference Center
2540 Shumard Oak Boulevard, Room 110
Tallahassee, FL 32399-0850

RE: Docket No. 080407-EG; In re: Florida Power & Light Company's Petition for Approval of Numeric Conservation Goals

Dear Ms. Cole:

Please find enclosed for filing, on behalf of Florida Power & Light Company, the original and fifteen (15) copies of John R. Haney's Errata Sheet to pre-filed direct testimony dated June 1, 2009.

Please contact me if you, or your Staff, have any questions regarding this filing.

Sincerely,

Jessica A. Cano

Enclosures
cc: Parties of Record

COM ____
ECR 2
GCL 2
OPC ____
RCP ____
SSC ____
SGA ____
ADM ____
CLK ____

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Commission review of numeric conservation goals (Florida Power & Light Company).	DOCKET NO. 080407-EG
In re: Commission review of numeric conservation goals (Progress Energy Florida, Inc.).	DOCKET NO.080408-EG
In re: Commission review of numeric conservation goals (Tampa Electric Company).	DOCKET NO.080409-EG
In re: Commission review of numeric conservation goals (Gulf Power Company).	DOCKET NO.080410-EG
In re: Commission review of numeric conservation goals (Florida Public Utilities Company).	DOCKET NO.080411-EG
In re: Commission review of numeric conservation goals (Orlando Utilities Commission).	DOCKET NO.080412-EG
In re: Commission review of numeric conservation goals (JEA).	DOCKET NO. 080413-EG DATED: JULY 2, 2009

ERRATA SHEET

DIRECT TESTIMONY OF JOHN R. HANEY

PAGE #	LINE #	CORRECTION
3	20	insert "RIM and Participant based" before Achievable
20	8	after "GWh" insert "(at the generator)"
24	16	strike "maximum"
30	13-22	Strike the entire paragraph

EXHIBIT #	PAGE #	CORRECTION
JRH-6	1	Title of third column revised
JRH-14	1	Table heading revised to indicate that the numbers are at the generator, not at the meter
JRH-14	2-3	Table heading revised to "Commercial/Industrial" instead of "Commercial"
JRH-15	1	Table heading revised to "Commercial/Industrial" instead of "Commercial"
JRH-16	1	Designations stating "at the generator" or "at the meter" inserted
JRH- 17	1	Revised to unhide 2017 column in which values are zero

All revised exhibits are attached.

Respectfully submitted this 2nd day of July, 2009.

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CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing has been furnished electronically and by United States mail this 2nd day of July, 2009, to the following:

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By: _____
Jessica A. Cano

In March 2009, FPL engaged The Futures Company (a Yankelovich Group Company) to develop a profile of its Low-Income customers and to conduct an analysis of the participation level of current Low-Income and all-others in DSM programs. As a baseline, the analysis determined that Low-Income customers represented 20% of FPL's residential customers. The purpose of this analysis was to understand the participation rate of Low-Income customers in FPL's DSM offerings and the participation rate of other customers.

FPL DSM Program	Participation Rate of FPL's Low-Income Customers	Proportion of Low Income Customers in FPL Service Territory
Residential Building Envelope Program	29%	20%
Residential Duct Repair Program	27%	20%
Residential On Call Program	18%	20%
Residential HVAC Program	9%	20%

For three of its four major program areas, FPL has essentially the same or greater participation for Low-Income customers as it does for other customers. The exception to this trend is for the Residential HVAC program, which is most likely explained by two factors: (i) Low-Income customers are less likely to own their residences and more likely to be renters. (ii) Landlords may not be willing to pay the higher up front cost of efficient HVAC systems beyond the customer incentives. Given these two factors, the 9% participation rate is reasonably successful.

Estimates of FPL Total Achievable Potential [1]
2010 to 2019, at the Generator

Residential Summer MW	RIM	TRC	**Detailed on**
2-year payback	296.2	474.0	JRH-14, page 2
2-year payback, 50% [2]	244.2	248.6	JRH-14, page 2
2-year payback, 33% [3]	205.3	209.4	JRH-14, page 2

Residential Winter MW	RIM	TRC	
2-year payback	198.3	356.0	JRH-14, page 2
2-year payback, 50%	154.4	158.6	JRH-14, page 2
2-year payback, 33%	132.8	138.0	JRH-14, page 2

Residential GWh	RIM	TRC	
2-year payback	354.6	790.3	JRH-14, page 2
2-year payback, 50%	258.7	330.3	JRH-14, page 2
2-year payback, 33%	183.2	241.7	JRH-14, page 2

C/I Summer MW	RIM	TRC	
2-year payback	591.4	598.7	JRH-14, page 3
2-year payback, 50%	272.3	288.9	JRH-14, page 3
2-year payback, 33%	240.7	245.7	JRH-14, page 3

C/I Winter MW	RIM	TRC	
2-year payback	146.2	126.3	JRH-14, page 3
2-year payback, 50%	87.2	84.0	JRH-14, page 3
2-year payback, 33%	78.7	76.1	JRH-14, page 3

C/I GWh	RIM	TRC	
2-year payback	1,345.6	1,386.7	JRH-14, page 3
2-year payback, 50%	525.7	623.2	JRH-14, page 3
2-year payback, 33%	370.3	393.5	JRH-14, page 3

Total Summer MW	RIM	TRC
2-year payback	887.6	1,072.7
2-year payback, 50%	516.5	537.4
2-year payback, 33%	446.0	455.0

Total Winter MW	RIM	TRC
2-year payback	344.5	482.3
2-year payback, 50%	241.7	242.6
2-year payback, 33%	211.5	214.1

Total GWh	RIM	TRC
2-year payback	1,700.3	2,177.0
2-year payback, 50%	784.4	953.4
2-year payback, 33%	553.5	635.2

[1] Achievable Potential numbers shown above for FPL were not utilized in FPL's analysis. FPL used the maximum annual potential sign-up values from Itron, which are higher than the Achievable Potential values shown above.
2 Notation used throughout the exhibit refers to an incentive establised at the lesser of a minimum of 2-year payback or 50% of the incremental cost of the measure.
[3] Notation used throughout the exhibit refers to an incentive establised at the lesser of a minimum of 2-year payback or 33% of the incremental cost of the measure.

Estimates of FPL Total Achievable Potential 2010 to 2019, at the Generator

Residential - Existing

	GWh						Summer MW						Winter MW					
	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H
2010	5.70	8.06	11.02	7.16	9.74	27.09	14.68	15.89	17.50	14.75	15.88	24.53	11.59	12.24	13.67	11.70	12.28	20.43
2011	16.52	23.35	31.95	20.65	28.13	79.25	31.70	35.20	39.90	31.88	35.16	60.64	23.79	25.71	29.85	24.12	25.80	49.81
2012	32.03	45.31	61.96	39.91	54.50	153.96	50.87	57.68	66.77	51.17	57.57	107.12	36.57	40.32	48.33	37.20	40.50	87.08
2013	51.82	73.34	100.12	64.40	88.11	247.53	72.01	83.05	97.66	72.40	82.82	162.19	49.90	55.99	68.83	50.90	56.27	130.52
2014	75.39	106.52	145.11	93.55	128.14	354.31	94.89	110.91	131.97	95.37	110.60	223.10	63.73	72.61	91.07	65.15	73.04	177.79
2015	99.27	140.05	189.97	124.06	169.78	453.78	117.98	139.00	166.25	118.95	139.17	280.22	77.80	89.55	113.43	79.77	90.37	220.73
2016	121.69	171.56	231.73	152.94	209.35	542.95	140.41	166.14	198.98	141.89	166.90	332.30	91.71	106.14	134.86	94.22	107.42	258.86
2017	142.73	201.17	270.57	180.24	246.93	622.68	162.21	192.37	230.26	164.22	193.82	379.76	105.47	122.40	155.43	108.52	124.19	292.62
2018	162.45	228.95	306.66	206.04	282.60	693.83	183.41	217.73	260.18	185.97	219.97	423.02	119.08	138.34	175.20	122.68	140.70	322.43
2019	180.93	255.00	340.14	230.41	316.45	757.21	204.04	242.28	288.80	207.16	245.39	462.51	132.56	153.98	194.21	136.68	156.95	348.72

Residential - New

	GWh						Summer MW						Winter MW					
	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H
2010	0.17	0.26	0.88	0.74	0.90	1.97	0.09	0.14	0.45	0.15	0.21	0.67	0.01	0.03	0.24	0.09	0.11	0.42
2011	0.44	0.67	2.29	1.90	2.31	5.12	0.23	0.35	1.16	0.39	0.55	1.75	0.04	0.08	0.63	0.22	0.28	1.09
2012	0.72	1.10	3.88	3.18	3.88	8.70	0.38	0.58	1.97	0.65	0.91	2.99	0.06	0.13	1.06	0.37	0.47	1.86
2013	0.91	1.41	5.02	4.09	4.99	11.30	0.48	0.74	2.55	0.83	1.17	3.89	0.08	0.17	1.38	0.48	0.60	2.43
2014	1.10	1.71	6.21	5.02	6.13	14.00	0.58	0.90	3.16	1.02	1.43	4.82	0.09	0.20	1.71	0.59	0.74	3.02
2015	1.31	2.04	7.53	6.04	7.38	17.02	0.69	1.08	3.83	1.22	1.71	5.88	0.11	0.24	2.08	0.71	0.89	3.68
2016	1.54	2.42	9.13	7.27	8.88	20.70	0.82	1.28	4.65	1.46	2.05	7.17	0.13	0.29	2.54	0.86	1.07	4.50
2017	1.79	2.83	10.87	8.58	10.50	24.71	0.95	1.50	5.54	1.71	2.42	8.58	0.15	0.33	3.03	1.01	1.26	5.39
2018	2.07	3.30	12.92	10.11	12.38	29.44	1.10	1.74	6.58	2.01	2.84	10.24	0.17	0.39	3.61	1.19	1.48	6.44
2019	2.28	3.65	14.48	11.26	13.80	33.07	1.21	1.93	7.38	2.23	3.16	11.52	0.19	0.43	4.06	1.33	1.65	7.26

Estimates of FPL Total Achievable Potential 2010 to 2019, at the Generator

Commercial/Industrial - Existing

	GWh						Summer MW						Winter MW					
	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H
2010	16.49	25.94	138.14	15.52	24.39	82.47	20.42	21.99	59.92	20.38	21.79	42.33	6.80	7.20	11.93	6.66	6.92	8.05
2011	43.44	68.19	357.76	41.56	65.27	227.88	42.26	46.44	145.59	42.23	46.07	104.21	14.09	15.16	27.76	13.73	14.45	17.81
2012	77.29	120.94	596.97	75.04	117.91	413.16	65.16	72.71	238.69	65.24	72.34	179.44	21.75	23.66	45.66	21.11	22.43	29.23
2013	114.90	178.96	806.78	113.15	177.79	610.57	88.80	100.18	324.03	89.12	100.07	259.90	29.66	32.52	63.98	28.70	30.73	42.17
2014	154.18	238.92	966.67	153.90	241.79	796.07	112.93	128.38	394.43	113.62	128.84	337.79	37.72	41.59	81.55	36.44	39.26	56.32
2015	193.72	298.41	1080.23	195.86	307.44	954.40	137.33	156.95	449.91	138.53	158.28	407.74	45.87	50.75	97.74	44.26	47.93	71.19
2016	232.74	356.19	1158.83	238.01	373.05	1077.56	161.91	185.64	492.94	163.71	188.14	465.90	54.04	59.91	112.07	52.11	56.67	85.92
2017	270.68	412.07	1216.16	279.73	438.31	1169.83	186.54	214.26	527.28	189.06	218.20	512.56	62.20	69.04	124.53	59.96	65.46	99.70
2018	307.72	465.25	1262.16	321.19	502.26	1241.49	211.17	242.64	556.60	214.50	248.26	551.37	70.32	78.08	135.65	67.81	74.25	112.50
2019	343.44	515.34	1300.86	361.90	564.15	1297.37	235.70	270.68	582.68	239.92	278.17	583.89	78.39	86.99	145.76	75.63	83.01	124.14

Commercial/Industrial - New

	GWh						Summer MW						Winter MW					
	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H	RIM L	RIM M	RIM H	TRC L	TRC M	TRC H
2010	0.92	0.53	1.30	1.09	1.67	2.25	0.17	0.09	0.25	0.20	0.30	0.38	0.01	0.01	0.01	0.02	0.03	0.05
2011	2.36	1.26	3.46	2.77	4.46	6.21	0.44	0.21	0.66	0.50	0.81	1.04	0.03	0.02	0.04	0.05	0.07	0.14
2012	4.41	2.20	6.68	5.18	8.67	12.38	0.82	0.37	1.29	0.94	1.57	2.06	0.06	0.04	0.07	0.08	0.14	0.29
2013	6.09	2.91	9.39	7.16	12.23	17.68	1.13	0.48	1.81	1.29	2.21	2.94	0.08	0.06	0.10	0.12	0.20	0.42
2014	8.72	3.96	13.73	10.25	17.94	26.28	1.62	0.65	2.65	1.85	3.25	4.37	0.11	0.08	0.14	0.17	0.29	0.62
2015	11.45	4.99	18.29	13.46	23.95	35.42	2.13	0.82	3.54	2.43	4.34	5.87	0.15	0.11	0.18	0.22	0.39	0.84
2016	14.68	6.17	23.77	17.26	31.18	46.48	2.73	1.00	4.60	3.12	5.66	7.70	0.19	0.14	0.24	0.28	0.51	1.11
2017	18.29	7.45	29.93	21.50	39.33	58.99	3.40	1.20	5.80	3.89	7.14	9.76	0.24	0.17	0.30	0.35	0.64	1.42
2018	22.63	8.94	37.39	26.61	49.21	74.22	4.21	1.43	7.25	4.82	8.93	12.27	0.29	0.21	0.37	0.43	0.80	1.79
2019	26.90	10.37	44.78	31.63	59.00	89.37	5.01	1.65	8.69	5.73	10.71	14.76	0.35	0.25	0.44	0.51	0.96	2.16

Summer MW at the Meter						
	Residential		Commercial/Industrial		Total	
Year	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative
2010	26.6	26.6	33.4	33.4	60.0	60.0
2011	26.6	53.2	33.4	66.8	60.0	120.0
2012	26.3	79.5	33.7	100.5	60.0	180.0
2013	26.2	105.7	33.8	134.3	60.0	240.0
2014	26.2	131.9	33.8	168.1	60.0	300.0
2015	26.2	158.1	33.8	201.9	60.0	360.0
2016	26.2	184.3	34.3	236.2	60.5	420.5
2017	26.2	210.5	34.7	270.9	60.9	481.4
2018	26.2	236.7	35.8	306.7	62.0	543.4
2019	26.6	263.3	36.6	343.3	63.2	606.6

Winter MW at the Meter						
	Residential		Commercial/Industrial		Total	
Year	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative
2010	24.6	24.6	8.5	8.5	33.1	33.1
2011	24.6	49.2	8.5	17.0	33.1	66.2
2012	24.7	73.9	8.5	25.5	33.2	99.4
2013	24.7	98.6	8.6	34.1	33.3	132.7
2014	24.7	123.3	8.9	43.0	33.6	166.3
2015	24.7	148.0	9.0	52.0	33.7	200.0
2016	24.7	172.7	9.2	61.2	33.9	233.9
2017	24.7	197.4	9.6	70.8	34.3	268.2
2018	24.7	222.1	10.1	80.9	34.8	303.0
2019	24.6	246.7	10.2	91.1	34.8	337.8

Energy (GWh) at the Meter						
	Residential		Commercial/Industrial		Total	
Year	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative
2010	33.1	33.1	41.0	41.0	74.1	74.1
2011	33.1	66.2	41.4	82.4	74.5	148.6
2012	32.8	99.0	44.2	126.6	76.9	225.5
2013	32.7	131.7	45.3	171.8	78.0	303.5
2014	32.7	164.4	53.9	225.7	86.6	390.1
2015	32.7	197.1	54.6	280.3	87.3	477.4
2016	32.7	229.8	59.8	340.1	92.5	569.9
2017	32.7	262.5	63.3	403.4	96.0	665.9
2018	32.7	295.2	71.2	474.6	103.9	769.8
2019	33.1	328.3	75.4	549.9	108.4	878.2

Docket No. 080407 - EG
Comparison of FPL's Proposed DSM Goals
and RIM and Participant Test Based
Achievable Potential
Revised Exhibit JRH-16, Page 1 of 1

TOTAL

Year	Winter MW		Summer MW		Energy GWh	
	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)
2010	25.9	33.1	78.1	60.0	151.3	74.1
2011	58.3	66.2	187.3	120.0	395.5	148.6
2012	95.1	99.4	308.7	180.0	669.5	225.5
2013	134.3	132.7	426.1	240.0	921.3	303.5
2014	174.5	166.3	532.2	300.0	1,131.7	390.1
2015	213.4	200.0	623.5	360.0	1,296.0	477.4
2016	249.7	233.9	701.2	420.5	1,423.5	569.9
2017	283.3	268.2	768.9	481.4	1,527.5	665.9
2018	314.8	303.0	830.6	543.4	1,619.1	769.8
2019	344.5	337.8	887.6	606.6	1,700.3	878.2

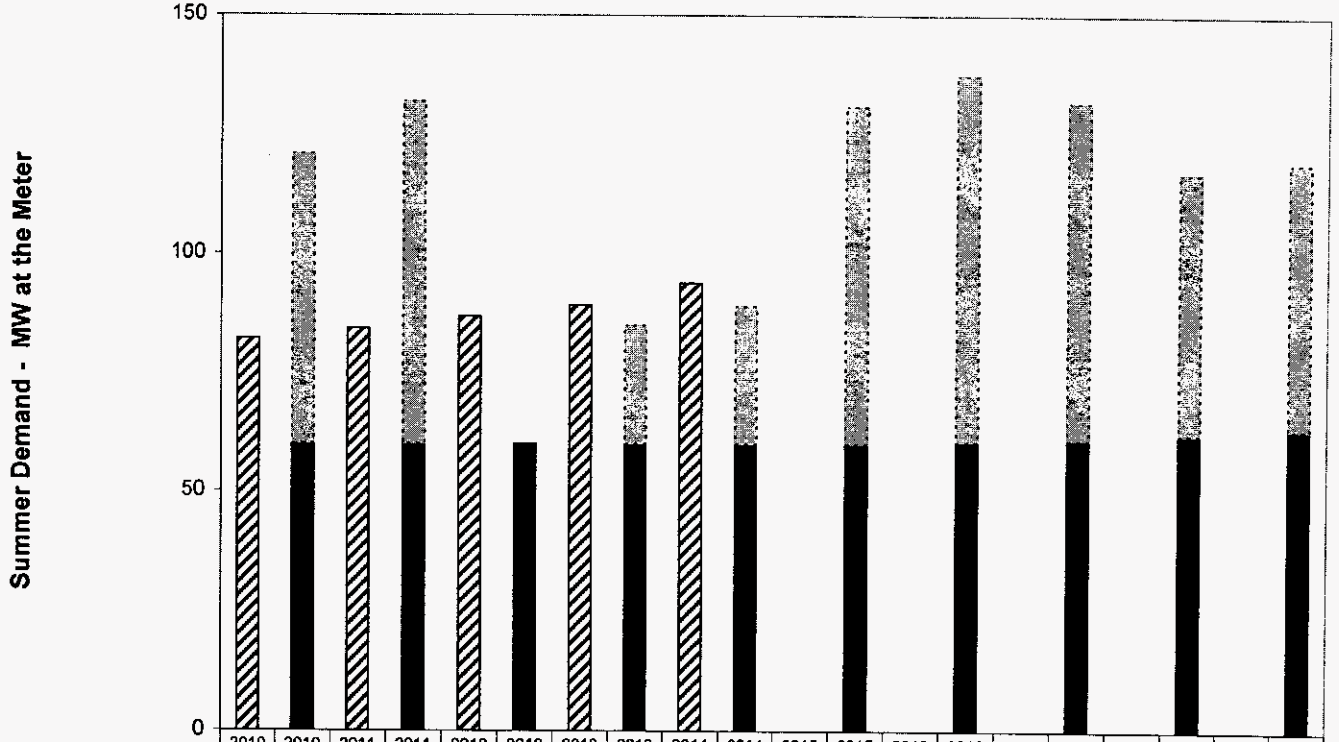
RESIDENTIAL

Year	Winter MW		Summer MW		Energy GWh	
	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)
2010	13.9	24.6	18.0	26.6	11.9	33.1
2011	30.5	49.2	41.1	53.2	34.2	66.2
2012	49.4	73.9	68.7	79.5	65.8	99.0
2013	70.2	98.6	100.2	105.7	105.1	131.7
2014	92.8	123.3	135.1	131.9	151.3	164.4
2015	115.5	148.0	170.1	158.1	197.5	197.1
2016	137.4	172.7	203.6	184.3	240.9	229.8
2017	158.5	197.4	235.8	210.5	281.4	262.5
2018	178.8	222.1	266.8	236.7	319.6	295.2
2019	198.3	246.7	296.2	263.3	354.6	328.3

COMMERCIAL / INDUSTRIAL

Year	Winter MW		Summer MW		Energy GWh	
	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)	Cumulative Achievable Potential (at generator)	Cumulative Proposed Goal (at meter)
2010	11.9	8.5	60.2	33.4	139.4	41.0
2011	27.8	17.0	146.3	66.8	361.2	82.4
2012	45.7	25.5	240.0	100.5	603.6	126.6
2013	64.1	34.1	325.8	134.3	816.2	171.8
2014	81.7	43.0	397.1	168.1	980.4	225.7
2015	97.9	52.0	453.4	201.9	1,098.5	280.3
2016	112.3	61.2	497.5	236.2	1,182.6	340.1
2017	124.8	70.8	533.1	270.9	1,246.1	403.4
2018	136.0	80.9	563.8	306.7	1,299.6	474.6
2019	146.2	91.1	591.4	343.3	1,345.6	549.9

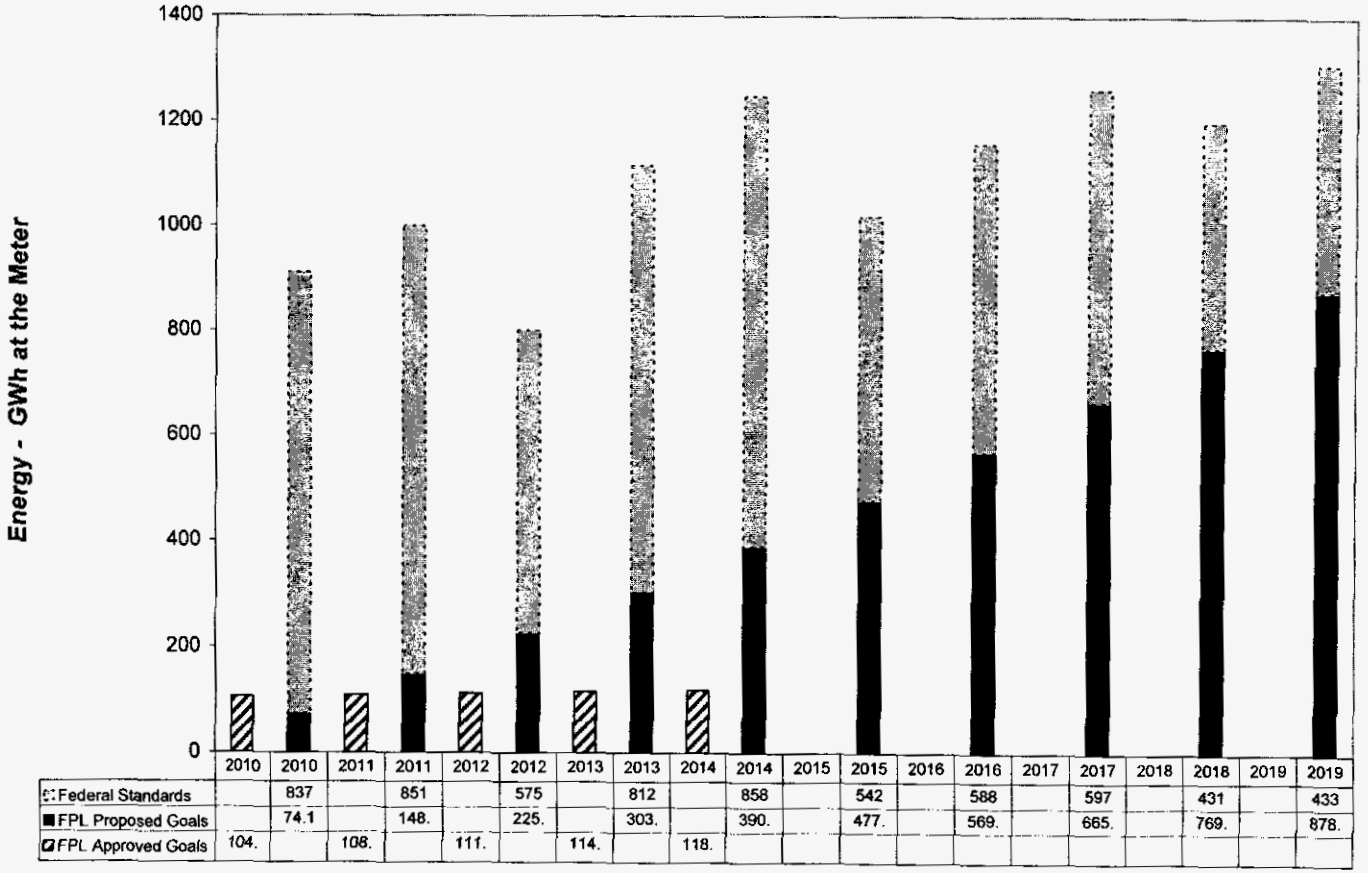
Comparison of FPL's Current and Proposed Goals



	2010	2010	2011	2011	2012	2012	2013	2013	2014	2014	2015	2015	2016	2016	2017	2017	2018	2018	2019	2019
Federal Standards		61		72		0		25		29		71		77		71		55		56
FPL Proposed Goals		60		60		60		60		60		60		60.5		60.9		62		63.2
FPL Approved Goals	82		84.2		86.7		89.1		93.8											

Docket No. 080407-EG
Comparison of FPL's Current and Proposed Goals
Revised Exhibit JRH-17, Page 1 of 2

Comparison of FPL's Current and Proposed Goals



	2010	2010	2011	2011	2012	2012	2013	2013	2014	2014	2015	2015	2016	2016	2017	2017	2018	2018	2019	2019
Federal Standards		837		851		575		812		858		542		588		597		431		433
FPL Proposed Goals		74.1		148.		225.		303.		390.		477.		569.		665.		769.		878.
FPL Approved Goals	104.		108.		111.		114.		118.											

Docket No. 080407-EG
Comparison of FPL's Current and Proposed Goals
Revised Exhibit JRH-17, Page 2