

**LEADING EDGE MARKETING CONSULTANT  
ELECTRIC UTILITY RATE SPECIALIST & STATISTICAL DATA ANALYST**

Colonial Point Condominiums  
5201 Atlantic Boulevard Suite 119  
Jacksonville, Florida 32207-2461

November 25, 2013

Subject: Selling the City-Owned Jacksonville Electric Authority (JEA) to the Florida Power & Light Group (FPL)

Enclosed is a brief recap of the savings of some of JEA's largest Commercial Customers.

Sincerely,

*Thomas J. Thomas, Jr.*

Thomas J. Thomas, Jr.  
President

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Telephone: 904-314-8665

JEA File: 2013-119

Georgia Tech Class of 1949

B.S. Industrial Management

Municipal License Code: 772.325

Shell Oil - Manager, Purchasing & Stores  
Drew Chemical - Manager, Purchasing & Receiving  
Ryder Truck Lines - Director, Purchasing & General Services  
American Coolair - Manager, Purchasing & Material Control

Self-Employed - Marketing Consultant  
Roux Laboratories - Purchasing Manager  
Branchemco - Materials Manager  
University of N. Florida - Property Control Accountant

Cc:

Office of the Mayor    City General Counsel    City Chief Financial Officer    City Council Members    City Council Auditor

JEA - CEO & Managing Director - Paul McElroy

Florida Times Union

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FLORIDA POWER & LIGHT GROUP - SAVINGS		JEA File: 2013-118				
JEA ANNUAL REVENUE - 2012 .	\$1,473,134,000	COMMERCIAL & RESIDENTIAL CUSTOMERS				
FPL 25.00 % SAVINGS	\$368,283,500	COMMERCIAL & RESIDENTIAL CUSTOMERS				
COMMERCIAL CUSTOMERS	ELECTRIC	25.00%				
	MONTHLY	MONTHLY	1-YEAR	3-YEAR	5-YEAR	
	COST	SAVINGS	SAVINGS	SAVINGS	SAVINGS	
U. S. NAVY	\$2,423,048	\$605,762	\$7,269,144	\$21,807,432	\$36,345,720	
U. S. COURT HOUSE	\$46,005	\$11,501	\$138,015	\$414,045	\$690,075	
U. S. GENERAL SERVICES	\$71,512	\$17,878	\$214,536	\$643,608	\$1,072,680	
U. S. POSTAL SERVICE - GMC	\$101,438	\$25,360	\$304,314	\$912,942	\$1,521,570	
U. S. POSTAL SERVICE - BMC	\$145,456	\$36,364	\$436,368	\$1,309,104	\$2,181,840	
U. S. POST OFFICES	\$18,372	\$4,593	\$55,116	\$165,348	\$275,580	
<b>U. S. TOTAL</b>	<b>\$2,805,831</b>	<b>\$701,458</b>	<b>\$8,417,493</b>	<b>\$25,252,479</b>	<b>\$42,087,465</b>	
<b>CITY OF JACKSONVILLE</b>	<b>\$881,506</b>	<b>\$220,377</b>	<b>\$2,644,518</b>	<b>\$7,933,554</b>	<b>\$13,222,590</b>	
DUVAL COUNT PUBLIC SCHOOLS	\$1,447,273	\$361,818	\$4,341,819	\$13,025,457	\$21,709,095	
UNIVERSITY OF NORTH FLORIDA	\$354,782	\$88,696	\$1,064,346	\$3,193,038	\$5,321,730	
FLORIDA STATE COLLEGE	\$199,288	\$49,822	\$597,864	\$1,793,592	\$2,989,320	
<b>EDUCATION TOTAL</b>	<b>\$2,882,849</b>	<b>\$720,712</b>	<b>\$8,648,547</b>	<b>\$25,945,641</b>	<b>\$43,242,735</b>	
JAX AIRPORT AUTHORITY	\$392,210	\$98,053	\$1,176,630	\$3,529,890	\$5,883,150	
JAX PORT AUTHORITY	\$105,426	\$26,357	\$316,278	\$948,834	\$1,581,390	
<b>AUTHORITY TOTAL</b>	<b>\$5,381,828</b>	<b>\$1,345,457</b>	<b>\$16,145,484</b>	<b>\$48,436,452</b>	<b>\$80,727,420</b>	
MEMORIAL HOSPITAL	\$394,293	\$98,573	\$1,182,879	\$3,548,637	\$5,914,395	
MAYO CLINIC	\$788,418	\$197,105	\$2,365,254	\$7,095,762	\$11,826,270	
SHANDS HOSPITAL	\$796,582	\$199,146	\$2,389,746	\$7,169,238	\$11,948,730	
BAPTIST HOSPITAL	\$399,324	\$99,831	\$1,197,972	\$3,593,916	\$5,989,860	
ST VINCENT'S HOSPITAL	\$619,438	\$154,860	\$1,858,314	\$5,574,942	\$9,291,570	
<b>HOSPITAL TOTAL</b>	<b>\$8,379,883</b>	<b>\$2,094,971</b>	<b>\$25,139,649</b>	<b>\$75,418,947</b>	<b>\$125,698,245</b>	
<b>GRAND TOTAL</b>	<b>\$20,331,897</b>	<b>\$5,082,974</b>	<b>\$60,995,691</b>	<b>\$182,987,073</b>	<b>\$304,978,455</b>	