

1 IN RE: DUKE ENERGY FLORIDA 2018 RFP

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3 BIDDER'S PRE-RELEASE MEETING

4 OF OCTOBER 2ND, 2013

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10 LOCATION: Marriott Westshore
11 1001 North Westshore Boulevard
12 Tampa, Florida 33607

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13 TIME: Began 1:02 p.m.

14 Ended 1:42 p.m.

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22 Reported By:
23 Megan Lindgren Ennis
24 Notary Public
25 State of Florida at Large
Esquire Deposition Solutions - Tampa Office
Phone - 813.221.2535, 800.838.2814
Esquire Job No. 2100

1 Duke Energy Florida Representatives:

2 Benjamin Borsch, Presenter
David Dawson
3 Sterling Ivey
Liliana Tanaka Ugaz
4 Michael Keen
Shawn Tyler

5

6

7 Duke Energy Counsel:

8 Michael Walls, Esquire
Carlton Fields, PA
9 4221 West Boy Scout Boulevard, Suite 1000
Tampa, Florida 33607
10 813.223.7000

11 Dianne Triplett, Esquire
Duke Energy Florida
12 299 First Avenue North
St. Petersburg, Florida 33701
13 727.820.4692

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INDEX

16

PAGE

17 Proceedings.....3

18 Certificate of Reporter.....26

19

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1 MR. BORSCH: All right. Welcome everybody. This
2 is the pre-release meeting for the Duke Energy Florida
3 2018 RFP. I appreciate everybody's coming. I'm going
4 to do -- before we get started, as I'm speaking, can
5 those of you who are on the phone, am I coming through
6 reasonably clearly?

7 CALLER: Yes.

8 MR. BORSCH: And let me ask one other question of
9 those of you on the phone. Has anybody out there
10 tried to get into the live meeting link?

11 CALLER: Yes.

12 MR. BORSCH: And is it working?

13 CALLER: Yes.

14 MR. BORSCH: Perfect. That's what I wanted to
15 hear. Excellent. Okay.

16 So by way of introduction, my name is Ben Borsch.
17 I am the director of innovative resource planning for
18 DEF, Duke Energy Florida. And I have a number of
19 other Duke Energy representatives with me. This is
20 Liliana Tanaka Ugaz, who works in my group.
21 Dave Dawson, who you were greeting in the back also
22 works with my group; Mike Keen, a Duke Energy
23 representative many of you know; back in the corner I
24 have Diane Triplett and Mike Walls representing Duke
25 Energy. There are at least that many of us here.

1 I will also introduce Alan Taylor, who works for
2 Segway Consulting. He will be supporting us in
3 administering the RFP. We will talk a little more
4 about Alan's role later on.

5 So what I'm going to do next, actually, is ask
6 all of you to introduce yourselves. We are going to
7 take roll on the phone here in just a moment. Give me
8 your name and the company that you are from.

9 Before I get to that, though, this is a recorded
10 meeting. We have the court reporter here, Megan, and
11 she is taking notes for us. And the transcript of
12 this will eventually -- not immediately, but
13 eventually get posted on the DEF RFP website. So if
14 there are questions that arise from this meeting,
15 hopefully I will answer them correctly, and they will
16 be in the transcript. If I misspeak, then we will
17 post some kind of correction later on.

18 Let me start over here.

19 MR. HALPER: Bob Halper, Florida Power
20 Development.

21 MR. NOBLE: Bob Noble, Florida Power Development.

22 MR. HOPKINS: Tony Hopkins, Florida Power
23 Development.

24 MR. FEIKEMA: Phil Feikema, Global Sanchez
25 Engineering.

1 MS. SANCHEZ: Elizabeth Sanchez, Global Sanchez
2 Engineering.

3 MR. TYLER: Shawn Tyler, Duke Energy.

4 MR. LISKO: David Lisko, an individual.

5 MR. ROMANOWSKI: Matt Romanowski, Johnson
6 Brothers.

7 MR. DAVISON: Brian Davison, Constellation.

8 MR. ZAMBRO: Rich Zambro; I represent a group of
9 non-utility generators.

10 MR. DALEY: Mark Daly; I'm with NTE Solutions.

11 MR. HOPKINS: Wayne Hopkins with Hill & Knowlton
12 public relations.

13 MR. BORSCH: And on the phone?

14 MR. ANTONEL: Mike Antonel.

15 MS. FANTANO: Jenny Fantano with Southern Power
16 Corporation.

17 MR. PETERS: Jim Peters.

18 MR. BORSCH: We had one other person join us in
19 the room.

20 MR. VILLA: Juan Villa with TECO Energy.

21 MR. BORSCH: Okay. I will just say that just a
22 brief moment on safety, if there is some kind of a
23 need to evacuate the room, we will go directly out the
24 door to the back and into the parking lot, and across
25 the parking lot, and congregate across the street, if

1 the building is on fire, or falling down, or something
2 else.

3 The agenda today, we will talk a little bit about
4 the contacts about why we are here, talking in a high
5 level about the next planned generating unit listed in
6 the RFP documents, the schedule, and go through the
7 whole RFP process. There are two contacts listed in
8 the RFP. This information that is up here is also in
9 the RFP. Myself with the DEF address and Alan Taylor.
10 I will say this: The official contact for sending us
11 questions, asking for clarifications, all of those
12 things, all those kinds of questions need to be sent
13 in writing to this DEF2018RFP e-mail address. And
14 that e-mail address will be answered by me and also by
15 Alan.

16 And I'll take a moment here, I think, to
17 explain a little bit about Alan's role. Alan is going
18 to serve with us as the independent monitor and
19 evaluator. Alan has a number of roles, but the chief
20 one will be to work through, managing all of the
21 correspondence, requests for clarifications and
22 questions, to make sure that we are providing a level
23 playing field amongst the bidders, including the
24 self-builds, so that whatever information, questions,
25 clarifications, get answered, and that the information

1 is posted on the Power Advocate website and is open to
2 everyone.

3 Alan also, as you may have read in the RFP, will
4 be receiving separate copies of all the bids
5 electronically. And we will talk about that in a
6 moment. And the purpose of that will be so that Alan
7 has a verification copy of whatever gets sent in so
8 that there are not questions later about the way that
9 we have potentially manipulated any of the
10 information.

11 Furthermore, Alan will be working with us to
12 oversee the evaluation of the bids and the
13 interpretation of any of the data which is supplied as
14 a part of the bids, again, to insure that we are
15 following the process that is laid out in the RFP and
16 throughout applying those processes evenly across the
17 bidding community.

18 MR. TAYLOR: If I could add one thing, as far as
19 your questions or clarifications requests, if you
20 could be sure to send them to both e-mails, the Duke
21 Energy e-mail and CC me on your request so I can stay
22 in the loop with all communications, I would
23 appreciate it. Thanks.

24 MR. BORSCH: So the purpose of the meeting today
25 is really to talk about the RFP and the RFP process

1 and the rules, and to give you-all the opportunity to
2 ask questions either today or hopefully very soon in
3 writing about how the RFP is going to proceed forward.

4 I'm not going to attempt to answer detailed
5 questions about the evaluations, about numbers, about
6 any of those things. We will take your questions, and
7 some of those questions will be addressed either in
8 writing through the website -- or I should say and/or
9 at the bidders conference in two weeks.

10 So there will be a -- I really want to focus
11 today on the question of, how are we administering the
12 RFP, what is the bidding procedure, and go through
13 that part of it, so that if you have -- if there are
14 things which are in the RFP document itself which are
15 for some reason unclear, or you have suggestions of
16 how they might be changed, or something that doesn't
17 seem right, those are the kinds of questions we are
18 trying to answer or take under consideration today.

19 The purpose of the RFP, as I think most of you
20 understand, is to solicit energy alternatives to our
21 next planned generating unit. Obviously our secondary
22 purpose is to meet bid rules as required by the Public
23 Service Commission, and eventually to allow us to
24 collect a project which offers the maximum value to
25 our customers. That will include both price and

1 non-price attributes of the specific bids.

2 And I think I've been making sure. We have
3 gotten a number of inquiries from folks who are
4 interested in providing services. That is not
5 actually part of this RFP. This RFP is focused on
6 receiving bids for power generation.

7 The next planned generating unit, which is laid
8 out in this document, we have a need for the 1,640
9 megawatts in 2018. That is listed there. We have the
10 proposal of the next planned generating unit, which is
11 to be located in Citrus County, natural gas fired. In
12 Section 4 of the RFP there is a required number of
13 statistics about that unit, and so that is there.
14 That is our bid. And under the rules of the road here
15 in Florida, if we make modifications to that proposal,
16 then we will let you know, that is, however many
17 bidders are remaining at whatever stage we do that,
18 what those changes to our proposal might be, and allow
19 an opportunity to respond to those.

20 I guess it's worth mentioning at this point that
21 while on the one hand, the RFP is a request, a
22 solicitation for power, functionally, in front of the
23 Commission, the RFP also serves the purpose of saying
24 that we are looking for alternatives to our proposal.
25 So our proposal is there. It's kind of the benchmark.

1 This is the opportunity for any of you who are bidding
2 against it to provide us with alternatives that we can
3 demonstrate or we will demonstrate through the
4 evaluations, are somehow more cost effective, more
5 technically effective, what have you.

6 So the RFM documents are broken up into five
7 pieces. The primary solicitation document itself
8 outlines how to make submittals, what we are looking
9 for, all those kinds of things. Attachment A, Key
10 Terms and Conditions; one of the requirements of the
11 submittal is that you either agree the key terms and
12 conditions, or offer us a red line with your own
13 changes to that document.

14 Our 2013 10-year site plan is included and
15 Attached with B, although I will say that there is
16 also in the solicitation document in Section 5, an
17 update on some of the information from the 10-year
18 site plan, specifically reserve margins and capacities
19 for different years that we have developed as we have
20 moved through this year. That is more specific to the
21 RFP than the 10-year site plan itself.

22 Attachment C is the instructions for the response
23 packages. It lays out, hopefully clearly, all of the
24 things that we will need, all of the information that
25 we will need. There is a very specific list of 12

1 sections, chapters, to which we ask that all bidders
2 respond to all 12 of the chapters. Some of them may
3 not be applicable, but in that case, we ask that you
4 include a page identifying a particular section not
5 applicable to your type of bid and one sentence or two
6 of why.

7 And then finally, Attachment D are the schedules
8 which are specific and responsive to the instructions.

9 MR. TYLER: It might be a good time to address if
10 anybody came in late on the call or in here.

11 MR. BORSCH: Okay. We have all introduced
12 ourselves. Can you please introduce yourself.

13 MS. EWE: Sharon Ewe from Ecology and
14 Environment.

15 MR. BORSCH: Has anyone joined the call since we
16 did the role call and introductions?

17 Fair enough.

18 MR. CHUNG: Edward Chung from GE Energy Services
19 on the line.

20 MR. BORSCH: The next thing is the schedule of
21 the RFP. Again, this is the same as you will find in
22 the document. I think the key dates here, besides
23 today's meeting of course, a week from Tuesday, that
24 is to say six days from today, we will be releasing
25 the RFP itself. The document which you have all seen

1 on the website is the draft. Hopefully there won't be
2 any material changes, but the final actual document
3 will be released on the 8th.

4 If there are material changes, we will also post
5 some kind of a notice on the website saying, "notice
6 on Page X, Y, or Z, we changed this."

7 And then there will be a bidders meeting, which
8 will be back here on the 18th. For those of you who
9 want to call in to that meeting or come in remotely,
10 the contact information will be the same. It is again
11 also posted already on the website. And that is on
12 Friday, the 18th, at 1:00 o'clock in the afternoon.

13 Then the proposals will be due on the 9th of
14 December.

15 And then from there we will proceed to obviously
16 the evaluation and screening. We are expecting to get
17 a to a short list around March, final list in May,
18 selection and negotiations over the Summer, and making
19 our final certification around September, or before
20 that if we can conclude the evaluation more quickly.

21 It's probably worth noting too that -- go back,
22 please.

23 This schedule is obviously subject to change,
24 depending a little bit on how many bids we get, on how
25 the evaluation proceeds. This schedule may shorten or

1 lengthen considerably. We will see how that goes once
2 we get into it.

3 Proposal types we are looking for supply site
4 proposals. We are looking for actual dependable
5 energy and capacity, but we are open to how that might
6 be supplied, whether it's from existing units, new
7 units, all of the above, if need be. We are looking
8 for a total of 1,640 Summer megawatts. We are open to
9 a range of choices around sizes, types, fuels, terms.

10 It's probably worth noting at this point, one of
11 the questions that we've gotten already is about the
12 term of this bid. You will see in the document that
13 we have asked for bids with minimum term of 15 years
14 and a maximum term of 35. The question that arose was
15 the 35 is consistent with our commission mandate life
16 of unit for a combined cycle. And so that will be the
17 term over which we will evaluate projects that are
18 alternate bids.

19 The submission information, as I mentioned a
20 moment ago, is due no later than 3:00 p.m. on the 9th
21 of December. And we will -- I will talk in a moment
22 about our Power Advocate website, but we are asking
23 that all submissions be uploaded to our Power Advocate
24 website. Some people here have already registered as
25 users on that Power Advocate website. In order to

1 submit a bit you do need to do that, to submit the
2 bids through that website.

3 As I mentioned earlier, we are going to ask that
4 everyone submitting a bid also put an electronic copy
5 of that bid on a device -- flash drive seems the most
6 convenient -- and mail those, or overnight them, or
7 however you want to have them delivered, to Alan at
8 the Segway Consulting address which is in the RFP for
9 receipt no later than the following day, the 10th of
10 December.

11 The official copy that we, Duke Energy, will be
12 working from in the evaluations will be the copy
13 that's uploaded on to the Power Advocate site. But in
14 the event that there are any questions later, Alan
15 will be maintaining second copies of all of the bids
16 that are received.

17 Obviously, any bidder may submit as many
18 proposals as they wish. We have -- this is discussed
19 at some length in the RFP document. There is a
20 submittal fee of \$20,000 for each bid. In addition to
21 that, bidders may, at no additional cost, submit up to
22 two additional variations on their base bid, which
23 will be variations in things like terms, or variations
24 in length of service, possibly additional bells and
25 whistles, whether it's supplemental firing, or

1 whatever you want to propose different. I think the
2 fundamental drivers for whether it is a second
3 submittal or not is going to be, is it fundamentally
4 the same project in the same place, same kind of base
5 project? If the variations are -- again, if they are
6 actual variations on the base project, we will
7 evaluate up to two of those with each bid at no
8 additional cost.

9 The proposal fees need to be sent to the
10 St. Petersburg address, which is on the website, and
11 received by the 10th of December.

12 Just a little bit at a high level about the
13 evaluation process; we are going to take these seven
14 steps here, an initial screen, an evaluation, choose a
15 short list, and detailed evaluation, a final list, and
16 final decision. The purpose of the initial threshold
17 screening is to insure that the proposals meet the
18 minimum requirements. There are minimum requirements
19 listed in the RFP on Figure 3-2. Functionally, are
20 these going to be projects that meet our basic needs
21 for reliable energy and capacity, basic operating
22 performance, have you filled out the proposals
23 correctly in the sense of getting us all the
24 schedules, all of the information, are the fees in, do
25 you have control over a site on which your project

1 might be built if it's not a pre-existing site, and
2 transmission.

3 I will pause at this moment to talk a little bit
4 about transmission. The fundamental requirements that
5 we're asking for on transmission is that all of the
6 projects, if they are not existing projects, any new
7 projects may submit a request for transmission service
8 at the time of the proposal submittals.

9 Obviously you may not initially on the first try
10 get the request approved, but if the requests are in
11 and appear to be moving towards approval, everybody
12 needs have one. And this is, as I said -- I'll talk a
13 little further about transmission, how we're going to
14 manage the transmission evaluation. But the first
15 step is that request.

16 The second thing for projects which are not
17 located within the DEF service territory, there needs
18 to be evidence of a transmission evaluation being done
19 by whoever the host transmission provider is. So if
20 you're located -- if you have a project which is
21 located outside of our territory, then we need to see
22 that there is at least a transmission study underway
23 for and nearing completion. PI think we have given 30
24 days in the RFP -- for transmission from that host
25 utility.

1 For existing projects or system power,
2 essentially what we will ask for is evidence that you
3 can deliver, you have transmission rights to deliver
4 the power to the DEF system.

5 The initial evaluation obviously, total cost,
6 minimum technical requirements, and that we will just
7 be kind of running through this, to see -- do a high
8 level screening, making sure they are really going to
9 be competitive.

10 Figure 3-3 in the proposal solicitation documents
11 lists the screening criteria for the generator costs.
12 We will be doing transmission cost screening and
13 obviously adding those together. We have a list of
14 minimum technical requirements in figure 3-4. And
15 there is a list here, environment engineering design.
16 You will see the list in the solicitation documents
17 that covers all of the basic criteria that we are
18 going to be looking at in the initial screening.

19 A little further discussion on the subject of
20 transmission; we will be performing internal screening
21 of all of the transmission costs associated with each
22 of the various proposals initially. So there will be
23 a kind of facility level screening study that is done
24 for each of the proposals, and the cost of performing
25 those studies is covered in the submittal fee. And

1 that will apply both to existing, new system, all
2 different kinds of proposals, in order to identify the
3 system upgrade costs associated with each project. We
4 will ask you in the proposals to provide the specific
5 interconnection cost, but system transmission upgrade
6 costs that will be specific based on the location of
7 each of the bids that are submitted will be screened
8 at this point.

9 Then we will proceed from there to a short list,
10 obviously based on both the combination of the
11 technical requirements and the overall economic
12 requirements, including both generator and
13 transmission screening. We expect do this around
14 early March, and we will notify bidders of who has
15 been selected and who hasn't. Recognizing that we
16 don't know at this stage how many bids we will get or
17 of what sizes, we are sort of holding open -- we are
18 not going to say we are going to pick six, or we're
19 going to pick three. We will wait and see how this
20 goes, and how many bids we get, and what sizes, and
21 how they might fill the capacity need in making this
22 selection.

23 From there we are going to proceed to the
24 detailed evaluation, and at this point we will do a
25 couple of things. The first is to build each one of

1 the proposals into a portfolio or scenario for our
2 evaluation. So in doing this, we are going to take
3 the proposals that are -- that do not fill the entire
4 capacity need, and match them up with either generic
5 units. And we will eventually -- our generic unit
6 costs from 2013 are actually available in the 10-year
7 site plan.

8 We will be matching these up with generic units
9 and/or we will a mix and match the proposals. So if
10 we get proposals that pass the initial screening that
11 are, say for instance, for half the capacity, we will
12 test them as portfolios together in weighing them
13 against the full capacity of the next plan generating
14 unit. So what I said earlier that it could be all of
15 the above in terms of system power, new units,
16 existing units, we are going to do some mixing and
17 matching to create what we consider to be good
18 portfolios that will weigh well towards the next
19 planned generating unit.

20 At this point we will do a more detailed
21 technical evaluation. There is a list in Figure 3-5
22 of the many criteria that we will be going through in
23 reviewing the technical criteria. And there will be a
24 more detailed transmission review. Again, as we are
25 constructing portfolios at this stage, we will create

1 a new set of transmission costs that may be associated
2 with the placement of individual units within the
3 portfolio.

4 Then finally, all of that information will come
5 together in a total life cycle cost for each of the
6 alternatives that we have identified to evaluate.
7 Also at this point we are likely to have questions
8 back to specific bidders who are on the short list and
9 we will go through a round of bidder clarifications at
10 that point.

11 From there we will select a final list. We are
12 expecting that step will take us a couple of months
13 and get us into May of next year, and ranking those
14 people on the final list. We will move ahead to
15 negotiate with the top contenders with the goal of
16 awarding the RFP by August so that we can move forward
17 to our commission filings in September next year.

18 If you have a new project for which a need
19 determination is required, DEF would appear on that
20 need determination as the co-applicant. We will make
21 filings as required by the Public Service Commission.

22 Back to the subject for a moment of fees; the
23 \$20,000 fee that I mentioned at the beginning is
24 nonrefundable. I have talked about the fact that we
25 will have two variations in term and/or pricing. For

1 those projects which are signing up that are not
2 already existing projects, who are entering the
3 transmission queue, there is, in addition to \$20,000,
4 a \$10,000 fee for the deposit for the fees.

5 Now, the way that, under our Open Access
6 Transmission Tariff, we will follow a specific set of
7 FERC guidelines in analyzing applicants for
8 transmission service, which any new projects under
9 this RFP will be. So to that end, the costs that are
10 incurred and charged under the Transmission analysis
11 outside of the specific RFP are charged on an actual
12 cost basis.

13 So one of the things that we did in designing the
14 RFP process here is that it is our expectation that
15 under the initial screening work that we are going to
16 do, initially in detail screening work that we are
17 going to do as part of the RFP, that the bulk of the
18 costs that would ordinarily be charged against the
19 submission fee and the system impact study fee will
20 actually be absorbed. In other words, they will
21 already be used under the initial \$20,000 submission
22 fee.

23 These deposits that are listed here at the bottom
24 of the page are, in fact, refundable. However, if we
25 get to the stage where a new project is actually going

1 forward to completion and becoming an actual applicant
2 for transmission service, then this kind of gives you
3 a ballpark of what the study costs round out to be for
4 those steps as you go through to the final stage of
5 analysis.

6 Again, these deposit levels and the way that that
7 money is administered are discussed in detail on our
8 transmission tariff and they are set basically by FERC
9 rules.

10 Again, as I mentioned earlier, we are asking that
11 all of the bidders register on our Power Advocate
12 website. The link is on the page which I assume many
13 of you have seen already. Many of you have already
14 registered as Power Advocate users. On the 8th of
15 October our Power Advocate page, this RFP will go
16 live. So from that page you will be able to download
17 the actual bidding documents in Word and Excel form.
18 So for instance, all the instructions, the schedules,
19 those will be available on that page beginning on the
20 8th of October. You have to register for the site and
21 register as a supplier to download those documents,
22 and then hopefully to re-upload your bids and
23 submissions.

24 So that kind of covers really what we wanted to
25 present today, and give you-all the opportunity to

1 walk through it with us. At this point essentially
2 I'm open to take questions and provide any
3 clarifications that I can on the bidding documents,
4 the process.

5 MR. ZAMBO: I have a question about the Power
6 Advocate. You said the suppliers have to register.
7 What if I'm representing suppliers?

8 MR. BORSCH: I believe that you can register as a
9 representative of the suppliers. I use the term
10 generically, but yes.

11 MR. ZAMBO: Great. Thank you.

12 MR. BORSCH: Questions on the phone? Anybody on
13 the phone?

14 MR. CHUNG: Edward Chung, GE Energy, about the
15 transmission study; you mentioned that there is a
16 transmission study to be done in the context of the RP
17 will be comparable to what's done of the feasibility
18 of the transmission application. Will we get results
19 from that study just as we would if we had paid for
20 the feasibility study and impact study? Is that
21 performed by the same group with the same oversight as
22 the initial LGIA process?

23 MR. BORSCH: Let me take this question -- answer
24 your question backwards. The first answer to your
25 question in terms of is it performed by the same group

1 with the same oversight as the LGIA process? The
2 answer is yes. The transmission studies will be
3 performed and coordinated through our DEF transmission
4 planning group.

5 The second piece of your study, the answer is no.
6 We will provide you with a summary of the results of
7 the study, but it will not be at the same level of
8 detail that you would receive if we were going through
9 the full process. In part, that is by design, not,
10 quite frankly, to limit your access to the
11 information, but rather first of all, to streamline
12 the RFP process, and second of all to allow us to --
13 partly to control the cost and the time of the
14 duration of the analysis.

15 As you are probably aware, the preparation of the
16 full study report under the LGIA is an expensive
17 process. And so the feasibility studies that will be
18 performed in this analysis will have, as I say, a
19 comparable level of analysis, but we are not going to
20 produce a full study reports. For those people who
21 proceed to the short list, it may -- we will discuss
22 the question of proceeding with the old process
23 through the system impacted study. And under that
24 venue obviously the reports will be available in
25 accordance with the normal process.

1 MR. CHUNG: Thank you.

2 MR. BORSCH: Well, hearing no other questions, I
3 will say this: Any questions -- I have received a
4 number of questions already of a more detailed nature
5 that what we were going to discuss at the meeting
6 today. Questions that are sent in to the contact
7 e-mails will be answered, and the answers will be
8 posted to the website. Our intention is to provide
9 all of the bidders with equal access to the
10 information. So they will pretty much be posted up to
11 the website and available for review beginning the 8th
12 of October.

13 So if you think of questions that have not been
14 answered here, please e-mail them to us. Once again,
15 any information which you may talk to me, receive
16 answers verbally, talk to Alan, receive answers
17 verbally, we will do our best to answer the questions
18 straightforwardly. Official responses to questions --
19 or the questions need to come in writing and the
20 official responses will be posted on the Power
21 Advocate website.

22 All right. Well, thank you all for coming.

23 (Concluded at 1:42 p.m.)

24

25

CERTIFICATE OF REPORTER

STATE OF FLORIDA)
COUNTY OF HILLSBOROUGH)

I, Megan Lindgren Ennis, certify that I was authorized to and did stenographically report the meeting; and that the foregoing pages are a true and complete record of my stenographic notes taken during said meeting.

I further certify that I am not a relative, employee, attorney, or counsel of any of the parties, nor am I a relative or employee of any of the parties' attorneys or counsel connected with the action, nor am I financially interested in the action.

Dated this 9th day of October, 2013.

Megan Lindgren Ennis

Megan Lindgren Ennis