

STATE OF FLORIDA



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# Public Service Commission

May 11, 2015

Mrs. Beth Keating  
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Gunster Law Firm  
215 South Monroe Street  
Suite 601  
Tallahassee, FL 32301-1839

## STAFF'S SECOND DATA REQUEST

RE: Docket No. 150089-EG- Petition for approval of demand-side management plan by Florida Public Utilities Company.

Dear Mrs. Keating,

By this letter, the Commission staff requests that Florida Public Utilities Company (utility) provide responses to the following data requests.

For the purpose of the following questions, please refer to Florida Public Utility Company's (FPUC or utility) responses to staff's First Data Request in the above-referenced docket.

1. Regarding the utility's response to question no. 2, an analysis of the Program Administrative & Equipment Costs (Nominal), provided on page 4, indicates that Common Expenses account for approximately 74% of the total costs, while the incentives for the Residential and Commercial classes account for approximately 20% and 6%, respectively, of the total costs.
  - a. Please explain, with the greatest specificity possible, why the incentives for the Residential class accounts for such a small percentage of the total costs.

- b. Please explain, with the greatest specificity possible, why the incentives for the Commercial class accounts for such a small percentage of the total costs.
2. Regarding the utility's response to question no. 2, an analysis of the Payroll & Benefits costs indicates that Common Expenses accounts for approximately 85% of the total costs shown. Please provide a breakdown of the major expense categories (and the associated expense amounts) accounting for at least 10% of the Common Expenses associated with Payroll & Benefits.
3. Regarding the utility's response to question no. 2, an analysis of the Materials & Supplies costs indicates that Common Expenses accounts for approximately 85% of the total costs shown. Please provide a breakdown of the major expense categories (and the associated expense amounts) accounting for at least 10% of the Common Expenses associated with Materials & Supplies.
4. Regarding the utility's response to question no. 2, an analysis of the Advertising costs indicates that Common Expenses accounts for approximately 31% of the total costs shown. Please provide a breakdown of the major expense categories (and the associated expense amounts) accounting for at least 10% of the Common Expenses associated with Advertising.
5. Regarding the utility's response to question no. 2, an analysis of the Other costs indicates that Common Expenses accounts for approximately 54% of the total costs shown. Please provide a breakdown of the major expense categories (and the associated expense amounts) accounting for at least 10% of the Common Expenses associated with Other Costs.

6. In response to question no. 9, the utility has projected the following approximate growth rates in ECCR expenditures (when compared to the immediately preceding year) for the 2016 – 2024:

<b>Calculation of FPUC-Assumed Growth Rates in ECCR Expenditures</b>		
<b>Year</b>	<b>ECCR Expenditures</b>	<b>Calculated Growth Rate From Immediately Prior Year</b>
2015	\$508,150	
2016	\$584,190	15%
2017	\$669,110	15%
2018	\$757,600	13%
2019	\$844,630	11%
2020	\$955,470	13%
2021	\$1,064,250	11%
2022	\$1,174,890	10%
2023	\$1,294,560	10%
2024	\$1,415,400	9%

However, the utility has assumed a participation growth rate of virtually zero for the years 2015 to 2024. Please explain the utility’s rationale for assuming an essentially flat growth rate in participation for that period, while assuming a double-digit growth rate in ECCR expenses for that same period.

7. The following questions relate to the utility’s advertising efforts.
- a. How does FPUC advertise each of its conservation programs?
  - b. Does FPUC anticipate any changes in its advertising efforts for its conservation programs given the reduction in approved goals?
  - c. If the response to (b) is affirmative, please explain the anticipated changes in advertising.
8. The following questions pertain to the employees associated with the utility’s conservation programs.
- a. How many employees (in terms of full time equivalents) are dedicated to the utility’s conservation programs?

- b. Please provide the titles and associated duties for employee positions dedicated to the utility's conservation programs.
- 9. Please discuss the company's methodology used to estimate administrative costs.
- 10. Please list all items (i.e. salaries, computer programs, etc.) that are included in administrative costs.
- 11. Please discuss any efforts the company has made to reduce administrative costs associated with its DSM programs.
- 12. Please complete the table below summarizing actual and projected administrative costs for the company's DSM plan.

Year	Administrative Costs (Nominal \$)	
	Actual	Projected
2005		
2006		
2007		
2008		
2009		
2010		
2011		
2012		
2013		
2014		
2015		
2016		
2017		
2018		
2019		
2020		
2021		
2022		
2023		
2024		

Mrs. Keating  
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Please file all responses electronically no later than June 1, 2015, from the Commission's website at [www.floridapsc.com](http://www.floridapsc.com), by selecting the Clerk's Office tab and Electronic Filing Web Form. Please feel free to call me at (850) 413-6187 if you have any questions.

Sincerely,

*s/ Leslie Ames*  
Leslie Ames  
Attorney

LAA/dml

cc: Office of Commission Clerk