



July 21, 2015

**-VIA ELECTRONIC FILING-**

Carlotta Stauffer, Director  
Division of Commission Clerk  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

**Re: Docket No. 150000-OT / 2015 FEECA Report Data Collection**

Dear Ms. Stauffer:

Please find enclosed FPL's responses to Staff's First Data Request, Nos. 1-5. If there are any questions regarding this filing, please contact me at 561-304-5226.

Sincerely,

s/ Jessica A. Cano  
Jessica A. Cano  
Senior Attorney  
Fla. Bar No. 0037372



A.

Please see the table below, which is also provided in electronic format. Please note that the 2004 Commission-approved goals for FPL were established at the meter, instead of at the generator. For purposes of this response, FPL has converted those goal amounts to be at the generator, as requested, using the line loss factor in place at the time the goals were set in 2004.

FPL's current DSM Plan, as approved by Commission Order No. PSC-11-0346-PAA-EG (consummated by Order No. PSC-11-0590-FOF-EG), consists of DSM programs approved by the Commission in 2004 and subsequent modifications, including new programs approved by the Commission in 2006. Variances from the 2009 goals are to be expected because FPL's approved DSM Plan was not designed to meet the 2009 goals. As explained in the transmittal letter for FPL's 2014 Annual DSM Report, FPL developed internal demand and energy targets ("FPL Targets") that provide a more relevant frame of reference for evaluating FPL performance in view of the Commission's 2011 Order. The FPL Targets are based on the incentive levels and a similar program mix contained in FPL's approved DSM Plan as well as adjustments for 2012 Florida Building Code changes. As shown in the table below, in 2014 on a combined basis, FPL's achievements exceeded 2013 and FPL achieved the Summer MW and GWh targets. The value of demand and energy savings for FPL's general body of customers is unrelated to whether the savings occur in the residential or business sector.

<b>Cumulative Savings Achieved - vs - Cumulative Goals</b>									
<b>Year</b>	<b>Winter Peak MW Reduction</b>			<b>Summer Peak MW Reduction</b>			<b>GWh Energy Reduction</b>		
	<b>Achieved</b>	<b>Goal/FPL Target</b>	<b>Percent Variance</b>	<b>Achieved</b>	<b>Goal/FPL Target</b>	<b>Percent Variance</b>	<b>Achieved</b>	<b>Goal/FPL Target</b>	<b>Percent Variance</b>
2006	122.5	87.7	40%	243.0	156.6	55%	414.7	234.2	77%
2007	257.4	135.4	90%	423.7	234.2	81%	640.5	330.6	94%
2008	344.8	188.5	83%	572.7	317.4	80%	813.6	433.3	88%
2009	430.3	244.9	76%	718.9	404.4	78%	980.1	541.4	81%
2010	59.4	41.3	44%	129.2	110.4	17%	204.1	204.3	0%
2011	64.2	52.3	23%	146.2	142.2	3%	261.1	295.2	-12%
2012	70.9	70.6	0%	139.9	119.4	17%	211.0	146.0	45%
2013	55.6	73.3	-24%	127.0	123.7	3%	214.2	150.1	43%
2014	66.6	79.0	-16%	142.1	131.1	8%	222.1	156.4	42%

**Q.**

Please refer to FPL's 2014 Annual Demand-Side Management report. Specifically, refer to the section in which demand and energy program savings are compared to Commission approved goals. If the company failed to meet its Commission approved goals in the Residential or Commercial/Industrial sector, please provide the following in Excel format:

- a. Please identify the name of the residential program(s) that did not meet their projected participation levels which in-turn resulted in underachieving targeted goals, measured at the generator. For each identified program, please complete the tables below in Excel format.
  
- b. Please discuss why these residential programs did not meet the projected participation levels. In addition, please describe what actions the Company will take to increase the participation rate in its under performing residential programs in order to meet the Commission-approved goals?

<b>2014 Residential Programs that <u>Did Not Meet</u> Projected Participation Levels</b>				
Program Name	Target Number of Customers	Target Energy Savings GWh	Actual Number of Customers	Actual Energy Savings GWh

- c. Please identify the name of the commercial/industrial program(s) that did not meet their projected participation levels which in-turn resulted in underachieving targeted goals, measured at the generator. For each identified program, please complete the tables below in Excel format.



<b>2014 Commercial/Industrial Programs that Exceeded Projected Participation Levels</b>				
Program Name	Target Number of Customers	Target Energy Savings GWh	Actual Number of Customers	Actual Energy Savings GWh

**A.**

For planning purposes, FPL develops participation projections on a program-level basis. However, these do not constitute specific Commission-approved performance targets for each program. Ultimately, market conditions determine the participation levels for each program and their mix of measures. Therefore, operationally, FPL monitors and seeks to manage the Residential and Business sector portfolios to balance these natural participation variances so that the overall Residential and Business MW & GWh goals are achieved.

As discussed in FPL’s response to Staff’s First Data Request No. 1 of this set, the FPL Targets are more representative of what FPL’s PSC-approved DSM Plan’s programs are designed to achieve. Therefore, FPL’s response to this Data Request will reference FPL’s performance relative to the FPL Targets. The individual program-level “targets” are based on levels that when added together would achieve the FPL Targets and are used for budgeting purposes. These differ from the individual program-level "targets" shown in FPL’s Annual Report because the Annual Report values are based on the projections developed for the 2004 DSM Plan as subsequently modified in 2006. Please note that neither set of participation projections is designed to achieve the 2009 goals.

- a. In 2014, FPL achieved all sector targets except the residential Winter MW. Accordingly, FPL has modified the column headers which originally referenced GWh to reference Winter MW.

**2014 Residential Programs that Did Not Meet Projected Participation Levels**

Program Name	Target Number of Customers	Target Winter MW @ Generator	Actual Number of Customers	Actual Winter MW @ Generator
Residential HVAC	101,410	32.9	121,349	24.3

- b. As previously mentioned, the Commission does not set goals at the program level. FPL only uses program-level projections to assist in meeting its overall Targets, as shown in FPL's response to Staff's First Data Request No. 1. The primary reason for the Residential Winter MW shortfall was due to the mix of measures actually adopted, not due to overall program participation levels. In the Residential HVAC program, though overall participation exceeded the forecast, the proportion of those participants who also chose to install the heat pump measure when replacing their air-conditioning units was below forecast. The Commission reset FPL's DSM Goals in 2014 and FPL's proposed DSM Plan to meet these new Goals is currently under review by the Commission. Therefore, no further actions are planned.
- c. In 2014, FPL did not achieve the business Summer MW and Winter MW. Accordingly, FPL has modified the column headers which originally referenced GWh to reference Summer or Winter MW. Please note that for FPL's Business programs, one "customer" equals one Summer kW.

**2014 Commercial/Industrial Programs that Did Not Meet Projected Participation Levels**

Program Name	Target Number of Customers	Target Summer MW @ Generator	Actual Number of Customers	Actual Summer MW @ Generator
Business HVAC	16,935	16.9	13,939	13.9
Business Building Envelope	9,607	9.6	8,047	8.0

Program Name	Target Number of Customers	Target Winter MW @ Generator	Actual Number of Customers	Actual Winter MW @ Generator
Business HVAC	10,452	10.5	5,313	5.3

- d. The primary reason for the Business Summer and Winter MW shortfall was due to customers deferring projects into later years. Projects in HVAC and Building Envelope are capital intensive and decisions were made by large customers in the third and fourth quarter to defer the expenses until the beginning of 2015 or later. The Commission reset FPL's DSM Goals in 2014 and FPL's proposed DSM Plan to meet these new Goals is currently under review by the Commission. Therefore, no further actions are planned.

e. Please see the table below.

**2014 Residential Programs that Exceeded Projected Participation Levels**

<b>Program Name</b>	<b>Target Number of Customers</b>	<b>Target Summer MW @ Generator</b>	<b>Actual Number of Customers</b>	<b>Target Summer MW @ Generator</b>
Residential HVAC	101,401	53.2	121,349	69.6



**Q.**

Please use the chart below to provide the annual number of Residential and Commercial/Industrial energy audits performed during the 2011-2014 periods. Please provide an Excel version with your response.

<b>Customer Audits Performed during the 2011 - 2014 Periods</b>				
Type of Audit	# of Audits 2011	# of Audits 2012	# of Audits 2013	# of Audits 2014
Residential on-line				
Residential Main-in				
Residential in-home				
Residential Total				
Commercial Total				
Industrial Total				

**A.**

Please note the following regarding FPL's Home Energy Survey (HES) and Business Energy Evaluation (BEE) programs:

- Residential Mail-In – FPL does not offer this option (indicated by “n/a”).
- Residential Phone – FPL offers audits via telephone (added to table).
- Commercial and Industrial Consolidated – FPL does not track commercial and industrial separately, so these have been combined as “Business”.

Please note that, as a result of FPL's low customer bills, we have seen a significant decrease in customer “high bill inquiries” – typically one of the main drivers of residential In-Home HES requests. At the same time, we have been able to drive a significant increase in customers participating in FPL's Online survey channel through promotional campaigns. There are no quantity targets set for surveys by either the Commission or FPL.

<b>Customer Audits Performed during the 2011 - 2014 Periods</b>				
<b>Type of Audit</b>	<b># of Audits 2011</b>	<b># of Audits 2012</b>	<b># of Audits 2013</b>	<b># of Audits 2014</b>
<b>Residential On-line</b>	49,014	61,820	68,510	92,502
<b>Residential In-Home</b>	62,354	45,480	44,562	35,471
<b>Residential Mail-in</b>	n/a	n/a	n/a	n/a
<b>Residential Phone</b>	48,252	37,769	33,940	69,821
<b>Residential Total</b>	<b>159,620</b>	<b>145,069</b>	<b>147,012</b>	<b>197,794</b>
<b>Business Total</b>	<b>11,690</b>	<b>12,089</b>	<b>12,101</b>	<b>12,822</b>

**Q.**

Pursuant to Order No. PSC-09-0855-FOF-GU, the Commission directed the investor-owned utilities to spend 10 percent of their historic energy conservation cost recovery expenditures as an annual cap for solar water heating and solar photovoltaic pilot programs. If your utility had any active solar renewable programs in 2014, please complete the following table for each program. Please add columns as necessary to provide other pertinent information that may be helpful to staff in determining whether these programs have been successful. Please provide an Excel version with your response.

<b>Solar Programs Active in 2014</b>				
Name of Program	Program Implementation Date	Number of Installs (#)	Incentive Amount Paid to Customers (\$)	Total Program Expenditures (\$)

**A.**

Please note the following regarding the provided table of 2014 data:

- Program Implementation Date – Represents the initial launch date for FPL’s Solar Pilots.
- Renewable Research & Demonstration – FPL projects focused on new technology research, customer education and raising awareness.
- Solar Non-Program Specific – Represents expenditures that are required to support the entire Solar portfolio instead of just any single pilot (e.g., costs related to the Solar reservation system).

FPL would not characterize the Solar Water Heating (SWH) and Photovoltaic (PV) Pilots as “successful.” The Solar Pilots remain decidedly non-cost-effective by large margins for non-participants and the participants regardless of the preliminary cost-effectiveness screening test used. FPL did not discern any significant improvements in either the availability or price of solar technologies for customers as a result of the Solar Pilots, and in one case the pricing actually got noticeably worse to the detriment of the participants. The lack of cost-effectiveness unfairly places higher rate impacts on non-participating customers, many of whom do not have the resources or any practical incentive to incur the substantial financial outlay to participate in the pilot programs.

**Solar Programs Active in 2014**

Name of Pilot	Program Implementation Date	Number of Installs	Incentive Amount Paid to Customers	Total Program Expenditures	Cost Effectiveness		
					RIM	TRC	Participant
Residential Photovoltaic	6/29/2011	257	\$4,498,068	\$4,627,588	0.51	0.39	0.98
Business Photovoltaic	Same	51	\$1,924,288	\$2,052,346	0.83	0.54	0.88
Business Photovoltaic for Schools	Same	63	n/a	\$3,763,060	0.19	0.20	2.72
Residential Solar Water Heating	Same	1,118	\$1,118,000	\$1,460,055	0.51	0.17	0.63
Residential Solar Water Heating (Low Income New Construction)	Same	266	\$1,019,292	\$1,069,732	0.21	0.28	Infinite
Business Solar Water Heating	Same	3	\$5,610	\$68,907	0.34	0.17	0.73
Renewable Research & Demonstration	Same	4	n/a	\$890,773	n/a	n/a	n/a
Solar Non-Program Specific	Same	n/a	n/a	\$101,226	n/a	n/a	n/a

**Q.**

Please provide the annual kW capacity (DC rating) of solar photovoltaic systems installed in 2014 by customers who received a rebate through the residential and business solar pilot programs. Please provide the annual kW capacity (DC rating) by program. Also, provide the annual kW capacity (DC rating) of solar photovoltaic systems installed in 2014 by customers who participated in the solar for schools pilot program.

**A.**

Please see the table in Attachment No. 1.

Florida Power & Light Company  
2015 FEECA Report Data Collection  
Docket No. 150000-OT  
Staff's First Data Request  
Request No. 5  
Attachment No. 1  
Tab 1 of 1

**Solar Programs Installed in 2014**

<b>Name of Program</b>	<b>Annual kW Capacity (DC Rating)</b>
Residential Photovoltaic	2,273
Business Photovoltaic	1,449
Business Photovoltaic for Schools	581
Renewable Research & Demonstration	35