

State of Florida



# Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850

**-M-E-M-O-R-A-N-D-U-M-**

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**DATE:** October 9, 2020

**TO:** Adam J. Teitzman, Commission Clerk, Office of Commission Clerk

**FROM:** Laura V. King, Chief of Reliability & Resource Planning, Division of Engineering *LK*

**RE:** Docket No. 20200056-EG Petition for approval of demand-side management plan and request to modify residential and business on call tariff sheets, by Florida Power & Light Company.

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Please file Florida Power & Light Company's revised Demand-Side Management Program Standards in the above mentioned docket file.

LK/jp

Attachment



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Florida Power & Light Company  
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E-mail: Will.Cox@fpl.com

October 8, 2020

**-VIA EMAIL-**

Tom Ballinger  
Director, Division of Engineering  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

**RE: Docket No. 20200056-EG: Petition for Approval of Florida Power & Light Company's Demand-Side Management Plan**

Dear Mr. Ballinger:

Pursuant to the August 10, 2020 request from Florida Public Service Commission Staff and subsequent correspondence, Florida Power & Light Company ("FPL") hereby submits its revised Demand-Side Management ("DSM") Program Standards, revising its September 25, 2020 filing as requested by Commission Staff. FPL respectfully requests administrative approval of these standards upon completion of the Florida Public Service Commission Staff's review.

If there are any questions regarding this filing, please contact me at (561) 304-5662.

Sincerely,

/s/ William P. Cox  
William P. Cox  
Fla. Bar No. 0093531

cc: Judy Harlow, Director, Division of Economics  
Charles Murphy, Esq., Office of General Counsel

# **Florida Power & Light Company**

## **Residential Energy Survey Program Standards**

**Effective: November 2, 2020**

# FPL Residential Energy Survey Program Standards

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# **FPL Residential Energy Survey Program Standards**

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## **Program Objective**

Educate customers on energy efficiency and encourage them to participate in applicable FPL Demand-Side Management (“DSM”) programs and/or implement other recommended actions not included as part of FPL’s Residential programs.

## **Program Requirements**

- Customer must have an active FPL residential account.
- Survey must be performed by an FPL representative either in the customer’s home or on the phone or by the customer using FPL’s online system.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL’s Energy Conservation Cost Recovery (“ECCR”) True-Up and Projection filings. Program achievements will be reported in FPL’s DSM Annual Report.

## **Disclaimers**

“The utility does not warrant or guarantee the audit findings or recommendations, nor is the utility liable as a result of the audit for the acts or omissions of any person who implements or attempts to implement those conservation measures recommended by the auditor” (*Florida Administrative Code 25-17.003*). It is the sole responsibility of the customer to determine whether any energy conservation measure is appropriate for their property and to manage any independent contractor that is selected and hired by the customer.

# **Florida Power & Light Company**

## **Load Management Program Standards**

**Effective: November 2, 2020**

# FPL Load Management Program Standards

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# FPL Load Management Program Standards

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## **Program Objective**

The load management programs allow FPL to control customer-selected appliances or customer-established loads for varying time periods during system emergencies.

## **Program Requirements**

The applicable tariff sheets identified below provide the requirements for each program.

**Residential Load Management (On Call<sup>®</sup>)** – FPL-installed equipment is connected to eligible customer-selected end-use equipment (i.e., central air conditioning, central electric heating, electric water heaters, and pool pumps), allowing FPL to control these loads. Applicable Tariff Sheets: 8.217 – 8.218.

**Business On Call** – FPL-installed equipment is connected to the customer’s direct expansion (“DX”) central electric air conditioning unit allowing FPL to control this load. Applicable Tariff Sheets: 8.109 – 8.110.

**Commercial/Industrial Demand Reduction (“CDR”)** – Load control equipment is installed at the customer’s facility to allow FPL to control customer-established loads of 200 kW or greater. Applicable Tariff Sheets: 8.680 – 8.685. Customers shall be responsible for providing appropriate contact information to FPL for communication of load management event alerts and program notifications.

**Commercial/Industrial Load Control (“CILC”)** – Load control equipment is installed at the customer’s facility to allow FPL to control customer-established loads of 200 kW or greater. This program was closed to new participants as of December 31, 2000. It remains available only to existing CILC customers who entered into a CILC agreement as of March 19, 1996 and continue to meet the requirements of the CILC Tariff. Applicable Tariff Sheets: 8.650 – 8.659. Customers shall be responsible for providing appropriate contact information to FPL for communication of load management event alerts and program notifications.

**Participation Limitation** – FPL will close current-year participation in the applicable Program(s) if FPL determines that additional participation is not needed to achieve its approved Residential or Business sector annual Goals. FPL’s prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program(s) will be reopened to new participants January 1<sup>st</sup> of the following year. This provision is not applicable to the CILC program which is closed to new participants. FPL will provide customer messaging through its normal communication channels, which may include FPL’s website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL’s Energy Conservation Cost Recovery (“ECCR”) True-Up and Projection filings. Program achievements will be reported in FPL’s Demand-Side Management (“DSM”) Annual Report.



# **Florida Power & Light Company**

## **Residential Air Conditioning Program Standards**

**Effective: November 2, 2020**

# FPL Residential Air Conditioning Program Standards

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# FPL Residential Air Conditioning Program Standards

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## Program Objective

Encourage customers to install high-efficiency air-cooled air conditioning systems (“A/C System”).

## Eligibility Requirements

### **Customer must:**

- Have an active FPL residential account.
- Reside in a residential single-family detached home (excludes manufactured or mobile homes).
- Have not received a rebate for the same A/C System within the past two years. This limitation may be waived, at FPL’s sole discretion, if the A/C System is damaged by a state or federally recognized natural disaster, tornado, fire or the like.
- Select an A/C System that meets all equipment specifications.
- Select, verify and hire a Participating Independent Contractor (“PIC”) to perform the installation work.
  - Governmental entities, including local, state and federal agencies may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **A/C Systems must reflect the following specifications:**

- Straight-cool, electric-driven, air-cooled system with a Seasonal Energy Efficiency Ratio (“SEER”) of 16 or 17.
- New (i.e., cannot be refurbished, previously installed or used).
- Certified by the Air Conditioning, Heating & Refrigeration Institute (“AHRI”) as listed on its website ([www.ahridirectory.org](http://www.ahridirectory.org)) and listed (including any supplemental devices) by Underwriters Laboratories (“UL”) or another nationally recognized testing organization in accordance with UL standards.

### **Installation by the PIC must:**

- Completely replace an existing electric-driven cooling system (*i.e.*, condenser, blower, coil, and any supplemental devices). Replacement of only some components does not qualify.
- If the existing A/C System is connected to an FPL Load Management (On Call<sup>®</sup>) transponder, the FPL low voltage wire must be disconnected from the existing thermostat and reconnected to the new thermostat.
  - The reconnection must be acknowledged in FPL’s Web Incentive Processing System (“WIPS”).
- Systems with non-electric heating or no heating can be replaced with like heating.

## PIC Requirements

- FPL at its sole discretion will determine the number of PICs eligible to participate in the Program.
- PIC is required to comply with all requirements of these Program Standards and a failure to comply can result in denial of the rebate and the PIC’s removal from participation in the Program.
- PIC must sign an agreement with FPL regarding participation in the Program. This is separate and independent from any agreement between the customer and the PIC.
- PIC must be a licensed mechanical or air conditioning contractor in good standing in the State of Florida at all times.

# **FPL Residential Air Conditioning Program Standards**

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## **Rebate Amount and PIC Reimbursement Processing**

### **Rebate Amount**

- \$150 per installation.
- The rebate amount must appear as an itemized credit on the PIC's invoice to the customer and the customer must have paid the amount net of the rebate.

### **PIC Reimbursement Processing**

- PIC shall complete the Residential Air Conditioning Rebate Certificate (including obtaining the customer's signature) and leave one copy with the customer.
- PIC shall submit its rebate reimbursement request and all required documentation online through WIPS in a timely and accurate manner, or through any other administrative process as may be established by FPL.
- For the sole purpose of ensuring Program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

### **Participation Limitation**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Residential sector annual Goals. FPL's prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer and PIC messaging through its normal communication channels, which may include FPL's website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL's Energy Conservation Cost Recovery ("ECCR") True-Up and Projection filings. Program achievements will be reported in FPL's Demand-Side Management ("DSM") Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that: (i) the customer has selected the proper A/C system for their residence; and/or (ii) that any of the underlying work performed by the PIC was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the A/C system and does not manage or provide oversight of the work performed by the PIC selected and hired by the customer. It is the sole responsibility of the customer to investigate and select an A/C system that is appropriate for their specific application, perform their own due diligence in selecting the PIC, manage the PIC they select and hire to perform the work, and to take the necessary precautions they deem prudent to ensure the equipment, materials, and work meets their expectations.

FPL does not provide any supervision, control or instructions to PICs regarding the means and methods for performing any work that might be eligible for a rebate. This is entirely the responsibility of the PIC who is

## **FPL Residential Air Conditioning Program Standards**

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an independent contractor and likewise the sole responsibility of the customer to manage and inspect the work performed by the PIC. FPL provides no guaranty or warranty regarding the amount of energy savings to be expected, the equipment and/or the work provided by the PIC.

# **Florida Power & Light Company**

## **Residential New Construction (BuildSmart®) Program Standards**

**Effective: November 2, 2020**

# FPL Residential BuildSmart® Program Standards

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# FPL Residential BuildSmart® Program Standards

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## **Program Objective**

Encourage builders and developers (“Builder”) to design and construct new homes that achieve BuildSmart® certification and move toward ENERGY STAR® qualifications.

## **BuildSmart® Certification Eligibility Requirements**

### **Builder must:**

- Construct a home that will be served by FPL.
- Be licensed by the State of Florida as a General Contractor, a Building Contractor or a Residential Contractor.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.
- Enter into a BuildSmart® Program Agreement or, if an owner-builder, a BuildSmart® Single Home Agreement.
- Submit documentation to FPL.
  - Construction information notice including physical address/lot number, home model information and construction start/stop dates.
  - Necessary data to perform the energy performance calculations including: home plans (floor, elevation, orientation, etc.); equipment specifications; and any other information FPL deems necessary.
    - A certified EnergyGauge Buildings (“ENB”) file or another FPL-approved file may satisfy this requirement.
- Provide FPL written notification before home is occupied that it is ready for verification.
  - An ENB, if submitted, will serve as notification.
- For the sole purpose of issuing the Buildsmart® certificate, FPL reserves the right to verify any home and will be the sole determiner of whether the requirements of these Program Standards have been met. Builder must allow access for this purpose.

### **Homes must reflect the following specifications:**

- New residential single-family detached or single-family attached home where each housing unit is separated by a ground-to-roof wall and has no unit constructed above or below.
- Achieve an energy performance improvement of at least 10% better than an applicable baseline home required by the Florida Energy Efficiency Code for Building Construction, as determined by FPL’s BuildSmart® energy performance calculation.
- Have whole house electric cooling supplied by a central cooling system.
- Have a ducted air distribution system complying with the following:
  - Florida Building Code approved closure systems for all duct system connections.
  - Based on an FPL-approved testing protocol, achieve a verified maximum leakage in cubic feet per minute (“CFM”) of five (5) percent of air-conditioned square footage or a maximum 0.42 pressure pan average (“PPA”).
  - This testing will be waived if the ducts are in a conditioned space.



# **FPL Residential BuildSmart® Program Standards**

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## **Optional Financial Incentives and Reimbursement Processing**

### **Optional Financial Incentives (per home)**

- May be provided in addition to a BuildSmart® certificate.
- Promotional Incentive – \$50
  - Home must be certified as achieving both BuildSmart® and ENERGY STAR® performance.
- Verification Reimbursement – \$75
  - Builder has a Registered, Class 1 Home Energy Rating System (“HERS”), as defined in Florida Administrative Code 9B-60.002, conducted in lieu of an FPL-performed field verification.

### **Reimbursement Processing**

- The Builder must submit documentation demonstrating the FPL requirements specified above have been met.
- Optional financial incentives will be paid to the Builder or their designee.

### **Participation Limitation**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Residential sector annual Goals. FPL’s prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer messaging through its normal communication channels, which may include FPL’s website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL’s Energy Conservation Cost Recovery (“ECCR”) True-Up and Projection filings. Program achievements will be reported in the FPL’s Demand-Side Management (“DSM”) Annual Report.

## **Disclaimers**

The issuance of a financial incentive by FPL under the Program shall not be considered or relied upon by the customer or Builder to be confirmation that: (i) the installed energy conservation measure(s) was appropriate for the residence; and/or (ii) that any of the underlying work performed by the Builder in the design and construction of the house and/or the installation of any energy conservation measure was done properly pursuant to the manufacturer recommendations and specifications, building codes, building plans, other applicable laws, design and engineering standards, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the energy conservation measure(s) and/or participate in the construction of the house and does not manage or provide any oversight of the work performed by the Builder. It is the sole responsibility of the customer to perform any due diligence necessary in connection with any decision made in purchasing a home which may be BuildSmart® certified. The issuance of a financial incentive under the Program does not provide the Builder or customer with any type of guaranty, assurance and/or warranty related to a BuildSmart® home, including the amount of energy savings to be expected.

The Builder is neither employed by FPL nor an agent of FPL but rather an independent contractor. FPL does not provide any engineering, plans, designs or instructions regarding the construction of a BuildSmart® home

## **FPL Residential BuildSmart® Program Standards**

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and does not provide any supervision, control or instructions to the Builder regarding the means and methods for performing any work that might be eligible for a financial incentive under the Program. This is entirely the responsibility of the Builder who is an independent contractor and likewise the sole responsibility of the customer to manage and inspect the work performed by the Builder.

# **Florida Power & Light Company**

## **Residential Ceiling Insulation Program Standards**

**Effective: November 2, 2020**

# FPL Residential Ceiling Insulation Program Standards

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# FPL Residential Ceiling Insulation Program Standards

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## Program Objective

Encourage customers to improve the building envelope's thermal efficiency.

## Eligibility Requirements

### **Customer must:**

- Have an active FPL residential account.
- Reside in a premise constructed before 1982.
- Have whole house electric air conditioning and heating.
- Have not received a ceiling insulation rebate within the last 20 years.
- Select, verify and hire a Participating Independent Contractor (“PIC”) to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.
- Provide access to all attic spaces in order for either FPL to determine rebate eligibility or PIC to determine and demonstrate to FPL such eligibility.
- Have a verified ceiling insulation R-value of less than R-8.
- Select ceiling insulation that meets all material specifications.

### **Ceiling Insulation material must reflect the following specifications:**

- Have a specified R-Value.
- Include, but not limited to, the following insulation types; blown-in, batt, blanket, and sprayed foam or fiber.
- New (*i.e.*, not refurbished, previously installed or otherwise used).
- Thermal properties, technical specifications, and performance characteristics independently tested and verified using the applicable test methods/standards established by the American Society of Testing and Materials (“ASTM”) or based on other FPL-approved calculations and test methods, where appropriate.

### **Installation by the PIC must:**

- Be installed uniformly on the ceiling as a direct application to insulate the full attic to a minimum R-value of R-30 for climate zone 1 (Miami-Dade, Broward and Monroe counties) or R-38 for climate zone 2 (rest of FPL territory) over all conditioned space including the scuttle hole (additions or renovations do not qualify).
- Be located in an accessible attic (inaccessible attics and flat roof installations are not eligible).
- Not be installed on top of unfinished (drop) ceilings.
- Not cover soffits or any other type of attic ventilation system.
- Have minimum clearance around all recessed lighting and gas-fired appliances as stipulated in state, county and local codes.
- Leave a product specification sheet for FPL at the premises.

# FPL Residential Ceiling Insulation Program Standards

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## PIC Requirements

- FPL at its sole discretion will determine the number of PICs eligible to participate in the Program.
- PIC must comply with all requirements of these Program Standards and a failure to comply can result in denial of the rebate and the PIC's removal from participation in the Program.
- PIC must sign an agreement with FPL regarding their overall participation in the Program. This is separate and independent from any agreement between the customer and the PIC.
- PIC must have the appropriate license in good standing to perform the work.

## Rebate Amount and PIC Reimbursement Processing

### Rebate Amount

<u>Existing R-value</u>	<u>Rebate Amount</u>
R0-R2	\$190
R3-R8	\$95

- No rebate payment shall exceed the customer's payment to the PIC which may include both materials and applicable labor.
- The rebate amount must appear as an itemized credit on the PIC's invoice to the customer and the customer must have paid the amount net of the rebate.

### PIC Reimbursement Processing

- Before installation begins a rebate certificate must be issued to the customer by an FPL representative or PIC.
- After installation, the customer or customer's designee will give the customer-signed rebate certificate to the PIC as partial payment. A rebate certificate cannot be exchanged for cash.
- PIC must submit to FPL date-stamped photo or video documentation showing the before and after R-value levels and any other supporting documentation as required by FPL (e.g., product specification sheet, etc.).
- PIC shall complete and submit its rebate reimbursement request and all required documentation online through FPL's Web Incentive Processing System ("WIPS"), or any other administrative process as may be established by FPL.
- For the sole purpose of ensuring Program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

### Participation Limitation

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Residential sector annual Goals. FPL's prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer and PIC messaging through its normal communication channels, which may include FPL's website, customer care center and other FPL representatives.

# **FPL Residential Ceiling Insulation Program Standards**

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## **Reporting Requirements**

Program costs will be reported to the Commission in FPL's Energy Conservation Cost Recovery ("ECCR") True-Up and Projection filings. Program achievements will be reported in the FPL's Demand-Side Management ("DSM") Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that: (i) the customer has selected the proper ceiling insulation for their residence; and/or (ii) that any of the underlying work performed by the PIC was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the ceiling insulation and does not manage or provide oversight of the work performed by the PIC selected and hired by the customer. It is the sole responsibility of the customer to investigate and select ceiling insulation that is appropriate for their specific application, perform their own due diligence in selecting the PIC, manage the PIC they select and hire to perform the work, and to take the necessary precautions they deem prudent to ensure the equipment, materials, and work meets their expectations.

FPL does not provide any supervision, control or instructions to PICs regarding the means and methods for performing any work that might be eligible for a rebate. This is entirely the responsibility of the PIC who is an independent contractor and likewise the sole responsibility of the customer to manage and inspect the work performed by the PIC. FPL provides no guaranty or warranty regarding the amount of energy savings to be expected, the material and/or the work provided by the PIC.

# **Florida Power & Light Company**

## **Residential Low Income Program Standards**

**Effective: November 2, 2020**



# FPL Residential Low Income Program Standards

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# FPL Residential Low Income Program Standards

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## Program Objective

Assist low income customers through FPL-conducted “Power to Save” Energy Retrofits and state Weatherization Assistance Provider (“WAP”) agencies.

## Eligibility Requirements

### **Customer must:**

- Have an active FPL residential account.
- For FPL “Power to Save” Energy Retrofits, reside in an area with a large proportion of customers whose incomes are consistent with WAP qualification requirements.
- For WAP-provided measures, meet WAP low-income eligibility criteria.
- Live in a residence with whole house cooling or heating.
- Have not previously received an FPL rebate for the same measure.

### **WAP must:**

- Qualify all customers using Federal and State guidelines.
- Conduct an audit using either the National Energy Audit Tool (“NEAT”) or an FPL-approved method.
- Be responsible for all work performed by itself or by its designated contractor(s).

## Rebate Amount and WAP Reimbursement Processing

Customers will receive the measures for free whether provided through an FPL “Power to Save” Energy Retrofit or a WAP agency.

### **WAP Rebate Amount (per home)**

- Weatherization/Infiltration \$90
- Air conditioning:
  - Duct testing & repair \$60
  - Unit maintenance \$80
  - Outdoor coil cleaning \$60
- Water heating:
  - Low flow showerhead \$30
  - Faucet aerator \$10
  - Pipe wrap \$40

### **WAP Reimbursement Processing**

- WAP shall submit the Low Income Weatherization Rebate Form to FPL within 90 days of installation.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.
- Rebate will be paid to the WAP or its designee.
- WAP must correct any deficiency in installation or materials identified by FPL within 90 days of notification.

# **FPL Residential Low Income Program Standards**

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## **Participation Limitation**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Residential sector annual Goals. FPL's prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer messaging through its normal communication channels, which may include FPL's website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL's Energy Conservation Cost Recovery ("ECCR") True-Up and Projection filings. Program achievements will be reported in FPL's Demand-Side Management ("DSM") Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that any of the underlying work performed by the WAP agency was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of conservation measures installed by the WAP agencies and does not manage or provide oversight of the work performed by the WAP agency. It is the sole responsibility of the customer and the WAP agencies to investigate and select conservation measures that are appropriate for their specific application, perform the work and to take the necessary precautions they deem prudent to ensure the equipment, materials, and work meets their expectations.

FPL does not provide any supervision, control or instructions to WAP agencies regarding the means and methods for performing any work that might be eligible for a rebate. This is entirely the responsibility of the WAP and likewise the sole responsibility of the customer to manage and inspect the work performed by the WAP. FPL provides no guaranty or warranty regarding the amount of energy savings to be expected, the equipment and/or the work provided by the WAP agencies.

# **Florida Power & Light Company**

## **Business Energy Evaluation Program Standards**

**Effective: November 2, 2020**

# FPL Business Energy Evaluation Program Standards

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# **FPL Business Energy Evaluation Program Standards**

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## **Program Objective**

Educate customers on energy efficiency and encourage them to participate in applicable FPL Demand-Side Management (“DSM”) programs and/or implement other recommended actions not included as part of FPL’s Business programs.

## **Program Requirements**

- Customer must have an active FPL business account.
- Survey must be performed by an FPL representative either at the customer’s business or on the phone or by the customer using FPL’s online system.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL’s Energy Conservation Cost Recovery (“ECCR”) True-Up and Projection filings. Program achievements will be reported in FPL’s DSM Annual Report.

## **Disclaimers**

“The utility does not warrant or guarantee the audit findings or recommendations, nor is the utility liable as a result of the audit for the acts or omissions of any person who implements or attempts to implement those conservation measures recommended by the auditor” (*Florida Administrative Code 25-17.003*). It is the sole responsibility of the customer to determine whether any energy conservation measure is appropriate for their property and to manage any independent contractor that is selected and hired by the customer.

# **Florida Power & Light Company**

## **Business Heating Ventilation & Air Conditioning ("HVAC") Program Standards**

**Effective: November 2, 2020**

# FPL Business HVAC Program Standards

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# **FPL Business HVAC Program Standards**

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## **Program Objective**

Encourage customers to install electric high-efficiency Business Heating Ventilation and Air Conditioning (“HVAC”) systems.

## **Eligibility Requirements – Chiller**

### **Customer must:**

- Have an active FPL business account.
- Select a chiller that meets all equipment specifications.
- Use the equipment to air condition a facility or process load.
- Not use the chiller as a backup or emergency unit that is not part of the normal operational sequence.
- Select, verify, and hire a qualified, licensed Contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **Chiller must reflect the following specifications:**

- Equipment must exceed Florida Building Code requirements as specified by FPL.
  - Air or water cooled, Path A or Path B.
- Certification required by manufacturer to latest release of AHRI Standard 550/590.
- Chilled water rated at 44°F leaving temperature with flow rate at 2.4 gpm per ton.
- Water cooled condensers rated at return temperatures of 85°F with flow rate at 3.0 gpm per ton.
- Air cooled condensers rated at ambient air temperature 95°F.
- Operate during FPL’s seasonal summer on–peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
- New (*i.e.*, cannot be refurbished, previously installed or used) unless pre-approved by FPL.

## **Rebate Amount and Reimbursement Processing – Chiller**

### **Rebate Amount**

- \$145 per Summer kW saved.

### **Reimbursement Processing**

- Documentation required for rebate processing:
  - FPL Chiller Rebate Certificate signed by the customer and then FPL.
  - Chiller performance data at AHRI standard test conditions.
  - The full load efficiency of the chiller, in kilowatts per ton, will be used to determine the rebate, and will be rounded to the nearest two decimal places.
  - A copy of the equipment invoice, or schedule of values, or purchase order.
  - Date-stamped photo(s) showing the newly installed equipment including a legible nameplate showing the model number and manufacturer’s information.
- All rebate certificates must be received by FPL for processing by the deadline specified on the rebate certificate. Approval for any exception must be obtained from FPL.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

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# FPL Business HVAC Program Standards

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## Eligibility Requirements – Direct Expansion (“DX”)

### **Customer must:**

- Have an active FPL business account.
- Select a DX that meets all equipment specifications.
- Use the equipment to air condition a facility or process load.
- Not use the DX as a backup or emergency unit that is not part of the normal operational sequence.
- Select, verify, and hire a qualified, licensed Contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.
  - Self-installation for non-governmental customers is only permitted for package terminal air-conditioners and heat pumps (“PTAC/PTHP”).

### **DX systems must reflect the following specifications:**

- Equipment must exceed Florida Building Code requirements as specified by FPL.
  - Air or water cooled air conditioners (split system & packaged) and condensing units.
  - Evaporative cooled air conditioners (split system & packaged) and condensing units.
  - Air cooled heat pump unitary and applied (split system & packaged).
  - Water source heat pump unitary and applied (water to air & water to water).
  - Air cooled packaged terminal air conditions and heat pumps (standard size).
  - Air cooled single package vertical air conditioners and heat pumps.
  - Air cooled variable refrigerant flow air conditioners (split system & packaged) and heat pumps.
  - Water source variable refrigerant flow unitary & applied heat pumps.
  - Air cooled computer room units.
  - Water cooled or glycol cooled computer room units (with & w/o economizer).
- Operate during FPL’s seasonal summer on-peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
- New (*i.e.*, cannot be refurbished, previously installed or used) unless pre-approved by FPL.

## Rebate Amount and Reimbursement Processing – DX

### **Rebate Amount**

- \$165 per Summer kW saved.

### **Reimbursement Processing**

- Documentation required for rebate processing:
  - FPL DX Rebate Certificate signed by the customer and then FPL.
  - AHRI or AHRI/ISO certification.
  - Manufacturer verified specifications shall be provided for any special class/size of HVAC equipment not AHRI/ISO certified or for any HVAC equipment model numbers with minor (non-energy) variations from AHRI/ISO listings.
  - The Seasonal Energy Efficiency Ratio (“SEER”) will be used to determine rebate for SEER rated split system, packaged, and multi-split air conditioners and heat pumps less than 65 kBtuh, and will be rounded to the nearest decimal place.
  - The Energy Efficiency Ratio (“EER”) will be used to determine rebate for air conditioner and heat pumps (except SEER rated and computer room equipment) and will be rounded to the nearest one decimal place.

# FPL Business HVAC Program Standards

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- The Sensible Coefficient of Performance (“SCOP”) will be used to determine rebate of computer room air conditioners and will be rounded to the nearest two decimal places.
- A copy of the equipment invoice, or schedule of values, or purchase order.
- Date-stamped photo(s) showing the newly installed equipment including a legible nameplate showing the model number and manufacturer’s information.
- All rebate certificates must be received by FPL for processing by the deadline specified on the rebate certificate. Approval for any exception must be obtained from FPL.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

## **Eligibility Requirements – Energy Recovery Ventilation (“ERV”)**

### **Customer must:**

- Have an active FPL business account.
- Select an ERV that meets all equipment specifications.
- Use the equipment to air condition a facility.
- Select, verify, and hire a qualified, licensed Contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **ERV systems must reflect the following specifications:**

- Equipment must meet or exceed Florida Building Code requirements as specified by FPL.
  - Enthalpy wheel or fixed plate type.
- Listed in AHRI’s current Standard 1060 Certified Directory for Air-to-Air Energy Recovery Ventilation Equipment.
- Actual equipment airflow and AHRI’s listed Nominal Airflow capacity.
- The AHRI Net Total Thermal Effectiveness for the cooling condition must be 50% or greater.
- A copy of air flow design submittal for the ERV must be received by FPL prior to rebate payment processing.
- Operate during FPL’s seasonal summer on–peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
- New (*i.e.*, cannot be refurbished, previously installed or used) unless pre-approved by FPL.

## **Rebate Amount and Reimbursement Processing – ERV**

### **Rebate Amount**

- \$940 per Summer kW saved.

### **Reimbursement Processing**

- Documentation required for rebate processing:
  - FPL ERV Rebate Certificate signed by the customer and then FPL.
  - ERV performance data with AHRI Certificate Number.
  - The airflow capacity for rebate calculations shall be the actual exhaust air flow or outside air flow, whichever is least, as specified in the ERV equipment specifications.

# FPL Business HVAC Program Standards

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- AHRI's 100% Nominal Airflow capacity will be used for the airflow rebate calculations if actual air flow exceeds AHRI's listed 100% Nominal Airflow.
- The Net Total Thermal Effectiveness from AHRI's 75% Airflow Conditions shall be used if ERV equipment actual outside or exhaust air flow specifications are 75% or less of AHRI Nominal Airflow capacity.
- Equipment Test and Balance Report (optional if needed).
- A copy of the equipment invoice, or schedule of values, or purchase order.
- Date-stamped photo(s) showing the newly installed equipment including a legible nameplate showing the model number and manufacturer's information.
- All rebate certificates must be received by FPL for processing by the deadline specified on the rebate certificate. Approval for any exception must be obtained from FPL.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

## **Eligibility Requirements – Demand Control Ventilation (“DCV”)**

### **Customer must:**

- Have an active FPL business account.
- Select a DCV that meets all equipment specifications.
- Select, verify, and hire a qualified, licensed Contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL's pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **DCV systems must reflect the following specifications:**

- Equipment must meet or exceed Florida Building Code requirements as specified by FPL.
  - DCV sensors and controls for HVAC systems or kitchen hood systems.
- HVAC Systems
  - DCV system must be designed to reduce the outside air flows for a facility at low occupancy, but not be less than required by all government statutes, codes, ordinances, and accepted engineering practices.
  - The DCV system shall modulate the outside air flow based on air flow measurements and DCV sensor readings. DCV sensors are typically required for each common air conditioned zone and meeting room.
  - Balance the outside air flows with exhaust flows for proper building pressurization at all load and occupancy conditions.
- Kitchen Hoods
  - The DCV system shall modulate the exhaust and make up airflows based on sensor readings and through the application of variable speed fans.
  - Temperature, smoke or steam generation sensors are required for each hood.
- Operate during FPL's seasonal summer on-peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
- New (*i.e.*, cannot be refurbished, previously installed or used) unless pre-approved by FPL.

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# FPL Business HVAC Program Standards

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## **Rebate Amount and Reimbursement Processing – DCV**

### **Rebate Amount**

- \$1,515 per Summer kW saved.

### **Reimbursement Processing**

- Documentation required for rebate processing:
  - FPL DCV Rebate Certificate signed by the customer and then FPL.
  - Mechanical drawings, control diagrams, and sequence of operation for the DCV system.
  - Equipment schedules pertinent to the DCV system including fans, drives, and damper equipment.
  - Outside/exhaust air calculations.
  - Location of the occupancy sensors/air flow monitoring equipment.
  - For kitchen DCV a copy of the hood manufacturer specifications listing airflows of the exhaust and make-up air fans must be submitted. When not available, a copy of the Test and Balance Report showing both exhaust and make-up airflows for the fans can be substituted for the hood manufacturer specifications.
  - A copy of the equipment invoice, or schedule of values, or purchase order.
  - Date-stamped photo(s) showing the newly installed equipment including a legible nameplate showing the model number and manufacturer's information.
- The rebate is based on the number of DCV sensors for HVAC system applications and kitchen hood exhaust air flow for kitchen hood applications.
- All rebate certificates must be received by FPL for processing by the deadline specified on the rebate certificate. Approval for any exception must be obtained from FPL.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

## **Eligibility Requirements – Thermal Energy Storage (“TES”)**

### **Customer must:**

- Have an active FPL business account.
- Select a TES that meets all equipment specifications.
- Use the equipment to air condition a facility or process load.
- Have a facility or process cooling load during FPL's seasonal summer on-peak periods (3 p.m. to 6 p.m. weekdays from June 1 through September 30).
- Have existing TES tank(s) 10 years old or older that are in need of replacement or refurbishment as determined by a Florida-registered Professional Engineer (“PE”) to qualify for the replacement or refurbishment rebate.
- Request a pre-approved FPL TES Rebate Certificate with the following documentation:
  - A 24-hour seasonal summer day hourly cooling load profile signed and sealed by a Florida-registered PE.
  - A thermal storage tank vendor supplied hourly discharge/charge temperatures and flow data using the PE's sealed peak hourly seasonal summer loads.
- Select, verify, and hire a qualified, licensed Contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL's pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

# FPL Business HVAC Program Standards

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## TES systems must reflect the following specifications:

- Equipment must meet or exceed Florida Building Code requirements as specified by FPL.
- New (*i.e.*, cannot be refurbished, previously installed or used) unless pre-approved by FPL.
- Tanks must be warranted to be free from defects in materials and workmanship for five (5) years from the completion of the installation. Warranty must include replacement parts and labor.
- New TES System
  - TES shall be designed to shift all or part of the design air conditioning load, refrigeration load, or industrial cooling load from FPL's seasonal summer on-peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
  - TES system recharge shall not occur during the hours of 6:00 p.m. to 9:00 p.m. on weekdays from April 1 through October 31, and from 10:00 a.m. to 6:00 p.m. on weekdays from November 1 through March 31.
  - The total tonnage removed and kW shifted from FPL's seasonal summer on-peak period must be determined by a building design day 24-hour cooling load profile using an industry standard hourly analysis program such as those provided by the U.S. Department of Energy, Carrier, or Trane.
  - Real-time cooling loads (hourly tons) or plant kW (converted to hourly tons) is also acceptable as long as calibrated instruments are used, and it includes data from FPL's seasonal summer months (June 1 through September 30).
  - Apply the appropriate TES system design day 24-hour load profile necessary to satisfy the cooling load profile above for each month of the year.
  - The tonnage removed is then calculated by subtracting the maximum value of the TES cooling equipment load profile from the maximum value of the building load profile during FPL's seasonal summer on-peak period.
- Existing TES System Expansion
  - TES shall be designed to shift all or part of the design air conditioning load, refrigeration load, or industrial cooling load from FPL's seasonal summer on-peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30). This is only the load supplied by the cooling equipment, not the storage, during this period.
  - TES system recharge shall not occur during the hours of 6:00 p.m. to 9:00 p.m. on weekdays from April 1 through October 31, and from 10:00 a.m. to 6:00 p.m. on weekdays from November 1 through March 31.
  - The total tonnage removed and kW shifted from FPL's seasonal summer on-peak period must be determined by a building design day 24-hour cooling load profile using an industry standard hourly analysis program such as those provided by the U.S. Department of Energy, Carrier, or Trane.
  - Real-time cooling loads (hourly tons) or plant kW (converted to hourly tons) is also acceptable as long as calibrated instruments are used, and it includes data from FPL's seasonal summer months (June 1 through September 30).
  - Apply the appropriate TES system design day 24-hour load profile necessary to satisfy the cooling load profile above for each month of the year.
  - The tonnage removed is then calculated by subtracting the maximum value of the existing TES cooling equipment peak hourly shifted load from the maximum value of the proposed TES cooling equipment peak hourly shifted load during FPL's seasonal summer on-peak period.

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# FPL Business HVAC Program Standards

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## **Rebate Amount and Reimbursement Processing – TES**

### **Rebate Amount (per Summer kW saved)**

- New TES Systems                      \$600
- Replacement TES Tank(s)        \$500
- Refurbished TES Tank(s)         \$200

### **Reimbursement Processing**

- Documentation required for rebate processing:
  - The pre-approved FPL TES Rebate Certificate signed by the customer and then FPL.
  - Required documents may include design drawings, 24-hour loads, original input data files for load program, schematic diagrams showing fluid flows, pipes, control valves, heat exchangers, etc., and hourly design day operating sequences.
  - A letter signed by a Florida-registered PE stating that the TES system is operating as designed.
  - A copy of the equipment invoice, or schedule of values, or purchase order.
  - Date-stamped photo(s) showing the newly installed equipment including a legible nameplate showing the model number and manufacturer's information.
  - A 24-hour seasonal summer day hourly cooling load profile signed and sealed by a Florida-registered PE.
  - A thermal storage tank vendor supplied hourly discharge/charge temperatures and flow data using the engineer's sealed peak hourly seasonal summer loads.
- Backup chillers and chiller capacity operating during summer on-peak periods are not to be used in the TES rebate calculations.
- Demonstration of consistent shift of cooling loads for one billing cycle.
- Additional documentation if applying for rebates for replacement or refurbishment of existing TES tank(s):
  - Must show proof of installation date.
  - A letter signed by a Florida-registered PE stating the reason(s) that the TES tank(s) is in need of replacement or refurbishment.
  - A 24-hour seasonal summer day hourly cooling load profile signed and sealed by a Florida-registered Professional Engineer.
- All rebate certificates must be received by FPL for processing by the deadline specified on the rebate certificate. Approval for any exception must be obtained from FPL.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

### **Participation Limitation (Applicable to All HVAC Measures)**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Business sector annual Goals. FPL's prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer messaging through its normal communication channels, which may include FPL's website, customer care center and other FPL representatives.

# FPL Business HVAC Program Standards

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## **Reporting Requirements**

Program costs will be reported to the Commission in FPL's Energy Conservation Cost Recovery ("ECCR") True-Up and Projection filings. Additionally, the program achievements will be reported in the Demand-Side Management ("DSM") Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that: (i) the customer has selected the proper HVAC system; and/or (ii) that any of the underlying work performed by the contractor was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the HVAC system and does not manage or provide oversight of the work performed by the contractor selected by the customer. It is the sole responsibility of the customer to investigate and select an HVAC system that is appropriate for their specific application, perform their own due diligence in selecting the contractor, manage the contractor they select to perform the work and to take the necessary precautions they deem prudent to ensure the equipment, materials and work meets their expectations.

FPL does not provide any supervision, control or instructions to contractor regarding the means and methods for performing any work that might be eligible for a rebate. This is entirely the responsibility of the contractor and likewise the sole responsibility of the customer to manage, inspect and accept the work performed by the contractor. FPL provides no guaranty or warranty regarding the amount of energy savings to be expected, the equipment and/or the work provided by the contractor.



# **Florida Power & Light Company**

## **Business Lighting Program Standards**

**Effective: November 2, 2020**

# FPL Business Lighting Program Standards

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# FPL Business Lighting Program Standards

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## Program Objective

Encourage customers to install high-efficiency lighting systems.

## Eligibility Requirements

### **Customer must:**

- Have an active FPL business account.
- Select a lighting system that meets all equipment specifications.
- Select, verify, and hire a qualified, licensed contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL's pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **Lighting systems must reflect the following specifications:**

- Replace/retrofit an existing interior lighting system (including parking garages).
- New (*i.e.*, cannot be refurbished, previously installed or used).
- Premium linear fluorescent lamps with high-efficiency ballasts, high bay light-emitting diodes ("LED"), compact fluorescent lamp ("CFL") fixtures, or pulse-start metal halide ("PSMH").
  - Premium linear fluorescent lamps are listed on Consortium for Energy Efficiency ("CEE") website.
  - LEDs are listed on Design Lights Consortium ("DLC") or ENERGY STAR® website.
  - CFL and PSMH must have a power factor ("PF") of 0.90 or greater and total harmonic distortion ("THD") of 20% or less.
- Must be Underwriters Laboratories ("UL") listed or listed by another nationally recognized testing organization in accordance with UL standards (UL pending is not acceptable).
  - Listing must be for the complete system, not individual components.
  - Modifications to a UL Listed Fixture are not allowed.
- Resulting light levels must meet or exceed Illuminating Engineering Society of North America ("IESNA") recommended standards.
- Operate during FPL's seasonal summer on-peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).

## Rebate Amount and Reimbursement Processing

### **Rebate Amount (per Summer kW saved)**

- |                              |       |
|------------------------------|-------|
| • Premium Linear Fluorescent | \$55  |
| • High Bay LED Lamps         | \$80  |
| • CFL                        | \$60  |
| • PSMH                       | \$160 |

# **FPL Business Lighting Program Standards**

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## **Reimbursement Processing**

- Customer shall submit a Lighting Rebate Certificate to FPL for pre-qualification before any installations have begun.
  - Rebate certificate may be obtained from FPL’s website or an FPL Business Specialist.
- Customer shall submit their final Lighting Rebate Certificate and all required documentation to FPL upon completion of the installation.
- For the sole purpose of ensuring program compliance in order to issue the rebate, FPL reserves the right to verify any installation and will be the sole determiner of whether the requirements of these Program Standards have been met. Customer must allow access for this purpose.

## **Participation Limitation**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Business sector annual Goals. FPL’s prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer messaging through its normal communication channels, which may include FPL’s website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL’s Energy Conservation Cost Recovery (“ECCR”) True-Up and Projection filings. Program achievements will be reported in FPL’s Demand-Side Management (“DSM”) Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that: (i) the customer has selected the proper lighting system; and/or (ii) that any of the underlying work performed by the contractor was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the lighting system and does not manage or provide oversight of the work performed by the contractor selected by the customer. It is the sole responsibility of the customer to investigate and select a lighting system that is appropriate for their specific application, perform their own due diligence in selecting the contractor, manage the contractor they select to perform the work and to take the necessary precautions they deem prudent to ensure the equipment, materials and work meets their expectations.

FPL does not provide any supervision, control or instructions to contractor regarding the means and methods for performing any work that might be eligible for a rebate. This is entirely the responsibility of the contractor and likewise the sole responsibility of the customer to manage and inspect the work performed by the contractor. FPL provides no guaranty or warranty regarding the amount of energy savings to be expected, the equipment and/or the work provided by the contractor.

# **Florida Power & Light Company**

## **Business Custom Incentive Program Standards**

**Effective: November 2, 2020**

# FPL Business Custom Incentive Program Standards

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# FPL Business Custom Incentive Program Standards

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## Program Objective

Encourage customers to install unique high-efficiency technologies not covered by other FPL Demand-Side Management (“DSM”) programs.

## Eligibility Requirements

### **Customer must:**

- Have an active FPL business account.
- Operate the equipment during FPL’s seasonal summer on–peak periods (3:00 p.m. to 6:00 p.m. weekdays from June 1 through September 30).
- Reduce its facility’s electrical demand coincident with FPL’s seasonal summer system peak by a minimum of 25 kW.
- Select, verify, and hire a qualified, licensed contractor to perform the installation work.
  - Governmental entities, including local, state and federal agencies, may, with FPL’s pre-approval, perform installations themselves provided they comply with all other Program Standards requirements.

### **The proposed equipment or measure must reflect the following specifications:**

- Not be covered by any other FPL program.
- Permanent (*i.e.*, not an operational or maintenance improvement) as determined by FPL.
- Not have failed recent FPL cost-effectiveness screening.
- New (*i.e.*, cannot be refurbished, previously installed, or used) unless pre-approved by FPL.
- Not have been installed prior to the date of written acceptance of a customer’s proposal by FPL.
- Not be installed later than one year after the acceptance date, unless pre-approved by FPL.
- Not adversely impact FPL’s system reliability, equipment or safety.
- Not be fuel switching, a power generation technology or any type of wheeling.  
Not be based exclusively on a change or improvement to the customer’s electrical equipment such as, but not limited to, electrical wiring, transformers, electric distribution equipment, substation equipment, or transmission facilities.

## Project Development Requirements

### **Required Approval Steps**

- To gain Pre-Approval the customer must:
  - Provide a savings analysis or other document(s) with sufficient information to allow FPL to perform an initial feasibility assessment.
  - Receive an affirmative response from FPL to proceed to the next approval stage.
- To gain Formal Approval the customer must:
  - Provide a screening application.
  - Submit signed Formal Proposal which includes:
    - Project description and installation plan
    - Project cost-effectiveness
    - Feasibility
    - Estimated kW reduction to FPL’s summer and winter peak and annual kWh savings
    - Equipment descriptions

# FPL Business Custom Incentive Program Standards

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- To proceed with installation the customer must:
  - Receive written acceptance of the Formal Proposal by FPL.
  - Execute a contract detailing the terms of participation.

## **Project Monitoring and Verification**

- The facilities in which the installation(s) are made shall be accessible to FPL employees for verification during installation and for monitoring as agreed to between FPL and the customer.
- FPL shall be solely responsible for determining the monitoring activity required, as well as for assessing the performance of the project as indicated by the monitoring results.
  - **High/Moderate confidence projects** – At a minimum, the customer or its designee must provide an engineering analysis with relevant calculations. FPL may, at its determination, also require a feasibility study performed by an independent registered professional engineer and/or field monitoring.
  - **Innovative projects** – The customer or its designee must perform field monitoring/measurement/metering and provide a report of the performance. FPL may also require verification of results by an independent registered professional engineer.

## **Rebate Amount and Reimbursement Processing**

### **Rebate Amount**

- Amount is project-specific based on the following Commission-approved cost-effectiveness testing results.
  - The payback to the customer is greater than two (2) years; and
  - The project must have a benefit-to-cost ratio of at least 1.01 under the Rate Impact Measure (“RIM”) Test; and
  - The project must achieve a minimum benefit-to-cost of ratio of 1.01 under the Participant Cost Test (“PCT”).
- Potential adjustments
  - Once the monitoring and verification of the project has been completed, the total rebate amount may be adjusted downward if the actual summer coincident peak demand savings is more than 15 percent below that stated in the contract. No upward adjustment will be made.
  - Any adjustment will be based on the cost-effectiveness testing utilizing the actual savings and the same resource assumptions in effect at the time of FPL’s approval of the customer’s Formal Proposal.
  - For a period of five (5) years from the date of the rebate payment, should FPL find that the applicable measure(s) is no longer in operation as stated in the Formal Proposal, FPL may require repayment in full of the rebate amount.



# **FPL Business Custom Incentive Program Standards**

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## **Reimbursement Processing**

- The customer must provide sufficient documentation that enables FPL to calculate cost-effectiveness.
- Payment will be made upon satisfactory completion of the project installation, monitoring and verification work and all other Program Standards and contract requirements.

## **Participation Limitation**

FPL will close current-year participation if FPL determines that additional participation is not needed to achieve its approved Business sector annual Goals. FPL's prior commitments related to customer installations in progress at the time of such closure will be honored in compliance with these Program Standards. The Program will be reopened to new participants January 1<sup>st</sup> of the following year. FPL will provide customer messaging through its normal communication channels, which may include FPL's website, customer care center and other FPL representatives.

## **Reporting Requirements**

Program costs will be reported to the Commission in FPL's Energy Conservation Cost Recovery ("ECCR") True-Up and Projection filings. Program achievements will be reported in FPL's DSM Annual Report.

## **Disclaimers**

The issuance of a rebate by FPL under the Program shall not be considered or relied upon by the customer to be confirmation that: (i) the customer has selected the proper equipment or conservation measure; and/or (ii) that any of the underlying work performed by the customer or a third party was done properly pursuant to the manufacturer recommendations and specifications, building codes, other applicable laws, industry standards or individual contract requirements. FPL does not participate in or approve the selection of the equipment, conservation measure, or third party installer. FPL does not install the conservation measure for the customer and does not manage, supervise, control or provide any oversight of the work performed for such installation by the customer or any third party selected by the customer. It is the sole responsibility of the customer to investigate and select the equipment and/or conservation measure that is appropriate for their specific application, manage any third party they select to perform the work and to take the necessary precautions they deem prudent to ensure the equipment and work is proper and meets their expectations. FPL provides no guaranty or warranty regarding the amount of energy saving, the equipment and/or the work performed by the customer or third party.