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March 1, 2018

**-VIA ELECTRONIC FILING-**

Ms. Carlotta S. Stauffer  
Commission Clerk  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

**RE: Florida Power & Light Company 2017 DSM Annual Report**

Dear Ms. Stauffer:

In accordance with Rule 25-17.0021(5), Florida Administrative Code, Florida Power & Light Company ("FPL") submits its 2017 DSM Annual Report. The report includes the results of FPL's DSM Plan as approved by Order No. PSC-15-0331-PAA-EG (consummated by Order No. PSC-15-0384-CO-EG). In the enclosed report, FPL's performance is compared to the demand and energy goals established by Order No. PSC-14-0696-FOF-EU, issued December 16, 2014, in Docket No. 130199-EI. The results are summarized on page one.

If there are any questions regarding this transmittal, please contact me at (561) 304-5170.

Sincerely,

/s/ Kevin I.C. Donaldson  
Kevin I.C. Donaldson  
Fla. Bar No. 0833401

Enclosure

**FLORIDA POWER & LIGHT COMPANY  
2017 DEMAND-SIDE MANAGEMENT  
ANNUAL REPORT**

March 1, 2018

**FLORIDA POWER & LIGHT COMPANY  
2017 DEMAND-SIDE MANAGEMENT ANNUAL REPORT**

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Comparison of Achieved MW and GWh Savings v. Commission Goals Established December 16, 2014

Reporting Period: 2017

| Residential and Business Combined (@ Generator) |                        |                             |            |                        |                             |            |                    |                             |            |
|---|------------------------|-----------------------------|------------|------------------------|-----------------------------|------------|--------------------|-----------------------------|------------|
| Year  | Summer Peak MW Savings |                             |            | Winter Peak MW Savings |                             |            | GWh Energy Savings |                             |            |
|   | Total Achieved         | Commission Established Goal | % Variance | Total Achieved         | Commission Established Goal | % Variance | Total Achieved     | Commission Established Goal | % Variance |
| 2015  | 86.0                   | 48.1                        | 79%        | 44.5                   | 29.2                        | 52%        | 156.2              | 41.2                        | 279%       |
| 2016  | 52.2                   | 49.6                        | 5%         | 32.9                   | 30.1                        | 9%         | 62.6               | 45.6                        | 37%        |
| 2017  | 62.0                   | 50.8                        | 22%        | 39.6                   | 30.9                        | 28%        | 71.4               | 47.5                        | 50%        |
| 2018  |                        | 51.5                        |            |                        | 31.5                        |            |                    | 49.5                        |            |
| 2019  |                        | 52.3                        |            |                        | 32.1                        |            |                    | 51.5                        |            |
| 2020  |                        | 53.1                        |            |                        | 32.8                        |            |                    | 53.7                        |            |
| 2021  |                        | 53.9                        |            |                        | 33.4                        |            |                    | 55.8                        |            |
| 2022  |                        | 54.7                        |            |                        | 34.1                        |            |                    | 58.1                        |            |
| 2023  |                        | 55.5                        |            |                        | 34.8                        |            |                    | 60.5                        |            |
| 2024  |                        | 56.5                        |            |                        | 35.5                        |            |                    | 63.0                        |            |

| Residential (@ Generator) |                        |                             |            |                        |                             |            |                    |                             |            |
|---------------------------|------------------------|-----------------------------|------------|------------------------|-----------------------------|------------|--------------------|-----------------------------|------------|
| Year                      | Summer Peak MW Savings |                             |            | Winter Peak MW Savings |                             |            | GWh Energy Savings |                             |            |
|                           | Total Achieved         | Commission Established Goal | % Variance | Total Achieved         | Commission Established Goal | % Variance | Total Achieved     | Commission Established Goal | % Variance |
| 2015                      | 58.7                   | 25.3                        | 132%       | 32.9                   | 15.6                        | 111%       | 107.7              | 21.6                        | 398%       |
| 2016                      | 26.1                   | 25.6                        | 2%         | 18.0                   | 15.8                        | 14%        | 22.5               | 22.2                        | 1%         |
| 2017                      | 26.2                   | 25.9                        | 1%         | 17.6                   | 16.0                        | 10%        | 23.6               | 22.8                        | 4%         |
| 2018                      |                        | 26.2                        |            |                        | 16.2                        |            |                    | 23.5                        |            |
| 2019                      |                        | 26.5                        |            |                        | 16.4                        |            |                    | 24.2                        |            |
| 2020                      |                        | 26.9                        |            |                        | 16.7                        |            |                    | 25.0                        |            |
| 2021                      |                        | 27.3                        |            |                        | 16.9                        |            |                    | 25.7                        |            |
| 2022                      |                        | 27.6                        |            |                        | 17.2                        |            |                    | 26.5                        |            |
| 2023                      |                        | 28.0                        |            |                        | 17.5                        |            |                    | 27.4                        |            |
| 2024                      |                        | 28.5                        |            |                        | 17.8                        |            |                    | 28.3                        |            |

| Business (@ Generator) |                        |                             |            |                        |                             |            |                    |                             |            |
|------------------------|------------------------|-----------------------------|------------|------------------------|-----------------------------|------------|--------------------|-----------------------------|------------|
| Year                   | Summer Peak MW Savings |                             |            | Winter Peak MW Savings |                             |            | GWh Energy Savings |                             |            |
|                        | Total Achieved         | Commission Established Goal | % Variance | Total Achieved         | Commission Established Goal | % Variance | Total Achieved     | Commission Established Goal | % Variance |
| 2015                   | 27.3                   | 22.8                        | 20%        | 11.6                   | 13.6                        | -15%       | 48.6               | 19.6                        | 148%       |
| 2016                   | 26.1                   | 24.0                        | 9%         | 14.9                   | 14.3                        | 4%         | 40.1               | 23.4                        | 71%        |
| 2017                   | 35.8                   | 24.9                        | 44%        | 21.9                   | 14.9                        | 47%        | 47.7               | 24.7                        | 93%        |
| 2018                   |                        | 25.3                        |            |                        | 15.3                        |            |                    | 26.0                        |            |
| 2019                   |                        | 25.8                        |            |                        | 15.7                        |            |                    | 27.3                        |            |
| 2020                   |                        | 26.2                        |            |                        | 16.1                        |            |                    | 28.7                        |            |
| 2021                   |                        | 26.6                        |            |                        | 16.5                        |            |                    | 30.1                        |            |
| 2022                   |                        | 27.1                        |            |                        | 16.9                        |            |                    | 31.6                        |            |
| 2023                   |                        | 27.5                        |            |                        | 17.3                        |            |                    | 33.1                        |            |
| 2024                   |                        | 28.0                        |            |                        | 17.7                        |            |                    | 34.7                        |            |

Utility: Florida Power & Light Company  
 Program Name: **Residential Home Energy Survey**  
 Program Start Date: January 1981  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 4,228,484                 | 4,228,484                          | 100,000                                   | 2%                             | 149,405                               | 149,405  | 4%                             | 49,405   |
| 2016 | 4,289,564                 | 4,289,564                          | 200,000                                   | 5%                             | 112,878                               | 262,283  | 6%                             | 62,283   |
| 2017 | 4,350,874                 | 4,350,874                          | 300,000                                   | 7%                             | 111,618                               | 373,901  | 9%                             | 73,901   |
| 2018 | 4,411,411                 | 4,411,411                          | 400,000                                   | 9%                             |                                       |  |                                |  |
| 2019 | 4,470,700                 | 4,470,700                          | 500,000                                   | 11%                            |                                       |  |                                |  |
| 2020 | 4,527,847                 | 4,527,847                          | 600,000                                   | 13%                            |                                       |  |                                |  |
| 2021 | 4,581,557                 | 4,581,557                          | 700,000                                   | 15%                            |                                       |  |                                |  |
| 2022 | 4,635,494                 | 4,635,494                          | 800,000                                   | 17%                            |                                       |  |                                |  |
| 2023 | 4,690,133                 | 4,690,133                          | 900,000                                   | 19%                            |                                       |  |                                |  |
| 2024 | 4,745,553                 | 4,745,553                          | 1,000,000                                 | 21%                            |                                       |  |                                |  |

| 2017                               |          |
|------------------------------------|----------|
| Utility Cost per Installation      | \$116    |
| Total Utility Program Cost (\$000) | \$12,973 |
| Net Benefits (\$000)               | N/A      |

- No kW or kWh savings attributed to this program

<sup>(1)</sup> Cumulative participants before 2015 = 3,540,682

Utility: Florida Power & Light Company  
 Program Name: **Residential Load Management (On Call®)**  
 Program Start Date: July 1986  
 Reporting Period: 2017

| a<br>Year | b<br>Total Number of Customers | c<br>Total Number of Eligible Customers | d  |  | f<br>Annual Number of Program Participants | g<br>Cumulative Number of Program Participants <sup>(1)</sup> | h<br>Cumulative Penetration Level % | i<br>Cumulative Participation Over (Under) Projected Participants |
|-----------|--------------------------------|---|--|--|--|---|-------------------------------------|---|
|           |                                |   | e<br>Cumulative Number of Program Participants | e<br>Cumulative Penetration Level %<br>(d/c) |  |   |                                     |   |
|           |                                |   | <b>Projected</b>                               |  | <b>Actual</b>                              |   |                                     |   |
| 2015      | 4,228,484                      | 3,418,006                               | 12,000   | 0%   | 4,422                                      | 4,422   | 0%                                  | (7,578)   |
| 2016      | 4,289,564                      | 3,479,086                               | 24,000   | 1%   | 7,302                                      | 11,724  | 0%                                  | (12,276)  |
| 2017      | 4,350,874                      | 3,540,396                               | 36,000   | 1%   | 7,226                                      | 18,950  | 1%                                  | (17,050)  |
| 2018      | 4,411,411                      | 3,600,933                               | 48,000   | 1%   |  |   |                                     |   |
| 2019      | 4,470,700                      | 3,660,222                               | 60,000   | 2%   |  |   |                                     |   |
| 2020      | 4,527,847                      | 3,717,369                               | 72,000   | 2%   |  |   |                                     |   |
| 2021      | 4,581,557                      | 3,771,079                               | 84,000   | 2%   |  |   |                                     |   |
| 2022      | 4,635,494                      | 3,825,016                               | 96,000   | 3%   |  |   |                                     |   |
| 2023      | 4,690,133                      | 3,879,655                               | 108,000  | 3%   |  |   |                                     |   |
| 2024      | 4,745,553                      | 3,935,075                               | 120,000  | 3%   |  |   |                                     |   |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.98             | 2.11        | 14,343        | 15,212      |
| Winter kW Savings | 1.92             | 2.04        | 13,890        | 14,732      |
| kWh Savings       | 1                | 1           | 9,197         | 9,642       |

| 2017  |          |
|---|----------|
| Utility Cost per Installation <sup>(2)</sup>      | \$65     |
| Total Utility Program Cost (\$000) <sup>(3)</sup> | \$48,754 |
| Net Benefits (\$000)                              | \$326    |

<sup>(1)</sup> Cumulative participants before 2015 = 810,074  
<sup>(2)</sup> Based on cumulative active participants at year-end = 751,023  
<sup>(3)</sup> Includes depreciation, return & rebates paid in 2017 to active participants who signed up in 2017 & prior years

Utility: Florida Power & Light Company  
 Program Name: **Residential Air Conditioning**  
 Program Start Date: October 1990  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 4,228,484                 | 2,200,756                          | 23,398                                    | 1%                             | 93,077                                | 93,077   | 4%                             | 69,679   |
| 2016 | 4,289,564                 | 2,215,785                          | 53,092                                    | 2%                             | 26,574                                | 119,651  | 5%                             | 66,559   |
| 2017 | 4,350,874                 | 2,247,102                          | 83,432                                    | 4%                             | 26,590                                | 146,241  | 7%                             | 62,809   |
| 2018 | 4,411,411                 | 2,257,195                          | 114,360                                   | 5%                             |                                       |  |                                |  |
| 2019 | 4,470,700                 | 2,286,386                          | 145,852                                   | 6%                             |                                       |  |                                |  |
| 2020 | 4,527,847                 | 2,306,455                          | 178,074                                   | 8%                             |                                       |  |                                |  |
| 2021 | 4,581,557                 | 2,323,925                          | 210,900                                   | 9%                             |                                       |  |                                |  |
| 2022 | 4,635,494                 | 2,319,715                          | 243,975                                   | 11%                            |                                       |  |                                |  |
| 2023 | 4,690,133                 | 2,351,899                          | 277,422                                   | 12%                            |                                       |  |                                |  |
| 2024 | 4,745,553                 | 2,384,533                          | 311,449                                   | 13%                            |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 0.30             | 0.31        | 7,857         | 8,334       |
| Winter kW Savings | 0.00             | 0.00        | 0             | 0           |
| kWh Savings       | 590              | 618         | 15,682,583    | 16,440,836  |

| 2017                               |         |
|------------------------------------|---------|
| Utility Cost per Installation      | \$181   |
| Total Utility Program Cost (\$000) | \$4,818 |
| Net Benefits (\$000)               | \$9     |

<sup>(1)</sup> Cumulative participants before 2015 = 1,780,764

Utility: Florida Power & Light Company  
 Program Name: **Residential New Construction (BuildSmart®)**  
 Program Start Date: February 1996  
 Reporting Period: 2017

| Year | a<br>Total Number of Customers | b<br>Total Number of Eligible Customers | c<br>Projected                                 |                                     | d<br>Actual                                |   |                                       |   |
|------|--------------------------------|---|--|-------------------------------------|--|---|---------------------------------------|---|
|      |                                |   | e<br>Cumulative Number of Program Participants | f<br>Cumulative Penetration Level % | g<br>Annual Number of Program Participants | h<br>Cumulative Number of Program Participants <sup>(1)</sup> | g/c<br>Cumulative Penetration Level % | i<br>Cumulative Participation Over (Under) Projected Participants |
| 2015 | 4,228,484                      | 80,224                                  | 1,463  | 2%                                  | 3,000                                      | 3,000   | 4%                                    | 1,537   |
| 2016 | 4,289,564                      | 85,647                                  | 3,022  | 2%                                  | 2,399                                      | 5,399   | 3%                                    | 2,377   |
| 2017 | 4,350,874                      | 86,246                                  | 4,699  | 2%                                  | 2,648                                      | 8,047   | 3%                                    | 3,348   |
| 2018 | 4,411,411                      | 86,310                                  | 6,595  | 2%                                  |  |   |                                       |   |
| 2019 | 4,470,700                      | 86,461                                  | 8,720  | 2%                                  |  |   |                                       |   |
| 2020 | 4,527,847                      | 86,260                                  | 11,079   | 2%                                  |  |   |                                       |   |
| 2021 | 4,581,557                      | 85,119                                  | 13,643   | 2%                                  |  |   |                                       |   |
| 2022 | 4,635,494                      | 84,269                                  | 16,641   | 2%                                  |  |   |                                       |   |
| 2023 | 4,690,133                      | 83,932                                  | 20,099   | 3%                                  |  |   |                                       |   |
| 2024 | 4,745,553                      | 84,994                                  | 23,926   | 3%                                  |  |   |                                       |   |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 0.36             | 0.38        | 948           | 1,005       |
| Winter kW Savings | 0.13             | 0.14        | 339           | 359         |
| kWh Savings       | 1,068            | 1,119       | 2,827,212     | 2,963,908   |

| 2017                               |       |
|------------------------------------|-------|
| Utility Cost per Installation      | \$209 |
| Total Utility Program Cost (\$000) | \$553 |
| Net Benefits (\$000)               | \$5   |

<sup>(1)</sup> Cumulative participants before 2015 = 35,967



Utility: Florida Power & Light Company  
 Program Name: **Residential Ceiling Insulation**  
 Program Start Date: October 1981  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 4,228,484                 | 1,257,387                          | 3,748                                     | 0%                             | 9,105                                 | 9,105  | 1%                             | 5,357  |
| 2016 | 4,289,564                 | 1,253,639                          | 8,601                                     | 1%                             | 3,909                                 | 13,014   | 1%                             | 4,413  |
| 2017 | 4,350,874                 | 1,248,786                          | 13,674                                    | 1%                             | 3,600                                 | 16,614   | 1%                             | 2,940  |
| 2018 | 4,411,411                 | 1,243,713                          | 18,973                                    | 2%                             |                                       |  |                                |  |
| 2019 | 4,470,700                 | 1,238,414                          | 24,506                                    | 2%                             |                                       |  |                                |  |
| 2020 | 4,527,847                 | 1,232,881                          | 30,288                                    | 2%                             |                                       |  |                                |  |
| 2021 | 4,581,557                 | 1,227,099                          | 36,313                                    | 3%                             |                                       |  |                                |  |
| 2022 | 4,635,494                 | 1,221,074                          | 42,605                                    | 3%                             |                                       |  |                                |  |
| 2023 | 4,690,133                 | 1,214,782                          | 49,156                                    | 4%                             |                                       |  |                                |  |
| 2024 | 4,745,553                 | 1,208,231                          | 56,009                                    | 5%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 0.26             | 0.28        | 947           | 1,005       |
| Winter kW Savings | 0.61             | 0.65        | 2,208         | 2,342       |
| kWh Savings       | 691              | 725         | 2,488,003     | 2,608,298   |

|                                    |       |
|------------------------------------|-------|
| <b>2017</b>                        |       |
| Utility Cost per Installation      | \$232 |
| Total Utility Program Cost (\$000) | \$837 |
| Net Benefits (\$000)               | \$3   |

<sup>(1)</sup> Cumulative participants before 2015 = 559,104

Note: 2015 & 2016 data reflects ceiling insulation plus the other measures with which it was previously bundled under the now discontinued Building Envelope program

Utility: Florida Power & Light Company  
 Program Name: **Residential Low Income**  
 Program Start Date: March 2005  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 4,228,484                 | 837,884                            | 2,000                                     | 0%                             | 264                                   | 264  | 0%                             | (1,736)  |
| 2016 | 4,289,564                 | 850,100                            | 4,000                                     | 0%                             | 1,054                                 | 1,318  | 0%                             | (2,682)  |
| 2017 | 4,350,874                 | 862,362                            | 6,000                                     | 1%                             | 2,376                                 | 3,694  | 0%                             | (2,306)  |
| 2018 | 4,411,411                 | 874,469                            | 8,000                                     | 1%                             |                                       |  |                                |  |
| 2019 | 4,470,700                 | 886,327                            | 10,000                                    | 1%                             |                                       |  |                                |  |
| 2020 | 4,527,847                 | 897,756                            | 12,000                                    | 1%                             |                                       |  |                                |  |
| 2021 | 4,581,557                 | 908,498                            | 14,000                                    | 2%                             |                                       |  |                                |  |
| 2022 | 4,635,494                 | 919,286                            | 16,000                                    | 2%                             |                                       |  |                                |  |
| 2023 | 4,690,133                 | 930,214                            | 18,000                                    | 2%                             |                                       |  |                                |  |
| 2024 | 4,745,553                 | 941,298                            | 20,000                                    | 2%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 0.27             | 0.29        | 639           | 677         |
| Winter kW Savings | 0.08             | 0.09        | 193           | 204         |
| kWh Savings       | 645              | 677         | 1,533,585     | 1,607,734   |

|                                    |        |
|------------------------------------|--------|
| Utility Cost per Installation      | \$200  |
| Total Utility Program Cost (\$000) | \$475  |
| Net Benefits (\$000)               | (\$41) |

<sup>(1)</sup> Cumulative participants before 2015 = 8,697

Utility: Florida Power & Light Company  
 Program Name: **Business Energy Evaluation**  
 Program Start Date: October 1990  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 549,662                   | 549,662                            | 12,000                                    | 2%                             | 12,253                                | 12,253   | 2%                             | 253  |
| 2016 | 558,880                   | 558,880                            | 24,000                                    | 4%                             | 12,108                                | 24,361   | 4%                             | 361  |
| 2017 | 567,607                   | 567,607                            | 36,000                                    | 6%                             | 11,514                                | 35,875   | 6%                             | (125)  |
| 2018 | 575,757                   | 575,757                            | 48,000                                    | 8%                             |                                       |  |                                |  |
| 2019 | 583,702                   | 583,702                            | 60,000                                    | 10%                            |                                       |  |                                |  |
| 2020 | 591,470                   | 591,470                            | 72,000                                    | 12%                            |                                       |  |                                |  |
| 2021 | 599,138                   | 599,138                            | 84,000                                    | 14%                            |                                       |  |                                |  |
| 2022 | 606,879                   | 606,879                            | 96,000                                    | 16%                            |                                       |  |                                |  |
| 2023 | 614,519                   | 614,519                            | 108,000                                   | 18%                            |                                       |  |                                |  |
| 2024 | 622,036                   | 622,036                            | 120,000                                   | 19%                            |                                       |  |                                |  |

| 2017                               |   |
|------------------------------------|---|
| Utility Cost per Installation      | \$691   |
| Total Utility Program Cost (\$000) | \$7,954   |
| Net Benefits (\$000)               | N/A - No kW or kWh savings attributed to this program |

<sup>(1)</sup> Cumulative participants before 2015 = 203,124

Utility: Florida Power & Light Company  
 Program Name: **Business On Call**  
 Program Start Date: June 1995  
 Reporting Period: 2017

| a<br>Year | b<br>Total Number of Customers | c<br>Total Number of Eligible Customers | d  |  | f<br>Annual Number of Program Participants | g<br>Cumulative Number of Program Participants <sup>(1)</sup> | h<br>Cumulative Penetration Level % | i<br>Cumulative Participation Over (Under) Projected Participants |
|-----------|--------------------------------|---|--|--|--|---|-------------------------------------|---|
|           |                                |   | e<br>Cumulative Number of Program Participants | e<br>Cumulative Penetration Level %<br>(d/c) |  |   |                                     |   |
|           |                                |   | <b>Projected</b>                               |  | <b>Actual</b>                              |   |                                     |   |
| 2015      | 8,238,975                      | 1,362,434                               | 3,000  | 0%   | 3,087                                      | 3,087   | 0%                                  | 87  |
| 2016      | 8,377,160                      | 1,384,939                               | 6,000  | 0%   | 2,628                                      | 5,715   | 0%                                  | (285)   |
| 2017      | 8,507,971                      | 1,406,204                               | 9,000  | 1%   | 1,396                                      | 7,111   | 1%                                  | (1,889)   |
| 2018      | 8,630,118                      | 1,426,011                               | 12,000   | 1%   |  |   |                                     |   |
| 2019      | 8,749,222                      | 1,445,305                               | 15,000   | 1%   |  |   |                                     |   |
| 2020      | 8,865,658                      | 1,464,151                               | 18,000   | 1%   |  |   |                                     |   |
| 2021      | 8,980,595                      | 1,482,744                               | 21,000   | 1%   |  |   |                                     |   |
| 2022      | 9,096,626                      | 1,501,521                               | 24,000   | 2%   |  |   |                                     |   |
| 2023      | 9,211,144                      | 1,520,044                               | 27,000   | 2%   |  |   |                                     |   |
| 2024      | 9,323,821                      | 1,538,256                               | 30,000   | 2%   |  |   |                                     |   |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.00             | 1.06        | 1,396         | 1,480       |
| Winter kW Savings | 0.00             | 0.00        | 0             | 0           |
| kWh Savings       | 1                | 1           | 1,410         | 1,478       |

| 2017  |         |
|---|---------|
| Utility Cost per Installation <sup>(2)</sup>      | \$47    |
| Total Utility Program Cost (\$000) <sup>(3)</sup> | \$3,754 |
| Net Benefits (\$000)                              | \$53    |

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 104.0

<sup>(2)</sup> Based on cumulative active participants at year-end = 79.4

<sup>(3)</sup> Includes depreciation, return & rebates paid in 2017 to active participants who signed up in 2017 & prior years

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company  
 Program Name: **Commercial/Industrial Demand Reduction**  
 Program Start Date: May 2000  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 8,238,975                 | 2,914,414                          | 7,500                                     | 0%                             | 7,635                                 | 7,635  | 0%                             | 135  |
| 2016 | 8,377,160                 | 2,955,795                          | 15,000                                    | 1%                             | 7,598                                 | 15,233   | 1%                             | 233  |
| 2017 | 8,507,971                 | 2,994,451                          | 23,000                                    | 1%                             | 21,882                                | 37,115   | 1%                             | 14,115   |
| 2018 | 8,630,118                 | 3,029,441                          | 31,000                                    | 1%                             |                                       |  |                                |  |
| 2019 | 8,749,222                 | 3,063,250                          | 39,000                                    | 1%                             |                                       |  |                                |  |
| 2020 | 8,865,658                 | 3,096,017                          | 47,000                                    | 2%                             |                                       |  |                                |  |
| 2021 | 8,980,595                 | 3,128,154                          | 55,000                                    | 2%                             |                                       |  |                                |  |
| 2022 | 9,096,626                 | 3,160,571                          | 63,000                                    | 2%                             |                                       |  |                                |  |
| 2023 | 9,211,144                 | 3,192,359                          | 71,000                                    | 2%                             |                                       |  |                                |  |
| 2024 | 9,323,821                 | 3,240,739                          | 79,000                                    | 2%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.00             | 1.06        | 21,882        | 23,209      |
| Winter kW Savings | 0.64             | 0.68        | 14,072        | 14,926      |
| kWh Savings       | 11               | 11          | 235,244       | 246,618     |

| 2017  |          |
|---|----------|
| Utility Cost per Installation <sup>(2)</sup>      | \$73     |
| Total Utility Program Cost (\$000) <sup>(3)</sup> | \$20,073 |
| Net Benefits (\$000)                              | \$477    |

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 239.0  
<sup>(2)</sup> Based on cumulative active participants at year-end = 276.8  
<sup>(3)</sup> Includes rebates paid in 2017 to active participants who signed up in 2017 & prior years  
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company  
 Program Name: **Business Heating, Ventilating & Air Conditioning**  
 Program Start Date: February 1990  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 8,238,975                 | 3,062,593                          | 6,999                                     | 0%                             | 5,487                                 | 5,487  | 0%                             | (1,512)  |
| 2016 | 8,377,160                 | 3,113,463                          | 15,646                                    | 1%                             | 9,552                                 | 15,038   | 0%                             | (608)  |
| 2017 | 8,507,971                 | 3,159,595                          | 24,450                                    | 1%                             | 4,580                                 | 19,619   | 1%                             | (4,832)  |
| 2018 | 8,630,118                 | 3,201,943                          | 33,418                                    | 1%                             |                                       |  |                                |  |
| 2019 | 8,749,222                 | 3,242,852                          | 42,557                                    | 1%                             |                                       |  |                                |  |
| 2020 | 8,865,658                 | 3,282,474                          | 51,874                                    | 2%                             |                                       |  |                                |  |
| 2021 | 8,980,595                 | 3,328,373                          | 61,377                                    | 2%                             |                                       |  |                                |  |
| 2022 | 9,096,626                 | 3,378,291                          | 71,072                                    | 2%                             |                                       |  |                                |  |
| 2023 | 9,211,144                 | 3,432,086                          | 80,967                                    | 2%                             |                                       |  |                                |  |
| 2024 | 9,323,821                 | 3,486,564                          | 91,067                                    | 3%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.00             | 1.06        | 4,580         | 4,858       |
| Winter kW Savings | 0.50             | 0.53        | 2,284         | 2,423       |
| kWh Savings       | 2,275            | 2,385       | 10,419,995    | 10,923,801  |

| 2017                               |         |
|------------------------------------|---------|
| Utility Cost per Installation      | \$567   |
| Total Utility Program Cost (\$000) | \$2,599 |
| Net Benefits (\$000)               | \$15    |

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 387,649

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company  
 Program Name: **Business Lighting**  
 Program Start Date: June 1984  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 8,238,975                 | 1,731,118                          | 2,104                                     | 0%                             | 1,700                                 | 1,700  | 0%                             | (404)  |
| 2016 | 8,377,160                 | 1,764,214                          | 4,674                                     | 0%                             | 1,612                                 | 3,312  | 0%                             | (1,361)  |
| 2017 | 8,507,971                 | 1,793,756                          | 7,421                                     | 0%                             | 4,380                                 | 7,692  | 0%                             | 271  |
| 2018 | 8,630,118                 | 1,821,101                          | 10,354                                    | 1%                             |                                       |  |                                |  |
| 2019 | 8,749,222                 | 1,846,534                          | 13,480                                    | 1%                             |                                       |  |                                |  |
| 2020 | 8,865,658                 | 1,872,615                          | 16,806                                    | 1%                             |                                       |  |                                |  |
| 2021 | 8,980,595                 | 1,896,621                          | 20,341                                    | 1%                             |                                       |  |                                |  |
| 2022 | 9,096,626                 | 1,919,617                          | 24,093                                    | 1%                             |                                       |  |                                |  |
| 2023 | 9,211,144                 | 1,943,381                          | 28,072                                    | 1%                             |                                       |  |                                |  |
| 2024 | 9,323,821                 | 1,968,007                          | 32,286                                    | 2%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.00             | 1.06        | 4,380         | 4,646       |
| Winter kW Savings | 0.64             | 0.68        | 2,796         | 2,966       |
| kWh Savings       | 5,041            | 5,285       | 22,078,683    | 23,146,187  |

| 2017                               |       |
|------------------------------------|-------|
| Utility Cost per Installation      | \$121 |
| Total Utility Program Cost (\$000) | \$528 |
| Net Benefits (\$000)               | \$19  |

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 288,007

Note: One Customer, Participant or Installation equals one Summer kW

Utility: Florida Power & Light Company  
 Program Name: **Business Custom Incentive**  
 Program Start Date: April 1993  
 Reporting Period: 2017

| a    | b                         | c                                  | d   | e<br>(d/c)                     | f                                     | g  | h<br>(g/c)                     | i<br>(g-d)   |
|------|---------------------------|------------------------------------|---|--------------------------------|---------------------------------------|--|--------------------------------|--|
| Year | Total Number of Customers | Total Number of Eligible Customers | Projected                                 |                                | Actual                                |  |                                |  |
|      |                           |                                    | Cumulative Number of Program Participants | Cumulative Penetration Level % | Annual Number of Program Participants | Cumulative Number of Program Participants <sup>(1)</sup> | Cumulative Penetration Level % | Cumulative Participation Over (Under) Projected Participants |
| 2015 | 8,238,975                 | 411,949                            | 451                                       | 0%                             | 2,210                                 | 2,210  | 1%                             | 1,758  |
| 2016 | 8,377,160                 | 418,858                            | 1,001                                     | 0%                             | 2,760                                 | 4,969  | 1%                             | 3,968  |
| 2017 | 8,507,971                 | 425,399                            | 1,552                                     | 0%                             | 1,509                                 | 6,478  | 2%                             | 4,926  |
| 2018 | 8,630,118                 | 431,506                            | 2,125                                     | 0%                             |                                       |  |                                |  |
| 2019 | 8,749,222                 | 437,461                            | 2,797                                     | 1%                             |                                       |  |                                |  |
| 2020 | 8,865,658                 | 443,283                            | 3,462                                     | 1%                             |                                       |  |                                |  |
| 2021 | 8,980,595                 | 449,030                            | 4,104                                     | 1%                             |                                       |  |                                |  |
| 2022 | 9,096,626                 | 454,831                            | 4,800                                     | 1%                             |                                       |  |                                |  |
| 2023 | 9,211,144                 | 460,557                            | 5,441                                     | 1%                             |                                       |  |                                |  |
| 2024 | 9,323,821                 | 466,191                            | 6,105                                     | 1%                             |                                       |  |                                |  |

| 2017              | Per Installation |             | Program Total |             |
|-------------------|------------------|-------------|---------------|-------------|
|                   | @ Meter          | @ Generator | @ Meter       | @ Generator |
| Summer kW Savings | 1.00             | 1.06        | 1,509         | 1,600       |
| Winter kW Savings | 1.00             | 1.06        | 1,509         | 1,600       |
| kWh Savings       | 8,477            | 8,887       | 12,788,151    | 13,406,458  |

| 2017                               |       |
|------------------------------------|-------|
| Utility Cost per Installation      | \$230 |
| Total Utility Program Cost (\$000) | \$347 |
| Net Benefits (\$000)               | \$186 |

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 47,251  
 Note: One Customer, Participant or Installation equals one Summer kW



## **CONSERVATION RESEARCH & DEVELOPMENT (“CRD”) PROGRAM**

CRD is an umbrella program under which FPL researches a wide variety of new technologies to evaluate their potential for reductions in peak load and energy as well as customer bill savings. Florida’s climatic conditions are unique so the studies must reflect the effects of the hot and humid environment. Favorable evaluation results can lead to incorporation in FPL’s DSM programs. Examples of technologies that have been included are: Energy Recovery Ventilators; Demand Control Ventilation; and Residential Air Conditioning Duct Plenum Seal.

FPL partners with the Florida Solar Energy Center and engineering departments of several Florida universities in its research projects. In 2017, one such project was completed – the CO<sub>2</sub> Heating Pump Water Heater Study that evaluated the readiness of this technology which has just become available in the United States and its expected performance in the temperature range found in FPL’s service territory. In addition, FPL participates in relevant co-funded projects through the U.S. Department of Energy (“DOE”) and the Electric Power Research Institute (“EPRI”). This co-funding enables FPL to gain the learnings from larger research projects at a fraction of the total cost. In 2017, FPL continued its participation in EPRI’s on-going readiness assessment of multiple technologies in various stages of development which enables comparisons among these technologies.

## **OTHER CONSERVATION ACTIVITIES**

**Cogeneration & Small Power Production:** The objective of this program is to facilitate cogeneration and small power production facilities. In 2017, there were purchases from 13 facilities which produced summer demand of 444 MW, winter demand of 444 MW and 1,069 GWh.