



William P. Cox  
Senior Attorney  
Florida Power & Light Company  
700 Universe Boulevard  
Juno Beach, FL 33408-0420  
(561) 304-5662  
(561) 691-7135 (Facsimile)  
E-mail: Will.Cox@fpl.com

March 2, 2020

**-VIA ELECTRONIC FILING-**

Adam Teitzman  
Commission Clerk  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

**RE: Docket 20200000-OT  
Florida Power & Light Company 2019 DSM Annual Report**

Dear Mr. Teitzman:

In accordance with Rule 25-17.0021(5), Florida Administrative Code, Florida Power & Light Company ("FPL") submits its 2019 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) 304-5662.

Sincerely,

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

Enclosure

**FLORIDA POWER & LIGHT COMPANY  
2019 DEMAND-SIDE MANAGEMENT  
ANNUAL REPORT**

March 2, 2020

**FLORIDA POWER & LIGHT COMPANY  
2019 DEMAND-SIDE MANAGEMENT ANNUAL REPORT**

	<b><u>Page</u></b>
<b>Comparison of Achieved MW and GWh Savings v. Goals</b>	1
<b>Residential Portfolio</b>	
Residential Home Energy Survey	2
Residential Load Management (On Call <sup>®</sup> )	3
Residential Air Conditioning	4
Residential New Construction (BuildSmart <sup>®</sup> )	5
Residential Ceiling Insulation	6
Residential Low Income	7
<b>Business Portfolio</b>	
Business Energy Evaluation	8
Business On Call <sup>®</sup>	9
Commercial/Industrial Demand Reduction	10
Business Heating, Ventilating & Air Conditioning	11
Business Lighting	12
Business Custom Incentive	13
<b>Conservation Research &amp; Development Program</b>	14
<b>Other Conservation Activities</b>	14

Comparison of Achieved MW and GWh Savings v. Commission Goals Established December 16, 2014  
 Reporting Period: 2019

<b>Residential and Business Combined (@ Generator)</b>									
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	82.4	51.5	60%	52.9	31.5	68%	85.9	49.5	73%
2019	59.4	52.3	14%	38.5	32.1	20%	54.2	51.5	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	

<b>Residential (@ Generator)</b>									
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	26.5	26.2	1%	17.5	16.2	8%	22.4	23.5	-5%
2019	29.8	26.5	12%	19.7	16.4	20%	21.7	24.2	-10%
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	

<b>Business (@ Generator)</b>									
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	55.9	25.3	121%	35.4	15.3	131%	63.5	26.0	144%
2019	29.7	25.8	15%	18.8	15.7	20%	32.5	27.3	19%
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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	66,409	440,310	10%	40,310
2019	4,470,700	4,470,700	500,000	11%	117,361	557,671	12%	57,671
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%				

2019	
Utility Cost per Installation	\$114
Total Utility Program Cost (\$000)	\$13,425
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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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	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%	7,771	26,721	1%	(21,279)
2019	4,470,700	3,660,222	60,000	2%	8,631	35,352	1%	(24,648)
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	2.16	2.30	18,643	19,862
Winter kW Savings	1.78	1.90	15,389	16,395
kWh Savings	1	1	9,257	9,730

<b>2019</b>	
Utility Cost per Installation <sup>(2)</sup>	\$65
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$45,527
Net Benefits (\$000)	\$389

<sup>(1)</sup> Cumulative participants before 2015 = 810,074

<sup>(2)</sup> Based on cumulative active participants at year-end = 703,601

<sup>(3)</sup> Includes depreciation, return & incentives paid in 2019 to active participants who signed up in 2019 & prior years

Utility: Florida Power & Light Company  
 Program Name: **Residential Air Conditioning**  
 Program Start Date: October 1990  
 Reporting Period: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	23,125	169,366	8%	55,006
2019	4,470,700	2,286,386	145,852	6%	20,082	189,448	8%	43,596
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.31	0.33	6,153	6,555
Winter kW Savings	0.00	0.00	0	0
kWh Savings	615	647	12,356,542	12,987,961

2019	
Utility Cost per Installation	\$169
Total Utility Program Cost (\$000)	\$3,396
Net Benefits (\$000)	\$7

<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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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	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%	3,514	11,561	3%	4,966
2019	4,470,700	86,461	8,720	2%	3,498	15,059	4%	6,339
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.36	0.38	1,261	1,343
Winter kW Savings	0.13	0.14	451	480
kWh Savings	1,064	1,118	3,721,601	3,911,775

2019	
Utility Cost per Installation	\$149
Total Utility Program Cost (\$000)	\$520
Net Benefits (\$000)	\$7

<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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	3,378	19,992	2%	1,019
2019	4,470,700	1,238,414	24,506	2%	3,662	23,654	2%	(852)
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.28	0.30	1,043	1,111
Winter kW Savings	0.67	0.71	2,457	2,618
kWh Savings	750	788	2,744,907	2,885,172

2019	
Utility Cost per Installation	\$210
Total Utility Program Cost (\$000)	\$770
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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	2,295	5,989	1%	(2,011)
2019	4,470,700	886,327	10,000	1%	2,796	8,785	1%	(1,215)
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.30	0.32	849	905
Winter kW Savings	0.08	0.08	212	226
kWh Savings	644	677	1,801,768	1,893,838

2019	
Utility Cost per Installation	\$170
Total Utility Program Cost (\$000)	\$475
Net Benefits (\$000)	(\$48)

<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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	8,510	44,385	8%	(3,615)
2019	583,702	583,702	60,000	10%	6,655	51,040	9%	(8,960)
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%				

2019	
Utility Cost per Installation	\$1,146
Total Utility Program Cost (\$000)	\$7,628
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<sup>®</sup>**  
 Program Start Date: June 1995  
 Reporting Period: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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	1,362,434	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%	714	7,824	1%	(4,176)
2019	8,749,222	1,445,305	15,000	1%	366	8,190	1%	(6,810)
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	366	390
Winter kW Savings	0.00	0.00	0	0
kWh Savings	1	1	370	388

2019	
Utility Cost per Installation <sup>(2)</sup>	\$45
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$3,435
Net Benefits (\$000)	\$14

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 104.0  
<sup>(2)</sup> Based on cumulative active participants at year-end = 76.4  
<sup>(3)</sup> Includes depreciation, return & incentives paid in 2019 to active participants who signed up in 2019 & 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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	36,528	73,643	2%	42,643
2019	8,749,222	3,063,250	39,000	1%	12,349	85,992	3%	46,992
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	12,349	13,157
Winter kW Savings	0.64	0.69	7,942	8,461
kWh Savings	11	11	135,100	142,004

2019	
Utility Cost per Installation <sup>(2)</sup>	\$82
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$26,683
Net Benefits (\$000)	\$269

<sup>(1)</sup> Cumulative participants (MW) before 2015 = 239.0  
<sup>(2)</sup> Based on cumulative active participants at year-end = 327.4  
<sup>(3)</sup> Includes incentives paid in 2019 to active participants who signed up in 2019 & 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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	5,756	25,375	1%	(8,043)
2019	8,749,222	3,242,852	42,557	1%	10,651	36,026	1%	(6,531)
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	10,651	11,348
Winter kW Savings	0.64	0.68	6,817	7,263
kWh Savings	785	825	8,356,133	8,783,132

2019	
Utility Cost per Installation	\$657
Total Utility Program Cost (\$000)	\$6,999
Net Benefits (\$000)	\$35

<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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	9,099	16,791	1%	6,436
2019	8,749,222	1,846,534	13,480	1%	4,474	21,265	1%	7,785
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	4,474	4,767
Winter kW Savings	0.64	0.68	2,855	3,041
kWh Savings	5,009	5,265	22,412,414	23,557,688

2019	
Utility Cost per Installation	\$105
Total Utility Program Cost (\$000)	\$470
Net Benefits (\$000)	\$20

<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: 2019

a	b	c	d	e (d/c)	f	g	h (g/c)	i (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%	585	7,062	2%	4,938
2019	8,749,222	437,461	2,797	1%	0	7,062	2%	4,265
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%				

2019	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.0	0.0	0.0	0.0
Winter kW Savings	0.0	0.0	0.0	0.0
kWh Savings	0.0	0.0	0.0	0.0

2019	
Utility Cost per Installation	N/A
Total Utility Program Cost (\$000)	\$30
Net Benefits (\$000)	N/A

<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 participates in relevant co-funded projects such as 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 2019, 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 2019, there were purchases from 16 facilities which produced summer demand of 594 MW, winter demand of 593 MW and 1,197 GWh.