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April 25, 2023

**-VIA ELECTRONIC FILING-**

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

**RE: Docket 20230000-OT  
Florida Power & Light Company 2022 Demand Side Management Annual Report**

Dear Mr. Teitzman:

On March 1, 2023, in accordance with Rule 25-17.0021(5), Florida Administrative Code, Florida Power & Light Company (“FPL”) filed its 2022 Demand Side Management (“DSM”) Annual Report. FPL is amending the DSM Annual Report to correct data on pages 1 and 9. For FPL’s Low-Income Program (page 9), a formula error and missing/incorrect savings factors caused incorrect amounts to be presented for the Per Installation savings and Program Total savings. The updated Low-Income savings are also reflected on (page 1) Comparison of Achieved MW and GWh Savings v Commission Goals Established November 26, 2019. Please find attached the corrected pages 1 and 9 in redline format (Attachment 1), as well as a clean copy of FPL’s Amended DSM Annual Report (Attachment 2).

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

cc: Michael C. Barrett, Economic Supervisor, [mbarrett@psc.state.fl.us](mailto:mbarrett@psc.state.fl.us)

# **Attachment 1**

Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2022

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
2020	62.75	60.60	4%	41.22	36.80	12%	55.62	63.00	-12%
2021	57.36	62.30	-8%	35.01	37.90	-8%	43.60	66.10	-34%
2022	49.740	63.70	-22%	29.9435	39.00	-235%	53.32282	69.40	-234%
2023		65.30			40.10			72.60	
2024		66.90			41.10			75.90	

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
2020	21.63	33.60	-36%	12.60	20.50	-39%	22.79	31.80	-28%
2021	19.36	34.80	-44%	12.53	21.20	-41%	25.76	33.30	-23%
2022	24.174	35.70	-32%	16.44585	21.80	-257%	36.46595	34.80	53%
2023		36.80			22.50			36.30	
2024		37.80			23.10			37.80	

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
2020	41.12	27.00	52%	28.62	16.30	76%	32.83	31.20	5%
2021	37.99	27.50	38%	22.49	16.70	35%	17.84	32.80	-46%
2022	25.56	28.00	-9%	13.50	17.20	-22%	16.87	34.60	-51%
2023		28.50			17.60			36.30	
2024		29.10			18.00			38.10	

\* Combined preconsolidated FPL and Gulf Power goals and results through 2021

Utility: Florida Power & Light Company  
 Program Name: **Residential Low Income**  
 Program Start Date: March 2005  
 Reporting Period: 2022

a Year	b Total Number of Customers	c Total Number of Eligible Customers	d Projected		e Actual			
			f Cumulative Number of Program Participants	g Cumulative Penetration Level %	h Annual Number of Program Participants	i Cumulative Number of Program Participants <sup>(1)</sup>	g/c Cumulative Penetration Level %	g-d Cumulative Participation Over (Under) Projected Participants
2020	4,522,372	886,993	5,250	1%	3,137	3,137	0%	(2,113)
2021	4,574,840	892,237	11,000	1%	8,502	11,639	1%	639
2022	5,050,726	1,039,019	20,550	2%	11,054	22,693	2%	2,143
2023	5,108,019	1,041,396	31,250	3%				
2024	5,165,418	1,048,638	43,550	4%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.42	0.454	4,625,595	4,942,140
Winter kW Savings	0.1207	0.1308	1,347,793	1,440,847
kWh Savings	1,012,969	1,066,200	11,190,738	11,786,085
			10,708,298	11,277,979

2022	
Utility Cost per Installation	\$184
Total Utility Program Cost (\$000)	\$2,031
Net Benefits (\$000)	(\$2,140)

<sup>(1)</sup> Cumulative participants before 2020 = 17,482

## **Attachment 2**

**FLORIDA POWER & LIGHT COMPANY  
2022 DEMAND-SIDE MANAGEMENT  
ANNUAL REPORT**

March 1, 2023

**FLORIDA POWER & LIGHT COMPANY  
2022 DEMAND-SIDE MANAGEMENT ANNUAL REPORT**

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Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2022

<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
2020	62.75	60.60	4%	41.22	36.80	12%	55.62	63.00	-12%
2021	57.36	62.30	-8%	35.01	37.90	-8%	43.60	66.10	-34%
2022	49.74	63.70	-22%	29.94	39.00	-23%	53.32	69.40	-23%
2023		65.30			40.10			72.60	
2024		66.90			41.10			75.90	

<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
2020	21.63	33.60	-36%	12.60	20.50	-39%	22.79	31.80	-28%
2021	19.36	34.80	-44%	12.53	21.20	-41%	25.76	33.30	-23%
2022	24.17	35.70	-32%	16.44	21.80	-25%	36.46	34.80	5%
2023		36.80			22.50			36.30	
2024		37.80			23.10			37.80	

<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
2020	41.12	27.00	52%	28.62	16.30	76%	32.83	31.20	5%
2021	37.99	27.50	38%	22.49	16.70	35%	17.84	32.80	-46%
2022	25.56	28.00	-9%	13.50	17.20	-22%	16.87	34.60	-51%
2023		28.50			17.60			36.30	
2024		29.10			18.00			38.10	

\* Combined preconsolidated FPL and Gulf Power goals and results through 2021



Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2022

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
2020	60.16	53.10	13%	40.08	32.80	22%	51.29	53.70	-4%
2021	55.99	53.90	4%	33.87	33.40	1%	39.58	55.80	-29%
2022		54.70			34.10			58.10	
2023		55.50			34.80			60.50	
2024		56.50			35.50			63.00	

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
2020	19.99	26.90	-26%	11.46	16.70	-31%	20.62	25.00	-18%
2021	18.04	27.30	-34%	11.41	16.90	-32%	21.87	25.70	-15%
2022		27.60			17.20			26.50	
2023		28.00			17.50			27.40	
2024		28.50			17.80			28.30	

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
2020	40.16	26.20	53%	28.62	16.10	78%	30.67	28.70	7%
2021	37.96	26.60	43%	22.45	16.50	36%	17.71	30.10	-41%
2022		27.10			16.90			31.60	
2023		27.50			17.30			33.10	
2024		28.00			17.70			34.70	

Comparison of Achieved MW and GWh Savings v. Commission Goals Established November 26, 2019

Reporting Period: 2022

<b>Residential and Business Combined (@ Generator)</b>									
Year	Summer Peak MW Savings			Winter Peak MW Savings			GWh Energy Savings		
	Total Achieved	Commission Established	% Variance	Total Achieved	Commission Established	% Variance	Total Achieved	Commission Established	% Variance
2020	2.59	7.50	-65%	1.14	4.00	-71%	4.33	9.30	-53%
2021	1.36	8.40	-84%	1.15	4.50	-75%	4.01	10.30	-61%
2022		9.00			4.90			11.30	
2023		9.80			5.30			12.10	
2024		10.40			5.60			12.90	

<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
2020	1.64	6.70	-76%	1.14	3.80	-70%	2.17	6.80	-68%
2021	1.33	7.50	-82%	1.11	4.30	-74%	3.89	7.60	-49%
2022		8.10			4.60			8.30	
2023		8.80			5.00			8.90	
2024		9.30			5.30			9.50	

<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
2020	0.95	0.80	19%	0.00	0.20	-100%	2.16	2.50	-14%
2021	0.04	0.90	-96%	0.04	0.20	-82%	0.13	2.70	-95%
2022		0.90			0.30			3.00	
2023		1.00			0.30			3.20	
2024		1.10			0.30			3.40	

Utility: Florida Power & Light Company  
 Program Name: **Residential Home Energy Survey**  
 Program Start Date: January 1981  
 Reporting Period: 2022

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
2020	4,522,372	4,522,372	100,000	2%	103,647	103,647	2%	3,647
2021	4,574,840	4,574,840	200,000	4%	84,878	188,525	4%	(11,475)
2022	5,050,726	5,050,726	310,000	6%	82,631	271,156	5%	(38,844)
2023	5,108,019	5,108,019	420,000	8%				
2024	5,165,418	5,165,418	530,000	10%				

Channel	2020	2021	2022	2023	2024
Online	80,940	65,236	53,446		
Phone	18,921	11,016	15,361		
In-Home	3,786	8,626	13,824		
<b>Total</b>	<b>103,647</b>	<b>84,878</b>	<b>82,631</b>		

2022	
Utility Cost per Installation	\$177
Total Utility Program Cost (\$000)	\$14,658
Net Benefits (\$000)	N/A

- No kW or kWh savings attributed to this program

<sup>(1)</sup> Cumulative participants before 2020 = 4,098,353

Utility: Florida Power & Light Company  
 Program Name: **Residential Load Management (On Call®)**  
 Program Start Date: July 1986  
 Reporting Period: 2022

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
2020	4,522,372	3,818,771	5,950	0%	4,674	4,674	0%	(1,276)
2021	4,574,840	3,871,239	11,925	0%	3,002	7,676	0%	(4,249)
2022	5,050,726	3,925,757	20,050	1%	3,300	10,976	0%	(9,074)
2023	5,108,019	3,971,801	28,425	1%				
2024	5,165,418	4,025,866	36,925	1%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	2.41	2.57	7,940	8,486
Winter kW Savings	2.91	3.11	9,613	10,274
kWh Savings	1.07	1.13	3,539	3,728

2022	
Utility Cost per Installation <sup>(2)</sup>	\$54
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$36,805
Net Benefits (\$000)	(\$150)

<sup>(1)</sup> Cumulative participants before 2020 = 703,601

<sup>(2)</sup> Based on cumulative active participants at year-end = 677,825

<sup>(3)</sup> Includes depreciation, return & incentives paid in 2022 to active participants who signed up in 2022 & prior years

Utility: Florida Power & Light Company  
 Program Name: **Residential Air Conditioning**  
 Program Start Date: October 1990  
 Reporting Period: 2022

a Year	b Total Number of Customers	c Total Number of Eligible Customers	d		e (d/c)	f Annual Number of Program Participants	g Cumulative Number of Program Participants <sup>(1)</sup>	h (g/c)	i (g-d)
			Projected						
			Cumulative Number of Program Participants	Cumulative Penetration Level %	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	
2020	4,522,372	1,183,454	22,000	2%	20,399	20,399	2%	(1,601)	
2021	4,574,840	1,273,527	44,100	3%	18,477	38,876	3%	(5,224)	
2022	5,050,726	1,765,181	72,350	4%	23,885	62,761	4%	(9,589)	
2023	5,108,019	1,859,084	100,950	5%					
2024	5,165,418	1,952,865	130,225	7%					

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.30	0.33	7,283	7,783
Winter kW Savings	0.05	0.05	1,217	1,301
kWh Savings	644	678	15,382,433	16,200,778

2022	
Utility Cost per Installation	\$180
Total Utility Program Cost (\$000)	\$4,311
Net Benefits (\$000)	(\$1,894)

<sup>(1)</sup> Cumulative participants before 2020 = 1,970,212

Utility: Florida Power & Light Company  
 Program Name: **Residential New Construction (BuildSmart®)**  
 Program Start Date: February 1996  
 Reporting Period: 2022

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
2020	4,522,372	41,778	3,500	8%	3,686	3,686	9%	186
2021	4,574,840	44,010	7,025	8%	4,036	7,722	9%	697
2022	5,050,726	49,545	11,575	9%	5,231	12,953	10%	1,378
2023	5,108,019	50,383	16,150	9%				
2024	5,165,418	51,142	20,750	9%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.32	0.34	1,653	1,766
Winter kW Savings	0.11	0.12	591	631
kWh Savings	926	975	4,843,166	5,100,822

2022	
Utility Cost per Installation	\$86
Total Utility Program Cost (\$000)	\$451
Net Benefits (\$000)	(\$579)

<sup>(1)</sup> Cumulative participants before 2020 = 51,026

Utility: Florida Power & Light Company  
 Program Name: **Residential Ceiling Insulation**  
 Program Start Date: October 1981  
 Reporting Period: 2022

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
2020	4,522,372	1,235,964	3,850	0%	1,444	1,444	0%	(2,406)
2021	4,574,840	1,232,114	8,000	1%	1,503	2,947	0%	(5,053)
2022	5,050,726	1,646,944	13,150	1%	1,687	4,634	0%	(8,516)
2023	5,108,019	1,644,918	18,300	1%				
2024	5,165,418	1,642,677	23,450	1%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.66	0.71	1,118	1,194
Winter kW Savings	1.55	1.66	2,615	2,795
kWh Savings	1,895	1,996	3,196,952	3,367,030

2022	
Utility Cost per Installation	\$361
Total Utility Program Cost (\$000)	\$608
Net Benefits (\$000)	(\$191)

<sup>(1)</sup> Cumulative participants before 2020 = 582,758

Utility: Florida Power & Light Company  
 Program Name: **Residential Low Income**  
 Program Start Date: March 2005  
 Reporting Period: 2022

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
2020	4,522,372	886,993	5,250	1%	3,137	3,137	0%	(2,113)
2021	4,574,840	892,237	11,000	1%	8,502	11,639	1%	639
2022	5,050,726	1,039,019	20,550	2%	11,054	22,693	2%	2,143
2023	5,108,019	1,041,396	31,250	3%				
2024	5,165,418	1,048,638	43,550	4%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	0.42	0.45	4,625	4,942
Winter kW Savings	0.12	0.13	1,347	1,440
kWh Savings	1,012	1,066	11,190,738	11,786,085

2022	
Utility Cost per Installation	\$184
Total Utility Program Cost (\$000)	\$2,031
Net Benefits (\$000)	(\$2,140)

<sup>(1)</sup> Cumulative participants before 2020 = 17,482



Utility: Florida Power & Light Company  
 Program Name: **Business Energy Evaluation**  
 Program Start Date: October 1990  
 Reporting Period: 2022

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
2020	591,470	591,470	12,000	2%	5,015	5,015	1%	(6,985)
2021	599,138	599,138	24,000	4%	4,751	9,766	2%	(14,234)
2022	665,256	665,256	36,300	5%	5,669	15,435	2%	(20,865)
2023	673,193	673,193	48,600	7%				
2024	681,003	681,003	60,900	9%				

Channel	2020	2021	2022	2023	2024
Online	1,230	400	536		
Phone	1,321	1,649	2,559		
On Site	2,464	2,702	2,574		
<b>Total</b>	<b>5,015</b>	<b>4,751</b>	<b>5,669</b>		

2022	
Utility Cost per Installation	\$1,022
Total Utility Program Cost (\$000)	\$5,793
Net Benefits (\$000)	N/A

- No kW or kWh savings attributed to this program

<sup>(1)</sup> Cumulative participants before 2020 = 254,164

Utility: Florida Power & Light Company  
 Program Name: **Business On Call**  
 Program Start Date: June 1995  
 Reporting Period: 2022

a Year	b Total Number of Customers	c Total Number of Eligible Customers	e (d/c)		f Annual Number of Program Participants	g Cumulative Number of Program Participants <sup>(1)</sup>	h (g/c)	i (g-d)
			d Projected Cumulative Number of Program Participants	c Projected Cumulative Penetration Level %				
2020	8,651,163	510,164	1,100	0%	525	525	0%	(575)
2021	8,733,000	513,890	2,000	0%	282	806	0%	(1,194)
2022	9,542,169	517,390	2,750	1%	990	1,796	0%	(954)
2023	9,615,355	520,719	3,250	1%				
2024	9,688,055	524,267	3,650	1%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	990	1,058
Winter kW Savings	0.00	0.00	0	0
kWh Savings	1.01	1.06	1,000	1,053

2022	
Utility Cost per Installation <sup>(2)</sup>	\$47
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$3,060
Net Benefits (\$000)	(\$40)

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 76.4  
<sup>(2)</sup> Based on cumulative active participants (MW) at year-end = 64.8  
<sup>(3)</sup> Includes depreciation, return & incentives paid in 2022 to active participants who signed up in 2022 & 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: 2022

a Year	b Total Number of Customers	c Total Number of Eligible Customers	d		e (d/c)	f Annual Number of Program Participants	g Cumulative Number of Program Participants <sup>(1)</sup>	h Cumulative Penetration Level % (g/c)	i Cumulative Participation Over (Under) Projected Participants (g-d)
			Projected						
			Cumulative Number of Program Participants	Cumulative Penetration Level %					
2020	8,651,163	4,919,014	9,150	0%		24,294	24,294	0%	15,144
2021	8,733,000	4,956,396	18,550	0%		26,012	50,306	1%	31,756
2022	9,542,169	5,712,114	28,250	0%		12,476	62,782	1%	34,532
2023	9,615,355	5,744,642	37,850	1%					
2024	9,688,055	5,776,784	47,450	1%					

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	12,476	13,333
Winter kW Savings	0.64	0.69	8,023	8,574
kWh Savings	10.90	11.48	136,000	143,235

2022	
Utility Cost per Installation <sup>(2)</sup>	\$86
Total Utility Program Cost (\$000) <sup>(3)</sup>	\$31,119
Net Benefits (\$000)	(\$314)

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 327.4  
<sup>(2)</sup> Based on cumulative active participants (MW) at year-end = 363.5  
<sup>(3)</sup> Includes incentives paid in 2022 to active participants who signed up in 2022 & 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: 2022

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
2020	8,651,163	1,354,483	10,670	1%	9,272	9,272	1%	(1,398)
2021	8,733,000	1,356,626	21,430	2%	7,271	16,542	1%	(4,888)
2022	9,542,169	2,091,034	32,800	2%	8,444	24,986	1%	(7,814)
2023	9,615,355	2,093,996	44,700	2%				
2024	9,688,055	2,096,178	56,920	3%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	8,444	9,024
Winter kW Savings	0.39	0.42	3,323	3,552
kWh Savings	692	729	5,846,352	6,157,378

2022	
Utility Cost per Installation	\$582
Total Utility Program Cost (\$000)	\$4,917
Net Benefits (\$000)	(\$1,627)

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 426.1  
 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: 2022

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
2020	8,651,163	632,148	3,750	1%	3,729	3,729	1%	(21)
2021	8,733,000	634,378	7,750	1%	2,102	5,832	1%	(1,918)
2022	9,542,169	635,810	12,290	2%	2,012	7,843	1%	(4,447)
2023	9,615,355	636,573	17,075	3%				
2024	9,688,055	637,021	22,160	3%				

2022	Per Installation		Program Total	
	@ Meter	@ Generator	@ Meter	@ Generator
Summer kW Savings	1.00	1.07	2,012	2,150
Winter kW Savings	0.64	0.68	1,283	1,372
kWh Savings	4,986	5,251	10,030,297	10,563,909

2022	
Utility Cost per Installation	\$158
Total Utility Program Cost (\$000)	\$318
Net Benefits (\$000)	(\$714)

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 310.6  
 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: 2022

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
2020	8,651,163	414,312	100	0%	60	60	0%	(40)
2021	8,733,000	418,131	200	0%	0	60	0%	(140)
2022	9,542,169	1,156,003	300	0%	0	60	0%	(240)
2023	9,615,355	1,162,972	400	0%				
2024	9,688,055	1,169,866	500	0%				

2022	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

2022	
Utility Cost per Installation	\$0
Total Utility Program Cost (\$000)	\$0
Net Benefits (\$000)	N/A - No 2022 program participation

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 54.8  
 Note: One Customer, Participant or Installation equals one Summer kW

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Residential Home Energy Survey (Discontinued)**  
 Program Start Date: January 1981  
 Reporting Period: 2022

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
2020	415,321	415,321	10,000	2%	12,005	12,005	3%	2,005
2021	419,169	419,169	20,000	5%	11,734	23,739	6%	3,739
2022								
2023								
2024								

Channel	2020	2021	2022	2023	2024
Online	11,764	10,929			
Phone	106	554			
In-Home	135	251			
<b>Total</b>	<b>12,005</b>	<b>11,734</b>			

<sup>(1)</sup> Cumulative participants before 2020 = 269,488

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Energy Select (Discontinued)**  
 Program Start Date: 1995  
 Reporting Period: 2022

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
2020	415,321	379,234	2,033	1%	648	648	0%	(1,385)
2021	419,169	382,039	4,291	1%	397	1,045	0%	(3,246)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants before 2020 = 20,098



Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Residential Low Income (Community Energy Saver Program) (Discontinued)**  
 Program Start Date: March 2010  
 Reporting Period: 2022

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
2020	415,321	144,733	3,750	3%	1,436	1,436	1%	(2,314)
2021	419,169	142,330	7,500	5%	3,795	5,231	4%	(2,269)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants before 2020 = 23,274

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Residential HVAC (Discontinued)**  
 Program Start Date: November 2020  
 Reporting Period: 2022

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
2020	415,321	413,524	1,200	0%	0	0	0%	(1,200)
2021	419,169	416,172	2,550	1%	349	349	0%	(2,201)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants before 2020 = 0

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Residential Ceiling Insulation (Discontinued)**  
 Program Start Date: November 2020  
 Reporting Period: 2022

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
2020	415,321	413,524	800	0%	0	0	0%	(800)
2021	419,169	416,572	1,700	0%	33	33	0%	(1,667)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants before 2020 = 0

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Residential High Efficiency Pool Pump (Discontinued)**  
 Program Start Date: November 2020  
 Reporting Period: 2022

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
2020	415,321	78,570	1,150	1%	0	0	0%	(1,150)
2021	419,169	78,151	2,475	3%	129	129	0%	(2,346)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants before 2020 = 0

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Business Energy Survey (Discontinued)**  
 Program Start Date: 1981  
 Reporting Period: 2022

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
2020	57,696	57,696	300	1%	23	23	0%	(277)
2021	58,060	58,060	600	1%	144	167	0%	(433)
2022								
2023								
2024								

Channel	2020	2021	2022	2023	2024
Online	6	67			
Phone	N/A	22			
On Site	17	55			
<b>Total</b>	<b>23</b>	<b>144</b>			

<sup>(1)</sup> Cumulative participants before 2020 = 23,411

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Business HVAC (Discontinued)**  
 Program Start Date: November 2020  
 Reporting Period: 2022

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
2020	725,802	725,802	400	0.1%	0	0	0%	(400)
2021	730,375	729,975	840	0.1%	34	34	0%	(806)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 0

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

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Curtable Load Rider (Discontinued)**  
 Program Start Date: 2018  
 Reporting Period: 2022

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
2020	725,802	715,902	864	0.1%	0	0	0%	(864)
2021	730,375	719,611	1,813	0.3%	0	0	0%	(1,813)
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 9.9  
 Note: One Customer, Participant or Installation equals one Summer KW

Utility: Gulf Power Company (Pre-Consolidated)  
 Program Name: **Business Custom Incentive (Discontinued)**  
 Program Start Date: 2000  
 Reporting Period: 2022

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
2020	725,802	725,802	0	0%	0	0	0%	0
2021	730,375	730,375	0	0%	0	0	0%	0
2022								
2023								
2024								

<sup>(1)</sup> Cumulative participants (MW) before 2020 = 1.15  
 Note: One Customer, Participant or Installation equals one Summer KW



## **OTHER CONSERVATION ACTIVITIES**

### **FPL Conservation Research & Development (“CRD”)**

CRD is an umbrella program under which FPL researches a wide variety of new technologies and market strategies to evaluate their potential for reductions in peak demand and energy consumption 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 while considering the possibility of an extreme weather event. Favorable research results can lead to incorporation into 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 2022, FPL continued its access to gather learnings from EPRI’s on-going readiness assessment of multiple technologies in various stages of development which enables comparisons among these technologies.

FPL continues evaluation of smart panel and smart breaker technologies as potential future DSM offerings. FPL has initiated a customer smart panel pilot as part of the Stipulation and Settlement agreement in Docket 20210015-EI. This pilot will further evaluate the customer’s acceptance of this technology and the capabilities to monitor and manage large appliance loads. FPL is also remaining abreast of evolving capabilities and technology solutions for automated load management and will conduct additional research as warranted.

### **FPL Cogeneration & Small Power Production**

FPL facilitates delivery of capacity and energy from qualifying cogeneration facilities. In 2022, there were purchases from 15 facilities which produced summer capacity of 264 MW, winter capacity of 263 MW and 1,064 GWh.

## **2022 Goals Results Summary and Variance Explanations**

### Residential Goals:

Summer MW- did not meet

Winter MW- did not meet

Annual GWh- met

### Variance Explanation:

Enrollment in all of FPL's residential DSM programs exceeded 2021 participation levels. FPL also increased participation in the Low Income program beyond plan targets. These results contributed to FPL achieving the annual GWh savings goal for the Residential sector. However, enrollment in the Residential On Call program did not gain the number of participants necessary to achieve the Summer and Winter KW goals. FPL implemented a new web-based customer enrollment tool during 2022 that is expected to increase the successful installation rates going forward.

### Commercial/Industrial Goals:

Summer MW- did not meet

Winter MW- did not meet

Annual GWh- did not meet

### Variance Explanation:

Enrollment in FPL's Commercial/Industrial energy efficiency programs increased in total as compared to 2021. However, enrollment in the Commercial/Industrial Demand Response (CDR), Business Lighting and Business HVAC programs fell short of the annual targets needed to achieve the Commission-approved goals. The Summer and Winter KW results were primarily impacted by anticipated CDR enrollments not sufficient to overcome shortfalls from the Business Lighting and Business HVAC programs. The Annual GWh results were impacted primarily by continued supply-chain challenges for qualifying lighting and HVAC measures. FPL expects the supply-chain for qualifying lighting and HVAC components to gradually improve in 2023. Additionally, FPL has a good pipeline of new CDR enrollments for 2023.