

**BEFORE THE FLORIDA PUBLIC SERVICE
COMMISSION**

DOCKET NO. 100155-EG

**DEMAND-SIDE MANAGEMENT PLAN OF
FLORIDA POWER & LIGHT COMPANY FOR 2010-2019**

ALTERNATE PLAN

MARCH 25, 2011

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INTRODUCTION

Florida Power & Light Company (FPL or the Company) has been implementing cost-effective Demand Side Management (DSM) programs since 1978. These programs include both conservation initiatives and load management. FPL's DSM efforts through 2009 have resulted in a cumulative summer peak reduction of approximately 4,257 Megawatts (MW) at the generator and an estimated cumulative energy saving of approximately 51,056 Gigawatt Hours (GWh) at the generator. Accounting for reserve margin requirements, FPL's DSM efforts through 2009 have eliminated the need to construct the equivalent of approximately 13 new 400 MW generating units. FPL has been recognized as a national leader in DSM as measured by the U.S. Department of Energy's Energy Information Administration data.

Pursuant to Florida Administrative Code (F.A.C.) Rule 25-17.0021, FPL is submitting, in addition to its Modified Demand Side Management Plan (Modified DSM Plan or Modified Plan), this Alternate DSM Plan (Alternate DSM Plan or Alternate Plan) for the Florida Public Service Commission's (FPSC or Commission) consideration as an option for reducing customer bill impacts. The Alternate Plan is designed to meet the conservation goals originally proposed by FPL in Docket No. 080407-EG. As this Commission and all parties are aware, the DSM goals set for FPL by Order No. PSC-09-0855-FOF-EG deviated from the Commission's historical practice of minimizing rate impacts to all customers, including customers who do not participate in DSM programs. FPL's proposed goals as reflected in this Alternate Plan resulted in lower electric rates for all of FPL's customers and less cross-subsidization of participants by non-participants. Therefore, this level of goals is consistent with this Commission's historical

(pre-2009) DSM philosophy and approach; an approach not followed in 2009, as discussed above.

FPL's Alternate DSM Plan represents a comprehensive portfolio of 26 DSM programs incorporating FPL's 18 existing programs plus eight new programs. The Alternate DSM Plan consists of: a Residential Low Income Portfolio of two programs; a Solar Pilot Portfolio of seven programs (approved by Order No. PSC-11-0079-PAA-EG); a Residential Portfolio of six programs; and a Business Portfolio of 11 programs. Additionally, the Alternate Plan includes a Research & Development (R&D) Portfolio of four programs: a Conservation Research and Development (CRD) program; and three research and development (R&D) projects. FPL's R&D projects and the continuation of the successful existing CRD program reflect FPL's commitment to find the savings necessary to achieve its goals by identifying emerging DSM potential. FPL anticipates that the proposed programs and R&D efforts will allow FPL the opportunity to achieve its 2009 proposed goals through the year 2019. The Commission also directed FPL to spend up to 10% each year of its average annual Energy Conservation Cost Recovery (ECCR) clause expenditures from the previous five years on solar water heating and photovoltaic (PV) pilot programs. The solar pilot programs included herein were approved by Order No. PSC-11-0079-PAA-EG.

The proposed Alternate Plan offers a wide variety of programs and measures for FPL's customers. It is a robust and comprehensive plan that recognizes the importance of keeping electric rates low for FPL's customers. Customer rate impacts are summarized in Section I and ECCR and unrecovered revenue requirements are detailed in Section VIII.

This report contains eight Sections and an Appendix.

- **Section I** – Overview of FPL’s Alternate DSM Plan, addressing how the Alternate Plan seeks to achieve FPL’s goals, listing the programs and measures offered, and program characteristics
- **Section II** – Detailed description of the Residential Low Income Portfolio
- **Section III** – Detailed description of the Solar Pilot Portfolio
- **Section IV** – Detailed description of the Residential Portfolio
- **Section V** – Detailed description of the Business Portfolio
- **Section VI** – Detailed description of the R&D Portfolio
- **Section VII** – Annual projected estimates for the ten-year horizon period for: customers; penetration; kWh reductions and kW reductions (both at the meter and the generator)
- **Section VIII** – Description of the estimated ECCR clause impact and unrecovered revenue requirements of the Alternate DSM Plan
- **Appendix A** – Program-level cost-effectiveness analyses

SECTION I – OVERVIEW

A. FPL-Proposed Goals

FPL has developed a comprehensive portfolio of DSM programs to achieve the goals originally proposed by FPL in Docket No. 080407-EG. These goals are shown in Tables 1, 2 and 3 below.

Table 1
Summer MW Goals (at the Generator)

Year	Residential		Business		Total	
	Annual	Cum	Annual	Cum	Annual	Cum
2010	29.1	29.1	36.6	36.6	65.7	65.7
2011	29.1	58.2	36.6	73.1	65.7	131.4
2012	28.8	87.0	36.9	110.0	65.7	197.1
2013	28.7	115.7	37.0	147.0	65.7	262.8
2014	28.7	144.4	37.0	184.0	65.7	328.5
2015	28.7	173.1	37.0	221.1	65.7	394.1
2016	28.7	201.8	37.6	258.6	66.2	460.4
2017	28.7	230.5	38.0	296.6	66.7	527.1
2018	28.7	259.2	39.2	335.8	67.9	594.9
2019	29.1	288.3	40.1	375.9	69.2	664.1

Table 2
Winter MW Goals (at the Generator)

Year	Residential		Business		Total	
	Annual	Cum	Annual	Cum	Annual	Cum
2010	26.9	26.9	9.3	9.3	36.2	36.2
2011	26.9	53.9	9.3	18.6	36.2	72.5
2012	27.0	80.9	9.3	27.9	36.3	108.8
2013	27.0	108.0	9.4	37.3	36.5	145.3
2014	27.0	135.0	9.7	47.1	36.8	182.1
2015	27.0	162.0	9.9	56.9	36.9	219.0
2016	27.0	189.1	10.1	67.0	37.1	256.1
2017	27.0	216.1	10.5	77.5	37.6	293.6
2018	27.0	243.2	11.1	88.6	38.1	331.7
2019	26.9	270.1	11.2	99.7	38.1	369.8

Table 3
GWh Goals (at the Generator)

Year	Residential		Business		Total	
	Annual	Cum	Annual	Cum	Annual	Cum
2010	35.6	35.6	44.0	44.0	79.6	79.6
2011	35.6	71.1	44.5	88.5	80.0	159.6
2012	35.2	106.3	47.5	136.0	82.7	242.3
2013	35.1	141.5	48.6	184.5	83.7	326.0
2014	35.1	176.6	57.9	242.4	93.0	419.0
2015	35.1	211.7	58.6	301.1	93.8	512.8
2016	35.1	246.8	64.2	365.3	99.4	612.1
2017	35.1	282.0	68.0	433.3	103.1	715.3
2018	35.1	317.1	76.5	509.8	111.6	826.9
2019	35.6	352.6	80.9	590.7	116.4	943.3

B. Composition of Proposed DSM Plan and Comparison to Previous Plan

FPL's Alternate Plan is designed to meet the goals proposed by FPL in Docket No. 080407-EG. At the Commission's direction, the Plan also makes special provisions for low income residential customers and to support the development of a solar market in Florida. The Alternate Plan is grouped into five comprehensive portfolios created by bundling 26 programs for Residential Low Income, Solar, Residential and Business, and four R&D projects. As with prior plans, FPL anticipates that the Alternate Plan could change over time due to program experience, measurement and evaluation, customer research, changes in FPL's system needs, and new technology options which may become available.

Residential Low Income Portfolio

The Commission encouraged FPL to develop programs which would help customers who may otherwise find it difficult to participate in DSM programs. FPL is proposing to add one new Low Income Program specific to this market and continue one existing Low Income Program.

Table 4
Residential Low Income Portfolio Programs & Measures

Programs	Modified	New	Measures	New
1. Residential Low Income Weatherization	X		Air-Conditioning Unit Maintenance	
			Reduced Air Infiltration	
			Room Air Conditioner Replacement	
2. Residential Low Income Home Energy Survey		X	Compact Fluorescent Light Bulbs	X
			Faucet Aerators	X
			Low-Flow Showerhead	X
			Water Heater Pipe Insulation	X

Solar Pilot Portfolio

The Commission directed FPL to spend up to 10% each year of its average annual ECCR clause expenditures from the previous five years on solar water heating and PV. To comply, FPL is offering the following new pilot programs for both residential and business customers.

Table 5
Solar Pilot Portfolio Programs & Measures

Programs	Modified	New	Measures	New
1. Residential Solar Water Heating		X	Residential Solar Water Heating Systems	X
2. Residential Solar Water Heating (Low-Income New Construction)		X	Residential Solar Water Heating Systems	X
3. Business Solar Water Heating		X	Business Solar Water Heating	X
4. Residential Photovoltaics		X	Photovoltaic Systems	X
5. Business Photovoltaics		X	Photovoltaic Systems	X
6. Business Photovoltaics for Schools		X	Photovoltaic Systems	X
7. Solar Research and Demonstration		X	Emerging Renewable Technologies	X

Residential and Business Portfolios

In order to meet the goals originally proposed by FPL in Docket No. 080407-EG, FPL has modified most of its existing programs. Tables 6 and 7 below show FPL's proposed Residential and Business Portfolios.

Table 6
Residential Portfolio Program & Measures

Programs	Modified	Measures
1. Residential Home Energy Survey	X	Field Energy Survey
		On-line Home Energy Survey
		Phone Energy Survey
2. Residential Air Conditioning	X	Straight Cool Air Conditioner
		Heat Pump Air Conditioner
		Plenum Seal
		Supplemental Unit Sizing Calculation
3. Residential Duct System Testing and Repair	X	Air-Conditioning Duct System Testing & Repair
4. Residential Building Envelope	X	Ceiling Insulation
		Reflective Roof Coating
		Reflective Roof Replacement
5. Residential New Construction (BuildSmart®)	X	Exceed Building Code Minimum Efficiency Requirement
6. Residential Load Management (On Call)		Residential Load Management

Table 7
Business Portfolio Programs & Measures

Programs	Modified	Measures
1. Business Energy Evaluation		Field Energy Audit Small Business On-line Energy Audit
2. Business Heating, Ventilating, & Air-Conditioning	X	Chillers Demand Control Ventilation (DCV) for HVAC Applications Demand Control Ventilation (DCV) for Kitchen Hood Split/Packaged Direct Expansion (DX) Electronically Commutated Motors (ECM) for DX Energy Recovery Ventilation (ERV) Thermal Energy Storage (TES)
3. Business Lighting	X	Compact Fluorescent Lamps (CFL) Pulse Start Metal Halide (PSMH) Lighting Premium Linear Fluorescent Lamps with High Efficiency Electronic Ballasts
4. Business Refrigeration	X	Anti-sweat Heat Controls Hot Gas Reclaim on Freezer Doors Special Doors with Low or No Anti-sweat Heat
5. Business Building Envelope	X	Ceiling Insulation Reflective Roofing Roof Insulation Window Treatment
6. Business Water Heating	X	Heat Pump Water Heater Heat Recovery Unit
7. Business Custom Incentive		Miscellaneous Measures Not Directly Offered in Existing Programs
8. Cogeneration & Small Power Production		Cogeneration & Small Power Production Projects
9. Business On-Call		Small/Medium Business Load Management
10. Commercial/Industrial Demand Reduction		Large Commercial/Industrial Load Management
11. Commercial/Industrial Load Control (Closed)		Large Commercial/Industrial Load Management

Research and Development (R&D) Portfolio

FPL is proposing continuing its successful CRD program and adding several new R&D projects (as shown in Table 8 below). Other as-yet unidentified concepts may also evolve into research projects in the future.

Table 8
R&D Programs and Projects

Programs and Projects	Modified	New
1. Conservation Research & Development		
2. Residential Two-Story Home Wind Washing		X
3. Residential Proactive Energy Communications Research		X
4. Business Building Retro-Commissioning		X

C. Cost-Effectiveness Analysis

The Commission-established cost-effectiveness methodology, required by Rule 25-17.008 F.A.C., to determine the cost-effectiveness of DSM programs include the following three cost-effectiveness tests: (1) the Total Resource Cost (TRC) test; (2) the Rate Impact Measure (RIM) test; and (3) the Participant test. Consistent with the Commission's decision in the DSM goals proceeding, both the TRC and RIM tests were enhanced by FPL to account for projected environmental compliance costs associated with three types of air emissions: nitrogen oxides (NO_x); sulfur dioxide (SO₂); and carbon dioxide (CO₂). These enhanced tests are referred to herein as the E-TRC and E-RIM tests. The results for each program under the three tests are summarized in Table 9. The individual program cost-effectiveness analyses can be found in Appendix A.

Table 9
Cost-Effectiveness Screening Test Results

Programs	E-TRC	E-RIM	Participant
Low Income Portfolio			
1. Residential Low Income Weatherization	1.80	0.90	2.98
2. Residential Low Income Home Energy Survey	3.46	0.78	9.17
Solar Pilot Portfolio			
1. Residential Solar Water Heating	0.74	0.76	1.60
2. Residential Solar Water Heating (Low Income New Construction)	0.55	0.36	1.86
3. Business Solar Water Heating	0.74	0.63	1.87
4. Residential Photovoltaic	0.18	0.64	0.69
5. Business Photovoltaic	0.23	0.72	0.81
6. Business Photovoltaics for Schools	0.20	0.18	Infinite
7. Solar Research and Demonstration	N/A	N/A	N/A
Residential Portfolio			
1. Residential Home Energy Survey	N/A	N/A	N/A
2. Residential Air-Conditioning	1.63	1.09	1.84
3. Residential Duct System Testing & Repair	2.72	1.22	3.28
4. Residential Building Envelope	1.92	1.13	2.13
5. Residential New Construction (BuildSmart®)	2.71	1.23	2.96
6. Residential Load Management (On Call)	6.84	3.05	Infinite
Business Portfolio			
1. Business Energy Evaluation	N/A	N/A	N/A
2. Business Heating, Ventilating & Air-Conditioning	2.95	1.17	2.91
3. Business Lighting	4.02	1.20	3.90
4. Business Refrigeration	4.29	1.13	4.73
5. Business Building Envelope	1.66	1.07	1.75
6. Business Water Heating	3.05	1.04	3.53
7. Business Custom Incentive	N/A	N/A	N/A
8. Cogeneration & Small Power Production	N/A	N/A	N/A
9. Business On Call	7.70	3.23	Infinite
10. Commercial/Industrial Demand Reduction	87.22	3.03	Infinite
11. Commercial/Industrial Load Control (Closed)	N/A	N/A	N/A

D. Cost and Customer Bill Impacts

Cost – For 2010-2019, the ECCR cost required to meet FPL’s originally proposed goals by implementing this Alternate Plan is estimated to be approximately \$1.8 billion¹. This is about \$1.3 billion (or approximately 45%) less than the \$3.1 billion for FPL’s Modified Plan (designed

¹ Unless otherwise indicated, all dollar values stated in this document are in nominal terms rather than net present value terms.

to meet the annual incremental goals set by the Commission in 2009). In addition, FPL has also estimated that its unrecovered revenue requirements (non-fuel) over the same period for the Alternate Plan will be approximately \$0.3 billion which is about one third of the Modified Plan's approximate \$1.0 billion. A detailed explanation of both the ECCR costs and the unrecovered revenue requirements is provided in Section VIII.

Customer Bill Impact – FPL also has estimated the total incremental monthly bill increase for the Alternate Plan as compared to a Supply-Only scenario. In the first five years, the incremental bill impact for a customer using 1,200 kWh per month would range from \$0.76 - \$0.93. This reflects the increased ECCR cost net of any projected system benefits such as avoided fuel costs. For FPL's Modified Plan, the projected monthly bill impacts for the same period are significantly higher, at \$1.80 - \$3.12.

E. Program Standards

FPL will file Program Standards for all programs within the timeframe specified by the Commission in the Final Order approving an FPL DSM plan, which FPL respectfully requests should be no less than 60 days. The Program Standards will contain the specifics regarding each program's operations. These will be subject to periodic review and may change over time based on factors such as, but not limited to, technological advances, operational needs, program results, and application assumptions. All program participants must comply with the requirements specified in the Program Standards.

SECTION II – RESIDENTIAL LOW INCOME PORTFOLIO

A. Overview

Low income customers are eligible to participate in all of FPL’s Residential DSM programs. Nonetheless, FPL is focusing on enhancing the availability of DSM measures to this customer segment. FPL’s Alternate DSM Plan incorporates a portfolio specifically for FPL’s low income customers comprised of two programs. Included are one existing but modified program and one new program. This comprehensive portfolio will utilize multiple channels to inform customers about the benefits of adopting energy efficiency measures.

Table 10

Residential Low Income Portfolio Programs & Measures

Programs	Modified	New	Measures	New
1. Residential Low Income Weatherization	X		Air-Conditioning Unit Maintenance	
			Reduced Air Infiltration	
			Room Air Conditioner Replacement	
2. Residential Low Income Home Energy Survey		X	Compact Fluorescent Light Bulbs	X
			Faucet Aerators	X
			Low-Flow Showerhead	X
			Water Heater Pipe Insulation	X

Even though this portfolio contains a measure that did not pass either the E-TRC or E-RIM cost-effectiveness screening tests, FPL is proposing to include it in the Alternate Plan. FPL is also proposing to incur and recover up to the full cost of each measure in order to address the financial constraints of customers in this market segment.

This section includes narratives for each of the low income programs and provides a general description of the individual programs’ objectives, features, and administration. The program description for Residential Low Income Weatherization will also contain a list of the proposed

modifications to the existing program. Additional specifics on each program and its operations will be provided in FPL's Program Standards to be filed after a DSM plan is approved.

All of the programs included in the Low Income Portfolio have one primary objective – to inform and assist FPL's low income customers to improve their energy efficiency and reduce their overall "energy cost burden." This "energy cost burden" refers to the overall percentage of household income that is allocated in energy expenditures. FPL's Low Income Portfolio addresses major drivers of these customers' energy consumption. This portfolio's program mix is designed to better address the needs of the low income customer by complementing and leveraging the U.S. Department of Energy initiatives for weatherization, partnering with existing community-based organizations to assist in informing the low income segment of the population on energy efficiency issues, and in overcoming economic barriers to implementation with an aggressive direct installation approach.

Below are definitions of certain terms used throughout the program narratives.

- **Existing Customers** – refers to FPL customers of record who have a certificate of occupancy.
- **New Construction Customers** – refers to FPL customers of record who do not have a certificate of occupancy.
- **All Customers** – refers to both Existing and New Construction customers.
- **Maximum Incentive** – for measures where there are multiple incentive levels depending on one or more dimensions/parameters (e.g., Seasonal Energy Efficiency Ratio (SEER))

levels, rate classes, customer group participation, building type, etc.), the value shown represents the weighted average of these various incentive maximums.

B. Detailed Program Descriptions

1. Residential Low Income Weatherization

Start Date – March, 2005

Last Modified – May, 2006

Description

The Residential Low Income Weatherization Program is designed to reduce energy consumption and growth of coincidental peak demand by partnering with government and non-profit agencies to assist eligible low income FPL residential customers to reduce the cost of heating and cooling their homes. The program employs a combination of energy audits and incentives for room air conditioners, central air-conditioning maintenance and reduced air infiltration.

Eligibility – The Florida Department of Community Affairs (DCA) and designees that implement FPL-approved energy audits and install this program's energy efficiency measures for FPL low income customers are eligible for incentives. FPL will monitor participation, and in the event that there is more participation than expected, FPL will reevaluate as appropriate.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 1.80; E-RIM = 0.90, Participant = 2.98 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – FPL will issue incentives based on the results of an energy audit. Incentives will be paid to the DCA and its designees. Even though this program contains measures that did not pass either the E-TRC or E-RIM cost-effectiveness screening tests, FPL is proposing to include these measures in the program. This is to address the needs of low income customers. Incentives for the individual measures in this program will be set up to full participant cost, regardless of the length of time to payback.

Proposed Changes

FPL is revising the maximum incentives by measures as follows:

- Air-conditioning unit maintenance from \$45 per participant to \$190 per participant.
- Reduced air infiltration from \$60 per participant to \$75 per participant.
- Room air conditioner replacement from \$25 per participant to \$350 per participant.

Operations and Administration

Marketing Channels – The measures in this program are marketed to the DCA and its designees to encourage energy conservation through the installation of qualifying measures. The primary marketing channel will be direct contact by FPL personnel. This channel will be supported, as appropriate, by promotional activities and other marketing tactics.

Post Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on installations as required by Rule 25-17.003 (10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the installation as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with statistical billing analyses.

2. Residential Low Income Home Energy Survey

Start Date – New

Last Modified – N/A

Description

The Residential Low Income Home Energy Survey Program is designed to reduce energy consumption and growth of coincident peak demand by offering home energy audits and an energy efficiency kit to customers. The home energy audit is a walk through audit and the energy efficiency kit includes compact fluorescent light bulbs, faucet aerators, low flow shower heads and water heater pipe insulation.

Eligibility – FPL residential customers who are eligible for financial assistance from federally-funded programs are eligible. Income eligibility is verified by federal grantees or their designees. FPL will monitor participation, and in the event that there is more participation than expected, FPL will reevaluate as appropriate.

Cost-Effectiveness – Neither the peak load reduction nor the energy savings that result from the home energy audit program are claimed; therefore, the cost-effectiveness tests are not applicable. For the energy efficiency kit, the cost-effectiveness test results are as follows: E-TRC = 3.46; E-RIM = 0.78; Participant = 9.17 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC and the Participant tests. FPL is proposing to include this program as part of its Alternate Plan to address the needs of low income customers. Incentives for the individual measures in this program will be set up to full participant cost, regardless of the length of time to payback.

Operations & Administration

Marketing Channels – The measures in this program will be marketed to residential customers using multiple channels. The primary marketing channels will be direct contact by FPL personnel and partnerships with governmental agencies, community-based organizations, faith-based organizations, and Low-Income Home Energy Assistance Program (LIHEAP) agencies. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Training – Installation, safety, and sensitivity training may be required for FPL Energy Management Consultants, other related FPL Staff, and FPL Designees.

Post Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze their installation as required.

Measurement & Evaluation – Demand and energy savings are not claimed for the home energy audit. For the energy efficiency kit, FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with statistical billing analyses.

SECTION III – SOLAR PILOT PORTFOLIO

A. Overview

FPL’s Alternate DSM Plan incorporates a new series of solar pilot programs comprised of seven programs. This comprehensive portfolio is designed to inform customers about the benefits of adopting solar technologies, as well as increase the penetration of solar technologies in the low income and public school segments. Participation in this portfolio will be monitored and limited to ensure FPL does not exceed its annual spending cap.

Table 11

Solar Pilot Portfolio Programs & Measures

Programs	Modified	New	Measures	New
1. Residential Solar Water Heating		X	Residential Solar Water Heating Systems	X
2. Residential Solar Water Heating (Low-Income New Construction)		X	Residential Solar Water Heating Systems	X
3. Business Solar Water Heating		X	Business Solar Water Heating	X
4. Residential Photovoltaics		X	Photovoltaic Systems	X
5. Business Photovoltaics		X	Photovoltaic Systems	X
6. Business Photovoltaics for Schools		X	Photovoltaic Systems	X
7. Solar Research and Demonstration		X	Emerging Renewable Technologies	X

The programs in this portfolio do not pass the E-RIM or E-TRC cost-effectiveness screening tests. In two instances, the program offered is not even cost-effective to the participant, i.e., does not pass the Participant’s test. The projected costs for this portfolio are projected to be approximately \$68 million. The portfolio has been designed so that 79% of the total expenditures will be for incentive and direct installation costs. Program management and delivery will require approximately 16% and customer education and marketing will require the remaining 5%.

This section includes narratives for each of the programs and provides a general description of the individual programs’ objectives, features, and administration. Additional specifics on each

program and its operations will be provided in FPL's Program Standards to be filed after a DSM plan is approved.

Below are definitions of certain terms used throughout the program narratives.

- **Existing Customers** – refers to FPL customers of record who have a certificate of occupancy.
- **New Construction Customers** – refers to FPL customers of record who do not have a certificate of occupancy.
- **All Customers** – refers to both Existing and New Construction customers.

B. Detailed Program Descriptions

1. Residential Solar Water Heating Pilot

Start Date – New

Last Modified – N/A

Description

The Residential Solar Water Heating Pilot Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install solar water heating systems in residential homes. The primary components of an eligible solar water heating system include: a solar collector, mounting hardware, an 80 gallon water retention tank and associated plumbing, controls and sensors.

Eligibility – Existing FPL residential customers are eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.74; E-RIM = 0.76; Participant = 1.60 (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program did not pass the E-TRC or E-RIM cost-effectiveness screening tests. FPL will offer up to a maximum of \$1,000 per installed solar water heating system. The incentives will be paid to customers or their designees.

Operations & Administration

Marketing Channels – As a pilot program, FPL will create awareness and inform the general public regarding solar water heating. The primary marketing channels will be: FPL’s Home Energy Audit and trade allies such as solar contractors, dealers and distributors. These channels will be supported, as appropriate, by demonstration projects, promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with on-site metering research in a manner that most cost-effectively meets the overall impact evaluation objectives. For a statistically valid sample of residential solar water heating installations, FPL will analyze hourly household hot water energy impacts and engineering and system design variations by metering actual hot water production by the solar systems. FPL will monitor the installed costs of solar water heating systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of solar water heating systems.

2. Residential Solar Water Heating (Low Income New Construction) Pilot

Start Date – New

Last Modified – N/A

Description

The Residential Solar for Low Income New Construction (LINC) Pilot Program is designed to reduce energy consumption and growth of coincident peak demand, increase the efficiency of low income housing, and demonstrate the practical application of solar water heating in residential new construction by providing solar water heating systems to selected low income housing developments throughout the FPL territory. The primary components of eligible solar water heating systems include: a solar collector, mounting hardware, an 80 gallon water retention tank, and associated plumbing, controls, and sensors.

Eligibility – New and existing FPL residential houses being constructed or refurbished specifically for low income customers that are identified and selected by non-profit low income housing organizations will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.55; E-RIM = 0.36; Participant = 1.86 (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program did not pass the E-TRC or E-RIM cost-effectiveness screening tests. The selected houses will receive an installed solar water heating system.

Operations & Administration

Marketing Channels – As a pilot program, FPL will create awareness and inform the general public regarding solar water heating. The primary marketing channels will be: The selected low income new construction housing agencies and trade allies such as solar

contractors, dealers, and distributors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will perform inspections on 100% of the installations. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with on-site metering research in a manner that most cost-effectively meets the overall impact evaluation objectives. For a statistically valid sample of residential solar water heating installations, FPL will analyze hourly household hot water energy impacts, engineering and system design variations by metering actual hot water production by the solar systems and total usage by installation in BTU's. FPL will monitor the installed costs of solar water heating systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of solar water heating systems.

3. Business Solar Water Heating Pilot

Start Date – New

Last Modified – N/A

Description

The Business Solar Water Heating Pilot Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install solar water heating systems in businesses. The primary components of eligible solar water heating systems include: solar collectors, mounting hardware, a water retention tank, and associated plumbing, controls, and sensors.

Eligibility – Existing FPL Business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.74; E-RIM = 0.63; Participant = 1.87 (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program did not pass the E-TRC or E-RIM cost-effectiveness screening tests. FPL will offer up to a maximum of \$30 per 1,000 BTU/day of the maximum rated output of the installed solar water heating system. The incentives will be paid to customers, or their designees.

Operations & Administration

Marketing Channels – This program will be marketed to a wide variety of business customers. Therefore, different channels will be emphasized depending upon the nature of the customer’s facilities. The primary marketing channels will be: FPL’s Business Energy Evaluation program and trade allies such as solar contractors, dealers, and distributors. These channels will be supported, as appropriate, by demonstration projects, promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with on-site metering research in a manner that most cost-effectively meets the overall impact evaluation objectives. For a statistically valid sample of Business solar water heating installations, FPL will analyze: hourly business hot water energy impacts, engineering and system design variations and their impact on energy and demand; analyze the solar water heating billing impacts to business customers while analyzing the data based on building type and process based usage; and also plan to meter the actual solar hot water delivered from the solar installation. FPL will monitor the installed costs of solar water heating systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of solar water heating systems.

4. Residential Photovoltaic Pilot

Start Date – New

Last Modified – N/A

Description

The Residential Photovoltaic Pilot Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install photovoltaic systems in residential homes. The primary components of eligible photovoltaic systems include: various photovoltaic panels, mounting hardware, electric inverter, cabling, a disconnect device for systems greater than 10 kW direct current (dc) and optional backup battery systems.

Eligibility – Existing FPL residential customers are eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.18; E-RIM = 0.64; Participant = 0.69 (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program did not pass any of the cost-effectiveness screening tests and will not be cost-effective to participating customers. FPL will offer up to a maximum incentive of \$2,000 per the rated kWdc of the installed photovoltaic panels. The incentives will be paid to customers or their designees.

Operations & Administration

Marketing Channels – Through this pilot program, FPL will create awareness and inform the general public regarding photovoltaic systems. The primary marketing channels will be: FPL’s Home Energy Audit and trade allies such as solar contractors, dealers, and distributors. These channels will be supported, as appropriate, by demonstration projects, promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with on-site metering research in a manner that most cost-effectively meets the overall impact evaluation objectives. For a statistically valid sample of residential photovoltaic installations, FPL will analyze hourly system energy production impacts of the system and the PV billing impacts to households. FPL will monitor the installed costs of photovoltaic systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of photovoltaic systems.

5. Business Photovoltaic Pilot

Start Date – New

Last Modified – N/A

Description

The Business Photovoltaic Pilot Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install photovoltaic systems. The primary components of eligible photovoltaic systems includes: photovoltaic modules, mounting hardware, electric inverters, optional battery systems, associated cabling, and a disconnect device for systems greater than 10 kWdc.

Eligibility – Existing FPL business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.23; E-RIM = 0.72; Participant = 0.81 (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program did not pass any of the cost-effectiveness screening tests and will not be cost-effective to participating customers. FPL will offer up to a maximum incentive of \$2,000 per the rated kWdc of the installed photovoltaic panels. The incentives will be paid to customers or their designees.

Operations & Administration

Marketing Channels – This program will be marketed to a wide variety of business customers. Therefore, different channels will be emphasized depending upon the nature of the customer’s facilities. Overall, the primary channels will be: FPL’s Business Energy Evaluation program, and trade allies such as solar contractors, dealers, and distributors. These channels will be supported, as appropriate, by demonstration projects, promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with on-site metering research in a manner that most cost-effectively meets the overall impact evaluation objectives. For a statistically valid sample of business photovoltaic installations, FPL will: analyze individual business photovoltaic hourly energy and demand impacts, engineering and system design variations and their impact on energy and demand; analyze the photovoltaic billing impacts to business customers while analyzing the data based on system size and configurations; and plan to meter the actual energy delivered by the photovoltaic installation. FPL will monitor the installed costs of photovoltaic systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of photovoltaic systems.

6. Business Photovoltaics for Schools Pilot

Start Date – New

Last Modified – N/A

Description

The Photovoltaic for Schools Pilot Program is designed to reduce energy consumption and growth of coincident peak demand and demonstrate and educate future generations on the practical application of photovoltaic by providing PV systems and educational materials for selected schools in all public school districts throughout the FPL territory. The primary components that will be offered per installed system include: photovoltaic panels, with inverter, mounting hardware, controls, and sensors; classroom educational materials; system monitoring and comparison tools; and, training for teachers and facility personnel.

Eligibility – Existing public schools served by FPL will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 0.20; E-RIM = 0.18; Participant = infinite (see Appendix A for FPL’s cost-effectiveness analyses).

Incentive Determination – This program only passed the Participant test. The selected schools will receive an installed PV system.

Operations & Administration

Marketing Channels – Through this pilot program, FPL will create awareness and inform the general public regarding photovoltaic systems. The primary marketing channels will be the public school districts served by FPL, the selected schools, and trade allies such as solar contractors, dealers, distributors, and other educational facilities. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Ownership of System – FPL will install, own, and maintain the PV systems for a period of 5 years from the in-service date. FPL will transfer ownership of the PV system to the appropriate school district at the end of the 5 year period.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will inspect 100% of the installations. The participating customer shall allow FPL to access, monitor, and analyze the customer’s system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of on-site metering research for each installed system. FPL will monitor the installed costs of photovoltaic systems over the life of the pilot program to determine the long-term impacts of FPL incentives on the market price of photovoltaic systems.

7. Renewable Research and Demonstration Project

Start Date – New

Last Modified – N/A

Project Purpose – FPL is proposing to conduct a series of demonstration and renewable technology research projects to increase awareness of solar technologies and to understand and quantify the energy effectiveness of emerging renewable technologies and their applications. FPL is proposing to accomplish this through three primary activities: partnering with universities and technical centers to increase the accessibility to renewable technology education for contractors, building officials, FPL personnel, and the general public; installing small scale solar technologies at public non-profit and government facilities which can accommodate educational displays and materials; and, partnering with universities to test new applications and new emerging renewable energy technologies in order to quantify benefits to customers and establish energy performance profiles.

Background –FPL, along with the State of Florida Solar Energy Rebates and Federal Tax Credits, will hopefully expand the current solar market, drawing in new providers from the licensed pool of electricians and plumbers. These beneficial additions to the solar market will need applicable technical training in order to ensure quality cost-effective installations. Under this project, FPL is proposing to work directly with universities and technical centers to host training classes and seminars.

In addition to contractor training, FPL intends to study new solar technology. Solar water heating and PV systems dominate the renewable technology industry and there are new

applications and combinations of technologies that may maximize the energy utilization from the solar energy received. These include direct current air-conditioning units, absorption chillers, energy storage technologies, and solar assisted air-conditioning. FPL is proposing to study the energy and demand and customer impacts of these technologies in Florida's climate to determine the applicability to our customers.

Project Description and Administration – FPL's Renewable Research and Demonstration Project will assist the Company in expanding its solar outreach by executing three distinct components: demonstration projects; educational grants; and, research of emerging renewable technologies.

Demonstration Projects– On an annual basis, FPL is proposing to identify appropriate public non-profit or governmental facilities which can host the installation of small scale photovoltaic or solar water heating systems with accompanying instructional displays and educational materials. The placement of these systems, along with associated monitoring equipment to encourage interaction, will serve as a working demonstration for all who visit the host facility. FPL plans to select appropriate facilities throughout its service territory.

Educational Grants- FPL is proposing to partner with an educational facility or contractor to increase the availability and accessibility of technical training for those people most critical to the facilitation of solar adoption such as, municipal inspectors, solar contractors, utility employees and others. In addition, these trainers would conduct solar seminars for the general public at selected locations throughout FPL's service territory.

Research – FPL will partner with universities throughout the state to research emerging renewable technologies via short term projects. FPL will conduct periodic Request for Proposals (RFP) to identify specific research projects and award projects based on unique applications of solar technologies and new enhancements to renewable technologies.

Proposed Schedule and Budget – FPL is proposing a cap of \$2,500,000 for the Renewable Research and Demonstration project from the approval date of this plan through the proposed expiration date of December 31, 2015, which will include all educational, equipment, monitoring and research expenses.

SECTION IV - RESIDENTIAL PORTFOLIO

A. Overview

FPL's Alternate DSM Plan incorporates a wide array of residential programs comprised of six programs, five of which have been modified. This comprehensive portfolio recognizes the importance of keeping electric rates low for FPL's customers while still meeting the required goals.

Table 12

Residential Portfolio Programs & Measures

Programs	Modified	Measures
1. Residential Home Energy Survey	X	Field Energy Survey
		On-line Home Energy Survey
		Phone Energy Survey
2. Residential Air Conditioning	X	Straight Cool Air Conditioner
		Heat Pump Air Conditioner
		Plenum Seal
		Supplemental Unit Sizing Calculation
3. Residential Duct System Testing and Repair	X	Air-Conditioning Duct System Testing & Repair
4. Residential Building Envelope	X	Ceiling Insulation
		Reflective Roof Coating
		Reflective Roof Replacement
5. Residential New Construction (BuildSmart[®])	X	Exceed Building Code Minimum Efficiency Requirement
6. Residential Load Management (On Call)		Residential Load Management

This section includes narratives for each of the programs and provides a general description of the individual programs' objectives, features, and administration. Each program will also contain a list of the proposed modifications, if applicable. Additional specifics on each program and its operations will be provided in FPL's Program Standards to be filed after a DSM plan is approved.

All of the programs included in the portfolio have two primary objectives – to reduce energy consumption and growth of coincident peak demand. The portfolio addresses the major drivers of a customer’s energy consumption.

Below are definitions of certain terms used throughout the program narratives.

- **Existing Customers** – refers to FPL customers of record who have a certificate of occupancy.
- **New Construction Customers** – refers to FPL customers of record who do not have a certificate of occupancy.
- **All Customers** – refers to both Existing and New Construction customers.
- **Maximum Incentive** – for measures where there are multiple incentive levels depending on one or more dimensions/parameters (e.g., Seasonal Energy Efficiency Ratio (SEER) levels, rate classes, customer group participation, building type, etc.), the value shown represents the weighted average of these various incentive maximums.

B. Detailed Program Descriptions

1. Residential Home Energy Survey

Start Date – January, 1981

Last Modified – March, 2005

Description

The Residential Home Energy Survey Program, formerly known as the Residential Conservation Service Program, is designed to reduce energy consumption and growth of coincident peak demand by offering home energy surveys to customers. This objective is accomplished by educating customers on energy efficiency and encouraging customers to perform recommended practices and measures, even if they are not included in FPL's Alternate Plan. The energy survey is also used to identify customers for other residential incentive programs dependant upon survey findings. There are three types of home energy surveys available: Home Energy Survey, which is a walk-through survey performed by an FPL representative in the customer's home; Phone Energy Survey, which is performed by an FPL representative with information provided by the customer over the phone; and, Online Home Energy Survey, which is performed by the customer using an FPL provided online survey.

Eligibility – All FPL residential customers will be eligible.

Cost-Effectiveness – Demand and energy savings are not claimed for this program, so cost-effectiveness is inapplicable.

Incentive Determination – The energy survey helps to determine which practices and measures are most appropriate for a particular dwelling, and which measures may qualify for FPL incentives from other residential incentive programs.

Proposed Changes

It is proposed that the program name be changed from Residential Conservation Service Program to Residential Home Energy Survey Program to more accurately reflect the purpose of the program.

Operations & Administration

Marketing Channels – This program is marketed to all residential customers using multiple channels. The primary marketing channels will be television, radio, print, websites and direct marketing tactics.

Measurement & Evaluation – Demand and energy savings are not claimed for this program because this program is an education and audit program.

2. Residential Air Conditioning

Start Date – October, 1990

Last Modified – July, 2006

Description

The Residential Air Conditioning Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install high-efficiency central air conditioning (AC) systems. The primary types of eligible AC systems include: straight cool and heat pumps.

Eligibility – Existing FPL residential customers will be eligible. FPL will monitor participation, and in the event that FPL's incentives combined with federal and state incentives encourage more participation than expected, FPL will reevaluate as appropriate.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 1.63; E-RIM = 1.09; Participant = 1.84 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC and/or E-RIM test, and the Participant test, with a maximum incentive set to provide customers with a payback of not less than two years on their incremental costs.

- AC System Incentive – FPL will calculate the incentive based on the type, size and differential in efficiency of the unit installed versus the State Energy Efficiency Code minimums. Incentives will be paid to customers or their designees.
- Optional Equipment or Service Upgrade Incentives – FPL provides incentives for sealing the plenums or performing a supplemental unit sizing calculation validated by FPL. Incentives for these optional upgrades will be provided to the contractor.

Proposed Changes

FPL is revising the maximum incentives by measures as follows:

- Straight Cool AC units – from \$1,429 to \$1,389 per summer kW.
- Heat Pump AC units – from \$1,643 to \$1,382 per summer kW.
- Supplemental Verified Sizing Calculations – from \$272 to \$572 per summer kW.
- Plenum Seal – from \$309 to \$626 per summer kW.

Operation & Administration

Marketing Channels – The measures in this program are marketed to all existing residential customers using multiple channels. The primary marketing channels will be: FPL’s Residential Home Energy Survey Program; contractors; dealers; and distributors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post Installation Inspections – In order to ensure compliance with the Program Standards, FPL will, at a minimum, perform inspections on installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor and analyze their installation as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated using both periodic field metering data and statistical billing analysis from participants. These analyses will also be used to capture savings erosion from behavioral factors such as “rebound,” which can result if, for example, a customer sets the new, more efficient, system at a lower temperature.

3. Residential Duct System Testing & Repair

Start Date – August, 1991

Last Modified – March, 2005

Description

The Residential Duct System Testing & Repair Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to repair air leaks identified in air-conditioning duct systems.

Eligibility – Existing FPL residential customers in homes with an electric central air-conditioning system will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 2.72; E-RIM = 1.22; Participant = 3.28 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM, and Participant tests with the maximum incentive set to provide customers with a payback of not less than two years on their incremental cost. Incentives will be paid to customers or their designees. Duct tests must be performed by an FPL authorized duct tester using diagnostic tools designed to assist in locating air leaks in air-conditioning duct systems. FPL will calculate the incentives based on the amount of repairs identified in the duct test.

Proposed Changes

FPL is revising the maximum incentive from \$466 to \$1,017 per summer kW.

Operation & Administration

Marketing Channels – The measures in this program are marketed to all residential customers in existing homes using multiple channels. The primary marketing channels will

be FPL's Residential Home Energy Survey program and contractors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post Installation Inspections – In order to ensure compliance with the Program Standards, FPL will, at a minimum, perform inspections on the customer's system as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor and analyze their system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated using both periodic field metering data and statistical billing analysis from participants. These analyses will also be used to capture savings erosion from behavioral factors such as “rebound,” which can result if, for example, a customer sets the thermostat at a lower temperature.

4. Residential Building Envelope

Start Date – January, 1981

Last Modified – September, 2006

Description

The Residential Building Envelope Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to improve the thermal efficiency of the building structure. The measures included are ceiling insulation and reflective roof replacement or coating.

Eligibility – Existing FPL residential customers with whole house electric air-conditioning will be eligible. FPL will monitor participation, and in the event that FPL's incentives combined with federal and state incentives encourage more participation than expected, FPL will reevaluate as appropriate.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 1.92; E-RIM = 1.13; Participant = 2.13 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC and/or E-RIM test(s), and the Participant test with the maximum incentive set to provide customers with a payback of not less than two years on their incremental costs. Incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential in equivalent summer coincident peak kW savings below the baseline for the following installed measures:

- Ceiling Insulation Incentive – square footage of attic over conditioned space.
- Reflective Roof Coating Incentive – square footage of roof over conditioned space.
- Reflective Roof Replacement Incentive – square footage of roof over conditioned space.

Proposed changes

FPL is revising the maximum incentive by measures as follows:

- Ceiling Insulation – from \$1,676 to \$1,895 per summer kW.
- Reflective Roof Coating – from \$1,518 to \$1,367 per summer kW.
- Reflective Roof Replacement – from \$706 to \$758 per summer kW.

Operation & Administration

Marketing Channels – The measures in this program are marketed to existing residential customers using multiple channels. The primary marketing channels will be FPL’s Residential Home Energy Survey Program, contractors, dealers and distributors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze their installation as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated using both periodic field metering data and statistical billing analysis from participants. These analyses will also be used to capture savings erosion from behavioral factors such as “rebound,” which can result if, for example, a customer lowers the air-conditioning thermostat setting in the home once the measures are installed.

5. Residential New Construction (BuildSmart®)

Start Date – February, 1996

Last Modified – January, 2009

Description

The Residential New Construction Program (BuildSmart®) is designed to reduce energy consumption and growth of coincident peak demand through the design and construction of energy-efficient homes. The program will encourage builders and developers to achieve the ENERGY STAR® qualification.

Eligibility – All builders, developers and owner-builders of a new home in FPL's service area will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 2.71; E-RIM = 1.23; Participant = 2.96 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and the Participant tests with the maximum incentive set to provide customers with a payback of not less than two years on their incremental construction cost. Incentives will be paid to builders, developers, owner-builders or their designees. FPL will calculate the incentive based on the energy code compliance score of the home being at least 10% better than the score required by the Florida Energy Efficiency Code for Building Construction.

Proposed changes

FPL is adding a maximum incentive of \$1,301 per summer kW.

Operation & Administration

Marketing Channels – This program is marketed to builders, developers, owner-builders and potential home buyers. The primary marketing channels will be direct contact with potential participants by FPL personnel, builders, developers and trade organizations. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on constructions as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze their construction as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with statistical billing analyses and periodic field metering data collected from participants. The EnergyGauge software will continue to be used to certify that the homes meet the higher BuildSmart standards.

6. Residential Load Management (On Call)

Start Date – July, 1986

Last Modified – September, 2006

Description

The On Call program is a voluntary program primarily used to reduce the summer and winter coincident peak demand and energy by turning off customers' appliances for varying durations. Load control equipment is installed at selected customer end-use equipment, allowing FPL to control these loads.

Eligibility – All eligible FPL residential customers served under Rate Schedule RS-1. Participation in this program may be limited due to system load shape analysis issues and/or achievement of the DSM goals.

Cost - Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 6.84; E-RIM = 3.05, Participant = infinite (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM, and Participant test based on FPL's cost-effectiveness analyses. Customers receive an incentive payment, in the form of a monthly credit on their bill as specified in the Residential Load Control Program tariff sheet, No. 8.217, Schedule RLP. The incentive amount is dependent on the control cycle and appliances, selected by the customer, which are connected to the load control equipment installed. These appliances include central air-conditioning, central electric heating, electric water heaters and pool pumps.

Proposed Changes

FPL is proposing no change to this program.

Operation & Administration

Marketing Channels – This program is marketed to all residential customers. The primary marketing channels will be FPL’s Residential Home Energy Survey program, direct mail, and radio. These channels will also be supported, as appropriate, by promotional activities and other marketing tactics.

Post Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor and analyze the load control equipment installation.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with periodic field metering from participants.

SECTION V - BUSINESS PORTFOLIO

A. Overview

FPL's Alternate DSM Plan incorporates a wide array of Business Programs comprised of 11 programs, five of which have been modified.

Table 13

Business Portfolio Programs & Measures

Programs	Modified	Measures
1. Business Energy Evaluation		Field Energy Audit Small Business On-line Energy Audit
2. Business Heating, Ventilating, & Air-Conditioning	X	Chillers Demand Control Ventilation (DCV) for HVAC Applications Demand Control Ventilation (DCV) for Kitchen Hood Split/Packaged Direct Expansion (DX) Electronically Commutated Motors (ECM) for DX Energy Recovery Ventilation (ERV) Thermal Energy Storage (TES)
3. Business Lighting	X	Compact Fluorescent Lamps (CFL) Pulse Start Metal Halide (PSMH) Lighting Premium Linear Fluorescent Lamps with High Efficiency Electronic Ballasts
4. Business Refrigeration	X	Anti-sweat Heat Controls Hot Gas Reclaim on Freezer Doors Special Doors with Low or No Anti-sweat Heat
5. Business Building Envelope	X	Ceiling Insulation Reflective Roofing Roof Insulation Window Treatment
6. Business Water Heating	X	Heat Pump Water Heater Heat Recovery Unit
7. Business Custom Incentive		Miscellaneous Measures Not Directly Offered in Existing Programs
8. Cogeneration & Small Power Production		Cogeneration & Small Power Production Projects
9. Business On-Call		Small/Medium Business Load Management
10. Commercial/Industrial Demand Reduction		Large Commercial/Industrial Load Management
11. Commercial/Industrial Load Control (Closed)		Large Commercial/Industrial Load Management

This comprehensive business portfolio recognizes the importance of keeping electric rates low for FPL's customers. This section includes narratives for each of the programs and provides a general description of the individual program's objectives, features, and administration. Existing programs will also contain a list of the proposed modifications. Additional specifics on each program and its operations will be provided in FPL's Program Standards to be filed after a DSM plan approval.

All of the programs included in the portfolio have two primary objectives – to reduce energy consumption and growth of coincident peak demand. The portfolio addresses 100% of the drivers of a customer's energy consumption. FPL's portfolio ensures it provides benefits to all Business customer segments, including those that are hard to reach (e.g., small businesses). To further ensure unique, customer-specific, or innovative situations are also addressed, FPL offers the Business Custom Incentive program.

Below are definitions of certain terms used throughout the program narratives.

- **Existing Customers** – refers to FPL customers of record who have a certificate of occupancy.
- **New Construction Customers** – refers to FPL customers of record who do not have a certificate of occupancy.
- **All Customers** – refers to both Existing and New Construction customers.
- **Maximum Incentive** – for measures where there are multiple incentive levels depending on one or more dimensions/parameters (e.g., efficiency levels, rate classes, customer group

participation, building type, etc.), the value shown represents the weighted average of these various incentive maximums.

B. Detailed Program Descriptions

1. Business Energy Evaluation

Start Date – October, 1990

Last Modified – March, 2005

Description

The Business Energy Evaluation (BEE) Program is designed to reduce energy consumption and growth of coincident peak demand by offering energy audits (BEEs) to business customers. This objective is accomplished by educating customers on energy efficiency and encouraging customers to perform recommended practices and measures. The BEE is also used to qualify customers for other business incentive programs dependent upon audit findings. There are two types of BEEs available: the in-field BEE, which is an energy audit performed by an FPL representative in the customer's facility; and the online BEE (OBEE), which is performed by the customer using an FPL-provided OBEE survey.

Eligibility – All FPL business customers will be eligible.

Cost-Effectiveness – Demand and energy savings are not claimed for this program, thus cost-effectiveness is inapplicable.

Incentive Determination – The BEE helps to determine which practices and measures are most appropriate for a particular facility and which measures may qualify for FPL incentives from other business incentive programs.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channels will be FPL personnel, contractors, and energy services companies. These channels will be supported, as appropriate, by promotional activities and advertising.

Post-Installation Inspections – No post-installation inspection is required.

Measurement & Evaluation – Demand and energy savings are not claimed for this program because this program is an educationally based audit program.

2. Business Heating, Ventilating & Air-Conditioning

Start Date – February, 1990

Last Modified – July, 2006

Description

The Business Heating, Ventilating & Air-Conditioning (HVAC) Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install high-efficiency HVAC systems. The primary types of eligible HVAC systems include: thermal energy storage (TES); chillers; split/package direct expansion (DX); electronically commutated motor (ECM) for DX; energy recovery ventilator (ERV); and demand control ventilation (DCV) for both HVAC and kitchen hood applications.

Eligibility – All FPL business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 2.95; E-RIM = 1.17; Participant = 2.91 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests with a maximum incentive set to provide customers with a payback of not less than two years on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW baselines as derived from:

- TES – cooling tons removed.
- Chillers and DX – ASHRAE 90.1.
- ECM for DX – tons of DX equipment.

- ERV – cubic feet per minute of exhaust air.
- DCV:
 - HVAC applications – number of sensors.
 - Kitchen hood applications – hood square footage.

Proposed Changes

FPL is revising the maximum incentives for measures as follows:

- TES – from \$898 to \$720 per summer kW.
- Chillers – from \$99 to \$570 per summer kW.
- DX – from \$168 to \$1,115 per summer kW.
- ECM for DX – from \$102 to \$842 per summer kW.
- ERV – from \$417 to \$2,383 per summer kW.
- DCV for HVAC applications – from \$627 to \$3,073 per summer kW.
- DCV for kitchen hood applications – from \$627 to \$2,026 per summer kW.

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer’s facilities. The primary marketing channels will be: FPL’s Business Energy Evaluation Program; architectural and engineering firms; contractors; and, energy services companies. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with periodic field metering data collected from participants.

3. Business Lighting

Start Date – June, 1984

Last Modified – September, 2006

Description

The Business Lighting Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install high-efficiency lighting systems. The primary types of eligible lighting systems include premium linear fluorescents with high efficiency electronic ballasts, compact fluorescent lights (CFL), and pulse-start metal halides (PSMH).

Eligibility – Existing FPL business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 4.02; E-RIM = 1.20; Participant = 3.90 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests with a maximum incentive set to provide customers with a payback of not less than two years on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW baselines as derived from the total number of lamps.

Proposed Changes

FPL is revising the maximum incentives for measures as follows:

- Premium linear fluorescents with high efficiency electronic ballasts – from \$132 to \$391 per summer kW

- CFL – from \$132 to \$349 per summer kW
- PSMH – from \$132 to \$297 per summer kW

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channels will be: FPL's Business Energy Evaluation Program; architectural and engineering firms; contractors; and energy services companies. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering analyses, statistical billing, and periodic field metering data collected from participants.

4. Business Refrigeration

Start Date – May, 2006

Last Modified – September, 2006

Description

The Business Refrigeration Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install high-efficiency refrigeration systems. The primary types of eligible refrigeration systems include anti-sweat heat controls, special doors with low or no anti-sweat heat, and hot gas reclaim on freezer doors, .

Eligibility – All FPL business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 4.29; E-RIM = 1.13; Participant = 4.73 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests with a maximum incentive set to provide customers with a two-year payback on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW baselines as derived from:

- Anti-sweat heat controls – number of display doors, door rails, or case frames
- Special doors with low or no anti-sweat heat – number of display doors, door rails, or case frames
- Hot gas reclaim on freezer doors – number of freezer doors

Proposed Changes

FPL is revising the maximum incentives for measures as follows:

- Anti-sweat heat controls – from \$80 to \$230 per summer kW.
- Special doors with low or no anti-sweat heat – from \$80 to \$761 per summer kW.
- Hot gas reclaim – from \$80 to \$1,168 per summer kW.

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channels will be: FPL's Business Energy Evaluation Program; architectural and engineering firms; contractors; and distributors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with periodic field metering data collected from participants.

5. Business Building Envelope

Start Date – June, 1995

Last Modified – September, 2006

Description

The Business Building Envelope Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install eligible building envelope measures. The primary types of eligible building envelope measures include ceiling insulation, roof insulation, window treatment, and reflective roofing.

Eligibility – Existing FPL business customers will be eligible. FPL will monitor participation, and in the event that FPL's incentives combined with federal and state incentives encourages more participation than expected, FPL will reevaluate as appropriate.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 1.66; E-RIM = 1.07; Participant = 1.75 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests with a maximum incentive set to provide customers with a payback of not less than two years on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW baselines as derived from:

- Ceiling insulation – square footage of insulation
- Roof insulation – square footage of insulation
- Window treatment – square footage of window treatment
- Reflective roofing – square footage of reflective roof measure

Proposed Changes

FPL is revising the maximum incentives by measures as follows:

- Ceiling insulation – from \$185 to \$527 per summer kW
- Roof insulation – from \$219 to \$641 per summer kW
- Window treatment – from \$429 to \$781 per summer kW
- Reflective roofing – from \$579 to \$1,487 per summer kW

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channels will be: FPL's Business Energy Evaluation Program and contractors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering analyses, statistical billing, and periodic field metering data collected from participants.

6. Business Water Heating

Start Date – May, 2006

Last Modified – September, 2006

Description

The Business Water Heating Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install high-efficiency water heating systems. The primary types of eligible water heating systems include heat recovery units (HRU) and heat pump water heaters (HPWH).

Eligibility – All FPL business customers will be eligible.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 3.05; E-RIM = 1.04; Participant = 3.53 (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests with a maximum incentive set to provide customers with a two-year payback on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW baselines as derived from:

- HRU – cooling equipment capacity
- HPWH – cooling equipment capacity

Proposed Changes

FPL is revising the maximum incentives by measures as follows:

- HRU – from \$881 to \$1,511 per summer kW
- HPWH – from \$881 to \$1,417 per summer kW

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channels will be: FPL's Business Energy Evaluation Program; architectural and engineering firms; contractors; and distributors. These channels will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with periodic field metering data collected from participants.

7. Business Custom Incentive

Start Date – April, 1993

Last Modified – March, 2005

Description

The Business Custom Incentive (BCI) Program is designed to reduce energy consumption and growth of coincident peak demand by encouraging customers to install unique high-efficiency systems not covered by other FPL DSM programs. The primary types of custom measures include process improvement changes, process controls, efficient machinery, and other measures unique to industrial processes or business customers.

Eligibility – All FPL business customers will be eligible.

Cost-Effectiveness – A program level cost-effectiveness run cannot be performed because each BCI is tailored to the specific project of each customer. A customer specific cost-effectiveness run is conducted before each BCI is approved by FPL.

Incentive Determination – All measures included in this program will be evaluated using all three cost-effectiveness tests; E-TRC, E-RIM, and Participant, with a maximum incentive set to provide customers with a payback of not less than two years on their incremental costs. The incentives will be paid to customers or their designees. FPL will calculate each individual incentive based on the differential between the customer-provided equipment specifications and the equivalent summer coincident peak kW for the specific technology under consideration. BCI does not include incentives for (a) operational or maintenance improvements that are not permanent, (b) equipment or measures that FPL is actively researching, fuel switching, power generation technology, or (c) wheeling of any type.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

Marketing Channels – The measures in this program are marketed to a wide variety of business customers. Therefore, different marketing channels will be emphasized depending upon the nature of the customer's facilities. The primary marketing channel will be FPL's Business Energy Evaluation Program. This channel will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – BCI projects will be monitored to verify demand and energy savings to the appropriate level by one or more of the following methods: engineering analysis with relevant calculations, feasibility study performed by an independent registered professional engineer, field monitoring, billing analysis, or lab testing.

8. Cogeneration & Small Power Production

Start Date – March, 1981

Last Modified – March, 2005

Description

FPL's Cogeneration and Small Power Production Program was established in order to implement and execute FPL's obligations to facilities defined as Qualifying Facilities (QF) under the Public Utility Regulatory Policies Act of 1978 (PURPA) and FPSC rules. A QF may be classified as either a cogeneration facility (Cogenerator) or a small power production facility (SPP). A Cogenerator is a facility which produces electric energy and forms of useful thermal energy (such as heat or steam) used for industrial, commercial, heating or cooling purposes, through the sequential use of energy. An SPP facility is one which is less than 80 MW and that produces electric energy using, as a primary source of fuel, biomass, waste, renewable resources or any combination thereof.

The Federal Energy Commission (FERC) has adopted rules, 18 CFR 292.01, et al, which guides the states in their implementation of PURPA. The State of Florida has also enacted legislation relating to Cogeneration and Small Power Production facilities (F.S. §366.051 and §366.80 - 366.85). The Commission has implemented these various mandates through the adoption of rules relating to the purchase of power and energy from QFs (F.A.C. Sections 25-17.080 et al). The objectives of FPL's Cogeneration and Small Power Production Program are to: comply with all regulatory requirements and applicable law relating to the purchase of energy and capacity from Cogenerators and SPPs; interconnect as necessary to accomplish purchases, sales, operation in parallel; transmit energy and capacity to another utility for purchase by that utility; and assist

customers in the evaluation of potential cogeneration applications, including self-generation, while minimizing costs.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

FPL's Cogeneration and Small Power Production Program is intended to facilitate the installation of Cogenerators and SPPs and the administration of contracts with such facilities. The administration of FPL's program to comply with all regulatory requirements and applicable laws relating to the purchase of energy and capacity from Cogenerators and SPPs includes activities associated with: interconnection; installation, inspection, calibration and maintenance of meters; administration of power billing and accounting processes; FPSC reporting; contract negotiation; contract administration, including legal expenses resulting from litigation; facility inspections and audits; communications; operating coordination; and problem resolution.

Utility payments for as-available energy made to QFs pursuant to the utility's tariff are recoverable by the utility through the FPSC's periodic review of its fuel and purchased power costs. Utility payments to QFs for firm capacity and energy are also similarly reviewed and recovered by the utility with FPSC approval. In addition, pursuant to FPSC approval, FPL has historically recovered its Cogeneration and Small Power Production Program costs through its ECCR clause.

9. Business On Call

Start Date – June, 1995

Last Modified – September, 2006

Description

The Business On Call Program, also referred to as the General Service Load Management Program, is a voluntary program primarily used to reduce the summer and winter coincident peak demand and energy by turning off customers' direct expansion central electric air-conditioning units. Load control equipment is installed at selected customer end-use equipment, allowing FPL to control these loads.

Eligibility – All FPL business customers served under FPL Rate Schedules GS-1 and GSD-1 will be eligible. Participation in this program may be limited due to system load shape analysis issues and/or achievement of the DSM goals.

Cost - Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 7.70; E-RIM = 3.23, Participants = infinite (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM, and Participant tests based on FPL's cost-effectiveness analyses. Customers receive an incentive payment, in the form of a monthly credit on their bill, as specified in the General Service Program tariff sheet, No. 8.109, Schedule GSL. The incentive amount is dependent on the air-conditioning tonnage signed up by the customer, which is connected to the load control equipment.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

Marketing Channels – The primary marketing channel will be FPL’s Business Energy Evaluation. This channel will also be supported, as appropriate, by promotional activities and other marketing tactics.

Post Installation Inspection – In order to ensure compliance with Program Standards, FPL will, at a minimum, perform inspections on the installations as required by Rule 25-17.003(10), F.A.C. The participating customer shall allow FPL to access, monitor and analyze the customer’s installation of load control equipment.

Measurement & Evaluation – FPL will evaluate the energy and demand impacts through the use of engineering modeling analyses. This modeling will be calibrated with periodic field metering data collected from participants.

10. Commercial/Industrial Demand Reduction

Start Date – May, 2000

Last Modified – March, 2005

Description

The Commercial/Industrial Demand Reduction (CDR) Program, also referred to as the Commercial/Industrial Demand Reduction Rider, is designed to reduce the growth of coincident peak demand by controlling customer loads of 200 kW or greater during periods of extreme demand, capacity shortages, or system emergencies. Participation in this program involves the installation of direct load control equipment to allow FPL to control customer loads.

Eligibility – All business customers served under FPL Rate Schedules GSD-1, GSDT-1, GSLD-1, GSLDT-1, GSLD-2, GSLDT-2, GSLD-3, GSLDT-3, HLFT-1, HLFT-2, HLFT-3 that allow FPL to control at least 200 kW of their electrical load as specified on the CDR Rider, tariff sheet No. 8.680 will be eligible. Participation in this program may be limited due to system load shape analysis issues and/or achievement of the DSM goals.

Cost-Effectiveness – The cost-effectiveness test results are as follows: E-TRC = 87.22; E-RIM = 3.03; Participant = infinite (see Appendix A for FPL's cost-effectiveness analyses).

Incentive Determination – This program passed the E-TRC, E-RIM and Participant tests based on FPL's cost-effectiveness analysis. Customers receive an incentive payment in the form of a credit on their monthly bills. FPL will calculate all incentives based on the customer's average demand during controllable rating periods less the customer's contracted firm demand as specified in the CDR Rider tariff sheets No. 8.680 and No. 8.681.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

Marketing Channels – This program will be marketed to business customers with demands of 200 kW or greater. The primary marketing channel will be the Business Energy Evaluation. This channel will be supported, as appropriate, by promotional activities and other marketing tactics.

Post-Installation Inspections – FPL will either inspect all or a random sample to verify proper installation of the load control equipment. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate participants' performance during controllable rating periods and load control events using onsite metering equipment.

11. Commercial/Industrial Load Control

Start Date – October, 1990

Last Modified – March, 2005

Description

The Commercial/Industrial Load Control (CILC) Program is designed to reduce the growth of coincident peak demand by controlling customer loads of 200 kW or greater during periods of extreme demand, capacity shortages, or system emergencies. Participation in this program involves the installation of direct load control equipment to allow FPL to control customer loads.

Eligibility – The Commercial Industrial Load Control (CILC) Program was closed to new participants as of December 31, 2000. It is available to existing CILC customers who had entered into a CILC agreement as of March 19, 1996, and allow FPL to control at least 200 kW of their electrical load as specified on the CILC tariff sheet No.8.650.

Cost-Effectiveness – Not Applicable

Incentive Determination – Participants in the CILC Program receive service under a lower rate in return for allowing FPL to control its load. FPL will calculate all incentives based on the customer's maximum demand, on-peak demand, and the contracted firm demand as specified in the CILC tariff sheets No. 8.651 through No. 8.655.

Proposed Changes

FPL is proposing no changes to this program.

Operations & Administration

Marketing Channels – This program is closed to new participants.

Post-Installation Inspections – FPL will either inspect all or a random sample to verify proper installation of the load control equipment. The participating customer shall allow FPL to access, monitor, and analyze the customer's system as required.

Measurement & Evaluation – FPL will evaluate participants' performance during controllable rating periods and load control events using onsite metering equipment.

SECTION VI – RESEARCH & DEVELOPMENT PORTFOLIO

A. Overview

FPL's Alternate DSM Plan incorporates a series of projects focused on identifying and evaluating energy efficiency technologies with the objective of subsequently developing any appropriate technologies into programs. FPL's R&D portfolio is comprised of one existing program and three new research projects. These programs and projects are designed to conduct scientifically sound analyses in a fiscally efficient manner.

Table 14

R&D Programs & Projects

Programs and Projects	Modified	New
1. Conservation Research & Development		
2. Residential Two-Story Home Wind Washing		X
3. Residential Proactive Energy Communications Research		X
4. Business Building Retro-Commissioning		X

This section includes narratives for each of the programs and projects and provides a general description of the individual programs and projects' objectives, features, and administration. Independent empirical research and assessments of energy efficiency and demand response technologies and practices are essential to provide accurate assessments of cost-effectiveness and applicability for possible inclusion in FPL's Alternate Plan. These programs and projects accomplish this objective by focusing on three primary areas: first, the identification of emerging technology trends and products; second, the scientific evaluation of the effect of these technologies on energy consumption, coincident peak demand and customer economics in FPL's

climate areas; and third, the development of these technologies into new cost-effective FPL programs. FPL maximizes the use of these research funds by, whenever possible, collaborating with other utilities, the U.S. Department of Energy and other independent research organizations to conduct joint studies. In addition to potential new programs, the analyses conducted serve to provide FPL's customers with accurate assessments on technology performance.

B. Detailed Program Descriptions

1. Conservation Research and Development

Start Date – November, 1990

Last Modified – March, 2005

Project Purpose – FPL is proposing to continue its existing Conservation Research and Development (CRD) Program. The purpose of the CRD Program is to identify new energy efficient technologies, evaluate and quantify their impacts on energy, demand and customers and where appropriate, develop emerging technologies into DSM programs. FPL will continue such activities under this Plan. Such efforts are an integral part of FPL's strategy to achieve the goals proposed by FPL in the recent conservation goals proceeding. These efforts will examine a wide variety of technologies, building on prior FPL research, where applicable, and expanding the research to new and promising technologies as they emerge.

Background – FPL currently has an approved CRD Program that is scheduled to end on December 31, 2010. Since its initial approval, this program has been updated several times, and FPL is proposing to continue to use this very successful tool.

FPL has researched a wide variety of technologies under its current CRD Program, including commercial technologies such as: intelligent kitchen exhaust hoods; air conditioners with an integral desiccant wheel for much higher moisture removal; smart air-conditioning controls which optimize compressor run time; efficiency measures for stand-alone refrigerated cases; and occupancy sensors for hotel/motel air conditioners. Residential technologies tested included:

efficient options for homes of seasonal customers during the unoccupied months; new super high efficiency central heat pumps and air conditioners with SEER ratings of 22.5-24.0; outside air infiltration between floors of two-story home; efficient two-speed, variable-speed, and solar swimming pool pumps; and a lower cost, more reliable, add-on heat pump water heater. Some of the technologies examined have already resulted in additions to existing programs. Other measures are being evaluated for possible development into incentive programs or customer recommendations. Since its initiation, the CRD program has performed research on 27 different technologies, which has resulted in six technologies being incorporated into FPL's DSM portfolio as new features in existing programs and dedicated DSM programs.

FPL has partnered with Florida based universities to focus CRD technology evaluations to scientifically quantify the performance of increased energy efficiency demand reduction and energy efficiency measures. The research projects are typically conducted either in laboratory settings or in the field. If a technology is weather-sensitive, FPL requires testing under the climate conditions unique to our service area to obtain accurate savings estimates for our customers. All results are weather normalized and weighted for FPL's regional population distribution.

Over the past five years, FPL has tripled the number of Florida universities which have performed research under the CRD Program. FPL has also partnered with universities by offering to fund the energy monitoring portion of several efficiency-related university research applications for federal and state grants. In the past two years, FPL has also very successfully leveraged CRD dollars by co-funding with the U.S. Department of Energy efficiency research

projects which are relevant to Florida. FPL plans to expand this partnership further in the coming years to take advantage of the increased energy efficiency funding coming out of Washington.

Project Description and Administration – FPL will continue to partner with universities throughout the state to research emerging energy efficiency and demand response technologies via short term projects. FPL will conduct annual RFP's to identify specific research projects and award projects based on unique applications relevant to FPL's customers.

Proposed Schedule and Budget – As part of this Alternate DSM Plan, FPL seeks to extend its CRD program through December 31, 2015. This would coincide with the year in which the next DSM plan is scheduled to be filed and approved. FPL requests approval to spend up to \$3,000,000 for the period from the approval date of this plan through the proposed expiration date of December 31, 2015. Aside from the proposed changes to the expiration date and spending cap, FPL requests no other change to the CRD Program.

2. Residential Two-Story Home Wind Washing Research Project

Start Date – New

Last Modified – N/A

Project Purpose – FPL is proposing to conduct a research project to measure the effects on energy consumption and the growth of coincident peak demand from inspecting and repairing two story homes which have air spaces between floors open to infiltration of outside air between the first and second stories. This research project will provide the data essential for evaluating this practice as a permanent component of the Company's Alternate DSM Plan.

Background – Over the past two decades, residential home construction in Florida has changed from simple one-story ranch style homes to include more architecturally complex two-story models. Consequently, there is an additional ceiling and another floor separated by an air space which is often one foot or more in height. Wind driven outside air, or “wind washing,” has been identified as a significant problem for cooling and heating in two story homes, if outside air can get in between the first floor ceiling and the floor of the second story.

Energy consumption, electrical demand requirements, indoor humidity, and comfort are all negatively affected when the spaces between floors are not sealed or insulated from attic or overhangs which are vented to the outdoors. Wind blowing into attic vents can push hot attic air into the inter-story floor cavity bypassing the typical thermal boundaries of the building and causing considerable heat transfer through the floor and ceiling. As a result, heating and cooling requirements can tax or even exceed the capacity of the AC system.

Before the feasibility of a wide-scale retrofit program can be evaluated, FPL would like to have a larger sample of homes to base estimates of the energy and demand savings opportunities that exist from repairing homes with attic configurations which allow air flow between floors. A large sample research project would also provide a broader assessment of the types of architectural designs which create the potential for energy losses from wind washing. In the process, FPL will learn how to quickly recognize homes that need repairs. Additionally, FPL might learn of other repair materials that are effective and easy to install to prevent wind washing.

FPL is proposing to conduct a study to research the effect of sealing off the un-insulated space between floors of two-story homes from outside air temperatures from adjoining attics and overhangs. Through FPL's Conservation Research and Development (CRD) Program, FPL obtained preliminary data indicating that sealing these spaces could result in annual cooling energy savings of 15% and summer demand reductions of over 12%. This research study will expand on the preliminary work by increasing the number of homes studied in order to have statistically valid samples in east, west and south geographic areas of FPL's territory.

Wind washing problems can be found in the literature primarily regarding insulating floor truss spaces to prevent pipes from freezing in cold climates. However, energy loss and retrofit savings opportunities in hot and humid climates had not been studied before FPL co-funded a wind washing research project with the U.S. Department of Energy under the Building America Program in 2009.

Project Description and Administration – FPL is proposing to provide to approximately 500 two-story homes, across the three geographic research regions, a free inspection in order to find instances of building construction which allows significant outside air infiltration between the first and second floors of the home. For 100 homes where problems are detected, FPL will make repairs and immediately begin continuously monitoring the energy use of the central cooling and heating system (experimental group). During the same time period, energy use monitoring will begin on another 100 homes with significant outside air infiltration between floors, but the repairs on this second set of homes will be delayed for one year (control group). This will allow the unrepaired homes to serve as a comparison group for the repaired homes under the same weather conditions.

The research contractor will solicit volunteers for the study from the population of owners of two story homes in FPL's service area. Recruitment and inspection will continue until the quota of 200 homes requiring repair is met. The research contractor will also perform all the repairs as part of the contract.

Research Project Monitoring – FPL will collect relevant energy use information by collecting outdoor temperature, indoor temperature, indoor relative humidity, and central AC energy consumption data at least every 15 minutes for at least 12 months after the last data recorders are installed and all repairs have been completed for the experimental group.

FPL will conduct a statistical billing analysis between the groups of homes which were repaired versus homes for which repairs were delayed one year. This will be conducted in each of the

three FPL geographic regions and also as a whole for the FPL service territory. A twelve month data collection period, beginning with completion of the last repair, will be used in order to capture the fall, winter, spring, and following summer seasons. Hourly weather for a typical meteorological year (TMY) will be used in conjunction with the statistical regression equations developed from the field data to estimate the annual energy savings and peak hour demand reduction for the hottest day in August for each region. Using regional weights provided by FPL, the average annual energy savings and August peak hour demand reduction for the entire FPL service territory will be estimated.

Proposed Schedule and Budget – FPL is proposing a research project period of three years that will include: 12 months of metered data collection; 12 months for participant recruitment, onsite audits, monitoring equipment installation, and repairs in 100 homes; 12 months will be allowed for monitoring equipment removal, statistical analysis and report preparation.

Projected project costs for the initial home qualification audits are expected to be \$200 for each of the 500 homes audited. The costs for all of the repairs for each of the 100 experimental group homes and 100 control group homes is expected to be \$2,000 per home. The expected cost for the 12 month data monitoring, statistical analysis and reporting of the 200 metered homes is \$200,000. The total overall budget estimated for the project is \$700,000.

Following the research study, FPL will evaluate the results and will make a determination to extend the research project, stop any further evaluation or develop and apply for an FPL DSM program.

3. Residential Proactive Energy Information Communications Research Project

Start Date – New

Last Modified – N/A

Project Purpose - FPL is proposing to conduct a research project to measure the effects on energy consumption and coincident peak demand over time when providing customers proactive periodic personalized energy reports and tips. This research project will provide the data essential for evaluating this practice as a permanent component of the Company's Alternate DSM Plan.

Background – In an age when most information is distributed by the internet, only 31% of FPL households utilize informational websites to obtain product information even though 59% have an email address. These percentages drop significantly when looking at the Low Income segment of the population, with only 17% of low income households accessing product informational websites and 37% having email addresses. Mass communication of energy conservation information is not sufficient to achieve large-scale energy conservation. FPL must also engage and motivate customers through communications delivered through traditional channels such as the U.S. Mail.

The research pilot proposed by FPL employs the latest in behavioral research and communication to achieve customer engagement in conservation. The approach uses normative social messages, targeted tips and positive reinforcement.

- Normative social messages compare the participant's energy use to those of neighboring households who use energy more efficiently and to all households in the comparison

neighborhood. Such comparisons have demonstrated high potential to engage people to do better.

- Target tips provide the participant with a limited number of immediately actionable suggestions to improve their energy performance. The tips are also sensitive to occupant home ownership and income status, avoiding frustrating renters with suggestions requiring capital improvements or low-income customers with suggesting involving premium-priced efficient appliances.
- Positive reinforcement delivered in subsequent reports helps to sustain new conservation habits, encourages additional conservation behaviors and communications successful and effective practices among friends.

The proposed research seeks to quantify the immediate energy conservation behavioral changes and their effect on energy consumption as well as the persistence of these behavioral changes over time.

Project Description and Administration - To understand the consumer acceptance and the subsequent effect on their energy consumption from this approach to energy education and engagement, FPL will provide 50,000 homes throughout the FPL service territory with free, periodic energy use reports. Homes will be randomly selected within the low income and general residential population. Continued participation to receive the reports will be voluntary; customers who do not wish to continue to receive reports will be able to opt-out.

Research Project Monitoring – FPL will collect billing data and other statistical methods to quantify impacts on energy and coincident peak demand and how that may change over three years. The project will also collect data on customer satisfaction, conservation behaviors adopted and attitudes towards future participation in such programs.

Proposed Schedule and Budget – FPL is proposing an initial research project schedule of four years for initial set-up and preparation with vendor, customer selection, and data monitoring of participating customers, analysis and reporting. FPL will provide a report at the end of the four-year period.

Projected project costs for the project include initial IT systems integration and set-up, quarterly reports, data measurement, analysis and satisfaction research. The total estimated maximum budget for the project is \$2,000,000.

Following the research study, FPL will evaluate the results and will make a determination to extend the research project, stop any further evaluation or develop and apply for a FPL DSM program.

4. Business Building Retro-Commissioning Research Project

Start Date – New

Last Modified – N/A

Project Purpose - FPL is proposing to conduct a research project to measure the effects on energy consumption and the growth of coincident peak demand from Building Retro-Commissioning (BRC). BRC is a process of investigating, analyzing, and optimizing the performance of existing building systems. This research project will provide the data essential for evaluating this practice as a permanent component of the Company's Alternate DSM Plan. This program is unique in that it targets optimizing performance of existing energy consuming systems as compared with other energy and demand saving programs which focus on system replacements or additions.

Background - High efficiency equipment must be maintained and operated in the most efficient manner if consistent savings are to be realized over time. By providing the customer with assistance on smaller operating and maintenance issues and detailed engineering directions on larger more complex energy savings strategies, this BRC has the potential to maximize the available energy savings from already existing DSM and conservation measures.

In the publication titled "Building Commissioning, A Golden Opportunity for Reducing Energy Costs and Greenhouse Gas Emissions", by Evan Mills, Ph.D., Lawrence Berkeley National Laboratory Berkeley (LBL), CA, the Lawrence Berkley Lab study found that buildings that completed BRC realized approximately 15% increase in whole building energy savings and 7% in demand savings.

Project Description and Administration – Under this proposal, FPL will provide BRC analysis on 30 pilot businesses of various segment types, sizes, and differing operating characteristics. Engineering firms specializing in Building Retro-Commissioning will be contracted to conduct a BRC analysis of these pilot facilities and implement appropriate recommendations. Effectiveness will be measured by utility peak hour electrical demand reduction expressed in kW and estimated annual energy savings expressed in kWh per square foot.

Project Monitoring – The project will include appropriate metering and other statistical methods necessary to verify the resultant coincident peak kW and kWh savings from the participants. The time period for data collection will be 12 months before and 12 months after the BRC. The project will also collect data on customer satisfaction, conservation behaviors adopted, and attitudes towards willingness to maintain recommended routine procedures, and interest in future participation in such programs.

Proposed Schedule and Budget - FPL is proposing an initial pilot period of 24 months. The projected cost will average \$0.30 per square foot per premise to deliver BRC services plus \$150,000 for the site selections, analyses, and report preparations. The total estimated pilot budget would be capped at \$1,050,000.

Following the research study, FPL will evaluate the results and will make a determination to extend the research project, stop any further evaluation, or develop and apply for an FPL DSM program.

SECTION VII – PROJECTED PROGRAM ESTIMATES

Program Name: Residential Low Income Weatherization

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	693,875	1,000	0%
2011	4,056,428	700,762	1,000	0%
2012	4,141,910	714,550	1,000	0%
2013	4,226,978	728,267	1,000	1%
2014	4,311,223	741,842	1,000	1%
2015	4,394,802	755,301	1,000	1%
2016	4,477,937	768,683	1,000	1%
2017	4,560,569	781,978	1,000	1%
2018	4,642,575	795,166	1,000	1%
2019	4,720,827	807,703	1,000	1%

Notes: Column a - The total number of customers in residential rate class

Column b - The total number of residential customers eligible for one or more applicable program measures

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	734	0.00	0.35	734,167	2	346
2011	734	0.00	0.35	734,167	2	346
2012	734	0.00	0.35	734,167	2	346
2013	734	0.00	0.35	734,167	2	346
2014	734	0.00	0.35	734,167	2	346
2015	734	0.00	0.35	734,167	2	346
2016	734	0.00	0.35	734,167	2	346
2017	734	0.00	0.35	734,167	2	346
2018	734	0.00	0.35	734,167	2	346
2019	734	0.00	0.35	734,167	2	346

At the Generator

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	789	0.00	0.38	788,588	2	378
2011	789	0.00	0.38	788,588	2	378
2012	789	0.00	0.38	788,588	2	378
2013	789	0.00	0.38	788,588	2	378
2014	789	0.00	0.38	788,588	2	378
2015	789	0.00	0.38	788,588	2	378
2016	789	0.00	0.38	788,588	2	378
2017	789	0.00	0.38	788,588	2	378
2018	789	0.00	0.38	788,588	2	378
2019	789	0.00	0.38	788,588	2	378

Program Name: Residential Low Income Home Energy Survey

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	693,875	0	0%
2011	4,056,428	701,762	15,000	2%
2012	4,141,910	701,550	15,000	4%
2013	4,226,978	701,267	15,000	6%
2014	4,311,223	700,842	15,000	9%
2015	4,394,802	700,301	15,000	11%
2016	4,477,937	699,683	15,000	13%
2017	4,560,569	698,978	15,000	15%
2018	4,642,575	698,166	15,000	17%
2019	4,720,827	696,703	15,000	19%

Notes: Column a - The total number of customers in residential rate class

Column b - The total number of residential customers eligible for one or more applicable program measures

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	0	0.00	0.00	0	0	0
2011	459	0.08	0.03	6,888,313	1,178	512
2012	459	0.08	0.03	6,888,313	1,178	512
2013	459	0.08	0.03	6,888,313	1,178	512
2014	459	0.08	0.03	6,888,313	1,178	512
2015	459	0.08	0.03	6,888,313	1,178	512
2016	459	0.08	0.03	6,888,313	1,178	512
2017	459	0.08	0.03	6,888,313	1,178	512
2018	459	0.08	0.03	6,888,313	1,178	512
2019	459	0.08	0.03	6,888,313	1,178	512

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	0	0.00	0.00	0	0	0
2011	493	0.09	0.04	7,398,912	1,290	561
2012	493	0.09	0.04	7,398,912	1,290	561
2013	493	0.09	0.04	7,398,912	1,290	561
2014	493	0.09	0.04	7,398,912	1,290	561
2015	493	0.09	0.04	7,398,912	1,290	561
2016	493	0.09	0.04	7,398,912	1,290	561
2017	493	0.09	0.04	7,398,912	1,290	561
2018	493	0.09	0.04	7,398,912	1,290	561
2019	493	0.09	0.04	7,398,912	1,290	561

Program Name: Residential Solar Water Heating

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	4,010,837	1,366	0%
2011	4,056,428	4,055,061	4,588	0%
2012	4,141,910	4,135,955	4,882	0%
2013	4,226,978	4,216,141	4,974	0%
2014	4,311,223	4,295,412	4,970	0%
2015	4,394,802	4,374,021	0	0%
2016	4,477,937	4,457,157	0	0%
2017	4,560,569	4,539,788	0	0%
2018	4,642,575	4,621,795	0	0%
2019	4,720,827	4,700,047	0	0%

Notes: Column a - The total number of customers in residential rate class
 Column b - The total number of eligible customers in residential rate class.
 Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1,482	0.45	0.22	2,024,835	615	301
2011	1,482	0.45	0.22	6,799,875	2,065	1,009
2012	1,482	0.45	0.22	7,235,124	2,197	1,074
2013	1,482	0.45	0.22	7,371,468	2,238	1,094
2014	1,482	0.45	0.22	7,365,540	2,237	1,093
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1,592	0.49	0.24	2,174,926	673	329
2011	1,592	0.49	0.24	7,303,918	2,261	1,105
2012	1,592	0.49	0.24	7,771,430	2,405	1,176
2013	1,592	0.49	0.24	7,917,881	2,451	1,198
2014	1,592	0.49	0.24	7,911,514	2,449	1,197
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Residential Solar Water Heating (Low Income New Construction)

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	404	20	5%
2011	4,056,428	404	200	50%
2012	4,141,910	404	200	50%
2013	4,226,978	404	200	50%
2014	4,311,223	404	200	50%
2015	4,394,802	404	0	0%
2016	4,477,937	404	0	0%
2017	4,560,569	404	0	0%
2018	4,642,575	404	0	0%
2019	4,720,827	404	0	0%

Notes: Column a - The total number of customers in residential rate class
 Column b - The projected annual number of program-eligible new homes
 Column d - Column c / Column b
⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1,482	0.45	0.22	29,640	9	4
2011	1,482	0.45	0.22	296,400	90	44
2012	1,482	0.45	0.22	296,400	90	44
2013	1,482	0.45	0.22	296,400	90	44
2014	1,482	0.45	0.22	296,400	90	44
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1,592	0.49	0.24	31,837	10	5
2011	1,592	0.49	0.24	318,371	99	48
2012	1,592	0.49	0.24	318,371	99	48
2013	1,592	0.49	0.24	318,371	99	48
2014	1,592	0.49	0.24	318,371	99	48
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Business Solar Water Heating

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	534,490	534,490	11	0%
2011	547,697	547,685	43	0%
2012	561,576	561,522	52	0%
2013	575,598	575,492	63	0%
2014	590,087	589,918	76	0%
2015	604,956	604,712	0	0%
2016	620,071	619,827	0	0%
2017	635,559	635,315	0	0%
2018	651,590	651,346	0	0%
2019	667,785	667,541	0	0%

Notes: Column a - The total number of customers in the business rate classes.
 Column b - The total number of eligible customers in the business rate classes.
 Column d - Column c cumulative / Column b
⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	3,652	0.07	1.00	41,994	1	11
2011	3,652	0.07	1.00	155,555	3	43
2012	3,652	0.07	1.00	189,299	4	52
2013	3,652	0.07	1.00	229,171	4	63
2014	3,652	0.07	1.00	275,797	5	75
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	3,923	0.08	1.09	45,107	1	13
2011	3,923	0.08	1.09	167,085	3	47
2012	3,923	0.08	1.09	203,331	4	57
2013	3,923	0.08	1.09	246,159	5	69
2014	3,923	0.08	1.09	296,240	6	83
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Residential Photovoltaic

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	4,010,837	113	0%
2011	4,056,428	4,056,315	340	0%
2012	4,141,910	4,141,457	340	0%
2013	4,226,978	4,226,185	340	0%
2014	4,311,223	4,310,090	340	0%
2015	4,394,802	4,393,329	0	0%
2016	4,477,937	4,476,465	0	0%
2017	4,560,569	4,559,096	0	0%
2018	4,642,575	4,641,103	0	0%
2019	4,720,827	4,719,355	0	0%

Notes: Column a - The total number of customers in residential rate class.
 Column b - The total number of eligible customers in residential rate class.
 Column d - Column c cumulative / Column b
⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	5,373	0.05	1.70	605,222	6	191
2011	5,373	0.05	1.70	1,826,888	17	578
2012	5,373	0.05	1.70	1,826,888	17	578
2013	5,373	0.05	1.70	1,826,888	17	578
2014	5,373	0.05	1.70	1,826,888	17	578
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	5,771	0.06	1.86	650,084	7	209
2011	5,771	0.05	1.86	1,962,307	19	633
2012	5,771	0.05	1.86	1,962,307	19	633
2013	5,771	0.05	1.86	1,962,307	19	633
2014	5,771	0.05	1.86	1,962,307	19	633
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Business Photovoltaic

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	534,490	534,490	20	0%
2011	547,697	547,676	63	0%
2012	561,576	561,492	66	0%
2013	575,598	575,448	71	0%
2014	590,087	589,865	79	0%
2015	604,956	604,655	0	0%
2016	620,071	619,770	0	0%
2017	635,559	635,258	0	0%
2018	651,590	651,289	0	0%
2019	667,785	667,484	0	0%

Notes: Column a - The total number of customers in the business rate classes.

Column b - The total number of eligible customers in the business rate classes.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	22,344	0.21	7.07	453,327	4	143
2011	22,344	0.21	7.07	1,417,575	13	449
2012	22,344	0.21	7.07	1,484,617	14	470
2013	22,344	0.21	7.07	1,597,342	15	505
2014	22,344	0.21	7.07	1,772,634	17	561
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	24,000	0.23	7.74	486,930	5	157
2011	24,000	0.23	7.74	1,522,654	15	491
2012	24,000	0.23	7.74	1,594,665	15	514
2013	24,000	0.23	7.74	1,715,745	16	553
2014	24,000	0.23	7.74	1,904,031	18	614
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Business Photovoltaics for Schools

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	534,490	534,490	2	0%
2011	547,697	547,695	18	0%
2012	561,576	561,556	22	0%
2013	575,598	575,556	21	0%
2014	590,087	590,024	18	0%
2015	604,956	604,875	0	0%
2016	620,071	619,990	0	0%
2017	635,559	635,478	0	0%
2018	651,590	651,509	0	0%
2019	667,785	667,704	0	0%

Notes: Column a - The total number of customers in the business rate classes.

Column b - The total number of eligible customers in the business rate classes.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	13,300	0.13	4.21	26,600	0	8
2011	8,128	0.08	2.57	146,300	1	46
2012	7,255	0.07	2.30	159,600	2	51
2013	6,967	0.07	2.20	146,300	1	46
2014	6,650	0.06	2.10	119,700	1	38
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	14,286	0.14	4.61	28,572	0	9
2011	8,730	0.08	2.82	157,145	2	51
2012	7,792	0.07	2.51	171,430	2	55
2013	7,483	0.07	2.41	157,145	2	51
2014	7,143	0.07	2.30	128,573	1	41
2015	0	0.00	0.00	0	0	0
2016	0	0.00	0.00	0	0	0
2017	0	0.00	0.00	0	0	0
2018	0	0.00	0.00	0	0	0
2019	0	0.00	0.00	0	0	0

Program Name: Residential Home Energy Survey

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	4,010,837	100,000-135,000	2%-3%
2011	4,056,428	4,056,428	100,000-135,000	5%-7%
2012	4,141,910	4,141,910	100,000-135,000	7%-10%
2013	4,226,978	4,226,978	100,000-135,000	9%-13%
2014	4,311,223	4,311,223	100,000-135,000	12%-16%
2015	4,394,802	4,394,802	100,000-135,000	14%-18%
2016	4,477,937	4,477,937	100,000-135,000	16%-21%
2017	4,560,569	4,560,569	100,000-135,000	18%-24%
2018	4,642,575	4,642,575	100,000-135,000	19%-26%
2019	4,720,827	4,720,827	100,000-135,000	21%-29%

Notes: Column a - The total number of customers in residential rate class.
 Column b - The total number of eligible customers in residential rate class.
 Column d - Column c cumulative / Column b
⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	N/A	N/A	N/A	N/A	N/A	N/A
2011	N/A	N/A	N/A	N/A	N/A	N/A
2012	N/A	N/A	N/A	N/A	N/A	N/A
2013	N/A	N/A	N/A	N/A	N/A	N/A
2014	N/A	N/A	N/A	N/A	N/A	N/A
2015	N/A	N/A	N/A	N/A	N/A	N/A
2016	N/A	N/A	N/A	N/A	N/A	N/A
2017	N/A	N/A	N/A	N/A	N/A	N/A
2018	N/A	N/A	N/A	N/A	N/A	N/A
2019	N/A	N/A	N/A	N/A	N/A	N/A

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	N/A	N/A	N/A	N/A	N/A	N/A
2011	N/A	N/A	N/A	N/A	N/A	N/A
2012	N/A	N/A	N/A	N/A	N/A	N/A
2013	N/A	N/A	N/A	N/A	N/A	N/A
2014	N/A	N/A	N/A	N/A	N/A	N/A
2015	N/A	N/A	N/A	N/A	N/A	N/A
2016	N/A	N/A	N/A	N/A	N/A	N/A
2017	N/A	N/A	N/A	N/A	N/A	N/A
2018	N/A	N/A	N/A	N/A	N/A	N/A
2019	N/A	N/A	N/A	N/A	N/A	N/A

Program Name: Residential Air Conditioning

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	3,172,427	16,492	1%
2011	4,056,428	3,270,832	13,130	1%
2012	4,141,910	3,397,618	12,145	1%
2013	4,226,978	3,529,642	11,634	2%
2014	4,311,223	3,646,134	11,571	2%
2015	4,394,802	3,767,614	13,419	2%
2016	4,477,937	3,885,977	13,419	2%
2017	4,560,569	4,004,217	13,419	3%
2018	4,642,575	4,100,580	13,419	3%
2019	4,720,827	4,208,267	13,495	3%

Notes: Column a - The total number of customers in residential rate class.

Column b - The total number of residential customers eligible for one or more applicable program measures.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	1,008	0.41	0.50	16,617,036	6,755	8199
2011	1,012	0.42	0.51	13,283,088	5,500	6738
2012	998	0.39	0.51	12,124,238	4,754	6136
2013	1,034	0.44	0.53	12,034,274	5,071	6179
2014	1,035	0.44	0.53	11,975,619	5,062	6165
2015	1,018	0.40	0.52	13,654,525	5,362	6,990
2016	1,018	0.40	0.52	13,654,525	5,362	6,990
2017	1,018	0.40	0.52	13,654,525	5,362	6,990
2018	1,018	0.40	0.52	13,654,525	5,362	6,990
2019	1,062	0.40	0.55	14,326,549	5,362	7,386

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	1,082	0.45	0.54	17,848,780	7,396	8977
2011	1,087	0.46	0.56	14,267,703	6,022	7377
2012	1,072	0.43	0.55	13,022,951	5,204	6719
2013	1,111	0.48	0.58	12,926,319	5,552	6766
2014	1,112	0.48	0.58	12,863,317	5,542	6750
2015	1,093	0.44	0.57	14,666,672	5,871	7,653
2016	1,093	0.44	0.57	14,666,672	5,871	7,653
2017	1,093	0.44	0.57	14,666,672	5,871	7,653
2018	1,093	0.44	0.57	14,666,672	5,871	7,653
2019	1,140	0.44	0.60	15,388,510	5,871	8,086

Program Name: Residential Duct System Testing & Repair

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	1,708,376	22,138	1%
2011	4,056,428	1,705,657	18,944	2%
2012	4,141,910	1,723,123	17,554	3%
2013	4,226,978	1,741,802	16,501	4%
2014	4,311,223	1,761,185	15,361	5%
2015	4,394,802	1,781,423	23,160	6%
2016	4,477,937	1,793,674	23,160	8%
2017	4,560,569	1,805,711	23,160	9%
2018	4,642,575	1,817,481	23,160	10%
2019	4,720,827	1,827,652	23,160	11%

Notes: Column a - The total number of customers in residential rate class.

Column b - The total number of residential customers eligible for one or more applicable program measures.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	343	0.21	0.18	7,586,491	4,641	3,968
2011	338	0.21	0.18	6,393,996	4,004	3,345
2012	330	0.21	0.17	5,786,265	3,763	3,027
2013	324	0.22	0.17	5,338,673	3,573	2,793
2014	319	0.22	0.17	4,901,040	3,349	2,564
2015	326	0.21	0.17	7,557,106	4,921	3,956
2016	326	0.21	0.17	7,557,106	4,921	3,956
2017	326	0.21	0.17	7,557,106	4,921	3,956
2018	326	0.21	0.17	7,557,106	4,921	3,956
2019	326	0.21	0.17	7,557,106	4,921	3,956

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	368	0.23	0.20	8,148,843	5,081	4,345
2011	363	0.23	0.19	6,867,954	4,384	3,662
2012	354	0.23	0.19	6,215,174	4,120	3,314
2013	348	0.24	0.19	5,734,404	3,912	3,058
2014	343	0.24	0.18	5,264,332	3,667	2,807
2015	350	0.23	0.19	8,117,279	5,387	4,332
2016	350	0.23	0.19	8,117,279	5,387	4,332
2017	350	0.23	0.19	8,117,279	5,387	4,332
2018	350	0.23	0.19	8,117,279	5,387	4,332
2019	350	0.23	0.19	8,117,279	5,387	4,332

Program Name: Residential Building Envelope

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	2,483,638	6,458	0%
2011	4,056,428	2,505,411	5,918	0%
2012	4,141,910	2,552,426	6,699	1%
2013	4,226,978	2,598,403	6,227	1%
2014	4,311,223	2,644,343	6,920	1%
2015	4,394,802	2,689,179	7,800	1%
2016	4,477,937	2,732,859	7,800	2%
2017	4,560,569	2,776,228	7,800	2%
2018	4,642,575	2,819,209	7,800	2%
2019	4,720,827	2,859,865	7,800	2%

Notes: Column a - The total number of customers in residential rate class.

Column b - The total number of residential customers eligible for one or more applicable program measures.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	488	0.33	0.20	3,154,361	2,124	1270
2011	655	0.28	0.28	3,879,086	1,669	1674
2012	624	0.29	0.27	4,177,867	1,962	1785
2013	673	0.29	0.29	4,189,555	1,782	1814
2014	696	0.28	0.30	4,815,429	1,946	2097
2015	522	0.31	0.22	4,071,909	2,422	1,677
2016	522	0.31	0.22	4,071,909	2,422	1,677
2017	522	0.31	0.22	4,071,909	2,422	1,677
2018	522	0.31	0.22	4,071,909	2,422	1,677
2019	522	0.31	0.22	4,071,909	2,422	1,677

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	525	0.36	0.22	3,388,180	2,326	1391
2011	704	0.31	0.31	4,166,625	1,827	1833
2012	670	0.32	0.29	4,487,553	2,148	1954
2013	723	0.31	0.32	4,500,108	1,951	1986
2014	747	0.31	0.33	5,172,375	2,131	2296
2015	561	0.34	0.24	4,373,741	2,652	1,837
2016	561	0.34	0.24	4,373,741	2,652	1,837
2017	561	0.34	0.24	4,373,741	2,652	1,837
2018	561	0.34	0.24	4,373,741	2,652	1,837
2019	561	0.34	0.24	4,373,741	2,652	1,837

Program Name: Residential New Construction (BuildSmart®)

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	18,505	1,612	9%
2011	4,056,428	30,508	1,669	5%
2012	4,141,910	36,750	2,149	6%
2013	4,226,978	39,597	2,151	5%
2014	4,311,223	41,313	2,053	5%
2015	4,394,802	43,189	1,947	5%
2016	4,477,937	43,800	1,947	4%
2017	4,560,569	44,274	1,947	4%
2018	4,642,575	45,278	1,947	4%
2019	4,720,827	46,918	1,947	4%

Notes: Column a - The total number of customers in residential rate class.

Column b - The projected annual number of program-eligible new homes.

Column d - Column c / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	1363	0.39	0.86	2,198,126	628	1,383
2011	1363	0.39	0.86	2,275,987	650	1,432
2012	1388	0.40	0.87	2,983,509	857	1,874
2013	1409	0.41	0.88	3,031,327	877	1,901
2014	1437	0.42	0.90	2,950,272	862	1,846
2015	1470	0.43	0.92	2,862,080	845	1,786
2016	1470	0.43	0.92	2,862,080	845	1,786
2017	1470	0.43	0.92	2,862,080	845	1,786
2018	1470	0.43	0.92	2,862,080	845	1,786
2019	1470	0.43	0.92	2,862,080	845	1,786

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	1464	0.43	0.94	2,361,063	688	1,514
2011	1464	0.43	0.94	2,444,695	712	1,568
2012	1491	0.44	0.95	3,204,663	938	2,052
2013	1514	0.45	0.97	3,256,025	960	2,081
2014	1544	0.46	0.98	3,168,962	943	2,021
2015	1579	0.48	1.00	3,074,232	925	1,955
2016	1579	0.48	1.00	3,074,232	925	1,955
2017	1579	0.48	1.00	3,074,232	925	1,955
2018	1579	0.48	1.00	3,074,232	925	1,955
2019	1579	0.48	1.00	3,074,232	925	1,955

Program Name: Residential Load Management (On Call)

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,010,837	3,225,872	9,615	0%
2011	4,056,428	3,261,848	9,615	1%
2012	4,141,910	3,337,715	9,615	1%
2013	4,226,978	3,413,168	9,615	1%
2014	4,311,223	3,487,798	9,615	1%
2015	4,394,802	3,561,762	9,615	2%
2016	4,477,937	3,635,282	9,615	2%
2017	4,560,569	3,708,299	9,615	2%
2018	4,642,575	3,780,690	9,615	2%
2019	4,720,827	3,849,327	9,615	2%

Notes: Column a - The total number of customers in residential rate class.

Column b - The total number of residential customers eligible for one or more applicable program measures.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	19	1.04	1.14	182,655	10,000	10,961
2011	19	1.04	1.14	182,655	10,000	10,961
2012	19	1.04	1.14	182,655	10,000	10,961
2013	19	1.04	1.14	182,655	10,000	10,961
2014	19	1.04	1.14	182,655	10,000	10,961
2015	19	1.04	1.14	182,655	10,000	10,961
2016	19	1.04	1.14	182,655	10,000	10,961
2017	19	1.04	1.14	182,655	10,000	10,961
2018	19	1.04	1.14	182,655	10,000	10,961
2019	19	1.04	1.14	182,655	10,000	10,961

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	20	1.14	1.25	196,195	10,948	12,001
2011	20	1.14	1.25	196,195	10,948	12,001
2012	20	1.14	1.25	196,195	10,948	12,001
2013	20	1.14	1.25	196,195	10,948	12,001
2014	20	1.14	1.25	196,195	10,948	12,001
2015	20	1.14	1.25	196,195	10,948	12,001
2016	20	1.14	1.25	196,195	10,948	12,001
2017	20	1.14	1.25	196,195	10,948	12,001
2018	20	1.14	1.25	196,195	10,948	12,001
2019	20	1.14	1.25	196,195	10,948	12,001

Program Name: Business Energy Evaluation

Year	(a) Total Number of Customers	(b) Total Number of Eligible Customers	(c) Annual Number of Participants	(d) Cumulative Penetration Level % ⁽¹⁾
2010	534,490	534,490	11,000	2%
2011	547,697	547,697	11,165	4%
2012	561,576	561,576	11,332	6%
2013	575,598	575,598	11,502	8%
2014	590,087	590,087	11,675	10%
2015	604,956	604,956	11,850	11%
2016	620,071	620,071	12,028	13%
2017	635,559	635,559	12,208	15%
2018	651,590	651,590	12,391	16%
2019	667,785	667,785	12,577	18%

Notes: Column a - The total number of customers in the business rate classes.

Column b - The total number of eligible customers in the business rate classes.

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	N/A	N/A	N/A	N/A	N/A	N/A
2011	N/A	N/A	N/A	N/A	N/A	N/A
2012	N/A	N/A	N/A	N/A	N/A	N/A
2013	N/A	N/A	N/A	N/A	N/A	N/A
2014	N/A	N/A	N/A	N/A	N/A	N/A
2015	N/A	N/A	N/A	N/A	N/A	N/A
2016	N/A	N/A	N/A	N/A	N/A	N/A
2017	N/A	N/A	N/A	N/A	N/A	N/A
2018	N/A	N/A	N/A	N/A	N/A	N/A
2019	N/A	N/A	N/A	N/A	N/A	N/A

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	N/A	N/A	N/A	N/A	N/A	N/A
2011	N/A	N/A	N/A	N/A	N/A	N/A
2012	N/A	N/A	N/A	N/A	N/A	N/A
2013	N/A	N/A	N/A	N/A	N/A	N/A
2014	N/A	N/A	N/A	N/A	N/A	N/A
2015	N/A	N/A	N/A	N/A	N/A	N/A
2016	N/A	N/A	N/A	N/A	N/A	N/A
2017	N/A	N/A	N/A	N/A	N/A	N/A
2018	N/A	N/A	N/A	N/A	N/A	N/A
2019	N/A	N/A	N/A	N/A	N/A	N/A

Program Name: Business Heating, Ventilating & Air Conditioning

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	605,498	378,692	7,831	2%
2011	620,548	380,274	6,803	4%
2012	635,972	383,118	7,330	6%
2013	651,779	385,674	6,779	7%
2014	667,980	389,028	7,643	9%
2015	684,583	391,768	9,873	12%
2016	701,598	392,538	9,324	14%
2017	719,037	394,120	9,501	17%
2018	736,909	395,797	8,303	19%
2019	755,226	398,949	8,167	20%

Notes: Column a - The total summer kW of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kW of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	2,139	0.75	1.00	16,752,022	5,862	7,831
2011	1,973	0.73	1.00	13,423,161	4,965	6,803
2012	2,204	0.68	1.00	16,156,196	4,986	7,330
2013	2,350	0.72	1.00	15,929,303	4,884	6,779
2014	3,205	0.58	1.00	24,498,637	4,458	7,643
2015	3,238	0.47	1.00	31,969,423	4,640	9,873
2016	3,556	0.80	1.00	33,157,967	7,471	9,324
2017	3,550	1.18	1.00	33,728,062	11,250	9,501
2018	3,513	1.35	1.00	29,172,330	11,203	8,303
2019	3,172	1.48	1.00	25,909,962	12,090	8,167

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	2,298	0.82	1.09	17,993,772	6,418	8,573
2011	2,119	0.80	1.09	14,418,158	5,436	7,448
2012	2,368	0.74	1.09	17,353,781	5,459	8,025
2013	2,524	0.79	1.09	17,110,068	5,347	7,422
2014	3,443	0.64	1.09	26,314,608	4,881	8,368
2015	3,478	0.51	1.09	34,339,170	5,080	10,809
2016	3,820	0.88	1.09	35,615,814	8,179	10,208
2017	3,813	1.30	1.09	36,228,168	12,317	10,403
2018	3,774	1.48	1.09	31,334,741	12,265	9,091
2019	3,408	1.62	1.09	27,830,548	13,236	8,942

Program Name: Business Lighting

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	842,587	449,346	2,602	1%
2011	863,530	457,912	2,698	1%
2012	884,994	466,660	2,785	2%
2013	906,991	475,607	2,865	2%
2014	929,535	484,764	2,923	3%
2015	952,639	494,162	2,102	3%
2016	976,317	504,688	2,893	4%
2017	1,000,584	514,736	3,252	4%
2018	1,025,454	524,747	5,592	5%
2019	1,050,943	532,747	7,669	7%

Notes: Column a - The total summer kW of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kW of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	3311	0.63	1.00	8,616,468	1,649	2,602
2011	3311	0.63	1.00	8,933,668	1,710	2,698
2012	3311	0.63	1.00	9,219,767	1,764	2,785
2013	3311	0.63	1.00	9,485,473	1,816	2,865
2014	3311	0.63	1.00	9,678,042	1,851	2,923
2015	3311	0.63	1.00	6,959,537	1,330	2,102
2016	3311	0.63	1.00	9,579,333	1,818	2,893
2017	3311	0.63	1.00	10,768,455	2,043	3,252
2018	3311	0.63	1.00	18,515,932	3,523	5,592
2019	3311	0.63	1.00	25,392,208	4,832	7,669

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	3556	0.69	1.09	9,255,167	1,806	2,849
2011	3556	0.69	1.09	9,595,880	1,872	2,954
2012	3556	0.69	1.09	9,903,186	1,931	3,049
2013	3556	0.69	1.09	10,188,588	1,988	3,137
2014	3556	0.69	1.09	10,395,430	2,026	3,200
2015	3556	0.69	1.09	7,475,415	1,457	2,301
2016	3556	0.69	1.09	10,289,405	1,990	3,168
2017	3556	0.69	1.09	11,566,671	2,237	3,561
2018	3556	0.69	1.09	19,888,433	3,857	6,123
2019	3556	0.69	1.09	27,274,415	5,290	8,397

Program Name: Business Refrigeration

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	87,601	45,200	122	0%
2011	89,778	46,202	273	1%
2012	92,010	47,081	307	1%
2013	94,297	47,954	336	2%
2014	96,641	48,827	339	3%
2015	99,043	49,727	197	3%
2016	101,505	50,801	203	3%
2017	104,028	51,899	206	4%
2018	106,613	53,027	204	4%
2019	109,263	54,190	199	4%

Notes: Column a - The total summer kw of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kw of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	8,107	1.25	1.00	986,792	152	122
2011	8,156	1.25	1.00	2,224,494	341	273
2012	8,107	1.25	1.00	2,486,353	382	307
2013	8,107	1.25	1.00	2,723,482	418	336
2014	8,446	1.27	1.00	2,864,380	432	339
2015	8,756	1.64	1.00	1,723,417	323	197
2016	8,756	1.64	1.00	1,781,369	334	203
2017	8,756	1.64	1.00	1,803,642	338	206
2018	8,756	1.64	1.00	1,789,275	336	204
2019	8,756	1.64	1.00	1,740,646	326	199

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	8,708	1.36	1.09	1,059,938	166	133
2011	8,761	1.37	1.09	2,389,385	373	299
2012	8,708	1.36	1.09	2,670,654	418	336
2013	8,708	1.36	1.09	2,925,362	458	368
2014	9,072	1.39	1.09	3,076,703	473	371
2015	9,405	1.80	1.09	1,851,166	354	215
2016	9,405	1.80	1.09	1,913,413	366	223
2017	9,405	1.80	1.09	1,937,338	370	226
2018	9,405	1.80	1.09	1,921,906	367	224
2019	9,405	1.80	1.09	1,869,672	357	218

Program Name: Business Building Envelope

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	455,771	455,771	5,533	1%
2011	467,099	461,655	5,989	2%
2012	478,709	467,502	5,611	4%
2013	490,608	474,059	5,948	5%
2014	502,802	480,613	5,723	6%
2015	515,300	487,725	5,422	7%
2016	528,108	495,386	5,895	8%
2017	541,234	502,642	6,875	9%
2018	554,687	509,245	8,969	11%
2019	568,474	514,089	8,917	13%

Notes: Column a - The total summer kW of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kW of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	2,019	0.12	1.00	11,170,009	670	5,533
2011	1,989	0.28	1.00	11,909,520	1,696	5,989
2012	1,993	0.31	1.00	11,184,104	1,763	5,611
2013	1,998	0.29	1.00	11,885,206	1,698	5,948
2014	1,961	0.29	1.00	11,223,169	1,646	5,723
2015	1,933	0.26	1.00	10,478,757	1,404	5,422
2016	1,933	0.11	1.00	11,396,454	664	5,895
2017	1,936	0.08	1.00	13,307,871	556	6,875
2018	1,938	0.05	1.00	17,381,974	469	8,969
2019	1,938	0.05	1.00	17,283,384	402	8,917

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	2,169	0.13	1.09	11,997,990	733	6,057
2011	2,136	0.31	1.09	12,792,318	1,857	6,557
2012	2,141	0.34	1.09	12,013,130	1,930	6,144
2013	2,146	0.31	1.09	12,766,202	1,859	6,512
2014	2,106	0.31	1.09	12,055,091	1,803	6,266
2015	2,076	0.28	1.09	11,255,499	1,537	5,936
2016	2,077	0.12	1.09	12,241,221	727	6,454
2017	2,079	0.09	1.09	14,294,323	609	7,527
2018	2,082	0.06	1.09	18,670,419	514	9,820
2019	2,082	0.05	1.09	18,564,522	440	9,763

Program Name: Business Water Heating

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	80,321	73,863	165	0%
2011	82,317	75,533	131	0%
2012	84,363	77,283	144	1%
2013	86,460	79,067	226	1%
2014	88,609	80,818	173	1%
2015	90,812	82,670	106	1%
2016	93,069	84,640	104	1%
2017	95,382	86,663	116	1%
2018	97,753	88,727	181	2%
2019	100,182	90,780	354	2%

Notes: Column a - The total summer kw of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kw of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	5973	0.62	1.00	987,635	103	165
2011	7308	0.62	1.00	960,912	82	131
2012	7308	0.62	1.00	1,054,540	90	144
2013	5863	0.62	1.00	1,322,881	141	226
2014	7308	0.62	1.00	1,261,900	108	173
2015	7308	0.62	1.00	778,289	66	106
2016	7308	0.62	1.00	756,455	64	104
2017	7308	0.62	1.00	851,012	73	116
2018	7308	0.62	1.00	1,323,796	113	181
2019	5659	0.62	1.00	2,002,662	220	354

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	6416	0.68	1.09	1,060,844	113	181
2011	7850	0.68	1.09	1,032,140	90	144
2012	7850	0.68	1.09	1,132,708	98	158
2013	6298	0.68	1.09	1,420,940	154	247
2014	7850	0.68	1.09	1,355,439	118	189
2015	7850	0.68	1.09	835,980	73	117
2016	7850	0.68	1.09	812,528	71	113
2017	7850	0.68	1.09	914,093	79	127
2018	7850	0.68	1.09	1,421,923	124	198
2019	6079	0.68	1.09	2,151,110	241	387

Program Name: Business Custom Incentive

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	139,467	90,912	274	0%
2011	142,934	92,898	294	1%
2012	146,487	94,919	316	1%
2013	150,128	96,976	340	1%
2014	153,859	99,069	365	2%
2015	157,683	101,196	392	2%
2016	161,603	103,359	422	2%
2017	165,619	105,555	453	3%
2018	169,736	107,786	487	3%
2019	173,955	110,049	523	4%

Notes: Column a - The total summer kW of all program-applicable equipment in the business rate classes (one customer represents one summer kW).

Column b - The total summer kW of all program-eligible equipment in the business rate classes (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	7,189	0.49	1.00	1,969,819	134	274
2011	7,189	0.49	1.00	2,116,491	144	294
2012	7,189	0.49	1.00	2,274,084	155	316
2013	7,189	0.49	1.00	2,443,412	167	340
2014	7,189	0.49	1.00	2,625,347	179	365
2015	7,189	0.49	1.00	2,820,830	192	392
2016	7,189	0.49	1.00	3,030,868	207	422
2017	7,189	0.49	1.00	3,256,545	222	453
2018	7,189	0.49	1.00	3,499,027	238	487
2019	7,189	0.49	1.00	3,759,563	256	523

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	7,722	0.54	1.09	2,115,832	147	300
2011	7,722	0.54	1.09	2,273,377	158	322
2012	7,722	0.54	1.09	2,442,652	170	346
2013	7,722	0.54	1.09	2,624,531	182	372
2014	7,722	0.54	1.09	2,819,952	196	400
2015	7,722	0.54	1.09	3,029,925	211	430
2016	7,722	0.54	1.09	3,255,532	226	462
2017	7,722	0.54	1.09	3,497,938	243	496
2018	7,722	0.54	1.09	3,758,394	261	533
2019	7,722	0.54	1.09	4,038,242	281	573

Program Name: Business On Call

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	1,723,593	1,632,987	3,657	0%
2011	1,766,434	1,672,171	3,657	0%
2012	1,810,340	1,712,420	3,657	1%
2013	1,855,337	1,753,760	3,657	1%
2014	1,901,452	1,796,219	3,657	1%
2015	1,948,714	1,839,824	3,657	1%
2016	1,997,150	1,884,604	3,657	1%
2017	2,046,791	1,930,587	3,657	2%
2018	2,097,665	1,977,805	3,657	2%
2019	2,149,804	2,026,287	3,657	2%

Notes: Column a - The total summer kW of all program-applicable equipment in the GS & GSD business rate classes (one customer represents one summer kW)

Column b - The total summer kW of all program-eligible equipment in the GS & GSD business rate classes (one customer represents one summer kW)

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1	0.00	1.00	3,698	0	3,657
2011	1	0.00	1.00	3,698	0	3,657
2012	1	0.00	1.00	3,698	0	3,657
2013	1	0.00	1.00	3,698	0	3,657
2014	1	0.00	1.00	3,698	0	3,657
2015	1	0.00	1.00	3,698	0	3,657
2016	1	0.00	1.00	3,698	0	3,657
2017	1	0.00	1.00	3,698	0	3,657
2018	1	0.00	1.00	3,698	0	3,657
2019	1	0.00	1.00	3,698	0	3,657

At the Generator

Year	Per Customer kWh Reduction	Per Customer Winter kW Reduction	Per Customer Summer kW Reduction	Total Annual kWh Reduction	Total Annual Winter kW Reduction	Total Annual Summer kW Reduction
2010	1	0.00	1.09	3,972	0	4,004
2011	1	0.00	1.09	3,972	0	4,004
2012	1	0.00	1.09	3,972	0	4,004
2013	1	0.00	1.09	3,972	0	4,004
2014	1	0.00	1.09	3,972	0	4,004
2015	1	0.00	1.09	3,972	0	4,004
2016	1	0.00	1.09	3,972	0	4,004
2017	1	0.00	1.09	3,972	0	4,004
2018	1	0.00	1.09	3,972	0	4,004
2019	1	0.00	1.09	3,972	0	4,004

Program Name: Commercial/Industrial Demand Reduction

Year	(a) Total Number of Customers (kW)	(b) Total Number of Eligible Customers (kW)	(c) Annual Number of Participants (kW)	(d) Cumulative Penetration Level % ⁽¹⁾
2010	4,895,780	3,780,346	13,073	0%
2011	5,017,468	3,861,236	13,073	1%
2012	5,142,180	3,944,461	13,073	1%
2013	5,269,992	4,030,080	13,073	1%
2014	5,400,981	4,118,801	12,344	2%
2015	5,535,225	4,209,727	12,084	2%
2016	5,672,807	4,303,229	11,824	2%
2017	5,813,808	4,400,280	10,655	2%
2018	5,958,314	4,501,078	8,446	2%
2019	6,106,411	4,603,740	7,146	2%

Notes: Column a - The total summer kW of all program-applicable equipment for business customers with demands greater than 200 kW (one customer represents one summer kW).

Column b - The total summer kW of all program-applicable equipment for business customers with demands greater than 200 kW (one customer represents one summer kW).

Column d - Column c cumulative / Column b

⁽¹⁾ Cumulative Penetration Level addresses participants in 2010 and beyond.

At the Meter

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	8	1.00	1.00	99,355	13,073	13,073
2011	8	1.00	1.00	99,355	13,073	13,073
2012	8	1.00	1.00	99,355	13,073	13,073
2013	8	1.00	1.00	99,355	13,073	13,073
2014	8	1.00	1.00	93,813	12,344	12,344
2015	8	1.00	1.00	91,838	12,084	12,084
2016	8	1.00	1.00	89,863	11,824	11,824
2017	8	1.00	1.00	80,975	10,655	10,655
2018	8	1.00	1.00	64,188	8,446	8,446
2019	8	1.00	1.00	54,313	7,146	7,146

At the Generator

Year	Per Customer KWh Reduction	Per Customer Winter KW Reduction	Per Customer Summer KW Reduction	Total Annual KWh Reduction	Total Annual Winter KW Reduction	Total Annual Summer KW Reduction
2010	8	1.09	1.09	106,720	14,313	14,313
2011	8	1.09	1.09	106,720	14,313	14,313
2012	8	1.09	1.09	106,720	14,313	14,313
2013	8	1.09	1.09	106,720	14,313	14,313
2014	8	1.09	1.09	100,767	13,515	13,515
2015	8	1.09	1.09	98,646	13,230	13,230
2016	8	1.09	1.09	96,524	12,946	12,946
2017	8	1.09	1.09	86,978	11,665	11,665
2018	8	1.09	1.09	68,946	9,247	9,247
2019	8	1.09	1.09	58,339	7,824	7,824

SECTION VIII – ECCR COSTS & UNRECOVERED REVENUE

REQUIREMENTS

A. Alternate DSM Plan Costs

FPL has projected both the ECCR costs and the unrecovered revenue requirements associated with FPL's proposed Alternate DSM Plan. For the Alternate Plan, these costs total approximately \$2.1 billion over the 2010-2019 goals period. The \$2.1 billion is comprised of approximately \$1.8 billion of ECCR costs and \$0.3 billion of unrecovered revenue requirements (non-fuel), which is far less than the Modified Plan's expenditures. It should be noted that there will be additional growing unrecovered revenue requirements (non-fuel) for the years after the goals period. FPL conservatively estimates those unrecovered revenue requirements to be approximately \$0.7 billion for just the next ten years. (Note: Values in Tables 15-17 below may not sum due to rounding.)

Table 15
DSM Costs Estimates

FPL-Proposed Energy Goals (GWh)			Projected Annual ECCR Cost		Residential Bill Impact of ECCR Cost (@1200 kWh)	Unrecovered Revenue Requirements	ECCR + System Fixed Cost
(1)			(2)				
Year	Annual (1a)	Cumulative (1b)	Energy Efficiency & Load Management (2a)	Solar Pilot (2b)	(3)	(4)	(2a +2b + 4)
<i>Current</i>					\$2.26		
2010	80	80	\$164,426,038	\$5,261,278	\$2.13	\$2,159,451	\$171,846,767
2011	80	160	\$162,559,137	\$13,978,079	\$2.18	\$7,147,364	\$183,684,580
2012	83	242	\$164,391,449	\$14,243,793	\$2.16	\$13,497,071	\$192,132,314
2013	84	326	\$160,266,420	\$14,933,819	\$2.10	\$19,738,315	\$194,938,554
2014	93	419	\$161,975,668	\$15,500,438	\$2.10	\$26,946,052	\$204,422,158
2015	94	513	\$167,129,883	\$1,514,254	\$1.97	\$34,309,928	\$202,954,065
2016	99	612	\$172,964,840	\$1,217,315	\$2.00	\$40,753,631	\$214,935,785
2017	103	715	\$179,635,710	\$807,677	\$2.03	\$48,424,890	\$228,868,276
2018	112	827	\$185,760,506	\$436,349	\$2.05	\$57,656,598	\$243,853,453
2019	116	943	\$190,144,062	\$135,681	\$2.05	\$66,591,340	\$256,871,082
TOTAL	943		\$1,709,253,713	\$68,028,683		\$317,224,639	\$2,094,507,035
Assumed 10 Year Life Total		9,433				\$665,913,397	

B. ECCR Clause Impact

FPL projects that the Alternate DSM Plan costs recovered through the ECCR clause will be approximately \$1.8 billion, roughly 55% of the Modified Plan's expenditures of \$3.1 billion. As Table 16 below illustrates, the cost of the Energy Efficiency and Load Management programs is approximately \$1.7 billion, the cost of the Residential Low Income Portfolio is approximately \$27 million, and the cost of the Solar Pilot Portfolio is approximately \$68 million.

Table 16

2010-2019 ECCR Clause Impact

Year	Energy Efficiency & Load Management	Low Income	Solar Pilot	Total
2010	\$163,945,722	\$480,316	\$5,261,278	\$169,687,316
2011	\$160,305,144	\$2,253,993	\$13,978,079	\$176,537,216
2012	\$162,118,096	\$2,273,354	\$14,243,793	\$178,635,243
2013	\$157,897,992	\$2,368,428	\$14,933,819	\$175,200,239
2014	\$159,474,351	\$2,501,318	\$15,500,438	\$177,476,106
2015	\$164,483,027	\$2,646,857	\$1,514,254	\$168,644,137
2016	\$169,537,392	\$3,427,448	\$1,217,315	\$174,182,155
2017	\$176,170,111	\$3,465,599	\$807,677	\$180,443,387
2018	\$182,144,845	\$3,615,661	\$436,349	\$186,196,855
2019	\$186,488,309	\$3,655,753	\$135,681	\$190,279,743
TOTAL	\$1,682,564,987	\$26,688,726	\$68,028,683	\$1,777,282,396

C. Unrecovered Revenue Requirements

FPL recovers its fixed costs through base rates for demand or energy. When sales are diminished due to DSM, the revenue requirements that would have been recovered through those sales will go unrecovered. This places FPL in the position of needing to seek base rate relief. These unrecovered revenue requirements were acknowledged by all parties in the DSM goals proceeding.

The following table illustrates estimated unrecovered revenue requirements (non-fuel) due to implementation of the Alternate DSM Plan, which is approximately one-third of the \$1 billion associated with FPL's Modified DSM Plan.

Table 17
Projected FPL Unrecovered Revenue Requirements

Year	Unrecovered Revenue Requirements
2010	\$2,159,451
2011	\$7,147,364
2012	\$13,497,071
2013	\$19,738,315
2014	\$26,946,052
2015	\$34,309,928
2016	\$40,753,631
2017	\$48,424,890
2018	\$57,656,598
2019	\$66,591,340
TOTAL	\$317,224,639