

Docket No. 20190004-GU					
Comprehensive Exhibit List for Entry into Hearing Record					
November 5, 2019					
EXH #	Witness	I.D. # As Filed	Exhibit Description	Issue Nos.	Entered
1		Exhibit List	Comprehensive Exhibit List		<input checked="" type="checkbox"/>
FLORIDA CITY GAS (FCG) – (DIRECT)					
2	Miguel Bustos	MB-1	Calculation of FCG’s final NGCCR true-up amount related to the twelve-month period ended December 31, 2018	1	Stipulated
3	Miguel Bustos	MB-2	Commission prescribed forms supporting calculation of FCG’s Actual/Estimated True-Up amount for the current period January 2019 through December 2019 and FCG’s proposed 2020 NGCCR Factors.	2, 3, 4, 5, 6, 7, 8	Stipulated
FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION – (CHESAPEAKE) FLORIDA PUBLIC UTILITIES COMPANY – (FPUC) FLORIDA PUBLIC UTILITIES COMPANY – FORT MEADE FLORIDA PUBLIC UTILITIES COMPANY – INDIANTOWN DIVISION – (DIRECT)					
4	Curtis Young	CDY-1	True-Up Variance Analysis. Schedules CT1 through CT6.	1	Stipulated
5	G. Scott Ranck	GSR-1	Projections: Estimated ECCR charges by rate class. Schedules C-1 through C-4.	2, 3, 4, 5, 6, 7	Stipulated
PEOPLES GAS SYSTEM (PGS) – (DIRECT)					
6	Mark R. Roche	MRR-1	Schedules supporting cost recovery factor, actual January 2018 - December 2018.	1, 2, 3, 4, 5, 6, 7, 8	Stipulated

7	Mark R. Roche	MRR-2	Schedules supporting conservation costs projected for the period January 2020 – December 2020.	1, 2, 3, 4, 5, 6, 7, 8	Stipulated
SEBRING GAS SYSTEM (SEBRING) – (DIRECT)					
8	Jerry Melendy	JHM-1	True-Up Variance Analysis. Schedules CT-1 through CT-6.	1	Stipulated
9	Jerry Melendy	JHM-2	Projections: Estimated ECCR charges by rate class. Schedules C-1 through C-4.	2, 3, 4, 5, 6, 7	Stipulated
ST. JOE NATURAL GAS (SJNG) – (DIRECT)					
10	Debbie Stitt	DKS-1	Schedules CT-1 through CT-5.		Stipulated
11	Debbie Stitt	DKS-2	Schedules C-1 through C-4.		Stipulated
STAFF – (DIRECT)					
12	Miguel Bustos (1-8)		FCG's Response to Staff's First Set of Interrogatories Nos. 1-8. [Bates Nos. 00001-00019]	1, 2, 3, 4, 5, 6, 7, 8	
13	Miguel Bustos (9)		FCG's Response to Staff's Second Set of Interrogatories Nos. 9. [Bates Nos. 00020-00023]	1, 2, 3, 4, 5, 6, 7, 8	
14	Scott Ranck (1-11)		FPUC's Response to Staff's First Set of Interrogatories Nos. 1-11. [Bates Nos. 00024-00040]	1, 2, 3, 4, 5, 6, 7, 8	
15	Scott Ranck (12)		FPUC's Response to Staff's Second Set of Interrogatories Nos. 12. [Bates Nos. 00041-00044]	1, 2, 3, 4, 5, 6, 7, 8	

16	Mark Roche (1-9)		PGS's Response to Staff's First Set of Interrogatories Nos. 1-9. <i>[Bates Nos. 00045-00059]</i>	1, 2, 3, 4, 5, 6, 7, 8	
17	Jerry Melendy (1-5)		Sebring's Response to Staff's First Set of Interrogatories Nos. 1-5. <i>[Bates Nos. 00060-00067]</i>	1, 2, 3, 4, 5, 6, 7, 8	
18	Jerry Melendy (6)		Sebring's Response to Staff's Second Set of Interrogatories Nos. 6. <i>[Bates Nos. 00068-00072]</i>	1, 2, 3, 4, 5, 6, 7, 8	
19	Debbie Stitt (1-2)		SJNG's Response to Staff's First Set of Interrogatories Nos. 1-2. <i>[Bates Nos. 00073-00075]</i>	1, 2, 3, 4, 5, 6, 7, 8	

ADJUSTED NET TRUE UP
JANUARY 2018 THROUGH DECEMBER 2018

END OF PERIOD NET TRUE-UP

PRINCIPLE	(213,570)	
INTEREST	(11,273)	(224,843)

LESS PROJECTED TRUE-UP

PRINCIPLE	(583,784)	
INTEREST	(12,496)	(596,281)

ADJUSTED NET TRUE-UP

371,437

() REFLECTS OVER-RECOVERY

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 2
PARTY: FLORIDA CITY GAS (FCG) –
(DIRECT)
DESCRIPTION: Miguel Bustos MB-1

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
 ACTUAL VERSUS ESTIMATED
 JANUARY 2018 THROUGH DECEMBER 2018

	<u>ACTUAL</u>	<u>PROJECTED ***</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	-		-
PAYROLL & BENEFITS	1,008,257	991,800	16,457
MATERIALS & SUPPLIES	-	-	-
ADVERTISING	982,854	991,693	(8,839)
INCENTIVES	2,956,047	3,131,094	(175,047)
OUTSIDE SERVICES	-	-	-
VEHICLES	45,722	50,885	(5,163)
OTHER	<u>75,036</u>	<u>84,598</u>	<u>(9,561)</u>
SUB-TOTAL	5,067,917	5,250,070	(182,153)
PROGRAM REVENUES	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL PROGRAM COSTS	5,067,917	5,250,070	(182,153)
LESS:			
PAYROLL ADJUSTMENTS	-	-	-
AMOUNTS INCLUDED IN RATE BASE	-	-	-
CONSERVATION ADJUSTMENT REVENUES	(5,281,487)	(5,833,854)	552,367
ROUNDING ADJUSTMENT	<u>-</u>	<u>-</u>	<u>-</u>
TRUE-UP BEFORE INTEREST	(213,570)	(583,784)	370,214
INTEREST PROVISION	(11,273)	(12,496)	1,223
END OF PERIOD TRUE-UP	<u>(224,843)</u>	<u>(596,282)</u>	<u>371,438</u>

() REFLECTS OVER-RECOVERY

*** Seven months actual and five months projected (Jan-Dec'2016)

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM
 JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCTION	-	160,648	-	-	560,867	-	4,628	-	726,143
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	8,207	-	-	-	-	-	-	8,207
PROGRAM 3: RESIDENTIAL APPLIANCE REPLACEMENT	-	189,069	-	-	452,098	-	4,615	-	645,783
PROGRAM 4: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5: SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6: PROPANE CONVERSION	-	49,379	-	-	47	-	-	-	49,426
PROGRAM 7: RESIDENTIAL APPLIANCE RETENTION	-	54,612	-	-	1,456,921	-	-	-	1,511,533
PROGRAM 8: RESIDENTIAL CUT AND CAP	-	88,384	-	-	10,207	-	-	-	98,590
PROGRAM 9: COMM/IND CONVERSION	-	351,058	-	-	18,076	-	24,627	-	393,762
PROGRAM 10: ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	3,265	-	3,265
PROGRAM 11: COMMERCIAL APPLIANCE	-	-	-	-	452,646	-	-	-	452,646
COMMON COSTS	-	106,900	-	982,854	5,184	-	8,587	75,036	1,178,561
TOTAL TOTAL OF ALL PROGRAMS	-	1,008,257	-	982,854	2,956,047	-	45,722	75,036	5,067,917

CITY GAS COMPANY OF FLORIDA
 PROJECTED CONSERVATION COSTS PER PROGRAM
 JANUARY 2018 THROUGH DECEMBER 2018
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCTION	-	172,793	-	-	471,000	-	5,008	-	648,801
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	-	-	-	-	-	-	-	-
PROGRAM 3: RESIDENTIAL APPLIANCE REPLACEMENT	-	197,898	-	-	490,243	-	5,600	-	693,741
PROGRAM 4: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5: SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6: PROPANE CONVERSION	-	36,162	-	-	325	-	-	-	36,487
PROGRAM 7: RESIDENTIAL APPLIANCE RETENTION	-	36,351	-	-	1,586,865	-	-	-	1,623,216
PROGRAM 8: RESIDENTIAL CUT AND CAP	-	84,453	-	-	17,000	-	-	-	101,453
PROGRAM 9: COMM/IND CONVERSION	-	346,294	-	-	43,598	-	28,877	-	418,769
PROGRAM 10: ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	4,240	-	4,240
PROGRAM 11: COMMERCIAL APPLIANCE	-	-	-	-	522,063	-	-	-	522,063
COMMON COSTS	-	117,850	-	991,693	-	-	7,160	84,598	1,201,300
TOTAL	-	991,800	-	991,693	3,131,094	-	50,885	84,598	5,250,070

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED
 JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUCTION	-	(12,146)	-	-	89,867	-	(380)	-	77,342
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	8,207	-	-	-	-	-	-	8,207
PROGRAM 3: RESIDENTIAL APPLIANCE REPLACEME	-	(8,829)	-	-	(38,145)	-	(985)	-	(47,958)
PROGRAM 4: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 5: SCHOOLS PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 6: PROPANE CONVERSION	-	13,217	-	-	(278)	-	-	-	12,939
PROGRAM 7: RESIDENTIAL APPLIANCE RETENTION	-	18,261	-	-	(129,944)	-	-	-	(111,683)
PROGRAM 8: RESIDENTIAL CUT AND CAP	-	3,931	-	-	(6,793)	-	-	-	(2,862)
PROGRAM 9: COMM/IND CONVERSION	-	4,764	-	-	(25,522)	-	(4,250)	-	(25,008)
PROGRAM 10: ALTERNATIVE TECHNOLOGY	-	-	-	-	-	-	(975)	-	(975)
PROGRAM 11: COMMERCIAL APPLIANCE	-	-	-	-	(69,417)	-	-	-	(69,417)
COMMON COSTS	-	(10,949)	-	(8,839)	5,184	-	1,427	(9,561)	(22,739)
TOTAL TOTAL OF ALL PROGRAMS	-	16,457	-	(8,839)	(175,047)	-	(5,163)	(9,561)	(182,153)

() REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
 SUMMARY OF EXPENSES BY MONTH
 JANUARY 2018 THROUGH DECEMBER 2018

EXPENSES:	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
PROGRAM 1:	80,943	39,458	82,774	35,971	64,295	44,594	121,852	63,773	42,797	63,628	57,765	28,293	726,143
PROGRAM 2:	-	-	-	-	-	-	-	3,916	4,290	(6,644)	6,644	-	8,207
PROGRAM 3:	74,475	60,033	52,717	51,229	44,646	52,010	62,243	39,458	45,970	57,455	61,605	43,941	645,783
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	1,748	2,526	4,142	3,635	4,156	3,741	3,644	4,925	6,131	4,356	5,378	5,045	49,426
PROGRAM 7:	140,516	154,794	105,035	126,834	118,780	146,257	157,996	108,688	105,755	145,005	134,037	67,836	1,511,533
PROGRAM 8:	5,731	5,654	9,243	7,960	9,405	7,693	8,771	7,402	10,437	8,943	8,484	8,868	98,590
PROGRAM 9:	28,578	28,815	40,120	37,228	38,517	28,789	30,389	20,785	37,412	40,619	26,100	36,410	393,762
PROGRAM 10:	292	288	350	286	350	274	381	184	52	217	140	451	3,265
PROGRAM 11:	19,589	28,880	34,274	26,844	32,802	91,674	28,056	7,388	22,325	73,321	62,107	25,387	452,646
COMMON COSTS	107,253	96,005	60,372	122,110	153,670	129,294	113,236	32,619	91,946	67,135	132,356	72,566	1,178,561
TOTAL	459,125	416,453	389,026	412,097	466,620	504,326	526,568	289,138	367,115	454,036	494,616	288,797	5,067,917
LESS: Audit Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	459,125	416,453	389,026	412,097	466,620	504,326	526,568	289,138	367,115	454,036	494,616	288,797	5,067,917

PROJECTED CONSERVATION COSTS PER MONTH
 JANUARY 2018 THROUGH DECEMBER 2018
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

EXPENSES:	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
PROGRAM 1:	80,944	39,459	82,774	35,971	64,294	44,595	50,127	50,127	50,127	50,127	50,127	50,127	648,801
PROGRAM 2:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3:	74,474	60,033	52,717	51,229	44,646	52,011	59,772	59,772	59,772	59,772	59,772	59,772	693,741
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	1,748	2,526	4,142	3,635	4,156	3,741	2,756	2,756	2,756	2,756	2,756	2,756	36,487
PROGRAM 7:	140,516	154,794	105,035	126,834	118,780	146,257	138,500	138,500	138,500	138,500	138,500	138,500	1,623,216
PROGRAM 8:	5,731	5,654	9,243	7,960	9,405	7,693	9,294	9,294	9,294	9,294	9,294	9,294	101,453
PROGRAM 9:	28,578	28,816	40,120	37,229	38,517	28,789	36,120	36,120	36,120	36,120	36,120	36,120	418,769
PROGRAM 10:	292	288	350	286	350	274	400	400	400	400	400	400	4,240
PROGRAM 11:	19,589	28,880	34,274	26,844	32,802	91,674	48,000	48,000	48,000	48,000	48,000	48,000	522,063
COMMON COSTS	107,253	96,004	60,371	122,111	153,669	129,294	86,266	86,266	91,266	91,266	91,266	86,266	1,201,300
TOTAL	459,125	416,454	389,026	412,099	466,619	504,328	431,236	431,236	436,236	436,236	436,236	431,236	5,250,070
LESS AMOUNT INCLUDED IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE													
CONSERVATION EXPENSES	459,125	416,454	389,026	412,099	466,619	504,328	431,236	431,236	436,236	436,236	436,236	431,236	5,250,070

SUMMARY OF EXPENSES BY PROGRAM
 VARIANCE ACTUAL VERSUS PROJECTED
 JANUARY 2018 THROUGH DECEMBER 2018

EXPENSES:	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
PROGRAM 1:	(1)	(1)	0	0	1	(1)	71,725	13,645	(7,331)	13,500	7,638	(21,834)	77,342
PROGRAM 2:	-	-	-	-	-	-	-	3,916	4,290	(6,644)	6,644	-	8,207
PROGRAM 3:	1	0	(0)	(0)	0	(1)	2,472	(20,314)	(13,801)	(2,316)	1,834	(15,831)	(47,958)
PROGRAM 4:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6:	(0)	(0)	(0)	(0)	0	(0)	888	2,168	3,374	1,600	2,621	2,289	12,939
PROGRAM 7:	0	0	(0)	0	0	0	19,496	(29,812)	(32,745)	6,505	(4,463)	(70,664)	(111,683)
PROGRAM 8:	(0)	0	(0)	(0)	(0)	(0)	(524)	(1,892)	1,143	(351)	(810)	(427)	(2,862)
PROGRAM 9:	0	(1)	(0)	(1)	(0)	(0)	(5,731)	(15,335)	1,292	4,499	(10,020)	290	(25,008)
PROGRAM 10:	(0)	(0)	(0)	(0)	0	0	(19)	(216)	(348)	(183)	(260)	51	(975)
PROGRAM 11:	0	(0)	0	-	(0)	(1)	(19,944)	(40,612)	(25,675)	25,321	14,107	(22,613)	(69,417)
COMMON COSTS	(0)	1	1	(1)	1	0	26,969	(53,647)	679	(24,131)	41,089	(13,700)	(22,739)
TOTAL	0	(1)	(0)	(2)	1	(2)	95,332	(142,098)	(69,122)	17,799	58,380	(142,440)	(182,153)
LESS: 2008 Audit Adjustments:	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	0	(1)	(0)	(2)	1	(2)	95,332	(142,098)	(69,122)	17,799	58,380	(142,440)	(182,153)

CALCULATION OF TRUE-UP AND INTEREST PROVISION
 JANUARY 2018 THROUGH DECEMBER 2018

	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
1. INTEREST PROVISION													
BEGINNING TRUE-UP	(759,107)	(853,759)	(868,175)	(888,743)	(896,697)	(828,779)	(657,525)	(462,827)	(492,877)	(430,978)	(289,800)	(116,228)	
2. ENDING TRUE-UP BEFORE INTEREST	(852,752)	(867,039)	(887,452)	(895,296)	(827,425)	(656,329)	(461,903)	(492,084)	(430,179)	(289,145)	(115,847)	(224,504)	
3. TOTAL BEGINNING & ENDING TRUE-UP	(1,611,859)	(1,720,798)	(1,755,627)	(1,784,039)	(1,724,122)	(1,485,108)	(1,119,428)	(954,911)	(923,056)	(720,123)	(405,647)	(340,733)	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	(805,929)	(860,399)	(877,814)	(892,020)	(862,061)	(742,554)	(559,714)	(477,456)	(461,528)	(360,061)	(202,824)	(170,366)	
5. INTER. RATE - 1ST DAY OF REPORTING MONTH	1.490%	1.500%	1.660%	1.860%	1.900%	1.860%	2.000%	1.970%	2.020%	2.130%	2.240%	2.270%	
6. INTER. RATE - 1ST DAY OF SUBSEQUENT MONTH	1.500%	1.660%	1.860%	1.900%	1.860%	2.000%	1.970%	2.020%	2.130%	2.240%	2.270%	2.500%	
7. TOTAL (SUM LINES 5 & 6)	2.990%	3.160%	3.520%	3.760%	3.760%	3.860%	3.970%	3.990%	4.150%	4.370%	4.510%	4.770%	
8. AVG INTEREST RATE (LINE 7 TIMES 50%)	1.495%	1.580%	1.760%	1.880%	1.880%	1.930%	1.985%	1.995%	2.075%	2.185%	2.255%	2.385%	
9. MONTHLY AVG INTEREST RATE	0.125%	0.132%	0.147%	0.157%	0.157%	0.161%	0.165%	0.166%	0.173%	0.182%	0.188%	0.199%	
10. INTEREST PROVISION (LINE 4 TIMES LINE 9)	(1,007)	(1,136)	(1,290)	(1,400)	(1,353)	(1,196)	(924)	(793)	(798)	(655)	(381)	(339)	(11,273)
10. a. INT. ADJ													

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
 JANUARY 2018 THROUGH DECEMBER 2018

	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total
1 RCS AUDIT FEES	-	-	-	-	-	-	-	-	-	-	-	-	-
2 OTHER PROGRAM REVS	-	-	-	-	-	-	-	-	-	-	-	-	-
3 CONSERV. ADJ REVS	(552,770)	(429,733)	(408,303)	(418,650)	(397,348)	(331,877)	(330,946)	(318,396)	(304,417)	(312,203)	(320,663)	(397,073)	(4,522,380)
4 TOTAL REVENUES	(552,770)	(429,733)	(408,303)	(418,650)	(397,348)	(331,877)	(330,946)	(318,396)	(304,417)	(312,203)	(320,663)	(397,073)	(4,522,380)
5 PRIOR PERIOD TRUE UP NOT APPLICABLE TO THIS PERIOD CONSERVATION REVENUES	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(63,259)	(759,107)
6 APPLICABLE TO THE PERIOD	(616,029)	(492,992)	(471,562)	(481,909)	(460,607)	(395,136)	(394,205)	(381,655)	(367,676)	(375,462)	(383,922)	(460,332)	(5,281,487)
CONSERVATION EXPENSES													
7 (FROM CT-3, PAGE 1)	459,125	416,453	389,026	412,097	466,620	504,326	526,568	289,138	367,115	454,036	494,616	288,797	5,067,917
8 TRUE-UP THIS PERIOD	(156,903)	(76,539)	(82,537)	(69,812)	6,012	109,191	132,363	(92,517)	(561)	78,574	110,694	(171,535)	(213,570)
9 INTEREST PROVISION THIS PERIOD (FROM CT-3 PAGE 3)	(1,007)	(1,136)	(1,290)	(1,400)	(1,353)	(1,196)	(924)	(793)	(798)	(655)	(381)	(339)	(11,273)
10 TRUE-UP & INTER. PROV. BEGINNING OF MONTH	(759,107)	(853,759)	(868,175)	(888,743)	(896,697)	(828,779)	(657,525)	(462,827)	(492,877)	(430,978)	(289,800)	(116,228)	
11 PRIOR PERIOD TRUE UP													
COLLECTED/(REFUNDED)	63,259	63,259	63,259	63,259	63,259	63,259	63,259	63,259	63,259	63,259	63,259	63,259	
12 TOTAL NET TRUE UP (SUM LINES 8+9+10+11)	(853,759)	(868,175)	(888,743)	(896,697)	(828,779)	(657,525)	(462,827)	(492,877)	(430,978)	(289,800)	(116,228)	(224,843)	(224,843)

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL NEW CONSTRUCTION PROGRAM - PROGRAM 1

DESCRIPTION: The objective of this program is to increase the conservation of energy resources in the single and multi-family residential new construction markets by promoting the installation of energy-efficient natural gas appliances. This program is designed to expand consumer energy options in new homes. Incentives in the form of cash allowances are provided to support the installation of natural gas including interior gas piping, venting, appliance purchase or lease, and other costs associated with residential gas service. Cash allowances are paid for water heating, space heating, clothes drying, and cooking equipment installations

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	150
Gas Clothe Drying	100
Gas Cooling and Dehumidification.....	1200

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$ 726,143

CITY GAS COMPANY OF FLORIDA
Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM 3

DESCRIPTION:

This program encourages the replacement of inefficient non-natural gas residential appliances in existing residences. Participation in the program is open to current residential customers and to homeowners converting a residence to natural gas where the company is able to extend service under its extension of facilities policy. This program provides incentives for the replacement of non-gas water heating, space heating, cooking, or clothes drying appliances through the purchase and/or lease of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$500
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	550
Gas Tankless Water Heating	675
Gas Heating	725
Gas Cooking	200
Gas Clothe Drying	150
Gas Cooling and Dehumidification.....	1200

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$ 645,783

CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: GAS APPLIANCES IN SCHOOLS - PROGRAM 5

DESCRIPTION: The Gas Appliances in Schools Program is designed to promote natural gas appliances where cost-efficient, in Home Economic Departments in schools located in our Company's service area. The program provides teaching assistance on energy conservation and on the use, care, and safety of natural gas appliances through a Company-employed home economist.

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$0.

CITY GAS COMPANY OF FLORIDA

Schedule CT-6

PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL PROPANE CONVERSION - PROGRAM 6

DESCRIPTION: The Residential Propane Conversion Program is designed to promote the conversion of existing residential propane appliances to utilize efficient natural gas. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the conversion of their existing propane appliances to utilize natural gas.

PROGRAM ALLOWANCES:

Furnace	\$200
Water Heater	100
Dryer	50
Range	25

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$49,426

CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL APPLIANCE RETENTION PROGRAM - PROGRAM 7

DESCRIPTION: This program is designed to promote the retention of energy-efficient water heating, space heating, clothes drying, and cooking appliances for current natural gas customers. A cash incentive is paid to reduce the cost of purchasing and installing a replacement natural gas water heating, space heating, clothe drying, and cooking appliances

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	100
Gas Clothe Drying	100

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$1,511,533

CITY GAS COMPANY OF FLORIDA

Schedule CT-6

PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL CUT AND CAP - PROGRAM 8

DESCRIPTION: The Residential Cut and Cap Program is designed to encourage the re-activation of existing residential service lines that are scheduled to be cut off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and/or lease and the installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service re-activation.....	\$200
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REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were	\$98,590
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CITY GAS COMPANY OF FLORIDA

Schedule CT-6

PROGRAM PROGRESS REPORT

NAME: COMMERCIAL/INDUSTRIAL CONVERSION - PROGRAM 9

DESCRIPTION: The Commercial/Industrial Conversion Program is designed to promote the conversion of commercial and industrial inefficient non-gas equipment to energy efficient natural gas. The program offers incentives in the form of cash allowances to existing commercial and industrial businesses located in existing structures, to assist in defraying the incremental first costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

Per 100,000 BTU input rating..... \$75

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$393,762

CITY GAS COMPANY OF FLORIDA

**Schedule CT-6
PROGRAM PROGRESS REPORT**

NAME: COMMERCIAL/INDUSTRIAL ALTERNATIVE TECHNOLOGY INCENTIVE - PROGRAM 10

DESCRIPTION: The Commercial/Industrial Alternative Technology Incentive Program (ATI) is designed to encourage commercial and industrial business owners to install alternate technologies that utilize natural gas that are not covered by one of the other City Gas Energy Conservation Programs, but which cost-effectively reduce the total utility expense of the business. The program offers incentives based on the cost-effectiveness under a life-cycle analysis utilizing a computerized energy consumption simulation model.

PROGRAM ALLOWANCES:

Payback period of three years subject to a maximum incentive of three times the projected incremental annualized margin.

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$3,265

CITY GAS COMPANY OF FLORIDA

Schedule CT-6
PROGRAM PROGRESS REPORT

NAME: COMMERCIAL NATURAL GAS CONSERVATION PROGRAM (APPLIANCE) - PROGRAM 11

DESCRIPTION: The Commercial Natural Gas Conservation Program (Appliance) is designed to educate, inform and to encourage business either to build with natural gas (New Construction), to continue using natural gas (Retention) or to convert to natural gas (Retrofit) for their energy needs. The programs offer cash incentives to assist in defraying the costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

	New Construction	Replacement	Retention
<i>-Small Food Service</i>			
Tank Water Heater	\$ 1,000	\$ 1,500	\$ 1,000
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,000	1,500	1,000
Fryer	3,000	3,000	3,000
<i>-Commercial Food Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,500	1,500	1,500
Fryer	3,000	3,000	3,000
<i>-Hospitality Lodging</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,500	1,500	1,500
Fryer	3,000	3,000	3,000
Dryer	1500	1500	1500
<i>-Cleaning Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Dryer	1500	1500	1500
<i>-Large Non-food Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000

REPORTING PERIOD: January 2018 through December 2018

PROGRAM SUMMARY:

Program costs for the period were \$ 452,646

ENERGY CONSERVATION ADJUSTMENT - SUMMARY OF COST RECOVERY CLAUSE CALCULATION

PROJECTED PERIOD: JANUARY 2020 THROUGH DECEMBER 2020
 ACTUAL/ESTIMATED PERIOD: JANUARY 2019 THROUGH DECEMBER 2019
 FINAL TRUE-UP PERIOD: JANUARY 2018 THROUGH DECEMBER 2018
 COLLECTION PERIOD FOR PRIOR TRUE-UP: JANUARY 2018 THROUGH DECEMBER 2018

- 1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1) \$ 5,378,863
- 2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 12) \$ 151,570
- 3. TOTAL (LINE 1 AND 2) \$ 5,530,433

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	DEMAND CHARGE	TOTAL CUST. & ENERGY CHG REVENUES	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS PER THERM	TAX FACTOR	CONSERVATION FACTOR
RS-1	36,768	2,571,727	5,294,592	\$ 1,186,080	\$ -	\$ 6,480,672	\$ 641,308	9.8960%	\$ 0.24937	1.00503	\$ 0.25062
RS-100	65,606	12,941,413	11,809,080	\$ 5,226,131	\$ -	\$ 17,035,211	\$ 1,685,754	9.8960%	\$ 0.13026	1.00503	\$ 0.13092
RS-600	1,069	831,612	256,560	\$ 438,251	\$ -	\$ 694,811	\$ 68,756	9.8960%	\$ 0.08268	1.00503	\$ 0.08309
GS-1	5,393	12,104,145	1,617,900	\$ 4,558,905	\$ -	\$ 6,176,805	\$ 611,238	9.8960%	\$ 0.05050	1.00503	\$ 0.05075
GS-6K	2,307	27,698,729	968,940	\$ 9,406,488	\$ -	\$ 10,375,428	\$ 1,026,722	9.8960%	\$ 0.03707	1.00503	\$ 0.03725
GS-25k	383	16,605,408	689,549	\$ 5,398,252	\$ -	\$ 6,087,802	\$ 602,431	9.8960%	\$ 0.03628	1.00503	\$ 0.03646
Gas Lights	15	21,866	-	\$ 12,953	\$ -	\$ 12,953	\$ 1,282	9.8960%	\$ 0.05862	1.00503	\$ 0.05891
GS-120K	95	37,730,962	340,426	\$ 7,311,883	\$ 1,371,230	\$ 9,023,539	\$ 892,943	9.8960%	\$ 0.02367	1.00503	\$ 0.02379
TOTAL	111,636	110,505,861	20,977,048	\$ 33,538,944	\$ 1,371,230	\$ 55,887,221	\$ 5,530,433				

FLORIDA PUBLIC SERVICE COMMISSION
 DOCKET: 20190004-GU EXHIBIT: 3
 PARTY: FLORIDA CITY GAS (FCG) –
 (DIRECT)
 DESCRIPTION: Miguel Bustos MB-2

SCHEDULE C-2
 PAGE 2 OF 2

PROJECTED CONSERVATION PROGRAM COST BY COST CATEGORY
 FOR THE PERIOD JANUARY 2020 THROUGH DECEMBER 2020

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1. RESIDENTIAL NEW CONSTRUCTION	\$ -	\$ 290,680	\$ -	\$ -	\$ 720,000	\$ -	\$ 6,240	\$ -	\$ 1,016,920
2. MULTI-FAMILY RESIDENTIAL BLDR	-	-	-	-	-	-	-	-	\$ -
3. APPLIANCE REPLACEMENT	-	184,913	-	-	468,000	-	6,180	-	\$ 659,093
4. DEALER PROGRAM	-	-	-	-	-	-	-	-	\$ -
5. GAS APPLIANCES IN SCHOOLS	-	-	-	-	-	-	-	-	\$ -
6. RES PROPANE CONVERSION	-	24,412	-	-	2,400	-	-	-	\$ 26,812
7. RES WATER HEATER RETENTION	-	70,003	-	-	1,392,000	-	-	-	\$ 1,462,003
8. RES CUT AND CAP ALTERNATIVE	-	75,280	-	-	11,504	-	-	-	\$ 86,784
9. COMM/IND CONVERSION	-	285,818	-	-	30,000	-	33,600	-	\$ 349,418
10. COMM/IND ALTERNATIVE TECH.	-	-	-	-	-	-	4,440	-	\$ 4,440
11. COMMERCIAL APPLIANCE	-	-	-	-	532,668	-	-	-	\$ 532,668
12. COMMON COSTS	-	156,675	-	998,850	-	-	1,200	84,000	\$ 1,240,725
TOTAL ALL PROGRAMS	-	1,087,781	-	998,850	3,156,572	-	51,660	84,000	5,378,863
LESS: AMOUNT IN RATE BASE	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENDITURES	\$ -	\$ 1,087,781	\$ -	\$ 998,850	\$ 3,156,572	\$ -	\$ 51,660	\$ 84,000	\$ 5,378,863

SCHEDULE C-3
 PAGE 1 OF 5

CONSERVATION PROGRAM COSTS BY COST CATEGORY
 FOR THE PERIOD JANUARY 2019 THROUGH DECEMBER 2019
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1. RESIDENTIAL NEW CONSTRUCTION									
A. ACTUAL (6 months)	\$ -	\$ 79,945	\$ -	\$ -	\$ 361,645	\$ -	\$ 3,091	\$ -	\$ 444,681
B. ESTIMATED (6 months)	-	81,000	-	-	366,000	-	3,090	-	450,090
C. TOTAL	-	160,945	-	-	727,645	-	6,181	-	894,771
2. MULTI-FAMILY RESIDENTIAL BLDR									
A. ACTUAL (6 months)	-	-	-	-	-	-	-	-	-
B. ESTIMATED (6 months)	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
3. APPLIANCE REPLACEMENT									
A. ACTUAL (6 months)	-	91,393	-	-	225,513	-	3,082	-	319,988
B. ESTIMATED (6 months)	-	93,000	-	-	228,000	-	3,084	-	324,084
C. TOTAL	-	184,393	-	-	453,513	-	6,166	-	644,072
4. DEALER PROGRAM									
A. ACTUAL (6 months)	-	-	-	-	-	-	-	-	-
B. ESTIMATED (6 months)	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
5. GAS APPLIANCES IN SCHOOLS									
A. ACTUAL (6 months)	-	-	-	-	-	-	-	-	-
B. ESTIMATED (6 months)	-	-	-	-	-	-	-	-	-
C. TOTAL	-	-	-	-	-	-	-	-	-
6. RES PROPANE CONVERSION									
A. ACTUAL (6 months)	-	27,866	-	-	35	-	-	-	27,901
B. ESTIMATED (6 months)	-	30,000	-	-	600	-	-	-	30,600
C. TOTAL	-	57,866	-	-	635	-	-	-	58,501
SUB-TOTAL	\$ -	\$ 403,204	\$ -	\$ -	\$ 1,181,793	\$ -	\$ 12,347	\$ -	\$ 1,597,344

SCHEDULE C-3
 PAGE 2 OF 5

CONSERVATION PROGRAM COSTS BY COST CATEGORY
 FOR THE PERIOD JANUARY 2019 THROUGH DECEMBER 2019
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

	<u>CAPITAL</u> <u>INVESTMENT</u>	<u>PAYROLL &</u> <u>BENEFITS</u>	<u>MATERIALS &</u> <u>SUPPLIES</u>	<u>ADVERTISING</u>	<u>INCENTIVES</u>	<u>OUTSIDE</u> <u>SERVICES</u>	<u>VEHICLE</u>	<u>OTHER</u>	<u>TOTAL</u>
SUB-TOTAL - PREVIOUS PAGE	\$ -	\$ 403,204	\$ -	\$ -	\$ 1,181,793	\$ -	\$ 12,347	\$ -	\$ 1,597,344
7. RES WATER HEATER RETENTION									
A. ACTUAL (6 months)	-	39,823	-	-	676,768	-	-	-	716,591
B. ESTIMATED (6 months)	-	42,000	-	-	708,000	-	-	-	750,000
C. TOTAL	-	81,823	-	-	1,384,768	-	-	-	1,466,591
8. RES CUT AND CAP ALTERNATIVE									
A. ACTUAL (6 months)	-	44,917	-	-	6,400	-	-	-	51,317
B. ESTIMATED (6 months)	-	48,000	-	-	6,600	-	-	-	54,600
C. TOTAL	-	92,917	-	-	13,000	-	-	-	105,917
9. COMM/IND CONVERSION									
A. ACTUAL (6 months)	-	196,130	-	-	12,988	-	16,447	-	225,566
B. ESTIMATED (6 months)	-	204,000	-	-	15,000	-	16,446	-	235,446
C. TOTAL	-	400,130	-	-	27,988	-	32,893	-	461,012
10. COMM/IND ALTERNATIVE TECH.									
A. ACTUAL (6 months)	-	-	-	-	-	-	2,181	-	2,181
B. ESTIMATED (6 months)	-	-	-	-	-	-	2,184	-	2,184
C. TOTAL	-	-	-	-	-	-	4,365	-	4,365
11. COMMERCIAL APPLIANCE									
A. ACTUAL (6 months)	-	-	-	-	245,977	-	-	-	245,977
B. ESTIMATED (6 months)	-	-	-	-	255,000	-	-	-	255,000
C. TOTAL	-	-	-	-	500,977	-	-	-	500,977
12. COMMON COSTS									
A. ACTUAL (6 months)	-	48,696	-	608,524	-	-	463	18,541	676,224
B. ESTIMATED (6 months)	-	51,000	-	390,280	-	-	480	58,500	500,260
C. TOTAL	-	99,696	-	998,804	-	-	943	77,041	1,176,484
TOTAL	\$ -	\$ 1,077,770	\$ -	\$ 998,804	\$ 3,108,526	\$ -	\$ 50,549	\$ 77,041	\$ 5,312,689

SCHEDULE C-3
 PAGE 3 OF 5

CONSERVATION PROGRAM COSTS - EXPENSES BY MONTH
 FOR THE PERIOD JANUARY 2019 THROUGH DECEMBER 2019
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

DESCRIPTION	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
1. RESIDENTIAL NEW CONSTRUCTIO	65,972	68,183	47,743	69,033	97,308	96,442	75,015	75,015	75,015	75,015	75,015	75,015	894,771
2. MULTI-FAMILY RESIDENTIAL BLDR	-	-	-	-	-	-	-	-	-	-	-	-	-
3. APPLIANCE REPLACEMENT	58,853	63,267	52,281	40,632	52,864	52,092	54,014	54,014	54,014	54,014	54,014	54,014	644,072
4. DEALER PROGRAM	-	-	-	-	-	-	-	-	-	-	-	-	-
5. GAS APPLIANCES IN SCHOOLS	-	-	-	-	-	-	-	-	-	-	-	-	-
6. RES PROPANE CONVERSION	4,304	5,055	7,438	4,916	4,672	1,515	5,100	5,100	5,100	5,100	5,100	5,100	58,501
7. RES WATER HEATER RETENTION	124,120	151,522	92,353	83,605	138,711	126,280	125,000	125,000	125,000	125,000	125,000	125,000	1,466,591
8. RES CUT AND CAP ALTERNATIVE	6,824	9,739	13,056	8,716	8,641	4,341	9,100	9,100	9,100	9,100	9,100	9,100	105,917
9. COMM/IND CONVERSION	43,789	23,849	46,066	42,019	45,452	24,391	39,241	39,241	39,241	39,241	39,241	39,241	461,012
10. COMM/IND ALTERNATIVE TECH.	286	221	-	1,253	-	422	364	364	364	364	364	364	4,365
11. COMMERCIAL APPLIANCE	41,037	23,641	37,775	55,004	42,184	46,336	42,500	42,500	42,500	42,500	42,500	42,500	500,977
COMMON COSTS	<u>44,535</u>	<u>85,851</u>	<u>113,963</u>	<u>138,204</u>	<u>162,728</u>	<u>130,943</u>	<u>45,080</u>	<u>48,980</u>	<u>115,850</u>	<u>115,850</u>	<u>87,520</u>	<u>86,980</u>	<u>1,176,484</u>
TOTAL ALL PROGRAMS	389,721	431,328	410,674	443,382	552,559	482,761	395,414	399,314	466,184	466,184	437,854	437,314	5,312,689
LESS: AMOUNT IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
NET RECOVERABLE	<u>\$ 389,721</u>	<u>\$ 431,328</u>	<u>\$ 410,674</u>	<u>\$ 443,382</u>	<u>\$ 552,559</u>	<u>\$ 482,761</u>	<u>\$ 395,414</u>	<u>\$ 399,314</u>	<u>\$ 466,184</u>	<u>\$ 466,184</u>	<u>\$ 437,854</u>	<u>\$ 437,314</u>	<u>\$ 5,312,689</u>

ENERGY CONSERVATION COST RECOVERY ADJUSTMENT
 FOR THE PERIOD JANUARY 2019 THROUGH DECEMBER 2019
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

CONSERVATION REVENUES	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
1. RCS AUDIT FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. OTHER PROG. REVS.	-	-	-	-	-	-	-	-	-	-	-	-	-
3. CONSERV. ADJ REVS.	(474,833)	(464,112)	(414,090)	(422,799)	(412,416)	(356,693)	(382,012)	(376,317)	(376,805)	(387,897)	(413,896)	(451,565)	(4,933,434)
4. TOTAL REVENUES	(474,833)	(464,112)	(414,090)	(422,799)	(412,416)	(356,693)	(382,012)	(376,317)	(376,805)	(387,897)	(413,896)	(451,565)	(4,933,434)
5. PRIOR PERIOD TRUE- UP NOT APPLICABLE													
TO THIS PERIOD	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(49,690)	(596,281)
6. CONSERV. REVS. APPLICABLE TO THE PERIOD	(524,523)	(513,802)	(463,780)	(472,489)	(462,106)	(406,383)	(431,702)	(426,007)	(426,495)	(437,587)	(463,586)	(501,255)	(5,529,715)
7. CONSERV. EXPS.	389,721	431,328	410,674	443,382	552,559	482,761	395,414	399,314	466,184	466,184	437,854	437,314	5,312,689
8. TRUE-UP THIS PERIOD	(134,802)	(82,474)	(53,106)	(29,107)	90,453	76,378	(36,288)	(26,693)	39,689	28,597	(25,732)	(63,941)	(217,026)
9. INTEREST PROV. THIS PERIOD	(548)	(660)	(698)	(682)	(521)	(246)	(106)	(72)	35	194	291	174	(2,841)
10. TRUE-UP AND INTEREST PROV. BEG. OF MONTH	(596,281)	(681,941)	(715,386)	(719,500)	(699,600)	(559,978)	(434,155)	(420,859)	(397,934)	(308,521)	(230,039)	(205,790)	(596,281)
Deferred True-up	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437	371,437
11. PRIOR TRUE-UP COLLECTED OR (REFUNDED)	49,690	49,690	49,690	49,690	49,690	49,690	49,690	49,690	49,690	49,690	49,690	49,690	596,281
12. TOTAL NET TRUE-UP	(310,504)	(343,949)	(348,063)	(328,163)	(188,541)	(62,718)	(49,422)	(26,497)	62,916	141,398	165,647	151,570	151,570

CALCULATION OF TRUE-UP AND INTEREST PROVISION
 FOR THE PERIOD JANUARY 2019 THROUGH DECEMBER 2019
 SIX MONTHS ACTUAL AND SIX MONTHS ESTIMATED

INTEREST PROVISION	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
1. BEGINNING TRUE-UP	\$ (224,844)	\$ (310,504)	\$ (343,949)	\$ (348,063)	\$ (328,163)	\$ (188,541)	\$ (62,718)	\$ (49,422)	\$ (26,497)	\$ 62,916	\$ 141,398	\$ 165,647	
2. ENDING TRUE-UP BEFORE INTEREST	<u>(309,956)</u>	<u>(343,289)</u>	<u>(347,365)</u>	<u>(327,480)</u>	<u>(188,019)</u>	<u>(62,472)</u>	<u>(49,316)</u>	<u>(26,425)</u>	<u>62,882</u>	<u>141,204</u>	<u>165,356</u>	<u>151,396</u>	
3. TOTAL BEGINNING & ENDING TRUE-UP	(534,800)	(653,793)	(691,314)	(675,543)	(516,182)	(251,013)	(112,034)	(75,847)	36,385	204,120	306,754	317,043	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	<u>\$ (267,400)</u>	<u>\$ (326,896)</u>	<u>\$ (345,657)</u>	<u>\$ (337,772)</u>	<u>\$ (258,091)</u>	<u>\$ (125,506)</u>	<u>\$ (56,017)</u>	<u>\$ (37,924)</u>	<u>\$ 18,192</u>	<u>\$ 102,060</u>	<u>\$ 153,377</u>	<u>\$ 158,522</u>	
5. INTEREST RATE FIRST DAY OF REPORTING MONTH	2.500%	2.420%	2.420%	2.430%	2.420%	2.420%	2.280%	2.280%	2.280%	2.280%	2.280%	2.280%	
6. INTER. RATE - FIRST DAY SUBSEQUENT MONTH	<u>2.420%</u>	<u>2.420%</u>	<u>2.430%</u>	<u>2.420%</u>	<u>2.420%</u>	<u>2.280%</u>	<u>2.280%</u>	<u>2.280%</u>	<u>2.280%</u>	<u>2.280%</u>	<u>2.280%</u>	<u>0.350%</u>	
7. TOTAL (SUM LINES 5 & 6)	<u>4.920%</u>	<u>4.840%</u>	<u>4.850%</u>	<u>4.850%</u>	<u>4.840%</u>	<u>4.700%</u>	<u>4.560%</u>	<u>4.560%</u>	<u>4.560%</u>	<u>4.560%</u>	<u>4.560%</u>	<u>2.630%</u>	
8. AVG. INTEREST RATE (LINE 7 TIMES 50%)	2.460%	2.420%	2.425%	2.425%	2.420%	2.350%	2.280%	2.280%	2.280%	2.280%	2.280%	1.315%	
9. MONTHLY AVG INTEREST RATE	0.205%	0.202%	0.202%	0.202%	0.202%	0.196%	0.190%	0.190%	0.190%	0.190%	0.190%	0.110%	
10. INTEREST PROVISION	<u>\$ (548)</u>	<u>\$ (660)</u>	<u>\$ (698)</u>	<u>\$ (682)</u>	<u>\$ (521)</u>	<u>\$ (246)</u>	<u>\$ (106)</u>	<u>\$ (72)</u>	<u>\$ 35</u>	<u>\$ 194</u>	<u>\$ 291</u>	<u>\$ 174</u>	<u>\$ (2,841)</u>

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL NEW CONSTRUCTION - PROGRAM 1

DESCRIPTION: The Residential Builder Program is designed to increase the overall energy efficiency in the residential new construction market by promoting energy-efficient natural gas appliances in residences that would qualify for the RS rates. The program offers builders and developers incentives in the form of cash allowances to assist in defraying the additional costs associated with the installation of natural gas supply lines, house piping, venting and natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	150
Gas Clothe Drying	100

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 444,681

FLORIDA CITY GAS

**Schedule C-5
PROGRAM PROGRESS REPORT**

NAME: MULTI-FAMILY RESIDENTIAL BUILDER - PROGRAM 2

DESCRIPTION: The Multi-Family Residential Builder Program is designed to increase overall energy efficiency in the multi-family new construction market by promoting energy-efficient natural gas in multi-unit residences qualifying for the Company's CS rates.

PROGRAM ALLOWANCES:

See Program Summary

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program ended in February 2007 - Multi-Family developments are included in the Residential New Construction Program.

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM 3

DESCRIPTION: The Residential Appliance Replacement Program is designed to promote the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. The Program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the installation of efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$500
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	550
Gas Tankless Water Heating	675
Gas Heating	725
Gas Cooking	200
Gas Clothe Drying	150
Space Conditioning	1200

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 319,988

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: DEALER - PROGRAM 4

DESCRIPTION: The Dealer Program is designed to encourage the replacement of non-gas appliances with energy efficient natural gas appliances through appliance dealers and contractors. The program offers incentives to the dealers and contractors.

PROGRAM ALLOWANCES:

Furnace	N/A
Water Heater	N/A
Range	N/A
Dryer	N/A

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

This program was discontinued in February 1998 with Order #PSC-98-0154-GOF-GU granting the new programs.

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: GAS APPLIANCES IN SCHOOLS - PROGRAM 5

DESCRIPTION: The Gas Appliances in Schools Program is designed to promote natural gas appliances where cost-efficient, in Home Economic Departments in schools located in our Company's service area. The program provides teaching assistance on energy conservation and on the use, care, and safety of natural gas appliances through a Company-employed home economist.

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$0.

FLORIDA CITY GAS

**Schedule C-5
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL PROPANE CONVERSION - PROGRAM 6

DESCRIPTION: The Residential Propane Conversion Program is designed to promote the conversion of existing residential propane appliances to utilize efficient natural gas. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the conversion of their existing propane appliances to utilize natural gas.

PROGRAM ALLOWANCES:

Furnace	\$200
Water Heater	100
Dryer	50
Range	25

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 27,901

FLORIDA CITY GAS

**Schedule C-5
PROGRAM PROGRESS REPORT**

NAME: RESIDENTIAL WATER HEATER RETENTION - PROGRAM 7

DESCRIPTION: The Residential Water Heater Retention Program is designed to promote the retention of energy efficient natural gas water heaters in existing residential structures. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Gas Storage Tank Water Heating	\$350
Gas High Efficiency Storage Tank Water Heating (82% AFUE+)	400
Gas Tankless Water Heating	550
Gas Heating	500
Gas Cooking	100
Gas Clothe Dryer	100

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 716,591

FLORIDA CITY GAS
Schedule C-5
PROGRAM PROGRESS REPORT

NAME: RESIDENTIAL CUT AND CAP - PROGRAM 8

DESCRIPTION: The Residential Cut and Cap Program is designed to encourage the re-activation of existing residential service lines that are scheduled to be cut off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and/or lease and the installation of energy efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service reactivation..... \$200

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 51,317

FLORIDA CITY GAS

**Schedule C-5
PROGRAM PROGRESS REPORT**

NAME: COMMERCIAL/INDUSTRIAL CONVERSION - PROGRAM 9

DESCRIPTION: The Commercial/Industrial Conversion Program is designed to promote the conversion of commercial and industrial inefficient non-gas equipment to energy efficient natural gas. The program offers incentives in the form of cash allowances to existing commercial and industrial businesses located in existing structures, to assist in defraying the incremental first costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

Per 100,000 BTU input rating..... \$75

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 225,566

FLORIDA CITY GAS

**Schedule C-5
PROGRAM PROGRESS REPORT**

NAME: COMMERCIAL/INDUSTRIAL ALTERNATIVE TECHNOLOGY INCENTIVE - PROGRAM 10

DESCRIPTION: The Commercial/Industrial Alternative Technology Incentive Program (ATI) is designed to encourage commercial and industrial business owners to install alternate technologies that utilize natural gas that are not covered by one of the other City Gas Energy Conservation Programs, but which cost-effectively reduce the total utility expense of the business. The program offers incentives based on the cost-effectiveness under a life-cycle analysis utilizing a computerized energy consumption simulation model.

PROGRAM ALLOWANCES:

Payback period of three years subject to a maximum incentive of three times the projected incremental annualized margin.

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 2,181

FLORIDA CITY GAS

**Schedule C-5
 PROGRAM PROGRESS REPORT**

NAME: COMMERCIAL NATURAL GAS CONSERVATION PROGARM (APPLIANCE) - PROGRAM 11

DESCRIPTION: The Commercial Natural Gas Conservation Program (Appliance) is designed to educate, inform and to encourage business either to build with natural gas (New Construction), to continue using natural gas (Retention) or to convert to natural gas (Retrofit) for their energy needs. The programs offer cash incentives to assist in defraying the costs associated with the installation of natural gas supply lines, internal piping, venting and equipment.

PROGRAM ALLOWANCES:

	New Construction	Replacement	Retention
<i>-Small Food Service</i>			
Tank Water Heater	\$ 1,000	\$ 1,500	\$ 1,000
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,000	1,500	1,000
Fryer	3,000	3,000	3,000
<i>-Commercial Food Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,500	1,500	1,500
Fryer	3,000	3,000	3,000
<i>-Hospitality Lodging</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Range / Oven	1,500	1,500	1,500
Fryer	3,000	3,000	3,000
Dryer	1500	1500	1500
<i>-Cleaning Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000
Dryer	1500	1500	1500
<i>-Large Non-food Service</i>			
Tank Water Heater	\$ 1,500	\$ 2,000	\$ 1,500
Tankless Water Heater	2,000	2,500	2,000

REPORTING PERIOD: January 2019 through June 2019

PROGRAM SUMMARY:

Program costs for the period were \$ 245,977

CONSERVATION ADJUSTMENT TRUE-UP

FOR MONTHS January-18 THROUGH December-18

1.	ADJUSTED END OF PERIOD TOTAL NET TRUE-UP		
2.	FOR MONTHS	January-18	THROUGH December-18
3.	END OF PERIOD NET TRUE-UP		
4.	PRINCIPAL	<u>(352,823)</u>	
5.	INTEREST	<u>(18,745)</u>	<u>(371,568)</u>
6.	LESS PROJECTED TRUE-UP		
7.	October-17 HEARINGS		
8.	PRINCIPAL	<u>(600,972)</u>	
9.	INTEREST	<u>(19,517)</u>	<u>(620,489)</u>
10.	ADJUSTED END OF PERIOD TOTAL TRUE-UP		<u>248,921</u>

EXHIBIT NO. _____
DOCKET NO. 20190004-GU
FLORIDA PUBLIC UTILITIES CO.
(CDY-1)
PAGE 1 OF 24

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 4
PARTY: FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION – (CHESAPEAKE)FLORIDA PUBLIC UTILITIES COMPANY – (FPUC)FLORIDA PUBLIC UTILITIES COMPANY – FORT MEADEFLORIDA PUBLIC UTILITIES COMPANY – INDIANTOWN DIVISION – (DIRECT)
DESCRIPTION: Curtis Young CDY-1

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF SCHEDULE CT-2
 CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES PAGE 1 OF 3
 ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
 ACTUAL VS PROJECTED

	FOR MONTHS	January-18	THROUGH	December-18	
		<u>ACTUAL</u>		<u>PROJECTED</u>	<u>DIFFERENCE</u>
1.	Labor/Payroll	962,499		1,085,415	(122,916)
2.	Advertisement	527,880		527,914	(34)
3.	Legal	3,885		3,639	246
4.	Outside Services	106,048		100,859	5,188
5.	Vehicle Costs	25,192		27,940	(2,748)
6.	Materials & Supplies	14,506		20,126	(5,620)
7.	Travel	117,277		117,097	180
8.	General & Administrative				
9.	Incentives	2,765,750		2,592,543	173,207
10.	Other	38,985		58,292	(19,307)
11.	SUB-TOTAL	4,562,021		4,533,825	28,196
12.	PROGRAM REVENUES				
13.	TOTAL PROGRAM COSTS	4,562,021		4,533,825	28,196
14.	LESS: PRIOR PERIOD TRUE-UP	(1,006,967)		(1,006,967)	
15.	AMOUNTS INCLUDED IN RATE BASE				
16.	CONSERVATION ADJ REVENUE	(3,907,877)		(4,127,830)	219,953
17.	ROUNDING ADJUSTMENT				
18.	TRUE-UP BEFORE INTEREST	(352,823)		(600,972)	248,149
19.	ADD INTEREST PROVISION	(18,745)		(19,517)	772
20.	END OF PERIOD TRUE-UP	(371,568)		(620,489)	248,921

() REFLECTS OVERRECOVERY

EXHIBIT NO. _____
 DOCKET NO. 20190004-GU
 FLORIDA PUBLIC UTILITIES CO.
 (CDY-1)
 PAGE 2 OF 24

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM

FOR MONTHS January-18 THROUGH December-18

PROGRAM NAME	50 LABOR/PAY	51 ADVERTISE.	52 LEGAL	53 OUT.SERV.	54 VEHICLE	55 MAT.&SUPP.	56 TRAVEL	57 G & A	58 INCENTIVES	59 OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1 Full House Residential New Construction	176,659	32,694		3,111	5,108	3,518	23,035		1,067,675	10,750	1,322,551		1,322,551
2 Residential Appliance Replacement	41,996	142,160		1,743	1,087	378	14,815		260,014	377	462,569		462,569
3 Conservation Education	18,871	64,223			790	272	2,155			76	86,387		86,387
4 Space Conditioning													
5 Residential Conservation Survey	8,046	1,374		53	330	140	961			11	10,916		10,916
6 Residential Appliance Retention	58,706	168,329		2,088	1,446	484	4,967		577,894	552	814,466		814,466
7 Commercial Conservation Survey	1,562	84		53	69	16	202			5	1,992		1,992
8 Residential Service Reactivation	753			955	18	6	64		1,050	7	2,854		2,854
9 Common	480,690	24,562	3,885	87,891	12,239	8,285	56,049			13,102	686,702		686,702
10 Conservation Demonstration and Development	559				17	17	89				682		682
11 Commercial Small Food Program	95,610	18,845		3,054	2,237	761	8,178		468,944	3,420	601,050		601,050
12 Commercial Large Non-Food Service Program	5,270	19,008		1,542	123	42	451		126,333	2,528	155,296		155,296
13 Commercial Large Food Service Program	19,574	18,845		1,767	458	156	1,674		82,495	2,669	127,638		127,638
14 Commercial Large Hospitality Program	34,630	18,911		2,024	810	276	2,962		72,117	2,818	134,548		134,548
15 Commercial Large Cleaning Service Program	19,574	18,845		1,767	458	156	1,674		109,228	2,669	154,371		154,371
16 Residential Propane Distribution Program													
15 TOTAL ALL PROGRAMS	962,499	527,880	3,885	106,048	25,192	14,506	117,277		2,765,750	38,985	4,562,021		4,562,021

CONSERVATION COSTS PER PROGRAM--VARIANCE ACTUAL VS PROJECTED
VARIANCE ACTUAL VS PROJECTED

FOR MONTHS January-18 THROUGH December-18

PROGRAM NAME	LABOR/PAY	ADVERTISE.	LEGAL	OUT.SERV.	VEHICLE	MAT.&SUPP.	TRAVEL	G & A	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1 Full House Residential New Construction	35,938	(32,684)		(471)	1,249	1,134	9,460		283,673	3,585	301,883		301,883
2 Residential Appliance Replacement	(17,521)	(1,626)		(16,572)	82	(94)	10,674		(9,425)	(145)	(34,627)		(34,627)
3 Conservation Education	(10,845)	(1,522)		(10,000)	(873)	(384)	(2,219)			2	(25,841)		(25,841)
4 Space Conditioning	(250)	(2,000)			(50)	(50)	(75)		(600)		(3,025)		(3,025)
5 Residential Conservation Survey	1,838	660		(2,447)	(48)	(21)	(152)			(7,499)	(7,669)		(7,669)
6 Residential Appliance Retention	(17,932)	40,416		(16,458)	61	(219)	(309)		(60,916)	(271)	(55,629)		(55,629)
7 Commercial Conservation Survey	(1,170)	(50)		53	(78)	(42)	(248)			(50)	(1,594)		(1,594)
8 Residential Service Reactivation	(95)	(25,000)		(641)	(40)	(46)	(15)		(50)	(47)	(25,936)		(25,936)
9 Common	(77,808)	5,405	246	59,821	(4,394)	(5,978)	(18,527)			(7,726)	(48,961)		(48,961)
10 Conservation Demonstration and Development	559				17	17	89				682		682
11 Commercial Small Food Program	(3,610)	3,228		(1,274)	732	45	881		1,428	(1,383)	48		48
12 Commercial Large Non-Food Service Program	(29,667)	3,391		(1,784)	18	(25)	(9)		21,877	(1,503)	(7,703)		(7,703)
13 Commercial Large Food Service Program	(479)	3,228		(1,708)	152	16	147		18,551	(1,444)	18,462		18,462
14 Commercial Large Hospitality Program	(1,386)	3,294		(1,621)	271	11	337		(86,631)	(1,382)	(87,107)		(87,107)
15 Commercial Large Cleaning Service Program	(479)	3,228		(1,708)	152	16	147		5,301	(1,444)	5,212		5,212
16 Residential Propane Distribution Program													
5. TOTAL ALL PROGRAMS	(122,916)	(34)	246	5,188	(2,748)	(5,620)	180		173,207	(19,307)	28,196		28,196

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY PROGRAM BY MONTH

FOR MONTHS		January-18	THROUGH	December-18										
A. CONSERVATION EXPENSE BY PROGRAM		JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1	Full House Residential New Construction	73,735	84,238	74,313	54,380	174,325	132,876	95,022	155,271	82,510	121,249	182,661	91,971	1,322,551
2	Residential Appliance Replacement	21,939	38,953	24,206	41,620	32,472	41,907	44,273	39,131	42,936	30,522	48,174	56,436	462,569
3	Conservation Education	5,860	11,194	13,098	8,186	3,715	10,176	7,765	5,692	12,066	2,811	2,389	3,436	86,387
4	Space Conditioning													
5	Residential Conservation Survey	214	1,028	390	1,103	123	301	740	786	703	1,494	1,039	2,994	10,916
6	Residential Appliance Retention	52,550	59,720	38,397	69,366	51,470	101,341	58,913	60,451	70,244	63,255	81,109	107,649	814,466
7	Commercial Conservation Survey	84			551	123	527	4	10	10	125	377	180	1,992
8	Residential Service Reactivation	178	110	110	115	115	462	496	206	166	204	146	545	2,854
9	Common	53,510	45,139	66,112	50,761	63,989	50,653	35,412	80,621	63,295	61,120	43,866	72,226	686,702
10	Conservation Demonstration and Development												682	682
11	Commercial Small Food Program	53,058	41,153	50,457	43,820	31,328	98,536	50,940	49,088	24,259	28,729	39,940	89,743	601,050
12	Commercial Large Non-Food Service Program	21,437	10,711	11,890	18,192	8,748	13,671	8,823	8,365	29,071	10,994	10,246	3,148	155,296
13	Commercial Large Food Service Program	2,146	6,653	2,987	14,706	5,591	9,667	12,979	15,138	5,743	17,430	19,426	15,171	127,638
14	Commercial Large Hospitality Program	3,412	13,779	4,294	12,911	6,604	6,081	6,507	13,333	6,165	15,609	17,405	28,449	134,548
15	Commercial Large Cleaning Service Program	10,072	12,477	13,565	2,506	4,026	29,088	15,076	4,895	6,288	3,703	11,660	41,015	154,371
16	Residential Propane Distribution Program													
5. TOTAL ALL PROGRAMS		298,195	325,154	299,817	318,218	382,630	495,285	336,949	432,986	343,456	357,245	458,438	513,646	4,562,021
6. LESS AMOUNT INCLUDED IN RATE BASE														
7. RECOVERABLE CONSERVATION EXPENSES		298,195	325,154	299,817	318,218	382,630	495,285	336,949	432,986	343,456	357,245	458,438	513,646	4,562,021

CALCULATION OF TRUE-UP AND INTEREST PROVISION

FOR MONTHS January-18 THROUGH December-18

B. CONSERVATION REVENUES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. RESIDENTIAL CONSERVATION													
2. CONSERVATION ADJ. REVENUES	(482,685)	(386,201)	(369,585)	(363,914)	(299,846)	(284,977)	(251,787)	(253,264)	(259,013)	(248,172)	(314,582)	(393,852)	(3,907,877)
3. TOTAL REVENUES	(482,685)	(386,201)	(369,585)	(363,914)	(299,846)	(284,977)	(251,787)	(253,264)	(259,013)	(248,172)	(314,582)	(393,852)	(3,907,877)
4. PRIOR PERIOD TRUE-UP ADJ. NOT APPLICABLE TO THIS PERIOD	(83,913)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(83,914)	(1,006,967)
5. CONSERVATION REVENUE APPLICABLE	(566,598)	(470,115)	(453,499)	(447,828)	(383,760)	(368,891)	(335,701)	(337,178)	(342,927)	(332,086)	(398,496)	(477,766)	(4,914,844)
6. CONSERVATION EXPENSES (FROM CT-3, PAGE 1, LINE 23)	298,195	325,154	299,817	318,218	382,630	495,285	336,949	432,986	343,456	357,245	458,438	513,646	4,562,021
7. TRUE-UP THIS PERIOD (LINE 5 - 6)	(268,403)	(144,960)	(153,682)	(129,609)	(1,130)	126,394	1,249	95,809	529	25,160	59,942	35,880	(352,823)
8. INTEREST PROVISION THIS PERIOD (FROM CT-3, PAGE 3, LINE 10)	(1,369)	(1,611)	(1,893)	(2,115)	(2,089)	(1,912)	(1,726)	(1,517)	(1,352)	(1,250)	(1,055)	(856)	(18,745)
9. TRUE-UP AND INTEREST PROVISION BEGINNING OF MONTH	(1,006,967)	(1,192,826)	(1,255,484)	(1,327,145)	(1,374,955)	(1,294,260)	(1,085,865)	(1,002,428)	(824,222)	(741,131)	(633,308)	(490,507)	(1,006,967)
9A. DEFERRED TRUE-UP BEGINNING OF PERIOD													
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	83,913	83,914	83,914	83,914	83,914	83,914	83,914	83,914	83,914	83,914	83,914	83,914	1,006,967
11. TOTAL NET TRUE-UP (LINES 7+8+9+9A+10)	(1,192,826)	(1,255,484)	(1,327,145)	(1,374,955)	(1,294,260)	(1,085,865)	(1,002,428)	(824,222)	(741,131)	(633,308)	(490,507)	(371,568)	(371,568)

CALCULATION OF TRUE-UP AND INTEREST PROVISION

FOR MONTHS January-18 THROUGH December-18

C. INTEREST PROVISION	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. BEGINNING TRUE-UP (LINE B-9)	(1,006,967)	(1,192,826)	(1,255,484)	(1,327,145)	(1,374,955)	(1,294,260)	(1,085,865)	(1,002,428)	(824,222)	(741,131)	(633,308)	(490,507)	(1,006,967)
2. ENDING TRUE-UP BEFORE INTEREST (LINES B7+B9+B9A+B10)	(1,191,457)	(1,253,873)	(1,325,252)	(1,372,840)	(1,292,171)	(1,083,953)	(1,000,702)	(822,705)	(739,779)	(632,058)	(489,452)	(370,712)	(352,823)
3. TOTAL BEG. AND ENDING TRUE-UP	(2,198,424)	(2,446,699)	(2,580,736)	(2,699,986)	(2,667,127)	(2,378,213)	(2,086,566)	(1,825,133)	(1,564,002)	(1,373,189)	(1,122,759)	(861,219)	(1,359,790)
4. AVERAGE TRUE-UP (LINE C-3 X 50%)	(1,099,212)	(1,223,350)	(1,290,368)	(1,349,993)	(1,333,563)	(1,189,106)	(1,043,283)	(912,567)	(782,001)	(686,594)	(561,380)	(430,609)	(679,895)
5. INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	1.49%	1.50%	1.66%	1.86%	1.90%	1.86%	2.00%	1.97%	2.02%	2.13%	2.24%	2.27%	
6. INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	1.50%	1.66%	1.86%	1.90%	1.86%	2.00%	1.97%	2.02%	2.13%	2.24%	2.27%	2.50%	
7. TOTAL (LINE C-5 + C-6)	2.99%	3.16%	3.52%	3.76%	3.76%	3.86%	3.97%	3.99%	4.15%	4.37%	4.51%	4.77%	
8. AVG. INTEREST RATE (C-7 X 50%)	1.50%	1.58%	1.76%	1.88%	1.88%	1.93%	1.99%	2.00%	2.08%	2.19%	2.26%	2.39%	
9. MONTHLY AVERAGE INTEREST RATE	0.125%	0.132%	0.147%	0.157%	0.157%	0.161%	0.165%	0.166%	0.173%	0.182%	0.188%	0.199%	
10. INTEREST PROVISION (LINE C-4 X C-9)	(1,369)	(1,611)	(1,893)	(2,115)	(2,089)	(1,912)	(1,726)	(1,517)	(1,352)	(1,250)	(1,055)	(856)	(18,745)

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES

SCHEDULE CT-4
PAGE 1 OF 1

SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

FOR MONTHS January-18 THROUGH December-18

PROGRAM NAME:	BEGINNING OF PERIOD	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. INVESTMENT														
2. DEPRECIATION BASE														
3. DEPRECIATION EXPENSE														
4. CUMULATIVE INVESTMENT														
5. LESS: ACCUMULATED DEPRECIATION														
6. NET INVESTMENT														
7. AVERAGE INVESTMENT														
8. RETURN ON AVERAGE INVESTMENT														
9. RETURN REQUIREMENTS														
10. TOTAL DEPRECIATION AND RETURN														NONE

EXHIBIT NO. _____
DOCKET NO. 20190004-GU
FLORIDA PUBLIC UTILITIES CO.
(CDY-1)
PAGE 8 OF 24

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY AND FLORIDA DIVISION OF
CHESAPEAKE UTILITIES CORPORATION CONSOLIDATED NATURAL GAS COMPANIES
RECONCILIATION AND EXPLANATION OF
DIFFERENCES BETWEEN FILING AND PSC AUDIT

SCHEDULE CT-5
PAGE 1 OF 1

FOR MONTHS January-18 THROUGH December-18

AUDIT EXCEPTION: TO OUR KNOWLEDGE, NONE EXIST

COMPANY RESPONSE:

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FLORIDA PUBLIC UTILITIES CO.
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Program Description and Progress

1. Residential New Construction Program
2. Residential Appliance Replacement Program
3. Residential Appliance Retention Program
4. Residential Service Reactivation Program
5. Residential Conservation Survey Program
6. Commercial Conservation Survey Program
7. Conservation Education Program
8. Space Conditioning Program
9. Conservation Demonstration and Development Program
10. Commercial Small Food Service Program
11. Commercial Non-Food Service Program
12. Commercial Large Food Service Program
13. Commercial Hospitality and Lodging Program
14. Commercial Cleaning Service and Laundromat Program

PROGRAM TITLE: Residential New Construction Program

PROGRAM DESCRIPTION: The Residential New Construction Program (formerly, Full House Residential New Construction Program) promotes the use of natural gas in single and multi-family residential new construction projects to developers, builders, and homebuyers. The program is designed to increase the overall energy efficiency in the new construction home market through the installation of efficient gas appliances. The programs incentives are used to overcome market barriers created by the split incentive between the builders who are purchasing the appliances and the homeowners who are benefiting from reduced utility costs.

CURRENT APPROVED ALLOWANCES:

\$350 Tank Water Heater
\$400 High Efficiency Tank Water Heater
\$550 Tankless Water Heater
\$500 Furnace
\$150 Range
\$100 Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 3,693 incentives were paid. There were 538 Tank Water Heaters, 0 High Efficiency Tank Water Heaters, 1,004 Tankless Water Heaters, 6 Furnaces, 1,210 Ranges and 935 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$1,322,551**.

PROGRAM TITLE: Residential Appliance Replacement Program

PROGRAM DESCRIPTION: This program is designed to encourage the replacement of inefficient non-natural gas appliances with energy efficient natural gas appliances. The program offers financial incentives to residential customers to defray the additional costs associated with installing natural gas appliances.

CURRENT APPROVED ALLOWANCES:

\$500 Tank Water Heater
\$550 High Efficiency Tank Water Heater
\$675 Tankless Water Heater
\$725 Furnace
\$200 Range
\$150 Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 603 incentives were paid. There were 7 Tank Water Heaters, 0 High Efficiency Tank Water Heaters, 306 Tankless Water Heaters, 6 Furnaces, 188 Ranges and 95 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$462,569**.

PROGRAM PROGRESS SUMMARY: The FPSC approved this program on August 29, 2000. From the inception through the reporting period of this program, FPUC has converted 10,014 natural gas hot water heaters.

PROGRAM TITLE: Residential Appliance Retention Program

PROGRAM DESCRIPTION: The purpose of the Residential Appliance Retention Program is to encourage homeowners with existing natural gas appliances to retain natural gas appliances at time of replacement. The program includes appliances such as furnaces, hot water heaters, ranges, and dryers. The programs incentives defray the cost of purchasing more expensive energy-efficient natural gas appliances.

CURRENT APPROVED ALLOWANCES:

\$350 Tank Water Heater
\$400 High Efficiency Tank Water Heater
\$550 Tankless Water Heater
\$500 Furnace
\$100 Range
\$100 Dryer

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 1632 incentives were paid. There were 630 Tank Water Heaters, 92 High Efficiency Tank Water Heaters, 333 Tankless Water Heaters, 179 Furnaces, 203 Ranges and 195 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$814,466**.

PROGRAM PROGRESS SUMMARY: The FPSC approved this program on August 29, 2000. From the inception through the reporting period, FPUC has retained 14,018 natural gas hot water heaters.

PROGRAM TITLE: Residential Service Reactivation Program

PROGRAM DESCRIPTION: This program is designed to encourage the reactivation of existing residential service lines that are scheduled to be cut-off and capped. The program offers incentives of \$350 in the form of cash incentives to residential customers to assist in defraying the additional cost associated with the purchase and installation energy-efficient natural gas appliances.

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 4 incentives were paid.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$2,854**.

PROGRAM PROGRESS SUMMARY: FPSC approval of this program occurred on August 29, 2000. We continue to promote this program and believe that our customers will find value in this program.

PROGRAM TITLE: Residential Conservation Survey Program

PROGRAM DESCRIPTION: The objective of the Residential Conservation Service Program is to provide Florida Public Utilities Company's residential customers with energy conservation advice based on a review of their homes actual performance that encourages the implementation of efficiency measures and/or practices resulting in energy savings for the customer. Florida Public Utilities Company views this program as a way of promoting the installation of cost-effective conservation measures. During the survey process, the customer is provided with specific whole-house recommendations. The survey process also checks for possible duct leakage.

PROGRAM ACCOMPLISHMENTS: This year a total of 40 residential surveys were performed.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$10,916**.

PROGRAM PROGRESS SUMMARY: This program was implemented on September 1, 2000. Since inception through the reporting period, 329 residential customers have participated.

PROGRAM TITLE: Commercial Conservation Survey Program

PROGRAM DESCRIPTION: The Commercial Conservation Service Program is an interactive program that assists commercial customers in identifying energy conservation opportunities. The survey process consists of an on-site review of the customer's facility operation, equipment, and energy usage pattern by a Florida Public Utilities Company Conservation Representative. The representative identifies all areas of potential energy usage reduction as well as identifying end-use technology opportunities. A technical evaluation is then performed to determine the economic payback or life cycle cost for various improvements to the facility. Florida Public Utilities Company will subcontract the evaluation process to an independent engineering firm and/or contracting consultant, if necessary.

PROGRAM ACCOMPLISHMENTS: This year, 8 commercial surveys were completed during the reporting period.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$1,992**.

PROGRAM PROGRESS SUMMARY: This program was implemented on September 1, 2000. From the inception of this program through the reporting period 225 commercial customers have participated.

PROGRAM TITLE: Conservation Education Program

PROGRAM DESCRIPTION: The purpose of the Conservation Education Program is to educate consumers, businesses, and contractors to make wise energy choices. For consumers to make educated choices they must know the benefits of conserving energy and have a basic understanding of energy as well as the measures and behavioral practices needed to make these choices.

PROGRAM ACCOMPLISHMENTS: This year FPU conducted 56 seminars, events and house calls to educate customers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$86,387**.

PROGRAM PROGRESS SUMMARY: This program has been successful and we are optimistic that we will continue to be involved in community education and future events.

PROGRAM TITLE: Space Conditioning Program

PROGRAM DESCRIPTION: The program is designed to convert on-main customers from electric space conditioning equipment to energy-efficient natural gas space conditioning equipment. The program provides a financial incentive to qualified participants to compensate for the higher initial cost of natural gas space conditioning equipment. The program reduces summer as well as winter peak demand and contributes to consumption reduction.

PROGRAM ACCOMPLISHMENTS: There were 2 participants in this program in 2018. They were completed in December and invoiced in 2019.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$0.00**

PROGRAM PROGRESS SUMMARY: From FPSC approval of the program on August 29, 2000 through December 31, 2018, FPUC has connected 12 space conditioning projects to its natural gas system.

PROGRAM TITLE: Conservation Demonstration and Development

PROGRAM DESCRIPTION: The primary purpose of the Conservation Demonstration and Development (CDD) program is to pursue research, development, and demonstration projects that are designed to promote energy efficiency and conservation. This program will supplement and complement the other conservation programs offered by Florida Public Utilities Company and give the Company an opportunity to pursue individual and joint research projects as well as the development of new conservation programs. The CDD program is meant to be an umbrella program for the identification, development, demonstration, and evaluation of promising new end-use technologies.

PROGRAM ACCOMPLISHMENTS: For 2018, Florida Public Utilities had no research and development projects this year.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$682**.

PROGRAM PROGRESS SUMMARY: From FPSC approval of the program on March 23, 2010, FPUC has engaged in several research projects using this program.

Exhibit No.
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Florida Public Utilities Co.
(CDY-1)
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PROGRAM TITLE: Commercial Small Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of small food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of less than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,000	\$1,500	\$1,000
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,000	\$1,500	\$1,000

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 227 incentives were paid. There were 0 Tank Water Heaters, 101 Tankless Water Heaters, 108 Fryers and 18 Ranges.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were \$601,050.

PROGRAM PROGRESS SUMMARY: Since inception, 2,132 appliances have qualified for this program.

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PROGRAM TITLE: Commercial Non-Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of commercial buildings to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial non-food service customers are defined as establishments that are not associated with the Food Service, Hospitality, or Cleaning industries. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, 51 incentives were paid. There were 4 Tank Water Heaters and 46 Tankless Water Heaters.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$155,296**.

PROGRAM PROGRESS SUMMARY: Since inception, 218 appliances have qualified for this program.

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PROGRAM TITLE: Commercial Large Food Service Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of greater than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, **58** incentives were paid. There were 0 Tank Water Heaters, 24 Tankless Water Heaters, 30 Fryers and 4 Ranges.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$127,638**.

PROGRAM PROGRESS SUMMARY: Since inception, 479 appliances have qualified for this program.

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PROGRAM TITLE: Commercial Hospitality and Lodging Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels, motor hotels, motels or tourist courts, primarily engaged in providing lodging, or lodging and meals, for the general public. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, **50** incentives were paid. There were 1 Tank Water Heaters, 23 Tankless Water Heaters, 4 Fryers, 4 Ranges and 18 Dryer.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$134,548**.

PROGRAM PROGRESS SUMMARY: Since inception, 414 appliances have qualified for this program.

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 Florida Public Utilities Co.
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PROGRAM TITLE: Commercial Cleaning Service and Laundromat Program

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of cleaning service & Laundromat facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial cleaning service and laundromat customers are defined as establishments primarily engaged in operating mechanical laundries with steam or other power or in supplying laundered work clothing on a contract or fee basis. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

CURRENT APPROVED ALLOWANCES:

Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water	\$2,000	\$2,500	\$2,000
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM ACCOMPLISHMENTS: For the reporting period January 1, 2018 through December 31, 2018, **87** incentives were paid. There was 1 Tank Water Heater, 16 Tankless Water Heaters and 70 Dryers.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2018 through December 31, 2018 were **\$154,371**.

PROGRAM PROGRESS SUMMARY: Since inception, 423 appliances have qualified for this program.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 5
PARTY: FLORIDA DIVISION OF CHESAPEAKE UTILITIES CORPORATION –
(CHESAPEAKE)FLORIDA PUBLIC UTILITIES COMPANY – (FPUC)FLORIDA
PUBLIC UTILITIES COMPANY – FORT MEADEFLORIDA PUBLIC UTILITIES
COMPANY – INDIANTOWN DIVISION – (DIRECT)
DESCRIPTION: G. Scott Ranck GSR-1

SCHEDULE C-1
PAGE 1 OF 3

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GSR-1
PAGE 1 OF 26

FLORIDA PUBLIC UTILITIES COMPANY
 CONSOLIDATED NATURAL GAS
 (FPU, CFG, INDIANTOWN, AND FT. MEADE)
 ENERGY CONSERVATION ADJUSTMENT
 SUMMARY OF COST RECOVERY CLAUSE CALCULATION
 JANUARY 2020 THROUGH DECEMBER 2020

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	\$	5,221,800
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	\$	96,411
3. TOTAL (LINE 1 AND LINE 2)	\$	5,318,211

RATE SCHEDULE	BILLS	THERMS	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	TOTAL CUST. & ENGY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS PER THERM	TAX FACTOR	CONSERV FACTOR
RESIDENTIAL (FPU, Fort Meade)	690,612	14,228,550	7,644,876	7,093,893	14,738,769	1,455,578	9.87585%	\$ 0.10230	1.00503	\$ 0.10281
COMMERCIAL SMALL (FPU, Fort Meade) (Gen Srv GS1 & GS Transportation <600)	15,372	1,842,831	413,411	751,807	1,165,218	115,075	9.87585%	\$ 0.06244	1.00503	\$ 0.06276
COMMERCIAL SMALL (FPU & Fort Meade) (Gen Srv GS2 & GS Transportation >600)	37,704	12,874,864	1,146,024	5,015,011	6,161,035	608,454	9.87585%	\$ 0.04726	1.00503	\$ 0.04750
COMM. LRG VOLUME (FPU, Fort Meade) (Large Vol & LV Transportation < > 50,000 units)	23,232	43,644,828	2,098,020	15,432,587	17,530,607	1,731,296	9.87585%	\$ 0.03967	1.00503	\$ 0.03987
NATURAL GAS VEHICLES	24	540,066	2,400	92,411	94,811	9,363	9.87585%	\$ 0.01734	1.00503	\$ 0.01743
TS1 (INDIANTOWN DIVISION)	8,040	112,884	72,360	42,710	115,070	11,364	9.87585%	\$ 0.10067	1.00503	\$ 0.10118
TS2 (INDIANTOWN DIVISION)	288	83,826	7,200	4,830	12,030	1,188	9.87585%	\$ 0.01417	1.00503	\$ 0.01424
TS3 (INDIANTOWN DIVISION)	12	3,183	720	152	872	86	9.87585%	\$ 0.02707	1.00503	\$ 0.02720
TS4 (INDIANTOWN DIVISION)	24	0	48,000	0	48,000	4,740	9.87585%	\$ 0.00000	1.00503	\$ 0.00000
CHESAPEAKE (PAGE 2)	231,000	51,028,551	7,386,390	6,597,881	13,984,271	1,381,065	SEE PAGE 2 AND 3			
TOTAL	1,006,308	124,359,583	18,819,401	35,031,282	53,850,683	5,318,211				

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS
(FPU, CFG, INDIANTOWN, AND FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2020 THROUGH DECEMBER 2020
CHESAPEAKE NON EXPERIMENTAL

EXHIBIT NO. _____
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FLORIDA PUBLIC UTILITIES COMPANY
GSR-1
PAGE 2 OF 26

RATE CLASS	BILLS	THERMS	CUSTOMER CHARGE REVENUES	ENERGY CHARGE	TOTAL	ESTIMATED ECCR	% SURCHARGE	CENTS PER THERM	EXPANSION FACTOR	ECCR ADJUSTMENT FACTORS
FTS-A	14,880	90,709	\$193,440	\$42,051	\$235,491	23,257	9.87585%	\$ 0.25639	1.00503	\$ 0.25768
FTS-B	28,836	302,321	\$446,958	\$149,002	\$595,960	58,856	9.87585%	\$ 0.19468	1.00503	\$ 0.19566
FTS-1	156,672	2,358,378	\$2,976,768	\$1,092,165	\$4,068,933	401,842	9.87585%	\$ 0.17039	1.00503	\$ 0.17125
FTS-2	10,404	638,070	\$353,736	\$203,927	\$557,663	55,074	9.87585%	\$ 0.08631	1.00503	\$ 0.08675
FTS-2.1	8,640	1,034,394	\$345,600	\$318,873	\$664,473	65,622	9.87585%	\$ 0.06344	1.00503	\$ 0.06376
FTS-3	3,516	1,187,057	\$379,728	\$286,104	\$665,832	65,757	9.87585%	\$ 0.05539	1.00503	\$ 0.05567
FTS-3.1	4,080	2,533,245	\$546,720	\$516,351	\$1,063,071	104,987	9.87585%	\$ 0.04144	1.00503	\$ 0.04165
FTS-4	2,568	3,210,410	\$539,280	\$606,767	\$1,146,047	113,182	9.87585%	\$ 0.03525	1.00503	\$ 0.03543
FTS-5	432	1,178,417	\$164,160	\$195,382	\$359,542	35,508	9.87585%	\$ 0.03013	1.00503	\$ 0.03028
FTS-6	324	1,830,049	\$194,400	\$277,015	\$471,415	46,556	9.87585%	\$ 0.02544	1.00503	\$ 0.02557
FTS-7	264	3,619,438	\$184,800	\$445,191	\$629,991	62,217	9.87585%	\$ 0.01719	1.00503	\$ 0.01728
FTS-8	204	5,244,294	\$244,800	\$578,131	\$822,931	81,271	9.87585%	\$ 0.01550	1.00503	\$ 0.01558
FTS-9	72	3,177,938	\$144,000	\$290,241	\$434,241	42,885	9.87585%	\$ 0.01349	1.00503	\$ 0.01356
FTS-10	36	2,471,390	\$108,000	\$205,570	\$313,570	30,968	9.87585%	\$ 0.01253	1.00503	\$ 0.01259
FTS-11	24	4,065,248	\$132,000	\$283,632	\$415,632	41,047	9.87585%	\$ 0.01010	1.00503	\$ 0.01015
FTS-12	48	18,087,193	\$432,000	\$1,107,479	\$1,539,479	152,037	9.87585%	\$ 0.00841	1.00503	\$ 0.00845
TOTAL	231,000	51,028,551	7,386,390	6,597,881	13,984,271	1,381,065	9.87585%			

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS
(FPU, CFG, INDIANTOWN, AND FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2020 THROUGH DECEMBER 2020
CHESAPEAKE PER BILL BASIS - Experimental

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RATE CLASS	BILLS	THERMS	CUSTOMER CHARGE REVENUES	ENERGY CHARGE	TOTAL	ESTIMATED ECCR	% SURCHARGE	\$ PER BILL	EXPANSION FACTOR	ECCR ADJUSTMENT FACTORS
FTS-A	14,880	90,709	\$193,440	\$42,051	\$235,491	\$23,257	9.8758%	\$1.5630	1.00503	\$1.57
FTS-B	28,836	302,321	\$446,958	\$149,002	\$595,960	\$58,856	9.8758%	\$2.0411	1.00503	\$2.05
FTS-1	156,672	2,358,378	\$2,976,768	\$1,092,165	\$4,068,933	\$401,842	9.8758%	\$2.5649	1.00503	\$2.58
FTS-2	10,404	638,070	\$353,736	\$203,927	\$557,663	\$55,074	9.8758%	\$5.2935	1.00503	\$5.32
FTS-2.1	8,640	1,034,394	\$345,600	\$318,873	\$664,473	\$65,622	9.8758%	\$7.5952	1.00503	\$7.63
FTS-3	3,516	1,187,057	\$379,728	\$286,104	\$665,832	\$65,757	9.8758%	\$18.7021	1.00503	\$18.80
FTS-3.1	4,080	2,533,245	\$546,720	\$516,351	\$1,063,071	\$104,987	9.8758%	\$25.7322	1.00503	\$25.86
FTS-4	2,568	3,210,410	\$539,280	\$606,767	\$1,146,047	\$113,182				
FTS-5	432	1,178,417	\$164,160	\$195,382	\$359,542	\$35,508				
FTS-6	324	1,830,049	\$194,400	\$277,015	\$471,415	\$46,556				
FTS-7	264	3,619,438	\$184,800	\$445,191	\$629,991	\$62,217				
FTS-8	204	5,244,294	\$244,800	\$578,131	\$822,931	\$81,271				
FTS-9	72	3,177,938	\$144,000	\$290,241	\$434,241	\$42,885				
FTS-10	36	2,471,390	\$108,000	\$205,570	\$313,570	\$30,968				
FTS-11	24	4,065,248	\$132,000	\$283,632	\$415,632	\$41,047				
FTS-12	48	18,087,193	\$432,000	\$1,107,479	\$1,539,479	\$152,037				
TOTAL	231,000	51,028,551	\$7,386,390	\$6,597,881	\$13,984,271	\$1,381,065	9.87585%			

FLORIDA PUBLIC UTILITIES COMPANY
 CONSOLIDATED NATURAL GAS DIVISION (FPU, CFG, INDIANTOWN & FT. MEADE)
 ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
 JANUARY 2020 THROUGH DECEMBER 2020

PROGRAM	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
1 Full House Residential New Construction	132,750	132,750	132,750	132,750	132,750	132,750	132,750	132,750	132,750	132,750	132,750	132,750	1,593,000
2 Resid. Appliance Replacement	46,875	46,875	46,875	46,875	46,875	46,875	46,875	46,875	46,875	46,875	46,875	46,875	562,500
3 Conservation Education	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	95,100
4 Space Conditioning	58	58	58	58	58	58	58	58	58	58	58	58	700
5 Residential Conservation Survey	1,796	1,796	1,796	1,796	1,796	1,796	1,796	1,796	1,796	1,796	1,796	1,796	21,550
6 Residential Appliance Retention	80,521	80,521	80,521	80,521	80,521	80,521	80,521	80,521	80,521	80,521	80,521	80,521	966,250
7 Commercial Conservation Survey	413	413	413	413	413	413	413	413	413	413	413	413	4,950
8 Residential Service Reactivation	425	425	425	425	425	425	425	425	425	425	425	425	5,100
9 Common	55,875	55,875	55,875	55,875	55,875	55,875	55,875	55,875	55,875	55,875	55,875	55,875	670,500
10 Conserv. Demonstration and Development	0	0	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program	50,583	50,583	50,583	50,583	50,583	50,583	50,583	50,583	50,583	50,583	50,583	50,583	607,000
12 Commercial Large Non-Food Service Program	11,738	11,738	11,738	11,738	11,738	11,738	11,738	11,738	11,738	11,738	11,738	11,738	140,850
13 Commercial Large Food Service Program	15,254	15,254	15,254	15,254	15,254	15,254	15,254	15,254	15,254	15,254	15,254	15,254	183,050
14 Commercial Large Hospitality Program	16,013	16,013	16,013	16,013	16,013	16,013	16,013	16,013	16,013	16,013	16,013	16,013	192,150
15 Commercial Large Cleaning Service Program	14,925	14,925	14,925	14,925	14,925	14,925	14,925	14,925	14,925	14,925	14,925	14,925	179,100
16 Residential Propane Distribution Program	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ALL PROGRAMS	435,150	435,150	435,150	435,150	435,150	435,150	435,150	435,150	435,150	435,150	435,150	435,150	5,221,800

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, & FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2020 THROUGH DECEMBER 2020

PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISE	INCENTIVES	OUTSIDE SERVICES	LEGAL	TRAVEL	VEHICLE	OTHER	TOTAL
1 Full House Residential New Construction	0	275,000	6,000	45,000	1,200,000	4,500	0	35,000	5,500	22,000	1,593,000
2 Resid. Appliance Replacement	0	45,000	500	245,000	250,000	2,000	0	18,000	1,500	500	562,500
3 Conservation Education	0	30,000	500	60,000	0	0	0	3,000	1,500	100	95,100
4 Space Conditioning	0	500	100	0	0	0	0	0	100	0	700
5 Residential Conservation Survey	0	14,000	250	2,500	0	2,000	0	2,000	700	100	21,550
6 Residential Appliance Retention	0	60,000	1,000	245,000	650,000	2,000	0	6,000	1,500	750	966,250
7 Commercial Conservation Survey	0	3,000	100	1,000	0	150	0	400	200	100	4,950
8 Residential Service Reactivation	0	1,000	100	1,000	1,200	1,500	0	100	100	100	5,100
9 Common	0	475,000	10,000	55,000	0	50,000	5,000	57,000	15,000	3,500	670,500
10 Conserv. Demonstration and Development	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program	0	90,000	1,000	20,000	470,000	4,000	0	10,000	3,000	9,000	607,000
12 Commercial Large Non-Food Service Program	0	8,000	150	20,000	100,000	2,500	0	1,500	500	8,200	140,850
13 Commercial Large Food Service Program	0	19,000	250	20,000	130,000	2,500	0	2,500	600	8,200	183,050
14 Commercial Large Hospitality Program	0	32,000	350	20,000	125,000	2,500	0	3,200	900	8,200	192,150
15 Commercial Large Cleaning Service Program	0	20,000	200	20,000	125,000	2,500	0	2,500	700	8,200	179,100
16 Residential Propane Distribution Program	0	0	0	0	0	0	0	0	0	0	0
PROGRAM COSTS	0	1,072,500	20,500	754,500	3,051,200	76,150	5,000	141,200	31,800	68,950	5,221,800

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FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
ACTUAL JANUARY 2019 THROUGH JUNE 2019; ESTIMATED JULY 2019 THROUGH DECEMBER 2019

PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERLS. & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	LEGAL	TRAVEL	TOTAL
1 Full House Residential New Construction											
A. ACTUAL (JAN-JUN)	0	163,959	5,379	11,521	606,190	1,845	3,131	8,261	0	22,263	822,549
B. ESTIMATED (JUL-DEC)	0	97,500	2,250	27,500	425,000	2,250	2,635	2,000	0	12,500	571,635
C. TOTAL	0	261,459	7,629	39,021	1,031,190	4,095	5,766	10,261	0	34,763	1,394,184
2 Resid. Appliance Replacement											
A. ACTUAL (JAN-JUN)	0	9,922	126	110,100	100,793	684	328	154	0	1,491	223,598
B. ESTIMATED (JUL-DEC)	0	22,500	250	127,500	120,000	1,000	750	450	0	2,500	274,950
C. TOTAL	0	32,422	376	237,600	220,793	1,684	1,078	604	0	3,991	498,548
3 Conservation Education											
A. ACTUAL (JAN-JUN)	0	5,679	92	16,708	0	0	404	63	0	1,202	24,148
B. ESTIMATED (JUL-DEC)	0	15,000	250	30,000	0	0	750	50	0	1,750	47,800
C. TOTAL	0	20,679	342	46,708	0	0	1,154	113	0	2,952	71,948
4 Space Conditioning											
A. ACTUAL (JAN-JUN)	0	0	0	0	271	0	0	0	0	0	271
B. ESTIMATED (JUL-DEC)	0	250	50	250	0	0	50	0	0	50	650
C. TOTAL	0	250	50	250	271	0	50	0	0	50	921
5 Residential Conservation Survey											
A. ACTUAL (JAN-JUN)	0	5,511	123	1,188	0	1,738	397	79	0	895	9,931
B. ESTIMATED (JUL-DEC)	0	3,750	125	500	0	1,000	250	50	0	300	5,975
C. TOTAL	0	9,261	248	1,688	0	2,738	647	129	0	1,195	15,906
6 Residential Appliance Retention											
A. ACTUAL (JAN-JUN)	0	13,501	166	76,962	249,364	686	380	203	0	2,033	343,295
B. ESTIMATED (JUL-DEC)	0	30,000	500	103,000	275,000	1,000	750	600	0	3,000	413,850
C. TOTAL	0	43,501	666	179,962	524,364	1,686	1,130	803	0	5,033	757,145
7 Commercial Conservation Survey											
A. ACTUAL (JAN-JUN)	0	1,200	19	0	0	58	121	20	0	163	1,581
B. ESTIMATED (JUL-DEC)	0	1,500	50	500	0	0	75	50	0	100	2,275
C. TOTAL	0	2,700	69	500	0	58	196	70	0	263	3,856
SUB-TOTAL	0	370,272	9,380	505,729	1,776,618	10,261	10,021	11,980	0	48,247	2,742,508

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
ACTUAL JANUARY 2019 THROUGH JUNE 2019; ESTIMATED JULY 2019 THROUGH DECEMBER 2019

PROGRAM NAME	CAPITAL INVEST	PAYROLL & BENEFITS	MATERLS. & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	LEGAL	TRAVEL	TOTAL
SUB-TOTAL - PREVIOUS PAGE	0	370,272	9,380	505,729	1,776,618	10,261	10,021	11,980	0	48,247	2,742,508
7a Residential Propane Distribution Program											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0
8 Residential Service Reactivation											
A. ACTUAL (JAN-JUN)	0	154	2	0	0	585	3	2	0	0	0
B. ESTIMATED (JUL-DEC)	0	500	50	2,500	500	300	50	2	0	20	766
C. TOTAL	0	654	52	2,500	500	885	53	50	0	50	4,000
9 Common											
A. ACTUAL (JAN-JUN)	0	180,273	2,064	4,008	0	11,424	5,398	7,819	1,988	21,320	4,766
B. ESTIMATED (JUL-DEC)	0	237,500	5,000	17,500	0	20,000	8,500	14,000	2,500	25,000	330,000
C. TOTAL	0	417,773	7,064	21,508	0	31,424	13,898	21,819	4,488	46,320	564,294
10 Conserv. Demonstration and Development											
A. ACTUAL (JAN-JUN)	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED (JUL-DEC)	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0
11 Commercial Small Food Service Program											
A. ACTUAL (JAN-JUN)	0	33,045	427	7,435	208,749	688	1,619	5,561	0	5,546	263,070
B. ESTIMATED (JUL-DEC)	0	42,500	400	7,500	225,000	2,000	1,000	1,000	0	3,750	283,150
C. TOTAL	0	75,545	827	14,935	433,749	2,688	2,619	6,561	0	9,296	546,220
12 Commercial Large Non-Food Service Program											
A. ACTUAL (JAN-JUN)	0	5,399	71	7,435	24,261	682	342	5,231	0	1,206	44,627
B. ESTIMATED (JUL-DEC)	0	3,000	50	7,500	62,500	1,250	75	50	0	250	74,675
C. TOTAL	0	8,399	121	14,935	86,761	1,932	417	5,281	0	1,456	119,302
13 Commercial Large Food Service Program											
A. ACTUAL (JAN-JUN)	0	6,961	90	7,435	84,156	682	349	5,262	0	1,181	106,116
B. ESTIMATED (JUL-DEC)	0	8,500	75	7,500	40,000	1,250	250	250	0	750	58,575
C. TOTAL	0	15,461	165	14,935	124,156	1,932	599	5,512	0	1,931	164,691
14 Commercial Large Hospitality Program											
A. ACTUAL (JAN-JUL)	0	9,534	123	7,435	51,011	683	414	5,302	0	1,396	75,898
B. ESTIMATED (AUG-DEC)	0	15,000	150	7,500	37,500	1,250	350	500	0	1,400	63,650
C. TOTAL	0	24,534	273	14,935	88,511	1,933	764	5,802	0	2,796	139,548
15 Commercial Large Cleaning Service Program											
A. ACTUAL (JAN-JUL)	0	6,583	85	7,435	22,666	682	321	5,260	0	1,086	44,118
B. ESTIMATED (AUG-DEC)	0	8,500	75	7,500	35,000	1,250	250	250	0	750	58,575
C. TOTAL	0	15,083	160	14,935	57,666	1,932	571	5,510	0	1,836	97,693
TOTAL	0	927,721	18,042	604,412	2,567,961	52,987	28,942	62,517	4,488	111,952	4,379,022

FLORIDA PUBLIC UTILITIES COMPANY
 CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
 CONSERVATION PROGRAM COSTS BY PROGRAM
 ACTUAL/ESTIMATED
 ACTUAL JANUARY 2019 THROUGH JUNE 2019; ESTIMATED JULY 2019 THROUGH DECEMBER 2019

PROGRAM NAME	----- ACTUAL -----						--- PROJECTION ---						TOTAL
	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	
Full House Residential New Construction	116,935	103,174	285,526	152,068	80,280	84,566							
Resid. Appliance Replacement	41,333	20,009	63,266	40,988	34,217	23,785	95,273	95,273	95,273	95,273	95,273	95,270	1,394,184
Conservation Education	6,145	3,993	5,617	2,587	3,112	2,694	45,825	45,825	45,825	45,825	45,825	45,825	498,548
Space Conditioning	271	0	0	0	0	0	7,967	7,967	7,967	7,967	7,967	7,965	71,948
Residential Conservation Survey	2,923	3,077	1,663	1,109	982	177	108	108	108	108	108	110	921
Residential Appliance Retention	59,840	49,734	76,607	65,415	58,260	33,439	996	996	996	996	996	995	15,906
Commercial Conservation Survey	10	10	927	10	537	87	68,975	68,975	68,975	68,975	68,975	68,975	757,145
Residential Service Reactivation	164	166	101	107	118	110	379	379	379	379	379	380	3,856
Common	66,492	51,403	20,746	41,751	30,084	23,818	667	667	667	667	667	665	4,766
Conserv. Demonstration and Development	0	0	0	0	0	0	55,000	55,000	55,000	55,000	55,000	55,000	564,294
Commercial Small Food Service Program	11,854	42,443	69,761	23,413	60,307	55,292	0	0	0	0	0	0	0
Commercial Large Non-Food Service Program	6,174	4,123	14,769	10,911	5,654	2,996	47,192	47,192	47,192	47,192	47,192	47,190	546,220
Commercial Large Food Service Program	14,021	27,259	12,873	8,729	22,607	20,627	12,446	12,446	12,446	12,446	12,446	12,445	119,302
Commercial Large Hospitality Program	40,677	4,283	9,522	5,766	12,817	2,833	9,763	9,763	9,763	9,763	9,763	9,760	164,691
Commercial Large Cleaning Service Program	(14,755)	2,904	5,765	14,134	19,888	16,182	10,608	10,608	10,608	10,608	10,608	10,610	139,548
Residential Propane Distribution Program	0	0	0	0	0	0	8,929	8,929	8,929	8,929	8,929	8,930	97,693
TOTAL ALL PROGRAMS	352,084	312,578	567,143	366,988	328,863	266,606	364,128	364,128	364,128	364,128	364,128	364,120	4,379,022

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
ENERGY CONSERVATION ADJUSTMENT
ACTUAL JANUARY 2019 THROUGH JUNE 2019; ESTIMATED JULY 2019 THROUGH DECEMBER 2019

	-----ACTUAL-----		-----ACTUAL-----		-----ACTUAL-----		-PROJECTION-		-PROJECTION-		-PROJECTION-		-PROJECTION-		TOTAL
	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019			
CONSERVATION REVS.															
RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
a. OTHER PROG. REV.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
b.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
c.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CONSERV. ADJ REV. (NET OF REV. TAXES)	(422,682)	(381,803)	(338,139)	(330,040)	(298,615)	(260,545)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(3,906,340)
TOTAL REVENUES	(422,682)	(381,803)	(338,139)	(330,040)	(298,615)	(260,545)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(312,419)	(3,906,340)
PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(30,964)	(371,568)
CONSERVATION REVS. APPLIC. TO PERIOD	(453,646)	(412,767)	(369,103)	(361,004)	(329,579)	(291,509)	(343,383)	(343,383)	(343,383)	(343,383)	(343,383)	(343,383)	(343,383)	(343,383)	(4,277,908)
CONSERVATION EXPS. (FORM C-3, PAGE 3)	352,084	312,578	567,143	366,988	328,863	266,606	364,128	364,128	364,128	364,128	364,128	364,128	364,128	364,128	4,379,022
TRUE-UP THIS PERIOD	(101,562)	(100,189)	198,040	5,984	(716)	(24,903)	20,745	20,745	20,745	20,745	20,745	20,745	20,737	20,737	101,115
INTEREST THIS PERIOD (C-3, PAGE 5)	(834)	(963)	(806)	(539)	(471)	(423)	(356)	(258)	(161)	(63)	36	134			(4,704)
TRUE-UP & INT. BEG. OF MONTH	(371,568)	(443,000)	(513,188)	(284,990)	(248,581)	(218,804)	(213,166)	(161,813)	(110,363)	(58,815)	(7,169)	44,576			(371,568)
PRIOR TRUE-UP COLLECT. (REFUND.)	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	30,964	371,568
Audit Adj. - Prior period															
END OF PERIOD TOTAL NET TRUE-UP	(443,000)	(513,188)	(284,990)	(248,581)	(218,804)	(213,166)	(161,813)	(110,363)	(58,815)	(7,169)	44,576	96,411			96,411

FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS (FPU, CFG, INDIANTOWN, FT. MEADE)
CALCULATION OF TRUE-UP AND INTEREST PROVISION
ACTUAL JANUARY 2019 THROUGH JUNE 2019; ESTIMATED JULY 2019 THROUGH DECEMBER 2019

	-----ACTUAL-----					-----ACTUAL-----					---PROJECTION---			TOTAL
	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019		
INTEREST PROVISION														
BEGINNING TRUE-UP	(371,568)	(443,000)	(513,188)	(284,990)	(248,581)	(218,804)	(213,166)	(161,813)	(110,363)	(58,815)	(7,169)	44,576		
END. T-UP BEFORE INT.	(442,166)	(512,225)	(284,184)	(248,042)	(218,333)	(212,743)	(161,457)	(110,105)	(58,654)	(7,106)	44,540	96,277		
TOT. BEG. & END. T-UP	(813,734)	(955,225)	(797,372)	(533,032)	(466,914)	(431,547)	(374,623)	(271,918)	(169,016)	(65,921)	37,371	140,852		
AVERAGE TRUE-UP	(406,867)	(477,613)	(398,686)	(266,516)	(233,457)	(215,774)	(187,312)	(135,959)	(84,508)	(32,960)	18,685	70,426		
INT. RATE-FIRST DAY OF REPORTING BUS. MTH	2.50%	2.42%	2.42%	2.43%	2.42%	2.42%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%		
INT. RATE-FIRST DAY OF SUBSEQUENT BUS. MTH	2.42%	2.42%	2.43%	2.42%	2.42%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%		
TOTAL	4.92%	4.84%	4.85%	4.85%	4.84%	4.70%	4.56%	4.56%	4.56%	4.56%	4.56%	4.56%		
AVG INTEREST RATE	2.46%	2.42%	2.43%	2.43%	2.42%	2.35%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%		
MONTHLY AVG. RATE	0.21%	0.20%	0.20%	0.20%	0.20%	0.20%	0.19%	0.19%	0.19%	0.19%	0.19%	0.19%		
INTEREST PROVISION	(\$834)	(\$963)	(\$806)	(\$539)	(\$471)	(\$423)	(\$356)	(\$258)	(\$161)	(\$63)	\$36	\$134	(\$4,704)	

**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND SUMMARY**

**SCHEDULE C-5
PAGE 1 OF 16**

PROGRAM:

1. Full House Residential New Construction Program
2. Residential Appliance Replacement Program
3. Residential Appliance Retention Program
4. Residential Service Reactivation Program
5. Residential Conservation Service Program
6. Commercial Conservation Service Program
7. Conservation Education Program
8. Space Conditioning Program
9. Conservation Demonstration & Development
10. Commercial Small Food Service Program
11. Commercial Non-Food Service Program
12. Commercial Large Food Service Program
13. Commercial Hospitality and Lodging Program
14. Commercial Cleaning Service and Laundromat Program
15. Residential Propane Distribution Program

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
PAGE 2 OF 16**

PROGRAM TITLE:

Full House Residential New Construction Program

PROGRAM DESCRIPTION:

This program is designed to increase the overall energy efficiency in the residential single- and multi-family new construction market by promoting energy-efficient natural gas appliances. The program offers builders and developers incentives in the form of cash allowances to defray the additional costs associated with the installation of natural gas supply lines, house piping, venting and natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$500
Tank Water Heater	\$350
High Eff. Tank Water Heater	\$400
Range	\$150
Dryer	\$100
Tankless	\$550

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 3200 new single- and multi-family home appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January 2020 to December 2020, the Company estimates expenses of \$1,593,000.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
PAGE 3 OF 16**

PROGRAM TITLE:

Residential Appliance Replacement Program

PROGRAM DESCRIPTION:

This program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy-efficient natural gas appliances. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the installation of efficient natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$725
Tank Water Heater	\$500
High Eff. Tank Water Heater	\$550
Range	\$200
Dryer	\$150
Tankless	\$675

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 500 natural gas appliances will be connected (limited to furnaces or hydro heaters, water heaters, ranges and dryers) to its natural gas system.

PROGRAM EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$562,500.

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PROGRAM TITLE:

Residential Appliance Retention Program

PROGRAM DESCRIPTION:

This program is designed to promote the retention of energy-efficient appliances for current natural gas customers. The program offers allowances to customers to assist in defraying the cost of purchasing and installing more expensive energy-efficient appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$500
Tank Water Heater	\$350
High Eff. Tank Water Heater	\$400
Range	\$100
Dryer	\$100
Tankless	\$550

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 1500 appliances will be connected to its system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$966,250.

PROGRAM TITLE:

Residential Service Reactivation Program

PROGRAM DESCRIPTION:

This program is designed to encourage the reactivation of existing residential service lines that are scheduled to be cut-off and capped. The program offers incentives in the form of cash allowances to residential consumers to assist in defraying the additional costs associated with the purchase and the installation of energy-efficient natural gas appliances.

PROGRAM ALLOWANCES:

Service Reactivation (the installation of a water heater is required) \$350

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 5 services will be reactivated with water heaters on its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$5,100.

PROGRAM TITLE:

Residential Conservation Survey Program

PROGRAM DESCRIPTION:

This program is designed to assist residential customers in conserving all forms of energy consumption. Certified company representatives or private contractors will conduct energy surveys. This service will be provided based on customer requests and scheduling availability.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 40 residential customers will participate in this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$21,550.

**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Commercial Conservation Survey Program

PROGRAM DESCRIPTION:

This program is designed to assist commercial customers in conserving all forms of energy consumption. Certified company representatives or private contractors will conduct energy surveys. This service will be provided based on customer requests and scheduling availability.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 8 commercial customers will participate in this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$4,950.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Conservation Education Program

PROGRAM DESCRIPTION:

The purpose of this program is to teach adult and young people about conservation measures designed to reduce energy consumption and consequently reduce their utility bills.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTONS:

For the twelve-month period of January to December 2020, the Company estimates that it will participate in 40 community sponsorships and industry events. Conservation education materials such as signage, ad placement and promotional giveaways will be displayed or distributed to event attendees. At certain events, an energy conservation representative will provide live presentations and energy conservation training.

PROGRAM FISCAL EXPENDITURES:

During this twelve-month period of January to December 2020, the Company estimates expenses of \$95,100.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Space Conditioning Program

PROGRAM DESCRIPTION:

This program is designed to convert on-main customers from electric space conditioning equipment to energy-efficient natural gas space conditioning equipment. The program provides an allowance to qualifying participants to compensate for higher initial costs of natural gas space conditioning equipment and the associated installation costs. This program also reduces summer as well as winter peak demand and contributes to the conservation of kwh/kwd consumption.

PROGRAM ALLOWANCES:

Residential	\$1200 (For Robur model or equivalent unit)
Non-Residential	\$ 50 per ton

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 1 customer projects will utilize this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$700.

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CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Conservation Demonstration and Development Program

PROGRAM DESCRIPTION:

The primary purpose of the Conservation Demonstration and Development (CDD) program is to pursue research, development, and demonstration projects that are designed to promote energy efficiency and conservation. The CDD program is meant to be an umbrella program for the identification, development, demonstration, and evaluation of promising new end-use technologies. The CDD program does not focus on any specific end-use technology but, instead, will address a wide variety of energy applications. This program is slated to end on December 31st, 2017.

PROGRAM ALLOWANCES:

Not applicable.

PROGRAM PROJECTIONS:

This program ended on December 31st, 2017 thus there are no program projections for 2020.

PROGRAM FISCAL EXPENDITURES:

This program ended on December 31st, 2017 thus there are no program projections for 2020.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Commercial Small Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of small food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of less than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,000	\$1,500	\$1,000
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,000	\$1,500	\$1,000

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020 the Company estimates that 200 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$607,000.

**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Commercial Large Non-Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of commercial buildings to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial non-food service customers are defined as establishments that are not associated with the Food Service, Hospitality, or Cleaning industries and whose annual consumption is greater than 4,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 40 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$140,850.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Commercial Large Food Service Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption with an annual consumption of greater than 9,000 therms. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 60 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$183,050.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
PAGE 14 OF 16**

PROGRAM TITLE:

Commercial Hospitality and Lodging Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels, motor hotels, motels or tourist courts, primarily engaged in providing lodging, or lodging and meals, for the general public. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Fryer	\$3,000	\$3,000	\$3,000
Range	\$1,500	\$1,500	\$1,500
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 30 appliances will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$192,150.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATES NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
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PROGRAM TITLE:

Commercial Cleaning Service and Laundromat Program

PROGRAM DESCRIPTION:

This program is designed to encourage owners and operators of cleaning service & Laundromat facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial cleaning service and laundromat customers are defined as establishments primarily engaged in operating mechanical laundries with steam or other power or in supplying laundered work clothing on a contract or fee basis. The rebates offered within this program are limited to the specific appliance types and rebate categories depicted below.

PROGRAM ALLOWANCES:

	50% of the purchase and installation cost up to the amounts below.	100% of the purchase and installation cost up to the amounts below.	50% of the purchase and installation cost up to the amounts below.
Appliance	New Construction	Replacement	Retention
Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Dryer	\$1,500	\$1,500	\$1,500

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 60 appliance will be connected to its natural gas system.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$179,100.

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**FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATES NATURAL GAS DIVISION
PROGRAM DESCRIPTION AND PROGRESS**

**SCHEDULE C-5
PAGE 16 OF 16**

PROGRAM TITLE:

Residential Propane Distribution Program

PROGRAM DESCRIPTION:

The program is designed to promote the use of "gas" within developments that are built beyond the economic extension of the Company's existing natural gas infrastructure. The concept of installing an underground propane system, which includes distribution mains, service laterals and meter sets that are capable of supplying either propane or natural gas, is a viable method of encouraging installation of "gas" appliances in the residential subdivision at the time of construction. This program is designed to provide incentives when natural gas becomes available to the development and the propane appliances are replaced with natural gas appliances.

PROGRAM ALLOWANCES:

Furnace or Hydro heater	\$525
Water Heater	\$275
Range	\$75
Dryer	\$75

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that no appliances will be connected to its natural gas system using this program.

PROGRAM FISCAL EXPENDITURES:

During the twelve-month period of January to December 2020, the Company estimates expenses of \$0.

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ENERGY CONSERVATION COST RECOVERY

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CT-2	Analysis Of Energy Conservation Program Costs	3
CT-3	Adjustment Calculation Of True-Up And Interest Provision	6
CT-6	Program Progress Report	9

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 6
PARTY: PEOPLES GAS SYSTEM (PGS) –
(DIRECT)
DESCRIPTION: Mark R. Roche MRR-1

SCHEDULE CT-1

PEOPLES GAS SYSTEM
Energy Conservation
Adjusted Net True-up
For Months January 2018 through December 2018

End of Period Net True-up			
	Principle	(4,268,518)	
	Interest	(58,983)	
	Total		(4,327,501)
Less Projected True-up			
	Principle	(1,399,782)	
	Interest	(34,883)	
	Total		(1,434,665)
Adjusted Net True-up			(2,892,836)

() Reflects Under-Recovery

SCHEDULE CT-2
 Page 1 of 3

PEOPLES GAS SYSTEM
 Analysis of Energy Conservation Program Costs
 Actual vs. Projected
 For Months January 2018 through December 2018

Description	Actual	Projected	Difference
1 Capital Investment	\$0	\$0	\$0
2 Payroll	\$533,643	\$527,124	\$6,519
3 Materials and Supplies	\$396	\$2,500	(\$2,104)
4 Advertising	\$1,143,674	\$1,150,000	(\$6,326)
5 Incentives	\$16,562,307	\$13,839,323	\$2,722,984
6 Outside Services	\$242,023	\$356,633	(\$114,610)
7 Vehicles	\$571	\$0	\$571
8 Other	\$122,917	\$91,000	\$31,917
9 Total Program Cost	\$18,605,532	\$15,966,580	\$2,638,952
10 Beginning of Period True-up	\$2,498,428	\$2,498,428	\$0
11 Amounts included in Base Rates	\$0	\$0	\$0
12 Conservation Adjustment Revenues	(\$16,835,443)	(\$17,065,226)	\$229,784
13 True-up Before Interest	(\$4,268,518)	(\$1,399,782)	(\$2,868,736)
14 Interest Provision	(\$58,983)	(\$34,883)	(\$24,100)
15 End of Period True-up	(\$4,327,501)	(\$1,434,665)	(\$2,892,836)

PEOPLES GAS SYSTEM
Actual Conservation Program Costs Per Program
For Months January 2018 through December 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL HM BUILDER	-	-	-	-	9,826,450	-	-	-	9,826,450
PROGRAM 2: ENERGY AUDITS	-	-	-	-	-	-	-	-	-
PROGRAM 3: WATER HEATER LOAD RET	-	-	-	-	4,543,113	-	-	-	4,543,113
PROGRAM 4: OIL HEAT REPLACEMENT	-	-	-	-	-	-	-	-	-
PROGRAM 5: SMALL PKG COGEN	-	-	-	-	-	-	-	-	-
PROGRAM 6: COM ELECTRIC REPLACE	-	-	-	-	13,515	-	-	-	13,515
PROGRAM 7: RES ELECTRIC REPLACE	-	-	-	-	673,339	-	-	-	673,339
PROGRAM 8: COMMON COSTS	-	533,643	396	1,143,674	-	241,515	571	122,917	2,042,717
PROGRAM 9: GAS SPACE CONDITIONING	-	-	-	-	-	-	-	-	-
PROGRAM 10: MONITORING & RESEARCH	-	-	-	-	-	-	-	-	-
PROGRAM 11: DEALER PROGRAM	-	-	-	-	-	-	-	-	-
PROGRAM 13: EC ALLOW-CONS DEVEL DEMO	-	-	-	-	-	508	-	-	508
PROGRAM 14: COMMERCIAL NEW CONSTRUCTION	-	-	-	-	179,075	-	-	-	179,075
PROGRAM 15: COMMERCIAL RETENTION	-	-	-	-	478,050	-	-	-	478,050
PROGRAM 16: COMMERCIAL REPLACEMENT	-	-	-	-	848,765	-	-	-	848,765
TOTAL	-	533,643	396	1,143,674	16,562,307	242,023	571	122,917	18,605,532

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PEOPLES GAS SYSTEM
Conservation Program Costs Per Program
Variance - Actual vs. Projected
For Months January 2018 through December 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL HM BUILDER	-	-	-	-	2,772,261				2,772,261
PROGRAM 2: ENERGY AUDITS	-	-	-	-	-				-
PROGRAM 3: WATER HEATER LOAD RET	-	-	-	-	152,752				152,752
PROGRAM 4: OIL HEAT REPLACEMENT	-	-	-	-	-				-
PROGRAM 5: SMALL PKG COGEN	-	-	-	-	-				-
PROGRAM 6: COM ELECTRIC REPLACE	-	-	-	-	6,135				6,135
PROGRAM 7: RES ELECTRIC REPLACE	-	-	-	-	17,107				17,107
PROGRAM 8: COMMON COSTS	-	6,519	(2,104)	(6,326)	-	(110,118)	571	31,917	(79,540)
PROGRAM 9: GAS SPACE CONDITIONING	-	-	-	-	-				-
PROGRAM 10: MONITORING & RESEARCH	-	-	-	-	-				-
PROGRAM 11: DEALER PROGRAM	-	-	-	-	-				-
PROGRAM 13: EC ALLOW-CONS DEVEL DEMO	-	-	-	-	-	(4,492)			(4,492)
PROGRAM 14: COMMERCIAL NEW CONSTRUCTION	-	-	-	-	(74,325)				(74,325)
PROGRAM 15: COMMERCIAL RETENTION	-	-	-	-	(31,900)				(31,900)
PROGRAM 16: COMMERCIAL REPLACEMENT	-	-	-	-	(119,046)				(119,046)
TOTAL	-	6,519	(2,104)	(6,326)	2,722,984	(114,610)	571	31,917	2,638,952

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PEOPLES GAS SYSTEM
Energy Conservation Adjustment
Summary of Expenses by Program by Month
For Months January 2018 through December 2018

EXPENSES:	January	February	March	April	May	June	July	August	September	October	November	December	Total
PROGRAM 1: RESIDENTIAL HM BUILDER	487,350	1,014,650	996,050	1,724,100	522,750	530,700	1,204,700	709,800	376,350	1,155,250	402,300	702,450	9,826,450
PROGRAM 2: ENERGY AUDITS	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3: WATER HEATER LOAD RET	452,658	238,750	463,197	419,095	320,274	279,473	515,650	431,663	367,825	338,899	378,750	336,880	4,543,113
PROGRAM 4: OIL HEAT REPLACEMENT	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 5: SMALL PKG COGEN	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 6: COM ELECTRIC REPLACE	-	-	2,640	-	-	-	-	-	10,875	-	-	-	13,515
PROGRAM 7: RES ELECTRIC REPLACE	78,150	41,375	43,625	66,775	46,941	51,250	69,537	58,850	55,232	69,051	50,174	42,379	673,339
PROGRAM 8: COMMON COSTS	118,969	116,481	165,614	119,083	127,857	166,905	244,419	274,809	54,459	445,641	86,850	121,630	2,042,717
PROGRAM 9: GAS SPACE CONDITIONING	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 10: MONITORING & RESEARCH	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 11: DEALER PROGRAM	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 13: EC ALLOW-CONS DEVEL DEMO	-	-	-	-	-	508	-	-	-	-	-	-	508
PROGRAM 14: COMMERCIAL NEW CONSTRUCTION	28,000	14,500	27,500	42,600	-	14,100	20,875	16,500	-	9,000	6,000	-	179,075
PROGRAM 15: COMMERCIAL RETENTION	68,500	36,500	84,750	86,000	2,200	34,000	8,000	26,500	14,500	30,000	28,500	58,600	478,050
PROGRAM 16: COMMERCIAL REPLACEMENT	86,166	114,596	63,919	154,814	5,000	59,051	98,514	38,900	15,500	26,880	74,624	110,801	848,765
TOTAL	1,319,793	1,576,852	1,847,295	2,612,466	1,025,022	1,135,987	2,161,695	1,557,022	894,741	2,074,720	1,027,197	1,372,741	18,605,532
LESS AMOUNT INCLUDED IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	1,319,793	1,576,852	1,847,295	2,612,466	1,025,022	1,135,987	2,161,695	1,557,022	894,741	2,074,720	1,027,197	1,372,741	18,605,532

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PEOPLES GAS SYSTEM
Energy Conservation Adjustment
Calculation of True-up and Interest Provision
For Months January 2018 through December 2018

CONSERVATION REVENUES	January	February	March	April	May	June	July	August	September	October	November	December	Total
1. OTHER PROGRAM REVENUES	-	-	-	-	-	-	-	-	-	-	-	-	-
2. CONSERV. ADJ REVS	2,221,480	1,945,467	1,555,578	1,615,274	1,279,309	1,206,047	1,074,510	1,025,721	1,124,485	1,038,105	1,156,693	1,592,775	16,835,444
3. TOTAL REVENUES	2,221,480	1,945,467	1,555,578	1,615,274	1,279,309	1,206,047	1,074,510	1,025,721	1,124,485	1,038,105	1,156,693	1,592,775	16,835,444
4. PRIOR PERIOD TRUE-UP NOT APPLICABLE TO THIS PERIOD	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,164)	(181,163)	(2,173,967)
5. CONSERVATION REVS APPLICABLE TO THE PERIOD	2,040,316	1,764,303	1,374,414	1,434,110	1,098,145	1,024,883	893,346	844,557	943,321	856,941	975,529	1,411,612	14,661,477
6. CONSERVATION EXPS (FROM CT-3, PAGE 1)	1,319,793	1,576,852	1,847,295	2,612,466	1,025,022	1,135,987	2,161,695	1,557,022	894,741	2,074,720	1,027,197	1,372,741	18,605,532
7. TRUE-UP THIS PERIOD	720,522	187,450	(472,880)	(1,178,357)	73,123	(111,104)	(1,268,349)	(712,465)	48,580	(1,217,780)	(51,668)	38,871	(3,944,057)
8. INT. PROV. THIS PERIOD (FROM CT-3, PAGE 3)	(2,600)	(1,811)	(1,999)	(3,139)	(3,719)	(3,586)	(4,543)	(5,885)	(6,516)	(7,730)	(8,730)	(8,725)	(58,983)
9. TRUE-UP & INT. PROV. BEGINNING OF MONTH	(2,498,428)	(1,599,342)	(1,232,540)	(1,526,254)	(2,526,586)	(2,276,018)	(2,209,544)	(3,301,272)	(3,838,458)	(3,615,230)	(4,659,576)	(4,538,810)	
10. PRIOR TRUE-UP COLLECTED/(REFUND)	181,164	181,164	181,164	181,164	181,164	181,164	181,164	181,164	181,164	181,164	181,164	181,163	
11. TOTAL NET TRUE-UP (SUM LINES 8+9+10+11)	(1,599,342)	(1,232,540)	(1,526,254)	(2,526,586)	(2,276,018)	(2,209,544)	(3,301,272)	(3,838,458)	(3,615,230)	(4,659,576)	(4,538,810)	(4,327,501)	(4,003,040)
Expenses	1,319,793	1,576,852	1,847,295	2,612,466	1,025,022	1,135,987	2,161,695	1,557,022	894,741	2,074,720	1,027,197	1,372,741	18,605,532
Deferred Expenses	901,686	368,614	(291,716)	(997,193)	181,164	70,060	181,164	181,164	181,164	(1,036,616)	129,496	220,034	89,021
Revenues	(2,221,480)	(1,945,467)	(1,555,578)	(1,615,274)	(1,279,309)	(1,206,047)	(1,074,510)	(1,025,721)	(1,124,485)	(1,038,105)	(1,156,693)	(1,592,775)	(16,835,444)
Deferred Revenues					(73,123)		1,268,349	712,465	(48,580)				1,859,111

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PEOPLES GAS SYSTEM
Energy Conservation Adjustment
Calculation of True-up and Interest Provision
For Months January 2018 through December 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
INTEREST PROVISION													
1. BEGINNING TRUE-UP	(2,498,428)	(1,599,342)	(1,232,540)	(1,526,254)	(2,526,586)	(2,276,018)	(2,209,544)	(3,301,272)	(3,838,458)	(3,615,230)	(4,659,576)	(4,538,810)	
2. ENDING TRUE-UP BEFORE INTEREST	(1,596,742)	(1,230,728)	(1,524,256)	(2,523,447)	(2,272,299)	(2,205,958)	(3,296,729)	(3,832,573)	(3,608,714)	(4,651,846)	(4,530,080)	(4,318,776)	
3. TOTAL BEGINNING & ENDING TRUE-UP	<u>(4,095,170)</u>	<u>(2,830,071)</u>	<u>(2,756,795)</u>	<u>(4,049,702)</u>	<u>(4,798,885)</u>	<u>(4,481,976)</u>	<u>(5,506,273)</u>	<u>(7,133,845)</u>	<u>(7,447,172)</u>	<u>(8,267,076)</u>	<u>(9,189,656)</u>	<u>(8,857,586)</u>	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	<u>(2,047,585)</u>	<u>(1,415,035)</u>	<u>(1,378,398)</u>	<u>(2,024,851)</u>	<u>(2,399,442)</u>	<u>(2,240,988)</u>	<u>(2,753,136)</u>	<u>(3,566,922)</u>	<u>(3,723,586)</u>	<u>(4,133,538)</u>	<u>(4,594,828)</u>	<u>(4,428,793)</u>	
5. INTER. RATE - 1ST DAY OF REPORTING MONTH	1.580%	1.460%	1.620%	1.860%	1.850%	1.860%	1.980%	1.980%	1.980%	2.210%	2.270%	2.300%	
6. INTER. RATE - 1ST DAY OF SUBSEQUENT MONTH	1.460%	1.620%	1.860%	1.850%	1.860%	1.980%	1.980%	1.980%	2.210%	2.270%	2.300%	2.420%	
7. TOTAL (SUM LINES 5 & 6)	3.040%	3.080%	3.480%	3.710%	3.710%	3.840%	3.960%	3.960%	4.190%	4.480%	4.570%	4.720%	
8. AVG INTEREST RATE (LINE 7 TIMES 50%)	1.520%	1.540%	1.740%	1.855%	1.855%	1.920%	1.980%	1.980%	2.095%	2.240%	2.285%	2.360%	
9. MONTHLY AVG INTEREST RATE	0.12700%	0.128%	0.145%	0.155%	0.155%	0.160%	0.165%	0.165%	0.175%	0.187%	0.190%	0.197%	
10. INTEREST PROVISION (LINE 4 TIMES LINE 9) (exp)/incl	(2,600)	(1,811)	(1,999)	(3,139)	(3,719)	(3,586)	(4,543)	(5,885)	(6,516)	(7,730)	(8,730)	(8,725)	(58,983)

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Program Description and Progress

Program Title: New Residential Construction

Program Description: The New Residential Construction Program is designed to save energy for new home owners by offering incentives to builders for the installation of natural gas appliances. The incentive assists in the defraying of the initial higher cost associated with piping and venting when installing energy efficient natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Cooking (Range, Oven, Cooktop):	12,228
Natural Gas Dryer:	11,328
Natural Gas Heating:	1,198
Natural Gas High Efficiency Water Heater:	451
Natural Gas Tank Water Heater:	3,590
Natural Gas Tankless Water Heater:	8,806

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$9,826,450.

Program Progress Summary: Through this reporting period 158,940 customers have participated.

Program Description and Progress

Program Title: Residential Appliance Retention

Program Description: The Residential Appliance Retention Program is designed to encourage current natural gas customers to make cost-effective improvements in existing residences by replacing existing natural gas appliances with energy efficient natural gas appliances. The goal is to offer customer rebates for installing energy efficient natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Cooking (Range, Oven, Cooktop):	751
Natural Gas Dryer:	923
Natural Gas Heating:	3,127
Natural Gas High Efficiency Water Heater:	71
Natural Gas Tank Water Heater:	4,869
Natural Gas Tankless Water Heater:	2,035

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$4,543,113.

Program Progress Summary: Through this reporting period 183,864 customers have participated.

Program Description and Progress

Program Title: Residential Appliance Replacement

Program Description: The Residential Appliance Replacement Program is designed to encourage customers to make cost-effective improvements in existing residences by replacing existing electric appliances with energy efficient natural gas appliances. The goal is to offer customer rebates for installing energy efficient natural gas appliances which assist in defraying the initial higher cost associated with piping and venting for natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Cooking (Range, Oven, Cooktop):	529
Natural Gas Dryer:	390
Natural Gas Heating:	30
Natural Gas High Efficiency Water Heater:	10
Natural Gas Tank Water Heater:	58
Natural Gas Tankless Water Heater:	685

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$673,339.

Program Progress Summary: Through this reporting period 26,313 customers have participated.

Program Description and Progress

Program Title: Oil Heat Replacement

Program Description: The Oil Heat Replacement Program is designed to encourage customers to make cost-effective improvements in existing residences by converting/replacing their existing oil heating system to more energy efficient natural gas heating. The goal is to offer customer rebates for installing energy efficient natural gas heating systems to assist in the defraying the initial higher cost associated with piping and venting for natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Energy Efficient Gas Furnace:	0
Space Heating:	0

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$0.

Program Progress Summary: Through this reporting period 374 customers have participated.

Program Description and Progress

Program Title: Commercial Electric Replacement

Program Description: The Commercial Electric Replacement Program is designed to encourage commercial customers to make cost-effective improvements in existing facilities by replacing electric resistance appliances with energy efficient natural gas appliances. The goal is to offer customer rebates for installing energy efficient natural gas appliances which assist in the defraying the initial higher cost associated with piping and venting for natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Tankless Water Heater: 6

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$13,515.

Program Progress Summary: Through this reporting period 60,481 customers have participated.

Program Description and Progress

Program Title: Gas Space Conditioning

Program Description: The Gas Space Conditioning Program is designed to encourage commercial customers to make cost-effective improvements in existing facilities by converting/replacing their electric space conditioning equipment to energy efficient natural gas space conditioning equipment. The goal is to offer customer rebates for installing energy efficient natural gas space conditioning systems which assist in the defraying the initial higher cost associated with piping and venting for natural gas equipment.

Program Accomplishments: January 1, 2018 to December 31, 2018

Number of customers participating: 0

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$0.

Program Progress Summary: Through this reporting period 7,478 customers have participated.

Program Description and Progress

Program Title: Small Package Cogeneration

Program Description: The Small Package Cogeneration Program is designed to encourage commercial customers to make cost-effective improvements in existing facilities by the installation of an energy efficient on-site natural gas fired combined heat and power system for the simultaneous production of mechanical and thermal energy. The goal is to offer customer rebates for installing an energy efficient natural gas fired combined heat and power system. In addition, for customers interested, workshops and a feasibility audit can be made available upon request.

Program Accomplishments: January 1, 2018 to December 31, 2018

Number of customers participating: 0

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$0.

Program Progress Summary: Through this reporting period 7 customers have participated.

Program Description and Progress

Program Title: Monitoring and Research

Program Description: The Monitoring and Research Program is designed to pursue research, development, and demonstration projects designed to promote energy efficiency and conservation. Peoples Gas System will monitor and evaluate potential conservation programs and demonstrate prototype technologies emerging in the marketplace to determine the impact to the company and its ratepayers and may occur at customer premises, Peoples Gas System's facilities or at independent test sites. Peoples Gas System will report program progress through the annual NGCCR True-Up filing and will provide the results of Monitoring and Research activities in the company's annual DSM Report.

Program Accomplishments: January 1, 2018 to December 31, 2018

Number of customers participating: 0

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$0.

Program Progress Summary: In 2018, Peoples Gas Systems did not have any active Monitoring and Research activities.

Program Description and Progress

Program Title: Conservation Demonstration Development

Program Description: The Conservation Demonstration Development Program is designed to encourage Peoples Gas Systems and other natural gas local distribution companies to pursue opportunities for individual and joint research including testing of technologies to develop new energy conservation programs.

Program Accomplishments: January 1, 2018 to December 31, 2018

Number of customers participating: 0

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$508.

Program Progress Summary: Currently, Peoples Gas System continues to review possible programs to research.

Program Description and Progress

Program Title: Commercial New Construction

Program Description: The Commercial New Construction program is designed to save energy for new commercial facility owners by offering incentives to commercial customers for the installation of natural gas appliances. The incentive assists in the defraying of the initial higher cost associated with piping and venting when installing energy efficient natural gas appliances

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Cooking (Range, Oven, Cooktop):	9
Natural Gas Fryer:	23
Natural Gas Tank Water Heater:	1
Natural Gas Tankless Water Heater:	59

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$179,075

Program Progress Summary: Through this reporting period 442 customers have participated.

Program Description and Progress

Program Title: Commercial Retention

Program Description: The Commercial Retention Program is designed to encourage current natural gas commercial customers to make cost-effective improvements in existing residences by replacing existing natural gas appliances with energy efficient natural gas appliances. The goal is to offer customer rebates for installing energy efficient natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Dryer:	87
Natural Gas Fryer:	33
Natural Gas Tank Water Heater:	7
Natural Gas Tankless Water Heater:	72

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$478,050.

Program Progress Summary: Through this reporting period 1,238 customers have participated.

Program Description and Progress

Program Title: Commercial Replacement

Program Description: The Commercial Replacement Program is designed to encourage commercial customers to make cost-effective improvements in existing facilities by replacing electric appliances with energy efficient natural gas appliances. The goal is to offer customer rebates for installing energy efficient natural gas appliances which assist in the defraying the initial higher cost associated with piping and venting for natural gas appliances.

Program Accomplishments: January 1, 2018 to December 31, 2018

Natural Gas Cooktop/Range:	6
Natural Gas Fryer:	36
Natural Gas Tank Water Heater:	1
Natural Gas Tankless Water Heater:	222

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018

Actual expenses were \$848,765.

Program Progress Summary: Through this reporting period 1,103 customers have participated.

Program Description and Progress

Program Title: Common Expenses

Program Description: These are expenses common to all programs.

Program Accomplishments: January 1, 2018 to December 31, 2018
N/A

Program Fiscal Expenditures: January 1, 2018 to December 31, 2018
Actual expenses were \$2,042,717.

Program Progress Summary: N/A

CONSERVATION COSTS
PROJECTED

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FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 7
PARTY: PEOPLES GAS SYSTEM (PGS) –
(DIRECT)
DESCRIPTION: Mark R. Roche MRR-2

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
MONTHS: January 2020 through December 2020

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	16,819,205
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	2,758,747
3. TOTAL (LINE 1 AND LINE 2)	19,577,952

RATE SCHEDULE	BILLS	THERMS	CUSTOMER CHARGE	NON-GAS ENERGY CHARGE	TOTAL CUST. & ENGY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
RS & RS-SG & RS-GHP	4,485,616	75,798,643	66,790,829	19,302,125	86,092,954	8,256,930	9.59071%	0.10893	1.00503	0.10948
SGS	137,905	8,802,360	3,276,614	2,834,888	6,111,502	586,137	9.59071%	0.06659	1.00503	0.06692
GS-1 & CS-SG & CS-GHP	231,502	90,146,275	7,699,758	22,958,453	30,658,211	2,940,342	9.59071%	0.03262	1.00503	0.03278
GS-2	99,658	150,154,518	4,735,765	32,455,899	37,191,664	3,566,946	9.59071%	0.02376	1.00503	0.02387
GS-3	11,768	92,238,946	1,677,474	17,241,304	18,918,778	1,814,446	9.59071%	0.01967	1.00503	0.01977
GS-4	2,058	72,626,458	488,940	10,501,060.00	10,990,000	1,054,020	9.59071%	0.01451	1.00503	0.01459
GS-5	1,653	126,276,357	471,254	13,584,810	14,056,064	1,348,077	9.59071%	0.01068	1.00503	0.01073
NGVS	48	42,604	2,052	7,446	9,498	911	9.59071%	0.02138	1.00503	0.02149
CSLS	396	590,200	0	105,776	105,776	10,145	9.59071%	0.01719	1.00503	0.01727
TOTAL	4,970,604	616,676,360	85,142,686	118,991,761	204,134,447	19,577,952				

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ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
January 2020 through December 2020

	PROGRAM	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
1	NEW RESIDENTIAL CONSTRUCTION	680,225	680,225	680,225	680,225	680,225	680,225	680,225	680,225	680,225	680,225	680,225	680,225	\$8,162,705
2	RESIDENTIAL APPLIANCE RETENTION	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	\$4,320,000
3	RESIDENTIAL APPLIANCE REPLACEMENT	58,333	58,333	58,333	58,333	58,333	58,333	58,333	58,333	58,333	58,333	58,333	58,333	\$700,000
4	COMMERCIAL ELECTRIC REPLACEMENT	500	500	500	500	500	500	500	500	500	500	500	500	\$6,000
5	GAS SPACE CONDITIONING	0	0	0	0	0	0	0	0	0	0	0	0	\$0
6	SMALL PACKAGE COGEN	0	0	0	0	0	0	0	0	0	0	0	0	\$0
7	COMMON COSTS	169,625	169,625	169,625	169,625	169,625	169,625	169,625	169,625	169,625	169,625	169,625	169,625	\$2,035,500
8	MONITORING AND RESEARCH	0	0	0	0	0	0	0	0	0	0	0	0	\$0
9	OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
10	CONSERVATION DEMONSTRATION DEVELOPMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
11	COMMERCIAL NEW CONSTRUCTION	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	\$220,000
12	COMMERCIAL RETENTION	43,750	43,750	43,750	43,750	43,750	43,750	43,750	43,750	43,750	43,750	43,750	43,750	\$525,000
13	COMMERCIAL REPLACEMENT	70,833	70,833	70,833	70,833	70,833	70,833	70,833	70,833	70,833	70,833	70,833	70,833	\$850,000
	TOTAL ALL PROGRAMS	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$1,401,600	\$16,819,205

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
January 2020 through December 2020

	PROGRAM	CAPITAL INVEST	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1	NEW RESIDENTIAL CONSTRUCTION	0	0	0	0	8,162,705	0	0	0	\$8,162,705
2	RESIDENTIAL APPLIANCE RETENTION	0	0	0	0	4,320,000	0	0	0	\$4,320,000
3	RESIDENTIAL APPLIANCE REPLACEMENT	0	0	0	0	700,000	0	0	0	\$700,000
4	COMMERCIAL ELECTRIC REPLACEMENT	0	0	0	0	6,000	0	0	0	\$6,000
5	GAS SPACE CONDITIONING	0	0	0	0	0	0	0	0	\$0
6	SMALL PACKAGE COGEN	0	0	0	0	0	0	0	0	\$0
7	COMMON COSTS	0	575,000	5,000	1,300,000	0	65,000	500	90,000	\$2,035,500
8	MONITORING AND RESEARCH	0	0	0	0	0	0	0	0	\$0
9	OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	\$0
10	CONSERVATION DEMONSTRATION DEVELOPMENT	0	0	0	0	0	0	0	0	\$0
11	COMMERCIAL NEW CONSTRUCTION	0	0	0	0	220,000	0	0	0	\$220,000
12	COMMERCIAL RETENTION	0	0	0	0	525,000	0	0	0	\$525,000
13	COMMERCIAL REPLACEMENT	0	0	0	0	850,000	0	0	0	\$850,000
	PROGRAM COSTS	\$0	\$575,000	\$5,000	\$1,300,000	\$14,783,705	\$65,000	\$500	\$90,000	\$16,819,205

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM

Estimated For Months July 2019 through December 2019

PROGRAM	CAPITAL INVEST	PAYROLL BENEFITS	MATERIALS & SUPPLIES	ADVERT	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1 NEW RESIDENTIAL CONSTRUCTION									
A. ACTUAL	0	0	0	0	3,755,600	0	0	0	3,755,600
B. ESTIMATED	0	0	0	0	<u>3,930,192</u>	0	0	0	<u>3,930,192</u>
C. TOTAL	0	0	0	0	7,685,792	0	0	0	7,685,792
2 RESIDENTIAL APPLIANCE RETENTION									
A. ACTUAL	0	0	0	0	2,157,207	0	0	0	2,157,207
B. ESTIMATED	0	0	0	0	<u>2,160,000</u>	0	0	0	<u>2,160,000</u>
C. TOTAL	0	0	0	0	4,317,207	0	0	0	4,317,207
3 RESIDENTIAL APPLIANCE REPLACEMENT									
A. ACTUAL	0	0	0	0	350,105	0	0	0	350,105
B. ESTIMATED	0	0	0	0	<u>349,998</u>	0	0	0	<u>349,998</u>
C. TOTAL	0	0	0	0	700,103	0	0	0	700,103
4 COMMERCIAL ELECTRIC REPLACEMENT									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	<u>3,000</u>	0	0	0	<u>3,000</u>
C. TOTAL	0	0	0	0	3,000	0	0	0	3,000
5 GAS SPACE CONDITIONING									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0
6 SMALL PACKAGE COGEN									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0
7. COMMON COSTS									
A. ACTUAL	0	240,924	0	326,132	0	25,727	339	64,343	657,465
B. ESTIMATED	0	<u>268,562</u>	<u>2,500</u>	<u>874,179</u>	0	<u>151,231</u>	<u>300</u>	<u>35,228</u>	<u>1,332,000</u>
C. TOTAL	0	509,486	2,500	1,200,311	0	176,958	639	99,571	1,989,465
8. MONITORING AND RESEARCH									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
C. TOTAL	0	0	0	0	0	0	0	0	0
9. OIL HEAT REPLACEMENT									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
C. TOTAL	0	0	0	0	0	0	0	0	0
10. CONSERVATION DEMONSTRATION DEVELOPMENT									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
C. TOTAL	0	0	0	0	0	0	0	0	0
11. COMMERCIAL NEW CONSTRUCTION									
A. ACTUAL	0	0	0	0	103,050	0	0	0	103,050
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>106,950</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>106,950</u>
C. TOTAL	0	0	0	0	210,000	0	0	0	210,000
12 COMMERCIAL RETENTION									
A. ACTUAL	0	0	0	0	276,250	0	0	0	276,250
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>223,740</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>223,740</u>
C. TOTAL	0	0	0	0	499,990	0	0	0	499,990
13 COMMERCIAL REPLACEMENT									
A. ACTUAL	0	0	0	0	423,047	0	0	0	423,047
B. ESTIMATED	0	<u>0</u>	<u>0</u>	<u>0</u>	<u>426,900</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>426,900</u>
C. TOTAL	0	0	0	0	849,947	0	0	0	849,947
TOTAL	0	509,486	2,500	1,200,311	14,266,039	176,958	639	99,571	16,255,504

CONSERVATION PROGRAM COSTS BY PROGRAM
ACTUAL/ESTIMATED

Estimated For Months July 2019 through December 2019

PROGRAM NAME	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
NEW RESIDENTIAL CONSTRUCTION	860,100	375,750	313,700	393,200	461,950	1,350,900	655,032	655,032	655,032	655,032	655,032	655,032	\$7,685,792
RESIDENTIAL APPLIANCE RETENTION	480,045	271,954	365,580	440,800	341,044	257,785	360,000	360,000	360,000	360,000	360,000	360,000	\$4,317,207
RESIDENTIAL APPLIANCE REPLACEMENT	91,019	46,100	50,251	87,511	34,225	41,000	58,333	58,333	58,333	58,333	58,333	58,333	\$700,103
COMMERCIAL ELECTRIC REPLACEMENT	0	0	0	0	0	0	500	500	500	500	500	500	\$3,000
GAS SPACE CONDITIONING	0	0	0	0	0	0	0	0	0	0	0	0	\$0
SMALL PACKAGE COGEN	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMON COSTS	85,915	47,924	126,341	212,221	135,900	49,164	222,000	222,000	222,000	222,000	222,000	222,000	\$1,989,465
MONITORING AND RESEARCH	0	0	0	0	0	0	0	0	0	0	0	0	\$0
OIL HEAT REPLACEMENT	0	0	0	0	0	0	0	0	0	0	0	0	\$0
CONSERVATION DEMONSTRATION DEVELOPM	0	0	0	0	0	0	0	0	0	0	0	0	\$0
COMMERCIAL NEW CONSTRUCTION	38,350	6,500	3,000	22,700	13,500	19,000	17,825	17,825	17,825	17,825	17,825	17,825	\$210,000
COMMERCIAL RETENTION	71,950	21,700	57,100	61,500	33,000	31,000	37,290	37,290	37,290	37,290	37,290	37,290	\$499,990
COMMERCIAL REPLACEMENT	55,449	13,498	143,626	145,568	41,405	23,500	71,150	71,150	71,150	71,150	71,150	71,150	\$849,947
TOTAL ALL PROGRAMS	\$1,682,827	\$783,426	\$1,059,598	\$1,363,500	\$1,061,024	\$1,772,348	\$1,422,130	\$1,422,130	\$1,422,130	\$1,422,130	\$1,422,130	\$1,422,130	\$16,255,504

ENERGY CONSERVATION ADJUSTMENT

January 2019 through December 2019

CONSERVATION REVS.	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
RCS AUDIT FEES	-	-	-	-	-	-	-	-	-	-	-	-	-
a. OTHER PROG. REV.	(2,089,640)	(2,114,742)	(1,727,079)	(1,612,991)	(1,426,900)	(1,214,040)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(17,880,614)
b. CONSERV. ADJ. REV.	-	-	-	-	-	-	-	-	-	-	-	-	-
c.	-	-	-	-	-	-	-	-	-	-	-	-	-
CONSERV. ADJ REV. (NET OF REV. TAXES)	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL REVENUES	(2,089,640)	(2,114,742)	(1,727,079)	(1,612,991)	(1,426,900)	(1,214,040)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(1,282,537)	(17,880,614)
PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	119,556	119,556	119,556	119,556	119,556	119,556	119,556	119,556	119,556	119,556	119,556	119,556	1,434,666
CONSERVATION REVS. APPLIC. TO PERIOD	(1,970,084)	(1,995,186)	(1,607,524)	(1,493,435)	(1,307,345)	(1,094,484)	(1,162,982)	(1,162,982)	(1,162,982)	(1,162,982)	(1,162,982)	(1,162,982)	(16,445,948)
CONSERVATION EXPS. (FORM C-3, PAGE 3)	1,682,827	783,426	1,059,598	1,363,500	1,061,024	1,772,347	1,422,130	1,422,130	1,422,130	1,422,130	1,422,130	1,422,130	16,255,503
TRUE-UP THIS PERIOD	(287,256)	(1,211,761)	(547,926)	(129,935)	(246,321)	677,863	259,149	259,149	259,149	259,149	259,149	259,149	(190,444)
INTEREST THIS PERIOD (C-3,PAGE 5)	8,289	6,559	4,632	3,724	3,040	3,159	3,797	4,074	4,352	4,630	4,909	5,189	56,356
TRUE-UP & INT. BEG. OF MONTH	4,327,501	3,928,979	2,604,222	1,941,372	1,695,606	1,332,770	1,894,237	2,037,627	2,181,295	2,325,240	2,469,463	2,613,966	4,327,501
PRIOR TRUE-UP COLLECT./(REFUND.)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(119,556)	(1,434,666)
END OF PERIOD TOTAL NET TRUE-UP	3,928,979	2,604,222	1,941,372	1,695,606	1,332,770	1,894,237	2,037,627	2,181,295	2,325,240	2,469,463	2,613,966	2,758,747	2,758,747

CALCULATION OF TRUE-UP AND INTEREST PROVISION

January 2019 through December 2019

INTEREST PROVISION	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
BEGINNING TRUE-UP	4,327,501	3,928,979	2,604,222	1,941,372	1,695,606	1,332,770	1,894,237	2,037,627	2,181,295	2,325,240	2,469,463	2,613,966	2,758,747
END. T-UP BEFORE INT.	3,920,690	2,597,662	1,936,741	1,691,882	1,329,730	1,891,078	2,033,830	2,177,220	2,320,888	2,464,833	2,609,056	2,753,559	2,702,391
TOT. BEG. & END. T-UP	8,248,191	6,526,641	4,540,962	3,633,254	3,025,336	3,223,848	3,928,068	4,214,848	4,502,183	4,790,073	5,078,520	5,367,524	5,461,139
AVERAGE TRUE-UP	4,124,095	3,263,320	2,270,481	1,816,627	1,512,668	1,611,924	1,964,034	2,107,424	2,251,091	2,395,036	2,539,260	2,683,762	2,730,569
INT. RATE-FIRST DAY OF REPORTING BUS. MTH	2.4200%	2.4100%	2.4100%	2.4800%	2.4300%	2.3900%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%
INT. RATE-FIRST DAY OF SUBSEQUENT BUS. MTH	2.4100%	2.4100%	2.4800%	2.4300%	2.3900%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%
TOTAL	4.8300%	4.8200%	4.8900%	4.9100%	4.8200%	4.7100%	4.6400%	4.6400%	4.6400%	4.6400%	4.6400%	4.6400%	4.6400%
AVG INTEREST RATE	2.4150%	2.4100%	2.4450%	2.4550%	2.4100%	2.3550%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%	2.3200%
MONTHLY AVG. RATE	0.20100%	0.2010%	0.2040%	0.2050%	0.2010%	0.1960%	0.1933%	0.1933%	0.1933%	0.1933%	0.1933%	0.1933%	0.1933%
INTEREST PROVISION	\$8,289	\$6,559	\$4,632	\$3,724	\$3,040	\$3,159	\$3,797	\$4,074	\$4,352	\$4,630	\$4,909	\$5,189	\$56,356

PROGRAM DESCRIPTION AND PROGRESS

Program Title: NEW RESIDENTIAL CONSTRUCTION

Program Description: This program is designed to increase the number of high priority natural gas customers in the new residential construction market. The program offers incentives to builders for the installation of natural gas appliances in order to defray the initial higher cost associated with piping and venting when installing natural gas appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 10,200 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 10,800 customers projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$7,685,792.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$8,162,705.

Program Progress Summary:

Through December 31, 2018 the following New Residential Construction totals are:

New Residential Construction: 158,940

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL APPLIANCE RETENTION

Program Description: This program is designed to encourage current natural gas customers to replace existing natural gas appliances with energy efficient natural gas appliances. The program offers allowances to assist in defraying the cost of more expensive energy efficient appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 11,150 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 11,150 customers projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$4,317,207.

January 1, 2020 to December 31, 2020

Expenditures are estimated at \$4,320,000.

Program Progress Summary:

Through December 31, 2018 the following Residential Appliance Retention totals are:

Residential Appliance Retention: 183,864

PROGRAM DESCRIPTION AND PROGRESS

Program Title: RESIDENTIAL APPLIANCE REPLACEMENT

Program Description: This program was designed to encourage the replacement of electric resistance appliances with energy efficient natural gas appliances by offering incentives to defray the initial higher cost associated with piping and venting for natural gas appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 1,425 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 1,425 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$700,103.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$700,000.

**Program Progress
Summary:**

Through December 31, 2018 the following Residential Appliance Replacement totals are:

Residential Appliance Replacement: 26,313

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL ELECTRIC REPLACEMENT

Program Description: This program is designed to encourage the replacement of electric resistance equipment in commercial establishments by offering piping and venting allowances to defray the additional cost of installing more energy efficient equipment.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are two customer rebates projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are four customer rebates projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$3,000.

January 1, 2020 to December 31, 2020

Expenditures are estimated at \$6,000.

Program Progress Summary:

Through December 31, 2018 the following Commercial Electric Replacement totals are:

Commercial Electric Replacement: 60,481

PROGRAM DESCRIPTION AND PROGRESS

Program Title: GAS SPACE CONDITIONING

Program Description: This Program is designed to convert on-main customers from electric space conditioning equipment to energy efficient gas space conditioning. The program offers piping and venting allowances to reduce the generally higher cost of installing gas space conditioning equipment. This program would also reduce summer as well as winter peak demand and contribute to the conservation of kWh / kWD consumption.

Program Projections: January 1, 2019 to December 31, 2019.

During this period, there are zero customer rebates projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are zero customer rebates projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$0.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$0.

Program Progress Summary:

Through December 31, 2018 the following Gas Space Conditioning totals are:
Gas Space Conditioning: 7,478 Tons installed

PROGRAM DESCRIPTION AND PROGRESS

Program Title: SMALL PACKAGE COGENERATION

Program Description: This program was designed to promote the direct use of natural gas to generate on-site power and utilize the waste heat for on-site heating, cooling and water heating requirements for commercial and industrial applications. For commercial and industrial customers that are interested, workshops and a feasibility audit will be made available upon request.

Program Projections: January 1, 2019 to December 31, 2019.

During this period, there are zero customer rebates projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are zero customer rebates projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$0.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$0.

Program Progress Summary:

Through December 31, 2018 the following Small Package Cogeneration totals are:
Small Package Cogeneration: Seven

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMON EXPENSES

Program Description: These are expenses related to the support, delivery and advertising of all Peoples Gas System's conservation programs.

Program Projections: N/A

Program Fiscal Expenditures: January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$1,989,465.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$2,035,500.

Program Progress Summary: N/A

PROGRAM DESCRIPTION AND PROGRESS

Program Title: MONITORING AND RESEARCH

Program Description: This program will be used to monitor and evaluate Peoples Gas System existing conservation programs and demonstrate prototype technologies emerging in the marketplace.

Program Projections: See Program Progress Summary.

Program Fiscal Expenditures: January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$0.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$0.

Program Progress Summary: Currently, Peoples Gas System has no active Monitoring and Research programs. The company continues to review possible programs to research and develop.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: OIL HEAT REPLACEMENT

Program Description: This program is designed to encourage customers to convert their existing oil heating system to more energy efficient natural gas heating. Peoples Gas System offers piping and venting allowances to defray the higher cost of installation of natural gas systems in hopes of preventing the customer from putting in less costly electric resistance strip heat.

Program Projections: January 1, 2019 to December 31, 2019.

During this period, there are zero customer rebates projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are zero customers rebates projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$0.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$0.

Program Progress Summary:

Through December 31, 2018 the following Oil Heat Replacement totals are:
Oil Heat Replacement: 374

PROGRAM DESCRIPTION AND PROGRESS

Program Title: CONSERVATION DEMONSTRATION AND DEVELOPMENT

Program Description: The Conservation Demonstration and Development program allows local distribution companies to pursue opportunities for individual and joint research including testing of technologies to develop new energy conservation programs.

Program Projections: See Program Progress Summary.

Program Fiscal Expenditures: January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$0.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$0.

Program Progress Summary: Currently, Peoples Gas System recently completed the installation of gas heat pumps to be studied overtime as part of the Conservation Demonstration and Development program. The company continues to review possible programs to research and develop.

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL NEW CONSTRUCTION

Program Description: This Program is designed to increase the number of high priority natural gas customers in the new commercial construction market. The company offers incentives to customers for the installation of natural gas appliances in order to defray the initial higher cost associated with piping and venting when installing natural gas appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 150 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 150 customers projected to participate.

Program Fiscal Expenditures:

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$210,000.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$220,000.

Program Progress Summary:

Through December 31, 2018 the following Commercial New Construction totals are:

Commercial New Construction: 442

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL RETENTION

Program Description: This program is designed to encourage current natural gas customers to replace existing natural gas appliances with energy efficient natural gas appliances. The program offers allowances to assist in defraying the cost of more expensive energy efficient appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 350 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 350 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$499,990.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$525,000.

**Program Progress
Summary:**

Through December 31, 2018 the following Commercial Retention totals are:
Commercial Retention: 1,238

PROGRAM DESCRIPTION AND PROGRESS

Program Title: COMMERCIAL REPLACEMENT

Program Description: This program was designed to encourage the replacement of electric appliances with energy efficient natural gas appliances by offering incentives to defray the initial higher cost associated with piping and venting for natural gas appliances.

Program Projections: January 1, 2019 to December 31, 2019

During this period, there are 350 customers projected to participate.

January 1, 2020 to December 31, 2020

During this period, there are 350 customers projected to participate.

**Program Fiscal
Expenditures:**

January 1, 2019 to December 31, 2019

Expenditures are estimated to be \$849,947.

January 1, 2020 to December 31, 2020

Expenditures are estimated to be \$850,000.

Program Progress

Summary:

Through December 31, 2018 the following Commercial Replacement totals are:
Commercial Replacement: 1,103

ADJUSTED NET TRUE-UP
FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

END OF PERIOD TRUE-UP

PRINCIPLE	\$13,906	
INTEREST	<u>\$322</u>	\$14,228

LESS PROJECTED TRUE-UP

PRINCIPLE	\$13,727	
INTEREST	<u>\$155</u>	<u>\$13,882</u>

ADJUSTED NET TRUE-UP	\$346
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ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED

JANUARY 2018 THROUGH DECEMBER 2018

	<u>ACTUAL</u>	<u>PROJECTED</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	\$0	\$0	\$0
PAYROLL & BENEFITS	\$11,520	\$11,436	\$84
MATERIALS & SUPPLIES	\$0	\$0	\$0
ADVERTISING	\$151	\$131	\$20
INCENTIVES	\$29,755	\$37,255	(\$7,500)
OUTSIDE SERVICES	\$5,700	\$1,824	\$3,876
VEHICLES	\$0	\$0	\$0
OTHER	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
SUB TOTAL	\$47,126	\$50,646	(\$3,520)
PROGRAM REVENUES	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
TOTAL PROGRAM COSTS	\$47,126	\$50,646 C-3, PAGE 2	(\$3,520)
LESS: PRIOR PERIOD TRUE-UP	\$11,073	\$11,073 C-3, PAGE 4	\$0
CONSERVATION REVENUES APPLICABLE TO THE PERIOD	CT-3.2 Line 6 (\$33,220)	(\$36,919) C-3, p.4 line 5	\$3,699
ROUNDING ADJUSTMENTS	<u>\$0</u>	<u>\$0</u>	\$0
TRUE-UP BEFORE INTEREST	\$13,906	\$13,727	\$179
INTEREST PROVISION	\$322	\$155 C-3 p 4 line 8	\$167
END OF PERIOD TRUE-UP	<u>\$14,228</u>	<u>\$13,882</u>	<u>\$346</u>
() REFLECTS OVER-RECOVERY			

Actual Conservation Program Costs per Program
For Months: January 2018 through December 2018

Program Name	<u>Capital Investment</u>	<u>Payroll & Benefits</u>	<u>Materials & Supplies</u>	<u>Advertising</u>	<u>Incentives</u>	<u>Outside Services</u>	<u>Vehicles</u>	<u>Other</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$0	\$1,920	\$0	\$0	\$2,300	\$950	\$0	\$0	\$5,170
Program 2: Res. Appliance Replace	\$0	\$1,920	\$0	\$151	\$22,450	\$950	\$0	\$0	\$25,471
Program 3: Customer Retention	\$0	\$1,920	\$0	\$0	\$3,500	\$950	\$0	\$0	\$6,370
Program 4: Comm. New Const.	\$0	\$1,920	\$0	\$0	\$0	\$950	\$0	\$0	\$2,870
Program 5: Comm. Appli. Replace	\$0	\$1,920	\$0	\$0	\$0	\$950	\$0	\$0	\$2,870
Program 6: Comm.Cust. Retention	\$0	\$1,920	\$0	\$0	\$1,505	\$950	\$0	\$0	\$4,375
TOTAL	\$0	\$11,520	\$0	\$151	\$29,755	\$5,700	\$0	\$0	\$47,126

Conservation Costs per Program - Variance Actual Versus Projected

For Months: January 2018 through December 2018

Program Name	Capital <u>Investment</u>	Payroll & <u>Benefits</u>	Materials & <u>Supplies</u>	<u>Advertising</u>	<u>Incentives</u>	Outside <u>Services</u>	<u>Vehicles</u>	<u>Other</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$0	\$14	\$0	\$0	(\$650)	\$646	\$0	\$0	\$10
Program 2: Res. Appliance Replace	\$0	\$14	\$0	\$20	(\$5,100)	\$646	\$0	\$0	(\$4,420)
Program 3: Customer Retention	\$0	\$14	\$0	\$0	\$1,250	\$646	\$0	\$0	\$1,910
Program 4: Comm. New Const.	\$0	\$14	\$0	\$0	(\$1,000)	\$646	\$0	\$0	(\$340)
Program 5: Comm. Appli. Replace	\$0	\$14	\$0	\$0	(\$1,000)	\$646	\$0	\$0	(\$340)
Program 6: Comm.Cust. Retention	\$0	\$14	\$0	\$0	(\$1,000)	\$646	\$0	\$0	(\$340)
TOTAL	\$0	\$84	\$0	\$20	(\$7,500)	\$3,876	\$0	\$0	(\$3,520)

Energy conservation Adjustment Calculation of True-Up and Interest Provision
Summary of Expenses By program By Month
For Months: January 2018 through December 2018

Program Name	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>TOTAL</u>
Program 1: Res. New Home Const.	\$746	\$260	\$1,760	\$270	\$160	\$160	-\$56	\$673	\$161	\$161	\$161	\$716	\$5,170
Program 2: Res. Appliance Replace	\$3,796	\$1,549	\$6,785	\$1,820	\$251	\$5,035	\$465	\$673	\$836	\$836	\$1,036	\$2,391	\$25,471
Program 3: Customer Retention	\$196	\$160	\$160	\$270	\$160	\$1,360	\$944	\$673	\$911	\$161	\$261	\$1,116	\$6,370
Program 4 Comm. New Const.	\$196	\$160	\$160	\$270	\$160	\$160	\$444	\$673	\$161	\$161	\$161	\$166	\$2,870
Program 5 Comm. Appli. Replace	\$196	\$160	\$160	\$270	\$160	\$160	\$444	\$673	\$161	\$161	\$161	\$166	\$2,870
Program 6 Comm.Cust. Retention	\$961	\$160	\$160	\$1,010	\$160	\$160	\$444	\$673	\$161	\$161	\$161	\$166	\$4,375
TOTAL	\$6,089	\$2,449	\$9,183	\$3,913	\$1,049	\$7,033	\$2,686	\$4,039	\$2,389	\$1,639	\$1,939	\$4,720	\$47,126

Energy conservation Adjustment Calculation of True-Up and Interest Provision

For Months: January 2018 through December 2018

Conservation

Revenues	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
1 RCS AUDIT FEES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2 PSC REG ASSESS FEE	\$29	\$19	\$23	\$20	\$20	\$18	\$16	\$17	\$17	\$19	\$19	\$22	\$239
3 CONSERV. ADJ. REVS	(\$5,727)	(\$3,877)	(\$4,536)	(\$4,001)	(\$3,938)	(\$3,512)	(\$3,284)	(\$3,472)	(\$3,334)	(\$3,826)	(\$3,910)	(\$4,378)	(\$47,795)
4 TOTAL REVENUES	(\$5,698)	(\$3,858)	(\$4,513)	(\$3,981)	(\$3,918)	(\$3,494)	(\$3,268)	(\$3,455)	(\$3,317)	(\$3,807)	(\$3,891)	(\$4,356)	(\$47,556)
5 PRIOR PERIOD TRUE-UP NOT APPLICABLE TO THIS PERIOD	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,195	\$1,191	\$14,336
6 CONSERVATION REVS APPLICABLE TO THIS PERIOD	(\$4,503)	(\$2,663)	(\$3,318)	(\$2,786)	(\$2,723)	(\$2,299)	(\$2,073)	(\$2,260)	(\$2,122)	(\$2,612)	(\$2,696)	(\$3,165)	(\$33,220)
7 CONSERVATION EXPS (FROM CT-3, PAGE 1)	\$6,089	\$2,449	\$9,183	\$3,913	\$1,049	\$7,033	\$2,686	\$4,039	\$2,389	\$1,639	\$1,939	\$4,720	\$47,126
8 TRUE-UP THIS PERIOD	\$1,586	(\$214)	\$5,865	\$1,127	(\$1,674)	\$4,734	\$613	\$1,779	\$267	(\$973)	(\$757)	\$1,555	\$13,906
9 INT. PROV. THIS PERIOD (FROM CT-3, PAGE 3)	\$19	\$18	\$24	\$27	\$25	\$27	\$31	\$31	\$31	\$32	\$28	\$28	\$322
10 TRUE-UP & INT. PROV. BEGINNING OF MONTH.	\$14,336	\$14,746	\$13,354	\$18,048	\$18,006	\$15,162	\$18,728	\$18,178	\$18,793	\$17,896	\$15,760	\$13,836	
11 PRIOR TRUE-UP (COLLECTED) REFUNDED	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,195)	(\$1,191)	
TOTAL NET TRUE-UP													
12 (SUM LINES 8+9+10+11)	\$14,746	\$13,354	\$18,048	\$18,006	\$15,162	\$18,728	\$18,178	\$18,793	\$17,896	\$15,760	\$13,836	\$14,228	\$14,228

Calculation of True-Up and Interest Provision
For Months: January 2018 through December 2018

	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>TOTAL</u>
Interest Provision													
1 BEGINNING TRUE-UP	\$14,336	\$14,746	\$13,354	\$18,048	\$18,006	\$15,162	\$18,728	\$18,178	\$18,793	\$17,896	\$15,760	\$13,836	
ENDING TRUE-UP BEFORE													
2 INTEREST	\$14,727	\$13,336	\$18,024	\$17,979	\$15,137	\$18,701	\$18,146	\$18,762	\$17,865	\$15,728	\$13,808	\$14,200	
TOTAL BEGINNING &													
3 ENDING TRUE-UP	\$29,063	\$28,082	\$31,379	\$36,027	\$33,144	\$33,863	\$36,874	\$36,939	\$36,658	\$33,624	\$29,568	\$28,036	
AVERAGE TRUE-UP													
4 (LINE 3 x 50%)	\$14,531	\$14,041	\$15,689	\$18,014	\$16,572	\$16,932	\$18,437	\$18,470	\$18,329	\$16,812	\$14,784	\$14,018	
INT. RATE - 1ST DAY													
5 OF REPORTING MONTH	1.58%	1.46%	1.62%	1.86%	1.85%	1.86%	1.98%	1.98%	1.98%	2.21%	2.27%	2.30%	
INT. RATE - 1ST DAY													
6 OF SUBSEQUENT MONTH	1.46%	1.62%	1.86%	1.85%	1.86%	1.98%	1.98%	1.98%	2.21%	2.27%	2.30%	2.42%	
7 TOTAL (LINES 5 + 6)	3.04%	3.08%	3.48%	3.71%	3.71%	3.84%	3.96%	3.96%	4.19%	4.48%	4.57%	4.72%	
AVG. INT. RATE													
8 (LINE 7 x 50%)	1.52%	1.54%	1.74%	1.86%	1.86%	1.92%	1.98%	1.98%	2.10%	2.24%	2.29%	2.36%	
MONTHLY AVG.													
9 INT. RATE	0.13%	0.13%	0.15%	0.15%	0.15%	0.16%	0.17%	0.17%	0.17%	0.19%	0.19%	0.20%	
10 INTEREST PROVISION (LINE 4 x LINE 9)	\$19	\$18	\$24	\$27	\$25	\$27	\$31	\$31	\$31	\$32	\$28	\$28	\$322

SEBRING GAS SYSTEM, INC.

Reconciliation and Explanation of differences between Filing and
PSC Audit Report for January 2018 through December 2018.

NO DIFFERENCES ARE KNOWN AS OF THE DATE OF THIS FILING

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Residential New Construction

Program Description:

The Residential New Construction Program is designed to increase the overall penetration of natural gas in the single family and multi-family construction residential markets of the Company's service territory by expanding consumer energy options in new homes.

For the period January 1, 2018 through December 31, 2018, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010.

Order No. PSC-10-0551-PAA-EG prescribed the following Residential New Construction Cash Allowances:

Gas Storage Tank Water Heater	\$350
Gas High Efficiency Storage Tanks Water Heater	\$400
Gas Tankless Water Heater	\$550
Gas Heating	\$500
Gas Cooking	\$150
Gas Clothes Drying	\$100

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company was:

\$2,300

Program Fiscal Expenditures:

During 2018 expenditures for the Residential New Construction Program totaled

\$5,170

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Residential Appliance Replacement Program

Program Description:

The Residential Appliance Replacement Program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. Incentives are offered for the replacement of non-natural gas water heating, heating, cooking or clothes drying appliances through the purchase and/or lease of energy efficient natural gas appliances.

For the period January 1, 2018 through December 31, 2018, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010.

Order No. PSC-10-0551-PAA-EG prescribed the following Residential Appliance Replacement Cash Allowances:

	\$500
Gas Storage Tank Water Heater	\$550
Gas High Efficiency Storage Tanks Water Heater	\$675
Gas Tankless Water Heater	\$725
Gas Heating	\$200
Gas Cooking	\$150
Gas Clothes Drying	

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company under the Residential Appliance Replacement Program was:

\$22,450

Program Fiscal Expenditures:

During 2018 expenditures for the Resident Appliance Replacement Program totaled
\$25,471

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Residential Customer Retention Program

Program Description:

The Company offers the Residential Appliance Retention Program to existing customers to promote the retention of energy efficient appliances and encourage the continued use of natural gas in the home. As an incentive to continue to provide substantial benefits to the customer and utilize our resources effectively this program offers cash allowances to the customer.

For the period January 1, 2018 through December 31, 2018, the Company operated under the terms of Order No. PSC-10-0551-PAA-EG, issued on September 7, 2010.

Order No. PSC-10-0551-PAA-EG prescribed the following Residential Appliance Replacement Cash Allowances:

Gas Storage Tank Water Heater	\$350
Gas High Efficiency Storage Tanks Water Heater	\$400
Gas Tankless Water Heater	\$550
Gas Heating	\$500
Gas Cooking	\$100
Gas Clothes Drying	\$100

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company under the Residential Appliance Retention Program was:

\$3,500

Program Fiscal Expenditures:

During 2018 expenditures for the Resident Appliance Retention Program totaled
\$6,370

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Commercial New Construction

Program Description:

The Commercial New Construction Conservation Program's purpose is to educate, inform and encourage its commercial customers to build with natural gas. The program is designed to allow Sebring Gas System to provide incentives to new construction to be used toward the purchase and installation of natural gas appliances for their commercial business.

The Natural Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company under the Commercial New Construction Program was:

\$0

Program Fiscal Expenditures:

During 2018 expenditures for the Commercial New Construction Program totaled

\$2,870

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Commercial Retrofit

Program Description:

The Commercial Retrofit Conservation Program's purpose is to educate, inform and encourage its commercial customers to use natural gas. The program is designed to allow Sebring Gas System to provide incentives to commercial customers to be used toward the purchase and installation of natural gas appliances for their commercial business.

The Natural Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company under the Commercial Retrofit Program was:

\$0

Program Fiscal Expenditures:

During 2018 expenditures for the Commercial Retrofit Program totaled
\$2,870

SEBRING GAS SYSTEM, INC.
Program Description and Progress

Program Title:

Commercial Retention

Program Description:

The Commercial Retention Conservation Program's purpose is to educate, inform and encourage its commercial customers to build with natural gas. The program is designed to allow Sebring Gas System to provide incentives to commercial customers to be used toward the and installation of natural gas appliances for their commercial business.

The Natura Gas Energy Conservation Program was approved by the Florida Public Services Commission in Docket No. 130167-EG on January 14, 2014.

Program Accomplishments:

For the twelve month period January 2018 through December 2018, the amount of incentives paid by the Company under the Commercial Retention Program was:

\$1,505

Program Fiscal Expenditures:

During 2018 expenditures for the Commercial Retention Program totaled

\$4,375

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
JANUARY 2020 THROUGH DECEMBER 2020

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	\$ 57,293
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	\$ 1,678
3. TOTAL (LINE 1 AND 2)	<u>\$ 58,971</u>

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER CHARGE REVENUES	DELIVERY CHARGE	TOTAL CUST & DELIVERY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
TS-1	6,215	40,641	\$57,591	\$24,608	\$82,199	\$7,738	9.41%	0.19041	1.00503	0.19137
TS-2	608	17,628	\$7,296	\$8,695	\$15,991	\$1,505	9.41%	0.08540	1.00503	0.08583
TS-3	1,284	430,636	\$44,940	\$185,837	\$230,777	\$21,726	9.41%	0.05045	1.00503	0.05070
TS-4	522	645,684	\$78,300	\$219,134	\$297,434	\$28,001	9.41%	0.04337	1.00503	0.04358
TOTAL	8,629	1,134,589	\$188,127	\$438,274	\$626,401	\$58,971				

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 9
PARTY: SEBRING GAS SYSTEM (SEBRING) –
(DIRECT)
DESCRIPTION: Jerry Melendy JHM-2

ESTIMATED CONSERVATION PROGRAM COSTS BY PROGRAM BY MONTH
JANUARY 2020 THROUGH DECEMBER 2020

PROGRAM	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,567	\$1,561	\$18,798
2 RESIDENTIAL APPLIANCE REPLACEMENT	\$639	\$639	\$639	\$639	\$639	\$639	\$639	\$639	\$639	\$639	\$639	\$644	\$7,673
3 RESIDENTIAL APPLIANCE RETENTION	\$517	\$517	\$517	\$517	\$517	\$517	\$517	\$517	\$517	\$517	\$517	\$511	\$6,198
4 COMMERCIAL NEW CONSTRUCTION	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,517	\$1,511	\$18,198
5 COMMERCIAL APPLIANCE REPLACEMENT	\$267	\$267	\$267	\$267	\$267	\$267	\$267	\$267	\$267	\$267	\$267	\$261	\$3,198
6 COMMERCIAL RETENTION	\$269	\$269	\$269	\$269	\$269	\$269	\$269	\$269	\$269	\$269	\$269	\$268	\$3,227
TOTAL ALL PROGRAMS	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776	\$4,757	\$57,293

COMPANY:

Sebring Gas System, Inc.

Docket No. 20190004-GU

ECCR 2020 PROJECTIONS

Exhibit JHM-2

Page 3 of 19

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2020 THROUGH DECEMBER 2020

PROGRAM	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION	\$0	\$2,126	\$0	\$0	\$15,600	\$1,072	\$0	\$0	\$18,798
2 RESIDENTIAL APPLIANCE REPLACEMENT	\$0	\$2,126	\$0	\$0	\$4,475	\$1,072	\$0	\$0	\$7,673
3 RESIDENTIAL APPLIANCE RETENTION	\$0	\$2,126	\$0	\$0	\$3,000	\$1,072	\$0	\$0	\$6,198
4 COMMERCIAL NEW CONSTRUCTION	\$0	\$2,126	\$0	\$0	\$15,000	\$1,072	\$0	\$0	\$18,198
5 COMMERCIAL APPLIANCE REPLACEMENT	\$0	\$2,126	\$0	\$0	\$0	\$1,072	\$0	\$0	\$3,198
6 COMMERCIAL RETENTION	\$0	\$2,155	\$0	\$0	\$0	\$1,072	\$0	\$0	\$3,227
PROGRAM COSTS	\$0	\$12,786	\$0	\$0	\$38,075	\$6,432	\$0	\$0	\$57,293

COMPANY:

Sebring Gas System, Inc.
Docket No. 20190004-GU
ECCR 2020 PROJECTIONS
Exhibit JHM-2

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2019 THROUGH DECEMBER 2019

<u>PROGRAM</u>	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
1 RESIDENTIAL NEW CONSTRUCTION									
A. ACTUAL	\$0	\$1,125	\$0	\$0	\$2,450	\$521	\$0	\$0	\$4,096
B. ESTIMATED	\$0	\$900	\$0	\$0	\$1,350	\$500	\$0	\$0	\$2,750
TOTAL	\$0	\$2,025	\$0	\$0	\$3,800	\$1,021	\$0	\$0	\$6,846
2 RESIDENTIAL APPLIANCE REPLACEMENT									
A. ACTUAL	\$0	\$1,125	\$0	\$0	\$5,650	\$521	\$0	\$0	\$7,296
B. ESTIMATED	\$0	\$900	\$0	\$0	\$3,775	\$500	\$0	\$0	\$5,175
TOTAL	\$0	\$2,025	\$0	\$0	\$9,425	\$1,021	\$0	\$0	\$12,471
3 RESIDENTIAL APPLIANCE RETENTION									
A. ACTUAL	\$0	\$1,125	\$0	\$0	\$4,850	\$521	\$0	\$0	\$6,496
B. ESTIMATED	\$0	\$900	\$0	\$0	\$850	\$500	\$0	\$0	\$2,250
TOTAL	\$0	\$2,025	\$0	\$0	\$5,700	\$1,021	\$0	\$0	\$8,746
4 COMMERCIAL NEW CONSTRUCTION									
A. ACTUAL	\$0	\$1,125	\$0	\$0	\$0	\$521	\$0	\$0	\$1,646
B. ESTIMATED	\$0	\$900	\$0	\$0	\$0	\$500	\$0	\$0	\$1,400
TOTAL	\$0	\$2,025	\$0	\$0	\$0	\$1,021	\$0	\$0	\$3,046
SUB-TOTAL	\$0	\$8,100	\$0	\$0	\$18,925	\$4,084	\$0	\$0	\$31,109

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2019 THROUGH DECEMBER 2019

<u>PROGRAM</u>	CAPITAL INVESTMENT	PAYROLL	MATERIAL & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
SUB-TOTAL - PREVIOUS PAGE	\$0	\$8,100	\$0	\$0	\$18,925	\$4,084	\$0	\$0	\$31,109
5 COMMERCIAL APPLIANCE REPLACE									
A. ACTUAL	\$0	\$1,125	\$0	\$0	\$715	\$521	\$0	\$0	\$2,361
B. ESTIMATED	\$0	\$900	\$0	\$0	\$0	\$500	\$0	\$0	\$1,400
TOTAL	\$0	\$2,025	\$0	\$0	\$715	\$1,021	\$0	\$0	\$3,761
6 COMMERCIAL RETENTION									
A. ACTUAL	\$0	\$1,152	\$0	\$0	\$5,253	\$521	\$0	\$0	\$6,926
B. ESTIMATED	\$0	\$900	\$0	\$0	\$0	\$500	\$0	\$0	\$1,400
TOTAL	\$0	\$2,052	\$0	\$0	\$5,253	\$1,021	\$0	\$0	\$8,326
PROGRAM COSTS	\$0	\$12,177	\$0	\$0	\$24,893	\$6,126	\$0	\$0	\$43,196

CONSERVATION PROGRAM COSTS BY PROGRAM
 ACTUAL / ESTIMATED
 JANUARY 2019 THROUGH DECEMBER 2019

PROGRAM	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL	
1 RESIDENTIAL NEW CONSTRUCTION	\$1,006	\$961	\$1,274	\$160	\$243	\$204	\$248	\$250	\$475	\$250	\$250	\$1,525	\$6,846	\$0
2 RESIDENTIAL APPLIANCE REPLACEMENT	\$1,681	\$986	\$1,749	\$160	\$243	\$2,229	\$248	\$700	\$850	\$2,175	\$400	\$1,050	\$12,471	\$0
3 RESIDENTIAL CUSTOMER RETENTION	\$2,306	\$1,261	\$1,474	\$160	\$243	\$704	\$348	\$700	\$925	\$175	\$275	\$175	\$8,746	\$0
4 COMMERCIAL NEW CONSTRUCTION	\$456	\$161	\$174	\$160	\$243	\$204	\$248	\$700	\$175	\$175	\$175	\$175	\$3,046	\$0
5 COMMERCIAL APPLIANCE REPLACE	\$456	\$876	\$174	\$160	\$243	\$204	\$248	\$700	\$175	\$175	\$175	\$175	\$3,761	\$0
6 COMMERCIAL RETENTION	\$456	\$161	\$174	\$3,943	\$243	\$204	\$1,745	\$700	\$175	\$175	\$175	\$175	\$8,326	\$0
TOTAL ALL PROGRAMS	\$6,361	\$4,406	\$5,019	\$4,743	\$1,458	\$3,749	\$3,085	\$3,750	\$2,775	\$3,125	\$1,450	\$3,275	\$43,196	\$0

ENERGY CONSERVATION ADJUSTMENT
JANUARY 2019 THROUGH DECEMBER 2019

CONSERVATION REVENUES	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
OTHER PROGRAM REV	0	0	0	0	0	0	0	0	0	0	0	0	0
1. ECCR REVENUE	(5,662)	(4,845)	(5,012)	(4,934)	(4,545)	(3,898)	(4,301)	(4,066)	(4,007)	(4,627)	(4,772)	(5,518)	(56,187)
2. CONSERV. ADJ. REV. (NET OF REV. TAXES)	28	24	25	25	23	19	22	20	20	23	24	28	281
3. TOTAL REVENUES	(5,634)	(4,821)	(4,987)	(4,909)	(4,522)	(3,879)	(4,279)	(4,046)	(3,987)	(4,604)	(4,748)	(5,490)	(55,906)
4. PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	1,186	1,186	1,186	1,186	1,186	1,186	1,186	1,186	1,186	1,186	1,186	1,182	14,228
5. CONSERV. REVS. APPLIC. TO PERIOD	(4,448)	(3,635)	(3,801)	(3,723)	(3,336)	(2,693)	(3,093)	(2,860)	(2,801)	(3,418)	(3,562)	(4,308)	(41,678)
6. CONSERVATION EXPS. (FORM C-3, PAGE 3)	6,361	4,406	5,019	4,743	1,458	3,749	3,085	3,750	2,775	3,125	1,450	3,275	43,196
7. TRUE-UP THIS PERIOD	1,913	771	1,218	1,020	(1,878)	1,056	(8)	890	(26)	(293)	(2,112)	(1,033)	1,518
8. INTEREST THIS PERIOD (C-3, PAGE 5)	24	12	13	15	15	14	13	13	9	9	10	14	160
9. TRUE-UP & INT BEGIN OF MONTH	14,228	14,979	14,575	14,620	14,469	11,420	11,304	10,123	9,840	8,637	7,167	3,879	
10. PRIOR TRUE-UP COLLECT / (REFUND)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,186)	(1,182)	
11. END OF PERIOD TOTAL NET TRUE-UP	14,979	14,575	14,620	14,469	11,420	11,304	10,123	9,840	8,637	7,167	3,879	1,678	1,678

COMPANY:

Sebring Gas System, Inc.
Docket No. 20190004-GU
ECCR 2020 PROJECTIONS
Exhibit JHM-2

CALCULATION OF TRUE-UP AND INTEREST PROVISION
JANUARY 2019 THROUGH DECEMBER 2019

INTEREST PROVISION	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
BEGINNING TRUE-UP CT-3.2 Previous period	14,228	14,979	14,575	14,620	14,469	11,420	11,304	10,123	9,840	8,637	7,167	3,879	
END. T-UP BEFORE INT. (C3,4)	14,955	14,563	14,608	14,454	11,406	11,290	10,110	9,827	8,628	7,158	3,869	1,664	
TOTAL BEG. & END. T-UP	29,183	29,542	29,183	29,075	25,875	22,711	21,414	19,950	18,467	15,794	11,036	5,543	
AVERAGE TRUE-UP	14,591	14,771	14,591	14,537	12,938	11,355	10,707	9,975	9,234	7,897	5,518	2,772	
INT. RATE-FIRST DAY OF REPORTING BUSINESS MTH.	2.42%	2.41%	2.41%	2.48%	2.43%	2.39%	2.32%	2.10%	2.10%	2.10%	2.10%	2.10%	
INT. RATE-FIRST DAY OF SUBSEQUENT BUSINESS MTH.	2.41%	2.41%	2.48%	2.43%	2.39%	2.32%	2.10%	2.10%	2.10%	2.10%	2.10%	2.10%	
TOTAL	4.83%	4.82%	4.89%	4.91%	4.82%	4.71%	4.42%	4.20%	4.20%	4.20%	4.20%	4.20%	
AVG INTEREST RATE	2.42%	2.41%	2.45%	2.46%	2.41%	2.36%	2.21%	2.10%	2.10%	2.10%	2.10%	2.10%	
MONTHLY AVG. INT. RATE	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%	0.18%	0.18%	0.18%	0.18%	0.18%	0.18%	
INTEREST PROVISION	24	12	13	15	15	14	13	13	9	9	10	14	160

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Residential New Construction Program

Program Description

This program is designed to increase the overall penetration of natural gas in the single family and multi-family residential construction markets of Sebring Gas System, Inc. (the Company)'s service territory by expanding consumer energy options in new homes. Incentives are offered to any home builder or developer who installs the below listed energy efficient appliances.

Current Approved Allowances

\$350 Gas Storage Tank Water Heating
\$400 Gas High Efficiency Storage tank Water Heater
\$550 Tankless Water Heating
\$500 Gas Heating
\$150 Gas Cooking
\$100 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2020, the Company estimates that the following allowances will be paid for the Residential New Home Construction Program:

Tankless Water Heating: 9 allowances at \$550 each for a total of \$4,950.

Gas Cooking: 5 allowances at \$150 each for a total of \$750.

Gas Clothes Drying: 5 allowances at \$100 each for a total of \$500.

The total estimated allowances for the Residential New Home Construction Program are \$6,200.

Program Fiscal Expenditures

For the twelve-month period of January through December 2020, the Company estimates expenses of the Residential New Home Construction Program to be \$9,398.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Residential Appliance Replacement Program

Program Description

This program is designed to encourage the replacement of inefficient non-natural gas residential appliances with energy efficient natural gas appliances. Incentives are offered for the replacement of non-gas appliances through the purchase of energy efficient natural gas appliances.

Current Approved Allowances

\$500 Gas Storage Tank Water Heating
\$550 Gas High Efficiency Storage tank Water Heater
\$675 Tankless Water Heating
\$725 Gas Heating
\$200 Gas Cooking
\$150 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2020, the Company estimates that the following allowances will be paid for Residential Appliance Replacement Program:

High Efficiency Tank Water Heater: 1 allowance for \$550.

Tankless Water Heating: 18 allowances at \$675 each for a total of \$12,150.

Gas Cooking: 8 allowances at \$200 each for a total of \$1,600.

Gas Clothes Drying: 5 allowances at \$150 each for a total of \$750.

The total estimated allowances for the Residential Appliance Replacement Program are \$15,050.

Program Fiscal Expenditures

For the twelve-month period of January through December 2020, the Company estimates expenses of the Residential Appliance Replacement Program to be \$18,248.

**Sebring Gas System, Inc.
Program Description and Progress**

Program Title

Residential Appliance Retention Program

Program Description

This program is designed to encourage existing customers to continue to use natural gas in the home. As an incentive to continue to provide substantial benefits to the customer and utilize our county's resources effectively, this program offers cash allowances to the customer.

Current Approved Allowances

\$350 Gas Storage Tank Water Heating
\$400 Gas High Efficiency Storage tank Water Heater
\$550 Tankless Water Heating
\$500 Gas Heating
\$100 Gas Cooking
\$100 Gas Clothes Drying

Program Projections

For the twelve-month period of January through December 2020, the Company estimates that the following allowances will be paid for Residential Appliance Retention Program:

Gas High Efficiency Storage Tank Water Heater: 1 allowance for \$400.
Tankless Water Heating: 15 allowances at \$550 each for a total of \$8,250.
Gas Cooking: 10 allowances at \$100 each for a total of \$1,000.
Gas Clothes Drying: 6 allowances at \$100 each for a total of \$600.

The total estimated allowances for the Residential Appliance Retention Program are \$10,250.

Program Fiscal Expenditures

For the twelve-month period of January through December 2020, the Company estimates expenses of the Residential Appliance Retention Program to be \$13,448.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Conservation Education Program

Program Description

The object of this program is to inform consumers about the Company's energy conservation programs and provide general information on energy efficiency measures that will reduce energy consumption and costs.

Program Activity and Projections:

The Company continues to communicate with several homebuilders, appliance retailers and contractors in its service area to provide information on its programs. The Company attends local builder association meetings, participating in their events. The Company continues to use a part-time outside contract sales group in an attempt to increase program participation. In 2009, the Company began participation in the Get Gas Florida consumer education program supported by the Florida Natural Gas Association. In the year 2010 the Company began a program of direct mailings to inform the public located within its service area of the benefit of using natural gas and the awareness of the programs offered by the Company.

Program Fiscal Expenditures:

The Company books any expenditures for the education program to the various incentive programs.

Sebring Gas System, Inc.
Program Description and Progress

Program Title

Small Commercial Food Service

Program Description

This program is designed to encourage owners and operators of Small Commercial Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,000
Tankless W/H	\$2,000
Range/Oven	\$1,000
Fryer	\$3,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000

**Sebring Gas System, Inc.
Program Description and Progress**

Program Title

Large Commercial Non-Food Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Non-Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H \$2,000

Tankless W/H \$2,500

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H \$1,500

Tankless W/H \$2,000

**Sebring Gas System, Inc.
Program Description and Progress**

Program Title

Large Commercial Food Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Food Service establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$2,000
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000

**Sebring Gas System, Inc.
Program Description and Progress**

Program Title

Large Commercial Hospitality

Program Description

This program is designed to encourage owners and operators of Large Commercial Hospitality establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$2,000
Tankless W/H	\$2,500
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

Large Commercial Hospitality Program, continued from page 16 of 19

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Range/Oven	\$1,500
Fryer	\$3,000
Dryer	\$1,500

**Sebring Gas System, Inc.
Program Description and Progress**

Program Title

Large Commercial Cleaning Service

Program Description

This program is designed to encourage owners and operators of Large Commercial Hospitality establishments to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates.

Current Approved Allowances

New Construction: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Dryer	\$1,500

Replacement: 100% of the purchase and installation cost up to the amounts below.

Tank W/H	\$2,000
Tankless W/H	\$2,500
Range/Oven	\$1,500

Retention: 50% of the purchase and installation cost up to the amounts below.

Tank W/H	\$1,500
Tankless W/H	\$2,000
Dryer	\$1,500

**Sebring Gas System, Inc.
Program Description and Progress**

Program Projections

For the twelve-month period of January through December 2020, the Company estimates that the following allowances will be paid for the Commercial Rebate Programs:

Commercial New Construction:	\$ 00
Commercial Appliance Replacement	\$ 5,000
Commercial Retention	\$10,000

Program Fiscal Expenditures

For the twelve-month period of January through December 2020, the Company estimates expenses of the Commercial Rebate Programs to be \$24,623.

ADJUSTED NET TRUE-UP
 FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

END OF PERIOD NET TRUE-UP

PRINCIPLE	45,912	
INTEREST	<u>231</u>	46,143

LESS PROJECTED TRUE-UP

PRINCIPLE	12,061	
INTEREST	<u>202</u>	<u>12,263</u>

ADJUSTED NET TRUE-UP 33,880

() REFLECTS OVER-RECOVERY

FLORIDA PUBLIC SERVICE COMMISSION
 DOCKET: 20190004-GU EXHIBIT: 10
 PARTY: ST. JOE NATURAL GAS (SJNG) –
 (DIRECT)
 DESCRIPTION: Debbie Stitt DKS-1

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS
ACTUAL VERSUS ESTIMATED

FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

	ACTUAL	PROJECTED*	DIFFERENCE
CAPITAL INVESTMENT	0	0	0
PAYROLL & BENEFITS	0	0	0
MATERIALS & SUPPLIES	0	0	0
ADVERTISING	0	0	0
INCENTIVES	190,625	159,150	31,475
OUTSIDE SERVICES	0	0	0
VEHICLES	0	0	0
OTHER	<u>0</u>	<u>0</u>	<u>0</u>
SUB-TOTAL	190,625	159,150	31,475
PROGRAM REVENUES	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL PROGRAM COSTS	190,625	159,150	31,475
LESS:			
PAYROLL ADJUSTMENTS	0	0	0
AMOUNTS INCLUDED IN RATE BASE	0	0	0
CONSERVATION ADJUSTMENT REVENUES	-144,713	-147,089	2,376
ROUNDING ADJUSTMENT	<u>0</u>	<u>0</u>	<u>0</u>
TRUE-UP BEFORE INTEREST	45,912	12,061	33,851
INTEREST PROVISION	<u>231</u>	<u>202</u>	<u>29</u>
END OF PERIOD TRUE-UP	<u><u>46,143</u></u>	<u><u>12,263</u></u>	<u><u>33,880</u></u>

() REFLECTS OVER-RECOVERY

* 2 MONTHS ACTUAL AND 10 MONTHS PROJECTED

ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM
 FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRU	0	0	0	0	53,650	0	0	0	53,650
PROGRAM 2: RESIDENTIAL APPLIANCE REPL	0	0	0	0	16,525	0	0	0	16,525
PROGRAM 3: RESIDENTIAL APPLIANCE RETE	0	0	0	0	118,950	0	0	0	118,950
PROGRAM 4: LARGE COMMERCIAL - NEW CC	0	0	0	0	0	0	0	0	0
PROGRAM 5: LARGE COMMERCIAL - RETENT	0	0	0	0	1,500	0	0	0	1,500
PROGRAM 6: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 7: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 8: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 9: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 10: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 11: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 12: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 13: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 14: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 15: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 16: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 17: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 18: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 19: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 20: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	190,625	0	0	0	190,625

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED
 FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: RESIDENTIAL NEW CONSTRUC	0	0	0	0	-3,250	0	0	0	-3,250
PROGRAM 2: RESIDENTIAL APPLIANCE REPL	0	0	0	0	-10,725	0	0	0	-10,725
PROGRAM 3: RESIDENTIAL APPLIANCE RETE	0	0	0	0	43,950	0	0	0	43,950
PROGRAM 4: LARGE COMMERCIAL - NEW CC	0	0	0	0	0	0	0	0	0
PROGRAM 5: LARGE COMMERCIAL - RETENT	0	0	0	0	1,500	0	0	0	1,500
PROGRAM 6: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 7: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 8: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 9: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 10: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 11: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 12: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 13: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 14: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 15: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 16: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 17: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 18: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 19: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
PROGRAM 20: (TYPE NAME HERE)	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	31,475	0	0	0	31,475

() REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
SUMMARY OF EXPENSES BY PROGRAM BY MONTH
FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

EXPENSES:	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
PROGRAM 1:	2,650	4,900	2,950	6,050	9,300	2,400	6,800	1,550	7,700	3,250	1,200	4,900	53,650
PROGRAM 2:	2,225	1,625	2,425	2,250	2,725	3,225	875	975	200	0	0	0	16,525
PROGRAM 3:	5,550	6,200	7,200	7,950	6,350	7,050	7,700	6,250	7,350	900	0	56,450	118,950
PROGRAM 4:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 5:	0	0	0	0	0	0	0	0	0	0	0	1,500	1,500
PROGRAM 6:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 7:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 8:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 9:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 10:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 11:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 12:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 13:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 14:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 15:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 16:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 17:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 18:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 19:	0	0	0	0	0	0	0	0	0	0	0	0	0
PROGRAM 20:	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL	10,425	12,725	12,575	16,250	18,375	12,675	15,375	8,775	15,250	4,150	1,200	62,850	190,625
LESS AMOUNT INCLUDED IN RATE BASE	0	0	0	0	0	0	0	0	0	0	0	0	0
RECOVERABLE CONSERVATION EXPENSES	10,425	12,725	12,575	16,250	18,375	12,675	15,375	8,775	15,250	4,150	1,200	62,850	190,625

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

CONSERVATION REVENUES	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
1. RCS AUDIT FEES	0	0	0	0	0	0	0	0	0	0	0	0	0
2. OTHER PROGRAM REVS	0	0	0	0	0	0	0	0	0	0	0	0	0
3. CONSERV. ADJ REVS	-39,360	-28,234	-16,418	-20,387	-12,263	-12,551	-10,010	-9,928	-11,119	-10,188	-12,648	-14,584	-197,689
4. TOTAL REVENUES	-39,360	-28,234	-16,418	-20,387	-12,263	-12,551	-10,010	-9,928	-11,119	-10,188	-12,648	-14,584	-197,689
5. PRIOR PERIOD TRUE-UP NOT APPLICABLE TO THIS PERIOD	4,415	4,415	4,415	4,415	4,415	4,415	4,415	4,415	4,415	4,415	4,415	4,415	52,976
6. CONSERVATION REVS APPLICABLE TO THE PERIOD	-34,945	-23,819	-12,004	-15,972	-7,848	-8,136	-5,596	-5,514	-6,704	-5,773	-8,233	-10,170	-144,713
7. CONSERVATION EXPS (FROM CT-3, PAGE 1)	10,425	12,725	12,575	16,250	18,375	12,675	15,375	8,775	15,250	4,150	1,200	62,850	190,625
8. TRUE-UP THIS PERIOD	-24,520	-11,094	571	278	10,527	4,539	9,779	3,261	8,546	-1,623	-7,033	52,680	45,912
9. INTER. PROV. THIS PERIOD (FROM CT-3, PAGE 3)	48	22	10	4	6	11	16	19	23	22	7	44	231
10. TRUE-UP & INTER. PROV. BEGINNING OF MONTH	52,976	24,089	8,602	4,768	636	6,754	6,889	12,270	11,136	15,290	9,275	-2,166	
11. PRIOR TRUE-UP COLLECTED/(REFUNDED)	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	-4,415	
12. TOTAL NET TRUE-UP (SUM LINES 8+9+10+11)	24,089	8,602	4,768	636	6,754	6,889	12,270	11,136	15,290	9,275	-2,166	46,143	46,143

CALCULATION OF TRUE-UP AND INTEREST PROVISION
FOR MONTHS: JANUARY 2018 THROUGH DECEMBER 2018

INTEREST PROVISION	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
1. BEGINNING TRUE-UP	52,976	24,089	8,602	4,768	636	6,754	6,889	12,270	11,136	15,290	9,275	-2,166	
2. ENDING TRUE-UP BEFORE INTEREST	<u>24,041</u>	<u>8,580</u>	<u>4,758</u>	<u>632</u>	<u>6,748</u>	<u>6,878</u>	<u>12,254</u>	<u>11,116</u>	<u>15,267</u>	<u>9,253</u>	<u>-2,173</u>	<u>46,099</u>	
3. TOTAL BEGINNING & ENDING TRUE-UP	77,017	32,669	13,360	5,400	7,384	13,632	19,143	23,386	26,403	24,543	7,102	43,933	
4. AVERAGE TRUE-UP (LINE 3 TIMES 50%)	<u>38,509</u>	<u>16,335</u>	<u>6,680</u>	<u>2,700</u>	<u>3,692</u>	<u>6,816</u>	<u>9,572</u>	<u>11,693</u>	<u>13,202</u>	<u>12,271</u>	<u>3,551</u>	<u>21,967</u>	
5. INTER. RATE - 1ST DAY OF REPORTING MONTH	1.490%	1.500%	1.660%	1.860%	1.900%	1.860%	2.000%	1.970%	2.020%	2.130%	2.240%	2.270%	
6. INTER. RATE - 1ST DAY OF SUBSEQUENT MONTH	<u>1.500%</u>	<u>1.660%</u>	<u>1.860%</u>	<u>1.900%</u>	<u>1.860%</u>	<u>2.000%</u>	<u>1.970%</u>	<u>2.020%</u>	<u>2.130%</u>	<u>2.240%</u>	<u>2.270%</u>	<u>2.500%</u>	
7. TOTAL (SUM LINES 5 & 6)	2.990%	3.160%	3.520%	3.760%	3.760%	3.860%	3.970%	3.990%	4.150%	4.370%	4.510%	4.770%	
8. AVG INTEREST RATE (LINE 7 TIMES 50%)	1.495%	1.580%	1.760%	1.880%	1.880%	1.930%	1.985%	1.995%	2.075%	2.185%	2.255%	2.385%	
9. MONTHLY AVG INTEREST RATE	0.125%	0.132%	0.147%	0.157%	0.157%	0.161%	0.165%	0.166%	0.173%	0.182%	0.188%	0.199%	
10. INTEREST PROVISION (LINE 4 TIMES LINE 9)	<u>48</u>	<u>22</u>	<u>10</u>	<u>4</u>	<u>6</u>	<u>11</u>	<u>16</u>	<u>19</u>	<u>23</u>	<u>22</u>	<u>7</u>	<u>44</u>	231

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM TITLE: RESIDENTIAL NEW CONSTRUCTION PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM IS DESIGNED TO INCREASE THE NUMBER OF HIGH PRIORITY FIRM NATURAL GAS CUSTOMERS IN THE NEW CONSTRUCTION MARKET. INCENTIVES ARE OFFERED IN THE FORM OF CASH ALLOWANCES TO ASSIST BUILDERS IN DEFRAYING THE ADDITIONAL COSTS ASSOCIATED WITH NATURAL GAS INSTALLATIONS.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$350.00
GAS HEATING	\$500.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$150.00
GAS TANKLESS W/H	<u>\$550.00</u>
	\$1,650.00

<u>PROGRAM ACCOMPLISHMENTS:</u>		
PLANNED WATER HEATING		15
PLANNED HEATING SYSTEMS		18
PLANNED CLOTHES DRYER		15
PLANNED GAS RANGE		47
PLANNED GAS TANKLESS W/H		62

PROGRAM FISCAL EXPENDITURES: ACTUAL EXPEND. W/O INTERES \$53,650

<u>PROGRAM PROGRESS SUMMARY:</u>		
INSTALLED WATER HEATERS:		23
INSTALLED HEATING SYSTEMS:		24
INSTALLED CLOTHES DRYER		10
INSTALLED GAS RANGE		45
INSTALLED GAS TANKLESS W/H		47

ST JOE NATURAL GAS COMPANY, INC.
 CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
 JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM TITLE: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM WILL ENCOURAGE THE REPLACEMENT OF INEFFICIENT ELECTRI RESIDENTIAL APPLIANCES WITH NEW NATURAL GAS APPLIANCES. IT WILL ALSO PROVIDE INCREASED INCENTIVES FOR THE REPLACEMENT OF NON-GAS WATER HEATING, HEATING APPLIANCES, AND NEW INCENTIVES FOR GAS COOKING, CLO DRYING, AND TANKLESS WATER HEATING APPLIANCES.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$500.00
GAS HEATING	\$725.00
GAS CLOTHES DRYER	\$150.00
GAS RANGE	\$200.00
GAS TANKLESS W/H	\$675.00
	<u>\$2,250.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>		
PLANNED WATER HEATING	6	
PLANNED HEATING SYSTEMS	5	
PLANNED CLOTHES DRYER	1	
PLANNED GAS RANGE	18	
PLANNED GAS TANKLESS W/H	25	

PROGRAM FISCAL EXPENDITURES ACTUAL EXPEND. W/O INTERES \$16,525

<u>PROGRAM PROGRESS SUMMARY:</u>		
INSTALLED WATER HEATERS:	5	
INSTALLED HEATING SYSTEMS:	1	
INSTALLED CLOTHES DRYER	2	
INSTALLED GAS RANGE	11	
INSTALLED GAS TANKLESS W/H	16	

ST JOE NATURAL GAS COMPANY, INC.
 CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
 JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM TITLE: RESIDENTIAL APPLIANCE RETENTION PROGRAM

PROGRAM DESCRIPTION: THIS PROGRAM WILL PROVIDE ALLOWANCES FOR CUSTOMERS WHO CHOOSE TO REPLACE THEIR EXISTING NATURAL GAS STORAGE TANKS AND TANKLESS WATER HEATERS, HEATING SYSTEMS, COOKING AND CLOTHES DRYING APPLIANCES WITH NEWER EFFICIENT NATURAL GAS MODELS.

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$350.00
GAS HEATING	\$500.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$100.00
GAS TANKLESS W/H	\$550.00
	<u>\$1,600.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>		
PLANNED WATER HEATING		120
PLANNED HEATING SYSTEMS		24
PLANNED CLOTHES DRYER		23
PLANNED GAS RANGE		33
PLANNED GAS TANKLESS W/H		28

PROGRAM FISCAL EXPENDITURES ACTUAL EXPEND. W/O INTERES \$118,950

<u>PROGRAM PROGRESS SUMMARY:</u>		
INSTALLED WATER HEATERS:		170
INSTALLED HEATING SYSTEMS:		35
INSTALLED CLOTHES DRYER		27
INSTALLED GAS RANGE		35
INSTALLED GAS TANKLESS W/H		65

ST JOE NATURAL GAS COMPANY, INC.
 CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
 JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM TITLE: LARGE FOOD SERVICE COMMERCIAL

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise with an annual consumption of greater than 9,000 therms. The rebates offered within this program are depicted below:

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
	<u>\$8,000.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED GAS WATER HEATING	0
	PLANNED FRYER	0
	PLANNED GAS RANGE	0
	PLANNED GAS TANKLESS W/H	0

PROGRAM FISCAL EXPENDITURES: ACTUAL EXPEND. W/O INTERES \$0

<u>PROGRAM PROGRESS SUMMARY:</u>	ACTUAL GAS WATER HEATING	0
	ACTUAL FRYER	0
	ACTUAL GAS RANGE	0
	ACTUAL GAS TANKLESS W/H	0

ST JOE NATURAL GAS COMPANY, INC.
CONSERVATION PROGRAM DESCRIPTION AND PROGRESS FOR MONTHS:
JANUARY 2018 THROUGH DECEMBER 2018

PROGRAM TITLE: COMMERCIAL HOPITALITY AND LODGING

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels or motels primarily engaged in providing lodging for the general public. The rebates offered are depicted below;

<u>APPLIANCES</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
DRYER	\$1,500.00
	<u>\$9,500.00</u>

<u>PROGRAM ACCOMPLISHMENTS:</u>	PLANNED WATER HEATING	0
	PLANNED FRYER	0
	PLANNED RANGE	0
	PLANNED TANKLESS W/H	0
	PLANNED DRYER	0

<u>PROGRAM FISCAL EXPENDITURES</u>	ACTUAL EXPEND. W/O INTERES	\$1,500
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<u>PROGRAM PROGRESS SUMMARY:</u>	INSTALLED WATER HEATERS:	1
	INSTALLED FRYER	0
	INSTALLED RANGE	0
	INSTALLED TANKLES W/H	0
	INSTALLED DRYER	0

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION
MONTHS: JANUARY 2020 THROUGH DECEMBER 2020

1. TOTAL INCREMENTAL COSTS (SCHEDULE C-2, PAGE 1)	189,125
2. TRUE-UP (SCHEDULE C-3, PAGE 4, LINE 11)	163,454
3. TOTAL (LINE 1 AND LINE 2)	352,579

RATE SCHEDULE	BILLS	THERM SALES	CUSTOMER CHARGE REVENUES	DELIVERY CHARGE	TOTAL CUST. & DELIVERY CHG REVENUE	ECCR REVENUES	ECCR AS % OF TOTAL REVENUES	DOLLARS THERM	TAX FACTOR	CONSERV FACTOR
RS-1	14,907	118,229	193,791	153,241	347,032	91,487	26.36259%	0.77381	1.00503	0.77770
RS-2	11,812	210,208	188,992	183,003	371,995	98,067	26.36259%	0.46653	1.00503	0.46887
RS-3	6,699	214,963	133,980	156,620	290,600	76,610	26.36259%	0.35639	1.00503	0.35818
GS-1	2,062	82,773	41,240	55,131	96,371	25,406	26.36259%	0.30693	1.00503	0.30848
GS-2	448	229,188	31,360	96,990	128,350	33,836	26.36259%	0.14764	1.00503	0.14838
FTS4/GS-4	24	347,678	48,000	55,072	103,072	27,173	26.36259%	0.07815	1.00503	0.07855
FTS-5	0	0	0	0	0	0	26.36259%	#DIV/0!	1.00503	#DIV/0!
TOTAL	35,952	1,203,039	637,363	700,057	1,337,420	352,579				

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2020 THROUGH DECEMBER 2020

<u>PROGRAM</u>	<u>CAPITAL INVEST</u>	<u>PYROLL & BENEFITS</u>	<u>MATERLS. & SUPPLIES</u>	<u>ADVERT</u>	<u>INCENTIVES</u>	<u>OUTSIDE SERVICES</u>	<u>VEHICLE</u>	<u>OTHER</u>	<u>TOTAL</u>
1 RESIDENTIAL NEW CONSTRUCTION	0	0	0	0	53,650	0	0	0	53,650
2 RESIDENTIAL APPL. REPLACEMENT	0	0	0	0	16,525	0	0	0	16,525
3 RESIDENTIAL APPL. RETENTION	0	0	0	0	118,950	0	0	0	118,950
4 LARGE FOOD SERVICE COMMERCIAL	0	0	0	0	0	0	0	0	0
5 COMMERCIAL HOSPITALITY AND LODGING	0	0	0	0	0	0	0	0	0
6 (INSERT NAME)	0	0	0	0	0	0	0	0	0
7 (INSERT NAME)	0	0	0	0	0	0	0	0	0
8 (INSERT NAME)	0	0	0	0	0	0	0	0	0
9 (INSERT NAME)	0	0	0	0	0	0	0	0	0
10 (INSERT NAME)	0	0	0	0	0	0	0	0	0
11 (INSERT NAME)	0	0	0	0	0	0	0	0	0
PROGRAM COSTS	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>189,125</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>189,125</u>

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2019 THROUGH DECEMBER 2019

PROGRAM	<u>CAPITAL INVEST</u>	<u>PYROLL & BENEFITS</u>	<u>MATERLS. & SUPPLIES</u>	<u>ADVERT</u>	<u>INCENTIVES</u>	<u>OUTSIDE SERVICES</u>	<u>VEHICLE</u>	<u>OTHER</u>	<u>TOTAL</u>
1 RESIDENTIAL NEW CONSTRUCTION									
A. ACTUAL	0	0	0	0	22,000	0	0	0	22,000
B. ESTIMATED	0	0	0	0	11,000	0	0	0	11,000
TOTAL	0	0	0	0	33,000	0	0	0	33,000
2 RESIDENTIAL APPL. REPLACEMENT									
A. ACTUAL	0	0	0	0	24,875	0	0	0	24,875
B. ESTIMATED	0	0	0	0	10,000	0	0	0	10,000
TOTAL	0	0	0	0	34,875	0	0	0	34,875
3 RESIDENTIAL APPL. RETENTION									
A. ACTUAL	0	0	0	0	131,650	0	0	0	131,650
B. ESTIMATED	0	0	0	0	57,400	0	0	0	57,400
TOTAL	0	0	0	0	189,050	0	0	0	189,050
4 LARGE FOOD SERVICE COMMERCIAL									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0	0	0	0
5 COMMERCIAL HOSPITALITY AND LODGING									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0	0	0	0
6 (INSERT NAME)									
A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
C. TOTAL	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
SUB-TOTAL	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>256,925</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>256,925</u>

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM
JANUARY 2019 THROUGH DECEMBER 2019

PROGRAM NAME	<u>CAPITAL INVEST</u>	<u>PYROLL & BENEFITS</u>	<u>MATERLS. & SUPPLIES</u>	<u>ADVERT</u>	<u>INCENTIVES</u>	<u>OUTSIDE SERVICES</u>	<u>VEHICLE</u>	<u>OTHER</u>	<u>TOTAL</u>
SUB-TOTAL - PREVIOUS PAGE	0	0	0	0	256,925	0	0	0	256,925
7. A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
(INSERT NAME 1-30 LETTERS)	0	0	0	0	0	0	0	0	0
(INSERT NAME)									
8. A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
(INSERT NAME 1-30 LETTERS)	0	0	0	0	0	0	0	0	0
(INSERT NAME)									
9. A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
(INSERT NAME 1-30 LETTERS)	0	0	0	0	0	0	0	0	0
(INSERT NAME)									
10. A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0
(INSERT NAME)									
11. A. ACTUAL	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0
TOTAL	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>256,925</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>256,925</u>

ENERGY CONSERVATION ADJUSTMENT
JANUARY 2019 THROUGH DECEMBER 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
CONSERVATION REVS.													
RCS AUDIT FEES													
a. OTHER PROG. REV.													
b.													
c.	-19,290	-17,678	-11,938	-11,096	-8,477	-8,591	-6,705	-9,928	-11,119	-10,188	-12,648	-14,584	-142,242
CONSERV. ADJ REV. (NET OF REV. TAXES)													
TOTAL REVENUES	-19,290	-17,678	-11,938	-11,096	-8,477	-8,591	-6,705	-9,928	-11,119	-10,188	-12,648	-14,584	-142,242
PRIOR PERIOD TRUE-UP NOT APPLIC. TO PERIOD	3,845	3,845	3,845	3,845	3,845	3,845	3,845	3,845	3,845	3,845	3,845	3,845	46,143
CONSERVATION REVS. APPLIC. TO PERIOD	-15,445	-13,833	-8,092	-7,251	-4,632	-4,746	-2,860	-6,083	-7,273	-6,342	-8,802	-10,739	-96,099
CONSERVATION EXPS. (FORM C-3, PAGE 3)	25,350	28,750	29,475	4,450	36,200	15,425	19,275	19,600	19,600	19,600	19,600	19,600	256,925
TRUE-UP THIS PERIOD	9,905	14,917	21,383	-2,801	31,568	10,679	16,415	13,517	12,327	13,258	10,798	8,861	160,826
INTEREST THIS PERIOD (C-3,PAGE 5)	115	130	160	171	192	226	235	247	264	281	297	308	2,628
TRUE-UP & INT. BEG. OF MONTH	52,976	59,151	70,353	88,050	81,575	109,491	116,550	129,355	139,274	148,020	157,714	164,963	
PRIOR TRUE-UP COLLECT./(REFUND.)	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	-3,845	
END OF PERIOD TOTAL NET TRUE-UP	59,151	70,353	88,050	81,575	109,491	116,550	129,355	139,274	148,020	157,714	164,963	170,287	163,454

CALCULATION OF TRUE-UP AND INTEREST PROVISION
JANUARY 2019 THROUGH DECEMBER 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
INTEREST PROVISION													
BEGINNING TRUE-UP	52,976	59,151	70,353	88,050	81,575	109,491	116,550	129,355	139,274	148,020	157,714	164,963	
END. T-UP BEFORE INT.	59,036	70,222	87,890	81,404	109,298	116,325	129,120	139,027	147,755	157,432	164,666	169,978	
TOT. BEG. & END. T-UP	112,012	129,373	158,243	169,454	190,874	225,815	245,671	268,382	287,030	305,452	322,379	334,941	
AVERAGE TRUE-UP	56,006	64,686	79,121	84,727	95,437	112,908	122,835	134,191	143,515	152,726	161,190	167,470	
INT. RATE-FIRST DAY OF REPORTING BUS. MTH	2.50%	2.42%	2.42%	2.43%	2.42%	2.42%	2.38%	2.21%	2.21%	2.21%	2.21%	2.21%	
INT. RATE-FIRST DAY OF SUBSEQUENT BUS. MTH	2.42%	2.42%	2.43%	2.42%	2.42%	2.38%	2.21%	2.21%	2.21%	2.21%	2.21%	2.21%	
TOTAL	4.92%	4.84%	4.85%	4.85%	4.84%	4.80%	4.59%	4.42%	4.42%	4.42%	4.42%	4.42%	
AVG INTEREST RATE	2.46%	2.42%	2.43%	2.43%	2.42%	2.40%	2.30%	2.21%	2.21%	2.21%	2.21%	2.21%	
MONTHLY AVG. RATE	0.21%	0.20%	0.20%	0.20%	0.20%	0.20%	0.19%	0.18%	0.18%	0.18%	0.18%	0.18%	
INTEREST PROVISION	\$115	\$130	\$160	\$171	\$192	\$226	\$235	\$247	\$264	\$281	\$297	\$308	\$2,628

PROGRAM TITLE:

RESIDENTIAL NEW CONSTRUCTION

PROGRAM DESCRIPTION:

This program is designed to increase the number of high priority firm natural gas customers in the new construction market. Incentives are offered in the form of cash allowances to assist builders in defraying the additional costs associated with natural gas appliance installations.

<u>APPLIANCE LOAD</u>	<u>ALLOWANCE</u>
GAS HEATING	\$500.00
GAS WATER HEATING	\$350.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$150.00
GAS TANKLESS W/HEATER	\$550.00
	<u>\$1,650.00</u>

PROGRAM PROJECTIONS FOR:

JANUARY 2019 THROUGH DECEMBER 2020

	<u>GAS WATER HEATING</u>	<u>GAS HEATING</u>	<u>GAS DRYER</u>	<u>GAS RANGE</u>	<u>GAS TANKLESS W/H</u>
JANUARY 2019 - DECEMBER 2019(12 MTHS)	7	7	5	23	42
JANUARY 2020 - DECEMBER 2020 (12 MTHS)	23	24	10	45	47

PROGRAM FISCAL EXPENSES FOR:

JANUARY 2019 - DECEMBER 2020

JANUARY 19 - JULY 19	ACTUAL EXPENSES	19,250.00	33,000.00
AUGUST 19 - DECEMBER 19	ESTIMATED EXPENSES	13,750.00	
JANUARY 2020 - DECEMBER 2020	ESTIMATED EXPENSES	53,650.00	

PROGRAM PROGRESS SUMMARY:

New construction is very limited in St Joe Natural Gas's service territory. By far the majority of new construction is by custom design where the owner specified to the builder the type of energy desired.

PROGRAM TITLE: RESIDENTIAL APPLIANCE REPLACEMENT PROGRAM

PROGRAM DESCRIPTION: This program is designed to promote the replacement of electric resistance appliances with energy efficient natural gas heaters, water heaters, air conditioners, dryers, ranges and tankless water heaters. Incentives are offered in the form of cash allowances to assist in defraying the additional costs in purchasing and installing natural gas appliances.

APPLIANCE LOAD	ALLOWANCE
GAS HEATING	\$725.00
GAS WATER HEATING	\$500.00
GAS CLOTHES DRYER	\$150.00
GAS RANGE	\$200.00
GAS TANKLESS W/HEATER	\$675.00
	<u>\$2,250.00</u>

PROGRAM PROJECTIONS FOR: JANUARY 2019 THROUGH DECEMBER 2020

	GAS WATER HEATING	GAS HEATING	GAS DRYER	GAS RANGE	GAS TANKLESS W/H
JANUARY 2019 - DECEMBER 2019(12 MTHS)	8	4	9	15	35
JANUARY 2020 - DECEMBER 2020 (12 MTHS)	5	1	2	11	16

PROGRAM FISCAL EXPENSES FOR: JANUARY 2019 THROUGH DECEMBER 2020

JANUARY 19 - JULY 19	ACTUAL EXPENSES	22,375.00	34,875.00
AUGUST 19 - DECEMBER 19	ESTIMATED EXPENSES	12,500.00	
JANUARY 2020 - DECEMBER 2020	ESTIMATED EXPENSES	16,525.00	

PROGRAM PROGRESS SUMMARY: Replacement of electric appliances with natural gas appliances continues to be well received by ratepayers in St Joe Natural Gas Company's service territory.

PROGRAM TITLE:

RESIDENTIAL APPLIANCE RETENTION PROGRAM

PROGRAM DESCRIPTION:

This program is designed to encourage homeowners with existing natural gas appliances to retain natural gas when the existing appliances fail, or are otherwise replaced. The proposed retention program includes allowances for natural gas water heater, heating, clothes drying, range, and tankless water heating systems.

APPLIANCE LOAD	ALLOWANCE
GAS HEATING	\$500.00
GAS WATER HEATING	\$350.00
GAS CLOTHES DRYER	\$100.00
GAS RANGE	\$100.00
GAS TANKLESS W/HEATER	\$550.00
	<u>\$1,600.00</u>

PROGRAM PROJECTIONS FOR:

JANUARY 2019 - DECEMBER 2020

	GAS WATER HEATING	GAS HEATING	GAS DRYER	GAS RANGE	GAS TANKLESS W/H
JANUARY 2019 - DECEMBER 2019(12 MTHS)	180	49	71	92	155
JANUARY 2020 - DECEMBER 2020 (12 MTHS)	170	35	27	35	65

PROGRAM FISCAL EXPENSES FOR:

JANUARY 2019 THROUGH DECEMBER 2020

JANUARY 19 - JULY 19	ACTUAL EXPENSES	117,300.00	189,050.00
AUGUST 19 - DECEMBER 19	ESTIMATED EXPENSES	71,750.00	
JANUARY 2020 - DECEMBER 2020	ESTIMATED EXPENSES	118,950.00	

PROGRAM PROGRESS SUMMARY:

The Company recognizes that the cost to retain an existing customer is significantly lower than the cost to add a new customer. The proposed retention allowances will strengthen the Company's ability to retain existing gas customers and avoid the removal of services. This program has been well received by the customers as well.

PROGRAM TITLE: LARGE FOOD SERVICE COMMERCIAL CONSERVATION REBATE PROGRAM

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of large food service restaurants to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial large food service customers are defined as establishments primarily engaged in the retail sale of prepared food and drinks for on-premise with an annual consumption of greater than 9,000 therms. The rebates offered within this program are depicted below:

<u>APPLIANCE LOAD</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
	<u>\$8,000.00</u>

PROGRAM PROJECTIONS FOR: JANUARY 2019 - DECEMBER 2020

	<u>WATER</u>	<u>FRYER</u>	<u>RANGE</u>	<u>TANKLESS W/H</u>
JANUARY 2019 - DECEMBER 2019(12 MTHS)	0	0	0	0
JANUARY 2020 - DECEMBER 2020 (12 MTHS)	0	0	0	0

PROGRAM FISCAL EXPENSES FOR: JANUARY 2019 THROUGH DECEMBER 2020

JANUARY 19 - JULY 19	ACTUAL EXPENSES	0.00	0.00
AUGUST 19 - DECEMBER 19	ESTIMATED EXPENSES	0.00	
JANUARY 2020 - DECEMBER 2020	ESTIMATED EXPENSES	0.00	

PROGRAM PROGRESS SUMMARY: Since inception, only 11 (eleven) appliances have qualified for this program.

PROGRAM TITLE: COMMERCIAL HOSPITALITY AND LODGING

PROGRAM DESCRIPTION: This program is designed to encourage owners and operators of hospitality & lodging facilities to purchase energy efficient natural gas appliances through the offering of commercial appliance rebates. Commercial hospitality and lodging customers are defined as establishments known to the public as hotels or motels primarily engaged in providing lodging for the general public. The rebates offered are depicted below;

<u>APPLIANCE LOAD</u>	<u>ALLOWANCE</u>
GAS WATER HEATING	\$1,500.00
FRYER	\$3,000.00
GAS RANGE	\$1,500.00
GAS TANKLESS W/HEATER	\$2,000.00
DRYER	\$1,500.00
	<u>\$9,500.00</u>

PROGRAM PROJECTIONS FOR: JANUARY 2019 THROUGH DECEMBER 2020

	<u>WATER</u>	<u>FRYER</u>	<u>RANGE</u>	<u>TANKLESS W/H</u>	<u>DRYER</u>
JANUARY 2019 - DECEMBER 2019(12 MTHS)	0	0	0	0	0
JANUARY 2020 - DECEMBER 2020 (12 MTHS)	0	0	0	0	0

PROGRAM FISCAL EXPENSES FOR: JANUARY 2019 THROUGH DECEMBER 2020

JANUARY 19 - JULY 19	ACTUAL EXPENSES	0.00	0.00
AUGUST 19 - DECEMBER 19	ESTIMATED EXPENSES	0.00	
JANUARY 2020 - DECEMBER 2020	ESTIMATED EXPENSES	0.00	

PROGRAM PROGRESS SUMMARY: Since inception, only three (3) appliance have qualified for this program.

12

FCG's Response to Staff's First Set of Interrogatories Nos. 1-8.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 12
PARTY: STAFF – (DIRECT)
DESCRIPTION: Miguel Bustos(1-8)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost)
Recovery Clause.)
_____)

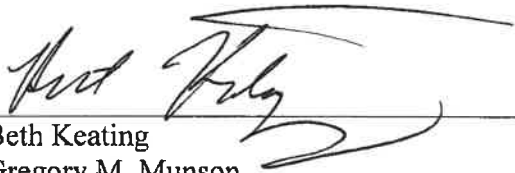
Docket No. 20190004-GU

**FLORIDA CITY GAS'S RESPONSES TO STAFF'S FIRST SET OF
INTERROGATORIES (NOS. 1-8)**

Florida City Gas ("FCG" or "Company"), hereby submits its Responses to the First Set of Interrogatories (Nos. 1 - 8) served on the Company on June 7, 2019. The individual responses follow this cover sheet.

Respectfully submitted this 8th day of July, 2019,

By:



Beth Keating
Gregory M. Munson
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301

Christopher T. Wright
Senior Attorney
Florida Power & Light Company
700 Universe Boulevard (JB/LAW)
Juno Beach, Florida 33408
Admitted in PA;
FL Authorized House Counsel
Attorneys for Florida City Gas

INTERROGATORIES

1. For each existing DSM program, please provide the results of any updated Participants, and Rate Impact Measure (RIM) cost-effectiveness tests in Excel format.

RESPONSE: Florida City Gas is exempt from the definition of “utility” in the Florida Energy Efficiency and Conservation Act (“FEECA”) and, therefore, is not required to develop and submit the cost-effectiveness tests required by the FEECA and Rule 25-17.008, Florida Administrative Code. As such, the Company has not performed or updated the Participants or Rate Impact Measure (“RIM”) cost-effectiveness tests for its energy conservation programs. The Company notes that the results of the most recent Participant and RIM cost-effectiveness tests were included and approved in Docket No. 20130167-EG for the Commercial DSM programs and in Docket 20100186-EG for the Residential DSM programs.

Respondent: Miguel Bustos

Interrogatory 2

2. Please explain how the Company develops its DSM advertising, and how it determines which programs to promote through advertising.

RESPONSE: The purpose of the Company's DSM advertising is to promote public awareness of natural gas energy conservation rebates; encourage public participation in the rebate program; and advocate for efficient use of natural gas. The Company develops its DSM advertising by consideration of the following factors: demographics of the audience; participation levels at community and municipal events; results of market research and conditions; and media engagement. Best practices, such as use of social media advertising, programmatic ad purchasing, and search engine optimization are incorporated into the development of DSM advertising. All DSM advertising is reviewed internally and with external marketing agencies to evaluate its effectiveness and clarity prior to public dissemination.

Respondent: Miguel Bustos

Interrogatory 3

3. Please refer to Exhibit MB-1, page 2 of 19, to answer the following questions. Please explain what expenditures are included in the “Other” category.

RESPONSE: Under the category “Other,” the Company records conservation program expenses that enhance and benefit all the programs, such as vendor fees for rebate processing. The vendor fees for rebate processing are necessary for the processing and payment release of residential gas to gas, electric to gas, reactivation, and propane to gas rebate applications, as well as the payment release fulfillment of Commercial appliance, conversion, and new construction rebates. Also included in the “Other” category is the cost for the Company’s participation in the Florida Natural Gas Association marketing, community outreach, and regulatory committees related to the conservation program.

Respondent: Miguel Bustos

Interrogatory 4

4. Please explain the reason for the variation between actual and projected Conservation Adjustment Revenues.

RESPONSE: The variations between projected and actual revenues recovered through the Natural Gas Conservation Cost Recovery Factor are due to differences in the projected and actual participation in the energy conservation programs, as well as variations in the projected and actual billed gas volumes.

The total costs to be recovered through the Natural Gas Conservation Cost Recovery Factor are, in part, dependent on the participation levels in the energy conservation programs. Customer participation is completely voluntary and, thus, actual participation may be different than the projection used, in part, to estimate the total energy conservation program costs.

During the annual budgeting period and then on-going throughout the year, the Company analyzes customer growth and volumetric throughput among the various rate classes and within the customer classes. The Company's analyses take into account attrition and new customer additions. The results of these analyses have historically provided the Company with a reasonable and dependable forecast of consumption by month and for an annual period.

Because the Natural Gas Conservation Cost Recovery Factor is based entirely on a volumetric charge, any variation in gas volumes that was not anticipated in the forecast could have either a positive or negative impact to the actual costs recovered. A major storm could also have an effect on billed gas volumes, which could cause a variation

Interrogatory 4, cont.

between actual and projected revenues. Likewise, an unforeseen loss or addition of a major customer could cause a variation between actual and projected revenues.

Finally, Florida City Gas notes that any variations between the actual and projected revenues are trued-up, with interest, and reflected in the subsequent Natural Gas Cost Conservation Clause.

Respondent: Miguel Bustos

Interrogatory 5a

5. Please refer to Exhibit MB-1, page 3 of 19, to answer the following questions.

Please identify the level of participation in each program, and what plan, if any, the company has to increase participation for these programs with zero participation in the future:

- a. Multi Family Home Builder

RESPONSE: The Multi-Family Builder Program was eliminated in order to include multi-family developments in the Residential New Construction Program. *See* Docket No. 20060746-EG.

Respondent: Miguel Bustos

Interrogatory 5b

b. Dealer Program

RESPONSE: The Company is currently working to expand the contractor network, as well as assessing contractor interest in the program. The Company has held two meetings with contractors located in our service territory and has planned additional meetings in the near future.

Respondent: Miguel Bustos

Interrogatory 5c

c. Schools Program

RESPONSE: The Company plans to support revitalization of the School Program by participating in several educational visits to schools in our service territory to educate and promote the use of natural gas. This program will expand as some of the schools in our territory are eligible to utilize district funds for renovations and equipment upgrades.

Respondent: Miguel Bustos

d. Alternative Technology

RESPONSE: The Company plans to continue to promote potential incentives under this program as a result of the increasing emphasis on the efficient use of combined heat-power (CHP) systems and gas heat pumps (GHP). Additionally, there are natural gas micro-turbines under development that could also be targeted as the market for such technology increases.

Respondent: Miguel Bustos

Interrogatory 6

6. Please identify the type of costs included in Common Costs, and explain why the Company does not allocate Common Costs to the various DSM programs.

RESPONSE: Common costs capture activities that benefit all programs. Advertising and administrative payroll are the major components of common costs. Advertising is designed to promote multiple programs simultaneously, and situations exist where availability of information on a specific program can cascade into the benefit of different programs. Because of this overlap, it becomes difficult to logically quantify advertising costs by program. Administrative payroll covers the responsibility of oversight across all programs, making it difficult to quantify the allocation of time to one specific program. Because the costs included in the Company's Common costs benefit all programs, the costs are not allocated to the individual DSM programs.

Respondent: Miguel Bustos

Interrogatory 7a

7. Please refer to Exhibit MB-1, page 5 of 19, to answer the following question. Please explain the variation between projected and actual Incentives Expenditures for the following programs:
 - a. Residential Appliance Replacement

RESPONSE: The projected incentive expenditures included an anticipated increase in customer participation in the program due to possible additions of burner tips by existing gas customers and conversion from electric for customers located in the Safety Access and Facility Enhancement (SAFE) project areas. The number of actual expenditures were lower than anticipated due to changes in project timing.

Respondent: Miguel Bustos

b. Residential Appliance Retention

RESPONSE: The variance is primarily due to a reduction in contractors participating in the program due to relocation outside the Company's service territory, and reductions on availability in our service territory.

Respondent: Miguel Bustos

Interrogatory 7c

c. Commercial and Industrial Conversion

RESPONSE: The variance is the result of lower than anticipated main extensions in our service territory due to changes in economic conditions and feasibility, along with changes in the timing of construction programs.

Respondent: Miguel Bustos

d. Commercial Appliance

RESPONSE: The variance is due to a combination of lower contractor participation in the program as a result of relocation outside the Company's service territory, and timing of large expansion and construction projects.

Respondent: Miguel Bustos

Interrogatory 8

8. Please refer to Exhibit MB-1, Schedule CT-6, to answer the following question. Please provide the details of the number of program participants from the inception of the programs listed in CT-6 to date.

RESPONSE: The following table shows the number of residential program participants per program for 2010 through 2018, and commercial program participants from inception in 2014 to 2018. Data prior to 2010 is not available.

Account Description	Description	2010 - 2018 Total
Residential Electric to Gas ECP - 3	Clothes Dryer	2,534
	Gas Cooking	4,499
	Gas Heating	866
	Tank Water Heater	748
	Tankless Water Heater	2,869
Total		11,516
Residential Gas to Gas ECP - 7	Clothes Dryer	5,453
	Gas Cooking	4,464
	Gas Heating	8,345
	Tank Water Heater	22,958
	Tankless Water Heater	2,549
Total		43,769
Residential New Construction ECP - 1	Clothes Dryer	1,191
	Gas Cooking	2,790
	Gas Heating	326
	Tank Water Heater	1,691

	Tankless Water Heater	1,807
	Total	7,806
Residential Propane ECP – 6	Clothes Dryer	4
	Gas Cooking	155
	Gas Heating	1
	Tank Water Heater	121
	Tankless Water Heater	3
	Total	284
Reactivation ECP – 8	From 2010 – 2018	712
Commercial Conversion ECP – 9	From 2010 – 2018	2,600
Commercial App ECP – 11	From 2014 – 2018	1,735
	Grand Total	68,421

Respondent: Miguel Bustos

DECLARATION

I sponsored the answers to Interrogatory Nos. 1 through 8 from **STAFF'S FIRST SET OF INTERROGATORIES (NOS. 1-8)** to Florida City Gas in Docket No. 20190004-GU. The responses are true and correct based on my personal knowledge.

Under penalties of perjury, I declare that I have read the foregoing declaration and the interrogatory answers identified above, and that the facts stated therein are true.



Miguel Bustos

Date: _____

7/8/19

13

FCG's Response to Staff's
Second Set of Interrogatories
Nos. 9.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 13
PARTY: STAFF – (DIRECT)
DESCRIPTION: Miguel Bustos(9)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost Recovery Clause. | DOCKET NO. 20190004-GU

FLORIDA CITY GAS'S RESPONSES
TO STAFF'S SECOND SET OF INTERROGATORIES (NO. 9)

Florida City Gas ("FCG" or "Company"), hereby submits its Responses to the Second Set of Interrogatories (No. 9) served on the Company on August 16, 2019. The individual responses follow this cover sheet.

Respectfully Submitted this 11th day of September, 2019,



Beth Keating
Florida Bar No. 0022756
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301
(850) 521-1706

Attorneys for Florida City Gas

QUESTION:

Please refer to Exhibit MB-2, attached to the direct testimony of Miguel Bustos, as filed on August 9, 2019, in Docket No. 20190004-GU.

9. Please refer to Schedule C-3, Page 1 of 5, for 2019 information, and Schedule C-2, Page 2 of 2, for 2020 projected information.
 - a. Please explain why the actual and estimated incentive expenses for the Residential Propane Conversion program (Line 6C) are \$635, while the projected incentive expenses for this program in 2020 are \$2,400.
 - b. Please explain why the actual and estimated payroll and benefits expenses for the Residential Propane Conversion program (Line 6C) are \$57,866, while the projected payroll and benefits expenses for this program in 2020 are \$24,412.

RESPONSE:

- a. The amount of incentives paid under the Residential Propane Conversion Program is based on the number of participants in the Program. For 2020, the Company is projecting that participation in the Residential Propane Conversion Program will increase as compared to 2019 due to the Company's plan to increase direct mailings and community outreach efforts to further encourage enrollment in the Program.
- b. The variance in payroll and benefits expense is due to a re-allocation of a portion of direct employee time from the Residential Propane Conversion Program to other programs that need additional support, such as the electric to gas conversion and new construction programs. The 2020 variance is also attributable to a reduction in the payroll loader for employee benefits as compared to prior years.

DECLARATION

I sponsored the answers to Interrogatory No. 9 from **STAFF'S SECOND SET OF INTERROGATORIES (NO. 9)** to Florida City Gas in Docket No. 20190004-GU. The responses are true and correct based on my personal knowledge.

Under penalties of perjury, I declare that I have read the foregoing declaration and the interrogatory answers identified above, and that the facts stated therein are true.



Miguel Bustos

Date: 9/9/19

14

FPUC's Response to Staff's
First Set of Interrogatories Nos.
1-11.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 14
PARTY: STAFF – (DIRECT)
DESCRIPTION: Scott Ranck(1-11)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost)
Recovery Clause.)
_____)

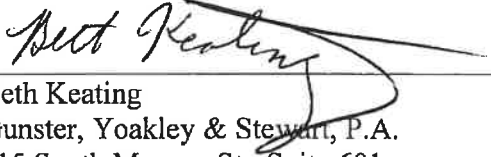
Docket No. 20190004-GU

**FLORIDA PUBLIC UTILITIES COMPANY'S RESPONSES TO STAFF'S FIRST SET
OF INTERROGATORIES (NOS. 1-11)**

Florida Public Utilities Company ("FPUC" or "Company"), hereby submits its Responses to the First Set of Interrogatories (Nos. 1 - 11) served on the Company on June 7, 2019. The individual responses follow this cover sheet.

Respectfully submitted this 9th day of July, 2019,

By:



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301

Attorneys for Florida Public Utilities Company

Interrogatory 1

1. For each existing DSM program, please provide the results of any updated Participants and Rate Impact Measure (RIM) cost-effectiveness tests in Excel format.

FPUC RESPONSE: The Company has not updated the Participants or Rate Impact Measure (RIM) cost-effectiveness tests for its natural gas conservation programs this year.

Respondent Scott Ranck

2. Please explain how the Company develops its DSM advertising, and how it determines which programs to promote through advertising.

FPUC RESPONSE: Advertising efforts are based on compliance requirements – primarily with Rule 25-17.051(5), F.A.C., and the ease or difficulty in reaching the target audience. Advertising may change yearly as dollars are reallocated to assist with meeting program goals. For instance, the Company may reduce the amount of advertising for a specific program if participation in the program is high or increase advertising for programs who have lower participation. Considerations are made to identify the most economical way to reach the entire affected area without overreaching to a wider than necessary audience. The reallocation of advertising dollars will occur yearly to assist with meeting program goals.

Respondent: Scott Ranck

Interrogatory 3

3. For each DSM program that contracts third-party vendors, please provide any updates or changes to the Company's third-party vendors that have occurred since the Company answered this question in 2018.
- a. The Company's list of vendors.
 - b. The Company's process for bidding and selecting vendors.
 - c. The Company's process for sole sourcing DSM vendors.
 - d. The Company's list of current sole-sourced third-party vendors and justification for each.

FPUC RESPONSE:

- a. For all vendors related to the conservation programs see attachment marked "Interrogatory 3A".
- b. Florida Public Utilities Company may seek proposals to complete certain projects where various contractors, consultants, or other service entities are available for hire and able to compete in a request for proposal (RFP) process. When an RFP is issued, a fair and extensive evaluation follows and candidates are chosen based on various criteria including industry expertise with a capability to realize project goals and an ability to meet strict security requirements. Along with these criteria the Company follows the process below:

Step 1. Establish the Project Scope, Budget & Schedule.

Step 2. Analyze the Supplier Market to determine the number of qualified suppliers.

Step 3. Determine the vendor selection method.

- If a sufficient number qualified vendors exist, the service and/or products are not specialized, and there is sufficient time then the project will be competitively bid as a Request for Quotations (RFQ) or a Request for Proposals (RFP) with at least three or more vendors.
- RFQ's are used when a sufficiently detailed scope of work exists. Vendor selection for an RFQ is based upon the lowest price that meets quality and schedule requirements. If a project budget is minimal, the vendor selection may be based upon informal price quotes or price comparison.
- RFP's are used when a sufficiently detailed scope of work does not exist. Vendor selection for an RFP is based upon best value and includes a technical proposal and a price proposal. RFP evaluations are done by an evaluation team and typical criteria include Company Experience, Key Personnel, Methodology/Technical Approach, Capacity, Subcontracting, and Price. Negotiation includes final scope, delivery schedule, terms & conditions, and price.
- If only a limited number of qualified vendors exists, the service and/or products are specialized, or there is not sufficient time, then the project will be informally priced or negotiated with one or more qualified vendors.

Interrogatory 3, cont.

Step 4. The project is approved in accordance with FPUC approval authority limits and awarded to the sole-source vendor.

c. When a project has been identified as a Sole-Source as per the assessment described above, FPUC follows the process below:

Step 1. A preliminary scope of work, budget and schedule is developed.

Step 2. The project team/manager engages the sole-source vendor to clarify and finalize the scope of work.

Step 3. The project team/manager requests a price proposal from the sole-source vendor.

Step 4. The project team/manager evaluates the price proposal based on similar work performed in the past.

Step 5. If the price is not within budget or not in line with previous project pricing, the project team/manager will enter into negotiations. Negotiations may include a change in project scope, delivery times, unit prices, labor rates, and terms & conditions.

Step 6. If the price is within budget and deemed fair and reasonable, the project is approved in accordance with FPUC approval authority limits and awarded to the sole-source vendor.

d. The company's list of sole source third party contractors for the conservation programs and the justification for their use, see excel attachment "Interrogatory Response to 3a and 3d Third-Party Vendors."

Respondent Scott Ranck

Please refer to Exhibit CDY-1, Schedule CT-2, page 1 of 3, to answer the following question.

4. Please explain what expenditures are included in the "Other" category.

FPUC RESPONSE: Expenditures recorded in the "Other" category includes employee uniform purchases and membership dues and subscriptions.

Respondent Scott Ranck

Please refer to Exhibit CDY-1, Schedule CT-2, page 2 of 3, to answer the following questions.

5. Please explain why the Company does not allocate Common Costs to the various DSM programs in Schedule CT-2, and why the Company treats Common Costs as an individual DSM program.

FPUC RESPONSE: The Company does not allocate Common Costs to a specific DSM program when expenses benefit several programs at once. Examples include, advertising that reference multiple programs or payroll allocations for employee's whose responsibilities are broadly focused across several conservation activities. Whenever possible, the Company has been charging expenses to a specific program and sees the Common Costs category as a compilation of multiple programs not a standalone DSM program.

Respondent Scott Ranck

Interrogatory 6

6. The Company reports a legal expense in Common Costs. Please describe the nature of that expense.

FPUC RESPONSE: The legal expense was incurred for consultation and drafting of the company's responses to the PSC natural gas conservation audit, as well as the annual FERC filings.

Respondent Scott Ranck

Interrogatory 7 (A-D)

7. Please identify the level of participation in each program, and what plan, if any, the Company has to increase participation for these programs with zero participation in the future:
- a. Conservation Education
 - b. Space Conditioning
 - c. Commercial Conservation Survey
 - d. Commercial Small Food Program.

FPUC RESPONSE:

- a. The Company's natural gas Conservation Education program saw 500 participants who received information on the benefits of energy conservation and conservation programs such as available appliance rebates.
- b. The Company's Space Conditioning Program had two commercial participants.
- c. The Company had 10 participants in its Commercial Conservation Survey program.
- d. The Commercial Small Food program had 227 participants.

To increase awareness and participation, the Company will continue to advertise education and rebate programs to communities and organizations. Employees are motivated to stimulate program awareness through grassroots efforts such as community events and one-on-one consultations.

Respondent Scott Ranck

Interrogatory 8 (A-C)

Please refer to Exhibit CDY-1, Schedule CT-2, page 3 of 3, to answer the following questions.

8. Please explain the reasons for the variation between the actual and projected “Outside Services” expenditures for the following programs:
 - a. Residential Appliance Replacement
 - b. Conservation Education
 - c. Residential Appliance Retention.

FPUC RESPONSE: The variance between actual and projected expenditures in the aforementioned programs were due to the delay in implementation of several projects that require third-party consultation and outside services. The delay was a result of redirected efforts in response to hurricane restoration activities.

Respondent Scott Ranck

Interrogatory 9 (A-E)

9. Please explain the variation between the actual and projected "Labor/Payroll" expenditures for the following programs:
- a. Residential Appliance Replacement
 - b. Conservation Education
 - c. Residential Appliance Retention
 - d. Commercial Small Food Program
 - e. Commercial Large Non-Food Service Program.

FPUC RESPONSE:

In January of 2017, the Company determined that payroll and other employee-related expenses, which previously followed fixed allocations to Common, should instead be allocated to the affected conservation program(s). This change affected FPU's payroll expenses for Sales staff who previously had fixed allocations to "Common". Projections for 2018 Labor and Payroll for the aforementioned programs had been based on payroll expenses incurred in previous periods. When projecting its 2018 costs, the Company overestimated these expenses for those employees who had fixed allocations to specific programs. The Company also overestimated payroll expenses for those employees who directly charge their time according to their daily activities.

Respondent Scott Ranck

10. Please explain the reasons for the variation between the actual and projected "Other" expenditures for the Residential Conservation Survey.

FPUC RESPONSE: The Company subscribes to an online energy tool which is utilized by both natural gas and electric energy conservation employees to conduct energy audits. These costs were shared equally by each utility. However, the tool is utilized far more by electric representatives. Therefore, the Company determined that a higher percentage of the cost should be shifted from natural gas to the electric.

Respondent Scott Ranck

Please refer to Exhibit CDY-1, Schedule CT-6, to answer the following question.

11. Please explain why the Company appears to be installing very few tank water heaters when compared to tankless water heaters under the various programs.

FPUC RESPONSE: The Company is installing more Tankless water heaters as compared to tank style in response to market demand. Builders and homeowners prefer continuous hot water, the need for less space and higher energy efficiency standards that tankless water heaters provide.

Respondent Scott Ranck

Interrogatory 3A

Conservation Sole Source Vendors	Vendor Since	Justification For Use
BLACKHAWK ENGAGEMENT SOLUTIONS INC	10/2010	Enterprise-wide partnership.
BRANDED PRODUCTS	10/2011	Sole provider of yearly conservation calendar books since 2011.
CREATIVE MARKETING CONCEPTS	11/2010	Company used for branded conservation promotional items.
KUBRA DATA TRANSFER	7/2010	Enterprise-wide partnership.
FAIRWAY OUTDOOR FUNDING LLC	2/2011	Only provider within service territory
FEDEX	7/2009	Only shipping company used by the company due to a pricing arrangement.
GUNSTER YOAKLEY & STEWART PA	12/2010	Legal counsel since 2010.
MTN INC	7/2009	Agency of Record since 2009. Several firms were considered and participated in vetting process.
QUESTLINE INC	2/2012	Original content provider since 2012.
TACTICAL ENERGY SOLUTIONS LLC	9/2011	Service provider is a former employee and creator of FPU's current DSM plan and Fire Model. Considered most qualified contractor in the area to work with FPUC.
SALESFORCE	6/2011	Company's CRM system since 2011. Company met cyber security requirements.
HUBSPOT	7/2014	Several platforms were considered. Company met cyber security requirements.
MARCHEX	10/2011	Provides 800 numbers since 2011.
OPSOLVE INC	7/2016	Company met cyber security requirements.
COPYLAB	10/2001	Main printing house for smaller, local print jobs. Selection based on pricing.
ENERGYCARE	9/17	Local call center contracted after Hurricane Irma to handle overflow of customer inquiries.
DRAWLOOP TECHNOLOGIES (Nintex)	9/14	Provides customized workflows, forms and documents for FPU's Salesforce CRM. Virtually all our sales have conservation rebates as part of the process.
VAN WAGNER TWELVE HOLDINGS LLC	11/12	Preferred vendor recommended by Florida Atlantic University to print sponsorship materials for sporting events. The printing supports residential conservation rebate programs.
THOMAS PRINTWORKS	1/18	Preferred vendor recommended by Florida Atlantic University to print sponsorship materials for sporting events. Collateral promotes natural gas conservation programs.

In re: Natural gas conservation cost recovery.

DOCKET NO. 20190004-GU

AFFIDAVIT

STATE OF FLORIDA)

COUNTY OF HILLSBOROUGH)

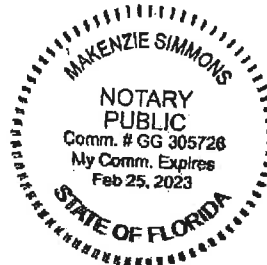
I hereby certify that on this 8th day of July, 2019, before me, an officer duly authorized in the State and County aforesaid to take acknowledgments, personally appeared Scott Ranck, who is personally known to me or has produced his driver's license as identification, and he acknowledged before me that he provided the answers to interrogatory number(s): 1 - 11 from STAFF'S FIRST SET OF INTERROGATORIES TO FLORIDA PUBLIC UTILITIES COMPANY in Docket No(s). 20190004-GU, and that the responses are true and correct based on his personal knowledge.

In Witness Whereof, I have hereunto set my hand and seal in the State and County aforesaid as of this 8th day of July, 2019.

Scott Ranck 7/8/19
Scott Ranck
DL#R520-297-53-471-0

Makenzie M.S.
Notary Public
State of Florida, at Large

My Commission Expires:
Feb 25 2023



15

FPUC's Response to Staff's
Second Set of Interrogatories
Nos. 12.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 15
PARTY: STAFF – (DIRECT)
DESCRIPTION: Scott Ranck(12)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost)
Recovery Clause.)
_____)

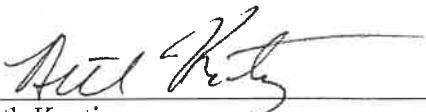
Docket No. 20190004-GU

FLORIDA PUBLIC UTILITIES COMPANY'S RESPONSES TO STAFF'S SECOND SET OF INTERROGATORIES (NO. 12)

Florida Public Utilities Company ("FPUC" or "Company"), hereby submits its Responses to the Second Set of Interrogatories (No. 12) served on the Company on August 16, 2019. The individual responses follow this cover sheet.

Respectfully submitted this 11th day of September, 2019,

By:



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301

Attorneys for Florida Public Utilities Company

Interrogatory 12

Please refer to Exhibit GSR-1, attached to the direct testimony of G. Scott Ranck, as filed on August 9, 2019, in Docket No. 20190004-GU.

12. Please refer to Schedule C-3, Page 2 of 5, for 2020 projected information.
 - a. Please explain what the company is doing to increase participation in the Residential Propane Distribution Program.
 - b. Please explain what the company is doing to increase participation in the Residential Conservation Demonstration and Development Program.

FPUC Response

12a. The Residential Propane Distribution Program was filed for in 2000 and later refiled as the Residential Propane Distribution Program. This program was denied final approval and is not one of our programs. Order No. PSC-00-1663-PAA-EG, issued in Docket No. 20000721-EG.

12b. The Natural Gas Research and Development Program ended on December 31, 2017 and is no longer a part of our conservation program. See, Order No. PSC-2015-0095-PAA-EG, issued February 6, 2015, in Docket No. 20140196-EG.

Respondent Scott Ranck

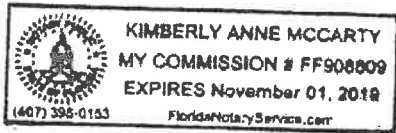
AFFIDAVIT

STATE OF FLORIDA)

COUNTY OF PIK

I hereby certify that on this 20 day of August, 2019, before me, an officer duly authorized in the State and County aforesaid to take acknowledgments, personally appeared Scott Ranck, who is personally known to me, and he/she acknowledged before me that he/she provided the answers to interrogatory number(s) 12 from Staff's Second Set of Interrogatories to Florida Public Utilities Company (No. 12) in Docket No. 20190004-GU, and that the responses are true and correct based on his/her personal knowledge.

In Witness Whereof, I have hereunto set my hand and seal in the State and County aforesaid as of this 20 day of August, 2019.



Kimberly Anne McCarty
Notary Public
State of Florida, at Large

My Commission Expires: 11-1-2019

Scott Ranck
8/20/19

16

PGS's Response to Staff's First Set of Interrogatories Nos. 1-9.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 16
PARTY: STAFF – (DIRECT)
DESCRIPTION: Mark Roche(1-9)

**BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION**

**In re: Natural gas conservation) DOCKET NO. 20190004-GU
Cost recovery (Peoples Gas System)) FILED: JULY 8, 2019**

**PEOPLES GAS SYSTEM'S
ANSWERS TO FIRST SET OF INTERROGATORIES (NOS. 1-9)
OF
THE FLORIDA PUBLIC SERVICE COMMISSION**

Peoples Gas System files this its Answers to Interrogatories (Nos. 1 - 9) propounded and served on June 7, 2019 by the Florida Public Service Commission.

PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
INDEX TO STAFF'S FIRST SET OF INTERROGATORIES (NOS. 1-9)

<u>Number</u>	<u>Witness</u>	<u>Subject</u>	<u>Bates Stamped Page</u>
1	Roche	For each existing DSM program, please provide the results of any updated Participants and the Rate Impact Measure (RIM) cost-effectiveness tests in Excel format.	1
2	Roche	Please explain how the Company develops its DSM advertising, and how it determines which programs to promote through advertising.	2
3	Roche	For each DSM program for which the company contracts third-party vendors, please provide any updates or changes to the Company's third-party vendors that have occurred since the Company answered this question in 2018. <ul style="list-style-type: none"> a. The Company's list of vendors. b. The Company's process for bidding and selecting vendors. c. The Company's process for sole-sourcing DSM vendors. d. The Company's list of current sole-sourced third-party vendors and justification for each. 	3
4	Roche	Please explain the reasons for the variation between actual and Projected Incentives and Outside Services amounts.	5
5	Roche	Please explain why the company does not allocate Common Costs to the various DSM programs listed on Schedule CT-2, and why the company treats Common Costs as an individual DSM program.	6
6	Roche	Please explain what expenditures are included in the "Other" category.	7
7	Roche	Please identify the level of participation in each program, and what plan, if any, the company has to increase participation for the programs listed below with zero participation in the future: <ul style="list-style-type: none"> a. Oil Heat Replacement b. Small Package Cogeneration c. Gas Space Conditioning d. Dealer Program. 	8

8	Roche	Please provide the Program Description and Progress of the Dealer Program in Schedule CT-6.	9
9	Roche	Please explain if the Program Progress located at the bottom of each page in Schedule CT-6 details the number of program participants from the inception of the program to date. If not, please explain the period from which the number is calculated.	10

Mark Roche
Manager, Regulatory Rates

Tampa Electric Company
702 N. Franklin Street
Tampa, Florida 33602

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 1
PAGE 1 OF 1
FILED: JULY 8, 2019**

- 1.** For each existing DSM program, please provide the results of any updated Participants and the Rate Impact Measure (RIM) cost-effectiveness tests in Excel format.
 - A.** Peoples Gas System has not performed an updated Participant Cost test ("PCT") or Gas Rate Impact Measure test ("G-RIM") for its existing Demand Side Management ("DSM") programs at this time. The company is in the process of finalizing the cost-effectiveness model that will be used to provide these values, that will be included as part of the DSM Plan, once the Commission establishes the natural gas DSM goals for the company.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 2
PAGE 1 OF 1
FILED: JULY 8, 2019**

- 2.** Please explain how the Company develops its DSM advertising, and how it determines which programs to promote through advertising.
 - A.** Peoples Gas System develops advertising plans that incorporate a diverse mix of media to reach the broadest audience across its service territory. In 2018, the company invested consistently in major markets utilizing digital, radio, television, outdoor and print advertising to promote awareness about Commission-approved programs and to educate consumers about how to access them. Due to the size of the company's service area, one of the marketing strategies Peoples Gas leverages is the market presence, reach and brand affinity seasonal college and professional sports achieves. Through these partnerships Peoples Gas develops unique and engaging advertising assets. The company promotes programs for home heating seasonally, and other programs like water heating and cooking rebates year-round.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 3
PAGE 1 OF 2
FILED: JULY 8, 2019**

- 3.** For each DSM program for which the company contracts third-party vendors, please provide any updates or changes to the Company's third-party vendors that have occurred since the Company answered this question in 2018.
- a. The Company's list of vendors.
 - b. The Company's process for bidding and selecting vendors.
 - c. The Company's process for sole-sourcing DSM vendors.
 - d. The Company's list of current sole-sourced third-party vendors and justification for each.
- A.**
- a. Peoples Gas System utilizes the vendor Direct Technologies to supply the software program that houses the application and rebate processes and Strategic Solutions that supply temporary hourly help when needed with the processing of rebates.
 - b. Peoples Gas System uses several processes to evaluate, select, and monitor third-party DSM vendors. In general, it follows the process of a typical request for proposal ("RFP"), where the company will initiate the process by announcing that Peoples Gas System is seeking a vendor to do work. Peoples Gas System will then receive vendor proposals which will be reviewed by the company's DSM Regulatory Manager and Analysts responsible for the area, procurement and other company stakeholders that will be involved in the selection and potential integration with the vendor. Once the vendor is selected, the company will negotiate the specifics in the contract including costs. If this negotiation with the vendor is successful, the company and the vendor will sign an agreement contract which then starts the process of integration.

Peoples Gas System will review the following items about vendor during this evaluation:

- Reputation
- Compliance
- Transactions
- Background checks of reputation of owner/company principals
- Review of appropriate licenses
- Determine that the third party's culture, vision, and customer service expectations and experience style

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 3
PAGE 2 OF 2
FILED: JULY 8, 2019**

- Certify appropriate insurance
- Review internal controls, materials management and capabilities
- Determine company's dispute resolution process
- Determine how customer complaints are handled
- Review security and confidentiality
- Assess quality of service and support capabilities
- Past experience and demonstrated expertise
- Capabilities for handling DSM programs
- Ability to comply with conservation rules and standards
- Ability to be trusted by customers

Peoples Gas System may also research several companies that can provide the specific services required and invite those companies to provide in-person or web-based demonstrations. This may also include in-person meetings with these vendors to discuss capabilities and the potential scope requirements of the DSM program. After these demonstrations, Peoples Gas System may visit or call other utilities to see how that company utilizes the product or service as well as feedback on if they like or dislike the product or service. In addition, any in-person meetings will include a formal question and answer period on the capabilities of the product or service.

- c. Peoples Gas System may choose to sole-source a DSM vendor if the vendor was a prior provider of DSM products and services for the company or one of its affiliates.
- d. Peoples Gas System utilizes one sole-source vendors in the assistance of facilitating its DSM programs. Direct Technologies provides the Energy Efficiency Collaborative Platform ("EECP") which provides the company the ability to facilitate customer program applications completely online. Additionally, this software tool allows for application corrections to replace mailing missing applications back to the customer to have them fill out the missing portions. Customers and/or contractors also have the availability to go online and update/correct their rebate applications and submit any additional supporting documents needed to process the rebate. In addition, Peoples Gas System is exploring the use of a sole-source vendor to supply the proposed Residential Online Energy Audit Program in which the vendor that supports this program that is currently provided for an affiliate.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 4
PAGE 1 OF 1
FILED: JULY 8, 2019**

Please refer to Exhibit MRR-1, Schedule CT-2, page 1 of 3, to answer the following question.

- 4.** Please explain the reasons for the variation between actual and Projected Incentives and Outside Services amounts.
 - A.** In 2018, Peoples Gas System incurred a total Incentives cost of \$16,562,307 as compared to the projected cost of \$13,839,323. The increase in Incentives costs is due to the increase in the amount of participation in the following four programs: New Residential Construction, Residential Appliance Retention, Residential Appliance Replacement and Commercial Electric Replacement.

In 2018, Peoples Gas System incurred a total Outside Services total cost of \$242,023 as compared to the projected cost of \$356,633. This decrease in Outside Services cost is due to lower projected costs in the following items: Direct Technology Consultants, Contractor Services and Legal Consultants.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 5
PAGE 1 OF 1
FILED: JULY 8, 2019**

Please refer to Exhibit MRR-1, Schedule CT-2, pages 2-3, to answer the following questions.

- 5.** Please explain why the company does not allocate Common Costs to the various DSM programs listed on Schedule CT-2, and why the company treats Common Costs as an individual DSM program.
 - A.** Peoples Gas System charges Common Costs that benefit both residential and commercial Demand Side Management ("DSM") Programs. Applicable DSM costs are charged to the category as "Common" when these costs do not have the ability to be assigned to a specific DSM program. These costs pertain to many DSM programs and charging the costs to common costs accurately recognizes that this cost benefits more than one specific DSM program. Examples of common costs are labor, employee training courses, professional and association dues and mileage expenses.

PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 6
PAGE 1 OF 1
FILED: JULY 8, 2019

6. Please explain what expenditures are included in the "Other" category.

A. The following expenditures are included in the "Other" category:

- Florida Natural Gas Association dues: \$57,538
- EECF software maintenance: \$57,000
- Professional dues and fees: \$6,317
- Travel and lodging: \$2,062

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 7
PAGE 1 OF 1
FILED: JULY 8, 2019**

7. Please identify the level of participation in each program, and what plan, if any, the company has to increase participation for the programs listed below with zero participation in the future:
- a. Oil Heat Replacement
 - b. Small Package Cogeneration
 - c. Gas Space Conditioning
 - d. Dealer Program.
- A.
- a. The level of this program in recent years has been zero participants. The company will continue to promote this program via the company's website and advertising activities.
 - b. The level of this program in recent years has been zero participants. The company will continue to promote this program via the company's website and advertising activities. In addition, the company does plan on minor restructuring to the program to allow for larger cogeneration units to participate in this program. This adjustment to the program standards is planned to be included in the DSM Plan and Standards that will be submitted to support the DSM goals, once approved by the Commission, within the active Goalsetting Docket No. 20180186-GU.
 - c. The level of this program in recent years has been zero participants. The company will continue to promote this program via the company's website and advertising activities. In addition, the company is working to increase the level of participation in this program through the potential offering of a leasing or on-bill payment method similar to the company's water heating program.
 - d. Peoples Gas System does not have a Commissioned approved Dealer Program. The company migrated to a different template for submitting the company's DSM true-up file earlier this year and inadvertently left this title on the template, in which it should have been removed.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 8
PAGE 1 OF 1
FILED: JULY 8, 2019**

Please refer to Exhibit MRR-1, Schedule CT-6, to answer the following questions.

- 8.** Please provide the Program Description and Progress of the Dealer Program in Schedule CT-6.
 - A.** Peoples Gas System does not have a Commission approved Dealer Program. The company migrated to a different template for submitting the company's DSM true-up file earlier this year and inadvertently left this title on the template, in which it should have been removed.

**PEOPLES GAS SYSTEM
DOCKET NO. 20190004-GU
STAFF'S FIRST SET OF
INTERROGATORIES
INTERROGATORY NO. 9
PAGE 1 OF 1
FILED: JULY 8, 2019**

- 9.** Please explain if the Program Progress located at the bottom of each page in Schedule CT-6 details the number of program participants from the inception of the program to date. If not, please explain the period from which the number is calculated.

- A.** Yes, the Program Progress located at the bottom of each page in Schedule CT-6 are the participants from the inception of the program to date.

A F F I D A V I T

STATE OF FLORIDA)
)
COUNTY OF HILLSBOROUGH)

Before me the undersigned authority personally appeared Mark Roche who deposed and said that he is Manager, Regulatory Affairs, Tampa Electric Company, and that the individuals listed in Peoples Gas Company's response to Staff's First Set of Interrogatories, (Nos. 1-9) prepared or assisted with the responses to these interrogatories to the best of his information and belief.

Dated at Tampa, Florida this 5 day of July, 2019.



Sworn to and subscribed before me this 5th day of July, 2019.





My Commission expires _____

17

Sebring's Response to Staff's
First Set of Interrogatories Nos.
1-5.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 17
PARTY: STAFF – (DIRECT)
DESCRIPTION: Jerry Melendy(1-5)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost)
Recovery Clause.)
_____)


Docket No. 20190004-GU

**SEBRING GAS SYSTEM'S RESPONSES TO STAFF'S FIRST SET OF
INTERROGATORIES (NOS. 1-5)**

Sebring Gas System, Inc. ("Sebring" or "Company"), hereby submits its Responses to the First Set of Interrogatories (Nos. 1 - 5) served on the Company on June 7, 2019. The individual responses follow this cover sheet.

Respectfully submitted this 8th day of July, 2019,

By:



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301

Attorneys for Sebring Gas System, Inc.

Interrogatory 1

1. Please explain how the Company develops its DSM advertising, and how it determines which programs to promote through advertising.

Answer: Sebring Gas System, Inc. (the company) has historically included the conservation rebate information on our web site. Because Sebring's programs have not changed, the Company has not done additional advertising. As such, no expense was allocated to advertising for the year 2018.

Respondent: Jerry Melendy

Interrogatory 2

2. For each DSM program that contracts third-party vendors, please provide any updates or changes to the Company's third-party vendors that have occurred since the Company answered this question in 2018.
 - a. The Company's list of vendors.
 - b. The Company's process for bidding and selecting vendors.
 - c. The Company's process for sole-sourcing DSM vendors.
 - d. The Company's list of current sole-sourced third-party vendors and justification for each.

Answer: The company did not use third-party vendors for the 2018 conservation programs.

Respondent: Jerry Melendy

Interrogatory 3

Please refer to Schedule CT-2, pages 2-3 of 3, of Exhibit JHM-1, to answer the following questions:

3. Schedule CT-2 indicates that the company spent \$151 on advertising for the Residential Appliance Replacement Program. Please explain why the company advertises for the Residential Appliance Replacement Program, but not for other programs.

Answer:

In the years 2013 and 2014, the company conducted an advertising program which included printed materials to be handed out to prospective customers who were in proximity to its gas mains. The printed materials were booked to the conservation expenses during those years, with the remainder of them retained for future use. In 2018, these previously produced printed brochures were handed out by pipeline technicians who were installing natural gas lines to new residents. Because the technicians were in a residential area with no new construction, the expense for their labor was allocated to the Residential Appliance Replacement Program. This procedure was performed three times in the year: February for \$39.53, May for \$91.37 and July \$20.36 for a total for the year of \$151.26, which was rounded to \$151 on Schedule CT-2, Page 2 of 3. The company did not advertise for other programs in this case because no potential Residential New Home Construction customers were in the area the technicians were working.

Respondent: Jerry Melendy

Interrogatory 4

4. Please identify the level of participation in each program, and what plan, if any, the company has to increase participation for these programs with zero participation in the future:
- a. Commercial New Construction
 - b. Commercial Appliance Replacement.

Answer: The company has no plans at this time to conduct advertising programs given that there is currently no participation in these programs, and negligible commercial construction or commercial activity for which gas supply would be beneficial within our current service area.

Respondent: Jerry Melendy

Interrogatory 5

5. Please explain the reasons for the variance in Incentive Expenditures for the following programs:
- a. Residential Appliance Replacement
 - b. Commercial New Construction
 - c. Commercial Appliance Replacement
 - d. Commercial Customer Retention.

Answer:

Incentives: \$22,450 for Residential Appliance Replacement.
\$00 to Commercial New Construction
\$00 to Commercial Appliance Replacement
\$1,505 to Commercial Customer Retention

The company has signage and brochures located in our business office explaining our Conservation Incentive programs. As our customers come into our office, they see our offerings in incentives. Our long-standing customers know of and have used our appliance replacement programs in the past. The incentives for the Residential Appliance Replacement was made up of 39 incentives totaling \$22,450.00. The incentives for the Commercial Customer Retention, was made up of two incentives of \$765.00 and \$740.00, totaling \$1,505.00. As for the Commercial New Construction and Commercial Appliance replacement, as noted above in response to Interrogatory 4, there has been no activity under these programs.

Respondent: Jerry Melendy

In re: Natural gas conservation cost recovery.

DOCKET NO. 20190004-GU

AFFIDAVIT

STATE OF FLORIDA)

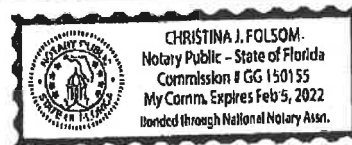
COUNTY OF HIGHLANDS)

I hereby certify that on this 8th day of July, 2019, before me, an officer duly authorized in the State and County aforesaid to take acknowledgments, personally appeared Jerry Melendy, who is personally known to me or has produced his driver's license as identification, and he acknowledged before me that he provided the answers to interrogatory number(s): 1 - 5 from STAFF'S FIRST SET OF INTERROGATORIES TO SEBRING GAS SYSTEM in Docket No(s). 20190004-GU, and that the responses are true and correct based on his personal knowledge.

In Witness Whereof, I have hereunto set my hand and seal in the State and County aforesaid as of this 8th day of July, 2019.

Christina J. Folsom
Notary Public
State of Florida, at Large

My Commission Expires:



18

Sebring's Response to Staff's
Second Set of Interrogatories
Nos. 6.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 18
PARTY: STAFF – (DIRECT)
DESCRIPTION: Jerry Melendy(6)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Natural Gas Conservation Cost)
Recovery Clause.)
_____)

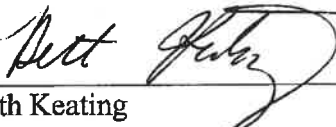
Docket No. 20190004-GU

SEBRING GAS SYSTEM'S RESPONSES TO STAFF'S SECOND SET OF INTERROGATORIES (NO. 6)

Sebring Gas System, Inc. ("Sebring" or "Company"), hereby submits its Responses to the Second Set of Interrogatories (Nos. 6) served on the Company on August 16, 2019. The individual responses follow this cover sheet.

Respectfully submitted this 28th day of August, 2019,

By:



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301

Attorneys for Sebring Gas System, Inc.

Interrogatory 6

Please refer to Exhibit JHM-2, attached to the direct testimony of Jerry H. Melendy, as filed on August 12, 2019, in Docket No. 20190004-GU.

6. Please refer to Schedule C-2, Page 1 of 2, for 2020 projected information, and Schedule C-3, Page 3 of 5, for Actual/Estimated 2019 information.

a. Please explain why the Company's projected 2020 costs for the Residential New Construction program are \$18,798, while the Actual/Estimated costs for this program in 2019 are \$6,846. Describe in your response the principle drivers for this change in costs.

Sebring Response: For the Residential New Construction program, the principal driver for this change in costs (\$11,952) is an increase in incentives paid for tankless water heaters, clothes dryers and ranges. The Company is projecting to add a new 50-unit low-income housing complex, beginning in 2020. The Company has projected to pay 26 rebates in 2020, for a total estimated cost of \$15,600. The actual/projected 2019 incentives are \$3,800 (6 tankless water heaters and 3 clothes dryers and ranges). This difference is \$11,800, which is the approximate difference between the two years.

b. Please explain why the Company's projected 2020 costs for the Commercial New Construction program are \$18,198, while the Actual/Estimated costs for this program in 2019 are \$3,046. Describe in your response the principle drivers for this change in costs.

Sebring Response: For the Commercial New Construction program, the principle drivers for this change in costs (\$15,152) is an increase in incentives paid for qualified commercial equipment. The Company is expanding into both the City of Wauchula and the City of Arcadia. The Company is projecting to add commercial customers as it expands into these

new service areas. The Company is projecting to pay \$15,000 in rebates in 2020 versus no rebates in 2019.

Respondent: Jerry Melendy

In re: Natural gas conservation cost recovery.

DOCKET NO. 20190004-GU

AFFIDAVIT

STATE OF FLORIDA)

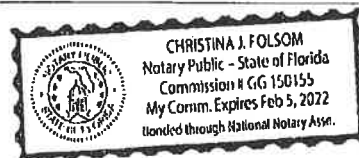
COUNTY OF HIGHLANDS)

I hereby certify that on this 28th day of August, 2019, before me, an officer duly authorized in the State and County aforesaid to take acknowledgments, personally appeared Jerry Melendy, who is personally known to me or has produced his driver's license as identification, and he acknowledged before me that he provided the answers to interrogatory number(s): 1-6 from STAFF'S SECOND SET OF INTERROGATORIES TO SEBRING GAS SYSTEM (No. 6) in Docket No(s). 20190004-GU, and that the responses are true and correct based on his personal knowledge.

In Witness Whereof, I have hereunto set my hand and seal in the State and County aforesaid as of this 28th day of August, 2019.

Christina J. Folsom
Notary Public
State of Florida, at Large

My Commission Expires:



19

SJNG's Response to Staff's
First Set of Interrogatories Nos.
1-2.

FLORIDA PUBLIC SERVICE COMMISSION
DOCKET: 20190004-GU EXHIBIT: 19
PARTY: STAFF – (DIRECT)
DESCRIPTION: Debbie Stitt (1-2)



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tel 850.229.8216 / fax 850.229.8392

www.stjoegas.com

August 26, 2019

Rachael Dziechciarz
Senior Attorney, Office of the General Counsel
FI Public Service Commission

Ref: Docket No. 20190004-GU

Responses to Staff's First Set of Interrogatories

Submitted by: Debbie Stitt/Regulatory Analyst and Andy Shoaf/V.President

1. A. Please explain why the Company's projected 2020 costs for the Residential New Construction program are \$53,650, while the Actual/Estimated costs for 2019 are \$33,000.

Answer: St. Joe Natural Gas has seen a considerable increase in Residential New Construction and anticipate an even higher increase in construction due to Hurricane Michael's destruction of Residential homes.

- B. Please explain why the Company's projected 2020 costs for the Residential Appliance Replacement program are \$16,525, while the Actual/Estimated costs for 2019 are \$34,875.

Answer: SJNG Actual/Estimated costs for 2019 were higher due to Hurricane Michael and we do not anticipate this program to generate that higher cost in 2020.

- C. Please explain why the Company's projected 2020 costs for the Residential Appliance Retention program are \$118,950, while the Actual/Estimated costs for this program in 2019 are \$189,050.

Answer: SJNG Actual/Estimated costs for 2019 yet again were higher due to Hurricane Michael and we do not anticipate this program to generate that higher cost in 2020.

2. A. Please explain what the Company is doing, if anything, to increase participation in the Large Food Service Commercial Program.

Answer: There are no large food service in our area. We work with County officials to help bring large food service customers to our rural area.

- B. Please explain what the Company is doing, if anything, to increase participation in the Commercial Hospitality and Lodging Program.

Answer: We have spoken to the one hotel owner in our area and notified him of the program.

AFFIDAVIT

STATE OF FLORIDA)

COUNTY OF Gulf)

I hereby certify that on this 17th day of October, 2019, before me, an officer duly authorized in the State and County aforesaid to take acknowledgments, personally appeared Debbie Stitt, who is personally known to me, and he/she acknowledged before me that he/she provided the answers to interrogatory number(s) 1-2 from STAFF'S FIRST SET OF INTERROGATORIES TO ST. JOE NATURAL GAS COMPANY, INC. (NOS. 1-2) in Docket N. 20190004-GU, and that the responses are true and correct based on his/her personal knowledge.

In Witness Whereof, I have hereunto set my hand and seal in the State and County aforesaid as of this 17th day of Oct, 2019.

Dana G Mallon



Notary Public
State of Florida, at Large

My Commission Expires:
7-4-22