



May 4, 2020

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

RE: Docket No. 20200002-EG

Dear Mr. Teitzman:

Attached for electronic filing is the Final True-up Testimony and Exhibit for the period January – December 2019 of John N. Floyd in the above-referenced docket.

Pursuant to the Order Establishing Procedure, an electronic copy will be provided to the parties.

Sincerely,

A handwritten signature in blue ink that reads 'Richard Hume'.

Richard Hume  
Regulatory Issues Manager

md

Attachments

cc: Florida Public Service Commission  
Ashley Weisenfeld, Senior Attorney, Office of the General Counsel (6 copies)  
Gulf Power Company  
Russell Badders, VP & Associate General Counsel

**BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION**

**ENERGY CONSERVATION COST  
RECOVERY CLAUSE**

**Docket No. 20200002-EG**

**PREPARED DIRECT TESTIMONY AND  
EXHIBIT OF  
JOHN N. FLOYD**

**FINAL TRUE-UP FOR THE PERIOD:  
JANUARY – DECEMBER 2019**

**DATE OF FILING: May 4, 2020**



**Gulf Power®**

1 **GULF POWER COMPANY**

2 **Before the Florida Public Service Commission**  
3 **Prepared Direct Testimony of**  
4 **John N. Floyd**  
5 **Docket No. 20200002-EG**  
6 **Date of Filing: May 4, 2020**

7 **Q. Please state your name, business address, employer and position.**

8 A. My name is John N. Floyd, and my business address is One Energy  
9 Place, Pensacola, Florida 32520. I am employed by Gulf Power Company  
10 (Gulf or the Company) as the Manager of Strategy and Market  
11 Intelligence.

12 **Q. Mr. Floyd, please describe your educational background and**  
13 **business experience.**

14 A. I received a Bachelor Degree in Electrical Engineering from Auburn  
15 University in 1985. After serving four years in the U.S. Air Force, I began  
16 my career in the electric utility industry at Gulf Power in 1990 and have  
17 held various positions with the Company in Power Generation, Metering,  
18 Power Delivery and Marketing. In my present position, I am responsible  
19 for the development and implementation of Gulf's customer program  
20 offerings associated with the Company's Demand-Side Management  
21 (DSM) Plan.

22  
23 **Q. Have you previously testified before this Commission in connection**  
24 **with the Energy Conservation Cost Recovery Clause?**

25 A. Yes.

1 **Q. Mr. Floyd, what is the purpose of your testimony?**

2 A. The purpose of my testimony is to present the results of the approved  
3 Energy Conservation Cost Recovery Clause programs and related  
4 expenses for January 2019 through December 2019.

5

6 **Q. Are you sponsoring any exhibits to your testimony?**

7 A. Yes, I sponsor Exhibit JNF-1, Schedules CT-1 through CT-6.

8

9 **Q. Have you verified that the information contained in Exhibit JNF-1 is**  
10 **correct?**

11 A. Yes, I have. This exhibit was prepared under my direction and control,  
12 and the information contained therein is true and correct to the best of my  
13 knowledge.

14

15 **Q. Please summarize for this Commission the deviations between the**  
16 **actual expenses for this recovery period and the amount of**  
17 **estimated/actual expenses previously filed with this Commission.**

18 A. The estimated/actual true-up net expenses for the entire recovery period  
19 January 2019 through December 2019, previously filed, were  
20 \$10,333,327. The actual expenses incurred in 2019 were \$9,607,626,  
21 which resulted in a variance of \$725,701 or 7.0% under the projection.  
22 See Schedule CT-2, Line 10.

23

24

25

1 **Q. Mr. Floyd, would you explain the January 2019 through December**  
2 **2019 variance?**

3 A. Yes. The variance resulted from overall actual expenses being less than  
4 estimated in Depreciation, Return & Property Tax, Materials & Supplies,  
5 Advertising, and Incentives while Payroll & Benefits expenses were higher  
6 than estimated. Overall, actual program expenses for the 12-month  
7 period through December 2019 were \$725,701 less than the level of  
8 estimated/actual program expenses filed on August 9, 2019 as shown on  
9 Schedule CT-2. A more detailed description of the deviations is contained  
10 in Schedule CT-3, Page 1 and Schedule CT-6.

11

12 **Q. Mr. Floyd, what was Gulf's adjusted net true-up for the period**  
13 **January 2019 through December 2019?**

14 A. The net true-up for 2019 is \$970,447 over-recovery as shown on Schedule  
15 CT-1.

16

17 **Q. Please describe your program participation levels during the**  
18 **recovery period.**

19 A. A more detailed review of each of the programs is included in my  
20 Schedule CT-6. The following is a synopsis of program participation  
21 levels during this recovery period.

22 (A) Residential Energy Surveys - During the 2019 recovery period, the  
23 Company completed 12,581 surveys.

24 (B) Community Energy Saver – During the 2019 recovery period, the  
25 Company served a total of 2,499 eligible participants.

- 1 (C) Residential Custom Incentive – During the 2019 recovery period,  
2 no participants enrolled in this program.
- 3 (D) HVAC Efficiency – During the 2019 recovery period, there were a  
4 total of 1,044 participants in this program.
- 5 (E) Residential Building Efficiency – During the 2019 recovery period,  
6 there were a total of 1,012 participants in this program.
- 7 (F) Energy Select - During the 2019 recovery period, there was an  
8 addition of 836 customers in this program.
- 9 (G) Commercial/Industrial (C/I) Energy Analysis - During the 2019  
10 recovery period, a total of 169 C/I Energy Analyses were  
11 completed.
- 12 (H) Commercial HVAC Retrocommissioning – During the 2019  
13 recovery period, there were 7 participants in this program.
- 14 (I) Commercial Building Efficiency - During the 2019 recovery period,  
15 Gulf Power had 585,073 square feet and 71 tons of qualifying  
16 measures installed in this program.
- 17 (J) Commercial/Industrial Custom Incentive – During the 2019  
18 recovery period, no participants were enrolled in this program.
- 19 (K) Critical Peak Option (CPO) – As of December 2019, there were no  
20 customers participating in CPO.
- 21 (L) Curtable Load (CL) Rider - During the 2019 recovery period, 24  
22 customers enrolled in the CL Rider program.
- 23 (M) Residential Time of Use Rate Pilot – As of December 2019, there  
24 were 300 customers participating in the pilot.

25

1 (N) Conservation Demonstration and Development (CDD)– Gulf did not  
2 initiate any new CDD projects in 2019.

3

4 **Q. Should Gulf's recoverable energy conservation cost for the period be**  
5 **accepted as reasonable and prudent?**

6 A. Yes.

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8 **Q. Mr. Floyd, does this conclude your testimony?**

9 A. Yes, it does.

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AFFIDAVIT

STATE OF FLORIDA     )  
                                  )  
COUNTY OF ESCAMBIA )

Docket No. 20200002-EG

Before me the undersigned authority, personally appeared John N. Floyd, who being first duly sworn, deposes, and says that he is the Manager of Strategy and Market Intelligence of Gulf Power Company, a Florida corporation, that the foregoing is true and correct to the best of his knowledge, information, and belief. He is personally known to me.



\_\_\_\_\_  
John N. Floyd  
Manager of Strategy and Market Intelligence

Sworn to and subscribed before me by means of  physical presence or \_\_\_\_\_  
online notarization this 4<sup>th</sup> day of May, 2020.

  
\_\_\_\_\_  
Notary Public, State of Florida at Large



MELISSA ADARNES  
Commission # GG 366942  
Expires December 17, 2023  
unded thru Budget Notary Services



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**Schedule CT-1**

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

	\$	\$
Actual		
1. Principal	5,439,264	
2. Interest	76,577	
3. Actual Over/(Under) Recovery Ending Balance		5,515,841
Estimated/Actual as filed August 19, 2019		
4. Principal	4,468,843	
5. Interest	76,551	
6. Total Estimated/Actual Over/(Under) Recovery		4,545,394
7. Adjusted Net True-up Over/(Under) Recovery (Line 3 - 6)		970,447

**Schedule CT-2**

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

**Analysis of Energy Conservation Program Costs**  
**Actual Compared to Estimated/Actual**

	<u>Actual</u>	<u>Est/Actual</u>	<u>Difference</u>
	\$	\$	\$
1. Depreciation, Return & Property Tax	3,215,841.55	3,218,013.19	(2,171.64)
2. Payroll & Benefits	2,448,747.34	2,387,328.00	61,419.34
3. Materials & Supplies	3,008,425.86	3,097,126.31	(88,700.45)
4. Advertising	23,088.00	262,583.00	(239,495.00)
5. Incentives	911,523.74	1,368,276.71	(456,752.97)
6. Adjustments	0.00	0.00	0.00
7. Other	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
8. Subtotal	9,607,626.49	10,333,327.21	(725,700.72)
9. Program Revenues	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
10. Total Program Costs	<u>9,607,626.49</u>	<u>10,333,327.21</u>	<u>(725,700.72)</u>
11. Less: Payroll Adjustment	0.00	0.00	0.00
12. Amounts Inc. in Base Rate	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
13. Conservation Adjustment Revenues	<u>12,645,068.26</u>	<u>12,400,347.32</u>	<u>244,720.94</u>
14. Rounding Adjustment	<u>12,645,068.00</u>	<u>12,400,347.00</u>	<u>244,721.00</u>
15. True-up Before Adjustment Over/(Under) Recovery	3,037,442	2,067,021	970,421
16. Interest Provision	76,577	76,551	26
17. Prior Period True-up	2,401,822	2,401,822	0
18. Other	<u>0</u>	<u>0</u>	<u>0</u>
19. End of Period True-up	<u>5,515,841</u>	<u>4,545,394</u>	<u>970,447</u>

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
 Calculation of the Final True-Up Amount  
 For the Period: January 2019 - December 2019

**Conservation Costs By Program**  
**Variance Actual Vs. Estimated/Actual**

Program	Capital Return, Property Taxes & Depreciation	Payroll & Benefits	Material & Expenses	Other	Advertising	Incentives	Sub-Total	Program Revenues	Total
<b>Residential Conservation Programs:</b>									
1. Residential Energy Audit and Education	0.00	(80,879.00)	113,985.00	0.00	(117,937.00)	0.00	(84,831.00)	0.00	(84,831.00)
2. Community Energy Saver	0.00	(699.13)	(75,657.38)	0.00	0.00	0.00	(76,356.51)	0.00	(76,356.51)
3. Residential Custom Incentive	0.00	3,256.31	(413.34)	0.00	0.00	0.00	2,842.97	0.00	2,842.97
4. HVAC Efficiency	0.00	38,328.91	(240,548.42)	0.00	0.00	(240,963.00)	(443,182.51)	0.00	(443,182.51)
5. Residential Building Efficiency	0.00	(21,838.40)	(17,004.99)	0.00	0.00	(158,302.90)	(197,146.29)	0.00	(197,146.29)
6. Energy Select	(2,171.64)	63,514.00	156,864.89	0.00	(121,558.00)	0.00	96,649.25	0.00	96,649.25
<b>Commercial / Industrial Conservation Programs:</b>									
7. Commercial / Industrial Energy Audit	0.00	37,098.15	(187.63)	0.00	0.00	0.00	36,910.52	0.00	36,910.52
8. HVAC Retrocommissioning	0.00	5,907.28	7,693.97	0.00	0.00	(9,950.00)	3,651.25	0.00	3,651.25
9. Commercial Building Efficiency	0.00	14,252.48	(22,051.60)	0.00	0.00	(47,537.07)	(55,336.19)	0.00	(55,336.19)
10. Commercial / Industrial Custom Incentive	0.00	2,478.74	(1,380.95)	0.00	0.00	0.00	1,097.79	0.00	1,097.79
11. Residential Time of Use Rate Pilot	0.00	0.00	(10,000.00)	0.00	0.00	0.00	(10,000.00)	0.00	(10,000.00)
12. Conservation Demonstration and Developme	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
13. Critical Peak Option	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
14. Curtailable	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
15. Less Base Rate Recovery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
16. Total All Programs	(2,171.64)	61,419.34	(88,700.45)	0.00	(239,495.00)	(456,752.97)	(725,700.72)	0.00	(725,700.72)

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
Calculation of the Final True-Up Amount  
For the Period: January 2019 - December 2019

**Conservation Costs By Program**  
**Actual Expenses**

Program	Capital Return, Property Taxes & Depreciation	Payroll & Benefits	Material & Expenses	Other	Advertising	Incentives	Sub-Total	Program Revenues	Total
<b>Residential Conservation Programs:</b>									
1. Residential Energy Audit and Education	0.00	771,714.00	143,751.00	0.00	(13,330.00)	0.00	902,135.00	0.00	902,135.00
2. Community Energy Saver	0.00	76,770.87	628,412.12	0.00	0.00	0.00	705,182.99	0.00	705,182.99
3. Residential Custom Incentive	0.00	54,405.31	161.73	0.00	0.00	24,037.00	54,567.04	0.00	54,567.04
4. HVAC Efficiency	0.00	183,886.91	283,363.48	0.00	0.00	181,306.10	491,287.39	0.00	491,287.39
5. Residential Building Efficiency	0.00	159,071.60	35,324.45	0.00	0.00	0.00	375,702.15	0.00	375,702.15
6. Energy Select	3,215,841.55	462,848.00	1,827,705.00	0.00	36,418.00	0.00	5,542,812.55	0.00	5,542,812.55
<b>Commercial / Industrial Conservation Programs:</b>									
7. Commercial / Industrial Energy Audit	0.00	453,066.15	19,040.33	0.00	0.00	0.00	472,106.48	0.00	472,106.48
8. HVAC Retrocommissioning	0.00	80,451.28	51,416.62	0.00	0.00	100.00	131,967.90	0.00	131,967.90
9. Commercial Building Efficiency	0.00	176,626.48	18,559.97	0.00	0.00	44,867.93	240,054.38	0.00	240,054.38
10. Commercial / Industrial Custom Incentive	0.00	29,906.74	691.16	0.00	0.00	0.00	30,597.90	0.00	30,597.90
11. Residential Time of Use Rate Pilot	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>12. Conservation Demonstration and Development:</b>									
a. Tesla Powerwall Demand Response	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
b. Tesla Powerwall Demand Photovoltaic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
c. Domestic Hot Water Analysis	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
d. Smart Thermostat/Meter Data Analysis	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
e. Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
13. Critical Peak Option	0.00	0.00	0.00	0.00	0.00	571.72	571.72	0.00	571.72
14. Curtailable	0.00	0.00	0.00	0.00	0.00	660,640.99	660,640.99	0.00	660,640.99
15. Total All Programs	3,215,841.55	2,448,747.34	3,008,425.86	0.00	23,088.00	911,523.74	9,607,626.49	0.00	9,607,626.49

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

**Conservation Costs By Program**  
**Summary of Actual Expenses By Program By Month**

Program	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Residential Conservation Programs:</b>													
1. Residential Energy Audit and Education Amortization & Return on Investment	39,819.50	35,694.10	165,294.34	3,023.71	79,457.01	105,692.70	70,503.36	61,127.48	50,929.72	93,388.08	96,075.52	101,129.48	902,135.00
Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2. Community Energy Saver	39,819.50	35,694.10	165,294.34	3,023.71	79,457.01	105,692.70	70,503.36	61,127.48	50,929.72	93,388.08	96,075.52	101,129.48	902,135.00
3. Residential Custom Incentive	30,665.51	3,740.97	171,568.08	10,090.55	75,352.92	106,617.72	126,465.01	(54,245.52)	87,867.84	81,913.05	71,120.10	(5,973.24)	705,182.99
4. HVAC Efficiency	2,414.69	1,341.37	13,046.83	6,272.26	5,595.96	5,128.96	(248.28)	5,548.04	3,674.41	3,565.99	4,065.53	4,161.28	54,567.04
5. Residential Building Efficiency	144,469.49	(98,126.30)	87,056.19	66,556.39	92,127.72	(1,837.59)	46,806.42	66,736.15	52,525.98	47,057.64	49,159.08	(61,243.78)	491,287.39
6. Energy Select Amortization & Return on Investment	19,369.13	15,922.42	75,383.50	19,582.43	56,640.11	33,155.13	40,265.74	29,825.46	21,199.97	32,958.25	11,523.62	19,876.39	375,702.15
Total	205,028.10	217,499.70	492,426.25	168,520.98	141,928.41	26,645.67	77,132.93	296,590.79	612,439.37	(245,477.69)	36,448.29	297,788.20	2,326,971.00
7. Commercial / Industrial Conservation Programs:	270,294.23	269,723.24	268,391.33	267,209.60	266,425.85	265,688.20	266,693.46	267,239.12	267,110.99	268,561.33	270,306.09	268,198.11	3,215,841.55
Total	475,322.33	487,222.94	760,817.58	435,730.58	408,354.26	292,333.87	343,826.39	563,829.91	879,550.36	23,083.64	306,754.38	565,986.31	5,542,812.55
8. Commercial / Industrial Energy Audit	17,020.03	15,668.42	89,453.26	13,390.00	43,514.58	38,551.69	39,376.14	53,130.42	38,037.70	38,697.10	42,270.97	42,996.17	472,106.48
9. HVAC Retrocommissioning	2,651.61	13,520.42	18,847.68	5,904.77	7,054.49	6,565.68	7,983.68	9,839.28	7,037.30	6,496.87	23,262.35	22,803.77	131,967.90
10. Commercial Building Efficiency	7,139.58	9,322.69	36,023.67	10,119.71	42,796.48	1,801.44	36,193.09	30,586.76	17,792.42	14,313.07	15,922.07	18,043.40	240,054.38
11. Commercial / Industrial Custom Incentive	1,598.15	(140.75)	7,642.11	4,088.02	2,561.48	2,383.10	(1,890.94)	3,692.96	2,448.32	2,336.48	3,261.02	2,617.95	30,597.90
12. Residential Time of Use Rate Pilot	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
13. Conservation Demonstration and Development:													
a. Tesla Powerwall Demand Response	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
b. Tesla Powerwall Demand Photovoltaic	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
c. Domestic Hot Water Analysis	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
d. Smart Thermostat/Meter Data Analysis	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
e. Total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
14. Critical Peak Option	5,155.24	(4,583.52)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	571.72
15. Curtailable Load	55,482.77	53,059.82	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	55,209.84	660,640.99
Total All Programs	801,108.03	532,642.58	1,480,343.08	629,968.26	868,664.85	645,602.54	764,490.45	825,280.78	1,216,273.86	399,020.01	678,624.48	765,607.57	9,607,626.49

**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

**Conservation Costs By Program**  
**Calculation of Over/Under Recovery**

Conservation Revenues	January	February	March	April	May	June	July	August	September	October	November	December	Total
1. EnergySelect RSVP Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2. Over/(Under) Recovery	939,015.70	755,920.32	831,856.11	818,219.22	1,303,678.06	1,244,013.88	1,465,961.16	1,417,290.24	1,345,628.07	1,157,668.88	784,707.35	581,109.47	12,645,068.26
3. Total Revenues	939,015.70	755,920.32	831,856.11	818,219.22	1,303,678.06	1,244,013.88	1,465,961.16	1,417,290.24	1,345,628.07	1,157,668.88	784,707.35	581,109.47	12,645,068.26
4. Adjustment not Applicable to Period - Prior True Up	167,663.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	167,661.00	2,011,934.00
5. Conservation Revenues Applicable to Period	1,106,678.70	923,581.32	999,517.11	985,880.22	1,471,339.06	1,411,674.68	1,633,622.16	1,584,951.24	1,513,289.07	1,325,329.88	952,368.35	748,770.47	14,657,002.26
6. Conservation Expenses (CT-3, Page 3, Line 15)	801,108.03	532,642.58	1,480,343.08	629,968.26	868,664.85	645,602.54	764,490.45	825,280.78	1,216,273.86	399,020.01	678,624.48	765,607.57	9,607,625.49
7. True Up this Period (Line 5 - 6)	305,570.67	390,938.74	(480,825.97)	355,911.96	602,674.21	766,072.14	869,131.71	759,670.46	297,015.21	926,309.87	273,743.87	(16,837.10)	5,049,375.77
8. Interest Provision this Period (CT-3, Page 5, Line 11)	4,972.44	5,334.82	4,989.98	4,549.82	5,101.42	6,009.06	6,847.11	7,559.01	7,939.03	7,852.38	7,814.23	7,607.32	76,576.62
9. True Up & Interest Provision Beginning of Month	2,401,822.63	2,544,702.74	2,773,315.30	2,129,818.31	2,322,619.09	2,762,733.72	3,367,153.92	4,075,471.74	4,675,040.21	4,812,333.45	5,578,834.70	5,692,731.80	2,401,822.63
10. Prior True Up Collected or Refunded	(167,663.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(167,661.00)	(2,011,934.00)
11. End of Period- Net True Up	2,544,702.74	2,773,315.30	2,129,818.31	2,322,619.09	2,762,733.72	3,367,153.92	4,075,471.74	4,675,040.21	4,812,333.45	5,578,834.70	5,692,731.80	5,515,841.02	5,515,841.02

**Guif Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

**Computation of Interest Expense**  
**Energy Conservation Adjustment**

Interest Provision	January	February	March	April	May	June	July	August	September	October	November	December	Total
1. Beginning True up Amount	2,401,822.63	2,544,702.74	2,773,315.30	2,129,818.31	2,322,619.09	2,762,733.72	3,367,153.92	4,075,471.74	4,675,040.21	4,812,333.45	5,578,834.70	5,692,731.80	
2. Ending True up before Interest	2,539,730.30	2,767,980.48	2,124,828.33	2,318,069.27	2,757,632.30	3,361,144.86	4,068,624.63	4,667,481.20	4,804,394.42	5,570,982.32	5,684,917.57	5,508,233.70	
3. Total beginning & ending	4,941,552.93	5,312,683.22	4,898,143.63	4,447,887.58	5,080,251.39	6,123,878.58	7,435,778.55	8,742,952.94	9,479,434.63	10,383,315.77	11,263,752.27	11,200,965.50	
4. Average True up Amount	2,470,776.47	2,656,341.61	2,449,071.82	2,223,943.79	2,540,125.70	3,061,939.29	3,717,889.28	4,371,476.47	4,739,717.32	5,191,657.89	5,631,876.14	5,600,482.75	
5. Interest Rate First Day Reporting Business Month	2.4200	2.4100	2.4100	2.4800	2.4300	2.3900	2.3200	2.1000	2.0500	1.9700	1.6600	1.6700	
6. Interest Rate First Day Subsequent Business Month	2.4100	2.4100	2.4800	2.4300	2.3900	2.3200	2.1000	2.0500	1.9700	1.6600	1.6700	1.5900	
7. Total of Lines 5 and 6	4.8300	4.8200	4.8900	4.9100	4.8200	4.7100	4.4200	4.1500	4.0200	3.6300	3.3300	3.2600	
8. Average Interest rate (50% of Line 7)	2.4150	2.4100	2.4450	2.4550	2.4100	2.3550	2.2100	2.0750	2.0100	1.8150	1.6650	1.6300	
9. Monthly Average Interest Rate Line 8 \ 12	0.002013	0.002008	0.002038	0.002046	0.002008	0.001963	0.001842	0.001729	0.001675	0.001513	0.001388	0.001358	
10. Interest Adjustment													
11. Interest Provision (Line 4 X 9)	4,972.44	5,334.82	4,989.98	4,549.82	5,101.42	6,009.06	6,847.11	7,559.01	7,939.03	7,852.38	7,814.23	7,607.32	76,576.62



**Gulf Power Company**  
**ENERGY CONSERVATION COST RECOVERY (ECCR)**  
**Calculation of the Final True-Up Amount**  
**For the Period: January 2019 - December 2019**

**Schedule of Capital Investment, Depreciation and Return**  
**Energy Select**

Line No.	Description	Beginning of Period	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	Investments Added to Plant in Service (Net of Retirements)	13,222.61	(32,549.47)	0.00	0.00	0.00	0.00	0.00	93,093.59	11,046.68	114,148.44	111,954.03	6,882.83	(98,655.92)	
2	Depreciable Base (Cumulative Plant Additions PM Ln 2 + CM Ln 1)	17,150,780.93	17,164,003.54	17,131,454.07	17,131,454.07	17,131,454.07	17,131,454.07	17,131,454.07	17,224,547.66	17,235,594.34	17,349,742.78	17,461,696.81	17,468,579.64	17,369,923.82	
3	Depreciation Expense (Note A)	113,238.79	113,282.42	113,067.60	113,067.60	113,067.60	113,067.60	113,067.60	113,067.60	113,692.01	113,754.92	114,090.89	114,978.83	114,676.74	1,363,042.60
4	Salvage, Cost of Removal and Retirement	-	(32,549.47)	-	-	-	0.00	0.00	(84,730.67)	(72,477.43)	-	(438,371.20)	-	(148,610.55)	
5	Less: Accum. Depr. COR and Sal. (PM Ln 5 + CM Ln 3 + 4)	(6,668,749.55)	(6,555,510.76)	(6,474,777.81)	(6,361,710.21)	(6,248,642.61)	(6,135,575.01)	(6,022,507.41)	(5,994,170.48)	(5,952,965.90)	(5,839,210.98)	(6,163,491.29)	(6,047,830.13)	(6,081,763.94)	
6	Net Plant in Service (CM Ln 2 - CM Ln 5)	23,819,530.48	23,719,514.30	23,606,231.88	23,493,164.28	23,380,096.68	23,267,029.08	23,153,961.48	23,218,718.14	23,188,560.24	23,188,953.76	23,625,188.10	23,516,409.77	23,451,687.76	
7	Net Additions/Reductions to CWIP	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8	CWIP Balance (PM Ln 8 + CM Ln 7)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
9	Inventory	1,086,542.95	1,086,542.95	1,086,542.95	925,213.37	902,571.27	879,352.08	872,713.83	826,093.63	814,476.46	786,738.47	760,990.17	754,557.62	737,779.16	
10	Net Investment (CM Ln 6 + CM Ln 8 + CM Ln 9)	24,906,073.43	24,806,057.25	24,692,774.83	24,418,377.65	24,282,667.95	24,146,381.16	24,026,675.31	24,044,811.77	24,003,036.70	23,975,692.23	24,386,176.27	24,270,967.39	24,189,466.92	
11	Average Net Investment (PM Ln 10 + CM Ln 10)/2	24,856,065.34	24,749,416.04	24,555,576.24	24,350,522.80	24,214,524.56	24,086,528.24	24,035,743.54	24,023,924.24	23,989,364.47	24,180,935.25	24,328,231.58	24,230,217.16	24,230,217.16	
12	Rate of Return / 12 (Note B)	0.005763	0.005763	0.005763	0.005763	0.005763	0.005763	0.005763	0.005817	0.005817	0.005817	0.005817	0.005817	0.005766	
13	Return Requirement on Average Net Investment (CM Ln 11 * CM Ln 12)	143,245.50	142,630.88	141,513.79	140,332.06	139,546.31	139,546.31	138,810.66	139,747.17	139,747.17	139,546.13	140,660.50	141,517.32	139,711.43	1,687,079.67
14	Property Tax	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	13,809.94	165,719.28
15	Total Depreciation, Prop Taxes & Return (CM Ln 3 + CM Ln 13 + CM Ln 14)	270,294.23	269,723.24	268,391.33	267,209.60	266,425.85	265,882.20	265,693.46	267,239.12	267,110.99	268,561.33	270,306.09	270,306.09	268,198.11	3,215,841.55

Notes:  
(A) Energy Select Property Additions Depreciated at 2.7% per year.  
(B) Revenue Requirement Return (Includes Income Taxes) is: Jan - Jun 5.765%, Jul - Nov 5.817%, Dec 5.766%.

**CT-5**

**GULF POWER COMPANY**

Reconciliation and Explanation of  
Differences Between Filing and FPSC Audit  
Report for Months, January 2019 through December, 2019

The audit has not been completed as of the date of this Filing.

## **Program Description and Progress**

Program Title: Residential Energy Audit and Education

Program Description: This program is the primary educational program to help customers improve the energy efficiency of their new or existing home by providing energy conservation advice and information that encourages the implementation of efficiency measures and behaviors resulting in energy and utility bill savings.

Program Accomplishments:

- Energy Audit – During 2019, Gulf performed 12,581 energy audits. These included 10,006 online audits, 694 in home audits, and 1,881 pre-construction audits.
- School-based Awareness and Education
  - Gulf provided professional development in energy-related science and math for 98 elementary, middle and high school teachers who reach an estimated 3,740 students daily. These teachers received continuing education credits, as well as hands-on energy, efficiency and renewable energy classroom materials and curriculum.
  - Gulf coordinated monthly activities with student energy teams at three schools, measuring energy use at the school and creating a plan to use energy wisely at school and home. Total student reach is 180 students directly.
  - Gulf continued to provide classroom demonstrations and hands-on energy-related activities in schools on a regular basis reaching nearly 225 students.
  - Gulf demonstrated energy efficiency and solar energy in “World of Energy” to approximately 2,500 eighth-grade students and their teachers from 20 schools during two-day state Skills USA competition and an additional 800 students in March at the Gulf Coast Science Festival.

Total direct reach was 7,445 students and 98 teachers.

CT-6  
Page 2 of 15

Program Fiscal Expenditures: For 2019, Gulf projected \$986,966 of expenses compared to actual expenses of \$902,135, resulting in a variance of \$84,831 or 8.6% under the projection.

Program Progress Summary: Since the approval of this program, Gulf Power Company has performed 269,488 residential energy surveys.

### **Program Description and Progress**

Program Title: Community Energy Saver Program

Program Description: This program assists low-income families with managing their energy costs. Through this program, qualifying customers receive the direct installation of conservation measures at no cost to them. The program also educates families on energy efficiency techniques and behavioral changes to help control their energy use and reduce their electricity expenses.

Program Accomplishments: During 2019, 2,499 of Gulf's customers received the measures included in this program compared to a projection of 3,022 participants, a difference of 523 to the projection.

Program Fiscal Expenditures: For 2019, Gulf projected expenses for this program of \$781,540 compared to actual expenses of \$705,183, resulting in a variance of \$76,357 or 9.8% under the projection.

Program Progress Summary: A total of 23,274 customers have received the efficiency measures included in the Community Energy Saver program since the program's launch in 2011.

### **Program Description and Progress**

Program Title: Residential Custom Incentive Program

Program Description: This program is designed to increase energy efficiency in the residential rental property sector. This program promotes the installation of various energy efficiency measures available through other programs, such as HVAC maintenance and quality installation, high performance windows, reflective roofing and Energy Star Window A/Cs. Additional incentives will be included, as appropriate, to overcome the split-incentive barrier which exists in a landlord/renter situation. Moreover, this program promotes the installation of measures included in the Community Energy Saver Program by the landlord of multi-family properties.

Program Accomplishments: During 2019, no participants enrolled in this program. While there are no participants recorded in this year, Gulf continues to work with customers in the rental property sector.

Program Fiscal Expenditures: During 2019, \$51,724 in expenses were projected, compared to actual expenses of \$54,567, resulting in a variance of \$2,843 or 5.5% over the projection.

Program Progress Summary: Since its launch in 2011, one customer has participated in the Landlord/Renter Custom Incentive program.

**Program Description and Progress**

**Program Title:** HVAC Efficiency Improvement Program

**Program Description:** This program is designed to increase energy efficiency and improve HVAC cooling system performance for new and existing homes. These efficiencies are realized through:

- HVAC maintenance
- Duct repair
- HVAC Quality Installation

**Program Accomplishments:** During 2019, compared to the projection for 2019, the following participation was achieved:

<b>Measure</b>	<b>2019 Year End Projection</b>	<b>2019 Actual Participation</b>	<b>Variance</b>
HVAC maintenance	1,000	292	(708)
Duct repair	600	83	(517)
HVAC Quality Installation	1,200	669	(531)

**Program Fiscal Expenditures:** – For 2019, Gulf projected \$934,470 in expenses compared to actual expenses of \$491,287 resulting in a variance of \$443,183 or 47.4% under the projection.

**Program Progress Summary:** Since its launch in 2011, the following participation has been achieved:

<b>Measure</b>	<b>Program to Date Actual Participation</b>
HVAC maintenance	39,123
Duct repair	22,133
HVAC Quality Installation	2,552

**Program Description and Progress**

Program Title: Residential Building Efficiency Program

Program Description: The Residential Building Efficiency Program is designed as an umbrella efficiency program for existing and new residential customers to encourage the installation of eligible equipment and materials as a means of reducing energy and demand. The goals of the program are to increase awareness and customer demand for energy saving measures; to increase availability and market penetration; and to contribute toward long-term energy savings and peak demand reductions.

- High Performance Windows
- Reflective Roof
- ENERGY STAR Window A/C

Program Accomplishments: During 2019, compared to the projection for 2019, the following participation was achieved:

<b>Measure</b>	<b>2019 Year End Projection</b>	<b>2019 Actual Participation</b>	<b>Variance</b>
High Performance Windows	878	714	(164)
Reflective Roof	382	281	(101)
ENERGY STAR Window A/C	12	17	5

Program Fiscal Expenditures: For 2019, Gulf projected \$572,848 in expenses compared to actual expenses of \$375,702, resulting in a variance of \$197,146 or 34.4% under the projection.

Program Progress Summary: Since its launch in 2011, the following participation has been achieved:

<b>Measure</b>	<b>Program to Date Actual Participation</b>
High Performance Windows	5,956
Reflective Roof	2,074
ENERGY STAR Window A/C	865



### **Program Description and Progress**

Program Title: Energy *Select*

Program Description: The overall program is designed to provide customers with a means of controlling their energy purchases by conveniently programming their heating and cooling systems and major appliances, such as electric water heaters and pool pumps, to respond automatically to prices that vary during the day and by season in relation to the Company's cost of producing or purchasing energy.

Program Accomplishments: During 2019, the Energy *Select* program experienced an addition of 836 participants compared to a projection of 588 or 248 over the projection.

Program Fiscal Expenditures: During 2019, there were projected expenses of \$5,446,163 compared with actual expenses of \$5,542,813. This results in a variance of \$96,650 or 1.8% over the projection.

Program Progress Summary: As of December 2019, there are 20,098 customer participating in the Energy *Select* program.

### **Program Description and Progress**

Program Title: Commercial/Industrial Audit

Program Description: This program is designed to provide professional advice to Gulf's existing commercial and industrial customers on how to reduce and make the most efficient use of energy. This program covers from the smallest commercial customer, requiring only a walk-through survey, to the use of computer programs which will simulate several design options for very large, energy-intensive customers. Customers may participate by requesting a basic Energy Analysis Audit (EAA) provided through either an on-site survey or an on-line survey. A more comprehensive analysis can be provided by conducting a Technical Assistance Audit (TAA).

Program Accomplishments: During 2019, the Company performed 169 commercial/industrial audits. These included 109 walk-through audits and 60 on-line audits. The total projection for 2019 was 134 audits for a variance of 35 more participants than projected.

Program Fiscal Expenditures: For 2019, Gulf projected expenses of \$435,196 compared to actual expenses of \$472,106 for a variance of \$36,910 or 8.5% over the projection.

Program Progress Summary: Since this program was launched, 23,411 commercial/industrial audits have been performed.

### **Program Description and Progress**

Program Title: Commercial HVAC Retrocommissioning Program

Program Description: This program offers basic retrocommissioning at a reduced cost for qualifying installations of existing commercial and industrial customers. It is designed to diagnose the performance of the HVAC cooling unit(s) operating in commercial buildings with the support of an independent computerized quality control process and to make improvements to the system to bring it to full efficiency. This program includes air cooled and water cooled equipment – identified as A/C, heat pump, direct expansion (DX) or geothermal cooling and heating.

Program Accomplishments: During 2019, 7 customers participated in this program compared to a projection of 14 participants, resulting in a variance of 7 fewer participants than projected.

Program Fiscal Expenditures: For 2019, the Company projected \$128,317 in program expenses compared to actual expenses of \$131,968, resulting in a variance of \$3,651 or 2.8% over the projection.

Program Progress Summary: Since its launch in 2011, 1,311 customers have participated in this program.

**Program Description and Progress**

Program Title: Commercial Building Efficiency Program

Program Description: This program is designed as an umbrella efficiency program for existing commercial and industrial customers to encourage the installation of eligible high-efficiency equipment as a means of reducing energy and demand. The goals of the program are to increase awareness and customer demand for high-efficiency, energy-saving equipment; increase availability and market penetration of energy efficient equipment; and contribute toward long-term energy savings and peak demand reductions. These goals will be accomplished through commercial geothermal heat pumps, ceiling/roof insulation, and reflective roofs.

Program Accomplishments: During 2019, compared to the 2019 projection, the measures in this program have had the following participation:

<b>Program</b>	<b>Annual Projections (2019)</b>	<b>Actual Participation (2019)</b>	<b>Variance</b>
Commercial Geothermal Heat Pump (tons of installed HVAC)	170	71	(99)
Ceiling/Roof Insulation (square feet)	71,436	29,765	(41,671)
Commercial Reflective Roof (square feet)	821,210	555,308	(265,902)

Program Fiscal Expenditures: During 2019, the Company projected \$295,391 in expenses compared to actual expenses of \$240,054 for a variance of \$55,337 or 18.7% under the projection.

Program Progress Summary: Since its launch in 2011, customer participation is shown in the table below.

<b>Program</b>	<b>Program to Date Participation</b>
Commercial Geothermal Heat Pump (tons of installed HVAC)	649
Ceiling/Roof Insulation (square feet)	474,300
Commercial Reflective Roof (square feet)	4,097,164

### **Program Description and Progress**

Program Title: Commercial/Industrial Custom Incentive

Program Description: This program is designed to establish the capability and process to offer advanced energy services and energy efficient end-user equipment to Commercial/Industrial customers. These energy services include comprehensive audits, design, and construction of energy conservation projects. Specifically, projects covered under this program would be demand reduction or efficiency improvement retrofits that are beyond the scope of other programs.

Program Accomplishments: During 2019, there were no participants in this program.

Program Fiscal Expenditures: During the reporting period, the Company projected expenses of \$29,500 compared to actual expenses of \$30,598, resulting in a variance of \$1,098, or 3.7% over the projection.

Program Progress Summary: Since its launch in 2011, 15 customers have participated in the Commercial/Industrial Custom Incentive program resulting in at the meter reductions of 7,070,333 kWh (energy), 741 winter kW (demand) and 1,151 summer kW (demand).

### **Program Description and Progress**

Program Title: Critical Peak Option (CPO)

Program Description: This program offers customers on Gulf Power's Large Power Time of Use (LPT) rate schedule an option to receive credits for capacity that can be reduced during peak load conditions (critical peak events). The program provides a fixed, per KW credit for measured On-Peak Demand and a Critical Peak Demand Charge for any measured demand recorded during a called critical peak event.

Program Accomplishments: During the first six months of 2019, one customer participated in this program. As of December 2019, no customers were enrolled in this program.

Program Fiscal Expenditures: During the reporting period, the Company projected expenses of \$572 compared to actual expenses of \$572, resulting in a variance of \$0 or 0% over/under the projection.

Program Progress Summary: This program became a part of Gulf's DSM Plan effective July 1, 2017 pursuant to Gulf's Stipulation and Settlement Agreement approved by the Commission in Order No. PSC-17-0178-S-EI dated May 16, 2017.

### **Program Description and Progress**

Program Title: Curtailable Load (CL) Rider

Program Description: The CL Rider provides qualifying customers capacity payments for load which can be curtailed during certain conditions. Customers who qualify for the program must commit to a minimum non-firm demand reduction of 4,000 kilowatts (kW). Customers enrolling in the program enter into a CL Service Agreement with Gulf Power for a ten-year period beyond the date of the next planned generating unit addition. The pilot program will be closed to additional customers when the total non-firm demand subject to CL Service Agreements reaches 50 megawatts.

Program Accomplishments: During 2019, there were 24 customers participating in this program.

Program Fiscal Expenditures: During 2019 the Company projected expenses of \$660,641 compared to actual expenses of \$660,641 resulting in a variance of \$0 or 0% under/over the projection.

Program Progress Summary: This program became a part of Gulf's DSM Plan effective May 2018 pursuant to Commission in Order No. PSC-2018-0159-PAA-EI dated March 21, 2018. Since its launch 24 customers have participated in this program.

### **Program Description and Progress**

Program Title: Residential Service Time of Use Pilot Program

Program Description: The Residential Service Time of Use (RSTOU) rate pilot provides residential customers the opportunity to use customer-owned equipment to respond automatically and take advantage of a variable pricing structure with a critical peak credit component. In order to control program expenses and facilitate monitoring and evaluation, the pilot was initially offered to a group of approximately 400 residential customers who meet the program standards. In order to further encourage customers to utilize a qualifying Wi-Fi enabled thermostat, the RSTOU pilot offers customers a per event credit for allowing their thermostat to automatically adjust customers' HVAC equipment settings during a critical event period. This option puts the customer in complete control of their energy purchase without utility-owned equipment. The objective of this pilot was to measure customer response to a variable price rate with customer-owned equipment. Customers have an opportunity for additional savings by shifting energy purchases to the lower priced periods, while providing peak demand reduction during the high and critical periods.

The company submitted a final report on the results of this pilot program in August 2018.

Program Accomplishments: As of December 2019, 300 of the original 330 customers continued participation in this program.

Program Fiscal Expenditures: During 2019, the Company projected expenses of \$10,000 compared to actual expenses of \$0, resulting in a variance of \$10,000 or 100% under the projection.

Program Progress Summary: Since its launch in February 2016, 330 customers have participated in this program.



### **Program Description and Progress**

Program Title: Conservation Demonstration and Development

Program Description: A package of conservation programs was approved by the FPSC in Order No. 23561 for Gulf Power Company to explore and to pursue research, development, and demonstration projects designed to promote energy efficiency and conservation. This program serves as an umbrella program for the identification, development, demonstration and evaluation of new or emerging end-use technologies.

Program Accomplishments:

Gulf did not initiate any new research projects in 2019. Additionally, all final reports for completed research and development projects have been submitted.

Program Fiscal Expenditures: Program expenses were forecasted at \$0 for the period January through December 2019 compared to actual expenses of \$0 for a variance of \$0 or 0% over/under the projection.

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Energy Conservation Cost )  
Recovery Clause )

Docket No.: 20200002-EG

**CERTIFICATE OF SERVICE**

I HEREBY CERTIFY that a true copy of the foregoing was furnished by electronic mail this 4th day of May, 2020 to the following:

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