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April 11, 2000

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RECORDS AND
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BY HAND DELIVERY

Ms. Blanca Bayó, Director
Division of Records and Reporting
Room 110, Easley Building
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Docket 990721-EG


Dear Ms. Bayó:

Enclosed are an original and fifteen copies of the Direct Testimony of Michael A. Peacock in the above referenced docket.

Please acknowledge receipt of these documents by stamping the extra copy of this letter "filed" and returning the same to me.

Thank you for your assistance with this filing.

Sincerely,


Norman H. Horton, Jr.

AFA _____
APP _____
CAF _____ NHH/amb
CMU _____ Enclosure
CTR _____
EAG 3pac ec) Mr. Michael A. Peacock
LEG _____ Parties of Record
MAS 370g
OPC _____
RRR _____
SEC I
WAV _____
OTH _____

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FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER-DATE

04438 APR 11 8

FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

| | | |
|---|---|-----------------------|
| In re: Adoption of Numeric Conservation |) | |
| Goals and Consideration of National Energy |) | Docket 990721-EG |
| Policy Act Standards (Section 111) by Florida |) | Dated: April 11, 2000 |
| Public Utilities Company |) | |
| <hr/> | | |

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

DIRECT TESTIMONY OF MICHAEL A. PEACOCK

ON BEHALF OF

FLORIDA PUBLIC UTILITIES COMPANY

April 11, 2000

DOCUMENT NUMBER-DATE

04438 APR 11 8

FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

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| Public Utilities Company |) | |
| _____ |) | |

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

DIRECT TESTIMONY OF MICHAEL A. PEACOCK

ON BEHALF OF

FLORIDA PUBLIC UTILITIES COMPANY

April 11, 2000

1 **Q. PLEASE STATE YOUR NAME, BUSINESS ADDRESS, AND TITLE.**

2 A. My name is Michael A. Peacock and my business address is P.O. Box 610,
3 Marianna, Florida 32447. I am employed by Florida Public Utilities
4 Company ("FPUC") as the Energy Conservation Manager.

5 **Q. HAVE YOU PREVIOUSLY TESTIFIED BEFORE THIS**
6 **COMMISSION?**

7 A. Yes. I have previously testified before this Commission and I have also
8 submitted prepared testimony which has been included without my
9 appearance.

10 **Q. HAVE YOU PREVIOUSLY PREPARED AND SUBMITTED**
11 **TESTIMONY IN THIS DOCKET?**

12 A. Yes. I did file some testimony previously but after that testimony was filed
13 we had an opportunity to re-evaluate our proposals and this testimony and my
14 recommendations are intended to supercede the previously filed testimony.

15 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

16 A. The purpose of my testimony is to propose seasonal peak demand and annual
17 energy conservation goals for FPUC for the period 2001 through 2010 and
18 to discuss the Company's experience under the current conservation goals.

19 **Q. HAVE YOU PREPARED AN EXHIBIT IN SUPPORT OF YOUR**
20 **TESTIMONY?**

21 A. Yes, I have. Exhibit MAP-1 is a 6 page exhibit with tables showing the goals
22 by program for the years 2001-2010. Exhibit MAP-2 is a 9 page exhibit with
23 a graphical representation of the goals for the period 2001-2010.

1 **Q. WHAT GOAL LEVELS ARE APPROPRIATE AND REASONABLY**
2 **ACHIEVABLE FOR FPUC FOR SEASONAL PEAK DEMAND AND**
3 **ANNUAL ENERGY CONSERVATION FOR THE 2001-2010 PERIOD?**

4 A. The Company's proposed seasonal peak demand and annual energy
5 conservation goals for FPUC for the period 2001 through 2010 as shown in
6 my exhibit are appropriate. These goals, based upon FPUC's most recent
7 planning process, are the total cost-effective winter and summer peak kW
8 demand reductions and the annual kWh savings which are reasonably
9 achievable through implementation of demand side programs in FPUC's
10 service area for the residential and commercial classes.

11 **Q. HOW DID YOU DETERMINE THE PROPOSED GOAL LEVELS?**

12 A. Our goals were derived in part from those of Gulf Power. We utilized the
13 same programs as Gulf Power used but substituted our unique data in order
14 to arrive at our goals and proposals.

15 **Q. ARE THE GOALS YOU PROPOSE THE SAME AS APPROVED BY**
16 **THE COMMISSION INITIALLY?**

17 A. No. They vary slightly but they are achievable and since we now have more
18 experience, we think these goals are realistic.

19 **Q. COULD YOU DESCRIBE THE CONSERVATION PROGRAMS YOU**
20 **PROPOSE TO OFFER?**

21 A. Certainly, we will have programs directed at all segments of the market. Our
22 offerings include both current programs and enhancements to these programs.
23 For residential customers we will offer the following:

- 1 1) Residential Geothermal Heat Pump Program
- 2 2) Good Cents Home/Energy Star Program
- 3 3) Good Cents Energy Survey Program
- 4 4) Good Cents Loan Program

5 For commercial/industrial customers we have:

- 6 1) Good Cents Commercial Building Program
- 7 2) Good Cents Commercial Technical Assistance Program

8 We believe that the programs meet the objectives of FEECA, the
9 Commission rules and contribute to meeting our goals.

10 Additionally, we have energy education programs that identify low
11 and/or no cost conservation measure to assist low income customers and we
12 work with builders of affordable housing to assist them with their
13 conservation.

14 **Q. HOW DO YOU INFORM YOUR CUSTOMERS OF THESE**
15 **PROGRAMS?**

16 A. We utilize any method we can to inform our customers but primarily personal
17 contact, advertising and civic groups. We also plan, for the first time, to
18 utilize the Internet to inform, educate, promote and deliver several of the
19 programs.

20 **Q. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

21 A. Yes, it does.

**Florida Public Utilities Company
Demand Side Management Plan
Goethermal Heat Pump Program**

| AT THE METER | | | | | | |
|---------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2002 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2003 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2004 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2005 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2006 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2007 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2008 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2009 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |
| 2010 | 2,012 | 1.9 | 1.45 | - | 0.00 | 0.00 |

| AT THE GENERATOR | | | | | | |
|-------------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2002 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2003 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2004 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2005 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2006 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2007 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2008 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2009 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |
| 2010 | 2,167 | 2.46 | 1.88 | - | 0.00 | 0.00 |

| Customers and Participation Rates | | | | | |
|--|----------------------------------|---|--|---------------------------------------|---|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Cumulative Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 21,632 | 190 | 0 | 0.0% | 0 |
| 2002 | 22,170 | 190 | 0 | 0.0% | 0 |
| 2003 | 22,688 | 194 | 0 | 0.0% | 0 |
| 2004 | 23,184 | 194 | 0 | 0.0% | 0 |
| 2005 | 23,714 | 194 | 0 | 0.0% | 0 |
| 2006 | 24,231 | 196 | 0 | 0.0% | 0 |
| 2007 | 24,424 | 114 | 0 | 0.0% | 0 |
| 2008 | 24,619 | 118 | 0 | 0.0% | 0 |
| 2009 | 24,818 | 118 | 0 | 0.0% | 0 |
| 2010 | 25,018 | 118 | 0 | 0.0% | 0 |

**Florida Public Utilities Company
 Demand Side Management Plan**

GoodCents Energy Survey Program

| AT THE METER | | | | | | |
|---------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 211 | 0.06 | 0.107 | 63,300 | 18 | 32 |
| 2002 | 211 | 0.06 | 0.107 | 126,600 | 36 | 64 |
| 2003 | 211 | 0.06 | 0.107 | 189,900 | 54 | 96 |
| 2004 | 211 | 0.06 | 0.107 | 253,200 | 72 | 128 |
| 2005 | 211 | 0.06 | 0.107 | 316,500 | 90 | 161 |
| 2006 | 211 | 0.06 | 0.107 | 379,800 | 108 | 193 |
| 2007 | 211 | 0.06 | 0.107 | 443,100 | 126 | 225 |
| 2008 | 211 | 0.06 | 0.107 | 506,400 | 144 | 257 |
| 2009 | 211 | 0.06 | 0.107 | 569,700 | 162 | 289 |
| 2010 | 211 | 0.06 | 0.107 | 633,000 | 180 | 321 |

| AT THE GENERATOR | | | | | | |
|-------------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 228 | 0.078 | 0.139 | 68,400 | 23 | 42 |
| 2002 | 228 | 0.078 | 0.139 | 136,800 | 47 | 83 |
| 2003 | 228 | 0.078 | 0.139 | 205,200 | 70 | 125 |
| 2004 | 228 | 0.078 | 0.139 | 273,600 | 94 | 167 |
| 2005 | 228 | 0.078 | 0.139 | 342,000 | 117 | 209 |
| 2006 | 228 | 0.078 | 0.139 | 410,400 | 140 | 250 |
| 2007 | 228 | 0.078 | 0.139 | 478,800 | 164 | 292 |
| 2008 | 228 | 0.078 | 0.139 | 547,200 | 187 | 334 |
| 2009 | 228 | 0.078 | 0.139 | 615,600 | 211 | 375 |
| 2010 | 228 | 0.078 | 0.139 | 684,000 | 234 | 417 |

| Customers and Participation Rates | | | | | |
|--|----------------------------------|---|--|---------------------------------------|---|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Cumulative Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 21,632 | 20,550 | 300 | 1.5% | 300 |
| 2002 | 22,170 | 21,062 | 300 | 2.8% | 600 |
| 2003 | 22,688 | 21,554 | 300 | 4.2% | 900 |
| 2004 | 23,184 | 22,025 | 300 | 5.4% | 1,200 |
| 2005 | 23,714 | 22,528 | 300 | 6.7% | 1,500 |
| 2006 | 24,231 | 23,019 | 300 | 7.8% | 1,800 |
| 2007 | 24,424 | 23,203 | 300 | 9.1% | 2,100 |
| 2008 | 24,619 | 23,388 | 300 | 10.3% | 2,400 |
| 2009 | 24,818 | 23,577 | 300 | 11.5% | 2,700 |
| 2010 | 25,018 | 23,767 | 300 | 12.6% | 3,000 |

**Florida Public Utilities Company
Demand Side Management Plan**

GoodCents Home Program

| AT THE METER | | | | | | |
|---------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 929 | 0.90 | 0.50 | 52,953 | 51 | 29 |
| 2002 | 929 | 0.90 | 0.50 | 105,906 | 103 | 57 |
| 2003 | 929 | 0.90 | 0.50 | 159,974 | 155 | 86 |
| 2004 | 929 | 0.90 | 0.50 | 214,042 | 207 | 115 |
| 2005 | 929 | 0.90 | 0.50 | 268,109 | 260 | 144 |
| 2006 | 929 | 0.90 | 0.50 | 322,735 | 313 | 174 |
| 2007 | 929 | 0.90 | 0.50 | 354,506 | 343 | 191 |
| 2008 | 929 | 0.90 | 0.50 | 387,393 | 375 | 209 |
| 2009 | 929 | 0.90 | 0.50 | 420,280 | 407 | 226 |
| 2010 | 929 | 0.90 | 0.50 | 453,166 | 439 | 244 |

| AT THE GENERATOR | | | | | | |
|-------------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 1,001 | 1.17 | 0.65 | 57,057 | 67 | 37 |
| 2002 | 1,001 | 1.17 | 0.65 | 114,114 | 133 | 74 |
| 2003 | 1,001 | 1.17 | 0.65 | 172,372 | 201 | 112 |
| 2004 | 1,001 | 1.17 | 0.65 | 230,630 | 270 | 150 |
| 2005 | 1,001 | 1.17 | 0.65 | 288,889 | 338 | 188 |
| 2006 | 1,001 | 1.17 | 0.65 | 347,747 | 406 | 226 |
| 2007 | 1,001 | 1.17 | 0.65 | 381,982 | 446 | 248 |
| 2008 | 1,001 | 1.17 | 0.65 | 417,417 | 488 | 271 |
| 2009 | 1,001 | 1.17 | 0.65 | 452,852 | 529 | 294 |
| 2010 | 1,001 | 1.17 | 0.65 | 488,288 | 571 | 317 |

| Customers and Participation Rates | | | | | |
|--|----------------------------------|---|--|----------------------------------|---|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Total Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 21,632 | 190 | 57 | 30.0% | 57 |
| 2002 | 22,170 | 190 | 57 | 30.0% | 114 |
| 2003 | 22,688 | 194 | 58 | 30.0% | 172 |
| 2004 | 23,184 | 194 | 58 | 30.0% | 230 |
| 2005 | 23,714 | 194 | 58 | 30.0% | 288 |
| 2006 | 24,231 | 196 | 59 | 30.0% | 347 |
| 2007 | 24,424 | 114 | 34 | 30.0% | 381 |
| 2008 | 24,619 | 118 | 35 | 30.0% | 416 |
| 2009 | 24,818 | 118 | 35 | 30.0% | 451 |
| 2010 | 25,018 | 118 | 35 | 30.0% | 486 |

**Florida Public Utilities Company
Demand Side Management Plan**

GoodCents Loan Program

| AT THE METER | | | | | | |
|---------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 5,000 | 2.00 | 1.50 | 150,000 | 60 | 45 |
| 2002 | 5,000 | 2.00 | 1.50 | 300,000 | 120 | 90 |
| 2003 | 5,000 | 2.00 | 1.50 | 450,000 | 180 | 135 |
| 2004 | 5,000 | 2.00 | 1.50 | 600,000 | 240 | 180 |
| 2005 | 5,000 | 2.00 | 1.50 | 750,000 | 300 | 225 |
| 2006 | 5,000 | 2.00 | 1.50 | 900,000 | 360 | 270 |
| 2007 | 5,000 | 2.00 | 1.50 | 1,050,000 | 420 | 315 |
| 2008 | 5,000 | 2.00 | 1.50 | 1,200,000 | 480 | 360 |
| 2009 | 5,000 | 2.00 | 1.50 | 1,350,000 | 540 | 405 |
| 2010 | 5,000 | 2.00 | 1.50 | 1,500,000 | 600 | 450 |

| AT THE GENERATOR | | | | | | |
|-------------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 1,930 | 2.59 | 1.95 | 57,900 | 78 | 59 |
| 2002 | 1,930 | 2.59 | 1.95 | 115,800 | 155 | 117 |
| 2003 | 1,930 | 2.59 | 1.95 | 173,700 | 233 | 176 |
| 2004 | 1,930 | 2.59 | 1.95 | 231,600 | 311 | 234 |
| 2005 | 1,930 | 2.59 | 1.95 | 289,500 | 389 | 293 |
| 2006 | 1,930 | 2.59 | 1.95 | 347,400 | 466 | 351 |
| 2007 | 1,930 | 2.59 | 1.95 | 405,300 | 544 | 410 |
| 2008 | 1,930 | 2.59 | 1.95 | 463,200 | 622 | 468 |
| 2009 | 1,930 | 2.59 | 1.95 | 521,100 | 699 | 527 |
| 2010 | 1,930 | 2.59 | 1.95 | 579,000 | 777 | 585 |

| Customers and Participation Rates | | | | | |
|--|----------------------------------|---|--|---------------------------------------|---|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Cumulative Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 21,632 | 10,816 | 30 | 0.3% | 30 |
| 2002 | 22,170 | 11,085 | 30 | 0.5% | 60 |
| 2003 | 22,688 | 11,344 | 30 | 0.8% | 90 |
| 2004 | 23,184 | 11,592 | 30 | 1.0% | 120 |
| 2005 | 23,714 | 11,857 | 30 | 1.3% | 150 |
| 2006 | 24,231 | 12,116 | 30 | 1.5% | 180 |
| 2007 | 24,424 | 12,212 | 30 | 1.7% | 210 |
| 2008 | 24,619 | 12,310 | 30 | 1.9% | 240 |
| 2009 | 24,818 | 12,409 | 30 | 2.2% | 270 |
| 2010 | 25,018 | 12,509 | 30 | 2.4% | 300 |

Florida Public Utilities Company
Demand Side Management Plan

GoodCents Commercial Building Program

| AT THE METER | | | | | | |
|--------------|----------------------------|----------------------------------|----------------------------------|----------------------------|----------------------------------|----------------------------------|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 8,671 | 0.36 | 4.65 | 83,242 | 3 | 45 |
| 2002 | 8,671 | 0.36 | 4.65 | 166,483 | 7 | 89 |
| 2003 | 8,671 | 0.36 | 4.65 | 249,725 | 10 | 134 |
| 2004 | 8,671 | 0.36 | 4.65 | 340,770 | 14 | 183 |
| 2005 | 8,671 | 0.36 | 4.65 | 431,816 | 18 | 232 |
| 2006 | 8,671 | 0.36 | 4.65 | 522,861 | 22 | 280 |
| 2007 | 8,671 | 0.36 | 4.65 | 595,698 | 25 | 319 |
| 2008 | 8,671 | 0.36 | 4.65 | 668,534 | 28 | 359 |
| 2009 | 8,671 | 0.36 | 4.65 | 741,371 | 31 | 398 |
| 2010 | 8,671 | 0.36 | 4.65 | 814,207 | 34 | 437 |

| AT THE GENERATOR | | | | | | |
|------------------|----------------------------|----------------------------------|----------------------------------|----------------------------|----------------------------------|----------------------------------|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 9,339 | 0.47 | 6.02 | 89,654 | 5 | 58 |
| 2002 | 9,339 | 0.47 | 6.02 | 179,309 | 9 | 116 |
| 2003 | 9,339 | 0.47 | 6.02 | 268,963 | 14 | 173 |
| 2004 | 9,339 | 0.47 | 6.02 | 367,023 | 18 | 237 |
| 2005 | 9,339 | 0.47 | 6.02 | 465,082 | 23 | 300 |
| 2006 | 9,339 | 0.47 | 6.02 | 563,142 | 28 | 363 |
| 2007 | 9,339 | 0.47 | 6.02 | 641,589 | 32 | 414 |
| 2008 | 9,339 | 0.47 | 6.02 | 720,037 | 36 | 464 |
| 2009 | 9,339 | 0.47 | 6.02 | 798,485 | 40 | 515 |
| 2010 | 9,339 | 0.47 | 6.02 | 876,932 | 44 | 565 |

| Customers and Participation Rates | | | | | |
|-----------------------------------|---------------------------|------------------------------------|---------------------------------------|--------------------------------|------------------------------------|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Cumulative Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 3,518 | 32 | 10 | 30.0% | 10 |
| 2002 | 3,613 | 32 | 10 | 30.0% | 20 |
| 2003 | 3,711 | 32 | 10 | 30.0% | 30 |
| 2004 | 3,802 | 35 | 11 | 30.0% | 41 |
| 2005 | 3,892 | 35 | 11 | 30.0% | 52 |
| 2006 | 3,986 | 35 | 11 | 30.0% | 63 |
| 2007 | 4,038 | 28 | 8 | 30.0% | 71 |
| 2008 | 4,091 | 28 | 8 | 30.0% | 79 |
| 2009 | 4,145 | 28 | 8 | 30.0% | 87 |
| 2010 | 4,200 | 28 | 8 | 30.0% | 95 |

**Florida Public Utilities Company
Demand Side Management Plan**

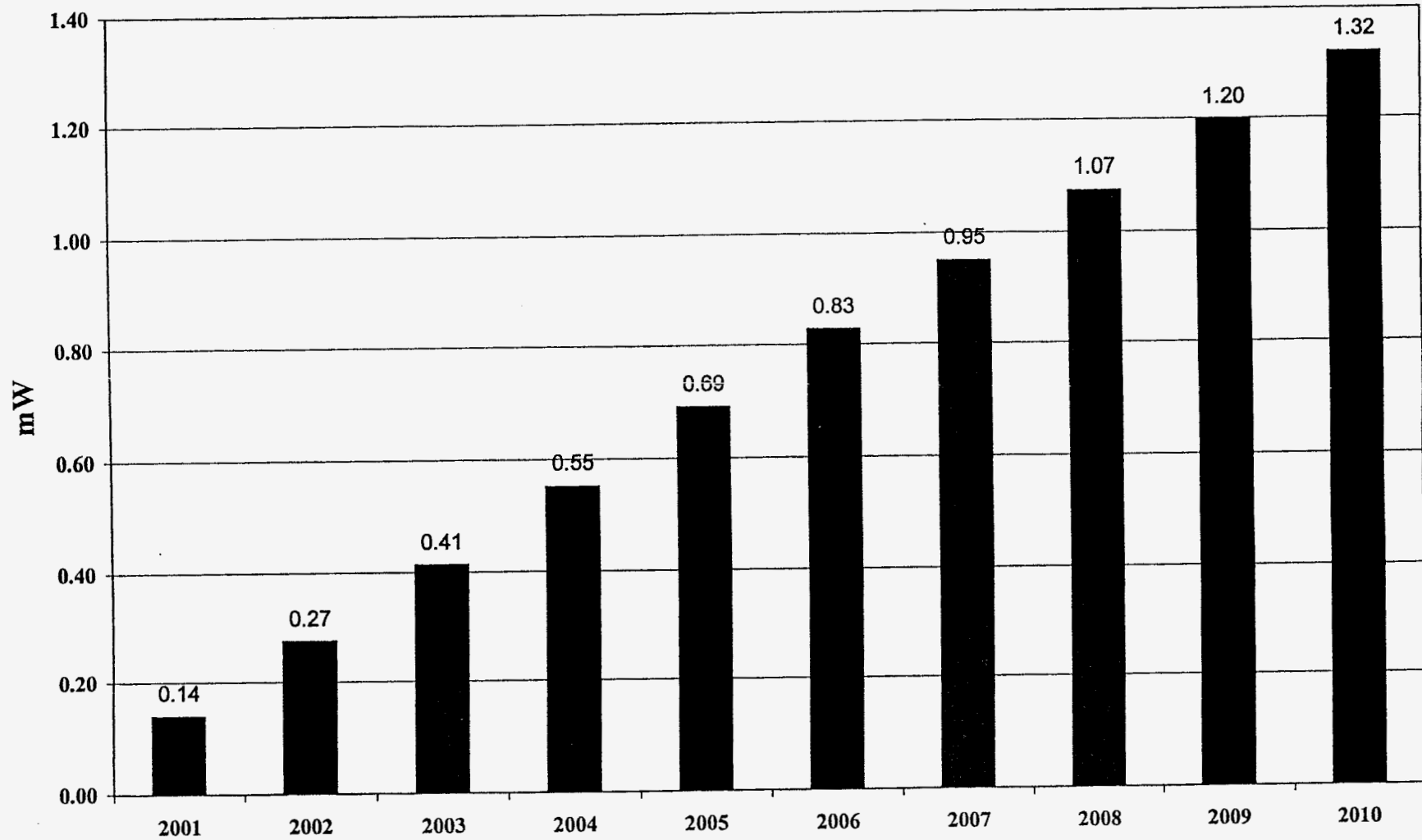
GoodCents Commercial Technical Assistance Program

| AT THE METER | | | | | | |
|---------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 8,671 | 0.36 | 4.65 | 294,814 | 12 | 158 |
| 2002 | 8,671 | 0.36 | 4.65 | 589,628 | 24 | 316 |
| 2003 | 8,671 | 0.36 | 4.65 | 893,113 | 37 | 479 |
| 2004 | 8,671 | 0.36 | 4.65 | 1,196,598 | 50 | 642 |
| 2005 | 8,671 | 0.36 | 4.65 | 1,500,083 | 62 | 804 |
| 2006 | 8,671 | 0.36 | 4.65 | 1,803,568 | 75 | 967 |
| 2007 | 8,671 | 0.36 | 4.65 | 2,107,053 | 87 | 1,130 |
| 2008 | 8,671 | 0.36 | 4.65 | 2,419,209 | 100 | 1,297 |
| 2009 | 8,671 | 0.36 | 4.65 | 2,731,365 | 113 | 1,465 |
| 2010 | 8,671 | 0.36 | 4.65 | 3,052,192 | 127 | 1,637 |

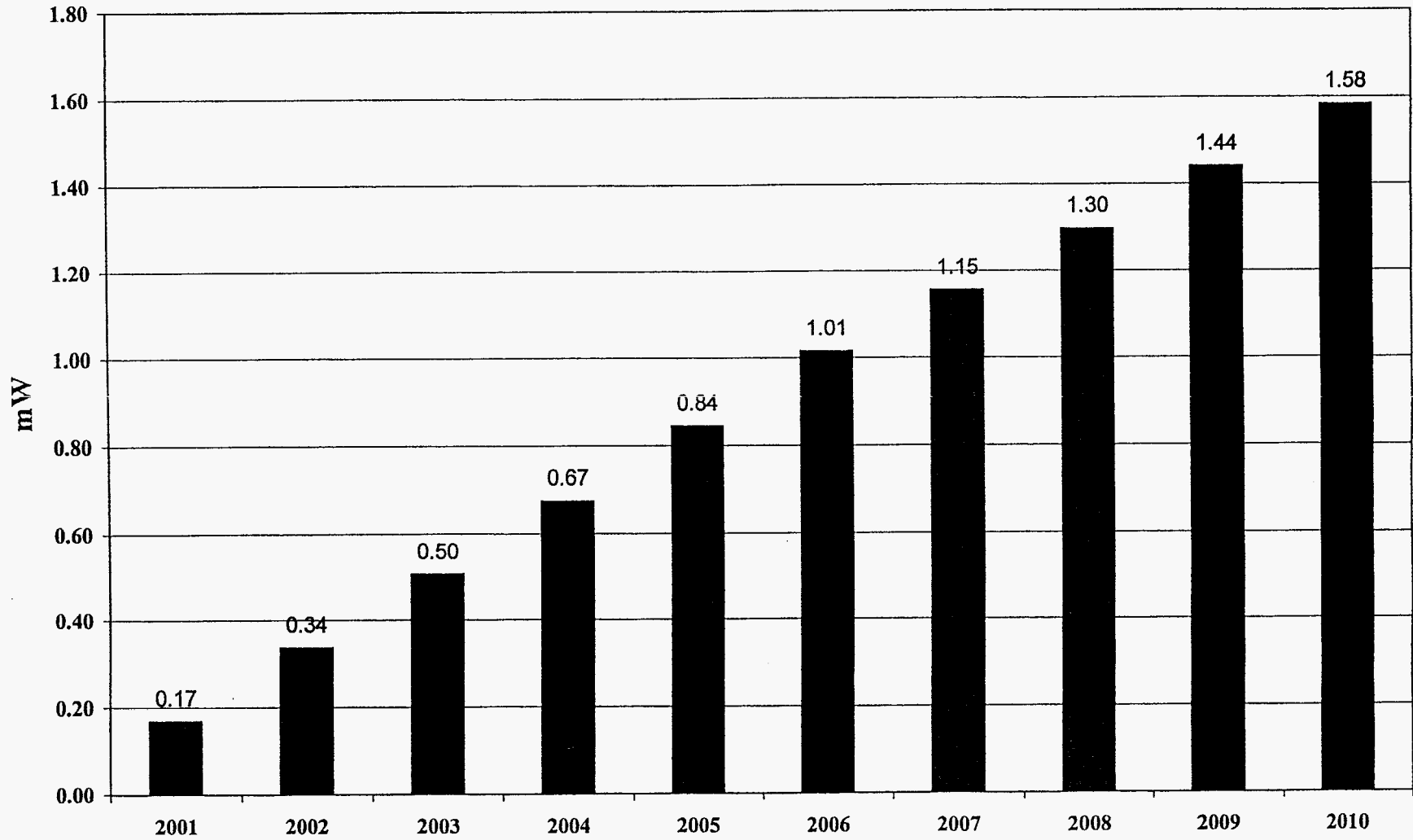
| AT THE GENERATOR | | | | | | |
|-------------------------|-----------------------------------|---|---|-----------------------------------|---|---|
| YEAR | Per Customer kWh Reduction | Per Customer Winter kW Reduction | Per Customer Summer kW Reduction | Total Annual kWh Reduction | Total Annual Winter kW Reduction | Total Annual Summer kW Reduction |
| 2001 | 9,339 | 0.47 | 6.02 | 317,526 | 16 | 205 |
| 2002 | 9,339 | 0.47 | 6.02 | 635,052 | 32 | 409 |
| 2003 | 9,339 | 0.47 | 6.02 | 961,917 | 48 | 620 |
| 2004 | 9,339 | 0.47 | 6.02 | 1,288,782 | 65 | 831 |
| 2005 | 9,339 | 0.47 | 6.02 | 1,615,647 | 81 | 1,041 |
| 2006 | 9,339 | 0.47 | 6.02 | 1,942,512 | 98 | 1,252 |
| 2007 | 9,339 | 0.47 | 6.02 | 2,269,377 | 114 | 1,463 |
| 2008 | 9,339 | 0.47 | 6.02 | 2,605,581 | 131 | 1,680 |
| 2009 | 9,339 | 0.47 | 6.02 | 2,941,785 | 148 | 1,896 |
| 2010 | 9,339 | 0.47 | 6.02 | 3,287,328 | 165 | 2,119 |

| Customers and Participation Rates | | | | | |
|--|----------------------------------|---|--|---------------------------------------|---|
| YEAR | Total Number Of Customers | Total Number Of Eligible Customers | Annual Number of Program Participants | Cumulative Penetration Level % | Cumulative Number of Program Part. |
| 2001 | 3,518 | 1,055 | 34 | 3.2% | 34 |
| 2002 | 3,613 | 1,084 | 34 | 3.1% | 68 |
| 2003 | 3,711 | 1,113 | 35 | 3.1% | 103 |
| 2004 | 3,802 | 1,141 | 35 | 3.1% | 138 |
| 2005 | 3,892 | 1,168 | 35 | 3.0% | 173 |
| 2006 | 3,986 | 1,196 | 35 | 2.9% | 208 |
| 2007 | 4,038 | 1,211 | 35 | 2.9% | 243 |
| 2008 | 4,091 | 1,227 | 36 | 2.9% | 279 |
| 2009 | 4,145 | 1,244 | 36 | 2.9% | 315 |
| 2010 | 4,200 | 1,260 | 37 | 2.9% | 352 |

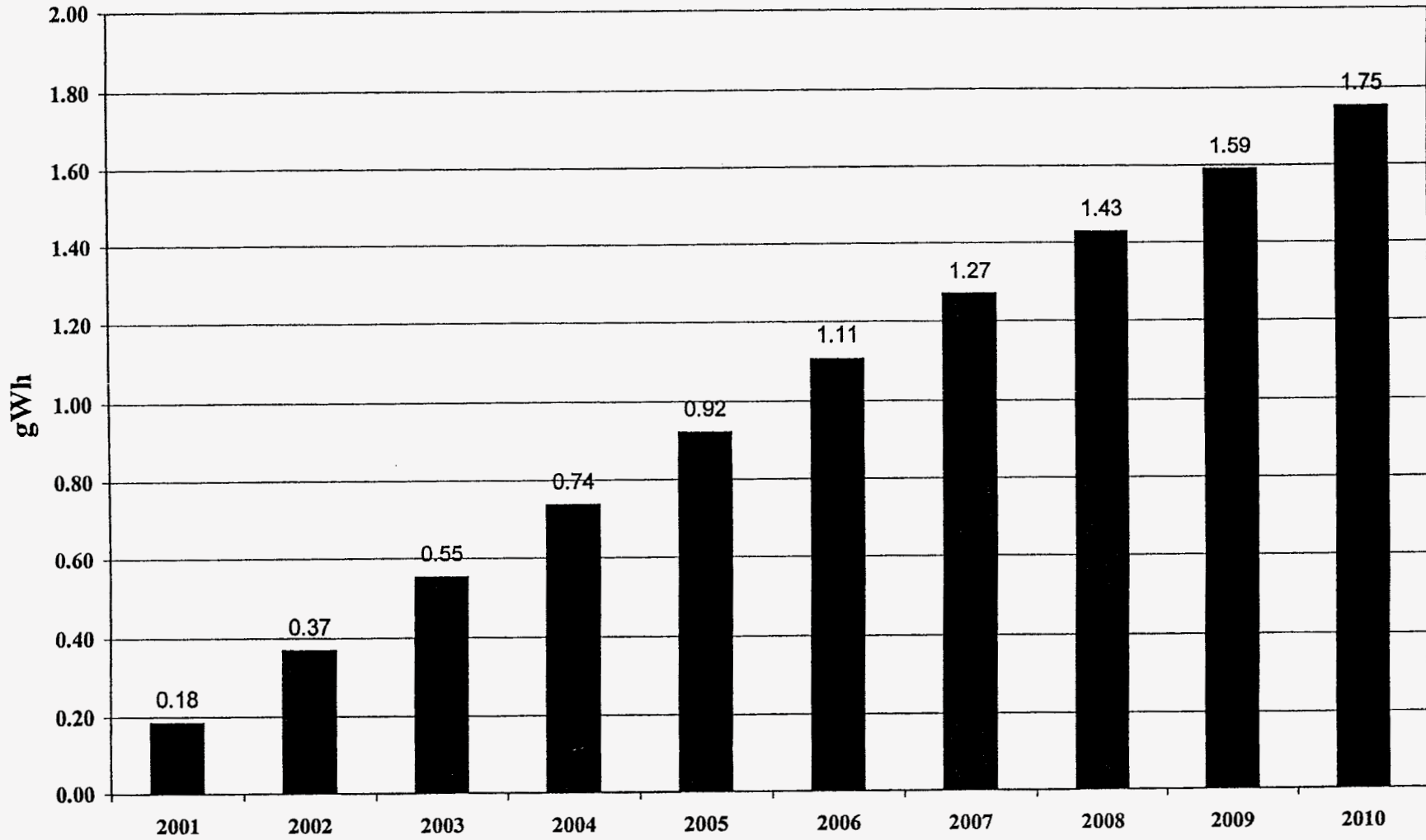
Florida Public Utilities Company - Residential Market Summer mW: DSM Plan and Goals



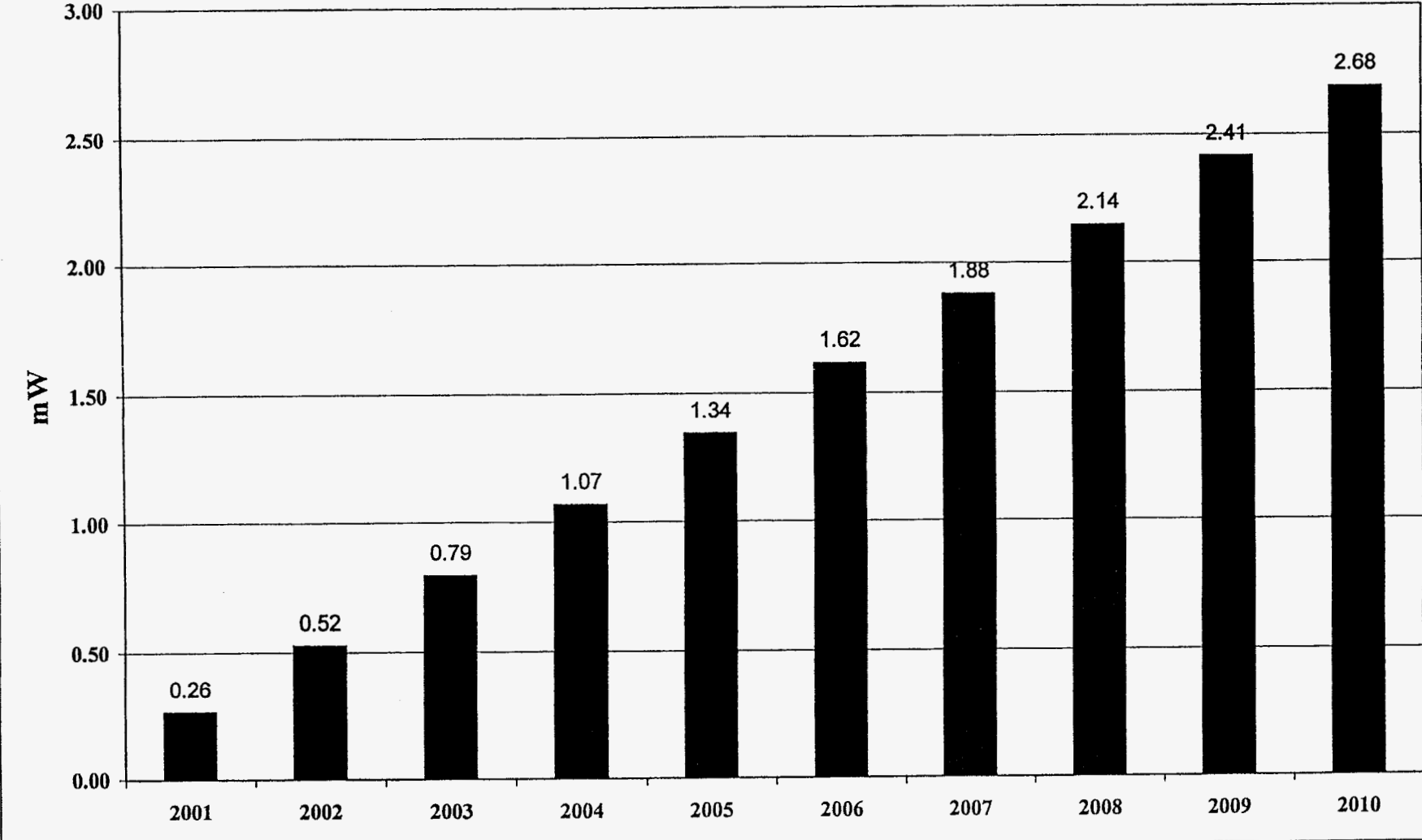
Florida Public Utilities Company - Residential Market
Winter mW: DSM Plan and Goals



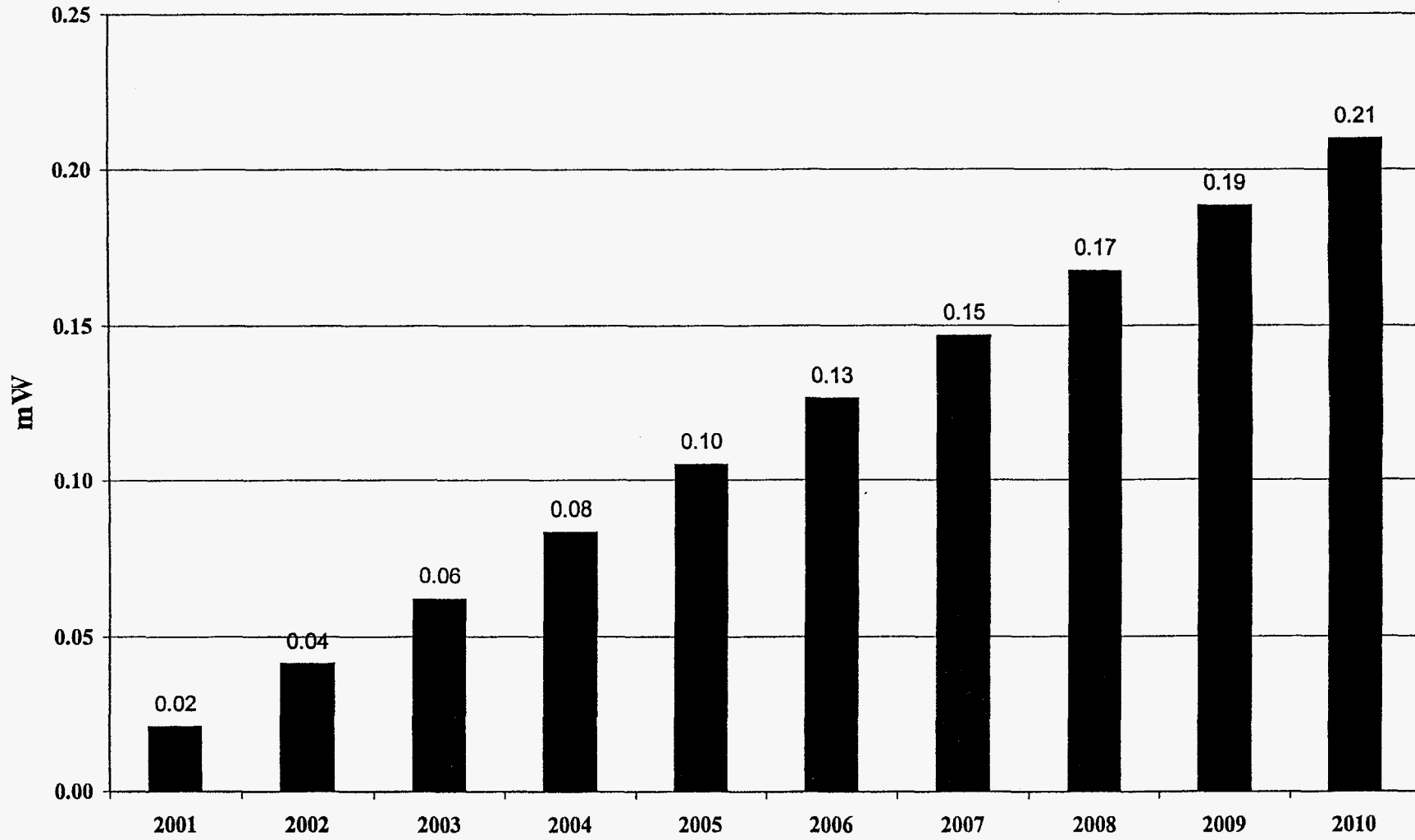
Florida Public Utilities Company - Residential Market Annual gWh: DSM Plan and Goals



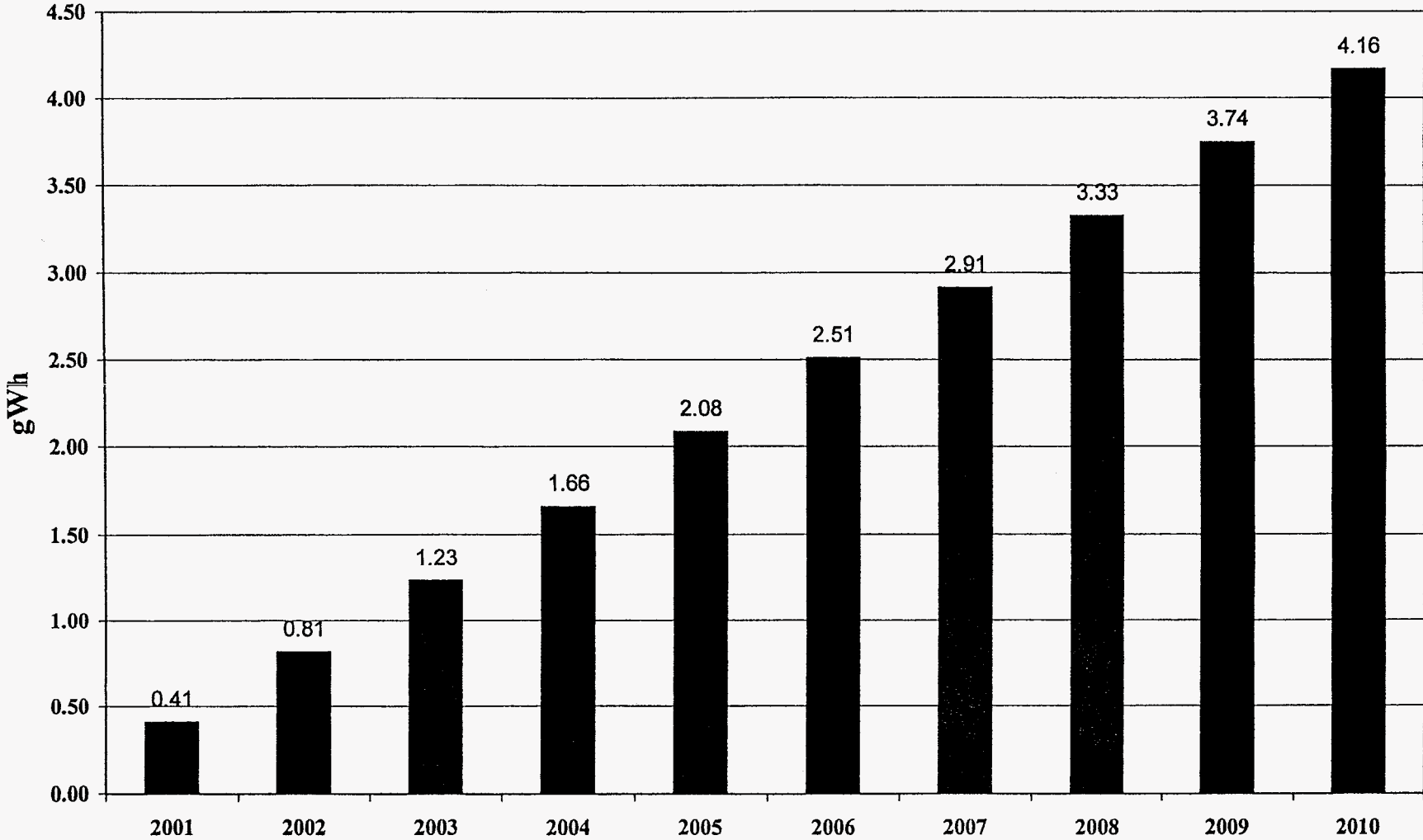
Florida Public Utilities Company - Commercial Markets
Summer mW: DSM Plan and Goals



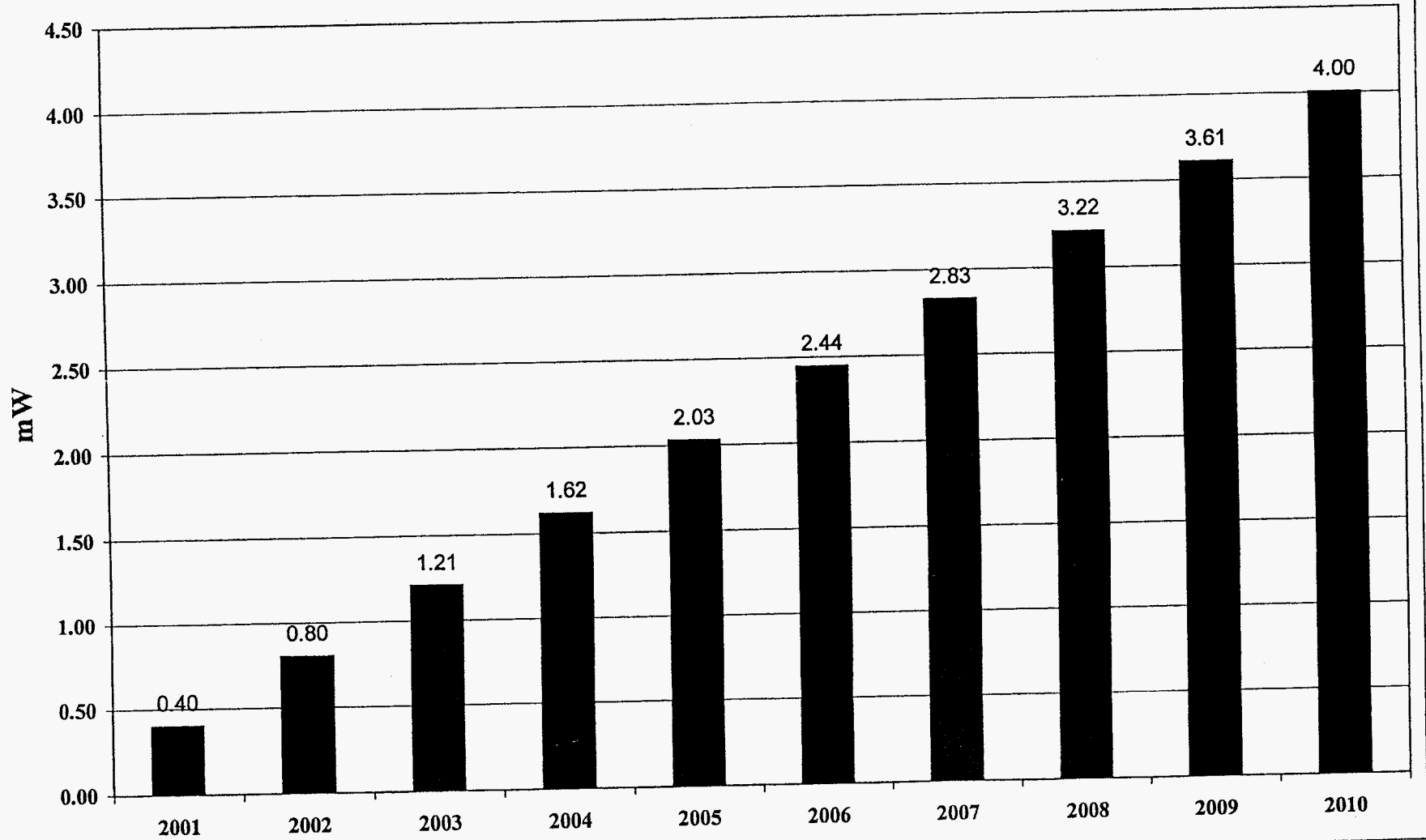
Florida Public Utilities Company - Commercial Market Winter mW: DSM Plan and Goals



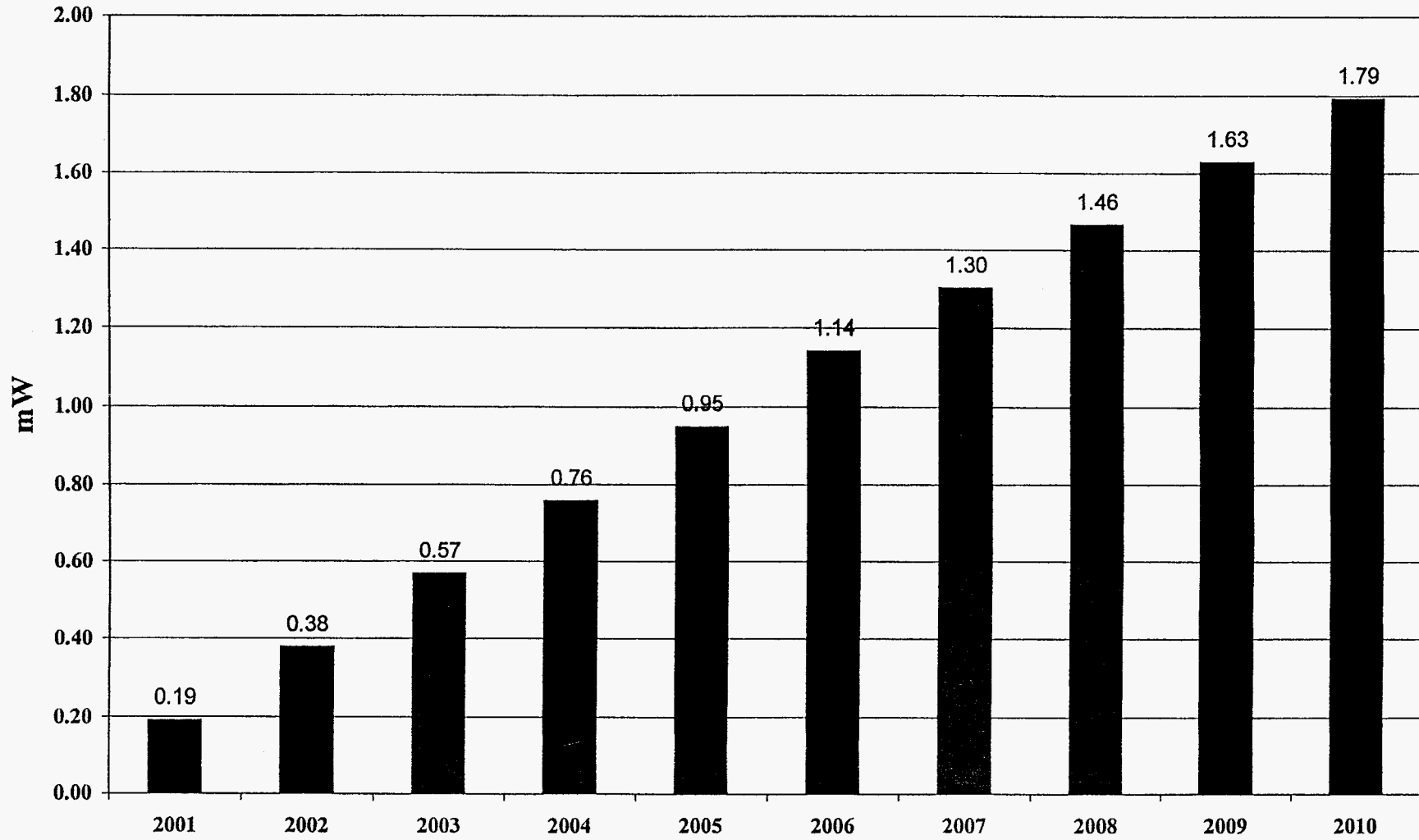
Florida Public Utilities Company - Commercial Markets
Annual gWh: DSM Plan and Goals



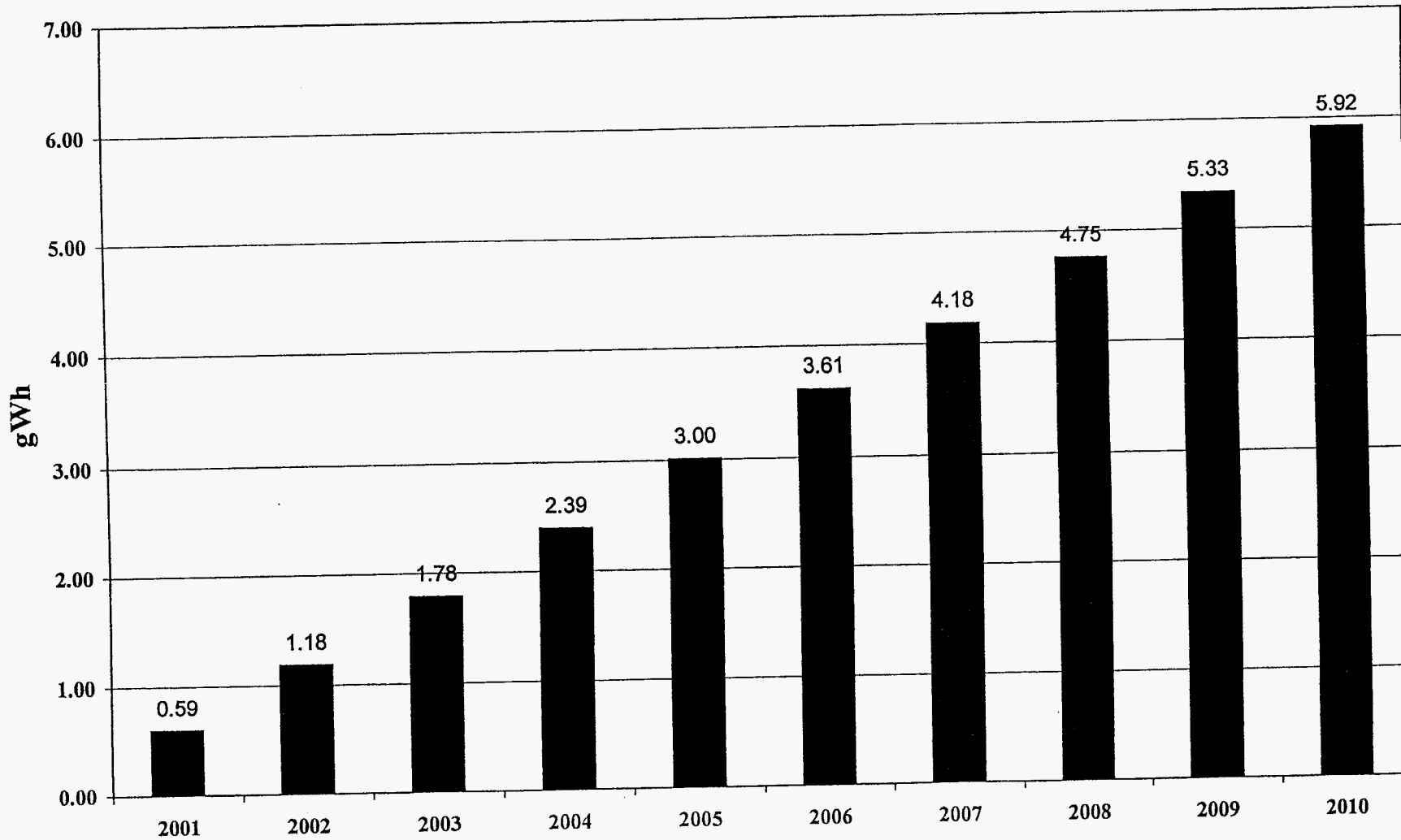
Florida Public Utilities Company - Total All Markets Summer mW: DSM Plan and Goals



**Florida Public Utilities Company - Total All Markets
Winter mW: DSM Plan and Goals**



Florida Public Utilities Company - Total All Markets Annual gWh: DSM Plan and Goals



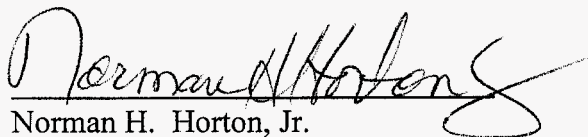
CERTIFICATE OF SERVICE

I HEREBY CERTIFY that true and correct copies of Florida Public Utilities Company's Motion for Continuance in Docket No. 990721-EG have been served by hand delivery (*) and/or U. S. Mail this 11th day of April, 2000 upon the following:

Cochran Keating, Esq.*
Division of Legal Services
Florida Public Service Commission
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Mr. Reese Goad *
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Executive Office of the Governor
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General Government Unit-Stuart Pollins
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Norman H. Horton, Jr.