



July 6, 2021

Office of Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850
Attn: Adam Teitzman

Re: 2021 Ten Year Site Plan – Staff’s Data Request #2

Dear Mr. Teitzman,

Pursuant to Section 186.801, Florida Statutes and Rules 25-22.070-072 of Florida Administrative Code, Lakeland Electric submits its responses to Staff’s Data Request #2 in relation to Lakeland Electric’s 2021 Ten Year Site Plan via the Commissions electronic platform.

If you have questions please contact me at 863-834-6595.

Sincerely,

/s/Cynthia Clemmons

Cynthia Clemmons
City of Lakeland
Manager of Legislative and Regulatory Relations
Lakeland Electric
863-834-6595 Work
Cindy.Clemmons@LakelandElectric.com
501 E Lemon St.
Lakeland, Florida 33801

Enclosure

1. Please explain how your Company's Sales to Residential, Commercial, and Industrial classes, as well as the Total Sales to Ultimate Customers, were affected by the COVID-19 Pandemic so far.

Total weather-normalized sales were up 0.4% in 2020, despite the pandemic as residential weather-normalized sales grew 3.2% year-over-year and more than offset the 2.4% decline in Commercial & Industrial (C&I) sales. In 2021, weather-normalized residential sales remained solid as customer counts grew 1.9% and people continued to work from home. C&I weather-normalized sales began to rebound in 2021 and May year-to-date were 3.6% ahead of 2020.

2. Please discuss your Company's expectation of the potential impact of the COVID-19 Pandemic and the economic recovery on your Company's Total Sales to Ultimate Customers in 2021 and 2022.

Total weather-normalized sales in 2021 are projected to increase 1.6% from 2020 and 2022 sales are conservatively projected to increase 0.1% year-over-year.

3. Please discuss your Company's expectation of the potential impact of the increasing society-wide awareness of the Climate Change issue on your Company's Total Sales to Ultimate Customers in the near future.

We anticipate continued growth in roof-top solar and electric vehicles. Since the current administration is promoting the growth of EV infrastructure, we are likely to see growth in that area. What has gotten our attention the most is fleet electrification – including the Amazon national contract with Rivian for 100,000 electric vehicles by 2030 with the first 10,000 operational by end of 2022. The Ford F-150 Lightning due out in 2022 is also very promising as pickup trucks are popular in Polk County. But it is still very difficult to project how quickly electric vehicles will grow relative to roof-top solar. The two trends combined may actually cancel each other out in terms of total sales in the near future.

4. Please discuss your Company's expectation of the potential impact of the increased utilization of the electric vehicles in your service area on the Company's Total Sales to Ultimate Customers in the near future.

The average level 2 car charger accounts for approximately an additional %17 in sales per residential customer. The current .49% adoption rate is being noticed in Lakeland Electric's service territory and provides negligible total sales to the utilities forecast. With the projected and estimated 30% EV adoption rate being anticipated by 2030, approximately 30% of our Ultimate Customer will have Total Sales increased by 17%.