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September 6, 2013

Ms. Ann Cole, Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee FL 32399-0850

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COMMISSION
CLERK

Dear Ms. Cole:

RE: Docket No. 130140-EI

Enclosed for filing in the above referenced docket is Gulf Power Company's Request for Confidential Classification pertaining to certain portions of Gulf's response to Citizen's First Request to Produce Documents (Nos. 1-59) and Citizens First Set of Interrogatories to Gulf Power (Nos. 1-79). In addition to the DVD labeled as Exhibit "A", enclosed is a separate DVD containing a copy of Gulf Power's Request for Confidential Classification and Exhibit "B" in Microsoft Word format as prepared on a Windows based system.

Sincerely,

Robert L. McGee, Jr.

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Enclosures

cc: Beggs & Lane
Jeffrey A. Stone, Esq.

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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for increase in rates
by Gulf Power Company

Docket No.: 130140-EI
Date: September 9, 2013

REQUEST FOR CONFIDENTIAL CLASSIFICATION

GULF POWER COMPANY ["Gulf Power", "Gulf", or the "Company"], by and through its undersigned attorneys and pursuant to Rule 25-22.006, Florida Administrative Code, hereby requests that the Florida Public Service Commission enter an order protecting from public disclosure certain portions of Gulf's responses to Citizens' First Interrogatories (1-79) and Citizens' First Request to Produce Documents to Gulf Power Company (1-59) (collectively "OPC Discovery"). As grounds for this request, the Company states:

1. On August 19, 2013, Gulf submitted copies of its responses to OPC's discovery to Commission Staff along with a Notice of Intent to Request Confidential Classification for those portions of Gulf's responses which contain proprietary confidential business information. Confidential portions of Gulf's responses to OPC Discovery were included on a DVD which was assigned Document No. 04839-13 by the Commission Clerk.

2. On August 29, 2013, Commission Staff notified Gulf that it desired to retain some of the confidential information included in Document No. 04839-13. Specifically, Commission Staff indicated that it desired to retain some or all of Gulf's responses to the following: Interrogatory Nos. 19, 24(a) and (b), 27, 54, 63, 64 and Document Request Nos. 1, 2, 14, 15, 16, 17, 27, 29, 32, 41, 42, 50, and 55. After subsequent discussion with Commission Staff, it was determined that Interrogatory Nos. 19, 24, 27 and Document Request Nos. 15 and 17 do not contain confidential information. Therefore, those responses are not addressed in this request. In accordance with Rule 25-22.006(3)(a)1, Florida Administrative Code, Gulf now files this Request for Confidential Classification.

Interrogatories

3. Gulf's responses to Interrogatory Nos. 54(i) and 63 contain non-public employee compensation data for various employee positions throughout the Company. Public disclosure of this information could provide Gulf's competitors with an advantage in acquiring and obtaining qualified employees, increase Gulf's employee turnover and associated training costs, and give prospective employees an advantage in negotiating compensation packages, leading to increases in the overall amount paid to employees. This information is confidential pursuant to section 366.093(3)(e), Florida Statutes. See Florida Power & Light v. Florida Public Service Commission, 31 So.3d 860 (Fla. 1st DCA 2010).

4. Gulf's response to Interrogatory No. 64 contains a breakdown of the expected returns on Gulf's pension plan assets by asset class. This information is the proprietary work product of Gulf's outside consultant, Aon Hewitt. The disclosure of this information could allow duplication of the consultant's work without compensation for the consultant's efforts to gather and update information and develop methods of analysis. It constitutes information relating to competitive interests the disclosure of which could impair the consultant's competitive position in the market by diminishing demand for its propriety work product. Public disclosure could also harm Gulf Power's competitive interests in that disclosure could result in the consultant either charging higher prices for its services, or even refusing to conduct business with Gulf in the future. This information is confidential pursuant to section 366.093(3)(e), Florida Statutes.

Document Requests

5. Gulf's response to Document Request Nos. 1-2 includes an Excel file titled "E-1,3,4,5,6,9,10 non-MDS.xlsx.xlsx." This file includes commercial and industrial customer names, account numbers and consumption data. The disclosure of this information could allow other customers to gain a competitive advantage over the identified customers by analyzing such data. As such, public disclosure of the information contained on these pages would adversely

affect the competitive interests of the listed accounts and their ability to contract for goods and services on favorable terms. This information is competitively sensitive and confidential pursuant to section 366.093(3)(e), Florida Statutes.

6. Gulf's response to Document Request No. 14 contains copies of incentive compensation plans which include non-public employee compensation data. Specifically, the confidential information consists of target percentage awards for incentive compensation by salary grade. This information is competitively sensitive and confidential pursuant to section 366.093(3)(e), Florida Statutes. See Florida Power & Light v. Florida Public Service Commission, 31 So.3d 860 (Fla. 1st DCA 2010). This information would be of value to Gulf Power's competitors in structuring their own internal compensation packages and in competing with Gulf Power for qualified employees.

7. Gulf's response to Document Request No. 16 contains actuarial analyses which were performed by Gulf's outside consultant, Aon Hewitt. The disclosure of this information could allow duplication of the actuary's work without compensation for the actuary's efforts to gather and update information and develop methods of analysis. This information is the proprietary work product of Aon. It constitutes information relating to competitive interests the disclosure of which could impair Aon's competitive position in the market by diminishing demand for its propriety work product. Public disclosure could also harm Gulf Power's competitive interests in that disclosure could result in the consultant either charging higher prices for its services, or even refusing to conduct business with Gulf in the future. This information is competitively sensitive and confidential pursuant to section 366.093(3)(e), Florida Statutes.

8. Gulf's response to Document Request No. 27 contains internal auditing reports prepared by Southern Company Services on behalf of Gulf and other affiliates. Internal auditing controls and reports of internal auditors are specifically designated as proprietary confidential business information pursuant to section 366.093(3)(b), Florida Statutes. The Commission has

previously recognized that such reports are confidential in their entirety. See PSC Order No. 21102 (Docket No. 881167-EI) and PSC Order No. 12-0035-CFO-EI.

9. Gulf's responses to Document Request Nos. 29 and 32 contain internal policies and procedures governing affiliate transactions. The Company has invested substantial time and resources in developing and improving upon these procedures over time. The documents are considered proprietary by Gulf Power and represent the Company's best practices for addressing affiliate transactions. Public disclosure of this information would provide Gulf's competitors with access to valuable information which they, in turn, could use to optimize their own systems at Gulf Power's expense. The Commission has previously recognized that Gulf Power's internal procedures and policies are confidential in their entirety. See e.g. Order No. PSC-06-0427-CFO-EI, Order No. PSC-08-0048-CFO-EI, and Order No. PSC-12-0035-CFO-EI. This information constitutes proprietary confidential business information as defined pursuant to section 366.093(3)(e), Florida Statutes.

10. Gulf's response to Document Request No. 41 contains billing correspondence between Gulf Power and its affiliates. This correspondence includes confidential bank routing information, employee names and compensation data, vendor quotations and invoices for goods and services and proprietary accounting procedures. Public disclosure of this information would impair Gulf's ability to negotiate favorable pricing for goods and services; expose the Company's and its vendors' banking accounts to potentially fraudulent withdrawals; and impair Gulf's ability to compete for and retain qualified employees. This information constitutes proprietary confidential business information as defined pursuant to section 366.093(3)(e), Florida Statutes.

11. Gulf's response to Document Request No. 42 contains a copy of a lease/purchase agreement for real property. The pricing data in this document constitutes competitively sensitive information the disclosure of which would impair the competitive business of Gulf Power. Such data would be of value to others in the market place when negotiating with Gulf Power for the lease

or purchase of real property and could result in Gulf receiving less favorable pricing terms than would be the case if the information was not publicly available.

12. Gulf's response to Document Request No. 50 includes copies of presentations made by Gulf to certain financial rating agencies. These presentations include forward looking financial data such as projected capital expenditures, environmental compliance costs, financing needs, credit profiles and other commercially sensitive financial and operational information, the disclosure of which could harm the competitive interest of the Company. This information is confidential pursuant to section 366.093(3)(e), Florida Statutes.

13. Gulf's response to Document Request No. 55 includes a document produced by Gulf's outside consultant, Aon Hewitt, which contains the consultant's long-term (30 year) outlook of the U.S. capital market. This information is the proprietary work product of the consultant. The disclosure of this information could allow duplication of the consultant's work without compensation for the consultant's efforts to gather and update information and develop methods of analysis. It constitutes information relating to competitive interests the disclosure of which could impair the consultant's competitive position in the market by diminishing demand for its propriety work product. Public disclosure could also harm Gulf Power's competitive interests in that disclosure could result in the consultant either charging higher prices for its services, or even refusing to conduct business with Gulf in the future. This information is confidential pursuant to section 366.093(3)(e), Florida Statutes.

14. The information filed pursuant to this request is intended to be, and is treated as, confidential by Gulf Power and, to this attorney's knowledge, has not been otherwise publicly disclosed.

15. Gulf's confidential information is included on the DVD bearing Document No. 04839-13 which accompanied Gulf's Notice of Intent to Request Confidential Classification dated August 19, 2013. Document No. 04839-13 should be treated as confidential pending a

ruling on this request. Attached as Exhibit "A" to this request is a DVD which contains edited copies of the subject documents, which may be made available for public review and inspection. Attached as Exhibit "B" to this request is a line-by-line/field-by-field justification for the request for confidential classification.

WHEREFORE, Gulf Power Company respectfully requests that the Commission enter an order protecting the information contained on the DVD bearing Document No. 04839-13 from public disclosure as proprietary confidential business information.

Respectfully submitted this 6th day of September, 2013.



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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for increase in rates
by Gulf Power Company

Docket No.: 130140-EI
Date: September 9, 2013

REQUEST FOR CONFIDENTIAL CLASSIFICATION

EXHIBIT "A"

See enclosed DVD which may be made available for public inspection

EXHIBIT "B"

Line-by-Line/Field-by-Field Justification

Line(s)/Field(s)

Justification

Interrogatory 54(i)

All information highlighted on page 8 of Gulf's interrogatory response.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 3.

Interrogatory 63

All information highlighted on pages 1 through 4 of Gulf's interrogatory response.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 3.

Interrogatory 64

All information highlighted on page 1 of Gulf's interrogatory response.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 4.

Document Requests 1 and 2

All information in the Excel file titled "E-1,3,4,5,6,9,10 non-MDS.xlsx.xlsx."

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 5.

Document Request No. 14

All information highlighted on bates pages 130140-OPC-POD-14-2, 130140-OPC-POD-14-9, and 130140-OPC-POD-14-14.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 6.

Document Request No. 16

All information listed on bates pages 130140-OPC-POD-16-1 through 130140-OPC-POD-16-174.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 7.

Document Request No. 27

All information listed on bates pages 130140-OPC-POD-27-1 through 130140-OPC-POD-27-15.

This information is entitled to confidential classification pursuant to §366.093(3)(b), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 8.

Document Request No. 29

All information listed on bates pages 130140-OPC-POD-29-1 through 130140-OPC-POD-29-139 and all information contained in the eight Excel spreadsheets included in the file named "OPC_POD_029 CONF."

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 9.

Document Request No. 32

All information contained in the two Excel spreadsheets titled "OPC POD 32 –Attachment A- CONF" and "OPC POD 32 –Attachment B CONF" within the file titled "OPC_POD_032 CONF."

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 9.

Document Request No. 41

All information listed on bates pages 130140-OPC-POD-41-1 through 130140-OPC-POD-41-1921.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 10.

Document Request No. 42

All information highlighted on bates pages 130140-OPC-POD-042-1 through 130140-OPC-POD-042-2.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 11.

Document Request No. 50

All information which is redacted on the files included on Exhibit "A" to this Request.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 12.

Document Request No. 55

All information listed on bates pages 130140-OPC-POD-55-1 through 130140-OPC-POD-55-6.

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 13.

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Petition for Increase in Rates)
By Gulf Power Company)
)

Docket No.: 130140-EI

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true copy of the foregoing has been furnished by U. S. mail this 6th day of September, 2013:

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