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STATE OF FLORIDA



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# Public Service Commission

October 6, 2017

Rhonda J. Alexander  
Regulatory, Forecasting and Pricing Manager  
Gulf Power Company  
One Energy Place  
Pensacola, FL 32520

**Re: Docket No. 20170209-EI: Petition of Gulf Power Company for Approval of Modifications to Business Incentive Rate Riders**

Dear Ms. Alexander:

By this letter and pursuant to subsection 366.04(2), Florida Statutes, Commission staff respectfully requests the following information from Gulf Power Company:

1. Please provide a breakdown of the current subscribers to each Business Incentive Rate Rider (BIR). Please include each subscriber's annual load, FTEs created, capital investment, incremental electricity sales revenue, and total discount.
2. Please provide a breakdown of the number of customers, annual load, FTEs, capital investment, incremental electricity sales revenue, and total discount for the customers who have committed to join the BIR referenced by the company in the Petition.
3. Since the last update to the Commission, have any changes been made to the company's "Annual Customer Certification"? If yes, please describe.
4. Since the last update to the Commission, have any BIR customers failed to maintain the employment requirement, purchase the specified load amount, or meet the capital investment requirement? If yes, how did the company handle subscribers who failed to maintain the BIR criteria?
5. What total load does the company anticipate the BIR reaching? Please provide the company's rationale for this estimate and a timeframe for reaching it.
6. How does the company make potential subscribers aware of the BIR?

7. What financial risk will the company's ratepayers be exposed to with removal of the 100 MW limit?

Please file all responses electronically no later than October 16, 2017, via the Commission's website at [www.floridapsc.com](http://www.floridapsc.com) by selecting the Clerk's Office tab and electronic Filing Web Form. Please feel free to call me at (850) 413-6701 if you have any questions.

Thank you,

*/s/Charles Morgan II*

Charles Morgan II  
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cc: Office of Commission Clerk  
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