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August 9, 2019

VIA E-PORTAL – ELECTRONIC FILING

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

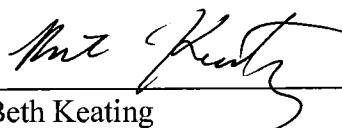
Re: Docket No. 20190002-EG – Energy Conservation Cost Recovery Clause

Dear Mr. Teitzman:

Attached for electronic filing, please find Florida Public Utilities Company's Petition for Approval of Conservation Factors, along with the Direct Testimony and Exhibit GSR-1 of Mr. Scott Ranck.

Should you have any questions whatsoever, please do not hesitate to contact me. Thank you for your assistance in this matter.

Sincerely,



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 618
Tallahassee, FL 32301
(850) 521-1706

MEK

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Energy Conservation Cost)
Recovery Clause.)
_____) Docket No. 20190002-EG
Filed: August 9, 2019

**PETITION FOR APPROVAL OF CONSERVATION
COST RECOVERY FACTORS FOR FLORIDA PUBLIC UTILITIES COMPANY**

Florida Public Utilities Company ("FPUC" or "the Company") hereby files its petition for approval of its conservation cost recovery factors for its electric divisions related to the period January 2020 through December 2020. In support of this Petition, FPUC states:

1. The Company is an electric utility with its principal office located at:

Florida Public Utilities Company
1750 S 14th Street, Suite 200
Fernandina Beach FL 32034

2. The name and mailing address of the persons authorized to receive notices are:

Beth Keating, Esq.
Gunster, Yoakley & Stewart, P.A.
215 South Monroe Street, Suite 601
Tallahassee, Florida 32301-1839
(850) 521-1706

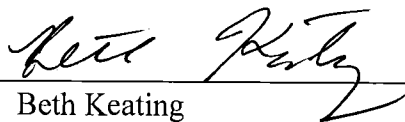
Mike Cassel
AVP, Regulatory and Governmental Affairs
Florida Public Utilities Company
1750 S 14th Street, Suite 200
Fernandina Beach FL 32034
mcassel@fpuc.com

3. Pursuant to the requirements in this docket, FPUC, concurrently with the filing of this petition, files testimony and conservation cost recovery schedules (Exhibit GSR-1) for the period, consisting of the reporting forms supplied by the Commission Staff.
4. As reflected in the exhibit sponsored by Mr. G. Scott Ranck, the conservation costs for the Company's two electric divisions, on a consolidated basis, for the period ending December 2019 is projected to be \$84,848. The conservation true-up amount for the prior period January 2018 to December 2018 is an over-recovery of \$51,633.

5. The total projected energy conservation costs, on a consolidated basis, that the Company seeks to recover during the twelve month period ending December 2020, are \$834,848, which includes the projected incremental costs. As such, the Company asks for approval of a consolidated levelized conservation cost recovery factor for this period of \$.00132 per KWH, which is appropriate based upon projected sales for the same period.

WHEREFORE, FPUC respectfully requests that the Commission enter an Order approving the Company's requested conservation cost recovery factor to be applied to customers' bills for the period January 2020 through December 2020.

RESPECTFULLY SUBMITTED this 9th day of August, 2019.



Beth Keating
Gunster, Yoakley & Stewart, P.A.
215 South Monroe St., Suite 601
Tallahassee, FL 32301
(850) 521-1706


Attorneys for Florida Public Utilities Company

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing has been furnished by Electronic Mail to the following parties of record this 9th day of August, 2019, along with the referenced Testimony and Exhibit of Mr. Ranck:

<p>Florida Public Utilities Company Mike Cassel 1750 S 14th Street, Suite 200 Fernandina Beach, FL 32034 mcassel@fpuc.com</p>	<p>Jon C. Moyle, Jr. Moyle Law Firm 118 North Gadsden St. Tallahassee, FL 32301 jmoyle@moylelaw.com</p>
<p>Margo DuVal Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399 mduval@psc.state.fl.us</p>	<p>Office of Public Counsel Charles Rehwinkel/Patricia Christensen/Tad David c/o The Florida Legislature 111 West Madison Street, Room 812 Tallahassee, FL 32399-1400 christensen.patty@leg.state.fl.us Rehwinkel.Charles@leg.state.fl.us David.tad@leg.state.fl.us</p>
<p>Paula K. Brown Tampa Electric Company P.O. Box 111 Tampa, FL 33601-0111 regdept@tecoenergy.com</p>	<p>Dianne M. Triplett Duke Energy, Inc. P.O. Box 14042 St. Petersburg, FL 33733-4042 dtriplett@duke-energy.com</p>
<p>Matthew Bernier Duke Energy, Inc. 106 E. College Ave., Suite 800 Tallahassee, FL 32301 Matthew.Bernier@duke-energy.com</p>	<p>James D. Beasley J. Jeffry Wahlen Malcolm Means Ausley & McMullen P.O. Box 391 Tallahassee, FL 32302 jbeasley@ausley.com jwahlen@ausley.com mmeans@ausley.com</p>
<p>Steven R. Griffin Beggs & Lane P.O. Box 12950 Pensacola, FL 32591-2950 srg@beggslane.com</p>	<p>Maria Moncada Joel Baker Florida Power & Light Company 700 Universe Boulevard Juno Beach, FL 33408-0420 Maria.Moncada@fpl.com Joel.baker@fpl.com</p>
<p>Mr. Ken Hoffman</p>	<p>Robert Scheffel Wright/John T. LaVia</p>

<p>215 South Monroe Street, Suite 810 Tallahassee, FL 32301-1858 ken.hoffman@fpl.com</p>	<p>c/o Gardner Law Firm 1300 Thomaswood Drive Tallahassee, FL 32308 schef@gbwlegal.com jlavia@gbwlegal.com</p>
<p>Russell Badders Shane Boyett Gulf Power Company One Energy Place Pensacola, FL 32520-0780 Russell.badders@nexteraenergy.com Charles.boyett@nexteraenergy.com</p>	<p>James W. Brew Laura Wynn Stone Mattheis Xenopoulos & Brew, PC Eighth Floor, West Tower 1025 Thomas Jefferson Street, NW Washington, DC 20007 jbrew@smxblaw.com lwynn@smxblaw.com</p>



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1 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

2 DOCKET NO. 20190002-EG - In Re: Energy Conservation Cost Recovery

3 Clause

4 DIRECT TESTIMONY OF G. Scott Ranck

5 On behalf of

6 Florida Public Utilities Company

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

8 A. My name is G. Scott Ranck. I am the Energy Conservation Manager for
9 Florida Public Utilities Company. My business address is 331 West Central
10 Ave. Suite 200, Winter Haven, Florida 33880

11 **Q. Describe briefly your background and business experience?**

12 A. I began my career in residential construction building houses in
13 Pennsylvania and North Carolina. I then pursued my Bachelor's Degree in
14 Theology (Summa Cum Laude) from Piedmont International University,
15 Winston-Salem, NC. In 2006, I went back to my construction roots as an
16 employee of FPUC in the natural gas conservation department. I became a
17 Residential Energy Services Network (RESNET) Home Energy Rating
18 System (HERS) Rater in February of 2009. I was subsequently promoted
19 to Senior Energy Conservation Specialist with FPUC in January of 2012.
20 In this role, I was responsible for implementing the Company's natural gas
21 energy conservation program and also assisted with the implementation of
22 FPUC's Electric Demand-Side Management (DSM) Program. Furthering
23 my pursuit of additional training in building science, energy and related
24 topics, I received certification as a Certified Energy Auditor (CEA) on
25 January 25, 2011, as well as certification as a Certified Energy Manager

1 (CEM) in April 2013. Both credentials are through the Association of
2 Energy Engineers. I was also appointed to the Energy Technical Advisory
3 Committee for the Florida Building Commission in December of 2016.
4 Recently, I was promoted to Energy Conservation Manager with FPUC in
5 March of 2019. In this new role, I oversee both natural gas and electric
6 energy conservation programs for the Company.
7

8 **Q. Are you familiar with the electric conservation programs of the Company**
9 **and costs which have been, and are projected to be, incurred?**

10 A. Yes.

11 **Q. What is the purpose of your testimony in this docket?**

12 A. To describe generally the expenditures made and projected to be made in
13 implementing, promoting, and operating the Company's electric conservation
14 programs. This will include recoverable costs incurred in January through
15 June 2019 and projections of program costs to be incurred from July through
16 December 2019. It will also include projected electric conservation costs for
17 the period January through December 2020, with a calculation of the
18 Conservation Adjustment Factor to be applied to the Company's consolidated
19 electric customers' bills during the collection period of January 1, 2020
20 through December 31, 2020.

21 **Q. Are there any exhibits that you wish to sponsor in this proceeding?**

22 A. Yes. The Company wishes to sponsor as exhibits Schedules C-1, C-2, C-3, C-
23 4, and C-5, contained in my composite Exhibit GSR-1.

24 **Q. Has the Company prepared summaries of its electric conservation**

1 **programs and the costs associated with these programs?**

2 A. Yes. Summaries of the electric conservation programs as approved in Docket
3 No. 20150089-EG, the petition for approval of the demand-side management
4 plan, are contained in Schedule C-5 of Exhibit GSR-1. Included are the
5 Residential Energy Survey Program, the Residential Heating and Cooling
6 Efficiency Program, the Commercial Heating and Cooling Efficiency
7 Program, the Commercial Chiller Upgrade Program, the Electric Conservation
8 Demonstration and Development Program, the Low Income Energy Outreach
9 Program, the Commercial Reflective Roof Program and the Commercial
10 Energy Consultation Program.

11 **Q. What is the status of the Company's Distributed Battery Technology Pilot**
12 **program that you described in your testimony submitted with the**
13 **Company's 2017 Projection filing in Docket No. 20170002-EG?**

14 A. The pilot was launched during the third quarter of 2018. We purchased two
15 Sonnen ECO 12KW batteries. One was installed and the other was installed
16 first quarter 2019. It is too early to have test results. The Company projects
17 \$45,000 will be spent on the Distributed Battery Technology Pilot program in
18 2020.

19 **Q. Has the Company prepared schedules that show the expenditures**
20 **associated with its electric conservation programs for the periods you**
21 **have mentioned?**

22 A. Yes, Schedule C-3, Pages 1 and 1A of 5, Exhibit GSR-1 shows actual
23 expenses for the months January through June 2019. Projections for July

1 through December 2019 are also shown on Schedule C-3, Pages 1 and 1A.
2 Projected expenses for the January through December 2020 period are shown
3 on Schedule C-2, Page 1 of 3 of Exhibit GSR-1.

4 **Q. Has the Company prepared schedules that show revenues for the period**
5 **January through December 2020?**

6 A. Yes. Schedule C-4 shows actual revenues for the months January through
7 June 2019 and projected revenues for July through December 2019 and
8 January through December 2020.

9 **Q. Has the Company prepared a schedule that shows the calculation of its**
10 **proposed Conservation Adjustment Factor to be applied during billing**
11 **periods from January 1, 2020 through December 31, 2020?**

12 A. Yes. Schedule C-1 of Exhibit GSR-1 shows these calculations. Net program
13 cost estimates for the period January 1, 2020 through December 31, 2020 are
14 used. The estimated true-up amount from Schedule C-3 (Page 4 of 5, Line 11)
15 of Exhibit GSR-1, being an under-recovery, was added to the total of the
16 projected costs for the twelve-month period. The total projected recovery
17 amount, including estimated true-up, was then divided by the projected Retail
18 KWH Sales for the twelve-month period ending December 31, 2020. The
19 resulting Conservation Adjustment Factor is shown on Schedule C-1 (Page 1
20 of 1) of Exhibit GSR-1.

21 **Q. What is the Conservation Adjustment Factor necessary to recover these**
22 **projected net total costs?**

23 A. The Conservation Adjustment Factor is \$.00132.

1 **Q. Does this conclude your testimony?**

2 A. Yes.

ENERGY CONSERVATION ADJUSTMENT
SUMMARY OF COST RECOVERY CLAUSE CALCULATION

FOR MONTHS January-20 THROUGH December-20

1.	TOTAL INCREMENTAL COSTS (SCHEDULE C-2,PAGE 1, LINE 33)	<u>750,000</u>
2.	TRUE-UP (SCHEDULE C-3,PAGE 4,LINE 11)	<u>84,848</u>
3.	TOTAL (LINE 1 AND LINE 2)	<u>834,848</u>
4.	RETAIL KWH SALES	<u>631,160,917</u>
5.	COST PER KWH	<u>0.00132272</u>
6.	REVENUE TAX MULTIPLIER *	<u>1.00072</u>
7.	ADJUSTMENT FACTOR ADJUSTED FOR TAXES (LINE 5 X LINE 6)	<u>0.00132400</u>
8.	CONSERVATION ADJUSTMENT FACTOR- (ROUNDED TO THE NEAREST .001 CENTS PER KWH)	<u>0.132</u>

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION

SCHEDULE C-2
PAGE 1 OF 3

ESTIMATED CONSERVATION PROGRAM COSTS

FOR MONTHS January-20 THROUGH December-20

A.	ESTIMATED EXPENSE BY PROGRAM	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1	Common	40,917	40,917	40,917	40,917	40,917	40,917	40,917	40,917	40,917	40,917	40,917	40,917	491,000
2	Residential Energy Survey Program	7,125	7,125	7,125	7,125	7,125	7,125	7,125	7,125	7,125	7,125	7,125	7,125	85,500
3	Commercial Energy Survey	0	0	0	0	0	0	0	0	0	0	0	0	0
4	Low Income Program	508	508	508	508	508	508	508	508	508	508	508	508	6,100
5	Commercial Heating & Cooling Upgrade	2,317	2,317	2,317	2,317	2,317	2,317	2,317	2,317	2,317	2,317	2,317	2,317	27,800
6	Residential Heating & Cooling Upgrade	5,067	5,067	5,067	5,067	5,067	5,067	5,067	5,067	5,067	5,067	5,067	5,067	60,800
7	Commercial Indoor Efficient Lighting Rebate	0	0	0	0	0	0	0	0	0	0	0	0	0
8	Commercial Window Film Installation Program	0	0	0	0	0	0	0	0	0	0	0	0	0
9	Commercial Chiller Upgrade Program	650	650	650	650	650	650	650	650	650	650	650	650	7,800
10	Solar Water Heating Program	0	0	0	0	0	0	0	0	0	0	0	0	0
11	Solar Photovoltaic Program	0	0	0	0	0	0	0	0	0	0	0	0	0
12	Demonstration and Development	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000
13	Affordable Housing Builders and Providers	0	0	0	0	0	0	0	0	0	0	0	0	0
14	Commercial Reflective Roof Program	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	14,700
15	Commercial Energy Consultation	942	942	942	942	942	942	942	942	942	942	942	942	11,300
16														
17														
18	TOTAL ALL PROGRAMS	62,499	62,499	62,499	62,499	62,500	62,500	62,500	62,500	62,500	62,500	62,500	62,500	750,000
19														
20	LESS AMOUNT INCLUDED													
21	IN RATE BASE													
22														
23	RECOVERABLE CONSERVATION													
24	EXPENSES	62,499	62,499	62,499	62,499	62,500	62,500	62,500	62,500	62,500	62,500	62,500	62,500	750,000

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES COMPANY
(GSR-1)
PAGE 2 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION

SCHEDULE C-2
PAGE 2 OF 3

ESTIMATED CONSERVATION PROGRAM COSTS PER PROGRAM

FOR MONTHS January-20 THROUGH December-20

PROGRAM NAME	LABOR & PAYROLL	ADVERTISING	LEGAL	OUTSIDE SERVICES	VEHICLE COST	MATERIALS & SUPPLIES	TRAVEL	GENERAL & ADMIN.	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1 Common	288,000	55,000	30,000	50,000	15,000	5,000	40,000	0	0	8,000	491,000	0	491,000
2 Residential Energy Survey Program	50,000	8,000	0	17,000	3,500	1,500	5,000	0	0	500	85,500	0	85,500
3 Commercial Energy Survey	0	0	0	0	0	0	0	0	0	0	0	0	0
4 Low Income Program	1,000	4,500	0	0	0	500	100	0	0	0	6,100	0	6,100
5 Commercial Heating & Cooling Upgrade	500	25,000	0	500	0	100	100	0	1,500	0	27,800	0	27,800
6 Residential Heating & Cooling Upgrade	2,000	25,000	0	500	100	100	3,000	0	30,000	100	60,800	0	60,800
7 Commercial Indoor Efficient Lighting Rebate	0	0	0	0	0	0	0	0	0	0	0	0	0
8 Commercial Window Film Installation Program	0	0	0	0	0	0	0	0	0	0	0	0	0
9 Commercial Chiller Upgrade Program	500	4,000	0	0	100	100	100	0	3,000	0	7,800	0	7,800
10 Solar Water Heating Program	0	0	0	0	0	0	0	0	0	0	0	0	0
11 Solar Photovoltaic Program	0	0	0	0	0	0	0	0	0	0	0	0	0
12 Demonstration and Development	3,000	1,000	0	40,650	100	100	150	0	0	0	45,000	0	45,000
13 Affordable Housing Builders and Providers	0	0	0	0	0	0	0	0	0	0	0	0	0
14 Commercial Reflective Roof Program	1,000	5,000	0	500	200	0	100	0	7,850	50	14,700	0	14,700
15 Commercial Energy Consultation	7,500	2,000	0	500	500	250	500	0	0	50	11,300	0	11,300
16													
17													
18													
19 TOTAL ALL PROGRAMS	353,500	129,500	30,000	109,650	19,600	7,650	49,050	0	42,350	8,700	750,000	0	750,000
20 LESS: BASE RATE													
21 RECOVERY													
22													
23 NET PROGRAM COSTS	353,500	129,500	30,000	109,650	19,600	7,650	49,050	0	42,350	8,700	750,000	0	750,000

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES COMPANY
(GSR-1)
PAGE 3 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION

SCHEDULE C-2
PAGE 3 OF 3

SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

ESTIMATED FOR MONTHS January-20 THROUGH December-20

PROGRAM NAME:

	BEGINNING OF PERIOD	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. INVESTMENT	NONE													
2. DEPRECIATION BASE														
3. DEPRECIATION EXPENSE														
4. CUMULATIVE INVESTMENT														
5. LESS: ACCUMULATED DEPRECIATION														
6. NET INVESTMENT														
7. AVERAGE NET INVESTMENT														
8. RETURN ON AVERAGE INVESTMENT														
9. EXPANSION FACTOR														
10. RETURN REQUIREMENTS														
11. TOTAL DEPRECIATION EXPENSE AND RETURN REQUIREMENT														NONE

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES COMPANY
(GSR-1)
PAGE 4 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 CONSERVATION PROGRAM COSTS

SCHEDULE C-3
 PAGE 1 OF 5

ACTUAL FOR MONTHS
 ESTIMATED FOR MONTHS

January-19
 July-19

THROUGH
 THROUGH

June-19
 December-19

PROGRAM NAME	LABOR & PAYROLL	ADVERTISING	LEGAL	OUTSIDE SERVICES	VEHICLE COST	MATERIALS & SUPPLIES	TRAVEL	GENERAL & ADMIN.	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. Common													
A. ACTUAL	143,049	6,832	37,966	93,728	7,801	1,842	23,095	0	0	6,637	320,950		320,950
B. ESTIMATED	112,500	22,500	12,500	75,000	4,000	2,250	11,000	0	0	1,000	240,750		240,750
C. TOTAL	255,549	29,332	50,466	168,728	11,801	4,092	34,095	0	0	7,637	561,700		561,700
2. Residential Energy Survey Program													
A. ACTUAL	14,573	2,878	0	11,533	1,047	268	2,948	0	0	301	33,548		33,548
B. ESTIMATED	35,000	3,000	0	6,000	1,750	750	2,500	0	0	250	49,250		49,250
C. TOTAL	49,573	5,878	0	17,533	2,797	1,018	5,448	0	0	551	82,798		82,798
3. Commercial Energy Survey													
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0		0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0		0
4. Low Income Program													
A. ACTUAL	35	0	0	0	0	0	11	0	0	0	46		46
B. ESTIMATED	500	50	0	0	0	1,750	0	0	0	0	2,300		2,300
C. TOTAL	535	50	0	0	0	1,750	11	0	0	0	2,346		2,346
5. Commercial Heating & Cooling Upgrade													
A. ACTUAL	100	954	0	221	1	1	34	0	0	0	1,311		1,311
B. ESTIMATED	250	5,000	0	50	50	50	50	0	500	0	5,950		5,950
C. TOTAL	350	5,954	0	271	51	51	84	0	500	0	7,261		7,261
6. Residential Heating & Cooling Upgrade													
A. ACTUAL	1,044	4,205	0	221	85	19	334	0	8,117	37	14,062		14,062
B. ESTIMATED	500	5,000	0	50	50	50	1,500	0	12,500	0	19,650		19,650
C. TOTAL	1,544	9,205	0	271	135	69	1,834	0	20,617	37	33,712		33,712
7. Commercial Indoor Efficient Lighting Rebate													
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0		0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0		0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0		0
SUB-TOTAL ACTUAL	158,801	14,869	37,966	105,703	8,934	2,130	26,422	0	8,117	6,975	369,917	0	369,917
SUB-TOTAL ESTIMATED	148,750	35,550	12,500	81,100	5,850	4,850	15,050	0	13,000	1,250	317,900	0	317,900
LESS: PRIOR YEAR AUDIT ADJ.													
ACTUAL											0		0
ESTIMATED													
TOTAL													
NET PROGRAM COSTS	SEE PAGE 1A												

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 CONSERVATION PROGRAM COSTS

SCHEDULE C-3
 PAGE 1A OF 5

ACTUAL FOR MONTHS ESTIMATED FOR MONTHS	January-19	THROUGH	June-19									SUB TOTAL	PROGRAM REVENUES	TOTAL	
	July-19	THROUGH	December-19	LABOR & PAYROLL	ADVERTISING	LEGAL	OUTSIDE SERVICES	VEHICLE COST	MATERIALS & SUPPLIES	TRAVEL	GENERAL & ADMIN.				INCENTIVES
PROGRAM NAME															
8. Commercial Window Film Installation Program															
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9. Commercial Chiller Upgrade Program															
A. ACTUAL	134	954	0	220	2	1	45	0	0	1	1,357		1,357		
B. ESTIMATED	750	5,000	0	0	50	50	50	0	1,500	0	7,400		7,400		
C. TOTAL	884	5,954	0	220	52	51	95	0	1,500	1	8,757		8,757		
10. Solar Water Heating Program															
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11. Solar Photovoltaic Program															
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12. Demonstration and Development															
A. ACTUAL	368	0	0	26,135	5	3	124	0	0	1	26,636		26,636		
B. ESTIMATED	1,500	500	0	18,500	50	50	50	0	0	0	20,650		20,650		
C. TOTAL	1,868	500	0	44,635	55	53	174	0	0	1	47,286		47,286		
13. Affordable Housing Builders and Providers															
A. ACTUAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B. ESTIMATED	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C. TOTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14. Commercial Reflective Roof Program															
A. ACTUAL	603	954	0	220	33	6	80	0	3,741	5	5,642		5,642		
B. ESTIMATED	500	5,000	0	0	0	0	0	0	1,500	0	7,000		7,000		
C. TOTAL	1,103	5,954	0	220	33	6	80	0	5,241	5	12,642		12,642		
15. Commercial Energy Consultation															
A. ACTUAL	2,777	51	0	193	290	40	115	0	0	58	3,524		3,524		
B. ESTIMATED	7,500	2,500	0	50	600	150	600	0	0	50	11,450		11,450		
C. TOTAL	10,277	2,551	0	243	890	190	715	0	0	108	14,974		14,974		
TOTAL ACTUAL	162,683	16,828	37,966	132,471	9,264	2,180	26,786	0	11,858	7,040	407,076	0	407,076		
TOTAL ESTIMATED	159,000	48,550	12,500	99,650	6,550	5,100	15,750	0	16,000	1,300	364,400	0	364,400		
LESS: PRIOR YEAR AUDIT ADJ. ACTUAL ESTIMATED TOTAL												0	0		
NET PROGRAM COSTS	321,683	65,378	50,466	232,121	15,814	7,280	42,536	0	27,858	8,340	771,476	0	771,476		

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION AND RETURN

SCHEDULE C-3
 PAGE 2 OF 5

ACTUAL FOR MONTHS ESTIMATED FOR MONTHS
 January-19 July-19 THROUGH THROUGH June-19 December-19

	BEGINNING OF PERIOD	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. INVESTMENT	NONE													
2. DEPRECIATION BASE														
3. DEPRECIATION EXPENSE														
4. CUMULATIVE INVESTMENT														
5. LESS: ACCUMULATED DEPRECIATION														
6. NET INVESTMENT														
7. AVERAGE NET INVESTMENT														
8. RETURN ON AVERAGE INVESTMENT														
9. EXPANSION FACTOR														
10. RETURN REQUIREMENTS														
11. TOTAL DEPRECIATION EXPENSE AND RETURN REQUIREMENT														NONE

EXHIBIT NO. _____
 DOCKET NO. 20190002-EG
 FLORIDA PUBLIC UTILITIES COMPANY
 (GSR-1)
 PAGE 7 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 CONSERVATION PROGRAM COSTS

SCHEDULE C-3
 PAGE 3 OF 5

ACTUAL FOR MONTHS January-19 THROUGH June-19
 ESTIMATED FOR MONTHS July-19 THROUGH December-19

A. ESTIMATED EXPENSE BY PROGRAM	ACTUAL						TOTAL ACTUAL	ESTIMATED						TOTAL ESTIMATED	GRAND TOTAL
	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE		JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER		
1 CV610 Common	37,822	25,062	54,483	57,801	83,496	62,286	320,950	40,125	40,125	40,125	40,125	40,125	40,125	240,750	561,700
2 CV613 Residential Energy Survey Program	5,424	7,496	5,515	5,386	3,544	6,183	33,548	8,208	8,208	8,208	8,208	8,208	8,210	49,250	82,798
3 CV616 Commercial Energy Survey	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 CV617 Low Income Program	0	0	4	10	20	12	46	383	383	383	383	383	385	2,300	2,346
5 CV618 Commercial Heating & Cooling Upgrade	37	407	247	173	205	242	1,311	992	992	992	992	992	990	5,950	7,261
6 CV619 Residential Heating & Cooling Upgrade	1,629	16,832	(12,066)	5,029	2,044	594	14,062	3,275	3,275	3,275	3,275	3,275	3,275	19,650	33,712
7 CV621 Commercial Indoor Efficient Lighting Rebate	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8 CV622 Commercial Window Film Installation Program	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9 CV623 Commercial Chiller Upgrade Program	37	407	251	182	225	254	1,357	1,233	1,233	1,233	1,233	1,233	1,235	7,400	8,757
10 CV624 Solar Water Heating Program	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11 CV625 Solar Photovoltaic Program	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12 CV626 Demonstration and Development	0	0	7,741	103	18,657	135	26,636	3,442	3,442	3,442	3,442	3,442	3,440	20,650	47,286
13 CV627 Affordable Housing Builders and Providers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14 CV628 Commercial Reflective Roof Program	4,186	407	252	182	361	254	5,642	1,167	1,167	1,167	1,167	1,167	1,165	7,000	12,642
15 CV629 Commercial Energy Consultation	456	83	55	88	2,168	674	3,524	1,908	1,908	1,908	1,908	1,908	1,910	11,450	14,974
16							0							0	0
17 Prior period audit adj.							0							0	0
18							0							0	0
19															
20															
21 TOTAL ALL PROGRAMS	49,591	50,694	56,482	68,954	110,721	70,634	407,076	60,733	60,733	60,733	60,733	60,733	60,735	364,400	771,476
22															
23 LESS AMOUNT INCLUDED															
24 IN RATE BASE															
25															
26 RECOVERABLE CONSERVATION															
27 EXPENSES	49,591	50,694	56,482	68,954	110,721	70,634	407,076	60,733	60,733	60,733	60,733	60,733	60,735	364,400	771,476

EXHIBIT NO. _____
 DOCKET NO. 20190002-EG
 FLORIDA PUBLIC UTILITIES COMPANY
 (GSR-1)
 PAGE 8 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 ENERGY CONSERVATION ADJUSTMENT
 CALCULATION OF TRUE UP AND INTEREST PROVISION

	ACTUAL FOR MONTHS	January-19	THROUGH	June-19													
	ESTIMATED FOR MONTHS	July-19	THROUGH	December-19	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
B. CONSERVATION REVENUES																	
1. RCS AUDIT FEES																	
a.																	
b.																	
c.																	
2. CONSERVATION ADJ REVENUE (NET OF REVENUE TAXES)		(49,370)	(46,211)	(34,913)	(41,830)	(47,700)	(61,811)	(65,716)	(65,858)	(65,226)	(56,046)	(54,238)	(46,746)	(635,665)			
3. TOTAL REVENUES		(49,370)	(46,211)	(34,913)	(41,830)	(47,700)	(61,811)	(65,716)	(65,858)	(65,226)	(56,046)	(54,238)	(46,746)	(635,665)			
4. PRIOR PERIOD TRUE-UP--ADJ NOT APPLICABLE TO PERIOD		(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(4,303)	(51,633)			
5. CONSERVATION REVENUES APPLICABLE TO PERIOD		(53,673)	(50,514)	(39,216)	(46,133)	(52,003)	(66,114)	(70,019)	(70,161)	(69,529)	(60,349)	(58,541)	(51,046)	(687,298)			
6. CONSERVATION EXPENSES (FORM C-3, PAGE 3)		49,591	50,694	56,482	68,954	110,721	70,634	60,733	60,733	60,733	60,733	60,733	60,733	771,476			
7. TRUE-UP THIS PERIOD		(4,082)	180	17,266	22,821	58,718	4,520	(9,286)	(9,428)	(8,796)	384	2,192	9,689	84,178			
8. INTEREST PROVISION THIS PERIOD (C-3, PAGE 5)		(106)	(99)	(73)	(24)	66	135	135	126	117	117	128	148	670			
9. TRUE-UP & INTEREST PROVISION		(51,633)	(51,518)	(47,134)	(25,638)	1,462	64,549	73,507	68,659	63,660	59,284	64,088	70,711	(51,633)			
10. PRIOR TRUE-UP REFUNDED (COLLECTED)		4,303	4,303	4,303	4,303	4,303	4,303	4,303	4,303	4,303	4,303	4,303	4,303	51,633			
11. END OF PERIOD TOTAL NET TRUE- UP (SUM OF LINES 7,8,9,10)		(51,518)	(47,134)	(25,638)	1,462	64,549	73,507	68,659	63,660	59,284	64,088	70,711	84,848	84,848			

EXHIBIT NO. _____
 DOCKET NO. 20190002-EG
 FLORIDA PUBLIC UTILITIES COMPANY
 (GSR-1)
 PAGE 9 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
ENERGY CONSERVATION ADJUSTMENT
CALCULATION OF TRUE UP AND INTEREST PROVISION

SCHEDULE C-3
PAGE 5 OF 5

ACTUAL FOR MONTHS January-19 THROUGH June-19
ESTIMATED FOR MONTHS July-19 THROUGH December-19

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
C. INTEREST PROVISION													
1. BEGINNING TRUE-UP (LINE B-9)	(51,633)	(51,518)	(47,134)	(25,638)	1,462	64,549	73,507	68,659	63,660	59,284	64,088	70,711	84,848
2. ENDING TRUE-UP BEFORE INTEREST (LINE B7+B9+B10)	(51,412)	(47,035)	(25,565)	1,486	64,483	73,372	68,524	63,534	59,167	63,971	70,583	84,700	84,178
3. TOTAL BEG. AND ENDING TRUE-UP	(103,045)	(98,553)	(72,699)	(24,152)	65,945	137,921	142,031	132,193	122,827	123,255	134,671	155,411	169,026
4. AVERAGE TRUE-UP (LINE C-3 X 50 %)	(51,523)	(49,277)	(36,350)	(12,076)	32,973	68,961	71,016	66,097	61,414	61,628	67,336	77,706	84,513
5. INTEREST RATE-FIRST DAY OF REPORTING BUSINESS MONTH	2.50%	2.42%	2.42%	2.43%	2.42%	2.42%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%	
6. INTEREST RATE-FIRST DAY OF SUBSEQUENT BUSINESS MONTH	2.42%	2.42%	2.43%	2.42%	2.42%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%	
7. TOTAL (LINE C-5 + C-6)	4.92%	4.84%	4.85%	4.85%	4.84%	4.70%	4.56%	4.56%	4.56%	4.56%	4.56%	4.56%	
8. AVG INTEREST RATE (C-7 X 50%)	2.46%	2.42%	2.43%	2.43%	2.42%	2.35%	2.28%	2.28%	2.28%	2.28%	2.28%	2.28%	
9. MONTHLY AVERAGE INTEREST RATE	0.205%	0.202%	0.202%	0.202%	0.202%	0.196%	0.190%	0.190%	0.190%	0.190%	0.190%	0.190%	
10. INTEREST PROVISION (LINE C-4 X C-9)	(106)	(99)	(73)	(24)	66	135	135	126	117	117	128	148	670

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES COMPANY
(GSR-1)
PAGE 10 OF 20

COMPANY: FLORIDA PUBLIC UTILITIES COMPANY - CONSOLIDATED ELECTRIC DIVISION
 CALCULATION OF CONSERVATION REVENUES

SCHEDULE C-4
 PAGE 1 OF 1

FOR THE PERIOD January-19 THROUGH December-20

MONTH	KWH/THERM SALES (000) (NET OF 3RD PARTY)	CONSERVATION ADJUSTMENT REVENUE (NET OF REVENUE TAXES)	RATE
2019 JANUARY	49,444	49,370	ACTUAL
FEBRUARY	49,689	46,211	ACTUAL
MARCH	37,267	34,913	ACTUAL
APRIL	43,491	41,830	ACTUAL
MAY	48,678	47,700	ACTUAL
JUNE	62,999	61,811	ACTUAL
JULY	67,555	65,716	0.097278
AUGUST	67,801	65,858	0.097134
SEPTEMBER	67,150	65,226	0.097135
OCTOBER	57,700	56,046	0.097133
NOVEMBER	55,839	54,238	0.097133
DECEMBER	48,126	46,746	0.097133
SUB-TOTAL	<u>655,739</u>	<u>635,665</u>	
2020 JANUARY	49,169	65,038	0.132272
FEBRUARY	46,881	62,011	0.132272
MARCH	43,400	57,405	0.132272
APRIL	44,611	59,008	0.132272
MAY	51,273	67,820	0.132272
JUNE	60,217	79,651	0.132272
JULY	62,443	82,595	0.132272
AUGUST	60,760	80,368	0.132272
SEPTEMBER	60,937	80,602	0.132272
OCTOBER	51,220	67,750	0.132272
NOVEMBER	49,534	65,520	0.132272
DECEMBER	50,715	67,082	0.132272
SUB-TOTAL	<u>631,161</u>	<u>834,850</u>	
TOTALS	<u>1,286,900</u>	<u>1,470,515</u>	

EXHIBIT NO. _____
 DOCKET NO. 20190002-EG
 FLORIDA PUBLIC UTILITIES COMPANY
 (GSR-1)
 PAGE 11 OF 20

Program

1. Residential Energy Survey Program
2. Commercial Heating and Cooling Upgrade Program
3. Residential Heating and Cooling Upgrade Program
4. Commercial Chiller Upgrade Program
5. Conservation Demonstration and Development Program
6. Low Income Energy Outreach Program
7. Commercial Reflective Roof Program
8. Commercial Energy Consultation Program

PROGRAM TITLE:

Residential Energy Survey Program

PROGRAM DESCRIPTION:

The objective of the Residential Energy Survey Program is to provide FPUC's residential customers with energy conservation advice that encourages the implementation of efficiency measures resulting in energy savings for the customer. These measures, once implemented, also lower FPUC's energy requirements and improve operating efficiencies. FPUC views this program as a way of promoting the installation of cost-effective conservation features. During the survey process, the customer is provided with specific whole-house recommendations and two LED bulbs.

PROGRAM PROJECTIONS:

For the twelve-month period of January 2020 to December 2020, the Company estimates that 150 residential surveys will be conducted. Fiscal expenditures for 2020 are projected to be \$85,500. For January 2020 through December 2020, the goal for the number of program participants is 100.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019, 44 surveys were performed and actual expenditures were \$33,548. We estimate that another 56 surveys will be performed between July 2019 and December 2019. Projected program costs as filed for January 2019-December 2019 are \$98,500.

PROGRAM SUMMARY:

This program provides participating customers with the information needed to determine which energy saving measures are best suited to their individual needs and requirements. We feel confident that by continuing to advertise the benefits of this program through bill inserts, promotional materials, newspaper, and social media, we will continue to see a high participation level in this program.

PROGRAM TITLE:

Commercial Heating and Cooling Upgrade Program

PROGRAM DESCRIPTION:

This program is directed at reducing the rate of growth in peak demand and energy throughout FPUC's commercial sector by providing rebates to small commercial customers (commercial establishments with a maximum of 5 ton units). The program will do this by increasing the saturation of high-efficiency heat pumps and air conditioners. The program requires that customer install a high-efficiency central air conditioning system or heat pump with a minimum 15 SEER.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 10 Commercial Heating and Cooling allowances will be paid. Fiscal expenditures for 2020 are projected to be \$27,800.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019, no Commercial Heating and Cooling allowances were paid and actual expenditures were \$1,311. We estimate that 5 Commercial Heating and Cooling allowances will be paid between July 2019 and December 2019. For January 2019 through December 2019 the projected expenses as filed are \$11,900. For January 2020 through December 2020, the goal for the number of program participants is 10.

PROGRAM SUMMARY:

This program provides an opportunity for FPUC commercial customers to install a more energy efficient heating and cooling system with the results being a decrease in energy consumption as well as a reduction in weather-sensitive peak demand for FPUC. We feel confident that by continuing to advertise the benefits of this program through our Energy Survey Program, bill inserts, promotional materials and social media platforms, we will see a higher participation level.

PROGRAM TITLE:

Residential Heating and Cooling Efficiency Upgrade Program

PROGRAM DESCRIPTION:

This program is directed at reducing the rate of growth in peak demand and energy throughout FPUC's electricity service territories. The program will do this by increasing the saturation of high-efficiency heat pumps and central air conditioning systems. The program requires that customer install a high-efficiency central air conditioning system or heat pump with a minimum 15 SEER. The Residential Heating & Cooling Efficiency Upgrade Program focuses in two areas. The first is to incent customers operating inefficient heat pumps and air conditioners to replace them with more efficient units. The program also incents customers with resistance heating to install a new heat pump. The second area of focus for the program is to incent customers that are replacing a heat pump or air conditioner that has reached the end of its life with a more efficient heat pump or air conditioner than is required by codes and standards. The incentive to install a more efficient heat pump or air conditioner also applies to heat pumps and air conditioners being installed in new construction.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 150 Residential Heating and Cooling allowances will be paid. Fiscal expenditures for 2020 are projected to be \$60,800.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019, 64 Residential Heating and Cooling allowances were paid and actual expenditures were \$14,062. We estimate that another 64 Residential Heating and Cooling allowances will be paid between July 2019 and December 2019. For January 2019 through December 2019 the projected expenses as filed are \$39,300.

PROGRAM SUMMARY:

This program provides an opportunity for FPUC customers' to install a more energy efficient heating and cooling system with the results being a decrease in energy consumption as well as a reduction in weather-sensitive peak demand for FPUC. We feel confident that by continuing to advertise the benefits of this program we will continue to see a high participation level.

PROGRAM TITLE:

Commercial Chiller Upgrade Program

PROGRAM DESCRIPTION:

The program is directed at reducing the rate of growth in peak demand and energy throughout FPUC's commercial/industrial sector. To serve this purpose, this program requires that commercial/industrial customers replace existing chillers with a more efficient system. By doing so, they will qualify for an incentive of up to \$175 per kW of additional savings above the minimum efficiency levels. The program covers water-cooled centrifugal chillers, water-cooled scroll or screw chillers, and air-cooled electric chillers. Minimum qualifications for efficiency exist for each of the chiller types based on size and are presented in the participation standards section of this program description.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 2 Commercial Chiller Upgrades rebate will be paid. Fiscal expenditures for 2020 are projected to be \$7,800.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019, no Commercial Chiller Upgrade allowances were paid and actual expenditures were \$1,357. We estimate that 1 Commercial Chiller Upgrade rebate will be paid between July 2019 and December 2019. For January 2019 through December 2019 the projected expenses as filed are \$14,800.

PROGRAM SUMMARY:

Interested customers will send project proposals to Florida Public Utilities Company and a representative will schedule an on-site visit for inspection prior to installation. After the project is completed, a Florida Public Utilities Company representative will conduct an on-site inspection. By following the guidelines, the customer will qualify for the rebate.

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES CO.
(GSR-1)
Page 16 of 20

PROGRAM TITLE:

Conservation Demonstration and Development Program

PROGRAM DESCRIPTION:

The primary purpose of the Conservation Demonstration and Development (CDD) program is to pursue research, development, and demonstration projects that are designed to promote energy efficiency and conservation. This program will supplement and complement the other demand-side management programs offered by Florida Public Utilities Company. The CDD program is meant to be an umbrella program for the identification, development, demonstration, and evaluation of promising new end-use technologies. The CDD program does not focus on any specific end-use technology but, instead, will address a wide variety of energy applications.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that they will engage in at least 2 CDD project. Fiscal expenditures for 2020 are projected to be \$45,000.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019 actual expenditures were \$26,636. For January 2019 through December 2019 the projected expenses as filed are \$41,300.

PROGRAM SUMMARY:

Per the Company's 2015 Demand Side Management Plan (approved by ORDER NUMBER PSC-15-0326-PAA-EG), FPUC will notify the Florida Public Service Commission of any CDD project that exceeds \$15,000. FPU wishes to test the viability of using battery storage technology to improve customer's electric system reliability and resiliency (see Exhibit A). In addition, the pilot will test whether the technology can be used to lower FPU's power supply cost and test the viability of using storage batteries to integrate renewables into FPU's power purchase portfolio. Florida Public Utilities Company will limit the total CDD expenditures to a maximum of \$75,000 per year. Costs for CDD projects that meet the program's criteria for acceptance will be charged to Energy Conservation Cost Recovery account.

PROGRAM TITLE:

Low Income Program

PROGRAM DESCRIPTION:

The Low Income Energy Outreach Program is an educational program designed to enhance the effectiveness of existing weatherization programs for low-income households. FPUC's Low Income Energy Outreach Program partners with Department of Economic Opportunity approved Low Income Weatherization Program operators by offering Residential Energy Surveys scheduled by the Low Income Weatherization Program operators, weatherization contractor training, distributing energy efficiency educational literature to participants, and hosting energy conservation events customized for low income households.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, fiscal expenditures are projected to be \$6,100.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019 actual expenditures were \$46. For January 2019 through December 2019 the projected expenses as filed are \$4,600.

PROGRAM SUMMARY:

The main purpose of the Low Income Energy Outreach Program is to ensure that low income households are implementing all the necessary energy efficiency measures available. FPUC believes that by working with Weatherization Program operators, it is not only offering a valuable service to its Low Income residents, but that much needed thermal efficiency and weatherization improvements will be made.

PROGRAM TITLE:

Commercial Reflective Roof Program

PROGRAM DESCRIPTION:

The Commercial Reflective Roof Program is a new program that provides rebates to non-residential customers that either convert their existing roof to a cool roof or install a new cool roof on an existing building or a new building. The rebate covers up to 25% of the incremental cost of providing the cool roof compared to a standard roof. Rebates will be \$0.075 per sqft for new roofs on new or existing facilities and \$0.325 per sqft for roofs converting to a cool roof. Roofing material must be Energy Star certified in all cases. The program will reduce energy and demand required for cooling. Participation rates are measured per 1000 sq. ft. of roof. FPUC will work with roofing contractors to promote the program in a manner similar to the Residential and Commercial Heating & Cooling Upgrade Programs. The roofing contractors will provide copies of their proposal to provide roofing services for FPUC's customers. FPUC will inspect the roof before work begins and after the work is completed. FPUC will make the determination of which level of rebate will apply to the project and that the project qualifies for a rebate by using Energy Star certified materials.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, the Company estimates that 10 Commercial Reflective Roof allowances will be paid. Fiscal expenditures for 2020 are projected to be \$14,700.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019, 1 commercial roofing rebates was paid and actual expenditures were \$5,642. We estimate that 9 commercial roofing rebates will be paid between July 2019 and December 2019. For January 2019 through December 2019 the projected expenses as filed are \$14,000. For January 2020 through December 2020, the goal for the number of program participants is 10.

PROGRAM SUMMARY:

The program started upon approval of FPUC's 2015 DSM Plan and Program Standards. We feel confident that by advertising the benefits of this program through our Energy Survey Program, bill inserts, promotional materials and social media platforms, we will begin to receive participants in this program.

PROGRAM TITLE:

Commercial Energy Consultation Program

PROGRAM DESCRIPTION:

The Florida Public Utilities Company Commercial Energy Consultation Program is designed to directly communicate the availability of the commercial DSM programs to commercial customers. This program allows for FPUC energy conservation representatives to conduct commercial site visits to educate customers about FPUC's commercial DSM programs, assess the potential for applicable DSM Programs, conduct an electric bill review, offer commercial energy savings suggestions, and inform customer about FPUC's commercial online energy efficiency resources and tools.

PROGRAM PROJECTIONS:

For the twelve-month period of January to December 2020, fiscal expenditures are projected to be \$11,300.

PROGRAM ACTIVITY AND EXPENDITURES:

From January 2019 through June 2019 11 commercial consultations were completed. The actual expenditures were \$3,524. For January 2019 through December 2019 the projected expenses as filed are \$22,900.

PROGRAM SUMMARY:

In recent research of commercial/industrial customers, consistent response for areas of improvement from this class of customer include individualized attention and service in helping them improve their cost of operation and efficiency. We have built trusting relationships with many of these customers by offering education on new technologies and by offering expertise in energy conservation. This work will continue to benefit FPUC and its rate payers.

EXHIBIT NO. _____
DOCKET NO. 20190002-EG
FLORIDA PUBLIC UTILITIES CO.
(GSR -1)
Page 20 of 20