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October 28, 2019

VIA ELECTRONIC FILING

Mr. Adam Teitzman
Division of the Commission Clerk and Administrative Services
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

Re: Docket No. 20190190-EI
FPL's Responses to Staff's First Data Request

Dear Mr. Teitzman:

Enclosed are Florida Power & Light Company's responses to Staff's First Data Request (Nos. 1-10) in Docket No. 20190190-EI.

Please contact me if there are any questions regarding this filing.

Sincerely,

s/ Maria Jose Moncada

Maria Jose Moncada

cc:
Corey Hampson (champson@psc.state.fl.us)
Tripp Coston (tcoston@psc.state.fl.us)
Kristen Simmons (KSimmons@psc.state.fl.us)
Walt Trierweiler (wtrierwe@psc.state.fl.us)

QUESTION:

Please provide a list of all installed, under construction, and ready for construction solar structures not previously identified in prior dockets under this tariff. Please detail the site, project status, commercial operations year, total capacity, and metered energy for each.

RESPONSE:

Please see Attachment No. 1 to this data request for a list of projects as of August 31, 2019 not previously identified as “complete” in prior dockets.

Florida Power & Light Company
Docket No. 20190190-EI
Staff's First Data Request
Request No. 1
Attachment No. 1
Tab 1 of 1

Site	City	County	Project Status	Commercial Operations Year	Total Capacity (kW _{DC})	Program as of 8/31/2019 Metered Energy (kWh)
Oceanfront Park Beach Phase 2	Boynton Beach	Palm Beach	Complete	8/17/2018	199.9	48,930
Jessica Clinton Park	Port Saint Lucie	St. Lucie	Complete	8/28/2018	100.8	77,253
Arts Park	Hollywood	Broward	Complete	8/13/2018	6.8	5,665
West of Convention Center (Howard Park)	West Palm Beach	Palm Beach	Complete	8/14/2018	5.1	5,975
Joseph R Russo Athletic Complex	Palm Beach Gardens	Palm Beach	Complete	8/22/2018	31.3	39,535
LaBelle High School	LaBelle	Hendry	Complete	10/10/2018	6.8	8,469
Riverfront Memorial Park	South Daytona	Volusia	Complete	9/24/2018	3.4	3,516
Reed Canal Park	South Daytona	Volusia	Complete	9/24/2018	6.8	3,487
Train Depot	Fort Myers	Lee	Complete	9/17/2018	10.2	9,703
Girl Scouts Headquarters	Sarasota	Sarasota	Complete	10/9/2018	35.9	43,494
St. Augustine Distillery	St Augustine	St Johns	Complete	10/10/2018	5.0	6,210
Charlotte County Schools - Charlotte Technical Coll	Port Charlotte	Charlotte	Complete	9/18/2018	3.4	4,430
South Florida Science Museum	West Palm Beach	Palm Beach	Complete	10/17/2018	6.8	4,752
Rotary Park	Hollywood	Broward	Complete	9/27/2018	1.7	2,220
Satellite Beach Pelican Beach Park	Satellite Beach	Brevard	Complete	11/29/2018	25.0	30,833
Kennedy Space Center Visitor Center	Cape Canaveral	Brevard	Complete	11/28/2018	17.0	14,768
				2018 Total	465.9	309,240
Sebastian River Park	Sebastian	Indian River	Complete	1/23/2019	45.0	35,484
Laishley Park	Punta Gorda	Charlotte	Complete	1/23/2019	53.9	32,470
North Collier Regional Park	Naples	Collier	Complete	1/29/2019	256.5	208,716
Palm Beach International Airport	West Palm Beach	Palm Beach	Complete	4/16/2019	65.5	41,872
City of Miami - Coral Gate Park	Miami	Dade	Complete	5/1/2019	5.1	1,991
Brightline - West Palm Station	West Palm Beach	Palm Beach	Complete	5/31/2019	6.8	209
City of Miami - Charles Hadley Park	Miami	Dade	Complete	5/11/2019	3.4	678
Zoo Miami (pavilion)	Miami	Dade	Complete	8/7/2019	50.4	0
Recreation Center (canopy)	Coconut Creek	Broward	In Construction	9/4/2019	45.3	
Broward Parks - Delevoe Park	Ft Lauderdale	Broward	Released for Construction	12/31/2019	32.0	
City of Miami - Regatta Park (in coconut grove)	Miami	Dade	Released for Construction	11/30/2019	12.9	
City of Miami - Pace Park	Miami	Dade	Released for Construction	11/30/2019	13.8	
City of Miami - Gomez / Domino Park (Little Havan	Miami	Dade	Released for Construction	12/31/2019	32.5	
Broward Parks - Tradewinds Park	Weston	Broward	In Construction	10/31/2019	3.4	
City of Miami - West End Park	Miami	Dade	In Construction	10/31/2019	22.9	
Broward Parks - CB Smith Paradise Cove	Pembroke Pines	Broward	Released for Construction	10/31/2019	3.4	
City of Miami - Moore Park	Miami	Dade	Released for Construction	12/31/2019	5.8	
Vero Beach	Vero Beach	Indian River	Released for Construction	1/31/2020	7.0	
Morgan Levy Park	Doral	Dade	Released for Construction	11/30/2019	3.4	
City of Miami - Bay of Pigs Memorial Park	Miami	Dade	In Construction	10/31/2019	3.4	
Baptist Hospital	Miami	Dade	Released for Construction	12/31/2019	1.7	
City of Miami - Melrose Park	Miami	Dade	Released for Construction	12/31/2019	10.0	
City of Miami - Gibson Park	Miami	Dade	Released for Construction	10/31/2019	20.5	
				2019 Total	704.6	321,420
				Grand Total	1,170.5	630,660

1.) Zoo Miami (pavilion) project generation reporting will begin in September 2019

QUESTION:

Please demonstrate how revenues received under the VSP Rider support the revenue requirement associated with the completed projects since Docket No. 20190160-EI.

RESPONSE:

See Attachment No. 1 to this response for the Voluntary Solar Program (VSP) Revenue Requirement for each year since 2015. As shown on Line H of the attachment, the Voluntary Customer Contributions in each year since 2015 have supported the Base Retail Revenue Requirement calculated on Line G.

VSP PROGRAM REVENUE REQUIREMENT - PILOT PERIOD

	<i>Actual</i>	<i>Actual</i>	<i>Actual</i>	<i>Actual</i>	<i>Estimated</i> ⁽¹⁾	
	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	
Participant Contribution (\$/month)	\$9.00	\$9.00	\$9.00	\$9.00	\$9.00	
Number of Participants at Year End	2,397	12,651	26,674	42,654	49,147	
Cumulative Capacity (kW)	0	250	315	1,838	2,536	
M&C and G&A as % of total revenues ⁽²⁾	1%	20%	20%	19%	20%	
In Thousands (\$000)						
Retail Base Impact:						
<u>Operating Costs</u>						
A. Depreciation	\$0	\$144	\$283	\$661	\$1,004	\$2,091
B. O&M (Maintenance, Marketing, G&A)	\$34	\$156	\$477	\$720	\$1,060	\$2,447
C. Other (Property taxes, Insurance, Taxes Other Than Income Taxes, ITC Amort)	\$0	(\$11)	\$8	\$194	\$151	\$342
<u>Capital Costs</u>						
D. VSP Program Average Rate Base ⁽³⁾	\$419	\$1,500	\$6,761	\$16,931	\$23,804	
E. Pre Tax Rate of Return ⁽⁴⁾	12.37%	11.67%	11.84%	10.48%	10.32%	
F. Debt & Equity Return on Rate Base	D * E	\$52	\$175	\$800	\$1,774	\$2,455
G. Retail Base Revenue Requirements	A + B + C + F	\$86	\$464	\$1,569	\$3,349	\$4,670
H. Voluntary Customer Contribution		\$85	\$708	\$2,298	\$3,614	\$5,231
I. Net Retail Base Revenue Requirements	G - H	\$1	(\$244)	(\$730)	(\$265)	(\$561)
<u>Retail Clause Impact:</u>						
J. System Fuel & Emissions Savings ⁽⁵⁾	\$0	\$2	\$4	\$38	\$85	\$128
<u>Net Impact:</u>						
K. Net Impact to All Customers	I - J	\$1	(\$246)	(\$733)	(\$303)	(\$646)

Notes:

⁽¹⁾ Amounts reflect actuals through August 2019 and forecast data for September - December 2019.

⁽²⁾ Includes marketing, communication, and program administration costs.

⁽³⁾ Represents the average of the beginning and ending totals of the following: net plant in service, CWIP, and estimated accumulated deferred income taxes.

⁽⁴⁾ 2015 and 2016 are based on the amounts reflected on FPL's December ESR at the mid-point ROE of 10.5%, while 2017 is based on Exhibit KO-20 filed in FPL's most recent base rate filing with an ROE of 10.55% as approved in Docket No. 160021-EI, Order No. PSC-16-0560-AS-EI. 2018 is based on Exhibit KO-20 as well, and has been adjusted for new tax rates for Tax Cuts and Jobs Act. 2019 is based on FPL's 2019 Forecasted ESR.

⁽⁵⁾ Amount calculated using fuel factor equivalent to an annual average of FPL's Cogeneration Monthly Average Avoided Energy Costs in the year site was placed in service, as filed with the Commission in FPL's Hourly Avoided Energy Cost Report in Dockets 160000-OT, 20170000-OT, 20180000-OT, and 20190000-OT.

QUESTION:

Please discuss any lessons learned, to date, during this pilot program.

RESPONSE:

The following are key learnings based on the company's experience with SolarNow to date:

- Tens of thousands of FPL customers are interested in financially supporting the advancement and education of solar energy.
- With over 50,000 participants, FPL SolarNow enrollment represents 30 counties, with the majority – 23% living in Miami-Dade and 21% living in Broward. The majority of participants live in Florida all year long.
- To effectively drive and maintain customer participation in a voluntary program such as this, it is necessary to leverage multi-channel marketing campaigns that are diverse, engaging and non-traditional. These campaigns must serve both to encourage customers to enroll and to educate participating and non-participating customers about the program's work on an ongoing basis. For example, central to these efforts is an interactive program website with continuously updated content that engages and re-engages customers with information about installations and partnerships, energy production statistics, location maps and a blog.
- FPL discovered that email marketing efforts that provided customers with a customized, embedded enrollment link led to more enrollments by avoiding the need to log into their account.
- During the summer months, SolarNow has the highest program turnover, due to higher bill in that season. FPL's engagement efforts around local events and offers for discounts to local area attractions are used to lengthen program participation.
- Due to FPL's ongoing focus on participants' engagement and added value of exclusive program offers, the average length of enrollment has increased to 40 weeks (previously 32 weeks).
- By adjusting the program to offer more than rooftop and ground-mounted systems as had been originally envisioned, along with varied contract lengths, allowed FPL to engage with more host sites more quickly, particularly those that had architectural and/or contractual limitations making a rooftop or ground-mounted system less than ideal. Solar "trees" have been especially successful due to their relatively small footprint and aesthetically attractive structures.

QUESTION:

Please complete the table below.

Participants					
Month	Residential	Commercial	Industrial	Total Participants	Total Revenue
Sep-18					
Oct-18					
Nov-18					
Dec-18					
Jan-19					
Feb-19					
Mar-19					
Apr-19					
May-19					
Jun-19					
Jul-19					
Aug-19					

RESPONSE:

	Participants					
Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	
Month	Residential	Commercial	Industrial	Total Participants (Col 2+Col 3+Col 4)	Total Participant Revenue	
Sep-18	36,475	709	0	37,184	\$315,216	
Oct-18	41,654	699	0	42,353	\$333,522	
Nov-18	43,656	688	0	44,344	\$371,034	
Dec-18	43,519	683	0	44,202	\$383,886	
Jan-19	45,097	663	0	45,760	\$377,496	
Feb-19	48,048	650	0	48,698	\$392,868	
Mar-19	50,180	644	0	50,824	\$427,635	
Apr-19	51,832	639	0	52,471	\$449,271	
May-19	54,221	625	0	54,846	\$462,906	
Jun-19	53,415	618	0	54,033	\$458,906	
Jul-19	52,631	609	0	53,240	\$450,873	
Aug-19	51,903	603	0	52,506	\$442,323	

As of August 2019, the "Total Participant Revenue" of \$442,323 reported in Column 6 represents 49,147 participants (\$442,323 divided by \$9.00 per participant per month). This calculated enrollment value is lower than the "Total Participants" reported in Column 5 for August 2019, due to billing lag and bill credits that may have been issued during the period.

QUESTION:

Referring to paragraph 11 of the instant petition, please share any preliminary findings regarding the potential overlap of VSP participants and customers interested in the proposed SolarTogether Program.

RESPONSE:

While FPL SolarTogether is pending Commission review, FPL has offered the opportunity for any interested customers to sign up for a mailing list to learn more about the FPL SolarTogether Program and receive updates. As of August 31, 2019, the total number of residential and small business customers signed up for the mailing list exceeded 57,000. This includes approximately 2,200 customers currently enrolled in SolarNow, or approximately 5 percent of the SolarNow participants. However, because this is simply a mailing list, it is too early to know whether sign-ups will correlate in any way to actual SolarTogether participation and SolarNow attrition.

QUESTION:

Please explain the methodology FPL intends to use to complete its "comprehensive assessment," as referenced in paragraph 11 of the petition.

RESPONSE:

The comprehensive assessment FPL is referring to is outlined in paragraph 11 of the petition and includes the following three tasks:

1. Gathering information about the population of customers interested in FPL SolarTogether.
2. Determining whether there is overlap between those interested in FPL SolarTogether and those enrolled in SolarNow.
3. Determining whether the overlap will have an impact on the SolarNow program.

As stated in the petition, task 1 has already begun and the preliminary data shows that about 5% of those interested in SolarTogether are currently enrolled in SolarNow. To best understand the participant overlap and impact on SolarNow, both programs need to be operational, which then provides the conversion rate of leads to participants, solidifies the FPL SolarTogether customer profile which can then be compared to the SolarNow customer profile and provides FPL with real program enrollment growth and attrition statistics. Combined, this data can then be used to develop program enrollment forecasts, providing a measure of how the new program offering is impacting SolarNow, if at all, and allow FPL to make an informed decision on how and if SolarNow should continue.

QUESTION:

Has FPL made any changes to the marketing of the VSP or implementation of planned future construction of solar facilities, pending the Commission's decision on the SolarTogether program?

RESPONSE:

No, FPL has continued to market the program with a focus on education and awareness in an effort to keep enrollment between 50,000 and 55,000 participants for the remainder of 2019 and into 2020. FPL has committed to build the remaining in-construction and ready for construction sites listed in Attachment No. 1 of Staff's First Data Request No. 1, and will not pursue any additional new construction until after a decision regarding FPL SolarTogether has been made.

QUESTION:

In paragraph 6 of the petition in Docket No. 20180160-EI, FPL states, the VSP Program is successfully increasing visibility and awareness of solar energy through customer engagement and the strategic installation of program facilities. Please describe FPL's current efforts in customer engagement, aside from the construction of new solar structures in high-traffic areas.

RESPONSE:

FPL leverages multiple customer touchpoints through email and social media to engage with existing program participants. This includes:

- Working with the community partners (host locations) to develop exclusive program offers for participants such as free/discounted admissions to local area attractions such as zoos and museums. Attachment 1 includes examples of communications regarding exclusive programs and offers for participating customers.
- Program participants are invited to attend community events held at the host locations such as ribbon-cutting ceremonies etc., that are sponsored by the program. This provides a unique opportunity for FPL to demonstrate the outcome that has emerged as a result of their continued support.
- The FPL SolarNow program website (www.fpl.com/solarnow) also provides FPL with the ability to engage and educate participants in an informal way. Participants are able to learn about new and existing locations, member events and original content about the program. Participants are able to see firsthand how their support is helping to advance solar energy in local communities throughout Florida. Attachment 2 includes examples of brochures that highlight the impacts of the program on local communities.
- A dedicated SolarNow program blog that is used to keep customers informed about program activities.
- Quarterly eNewsletters are sent to program participants to provide general program updates, to announce new locations, and to announce special events.
- Regular posts on Facebook and Twitter to share information about projects, upcoming events, and program news.
- Signage at the projects promotes the program and encourages visitors to learn more about solar generation. The Program has projects in 37 cities representing 18 different counties throughout the FPL service territory which are visited annually by over 20 million residents and tourists.

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Make it an action-packed weekend with Brightline

SolarNow participants receive 30% off Smart ticket purchases through April 30, 2019; use promo code ***BLSOLAR**.



Make it an action-packed weekend with this exclusive offer. Visit SolarNow locations – museums, zoos and parks – throughout Palm Beach, Broward and Miami-Dade counties. Guests visiting these community attractions can explore a new type of exhibit – solar canopies and unique solar trees.

[GO BRIGHTLINE](#)

Keeping our future bright

From the northeast to the southwest coast, you're a short distance away from a family-friendly destination that offers you and your loved ones the opportunity to see solar up close and learn more about the benefits of solar energy. Find a location near you.



Oceanfront Park
Boynton Beach, Florida



Frost Museum of Science
Miami, Florida



Brevard Zoo
Melbourne, Florida

[MORE PROJECTS](#)

Send us your favorite Selfie

While you're admiring the solar trees and canopies, don't forget to participate in our SolarNow Selfie competition for a chance to be featured on our blog. When you post your photo, tag us at [@insideFPL](#) on Twitter or [@FPLConnect](#) on Facebook and use [#FPLSolarNow](#).



Stay in the know

Get updates on new and future solar energy project locations, news, exclusive participant offers to local area attractions, community events and more.

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Let the Good Times Roll

Thank you for your continued support. As an FPL SolarNow participant, you get access to complimentary events and exclusive discounts to local attractions; bring your friends and family along! See upcoming events:



Boo at the Zoo at Palm Beach Zoo

Enjoy a spooktacular evening of safe family fun with trick-or-treating, character meet and greets, costume contests, prizes, dances and more!



Brightline offer – ride for less

Let FPL SolarNow and Brightline take you places – you can now save up to 30% off every time you ride and visit any of our SolarNow locations!



Young at Art Museum

Come visit ArtCade at the Young at Art Museum, and play your way through artist-designed video and arcade games!



Boo at the Zoo at Naples Zoo

Come to Boo at the Zoo and enjoy trick-or-treating fun, costume contests with daily prizes, education stations, games and more!

[SEE EVENT DETAILS](#)

Tag us with #FPLSolarNow

As you go on your adventures, don't forget to take us with you – we love seeing your selfies. Tag us at @insideFPL on Twitter or @FPLConnect on Facebook and use #FPLSolarNow.



Your Support Makes a Big Difference

Your support of FPL SolarNow™ has led to the development of more than 100 solar structures throughout the Sunshine State. Together, we are building a brighter future for generations to come.



Brightline Fort Lauderdale
Fort Lauderdale, Florida



Charlotte Sports Park
Charlotte, Florida



Charnow Park
Hollywood, Florida

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CELEBRATE FUN AND SUN ON THE BOARDWALK WITH SOLAR



CHARNOW PARK

300 Connecticut Street, Hollywood
BROWARD COUNTY

You can see beautiful ocean views at Charnow Park at Hollywood's Boardwalk. Whether you are planning a picnic or want to enjoy the balmy breezes, there's something for everyone here — and it's also home to three SolarNow trees that give you a shady spot to relax, all while creating clean, emissions-free solar power.

VISIT CHARNOW PARK FOR:



Playground



Walking
and Jogging



Banquet
Room Rentals

FUN FACTS ABOUT THE PARK:

- **300,000** annual visitors
- **13,700** FPL SolarNow participants in Broward County who supported this installation

LEARN MORE AT
[SOLARNOW.FPL.COM](https://solarnow.fpl.com)



FROM OUR COMMUNITY:

“Charnow Park is right on the beach, so it’s very popular. It’s great to see that we now have three solar trees that give our visitors a shady spot, while creating clean energy.”

— Name
Title

PLANTING THE SEEDS FOR A BRIGHTER FUTURE.

FPL SolarNow solar trees and canopies are innovative solar structures created by the community, for the community. They provide shade and harness the power of the sun to generate emissions-free energy that benefits all of us, while encouraging future generations to learn more solar energy.

About the FPL SolarNow Program

- 70+**  Locations at parks, zoos and museums
- 50 MILLION**  Visitors annually to SolarNow locations
- 100**  Solar trees and canopies around Florida
- 2,281 MWh**  Energy generated through solar trees and canopies
- 52 THOUSAND**  Total number of participants

LEARN MORE AT [SOLARNOW.FPL.COM](https://www.solarnow.fpl.com)



DAY OR NIGHT, SOLAR SHINES AT NAPLES ZOO



1590 Goodlette-Frank Road, Naples
COLLIER COUNTY

The Naples Zoo is the proud home to one of the largest FPL SolarNow projects in Florida. Visitors can park under a shaded canopy that provides clean energy. Drivers passing by at night will see the five canopies lit up at night, reminding everyone's about the zoo's commitment to sustainability.

VISIT NAPLES ZOO AT CARIBBEAN GARDENS FOR:



Brew for the Zoo



Party for the Planet



Holiday Events



Zoobilee Feast with the Beasts



Zoo Yoga

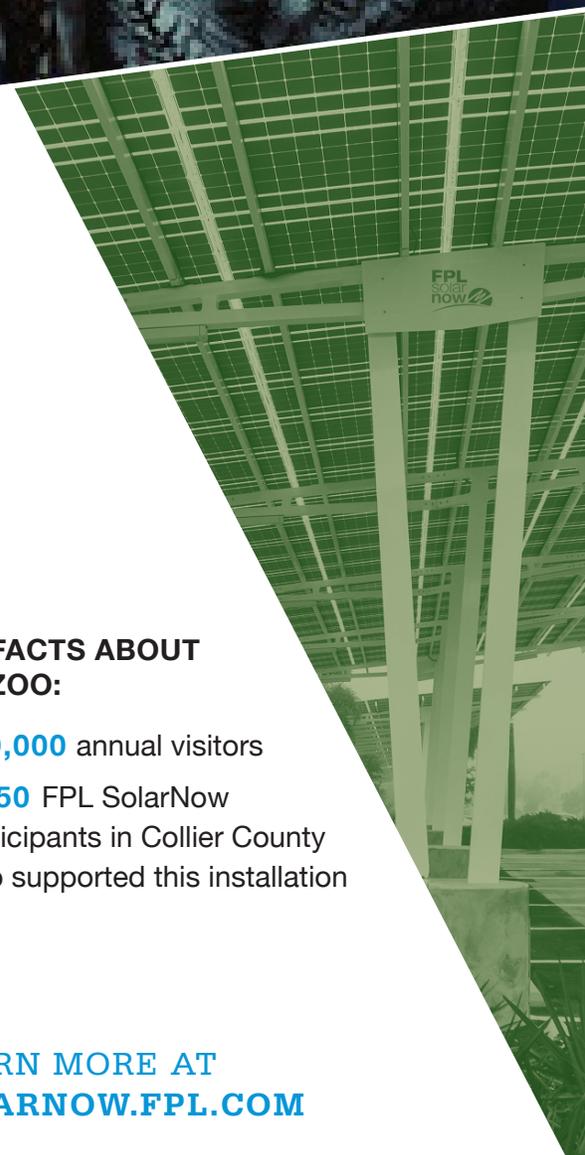


Winter Fest

FUN FACTS ABOUT THE ZOO:

- **400,000** annual visitors
- **2,550** FPL SolarNow participants in Collier County who supported this installation

LEARN MORE AT
[SOLARNOW.FPL.COM](https://solarnow.fpl.com)



FROM OUR COMMUNITY:

“This canopy serves as a teaching tool for all ages in our community: from teaching children the basics of converting sunshine to energy, to educating adults on the increasing need to conserve resources.”

— Courtney Jolly Goff
Director of Marketing and PR
Naples Zoo at Caribbean Gardens

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LEARN MORE AT [SOLARNOW.FPL.COM](https://www.solarnow.fpl.com)



SOLAR SHINES FOR YOUNG STARS



STARS RECREATION CENTER

2980 Edison Avenue, Fort Myers

LEE COUNTY

Whether they're playing basketball at the facility or enjoying an educational program, young residents of Fort Myers find their fun in this safe haven. Now, they can also catch some shade under three solar canopies, which have the additional benefit of providing the community with clean energy.

VISIT STARS RECREATION CENTER FOR:



Youth Programs



Swimming



Camps

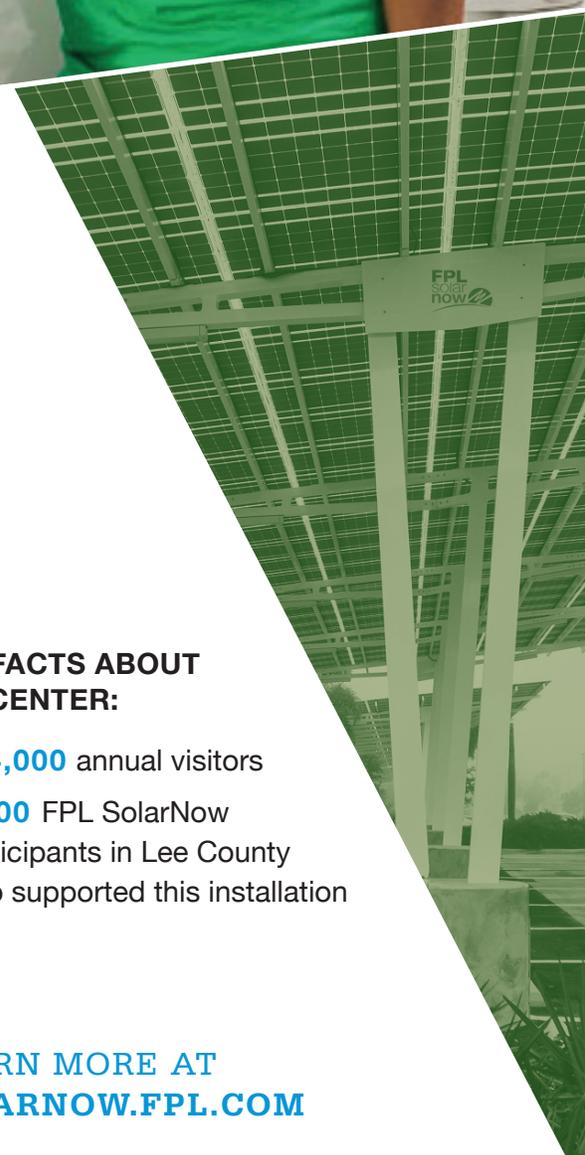


Christmas Extravaganza

FUN FACTS ABOUT THE CENTER:

- **114,000** annual visitors
- **3,600** FPL SolarNow participants in Lee County who supported this installation

LEARN MORE AT
[SOLARNOW.FPL.COM](https://solarnow.fpl.com)



FROM OUR COMMUNITY:

“All of the children who come to Stars Recreation Center will now be able to see solar energy up close, since this popular spot is so visible in the community. Not only that, but parents can enjoy shaded parking, keeping their cars cool under the solar canopies. This community loves this center, and it is an added benefit to have solar energy on site for everyone who utilizes the facilities.”

— Name
Title

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-  **2,281 MWh** Energy generated through solar trees and canopies
-  **52 THOUSAND** Total number of participants

LEARN MORE AT SOLARNOW.FPL.COM





CORAL GATE GOES GREEN WITH SOLAR



CORAL GATE PARK

1415 SW 32nd Avenue, Miami

MIAMI-DADE COUNTY

Coral Gate Park is home to three solar trees which overlook a baseball diamond, a colorful playground and a new recreation complex. This community center provides educational opportunities for children, and now they have the chance to see solar energy up close. It's a powerful message that FPL is proud to provide in the Miami community.

VISIT CAORAL GATE PARK FOR:



Summer and Winter Camp



Senior Activities



After School Programs

FUN FACTS ABOUT THE PARK:

- **50,000** annual visitors
- **15,650** FPL SolarNow participants in Miami-Dade County who supported this installation

LEARN MORE AT
SOLARNOW.FPL.COM



FROM OUR COMMUNITY:

“Kids and adults alike will see these solar trees and will become curious about solar energy. Solar technology is proven reliable, and it is imperative that, as a city, we make the transition to clean, renewable energy needed for the future of our planet.”

— Manolo Reyes
City of Miami Commissioner

PLANTING THE SEEDS FOR A BRIGHTER FUTURE.

FPL SolarNow solar trees and canopies are innovative solar structures created by the community, for the community. They provide shade and harness the power of the sun to generate emissions-free energy that benefits all of us, while encouraging future generations to learn more solar energy.

About the FPL SolarNow Program

- 70+**  Locations at parks, zoos and museums
- 50 MILLION**  Visitors annually to SolarNow locations
- 100**  Solar trees and canopies around Florida
- 2,281 MWh**  Energy generated through solar trees and canopies
- 52 THOUSAND**  Total number of participants



QUESTION:

Paragraph 15 of the petition in Docket No. 20140070-EI discusses an additional incentive to encourage enrollment during the three year pilot period of \$200,000 contributed through the NextEra Energy (NEE) Foundation. This is further described as a benefit to both participants and to non-participants. Please explain how these obligations were met by the NEE Foundation during the pilot.

RESPONSE:

After program approval, FPL identified six charitable organizations that are dedicated to environmental protection or community development: Boys & Girls Clubs, Habitat for Humanity, National Audubon Society-Florida Chapter, Nature Conservancy, Save the Manatee Club and The Everglades Foundation. During enrollment, participants elect one of the six organizations they wish to support. At the end of each calendar year, FPL tallies the total votes and distributes to each organization their pro-rata share of the \$200,000 NextEra Energy (NEE) Foundation contribution. Per their respective charitable missions, these organizations then re-invest their portion of the contribution into the communities they serve, supporting community development and the environment which provides benefits to both participants and non-participants alike.

As of year-end 2018, on behalf of the program participants, the NEE Foundation has donated a total of \$800,000 to these organizations as shown below. At the end of 2019, the NEE Foundation will make its annual contribution bringing the total to \$1 million.

Charitable Organization	2015	2016	2017	2018	Total
Boys & Girls Clubs	\$44,235	\$68,798	\$62,369	\$61,900	\$237,302
Habitat for Humanity	\$61,216	\$55,003	\$58,358	\$57,921	\$232,498
National Audubon Society, FL Chapter	\$12,159	\$6,762	\$6,859	\$6,364	\$32,144
Nature Conservancy	\$29,455	\$22,881	\$24,025	\$20,676	\$97,037
Save The Manatee Club	\$17,820	\$25,303	\$29,072	\$35,052	\$107,247
The Everglades Foundation	\$35,115	\$21,254	\$19,317	\$18,087	\$93,773
Grand Total	\$200,000	\$200,000	\$200,000	\$200,000	\$800,000

QUESTION:

Please refer to Docket No. 20140070-EI, Utilities' Response to Staff's Second Data Request, Question No. 10 for the following inquiry. FPL's response outlines how the utility will address any financial obligations for the solar structure installations, including O&M, if the pilot is terminated.

- a) Is this still the utility's intention? Please explain.
- b) If the Commission were to approve the SolarTogether program in 2020, then would FPL's assumption of a "modest attrition rate" still hold true? Please explain.
- c) If not, please demonstrate how FPL would address financial obligations.

RESPONSE:

- a. When FPL introduced the SolarNow pilot program in 2014, it was unclear how successful the program would be in terms of participation. Five years later, the program has stabilized at over 50,000 participants. Depending on the impact of SolarTogether on participation in SolarNow, FPL may recommend a form of program restructuring that enables a highly successful SolarNow to continue to meet the interests of customers in participating in solar energy, but in ways that supplement or compliment the SolarTogether program. FPL's response to Staff's Second Data Request, Question No. 10 was premised on a pilot that did not reach the level of success in fact realized to date, but rather required termination based on a lack of participation. That has not been the case. To the contrary, the program has outperformed even the "high" participation case presented in Exhibit B of Docket No. 20140070-EI by almost four times. With this success has come a large investment in the program. Therefore, if it were terminated, contrary to FPL's recommendation at this point, it would be reasonable to discuss with Staff and the Commission amenable methods by which to wind down the program.
- b. Early indications from residential customers interested and seeking more information on the SolarTogether Program show that there is less than a 5% overlap in program participation between the two programs. That said, it is still early and FPL does not have enough data at this time to confirm a particular attrition rate.
- c. The SolarNow program provides several levers for managing the program financials to manage attrition including, but not limited to, increased marketing for new program participants, managing attrition by leveraging host sites to generate further engagement with active participants, limiting or stopping program build of new assets and limiting or stopping marketing activities. It should also be noted that while SolarTogether has a natural cap on participation given the program capacity, that SolarNow does not. If SolarTogether were oversubscribed, which seems likely, SolarNow would still be an option for those customers who want to find some way to participate in solar energy.