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May 1, 2019

# -VIA ELECTRONIC FILING -

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

# Re: Docket No. 20190002-EG

Dear Mr. Teitzman:

Attached for electronic filing in the above docket (i) Florida Power & Light Company's ("FPL") Petition for Approval of Energy Conservation Cost Recovery True-Up for the Period Ending December 2018, (ii) the prepared testimony of FPL witness Renae B. Deaton and (iii) the prepared testimony and exhibit of FPL witness Anita Sharma.

Please contact me if you have or your Staff has any questions regarding this filing.

Sincerely,

s/ Maria J. Moncada

Maria J. Moncada

Attachments

cc: Counsel for Parties of Record (w/ attachments)

Florida Power & Light Company

## **BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION**

In re: Energy Conservation Cost Recovery Clause

Docket No: 20190002-EG

Filed: May 1, 2019

# FLORIDA POWER & LIGHT COMPANY'S PETITION FOR APPROVAL OF ENERGY CONSERVATION COST RECOVERY TRUE-UP FOR THE PERIOD JANUARY 2018 THROUGH DECEMBER 2018

Pursuant to Order No. PSC-2019-0082-PCO-EG, issued on February 26, 2019 in Docket No. 20190002-EG, Florida Power & Light Company ("FPL") petitions the Florida Public Service Commission ("Commission") for approval of an over-recovery of \$5,635,677 as FPL's final net true-up amount for the January 2018 through December 2018 Energy Conservation Cost Recovery ("ECCR") period. In support of this Petition, FPL states as follows:

1. FPL is a public utility subject to the Commission's jurisdiction pursuant to Chapter 366, Florida Statutes. Pursuant to Section 366.82, Florida Statutes, and Rule 25-17.015, Florida Administrative Code, FPL has an ECCR clause through which it recovers its reasonable and prudent un-reimbursed costs for conservation audits, conservation programs, and the implementation of FPL's conservation plan. FPL has substantial interests in the proper calculation and recovery of its ECCR factor and the final true-up, which is used in the computation of FPL's ECCR factor.

2. Rule 25-17.015(1)(a) provides in part that each utility seeking conservation recovery must file "[a]n annual final true-up showing the common costs, individual program costs and revenues, and actual total ECCR revenues for the most recent 12-month historical period from January 1 through December 31 that ends prior to the annual ECCR proceedings," along with a summary comparison of the actual costs and revenues reported to the estimated total costs and revenues previously reported for the same period. This filing, including the testimony

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and exhibits of FPL witnesses Renae B. Deaton and Anita Sharma filed contemporaneously with this Petition, satisfies these requirements.

3. FPL seeks Commission approval of an over-recovery of \$5,635,677 as the final net true-up amount for the period January 2018 through December 2018. The calculation for FPL's final net true-up for January 2018 through December 2018 was performed consistently with prior true-up calculations approved by the Commission in predecessor ECCR dockets, and those calculations and the supporting documentation are contained in Exhibit AS-1, an exhibit co-sponsored by witnesses Anita Sharma and Renae B. Deaton. Exhibit AS-1 consists of (a) the ECCR True-Up Reporting Forms that FPL and other utilities were directed to file by the Commission's Electric & Gas Department memorandum dated April 14, 1982, (b) explanatory supplements to certain of those forms, (c) a complete list of account and subaccount numbers used for ECCR as required by Rule 25-17.015(3), Florida Administrative Code, and (d) documentation necessary to support claimed energy savings in conservation advertising as required by Rule 25-17.015(5), Florida Administrative Code.

4. As reflected on Schedule CT-1 of Exhibit AS-1 to witness Deaton's testimony, the net true-up for the period January 2018 through December 2018 is an over-recovery of \$5,635,677, which is the difference between the actual true-up over-recovery of \$10,687,888 and the actual/estimated true-up over-recovery of \$5,052,211. This \$5,635,677 net over-recovery is the amount that should be refunded during FPL's next annual ECCR period.

5. The approval of FPL's final ECCR net true-up over-recovery of \$5,635,677 for the period January 2018 through December 2018 is in the public interest. Section 366.82, Florida Statutes, and Rule 25-17.015, Florida Administrative Code, entitle FPL to relief.

WHEREFORE, FPL respectfully requests that the Commission approve an over-recovery of \$5,635,677 as the final net true-up amount for the January 2018 through December 2018

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period, and that the approved final net true-up amount be carried over and reflected in FPL's 2020 ECCR factors.

Respectfully submitted,

R. Wade Litchfield Vice President and General Counsel Maria J. Moncada Senior Attorney Florida Power & Light Company 700 Universe Boulevard Juno Beach, FL 33408 (561) 304-5639 Telephone (561) 691-7135 Facsimile

By: <u>/s/Maria Jose Moncada</u>

Maria Jose Moncada Florida Bar No. 0773301

# CERTIFICATE OF SERVICE Docket No. 20190002-EG

**I HEREBY CERTIFY** that a true and correct copy of the foregoing has been furnished by electronic service mail on this 1st day of May 2019 to the following persons:

Margo DuVal Office of General Counsel Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850 mduval@psc.state.fl.us

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By: <u>s/ Maria J. Moncada</u>

Maria J. Moncada Florida Bar No. 0773301

1		<b>BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION</b>
2		FLORIDA POWER & LIGHT COMPANY
3		<b>TESTIMONY OF RENAE B. DEATON</b>
4		DOCKET NO. 20190002-EG
5		MAY 1, 2019
6		
7	Q.	Please state your name and address.
8	A.	My name is Renae B. Deaton. My business address is Florida Power & Light
9		Company, 700 Universe Boulevard, Juno Beach, Florida 33408.
10	Q.	By whom are you employed and in what capacity?
11	A.	I am employed by Florida Power & Light Company ("FPL" or the "Company") as
12		Director, Cost Recovery and Wholesale Rates, in the Regulatory & State
13		Governmental Affairs Department.
14	Q.	Please describe your educational background and professional experience.
15	A.	I hold a Bachelor of Science in Business Administration and a Master of Business
16		Administration from Charleston Southern University. Since joining FPL in 1998,
17		I have held various positions in the rates and regulatory areas. Prior to my current
18		position, I held the positions of Senior Manager of Cost of Service and Load
19		Research and Senior Manager of Rate Design in the Rates and Tariffs
20		Department. I have previously testified before this Commission in base rate and
21		clause recovery proceedings. I am a member of the Edison Electric Institute
22		("EEI") Rates and Regulatory Affairs Committee, and I have completed the EEI

Advanced Rate Design Course. I have been a guest speaker at Public Utility Research Center/World Bank International Training Programs on Utility Regulation and Strategy. In 2016, I assumed my current position, where my duties include providing direction as to the appropriateness of inclusion of costs through a cost recovery clause and the overall preparation and filing of all cost recovery clause documents including testimony and discovery.

# 7 Q. What is the purpose of your testimony?

A. The purpose of my testimony is to present for Commission review and approval
the schedules supporting the calculation of the Energy Conservation Cost
Recovery ("ECCR") Clause final net true-up amount for the period January 2018
through December 2018.

# 12 Q. Have you prepared or caused to be prepared under your direction, 13 supervision or control an exhibit in this proceeding?

- A. Yes, I am sponsoring Schedules CT-1 and CT-4, and co-sponsoring Schedules
  CT-2 and CT-3, in Exhibit AS-1. The specific sections of Schedules CT-2 and
  CT-3 that I am sponsoring are identified in the Table of Contents, which is found
  in Exhibit AS-1, page 1.
- 18 Q. What is the source of the data used in calculating the final net true-up amount
  19 for the January 2018 through December 2018 period?
- A. Unless otherwise indicated, the data used in calculating the final net true-up amount
   were taken from the books and records of FPL. The books and records are kept in
   the regular course of the Company's business in accordance with generally

accepted accounting principles and practices, and in accordance with the applicable
 provisions of the Uniform System of Accounts as prescribed by this Commission
 and directed in Rule 25-17.015, Florida Administrative Code. Schedule CT-2,
 pages 6 and 7 provides a complete list of all account numbers used for ECCR
 during the period January 2018 through December 2018.

6 Q. What is the actual end of period true-up amount that FPL is requesting the
7 Commission to approve for the January 2018 through December 2018 period?

- A. FPL has calculated and is requesting approval of an over-recovery of \$10,687,888
  including interest, as the actual end of period true-up amount for the period January
  2018 through December 2018. The calculation of this \$10,687,888 over-recovery
  is shown on Schedule CT-3, page 9, line 6 plus line 7.
- Q. What is the final net true-up amount for the January 2018 through December
  2018 period that FPL is requesting to be included in the January 2020
  through December 2020 ECCR factors?
- A. FPL has calculated and is requesting approval of an over-recovery of \$5,635,677 as
  the final net true-up amount for the period January 2018 through December 2018.
  This final net true-up over-recovery of \$5,635,677 is the difference between the
  actual end of period true-up over-recovery of \$10,687,888 and the actual/estimated
  true-up over-recovery of \$5,052,211. The calculation of the \$5,635,677 overrecovery is shown on Schedule CT-1, page 2.
- Q. Was the calculation of the final net true-up amount for the period January
  2018 through December 2018 performed consistently with prior true-up

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# calculations in predecessor ECCR dockets?

- A. Yes. The calculation of the final net true-up amount for the period January 2018
  through December 2018 was performed consistently with prior true-up calculations
  in predecessor ECCR dockets.
- Q. Have you provided a schedule showing the variances between actual and
  actual/estimated program costs and revenues for the period January 2018
  through December 2018?
- 8 A. Yes. Schedule CT-2, page 3, compares actual to actual/estimated program costs,
  9 revenues and interest, resulting in the variance of \$5,635,677.

# 10 Q. Please explain the calculation of the \$5,635,677 variance.

A. The difference between 2018 actual and actual/estimated ECCR revenues, net of
revenues taxes of \$1,497,260 (CT-2, page 3, line 12) minus the difference
between 2018 actual and actual/estimated total adjusted program costs of
(\$4,097,845) (CT-2, page 3, line 9) results in a variance of \$5,595,105 (CT-2,
page 3, line 13). This \$5,595,105 variance, plus the variance of \$40,573 in
interest (CT-2, page 3, line 14), results in the net over-recovery of \$5,635,677
(CT-2, page 3, line 18).

# 18 Q. Does this conclude your testimony?

19 A. Yes.

1		<b>BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION</b>
2		FLORIDA POWER & LIGHT COMPANY
3		TESTIMONY OF ANITA SHARMA
4		DOCKET NO. 20190002-EG
5		MAY 1, 2019
6		
7	Q.	Please state your name and business address.
8	A.	My name is Anita Sharma and my business address is 7201 Cypress Road,
9		Plantation, Florida 33317.
10	Q.	By whom are you employed and in what capacity?
11	A.	I am employed by Florida Power and Light Company (FPL) as Manager, Cost &
12		Performance for Demand-Side Management (DSM) programs.
13	Q.	Please describe your educational and professional background and experience.
14	A.	I received a Masters in Economics in 1983 and a Masters in Finance in 2006 from
15		Florida International University. I began working at FPL in 1985 as an assistant
16		economist and have worked in positions of increasing responsibility in the areas of
17		economics and energy forecasting. I began in my present position as Manager of
18		Cost & Performance for DSM programs in March 2009.
19	Q.	What is the purpose of your testimony?
20	A.	The purpose of my testimony is to present the actual Energy Conservation Cost
21		Recovery (ECCR) costs for FPL's DSM programs for the period January 2018
22		through December 2018.

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# Q. Have you prepared or caused to be prepared under your direction, supervision or control an exhibit in this proceeding?

- A. Yes. I am sponsoring Schedules CT-5, CT-6 and Appendix A and co-sponsoring
   Schedules CT-2 and CT-3 in Exhibit AS-1. The specific sections of Schedules CT-2
- and CT-3 that I am co-sponsoring are identified in Exhibit AS-1, Page 1, Table of
  Contents.
- Q. For the January 2018 through December 2018 period, did FPL seek recovery of
   any costs for advertising which makes a specific claim of potential energy
   savings or states appliance efficiency ratings or savings?
- 10 A. Yes.
- 11 Q. Has FPL complied with Rule 25-17.015(5), Florida Administrative Code, which
- 12 requires FPL to file all data sources and calculations used to substantiate claims
- 13 of potential energy savings or which state appliance efficiency ratings or savings
- 14 that are included in advertisement?
- 15 A. Yes. The documentation required by the Rule is included in Appendix A.
- Q. Are all costs listed in Schedule CT-2 attributable to Commission-approved
   DSM programs?
- 18 A. Yes.

Q. How did FPL's actual program costs for the January 2018 through December
 2018 period compare to the actual/estimated costs presented in Docket No.
 20180002-EG, and approved in Order No. PSC-2018-0562-FOF-EG?

A. Actual program costs for the period were \$158,735,829. The actual/estimated
 program costs were \$162,833,674. Therefore, actual costs were \$4,097,845 or

- 1 approximately 2.5 percent lower than the actual/estimated costs (see Schedule CT-2,
- 2 Page 3, Line 9). Each program's contribution to the variance is shown on Schedule
- 3 CT-2, Page 5.
- 4 Q. Does this conclude your testimony?
- 5 A. Yes.

## **Table of Contents**

Schedule	Sponsored By
CT-1, Page 2	Renae B. Deaton
CT-2, Page 3, Lines 1 -9	Anita Sharma
CT-2, Page 3, Lines 10-18	Renae B. Deaton
CT-2, Pages 4 - 7	Anita Sharma
CT-3, Page 8	Anita Sharma
CT-3, Pages 9 - 10	Renae B. Deaton
CT-4, Pages 11 - 18	Renae B. Deaton
CT-5, Page 19	Anita Sharma
CT-6, Pages 20-25	Anita Sharma
Appendix A	Anita Sharma

#### FLORIDA POWER & LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY FINAL TRUE-UP FOR THE PERIOD

JANUARY 2018 THROUGH DECEMBER 2018

	 Total
1. Actual End of Period True-Up ( CT-3, Page 9, Lines 6 and 7) 2. Principal	\$10,256,004
3. Interest	\$431,884
Total Actual End of Period True-Up	 \$10,687,888
<ol> <li>Less Actual/Estimated True-Up</li> <li>Principal</li> <li>Interest</li> </ol>	\$ 4,660,900 391,311
Total Actual/Estimated True-Up <sup>(1)</sup>	\$ 5,052,211
7. Final Net True-Up	 \$5,635,677

<sup>(1)</sup> The 2017 Final True-up, 2018 Actual/Estimated true-up and associated interest amounts do not tie to the amounts approved in Order No. PSC- 2018-0562-FOF-EG issued November 28, 2018 due to corrections to CWIP balances related to ECCR charges incorrectly booked to base rates. The errors, which affected 2017 ending balances for the Residential Load Management and Business On Call programs, were not identified until after FPL filed the 2018 Actual/Estimated true-up, and the resulting corrections moving charges from base rates to ECCR were made in October 2018. These corrections resulted in a decrease of \$1,414 to the 2017 final net true-up over-recovery amount and a \$22,157 decrease to the 2018 Actual/Estimated true-up over-recovery amount.

Note: () Reflects Underrecovery.

Totals may not add due to rounding.

#### FLORIDA POWER & LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY ANALYSIS OF PROGRAM COSTS

		JANUARY THROUGH	DECEMBER 20
ACTUAL V. ACTUAL/ESTIMATED FOR THE PERIOD	Actual	Actual/Estimated	Difference
1. Depreciation & Return <sup>(1)</sup>	\$12,246,199	\$12,305,747	(\$59,548)
2. Payroll & Benefits	\$18,146,994	\$18,705,713	(\$558,719)
3. Materials & Supplies	\$332,672	\$282,459	\$50,213
4. Outside Services	\$10,157,190	\$8,265,864	\$1,891,326
5. Advertising	\$6,750,830	\$8,501,604	(\$1,750,774)
6. Rebates	\$108,283,587	\$111,182,652	(\$2,899,065)
7. Vehicles	\$655,420	\$692,701	(\$37,281)
8. Other	\$2,162,938	\$2,896,934	(\$733,996)
9. Total Adjusted Program Costs	\$158,735,829	\$162,833,674	(\$4,097,845)
10. ECCR Revenues (Net of Revenue Taxes)	\$155,325,838	\$153,828,578	\$1,497,260
11. Prior Period True-up (Collected)/Refunded this Period	\$13,665,996	\$13,665,996	\$0
12. Revenues Applicable to the Period (Line 10 + Line 11)	\$168,991,834	\$167,494,574	\$1,497,260
13. True-up Provision (Under)/Over Recovery - Current Period (Line 12 - Line 9) <sup>(1)</sup>	\$10,256,005	\$4,660,900	\$5,595,105
14. Interest Provision (Under)/Over Recovery - Current Period <sup>(1)</sup>	\$431,884	\$391,311	\$40,573
15. True-up and Interest Provision (Under)/Over Recovery - Beginning of Period	\$13,665,996	\$13,665,996	\$0
16. Deferred True-up from Prior Period <sup>(1)</sup>	\$8,635,987	\$8,635,987	\$0
17. Prior Period True-up (Collected)/Refunded this Period	(\$13,665,996)	(\$13,665,996)	\$0
18. End of Period True-up Amount (Under)/Over Recovery	\$19,323,876	\$13,688,198	\$5,635,677

<sup>(1)</sup> The 2017 Final True-up, 2018 Actual/Estimated true-up and associated interest amounts do not tie to the amounts approved in Order No. PSC- 2018-0562-FOF-EG issued November 28, 2018 due to corrections to CWIP balances related to ECCR charges incorrectly booked to base rates. The errors, which affected 2017 ending balances for Residential Load Management and Business On Call programs, were not identified until after FPL filed the 2018 Actual/Estimated true-up, and the resulting corrections moving charges from Base rates to ECCR were made in October 2018. These corrections resulted in a decrease of \$1,414 to the 2017 final net true-up over-recovery amount and a \$22,157 decrease to the 2018 Actual/Estimated true-up over-recovery amount.

Total may not add due to rounding.

#### FLORIDA POWER LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY CONSERVATION PROGRAM COSTS BY CATEGORY

JANUARY 2018 THROUGH DECEMBER 2018

	CONSERVATION PROGRAMS	Depreciation & Return	Payroll & Benefits	Materials & Supplies	Outside Services	Advertising	Rebates	Vehicles	Other	TOTAL PROGRAM EXPENSES
1	RESIDENTIAL HOME ENERGY SURVEY	\$175,892	\$4,212,199	\$19,116	\$4,583,531	\$5,313,854	\$0	\$614,336	\$246,984	\$15,165,912
2	RESIDENTIAL CEILING INSULATION	\$0	\$99,241	\$0	\$15,343	\$0	\$608,950	\$0	\$3,949	\$727,483
3	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")	\$8,757,640	\$2,062,596	\$297,495	\$3,446,068	\$0	\$33,176,833	\$10,031	\$647,948	\$48,398,611
4	RESIDENTIAL AIR CONDITIONING	\$0	\$546,656	\$189	\$120,090	\$10,000	\$3,468,114	\$1	\$16,373	\$4,161,423
5	RESIDENTIAL NEW CONSTRUCTION (BUILDSMART®)	\$0	\$405,216	\$153	\$60,392	\$0	\$8,800	\$0	\$30,981	\$505,542
6	RESIDENTIAL LOW-INCOME	\$0	\$215,270	\$4,915	\$3,012	\$0	\$73,459	\$0	\$57,237	\$353,892
7	BUSINESS ON CALL	\$431,770	\$42,771	\$11	\$45,028	\$0	\$3,084,215	\$0	\$30,355	\$3,634,150
8	COGENERATION & SMALL POWER PRODUCTION	\$0	\$442,087	\$0	\$0	\$0	\$0	\$0	(\$237,708)	\$204,379
9	BUSINESS LIGHTING	\$0	\$130,125	\$0	\$42,223	\$0	\$697,706	\$0	\$4,781	\$874,835
10	COMMERCIAL/INDUSTRIAL LOAD CONTROL	\$0	\$189,059	\$990	\$45,603	\$0	\$41,000,165	\$1,875	\$21,452	\$41,259,144
11	COMMERCIAL/INDUSTRIAL DEMAND REDUCTION	\$0	\$254,351	\$2,015	\$24,048	\$0	\$23,251,956	\$1,875	\$30,902	\$23,565,147
12	BUSINESS ENERGY EVALUATION	\$128,078	\$4,270,973	\$2,622	\$982,852	\$1,426,976	\$0	\$14,326	\$283,409	\$7,109,236
13	<b>BUSINESS HEATING VENTILATING &amp; A/C</b>	\$0	\$407,612	\$0	\$147,692	\$0	\$2,792,950	\$5,027	\$17,559	\$3,370,841
14	BUSINESS CUSTOM INCENTIVE	\$0	\$28,400	\$0	\$4,429	\$0	\$120,439	\$0	\$1,659	\$154,927
15	CONSERVATION RESEARCH AND DEVELOPMENT	\$0	\$10,453	\$0	\$0	\$0	\$0	\$0	\$24,041	\$34,494
16	SOLAR PV FOR SCHOOLS	\$1,945,341	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,945,341
17	COMMON EXPENSES	\$807,479	\$4,829,985	\$5,165	\$636,879	\$0	\$0	\$7,948	\$983,016	\$7,270,472
18	RECOVERABLE CONSERVATION EXPENSES	\$12,246,199	\$18,146,994	\$332,671	\$10,157,190	\$6,750,830	\$108,283,587	\$655,420	\$2,162,938	\$158,735,829

Totals may not add due to rounding.

#### FLORIDA POWER AND LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY CONSERVATION PROGRAM COSTS BY CATEGORY VARIANCE BY PROJECT

	JANUARY 2018 THROUGH DECEMBER 2018												
	PROGRAM TITLE	Depreciation & Return	Payroll & Benefits	Materials & Supplies	Outside Services	Advertising	Rebates	Vehicles	Other	TOTAL PROGRAM EXPENSES			
1	RESIDENTIAL HOME ENERGY SURVEY	(\$30,991)	\$333,014	(\$4,861)	\$2,603,122	(\$1,614,191)	\$0	\$110,005	(\$339,471)	\$1,056,627			
2	RESIDENTIAL CEILING INSULATION	\$0	(\$3,642)	\$0	(\$1,544)	\$0	(\$148,374)	\$0	(\$2,601)	(\$156,161)			
3	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")	(\$44,091)	(\$449,485)	\$78,368	(\$462,808)	\$0	(\$638,245)	(\$29,122)	\$59,736	(\$1,485,647)			
4	RESIDENTIAL AIR CONDITIONING	\$0	(\$142,170)	(\$2,939)	(\$29,279)	\$10,000	(\$377,249)	(\$17,285)	(\$12,566)	(\$571,488)			
5	RESIDENTIAL NEW CONSTRUCTION (BUILDSMART®)	\$0	\$44,908	\$41	(\$24,046)	\$0	(\$4,335)	\$0	(\$10,177)	\$6,391			
6	RESIDENTIAL LOW-INCOME	\$0	(\$115,657)	(\$8,818)	(\$3,729)	\$0	\$9,148	(\$20,166)	(\$5,085)	(\$144,306)			
7	BUSINESS ON CALL	(\$2,098)	(\$3,806)	\$0	(\$11,713)	\$0	\$38,660	\$0	\$8,423	\$29,466			
8	COGENERATION & SMALL POWER PRODUCTION	\$0	\$57,382	\$0	(\$6,770)	\$0	\$0	\$0	(\$41,478)	\$9,134			
9	BUSINESS LIGHTING	\$0	(\$20,940)	\$0	(\$4,440)	\$0	(\$57,653)	\$0	(\$705)	(\$83,739)			
10	COMMERCIAL/INDUSTRIAL LOAD CONTROL	\$0	\$2,723	\$952	\$4,633	\$0	\$529,136	\$1,875	(\$1,586)	\$537,732			
11	COMMERCIAL/INDUSTRIAL DEMAND REDUCTION	\$0	\$8,901	\$1,947	\$7,488	\$0	(\$415,098)	\$1,875	(\$16,568)	(\$411,456)			
12	BUSINESS ENERGY EVALUATION	(\$17,197)	(\$189,454)	(\$14,561)	\$214,020	(\$146,583)	\$0	(\$80,341)	(\$403,972)	(\$638,090)			
13	BUSINESS HEATING, VENTILATING & A/C	\$0	(\$6,677)	\$0	(\$8,206)	\$0	(\$1,745,691)	\$1,975	(\$13,169)	(\$1,771,767)			
14	BUSINESS CUSTOM INCENTIVE	\$0	(\$7,229)	\$0	\$2,515	\$0	(\$89,364)	\$0	\$927	(\$93,151)			
15	CONSERVATION RESEARCH & DEVELOPMENT	\$0	(\$4,397)	\$0	(\$126,075)	\$0	\$0	\$0	\$20,563	(\$109,909)			
16	SOLAR PV FOR SCHOOLS	\$31,686	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$31,686			
17	COMMON EXPENSES	\$3,143	(\$62,188)	\$85	(\$261,845)	\$0	\$0	(\$6,097)	\$23,735	(\$303,168)			
18	RECOVERABLE CONSERVATION EXPENSES	(\$59,549)	(\$558,718)	\$50,212	\$1,891,324	(\$1,750,774)	(\$2,899,065)	(\$37,281)	(\$733,994)	(\$4,097,845)			

Note:Totals may not add due to rounding.

Program	Account
Residential Home Energy Survey	408172
	907100
	908110
	909101
	910100
	925112
	926211
Residential Ceiling Insulation	408172
	908110
	925112
	926211
Residential Load Management ("On Call")	408172
	587200
	592800
	598140
	907100
	908110
	925112
	926211
Residential Air Conditioning	408172
	907100
	908110
	925112
	926211
Residential New Construction (BuildSmart®)	408172
	908110
	925112
	926211
Residential Low Income	408172
	907100
	908110
	925112
	926211
Business On Call	408172
	587200
	908110
	910100
	925112
	926211

Energy Conservation Cost Recovery (ECCR) Account Numbers For the Period: January through December 2018

Program	Account
Cogeneration & Small Power Production	408172
	908110
	925112
	926211
Business Lighting	408172
	908110
	925112
	926211
Commercial/Industrial Load Control	408172
	908110
	910100
	925112
	926211
C/I Demand Reduction	408172
	908110
	910100
	925112
	926211
Business Energy Evaluation	408172
	907100
	908110
	909101
	910100
	925112
	926211
Business HVAC	408172
	908110
	925112
	926211
Business Custom Incentive	408172
	908110
	925112
	926211
Conservation Research & Development	408172
	908110
	910100
	925112
	926211
Common Expenses	408172
	907100
	908110
	910100
	925112
	926211

Energy Conservation Cost Recovery (ECCR) Account Numbers For the Period: January through December 2018

#### FLORIDA POWER LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY CONSERVATION PROGRAM COSTS

JANUARY 2018 THROUGH DECEMBER 2018

Line	No.	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Total
1	RESIDENTIAL HOME ENERGY SURVEY	\$511,139	\$521,250	\$576,351	\$529,307	\$1,732,896	\$211,543	\$717,560	\$3,179,938	\$2,685,273	\$1,118,273	\$1,462,276	\$1,919,916	\$15,165,722
2	RESIDENTIAL CEILING INSULATION	\$24,832	\$57,972	\$61,678	\$61,656	\$69,807	\$75,613	\$77,219	\$109,194	\$60,410	\$62,759	\$41,768	\$24,763	\$727,673
3	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")	\$3,456,744	\$3,335,332	\$3,393,915	\$4,604,751	\$4,676,871	\$4,526,190	\$4,524,294	\$4,684,096	\$4,456,381	\$4,548,941	\$3,143,709	\$3,047,385	\$48,398,610
4	RESIDENTIAL AIR CONDITIONING	\$317,335	\$299,027	\$394,758	\$364,214	\$457,580	\$389,344	\$426,865	\$429,756	\$326,730	\$327,117	\$268,539	\$160,158	\$4,161,423
5	RESIDENTIAL NEW CONSTRUCTION (BUILDSMART®)	\$41,572	\$42,431	\$50,557	\$40,059	\$46,041	\$35,230	\$41,037	\$48,003	\$34,938	\$42,071	\$39,958	\$43,647	\$505,542
6	RESIDENTIAL LOW-INCOME	\$37,333	\$47,389	\$44,769	\$43,795	\$46,774	\$27,921	\$33,663	\$20,354	\$14,069	\$12,543	\$10,466	\$14,817	\$353,892
7	BUSINESS ON CALL	\$43,235	\$43,770	\$55,200	\$481,253	\$487,729	\$487,740	\$484,738	\$490,573	\$483,431	\$494,693	\$41,198	\$40,591	\$3,634,151
8	COGENERATION & SMALL POWER PRODUCTION	\$11,889	\$25,556	\$3,254	\$11,151	\$12,359	\$11,660	\$24,744	\$26,131	\$18,352	\$19,141	\$21,786	\$18,355	\$204,379
9	BUSINESS LIGHTING	\$77,003	\$37,630	\$236,694	\$60,968	\$51,608	\$82,113	\$108,267	\$161,350	\$24,121	\$12,171	\$10,791	\$12,119	\$874,834
10	COMMERCIAL/INDUSTRIAL LOAD CONTROL	\$3,117,196	\$2,428,245	\$2,520,850	\$3,338,444	\$2,787,854	\$5,550,412	\$3,612,736	\$3,015,119	\$3,002,532	\$3,656,249	\$3,564,582	\$4,664,926	\$41,259,144
11	COMMERCIAL/INDUSTRIAL DEMAND REDUCTION	\$1,466,550	\$1,515,901	\$1,551,448	\$1,723,136	\$2,017,022	\$2,165,588	\$2,228,639	\$2,303,232	\$2,318,880	\$2,368,326	\$2,083,909	\$1,822,517	\$23,565,148
12	BUSINESS ENERGY EVALUATION	\$278,464	\$390,288	\$425,704	\$565,342	\$468,787	\$116,961	\$507,869	\$1,135,885	\$846,621	\$646,830	\$527,098	\$1,199,387	\$7,109,236
13	BUSINESS HEATING, VENTILATING & A/C	\$647,271	\$310,875	\$217,286	\$330,524	\$190,518	\$279,830	\$536,442	\$275,834	\$102,582	\$247,443	\$179,657	\$52,578	\$3,370,841
14	BUSINESS CUSTOM INCENTIVE	\$2,405	\$2,090	\$3,765	\$2,203	\$3,676	\$12,193	\$3,535	\$4,354	\$81,408	\$34,274	\$2,681	\$2,343	\$154,927
15	CONSERVATION RESEARCH & DEVELOPMENT	\$17,063	(\$8,395)	\$1,453	\$1,297	\$1,481	\$1,341	(\$309)	\$0	\$0	\$20,563	\$0	\$0	\$34,494
16	SOLAR PV FOR SCHOOLS	\$172,922	\$171,926	\$170,930	\$169,935	\$168,939	\$167,943	\$166,667	\$165,691	\$157,403	\$149,161	\$145,140	\$138,683	\$1,945,341
17	COMMON EXPENSES	\$572,088	\$545,030	\$634,981	\$714,662	\$574,630	\$613,317	\$549,267	\$606,656	\$507,811	\$596,200	\$602,322	\$753,509	\$7,270,472
18	TOTAL PROGRAM EXPENSES	\$10,795,040	\$9,766,318	\$10,343,594	\$13,042,696	\$13,794,573	\$14,754,939	\$14,043,234	\$16,656,165	\$15,120,943	\$14,356,754	\$12,145,880	\$13,915,695	\$158,735,829
	=													

Totals may not add due to rounding.

#### FLORIDA POWER LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY CONSERVATION TRUE-UP CALCULATION

JANUARY 2018 THROUGH DECEMBER 2018 February September November December Twelve Month July Actual August Actual Januarv Actua March Actual April Actual May Actual June Actual October Actua Actual Actual Actual Actual Amount 11,811,597 11,080,002 11,022,765 11,523,671 12,516,078 13,443,667 14,818,743 15,264,572 14,582,147 14,778,714 12,968,323 11,515,559 155.325.838 1. Conservation Clause Revenues (Net of Revenue Taxes) 2. Total Revenues \$11,811,597 \$11,080,002 \$11,022,765 \$11,523,671 \$12,516,078 \$13,443,667 \$14,818,743 \$15,264,572 \$14,582,147 \$14,778,714 \$12,968,323 \$11,515,559 \$155,325,838 3. Adjustment Not Applicable To Period - Prior True-up \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$1,138,833 \$13,665,996 \$12,662,504 \$13,654,911 \$14,107,156 4. Conservation Revenues Applicable To Period (Line 2+ 3) \$12,950,430 \$12,218,835 \$12,161,598 \$14,582,500 \$15,957,576 \$16,403,405 \$15,720,980 \$15,917,547 \$12,654,392 \$168,991,834 5. Conservation Expenses (CT-3 Page 8, Line 18)(1) 158,735,829 10,795,040 9,766,318 10,343,594 13,042,696 13,794,573 14,754,939 14,043,234 16,656,165 15,120,943 14,356,754 12,145,880 13,915,695 6. True-up This Period (Line 4- Line 5)(1) \$2.155.391 \$2.452.517 \$1.818.004 (\$380,191) (\$139,662) (\$172,439) \$1.914.341 (\$252.760) \$600.037 \$1.560.793 \$1.961.276 (\$1.261.303) \$10.256.004 7. Interest Provision (1) \$28,893 \$30,805 \$36,296 \$38,102 \$35,998 \$35,245 \$35,963 \$35,514 \$35,954 \$38,400 \$40,429 \$40,285 \$431,884 8. True-up & Interest Provision Beginning of Month 14,711,447 13,583,428 13,047,739 13,665,996 13,665,996 16,055,936 16,771,403 15,290,480 14,047,983 12,771,957 12,227,349 11,724,507 12,184,867 8a. Deferred True-up Beginning of Period (1) 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 8,635,987 9. Prior True-up Collected/(Refunded) (1,138,833) (1,138,833) (1,138,833) (1,138,833) (1,138,833) (1,138,833) (1,138,833) (1,138,833) (1, 138, 833)(1, 138, 833)(1,138,833) (1,138,833) (13,665,996) 10. End of Period True-up- Over/(Under) Recovery \$23.347.434 \$24.691.923 \$25,407,390 \$23.926.467 \$22.683.971 \$21,407,944 \$22,219,415 \$20,863,336 \$20.360.494 \$20.820.854 \$21.683.727 \$19.323.875 \$19.323.875 (Line 6+7+8+8a+9)

Note : Totals may not add due to rounding.

() Reflects under-recovery

<sup>(1)</sup>The 2017 Final True-up, 2018 Actual/Estimated true-up and associated interest amounts do not tie to the amounts approved in Order No. PSC- 2018-0562-FOF-EG issued November 28, 2018 due to corrections to CWIP balances related to ECCR charges incorrectly booked to base rates. The errors, which affected 2017 ending balances for Residential Load Management and Business On Call programs, were not identified until after FPL filed the 2018 Actual/Estimated true-up and the resulting corrections moving charges from base rates to ECCR were made in October 2018. These corrections resulted in a decrease of \$1,414 to the 2017 final net true-up over-recovery amount and a \$22,157 decrease to the 2018 Actual/Estimated true-up over-recovery amount.

#### FLORIDA POWER LIGHT COMPANY ENERGY CONSERVATION COST RECOVERY CONSERVATION TRUE-UP CALCULATION

JANUARY 2018 THROUGH DECEMBER 2018

	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Twelve Month Amount
INTEREST PROVISION													
1. Beginning True-Up Amount (Page 9, Line 8 + 8a)	22,301,983	23,347,434	24,691,923	25,407,390	23,926,467	22,683,971	21,407,944	22,219,415	20,863,336	20,360,494	20,820,854	21,683,727	N/A
2. Ending True-Up Amount Before Interest (Page 9, Line 6 + 8 + 8a +9)	23,318,541	24,661,118	25,371,094	23,888,366	22,647,972	21,372,699	22,183,452	20,827,822	20,324,540	20,782,454	21,643,297	19,283,591	N/A
<ol><li>Total of Beginning &amp; Ending True-Up (Line 1 + 2)</li></ol>	\$45,620,524	\$48,008,552	\$50,063,018	\$49,295,755	\$46,574,440	\$44,056,670	\$43,591,397	\$43,047,237	\$41,187,876	\$41,142,948	\$42,464,151	\$40,967,317	N/A
4. Average True-Up Amount (50% of Line 3)	\$22,810,262	\$24,004,276	\$25,031,509	\$24,647,878	\$23,287,220	\$22,028,335	\$21,795,698	\$21,523,619	\$20,593,938	\$20,571,474	\$21,232,076	\$20,483,659	N/A
5. Interest Rate - First Day of Reporting Business Month	1.58000%	1.46000%	1.62000%	1.86000%	1.85000%	1.86000%	1.98000%	1.98000%	1.98000%	2.21000%	2.27000%	2.30000%	N/A
6. Interest Rate - First Day of Subsequent Business Month	1.46000%	1.62000%	1.86000%	1.85000%	1.86000%	1.98000%	1.98000%	1.98000%	2.21000%	2.27000%	2.30000%	2.42000%	N/A
7. Total (Line 5 + 6)	3.04000%	3.08000%	3.48000%	3.71000%	3.71000%	3.84000%	3.96000%	3.96000%	4.19000%	4.48000%	4.57000%	4.72000%	N/A
8. Average Interest Rate (50% of Line 7)	1.52000%	1.54000%	1.74000%	1.85500%	1.85500%	1.92000%	1.98000%	1.98000%	2.09500%	2.24000%	2.28500%	2.36000%	N/A
9. Monthly Average Interest Rate (Line 8 / 12)	0.12667%	0.12833%	0.14500%	0.15458%	0.15458%	0.16000%	0.16500%	0.16500%	0.17458%	0.18667%	0.19042%	0.19667%	N/A
10. Interest Provision for the Month (Line 4 x 9)	\$28,893	\$30,805	\$36,296	\$38,102	\$35,998	\$35,245	\$35,963	\$35,514	\$35,954	\$38,400	\$40,429	\$40,285	\$431,884

Note: Totals may not add due to rounding.

						JANUARY THE	ROUGH DECE	MBER 2018							
Line No.	RESIDENTIAL HOME ENERGY SURVEY	Beginning of Period	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Twelve Month Amount
1	Additions/Expenditures		-\$36,440	\$112,247	\$158,614	\$103,360	\$64,590	\$74,213	\$114,969	\$116,411	\$165,526	\$108,753	\$116,620	\$210,572	\$1,309,437
2	Investment (Net of Retirements)												-\$525,412		(\$525,412)
3	Depreciation Base	=	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412			N/A
4	Depreciation Expense (a)	_	\$8,757	\$8,757	\$8,757	\$8,757	\$8,757	\$8,757	\$8,757	\$8,757	\$8,757	\$4,378			83,190
5	Cumulative Investment (Line 3)	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412	\$525,412			N/A
6	Less: Accumulated Depreciation	\$442,221	\$450,978	\$459,735	\$468,492	\$477,249	\$486,006	\$494,763	\$503,519	\$512,276	\$521,033	\$525,412			N/A
7	CWIP Balance Eligible for Return	\$636,737	\$600,296	\$712,544	\$871,158	\$974,518	\$1,039,107	\$1,113,321	\$1,228,290	\$1,344,701	\$1,510,228	\$1,618,981	\$1,735,601	\$1,946,174	\$15,331,656
8	Net Investment (Line 5-6+7)	\$719,927	\$674,730	\$778,220	\$928,077	\$1,022,680	\$1,078,513	\$1,143,970	\$1,250,182	\$1,357,837	\$1,514,606	\$1,618,981	\$1,735,601	\$1,946,174	\$15,769,499
9	Average Net Investment		\$697,328	\$726,475	\$853,149	\$975,379	\$1,050,597	\$1,111,242	\$1,197,076	\$1,304,009	\$1,436,221	\$1,566,794	\$1,677,291	\$1,840,888	N/A
10	Return on Average Net Investment														
	a. Equity Component	_	\$2,804	\$2,921	\$3,430	\$3,922	\$4,224	\$4,468	\$4,704	\$5,124	\$5,644	\$6,157	\$6,591	\$7,234	
	b. Equity Comp. grossed up for taxes	-	\$3,756	\$3,913	\$4,595	\$5,253	\$5,658	\$5,985	\$6,301	\$6,864	\$7,560	\$8,247	\$8,829	\$9,690	76,652
	(Line 10a/.74655) <sup>(b)</sup>														
	c. Debt Component (c)	_	\$779	\$812	\$954	\$1,090	\$1,174	\$1,242	\$1,326	\$1,445	\$1,591	\$1,736	\$1,859	\$2,040	16,050
11	Total Return Requirements (Line 10b+10c)		\$4,535	\$4,725	\$5,549	\$6,344	\$6,833	\$7,227	\$7,628	\$8,309	\$9,151	\$9,983	\$10,688	\$11,730	92,702

<sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

12 Total Depreciation & Return (Line 4+11)

(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% on equity.

\$15,590

\$15,984

\$16,385

\$17,066

\$17,908

\$14,362

\$10,688

\$11,730

\$15,101

\$13,482

\$13,292

\$14,306

(e) The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

\$175,892

						JANUARY TH	ROUGH DECEME	3ER 2018							
	RESIDENTIAL LOAD MANAGEMENT ("ON CALL")	Beginning of Period	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Twelve Month Amount
1	Additions/Expenditures		(\$140,982)	\$62,062	\$93,064	\$131,196	(\$466,698)	\$611,367	(\$227,489)	(\$1,417,471)	(\$90,616)	(\$3,278)	(\$228,164)	\$1,445,681	(\$231,328)
2	Investment (Net of Retirements)		\$644,044	\$225,836	\$54,993	\$155,734	(\$2,489,647)	\$550,637	\$10,568	\$1,460,587	\$302,494	\$198,059	\$70,024	\$7,543	\$1,190,872
3	Depreciation Base	-	\$35,958,072	\$36,183,908	\$36,238,901	\$36,394,635	\$33,904,988	\$34,455,625	\$34,466,193	\$35,926,780	\$36,229,274	\$36,427,333	\$36,497,357	\$36,504,900	-
4	Depreciation Expense (a)		\$597,394	\$604,643	\$606,984	\$608,740	\$589,290	\$573,132	\$577,809	\$590,068	\$604,761	\$608,932	\$611,166	\$611,812	\$7,184,731
5	Cumulative Investment (Line 3)	\$35,314,028	\$35,958,072	\$36,183,908	\$36,238,901	\$36,394,635	\$33,904,988	\$34,455,625	\$34,466,193	\$35,926,780	\$36,229,274	\$36,427,333	\$36,497,357	\$36,504,900	
6	Less: Accumulated Depreciation	\$14,596,210	\$15,087,551	\$15,692,194	\$16,263,047	\$16,871,786	\$14,903,171	\$15,476,303	\$16,003,542	\$16,429,238	\$17,017,545	\$17,600,524	\$18,003,633	\$18,573,771	-
7	CWIP Balance Eligible for Return (d)	\$1,467,338	\$1,326,357	\$1,388,418	\$1,481,482	\$1,612,678	\$1,145,980	\$1,757,347	\$1,529,858	\$112,387	\$21,771	\$18,493	(\$209,671)	\$1,236,010	\$12,888,448
8	Net Investment (Line 5-6+7)	\$22,185,156	\$22,196,878	\$21,880,132	\$21,457,336	\$21,135,527	\$20,147,797	\$20,736,668	\$19,992,509	\$19,609,929	\$19,233,500	\$18,845,302	\$18,284,052	\$19,167,139	\$12,888,448
9	Average Net Investment		\$22,191,017	\$22,038,505	\$21,668,734	\$21,296,432	\$20,641,662	\$20,442,233	\$20,364,589	\$19,801,219	\$19,421,715	\$19,039,401	\$18,564,677	\$18,725,596	
10	Return on Average Net Investment														
	a. Equity Component		\$89,228	\$88,615	\$87,128	\$85,631	\$82,998	\$82,196	\$80,027	\$77,813	\$76,322	\$74,819	\$72,954	\$73,586	_
	b. Equity Comp. grossed up for taxes		\$119,520	\$118,699	\$116,707	\$114,702	\$111,175	\$110,101	\$107,195	\$104,230	\$102,232	\$100,220	\$97,721	\$98,568	\$1,301,072
	(Line 10a/.74655) <sup>(b)</sup>														
	c. Debt Component (c)	-	\$24,805	\$24,635	\$24,221	\$23,805	\$23,073	\$22,850	\$22,566	\$21,942	\$21,521	\$21,098	\$20,572	\$20,750	\$271,838
11	Total Return Requirements (Line 10b+10c)		\$144,325	\$143,333	\$140,929	\$138,507	\$134,249	\$132,952	\$129,761	\$126,172	\$123,753	\$121,317	\$118,293	\$119,318	\$1,572,909
12	Total Depreciation & Return (Line 4+11)		\$741,720	\$747,977	\$747,912	\$747,247	\$723,539	\$706,084	\$707,570	\$716,240	\$728,514	\$730,249	\$729,458	\$731,130	\$8,757,640

#### <sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% on equity.

(c) The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

(d) The 2017 Final True-up, 2018 Actual/Estimated true-up and associated interest amounts do not tie to the amounts approved in Order No. PSC- 2018-0562-FOF-EG issued November 28, 2018 due to corrections to CWIP balances related to ECCR charges incorrectly booked to base rates. The errors, which affected 2017 ending balances for Residential Load Management and Business On Call programs, were not identified until after FPL filed the 2018 Actual/Estimated true-up and the resulting corrections moving charges from base rates to ECCR were made in October 2018. These corrections resulted in a decrease of \$1,414 to the 2017 final net true-up over-recovery amount and a \$22,157 decrease to the 2018 Actual/Estimated true-up over-recovery amount.

Line No.         Businesson CALL         Beginning of Actual         January Actual         February Actual         March Actual         April Actual         May Actual         June Actual         July Actual         August Actual         September Actual         November Actual         December Actual         November Actual         N							JANUARY TH	ROUGH DECE	MBER 2018							
2       Investment (Net of Retirements)       \$31,055       \$10,889       \$2,652       \$7,709       \$120,046)       \$26,551       \$510       \$70,427       \$14,586       \$9,550       \$3,376       \$364       \$57,421         3       Depreciation Base       \$1,951,449       \$1,962,338       \$1,964,990       \$1,972,499       \$1,852,453       \$1,879,004       \$1,949,940       \$1,942,4076       \$1,977,452       \$1,977,816         4       Depreciation Expense <sup>(a)</sup> \$1,951,449       \$1,962,338       \$1,964,990       \$1,972,499       \$1,852,453       \$1,879,004       \$1,949,940       \$1,946,526       \$1,977,476       \$1,977,452       \$1,977,816         6       Less: Accumulated Depreciation       \$1,951,449       \$1,962,338       \$1,964,990       \$1,972,499       \$1,852,453       \$1,879,004       \$1,984,940       \$1,946,4526       \$1,977,476       \$1,977,452       \$1,977,816         6       Less: Accumulated Depreciation       \$800,145       \$823,837       \$852,992       \$880,517       \$909,869       \$1,872,513       \$1,980,940       \$1,964,526       \$1,974,076       \$1,977,452       \$1,977,816         7       CWIP Balance Eligible for Retum <sup>(4)</sup> \$1,92,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,144,044       \$1,949,378		BUSINESS ON CALL				March Actual	April Actual	May Actual	June Actual	July Actual						
3       Depreciation Base       \$1,951,449       \$1,964,390       \$1,972,499       \$1,872,499       \$1,879,513       \$1,949,940       \$1,964,526       \$1,977,452       \$1,977,816         4       Depreciation Expense (a)       \$28,805       \$29,155       \$29,268       \$29,352       \$28,414       \$27,635       \$27,861       \$28,452       \$29,160       \$29,361       \$29,469       \$29,500       \$346,434         5       Cumulative Investment (Line 3)       \$1,920,394       \$1,962,338       \$1,964,990       \$1,977,452       \$1,977,456       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456       \$1,977,456 <td< td=""><td>1</td><td>Additions/Expenditures</td><td></td><td>(\$6,798)</td><td>\$2,992</td><td>\$4,487</td><td>\$6,326</td><td>(\$22,503)</td><td>\$29,479</td><td>(\$10,969)</td><td>(\$68,348)</td><td>(\$4,369)</td><td>(\$158)</td><td>(\$11,002)</td><td>\$69,708</td><td>(\$11,154)</td></td<>	1	Additions/Expenditures		(\$6,798)	\$2,992	\$4,487	\$6,326	(\$22,503)	\$29,479	(\$10,969)	(\$68,348)	(\$4,369)	(\$158)	(\$11,002)	\$69,708	(\$11,154)
4       Depreciation Expense (a) $$28,805$ $$29,155$ $$29,268$ $$29,352$ $$28,414$ $$27,635$ $$27,861$ $$22,452$ $$29,361$ $$29,469$ $$29,360$ \$346,434         5       Cumulative Investment (Line 3)       \$1,920,394       \$1,962,338       \$1,964,990       \$1,972,499       \$1,852,453       \$1,879,004       \$1,879,513       \$1,949,940       \$1,964,526       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,452       \$1,977,816         6       Less: Accumulated Depreciation       \$800,145       \$823,837       \$852,992       \$880,517       \$909,869       \$814,946       \$842,582       \$868,004       \$888,530       \$916,897       \$945,007       \$964,445       \$991,935         7       CWIP Balance Eligible for Retum (d)       \$72,366       \$65,568       \$68,561       \$73,048       \$79,374       \$56,871       \$868,500       \$7,033       \$2,664       \$2,2,066       \$84,24,37         8       Net Investment       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,142,004       \$1,094,378       \$1,122,772       \$1,086,8413       \$1,004,933       \$1,04,933       \$1,04,933       \$1,04,933       \$1,012,802       \$1,324,9325         10       Return on	2	Investment (Net of Retirements)		\$31,055	\$10,889	\$2,652	\$7,509	(\$120,046)	\$26,551	\$510	\$70,427	\$14,586	\$9,550	\$3,376	\$364	\$57,421
5       Cumulative Investment (Line 3)       \$1,920,394       \$1,961,328       \$1,964,990       \$1,972,499       \$1,852,453       \$1,879,513       \$1,949,940       \$1,964,526       \$1,977,452       \$1,977,816         6       Less: Accumulated Depreciation       \$800,145       \$823,837       \$852,992       \$880,517       \$909,869       \$814,946       \$842,582       \$868,004       \$888,530       \$916,897       \$945,007       \$964,445       \$991,935         7       CWIP Balance Eligible for Retum <sup>(d)</sup> \$72,366       \$65,568       \$68,561       \$73,048       \$77,934       \$56,871       \$868,500       \$7,033       \$2,664       \$2,506       \$(8,496)       \$61,212       \$642,437         8       Net Investment (Line 5-6+77)       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,142,004       \$1,094,378       \$1,122,772       \$1,086,809       \$1,065,433       \$1,004,511       \$1,047,902       \$642,437         9       Average Net Investment       \$1,192,898       \$1,187,747       \$4,695       \$4,423       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$1,040,33       \$1,04,531       \$1,045,318       \$1,040,33       \$1,018,043       \$1,025,802       \$1,324,9325       \$1,040,313       \$1,040,313       \$1,04,53	3	Depreciation Base		\$1,951,449	\$1,962,338	\$1,964,990	\$1,972,499	\$1,852,453	\$1,879,004	\$1,879,513	\$1,949,940	\$1,964,526	\$1,974,076	\$1,977,452	\$1,977,816	
6       Less: Accumulated Depreciation       \$800,145       \$823,837       \$852,992       \$880,517       \$909,869       \$814,946       \$842,582       \$866,004       \$888,530       \$916,897       \$945,007       \$964,445       \$991,935         7       CWIP Balance Eligible for Retum <sup>(d)</sup> \$72,366       \$65,568       \$66,568       \$66,561       \$73,048       \$79,374       \$56,871       \$866,300       \$75,381       \$7,033       \$2,664       \$2,506       \$(\$8,496)       \$61,212       \$642,437         8       Net Investment (Line 5-6+7)       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,21       \$1,142,004       \$1,094,378       \$1,122,772       \$1,086,890       \$1,068,443       \$1,004,511       \$1,047,992       \$642,437         9       Average Net Investment       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,21       \$1,149,762       \$1,118,191       \$1,086,890       \$1,059,367       \$1,040,933       \$1,040,933       \$1,047,933       \$1,025,802       \$13,249,325         10       Return on Average Net Investment       \$1,192,898       \$1,167,714       \$1,149,762       \$1,118,191       \$1,048,31       \$1,077,666       \$1,059,367       \$1,040,933       \$1,018,043       \$1,025,802       \$13,249,325       \$1,040,933       \$1,018,0	4	Depreciation Expense (a)		\$28,805	\$29,155	\$29,268	\$29,352	\$28,414	\$27,635	\$27,861	\$28,452	\$29,160	\$29,361	\$29,469	\$29,500	\$346,434
7       CWIP Balance Eligible for Retum <sup>(d)</sup> \$72,366       \$66,568       \$66,561       \$73,048       \$79,374       \$56,871       \$86,350       \$7,033       \$2,664       \$2,506       \$8,496)       \$61,212       \$642,437         8       Net Investment (Line 5-6+7)       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,142,004       \$1,094,378       \$1,122,772       \$1,086,890       \$1,068,443       \$1,050,292       \$1,031,574       \$1,004,511       \$1,047,092       \$642,437         9       Average Net Investment       \$1,192,898       \$1,185,544       \$1,167,714       \$1,149,762       \$1,118,191       \$1,08,675       \$1,104,831       \$1,059,367       \$1,040,933       \$1,012,682       \$1,324,9325         10       Return on Average Net Investment       a. Equity Component       \$4,797       \$4,695       \$4,623       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$4,001       \$4,031       \$1,025,802       \$13,249,325         a. Equity Component       \$4,797       \$4,767       \$4,695       \$4,623       \$4,457       \$4,342       \$4,235       \$4,163       \$4,001       \$4,031       \$1,025,802       \$13,249,325       \$1,040,333       \$1,025,803       \$70,588       \$70,588       \$1,012,474655) <sup>100</sup>	5	Cumulative Investment (Line 3)	\$1,920,394	\$1,951,449	\$1,962,338	\$1,964,990	\$1,972,499	\$1,852,453	\$1,879,004	\$1,879,513	\$1,949,940	\$1,964,526	\$1,974,076	\$1,977,452	\$1,977,816	
8       Net Investment (Line 5-6+7)       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,194,004       \$1,094,378       \$1,122,772       \$1,086,890       \$1,068,443       \$1,050,292       \$1,031,574       \$1,004,511       \$1,047,092       \$642,437         9       Average Net Investment       \$1,192,615       \$1,193,180       \$1,177,907       \$1,157,521       \$1,142,004       \$1,094,378       \$1,122,772       \$1,086,890       \$1,068,443       \$1,050,292       \$1,031,574       \$1,004,511       \$1,047,092       \$642,437         9       Average Net Investment       \$1,192,615       \$1,185,544       \$1,167,714       \$1,149,762       \$1,118,191       \$1,086,890       \$1,068,443       \$1,059,367       \$1,004,511       \$1,025,802       \$13,249,325         10       Return on Average Net Investment       \$4,797       \$4,767       \$4,695       \$4,623       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$4,001       \$4,031       \$5,676       \$5,676       \$5,677       \$5,676       \$5,479       \$5,359       \$5,000       \$70,588         (Line 10a/.74655) <sup>(b)</sup> c. Debt Component <sup>(c)</sup> \$1,333       \$1,325       \$1,305       \$1,285       \$1,239       \$1,224       \$1,194       \$1,174       \$1,153 <t< td=""><td>6</td><td>Less: Accumulated Depreciation</td><td>\$800,145</td><td>\$823,837</td><td>\$852,992</td><td>\$880,517</td><td>\$909,869</td><td>\$814,946</td><td>\$842,582</td><td>\$868,004</td><td>\$888,530</td><td>\$916,897</td><td>\$945,007</td><td>\$964,445</td><td>\$991,935</td><td></td></t<>	6	Less: Accumulated Depreciation	\$800,145	\$823,837	\$852,992	\$880,517	\$909,869	\$814,946	\$842,582	\$868,004	\$888,530	\$916,897	\$945,007	\$964,445	\$991,935	
9       Average Net Investment       \$1,192,898       \$1,185,544       \$1,167,714       \$1,194,762       \$1,118,191       \$1,104,831       \$1,077,666       \$1,059,367       \$1,040,933       \$1,018,043       \$1,025,802       \$13,249,325         10       Return on Average Net Investment       a. Equity Component       \$4,797       \$4,695       \$4,623       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$4,091       \$4,031       \$70,588         b. Equity Comp. grossed up for taxes (Line 10a/.74655) <sup>(b)</sup> \$6,425       \$6,385       \$6,289       \$6,193       \$6,023       \$5,971       \$5,816       \$5,573       \$5,576       \$5,479       \$5,359       \$5,400       \$70,588         (Line 10a/.74655) <sup>(b)</sup> c. Debt Component (c <sup>-</sup> )       \$1,333       \$1,325       \$1,205       \$1,239       \$1,224       \$1,194       \$1,174       \$1,153       \$1,128       \$1,137       \$14,749         11       Total Return Requirements (Line 10b+10c)       \$7,758       \$7,711       \$7,595       \$7,478       \$7,272       \$7,210       \$7,040       \$6,867       \$6,633       \$6,487       \$6,536       \$85,336	7	CWIP Balance Eligible for Return (d)	\$72,366	\$65,568	\$68,561	\$73,048	\$79,374	\$56,871	\$86,350	\$75,381	\$7,033	\$2,664	\$2,506	(\$8,496)	\$61,212	\$642,437
10       Return on Average Net Investment         a. Equity Component       \$4,797       \$4,767       \$4,695       \$4,423       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$4,091       \$4,031         b. Equity Comp. grossed up for taxes (Line 10a/.74655) <sup>(b)</sup> \$6,385       \$6,289       \$6,193       \$6,023       \$5,971       \$5,816       \$5,673       \$5,576       \$5,479       \$5,359       \$5,400       \$70,588         0. Debt Component (c)       \$1,333       \$1,325       \$1,205       \$1,239       \$1,224       \$1,194       \$1,174       \$1,153       \$1,128       \$14,749         11       Total Return Requirements (Line 10b+10c)       \$7,758       \$7,711       \$7,595       \$7,478       \$7,272       \$7,210       \$7,040       \$6,633       \$6,633       \$6,536       \$85,336	8	Net Investment (Line 5-6+7)	\$1,192,615	\$1,193,180	\$1,177,907	\$1,157,521	\$1,142,004	\$1,094,378	\$1,122,772	\$1,086,890	\$1,068,443	\$1,050,292	\$1,031,574	\$1,004,511	\$1,047,092	\$642,437
a. Equity Component       \$4,797       \$4,767       \$4,695       \$4,623       \$4,496       \$4,457       \$4,342       \$4,235       \$4,163       \$4,091       \$4,001       \$4,031         b. Equity Comp. grossed up for taxes (Line 10a/.74655) <sup>(b)</sup> \$6,425       \$6,385       \$6,289       \$6,193       \$6,023       \$5,971       \$5,816       \$5,673       \$5,576       \$5,479       \$5,359       \$5,400       \$70,588         c. Debt Component <sup>(c)</sup> \$1,333       \$1,325       \$1,305       \$1,285       \$1,239       \$1,224       \$1,194       \$1,174       \$1,153       \$1,137       \$14,749         11       Total Return Requirements (Line 10b+10c)       \$7,758       \$7,711       \$7,595       \$7,478       \$7,272       \$7,210       \$7,040       \$6,867       \$6,633       \$6,487       \$6,536       \$85,336	9	Average Net Investment		\$1,192,898	\$1,185,544	\$1,167,714	\$1,149,762	\$1,118,191	\$1,108,575	\$1,104,831	\$1,077,666	\$1,059,367	\$1,040,933	\$1,018,043	\$1,025,802	\$13,249,325
b. Equity Comp. grossed up for taxes \$6,425 \$6,385 \$6,289 \$6,193 \$6,023 \$5,971 \$5,816 \$5,673 \$5,576 \$5,479 \$5,359 \$5,400 \$70,588 (Line 10a/.74655) <sup>(b)</sup> c. Debt Component <sup>(c)</sup> \$1,333 \$1,325 \$1,305 \$1,285 \$1,250 \$1,239 \$1,224 \$1,194 \$1,174 \$1,153 \$1,128 \$1,137 \$14,749 11 Total Return Requirements (Line 10b+10c) \$7,758 \$7,711 \$7,595 \$7,478 \$7,272 \$7,210 \$7,040 \$6,867 \$6,750 \$6,633 \$6,487 \$6,536 \$85,336	10	Return on Average Net Investment														
(Line 10a/.74655) <sup>(b)</sup> c. Debt Component <sup>(c)</sup> \$1,333       \$1,325       \$1,285       \$1,239       \$1,224       \$1,194       \$1,174       \$1,153       \$1,137       \$14,749         11       Total Return Requirements (Line 10b+10c)       \$7,758       \$7,711       \$7,595       \$7,478       \$7,272       \$7,210       \$7,040       \$6,867       \$6,633       \$6,487       \$6,536       \$85,336		a. Equity Component		\$4,797	\$4,767	\$4,695	\$4,623	\$4,496	\$4,457	\$4,342	\$4,235	\$4,163	\$4,091	\$4,001	\$4,031	_
c. Debt Component <sup>(c)</sup> \$1,333 \$1,325 \$1,305 \$1,285 \$1,250 \$1,239 \$1,224 \$1,194 \$1,174 \$1,153 \$1,128 \$1,137 \$14,749 11 Total Return Requirements (Line 10b+10c) \$7,758 \$7,711 \$7,595 \$7,478 \$7,272 \$7,210 \$7,040 \$6,867 \$6,750 \$6,633 \$6,487 \$6,536 \$85,336		<ul> <li>Equity Comp. grossed up for taxes</li> </ul>		\$6,425	\$6,385	\$6,289	\$6,193	\$6,023	\$5,971	\$5,816	\$5,673	\$5,576	\$5,479	\$5,359	\$5,400	\$70,588
11 Total Return Requirements (Line 10b+10c) \$7,758 \$7,711 \$7,595 \$7,478 \$7,272 \$7,210 \$7,040 \$6,867 \$6,750 \$6,633 \$6,487 \$6,536 \$85,336		(Line 10a/.74655) <sup>(b)</sup>														
		c. Debt Component (c)		\$1,333	\$1,325	\$1,305	\$1,285	\$1,250	\$1,239	\$1,224	\$1,194	\$1,174	\$1,153	\$1,128	\$1,137	\$14,749
12 Total Depreciation & Return (Line 4+11) \$36,664 \$36,865 \$36,862 \$36,830 \$35,687 \$34,845 \$34,901 \$35,319 \$35,911 \$35,994 \$35,956 \$36,037 \$431,770	11	Total Return Requirements (Line 10b+10c)		\$7,758	\$7,711	\$7,595	\$7,478	\$7,272	\$7,210	\$7,040	\$6,867	\$6,750	\$6,633	\$6,487	\$6,536	\$85,336
	12	Total Depreciation & Return (Line 4+11)		\$36,564	\$36,865	\$36,862	\$36,830	\$35,687	\$34,845	\$34,901	\$35,319	\$35,911	\$35,994	\$35,956	\$36,037	\$431,770

<sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity.

<sup>(c)</sup> The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

(d) The 2017 Final True-up, 2018 Actual/Estimated true-up and associated interest amounts do not tie to the amounts approved in Order No. PSC- 2018-0562-FOF-EG issued November 28, 2018 due to corrections to CWIP balances related to ECCR charges incorrectly booked to base rates. The errors, which affected 2017 ending balances for Residential Load Management and Business On Call programs, were not identified until after FPL filed the 2018 Actual/Estimated true-up, and the resulting corrections moving charges from base rates to ECCR were made in October 2018. These corrections resulted in a decrease of \$1,414 to the 2017 final net true-up over-recovery amount and a \$22,157 decrease to the 2018 Actual/Estimated true-up over-recovery amount.

JANUARY THROUGH DECEMBER 2018

Twelve February November Beginning of September October January December BUSINESS ENERGY EVALUATION March Actual April Actual May Actual June Actual July Actual August Actua Month Period Actual Actual Actual Actual Actual Actual Amount Additions/Expenditures \$35,753 \$271,730 \$86.160 \$135,024 \$338,235 \$131,869 \$107,383 \$149,701 \$112,942 \$105,915 \$72,139 -\$170,308 \$1,376,543 Investment (Net of Retirements) Depreciation Base Depreciation Expense (a) Cumulative Investment (Line 3) Less: Accumulated Depreciation CWIP Balance Eligible for Return \$781,415 \$2,328,266 \$2,157,958 \$21,418,533 \$817,169 \$1,088,899 \$1,175,059 \$1,310,083 \$1,648,318 \$1,780,187 \$1,887,570 \$2,037,270 \$2,150,212 \$2,256,127 Net Investment (Line 5-6+7) \$781,415 \$817,169 \$1.088.899 \$1.175.059 \$1.310.083 \$1,648,318 \$1,780,187 \$1.887.570 \$2.037.270 \$2,150,212 \$2,256,127 \$2.328.266 \$2,157,958 \$21,418,533 Average Net Investment \$799,292 \$953,034 \$1,131,979 \$1,242,571 \$1,479,201 \$1,714,253 \$1,833,878 \$1,962,420 \$2,093,741 \$2,203,169 \$2,292,196 \$2,243,112 \$19,948,846 10 Return on Average Net Investment a. Equity Component \$3,214 \$3,832 \$4,552 \$4,996 \$5,948 \$6,893 \$7,207 \$8,228 \$8,658 \$9,008 \$7,712 \$8,815 b. Equity Comp. grossed up for taxes \$4.305 \$5.133 \$6.097 \$6.692 \$7.967 \$9.233 \$9.653 \$10.330 \$11.021 \$11.597 \$12.066 \$11.807 \$105.901

(Line 10a/.74655)<sup>(b)</sup> c. Debt Component (c) \$893 \$1.065 \$1.265 \$1.389 \$1.653 \$1.916 \$2.032 \$2.175 \$2.320 \$2.441 \$2.540 \$2.486 \$22.176 11 Total Return Requirements (Line 10b+10c) \$5.198 \$6.198 \$7.362 \$8.081 \$9.620 \$11.149 \$11.685 \$12.504 \$13.341 \$14.038 \$14.606 \$14.293 \$128.078 12 Total Depreciation & Return (Line 4+11) \$6,198 \$7,362 \$11,149 \$12,504 \$13,341 \$5,198 \$8,081 \$9,620 \$11,685 \$14,038 \$14,606 \$14,293 \$128,078

<sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

Line

No.

1

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(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% on equity.

(c) The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

JANUARY THROUGH DECEMBER 2018 Twelve BUSINESS PHOTOVOLTAIC FOR Beginning of September Line January February October November December March Actual April Actual May Actual June Actual July Actual August Actua Month No. SCHOOL PILOT Period Actual Actual Actual Actual Actual Actual Amount Additions/Expenditures 1 Investment (Net of Retirements) -\$880,393 -\$377,810 -\$295.737 -\$1.553.939 2 \$7,631,170 \$105,648,374 3 Depreciation Base \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$8,304,716 \$8,304,716 \$7,926,906 Depreciation Expense (a) \$153.085 \$153.085 \$153.085 \$153.085 \$153,085 \$153.085 \$153,085 \$153.085 \$145,749 \$138,412 \$135,264 \$129.651 \$1.773.756 4 Cumulative Investment (Line 3) \$9,185,108 \$9,185,108 \$9,185,108 \$8,304,716 \$8,304,716 \$7,926,906 \$7,631,170 \$114,833,483 5 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 \$9,185,108 Less: Accumulated Depreciation \$6,058,572 \$6,211,657 \$6,364,742 \$6,517,827 \$6,670,912 \$6,823,997 \$6,977,082 \$7,130,168 \$7,283,253 \$6,548,609 \$6,687,021 \$6,444,475 \$6,278,388 \$85,996,701 6 CWIP Balance Eligible for Return 7 Net Investment (Line 5-6+7) \$3.126.537 \$2.973.452 \$2.820.367 \$2.667.281 \$2.514.196 \$2.361.111 \$2,208,026 \$2.054.941 \$1.901.856 \$1,756,107 \$1,617,695 \$1.482.432 \$1.352.781 \$28.836.781 8 Average Net Investment \$3,049,994 \$2,896,909 \$2,743,824 \$2,590,739 \$2,437,654 \$2,284,569 \$2,131,483 \$1,978,398 \$1,828,981 \$1,686,901 \$1,550,063 \$1,417,606 \$26,597,122 9 10 Return on Average Net Investment a. Equity Component \$12,264 \$11,648 \$11.033 \$10.417 \$9.802 \$8,376 \$6,629 \$6,091 \$9,186 \$7,775 \$7,187 \$5,571 b. Equity Comp. grossed up for taxes \$16.427 \$15.603 \$14.778 \$13.954 \$13.129 \$12.305 \$11.220 \$10.414 \$9.627 \$8.880 \$8.159 \$7.462 \$141.957 (Line 10a/.74655)<sup>(b)</sup> c. Debt Component (c) \$3.409 \$3.238 \$3.067 \$2.896 \$2.725 \$2.554 \$2.362 \$2.192 \$2.027 \$1.869 \$1.718 \$1.571 \$29.628 11 Total Return Requirements (Line 10b+10c) \$19.836 \$18.841 \$17.845 \$16.850 \$15.854 \$14.858 \$13.582 \$12.606 \$11.654 \$10,749 \$9.877 \$9.033 \$171.585 12 Total Depreciation & Return (Line 4+11) \$145,140 \$172,922 \$171,926 \$170,930 \$169,935 \$168,939 \$167,943 \$166,667 \$165,691 \$157,403 \$149,161 \$138,683 \$1,945,341

<sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity.

<sup>(c)</sup> The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

JANUARY THROUGH DECEMBER 2018

Line No.	COMMON EXPENSES	Beginning of Period	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Twelve Month Amount
1	Additions/Expenditures														
2	Investment (Net of Retirements)		-\$683,322				-\$88,694							\$273,366	-\$498,650
3	Depreciation Base	-	\$3,453,862	\$3,453,862	\$3,453,862	\$3,453,862	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,638,534	\$41,010,158
4	Depreciation Expense (a)	_	\$57,564	\$57,564	\$57,564	\$51,627	\$50,888	\$56,086	\$56,086	\$56,086	\$56,086	\$56,086	\$56,086	\$58,364	\$670,090
5	Cumulative Investment (Line 3)	\$4,137,184	\$3,453,862	\$3,453,862	\$3,453,862	\$3,453,862	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,365,168	\$3,638,534	\$45,147,342
6	Less: Accumulated Depreciation	\$2,425,113	\$1,799,355	\$1,856,919	\$1,914,484	\$1,966,111	\$1,304,558	\$1,360,645	\$1,416,731	\$1,472,817	\$1,528,903	\$1,584,989	\$1,641,075	\$1,699,439	\$21,971,139
7	CWIP Balance Eligible for Return														
8	Net Investment (Line 5-6+7)	\$1,712,071	\$1,654,507	\$1,596,943	\$1,539,378	\$1,487,751	\$2,060,610	\$2,004,524	\$1,948,437	\$1,892,351	\$1,836,265	\$1,780,179	\$1,724,093	\$1,939,095	\$23,176,204
9	Average Net Investment		\$1,683,289	\$1,625,725	\$1,568,160	\$1,513,565	\$1,774,180	\$2,032,567	\$1,976,480	\$1,920,394	\$1,864,308	\$1,808,222	\$1,752,136	\$1,831,594	\$21,350,621
10	Return on Average Net Investment														
	a. Equity Component	_	\$6,768	\$6,537	\$6,305	\$6,086	\$7,134	\$8,173	\$7,767	\$7,547	\$7,326	\$7,106	\$6,885	\$7,198	
	<ul> <li>b. Equity Comp. grossed up for taxes (Line 10a/.74655)<sup>(b)</sup></li> </ul>	-	\$9,066	\$8,756	\$8,446	\$8,152	\$9,556	\$10,947	\$10,404	\$10,109	\$9,813	\$9,518	\$9,223	\$9,641	\$113,631
	c. Debt Component (c)	_	\$1,882	\$1,817	\$1,753	\$1,692	\$1,983	\$2,272	\$2,190	\$2,128	\$2,066	\$2,004	\$1,942	\$2,030	\$23,758
11	Total Return Requirements (Line 10b+10c)		\$10,948	\$10,573	\$10,199	\$9,844	\$11,539	\$13,219	\$12,594	\$12,237	\$11,879	\$11,522	\$11,164	\$11,671	\$137,389
12	Total Depreciation & Return (Line 4+11)	-	\$68,512	\$68,138	\$67,763	\$61,471	\$62,427	\$69,305	\$68,680	\$68,323	\$67,965	\$67,608	\$67,251	\$70,035	\$807,479

<sup>(a)</sup> Depreciation expense is based on the "Cradle-to-Grave" method of accounting.

(b) The monthly Equity Component for the Jan - Jun. 2018 period is 4.8251% based on the May 2017 Earnings Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity, and monthly Equity Component for the Jul-Dec. 2018 is 4.7156% based on the 2018 Surveillance Report and reflects a 10.55% return on equity.

(c) The Debt Component for the Jan. - Jun. 2018 period is 1.3413% based on the May 2017 Earnings Surveillance Report and reflects and the Debt Component for the Jul.-Dec.2018 period is 1.3297% based on the May 2018 Earning Surveillance Report.

Equity @ 10.55%	CAPITAL STRUCTURE AND COST RATES PER MAY 2017 EARNINGS SURVEILLANCE REPORT								
	ADJUSTED RETAIL	RATIO	MIDPOINT COST RATES	WEIGHTED COST	PRE-TAX WEIGHTED COST				
LONG_TERM_DEBT SHORT_TERM_DEBT PREFERRED_STOCK CUSTOMER_DEPOSITS COMMON_EQUITY DEFERRED_INCOME_TAX INVESTMENT_TAX_CREDITS ZERO COST WEIGHTED COST	8,578,170,782 876,957,343 0 421,323,778 14,087,418,183 6,860,621,618 0 62,115,684	27.773% 2.839% 0.000% 1.364% 45.610% 22.212% 0.000% 0.201%	4.53% 1.76% 0.00% 2.09% 10.55% 0.00% 0.00% 8.27%	1.26% 0.05% 0.00% 0.03% 4.81% 0.00% 0.00% 0.00%	0.05% 0.00% 0.03% 7.83% 0.00%				
TOTAL	\$30,886,607,389	100.00%	Γ	6.17%	9.20%				

	CALCULATION OF THE WE	IGHTED COST FOR CO	ONVERTIBLE INVES	STMENT TAX CREDIT	TS (C-ITC) (a
	ADJUSTED		COST	WEIGHTED	PRE TAX
	RETAIL	RATIO	RATE	COST	COST
LONG TERM DEBT	\$8,578,170,782	37.85%	4.534%	1.716%	1.716%
PREFERRED STOCK	0	0.00%	0.000%	0.000%	0.000%
COMMON EQUITY	14,087,418,183	62.15%	10.550%	6.557%	10.675%
TOTAL RATIO	\$22,665,588,966	100.00%		8.273%	12.391%
DEBT COMPONENTS:					
LONG TERM DEBT	1.2592%				
SHORT TERM DEBT	0.0501%				
CUSTOMER DEPOSITS	0.0285%				
TAX CREDITS -WEIGHTED	0.0035%				
TOTAL DEBT	1.3413%				
EQUITY COMPONENTS:					
PREFERRED STOCK	0.0000%				
COMMON EQUITY	4.8119%				
TAX CREDITS -WEIGHTED	0.0132%				
TOTAL EQUITY	4.8251%				
TOTAL	6.1663%				
PRE-TAX EQUITY	7.8552%				
PRE-TAX TOTAL	9.1965%				

#### Note:

(a) This capital structure applies only to Convertible Investment Tax Credit (C-ITC)

Equity @ 10.55%			S SURVEILLANCE RE		
	ADJUSTED RETAIL	RATIO	MIDPOINT COST RATES	WEIGHTED COST	PRE-TAX WEIGHTED COST
LONG_TERM_DEBT	9,493,721,402	27.894%	4.33%	1.21%	1.21%
SHORT_TERM_DEBT	1,266,291,093	3.721%	2.42%	0.09%	0.09%
PREFERRED_STOCK	0	0.000%	0.00%	0.00%	0.00%
CUSTOMER_DEPOSITS	403,315,602	1.185%	2.08%	0.02%	0.02%
COMMON_EQUITY	15,115,086,261	44.410%	10.55%	4.69%	6.28%
DEFERRED_INCOME_TAX INVESTMENT_TAX_CREDITS	7,597,792,885	22.323%	0.00%	0.00%	0.00%
ZERO COST	0	0.000%	0.00%	0.00%	0.00%
WEIGHTED COST	159,231,867	0.468%	8.15%	0.04%	0.05%
TOTAL	\$34,035,439,111	100.00%	Γ	6.05%	7.65%

CAPITAL STRUCTURE AND COST RATES PER

	CALCULATION OF THE WE	IGHTED COST FOR CO	ONVERTIBLE INVE	STMENT TAX CREDIT	S (C-ITC) (a)
	ADJUSTED		COST	WEIGHTED	PRE TAX
	RETAIL	RATIO	RATE	COST	COST
LONG TERM DEBT	\$9,493,721,402	38.58%	4.328%	1.670%	1.670%
PREFERRED STOCK	0	0.00%	0.000%	0.000%	0.000%
COMMON EQUITY	15,115,086,261	61.42%	10.550%	6.480%	8.680%
TOTAL	\$24,608,807,663	100.00%		8.150%	10.350%
RATIO	\$24,008,807,003	100.00%		0.150%	10.330 %
NATIO .					
DEBT COMPONENTS:					
LONG TERM DEBT	1.2073%				
SHORT TERM DEBT	0.0900%				
CUSTOMER DEPOSITS	0.0246%				
TAX CREDITS -WEIGHTED	0.0078%				
TOTAL DEBT	1.3297%				
EQUITY COMPONENTS:					
PREFERRED STOCK	0.0000%				
COMMON EQUITY	4.6852%				
TAX CREDITS -WEIGHTED	0.0303%				
TOTAL EQUITY	4.7156%				
TOTAL	6.0452%				
PRE-TAX EQUITY	6.3165%				
PRE-TAX TOTAL	7.6461%				

#### Note:

(a) This capital structure applies only to Convertible Investment Tax Credit (C-ITC)

Reconciliation and Explanation of Differences between Filing and FPSC Audit Report for the Months: January – December 2018

The Audit has not been completed as of the date of this filing

## FPL DSM Program & Pilot Descriptions

FPL's DSM programs are designed to reduce energy consumption and growth of coincident peak demand.

## 1. Residential Home Energy Survey (HES)

This program educates customers on energy efficiency and encourages implementation of recommended practices and measures, even if these are not included in FPL's DSM programs. The HES is also used to identify potential candidates for other FPL DSM programs.

## 2. Residential Ceiling Insulation

This program encourages customers to improve the home's thermal efficiency.

## 3. Residential Load Management (On-Call)

This program allows FPL to turn off certain customer-selected appliances using FPL-installed equipment during periods of extreme demand, capacity shortages or system emergencies.

## 4. Residential Air-Conditioning

This program encourages customers to install high-efficiency central air-conditioning systems.

## 5. Residential New Construction (BuildSmart<sup>®</sup>)

This program encourages builders and developers to design and construct new homes that achieve BuildSmart<sup>®</sup> certification and move towards ENERGY STAR<sup>®</sup> qualifications.

#### 6. Residential Low Income

This program assists low income customers through state Weatherization Assistance Provider (WAP) agencies and FPL-conducted Energy Retrofits.

#### 7. Business On Call

This program allows FPL to turn off customers' direct expansion central air-conditioning units using FPLinstalled equipment during periods of extreme demand, capacity shortages or system emergencies.

#### 8. Cogeneration and Small Power Production

This program facilitates the interconnection and administration of contracts for co-generators and small power producers.

#### 9. Business Lighting

This program encourages customers to install high-efficiency lighting systems.

## 10. Commercial/Industrial Load Control (CILC)

This program allows FPL to control customer loads of 200 kW or greater during periods of extreme demand, capacity shortages or system emergencies. It was closed to new participants as of December 31, 2000. It is available to existing participants who had entered into a CILC agreement as of March 19, 1996.

## 11. Commercial/Industrial Demand Reduction (CDR)

This program allows FPL to control customer loads of 200 kW or greater during periods of extreme demand, capacity shortages or system emergencies.

## FPL DSM Program & Pilot Descriptions (cont'd)

## 12. Business Energy Evaluation (BEE)

This program educates customers on energy efficiency and encourages implementation of recommended practices and measures even if these are not included in FPL's DSM programs. The BEE is also used to identify potential candidates for other FPL DSM programs

## 13. Business Heating, Ventilating & AC (HVAC)

This program encourages customers to install high-efficiency HVAC systems.

## 14. Business Custom Incentive (BCI)

This program encourages customers to install unique high-efficiency technologies not covered by other FPL DSM programs.

## 15. Conservation Research & Development (CRD) Project

This project consists of research studies designed to: identify new energy efficient technologies; evaluate and quantify their impacts on energy, demand and customers; and where appropriate and cost-effective, incorporate an emerging technology into a DSM program.

## 16. Business Photovoltaic for Schools Pilot

Under this pilot, FPL installed photovoltaic (PV) systems and provided supporting educational training and materials for selected schools in most public school districts in FPL's territory to demonstrate and educate students on the practical issues of PV. This pilot was discontinued on December 31, 2015. There will be capital depreciation and return costs for this pilot until 2020 when ownership of the last PV systems is transferred to their respective customers.

#### 17. Common Expenses

For administrative efficiency this includes all costs that are not specifically attributable to a particular program.

## Florida Power & Light Company Program Progress January through December 2018

			Acco	mplishments			
Pgm No	Program Title	2018		Inception through Dec	ember 2018		& Variance v. /Estimate <sup>1</sup>
1	Residential Home Energy Survey	Participants =	66,409	Participants =	3,980,992	Total =	\$15,165,912
						Variance=	\$1,056,627
2	Residential Ceiling Insulation	Participants =	3,378	Participants =	579,096	Total =	\$727,483
						Variance=	(\$156,161
3	Residential Load Management ("On	Participants =	7,771	Participants =	710,643	Total =	\$48,398,610
	Call")					Variance=	(\$1,485,646
4	Residential Air Conditioning	Participants =	23,125	Participants =	1,950,130	Total =	\$4,161,423
						Variance=	(\$571,488
5	Residential New Construction	Participants =	3,514	Participants =	47,528	Total =	\$505,542
	(BuildSmart®)					Variance=	\$6,391
6	Residential Low-Income	Participants =	2,295	Participants =	14,686	Total =	\$353,892
						Variance=	(\$144,306
7	Business On Call	kW =	757	MW =	79	Total =	\$3,634,151
						Variance=	\$29,466
8	Cogeneration & Small Power Production	Firm MW =	444	MW Under Contract =	444	Total =	\$204,379
		GWh Purchased =	1,109	MW Committed =	444	Variance=	\$9,134
		Firm = 4 ; As Availa	ble = 10				
9	Business Lighting	kW =	9,657	kW =	305,864	Total =	\$874,834
						Variance=	(\$83,739
10	Commercial/Industrial Load Control	Closed to new partic	ipants	MW =	466	Total =	\$41,259,144
						Variance=	\$537,732
11	Commercial/Industrial Demand	kW=	38,771	MW =	315	Total =	\$23,565,148
	Reduction					Variance=	(\$411,456
12	Business Energy Evaluation	Participants =	8,510	Participants =	247,509	Total =	\$7,109,236
				-		Variance=	(\$638,091
13	Business Heating, Ventilating & AC	kW =	6,110	kW =	414,741	Total =	\$3,370,841
						Variance=	(\$1,771,767
14	Business Custom Incentive	kW =	621	kW =	54,802	Total =	\$154,927
						Variance=	(\$93,151
15	Conservation Research & Development	Not Applicable		Not Applicable		Total =	\$34,494
						Variance=	(\$109,909)
16	Business Photovoltaic for Schools Pilot	Not Applicable		Not Applicable		Total =	\$1,945,34
						Variance=	\$31,680
17	Common Expenses	Not Applicable		Not Applicable		Total =	\$7,270,472
						Variance=	(\$303,168

Notes: (1) Variance where actuals less than Actual/Estimate shown with ( )

kW and MW reduction are at the generator

Customer	Rate Impact Measure Test (RIM)	Total Resource Cost Test (TRC)	Participant Test
1	1.74	3.08	1.96
2	1.24	3.20	2.84
3	1.32	1.90	1.66
4	1.44	1.71	1.35

# Business Custom Incentive Cost Effectiveness Test Results

#### SCHEDULE CT-6

#### **Customer Name Effective Date Prior Rate** Firm Rate Remarks Customer No. 1 01/19/2018 CILC Not Applicable Account Final Billed Customer No. 2 CILC 06/11/2018 Not Applicable Account Final Billed CILC Customer No. 3 02/28/2018 Not Applicable Account Final Billed Customer No. 4 CILC Not Applicable 08/22/2018 No Longer Qualified Customer No. 5 10/02/2018 CILC Not Applicable Account Final Billed Customer No. 6 10/022018 CILC Not Applicable Account Final Billed Customer No. 7 CILC Not Applicable Account Final Billed 10/02/2018 Customer No. 8 CDR Account Final Billed 03/27/2018 Not Applicable Customer No. 9 03/27/2018 CDR Not Applicable Account Final Billed Customer No. 10 CDR Not Applicable Account Final Billed 03/27/2018 Customer No. 11 03/27/2018 CDR Not Applicable Account Final Billed Customer No. 12 09/20/2018 CDR Not Applicable Account Final Billed

#### Customers that no longer participate on FPL's Commercial/Industrial Load Control (CILC) and Commercial/Industrial Demand Reduction Rates (CDR) (January through December 2018)

#### SCHEDULE CT-6

#### CONSERVATION RESEARCH & DEVELOPMENT ("CRD") PROGRAM

CRD is an umbrella program under which FPL researches a wide variety of new technologies to evaluate their potential for reductions in peak load and energy as well as customer bill savings. Florida's climatic conditions are unique so the studies must reflect the effects of the hot and humid environment. Favorable evaluation results can lead to incorporation in FPL's DSM programs. Examples of technologies that have been included are: Energy Recovery Ventilators; Demand Control Ventilation; and Residential Air Conditioning Duct Plenum Sealing.

FPL partners with the Florida Solar Energy Center ("FSEC") and engineering departments of several Florida universities in its research projects. In 2018, FPL continued its evaluation of next generation load management software and hardware technologies. FPL also participates in relevant co-funded projects through the U.S. Department of Energy ("DOE") and the Electric Power Research Institute ("EPRI"). This co-funding enables FPL to gain learnings from larger research projects at a fraction of the total cost. In 2018, FPL continued its participation in EPRI's on-going readiness assessment of multiple technologies in various stages of development which enables comparisons among these technologies.

**APPENDIX A** 



See how you can save

### Residential

\$300 annual residential customer savings based on the following:

- Replace four 60-Watt standard light bulbs that you use four hours a day with LED bulbs
  - Save \$29 a year
- Replace one 60-Watt standard light bulb that you leave on 12 hours a night for security with an LED bulb
  - Save \$22 a year
- Replace old showerheads with water-efficient models to cut your hot water usage
  - Save \$80 a year in a home with two occupants
- Reduce your water heater temperature by 20 degrees lower the temperature from 140 degrees to 120 degrees
  - Save about \$10 a year
- Turn the fan off when leaving a room savings based on stopping one ceiling fan from running all the time
  - Save about \$85 a year
- Use cold water instead of hot water when using your washing machine
  - Save \$30 a year
- Use a power strip to turn off your desktop computer and accessories when not in use

- Save \$24 a year
- Install a smart thermostat
  - Save \$50 a year on your cooling costs
- Enroll in our On Call<sup>®</sup> Program (/save/programs/on-call.html)
  - Save up to \$137 a year

#### **Business**

\$500 annual business customer savings based on the following:

- \$397 per year, attributed to an average business customer with a 10 ton A/C, replacing a 10 EER with a 12 EER unit, with the unit operating 3,869 hours per year
- \$140 per year, attributed to an average business customer enrolled in the Business On Call<sup>®</sup> program with a 10 ton A/C unit at \$2 per ton per month savings for seven months (April - October)

RADIO

#### SWEEPS RADIO 30:

Es fácil ganarle al calor cuando eres un experto en ahorro de energía.

Ahora, cuando tomas el Estudio Online Residencial de FPL puedes aprender cómo bajar tu cuenta—aun cuando tu aire acondicionado trabaja al máximo para mantenerte fresco.

Además, podrás ganar una renovación de tecnología inteligente para tu hogar valorada en \$10,000.

Para tu chance de ganar, visita FPL.com/GanaleAlCalor

#### **SWEEPS RADIO**:15

Hazte en un experto en ahorro de energía con el Estudio Online Residencial de FPL... y podrás ganar una renovación de tecnología inteligente para tu hogar valorada en \$10,000.

Para tu chance de ganar, visita FPL.com/ GanaleAlCalor

#### RCS :30

Es fácil ganarle al calor cuando te conviertes en un

experto de energía usando las herramientas inteligentes de FPL.

Con el Estudio Online Residencial y la app móvil, puedes aprender

cómo mantener tu cuenta baja -

aun cuando tu aire acondicionado trabaja al máximo para mantenerte fresco.

Y puedes ver tu cuenta proyectada para poder estimarla antes de que te llegue la próxima.

Toma el Estudio Online Residencial en FPL.com/GanaleAlCalor y ahorra hasta \$300 al año.

#### RCS :15

Es fácil ganarle al calor cuando te conviertes en un experto de energía con el Estudio Online Residencial y la app móvil de FPL. Visita FPL.com/GanaleAlCalor y aprende cómo ahorrar hasta \$300 al año.

#### RCS :10

Es fácil ganarle al calor con el Estudio Online Residencial de FPL. Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com/GanaleAlCalor.

#### RCS :05

Toma el Estudio Online Residencial en FPL.com/GanaleAlCalor.

## RADIO SCRIPT |



#### **RCS :30**

It's easy to Beat the Heat when you become an energy saving expert with FPL smart tools. With the Online Home Energy Survey and the FPL Mobile App, you can learn how to keep your bill low even when your A/C is working overtime to keep you cool. And view your Projected Bill to see what your bill might be before it's due, so you can do something about it. Take the Online Home Energy Survey at FPL.com/BeatTheHeat and save up to \$300 a year.

#### <u>RCS :15</u>

It's easy to Beat the Heat when you become an energy saving expert with the Online Home Energy Survey and the FPL Mobile App! Go to FPL.com/BeatTheHeat to see how you could save up to \$300 a year.

#### **RCS :10**

It's easy to Beat the Heat with the Online Home Energy Survey! See how you could save up to \$300 a year at FPL.com/BeatTheHeat.

#### **RCS :05**

Take FPL's Online Home Energy Survey at FPL.com/BeatTheHeat.

## TV & RADIO | English |



BRAND	FPL	DATE	August 16, 2018
CONVERSATION	Sweepstakes TV & Radio		

#### SWEEPS RADIO 30:

It's easy to beat the heat when you become an energy-saving expert.

Now, when you take the Online Home Energy Survey, you can learn how to lower your bill—even when your A/C is working overtime to keep you cool—

PLUS get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

#### SWEEPS RADIO :15

Become an energy expert with the Online Home Energy Survey...and get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

## TV SCRIPT | English |



	ECCR : 30
AVO:	It's easy to Beat the Heat when you become an energy-saving expert.
Dad:	Hey, Lorenzo! Whatcha doing?
Lorenzo:	Saving energy with the FPL mobile app.
AVO:	Now, you can learn how to keep your bill low—even when your A/C is working overtime to keep you cool—
	and view your Projected Bill before it's due, so you can do something about it,
	like take the Online Home Energy Survey!
	Go to FPL.com/BeatTheHeat and see how you can save energy and money.
Grandma:	Save up to \$300 a year!

	ECCR : 15 V1	
AVO:	It's easy to Beat the Heat when you become an energy-saving expert with the FPL mobile app and the Online Home Energy Survey.	
	Go to FPL.com/BeatTheHeat to see how you can save up to \$300 a year!	

#### SWEEPS TV :30

VO: There's a new voice that's helping Floridians everywhere beat the heat.

CUSTOMER: Alexa, ask FPL-how can I lower my FPL bill?

ALEXA: Set your air conditioner to 78 degrees.

VO: Become an energy expert with the Online Home Energy Survey...and get your chance to win a ten-thousand-dollar smart home energy makeover, with energy-efficient upgrades for your home.

CUSTOMER: Who's the energy saving expert now?

ALEXA: Well, that would be you.

VO: For your chance to win, go to FPL.com/BeatTheHeat.

#### SWEEPS TV :15

There's a new voice that's helping Floridians everywhere beat the heat.

Become an energy expert with the Online Home Energy Survey...

and get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

## RADIO SCRIPT |



#### **RCS :30**

It's easy to Beat the Heat when you become an energy saving expert with FPL smart tools. With the Online Home Energy Survey and the FPL Mobile App, you can learn how to keep your bill low even when your A/C is working overtime to keep you cool. And view your Projected Bill to see what your bill might be before it's due, so you can do something about it. Take the Online Home Energy Survey at FPL.com/BeatTheHeat and save up to \$300 a year.

#### <u>RCS :15</u>

It's easy to Beat the Heat when you become an energy saving expert with the Online Home Energy Survey and the FPL Mobile App! Go to FPL.com/BeatTheHeat to see how you could save up to \$300 a year.

#### **RCS :10**

It's easy to Beat the Heat with the Online Home Energy Survey! See how you could save up to \$300 a year at FPL.com/BeatTheHeat.

#### **RCS :05**

Take FPL's Online Home Energy Survey at FPL.com/BeatTheHeat.

## TV & RADIO | English |



BRAND	FPL	DATE	August 16, 2018
CONVERSATION	Sweepstakes TV & Radio		

#### SWEEPS RADIO 30:

It's easy to beat the heat when you become an energy-saving expert.

Now, when you take the Online Home Energy Survey, you can learn how to lower your bill—even when your A/C is working overtime to keep you cool—

PLUS get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

#### SWEEPS RADIO :15

Become an energy expert with the Online Home Energy Survey...and get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

## TV & RADIO SCRIPT |



CLIENT	FPL	DATE	July 11, 2017
PROJECT	Sweeps / RCS / BEE	LENGTH	:30 & :15

#### **BEE TV :30**

There's something smart helping business owners become energy-saving experts.

Now, you can see how your energy use changes over time...

- ... and with the new FPL mobile app, you can view your projected bill before it's due...
- ...and then go online to find new ways to save...
- ... by scheduling a free, in-person Business Energy Evaluation.

Schedule your evaluation today at FPL.com/BizEasyToSave...

... and see how our smart tools can help you save up to \$500 a year.

#### **BEE TV :15**

There's something smart helping business owners become energy-saving experts.

With FPL smart tools and the new FPL mobile app, you can find new ways to save.

Schedule a free Business Energy Evaluation today...

...to see how you can save up to \$500 a year.

	ECCR : 30	
AVO:	Es fácil ganarle al calor cuando te conviertes en un experto de energía.	
	Ahora puedes aprender cómo mantener tu cuenta baja – aun cuando tu aire acondicionado está trabajando al máximo para mantenerte fresco.	
	Puedes ver un estimado de tu cuenta proyectada, para hacer algo al respecto, si es necesario	
	¡Como tomar el Estudio Online Residencial!	
	Visita FPL.com diagonal Ganale Al Calor y aprende cómo puedes ganarle al calor y a tu cuenta.	

	ECCR : 15 V1	
AVO:	Es fácil ganarle al calor cuando te conviertes en un experto de energía con la app móvil y con el Estudio Online Residencial de FPL.	
	/isita FPL.com diagonal Ganale Al Calor y aprende cómo ahorrar hasta \$300 al año.	

#### SPA Sweeps :15

¡Hazte un experto en ahorro de energía con el Estudio Online Residencial de FPL! Participa y podrás ganar una renovación de tecnología inteligente para tu hogar valorada en \$10,000.

Aprende más en FPL.com/GanaleAlCalor

## TV SCRIPT | English |



	ECCR : 30
AVO:	It's easy to Beat the Heat when you become an energy-saving expert.
Dad:	Hey, Lorenzo! Whatcha doing?
Lorenzo:	Saving energy with the FPL mobile app.
AVO:	Now, you can learn how to keep your bill low—even when your A/C is working overtime to keep you cool—
	and view your Projected Bill before it's due, so you can do something about it,
	like take the Online Home Energy Survey!
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Grandma:	Save up to \$300 a year!

	ECCR : 15 V1	
AVO:	It's easy to Beat the Heat when you become an energy-saving expert with the FPL mobile app and the Online Home Energy Survey. Go to FPL.com/BeatTheHeat to see how you can save up to \$300 a year!	

#### SWEEPS TV :30

VO: There's a new voice that's helping Floridians everywhere beat the heat.

CUSTOMER: Alexa, ask FPL-how can I lower my FPL bill?

ALEXA: Set your air conditioner to 78 degrees.

VO: Become an energy expert with the Online Home Energy Survey...and get your chance to win a ten-thousand-dollar smart home energy makeover, with energy-efficient upgrades for your home.

CUSTOMER: Who's the energy saving expert now?

ALEXA: Well, that would be you.

VO: For your chance to win, go to FPL.com/BeatTheHeat.

#### SWEEPS TV :15

There's a new voice that's helping Floridians everywhere beat the heat.

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## TV SCRIPT | English |



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For your chance to win, visit FPL.com/BeatTheHeat



#### RCS :30 Radio

Floridians everywhere are turning into energy experts with new smart tools from FPL. With your online energy dashboard and the new FPL mobile app, you can stay on top of your energy use, anytime, anywhere. And with the new Projected Bill feature... you have time to learn how to save even more! Take the Online Home Energy Survey at FPL.com/EasyToSave and you could save up to \$300 a year.

#### RCS :15 Radio

Floridians everywhere are turning into energy experts with new smart tools from FPL and the Online Home Energy Survey! Learn how you could save up to \$300 a year at FPL.com/EasyToSave.

#### RCS :10 Radio

Floridians everywhere are turning into energy experts with the Online Home Energy Survey! Learn how you could save up to \$300 a year at FPL.com/EasyToSave.

#### RCS :05 Radio

Take the FPL Online Home Energy Survey at FPL.com/EasyToSave.

#### RCS :30 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía con las nuevas herramientas inteligentes de FPL.

Con tu panel personal de energía y la nueva app de FPL,

puedes revisar tu uso de energía, cuando sea y donde sea.

Y hasta poder estimar tu cuenta...

...para aprender como ahorrar aún más!

Toma el Estudio Online Residencial en FPL.com diagonal Ahorros y puedes ahorrar hasta \$300 al año.

#### RCS :15 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía con las nuevas herramientas inteligentes de FPL y el Estudio Online Residencial.

Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com diagonal Ahorros

#### RCS :10 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía. Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com diagonal Ahorros.

#### RCS :05 RADIO SPA

Toma el Estudio Online Residencial hoy en FPL.com diagonal Ahorros.

## TV & RADIO SCRIPTS |



CLIENT	FPL	DATE	July 6, 2017
PROJECT	ECCR / Sweeps	LENGTH	:30

#### **RCS 1: NEIGHBORS TV :30**

Floridians everywhere are turning into energy experts with new smart tools from FPL.

Now, you can stay on top of your energy use, anytime, anywhere.

You can even see what your bill will be...

...so you have time if you need to do something about it.

Like take the Online Home Energy Survey to learn how to save up to \$300 a year.

See what everyone is talking about and take the survey today at FPL.com/EasyToSave!

#### **RCS: NEIGHBORS TV :15 V1**

Floridians everywhere are turning into energy experts with new smart tools from FPL.

Now, you can stay on top of your energy use, anytime, anywhere.

And take Online Home Energy Survey at FPL.com/EasyToSave to learn how to save up to \$300 a year.

#### Sweeps TV :30

VO: There's a new voice that's turning Floridians everywhere into energy experts.

CUSTOMER: Alexa, ask FPL—how can I lower my FPL bill?

ALEXA: Set your air conditioner to 78 degrees.

VO: And now, with the Online Home Energy Survey, you can get your chance to win weekly prizes including the new ecobee4 smart thermostat, with Amazon Alexa—and a ten-thousand-dollar grand prize!

CUSTOMER: Who's the energy saving expert now?

ALEXA: Well, that would be you.

VO: For your chance to win, visit FPL.com/EasyToSave.

#### Sweeps TV :15

VO: FPL smart tools are turning Floridians everywhere into energy experts.



VO: And now, with the Online Home Energy Survey, you can get your chance to win weekly prizes and a tenthousand-dollar grand prize!

VO: For your chance to win, visit FPL.com/EasyToSave.



#### **RCS 1: NEIGHBORS : 30 TV SPA**

La gente de la Florida se están convirtiendo en expertos de energía con las nuevas herramientas inteligentes de FPL.

Ahora, puedes revisar tu uso de energía, cuando sea y donde sea.

Hasta puedes ver un estimado de tu cuenta...

...y así tienes tiempo para hacer algo al respecto, si es necesario-

-como tomar el Estudio Online Residencial y aprender cómo ahorrar hasta \$300 al año.

¡Completa el estudio hoy en FPL.com diagonal Ahorros!

#### **RCS: NEIGHBORS TV :15 SPA**

Algo está convirtiendo a personas en todas partes en expertos de energía.

Ahora con FPL, puedes revisar tu uso de energía, cuando sea y donde sea.

Y tomar el Estudio Online Residencial para aprender cómo ahorrar hasta \$300 al año.

#### RCS: ALEXA + SWEEPSTAKES :15 TV SPA

Ahorrar energía es su propio premio.

Cuando tomas el Estudio Online Residencial...puedes ganar premios semanales...y un premio mayor valorado en \$10,000 dólares!

Para tu chance de ganar, visita FPL.om/Ahorros

## TV & RADIO SCRIPTS |



CLIENT	FPL	DATE	July 6, 2017
PROJECT	ECCR / Sweeps	LENGTH	:30

#### **RCS 1: NEIGHBORS TV :30**

Floridians everywhere are turning into energy experts with new smart tools from FPL.

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Like take the Online Home Energy Survey to learn how to save up to \$300 a year.

See what everyone is talking about and take the survey today at FPL.com/EasyToSave!

#### **RCS: NEIGHBORS TV :15 V1**

Floridians everywhere are turning into energy experts with new smart tools from FPL.

Now, you can stay on top of your energy use, anytime, anywhere.

And take Online Home Energy Survey at FPL.com/EasyToSave to learn how to save up to \$300 a year.

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VO: For your chance to win, visit FPL.com/EasyToSave.

#### RCS :30 Radio

Floridians everywhere are turning into energy experts with new smart tools from FPL. With your online energy dashboard and the new FPL mobile app, you can stay on top of your energy use, anytime, anywhere. And with the new Projected Bill feature... you have time to learn how to save even more! Take the Online Home Energy Survey at FPL.com/EasyToSave and you could save up to \$300 a year.

#### RCS :15 Radio

Floridians everywhere are turning into energy experts with new smart tools from FPL and the Online Home Energy Survey! Learn how you could save up to \$300 a year at FPL.com/EasyToSave.

#### RCS :10 Radio

Floridians everywhere are turning into energy experts with the Online Home Energy Survey! Learn how you could save up to \$300 a year at FPL.com/EasyToSave.

#### RCS :05 Radio

Take the FPL Online Home Energy Survey at FPL.com/EasyToSave.

#### RCS :30 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía con las nuevas herramientas inteligentes de FPL.

Con tu panel personal de energía y la nueva app de FPL,

puedes revisar tu uso de energía, cuando sea y donde sea.

Y hasta poder estimar tu cuenta...

...para aprender como ahorrar aún más!

Toma el Estudio Online Residencial en FPL.com diagonal Ahorros y puedes ahorrar hasta \$300 al año.

#### RCS :15 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía con las nuevas herramientas inteligentes de FPL y el Estudio Online Residencial.

Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com diagonal Ahorros

#### RCS :10 Radio SPA

La gente de la Florida se están convirtiendo en expertos de energía. Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com diagonal Ahorros.

#### RCS :05 RADIO SPA

Toma el Estudio Online Residencial hoy en FPL.com diagonal Ahorros.

#### RCS 1: NEIGHBORS :30

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Hasta puedes ver un estimado de tu cuenta...

...y así tienes tiempo para hacer algo al respecto, si es necesario-

-como tomar el Estudio Online Residencial y aprender cómo ahorrar hasta \$300 al año.

¡Completa el estudio hoy en FPL.com diagonal Ahorros!

#### RCS: NEIGHBORS TV :15

Algo está convirtiendo a personas en todas partes en expertos de energía.

Ahora con FPL, puedes revisar tu uso de energía, cuando sea y donde sea.

Y tomar el Estudio Online Residencial para aprender cómo ahorrar hasta \$300 al año.

## RADIO SCRIPT |



CLIENT	FPL	DATE	July 2, 2018
PROJECT	RCS Radio – Beat the Heat	LENGTH	:30, :15, :10, :05

#### **RCS :30**

It's easy to Beat the Heat

when you become an energy saving expert with FPL smart tools.

With the Online Home Energy Survey and the FPL Mobile App,

you can learn how to keep your bill low-

even when your A/C is working overtime to keep you cool.

And view your Projected Bill to see what your bill might be before it's due,

so you can do something about it.

Take the Online Home Energy Survey at FPL.com/BeatTheHeat and save up to \$300 a year.

#### <u>RCS :15</u>

It's easy to Beat the Heat when you become an energy saving expert with the Online Home Energy Survey and the FPL Mobile App! Go to FPL.com/BeatTheHeat to see how you could save up to \$300 a year.

#### **RCS :10**

It's easy to Beat the Heat with the Online Home Energy Survey! See how you could save up to \$300 a year at FPL.com/BeatTheHeat.

#### <u>RCS :05</u>

Take FPL's Online Home Energy Survey at FPL.com/BeatTheHeat.

## RADIO SCRIPT |



CLIENT	FPL	DATE	July 2, 2018
PROJECT	RCS Radio – Beat the Heat	LENGTH	:30, :15, :10, :05

#### <u>RCS :30</u>

Es fácil ganarle al calor cuando te conviertes en un experto de energía usando las herramientas inteligentes de FPL. Con el Estudio Online Residencial y la app móvil, puedes aprender cómo mantener tu cuenta baja – aun cuando tu aire acondicionado trabaja al máximo para mantenerte fresco. Y puedes ver tu cuenta proyectada para poder estimarla antes de que te llegue la próxima. Toma el Estudio Online Residencial en FPL.com/GanaleAlCalor y ahorra hasta \$300 al año.

#### <u>RCS :15</u>

Es fácil ganarle al calor cuando te conviertes en un experto de energía con el Estudio Online Residencial y la app móvil de FPL. Visita FPL.com/GanaleAlCalor y aprende cómo ahorrar hasta \$300 al año.

#### **RCS :10**

Es fácil ganarle al calor con el Estudio Online Residencial de FPL. Aprende cómo puedes ahorrar hasta \$300 al año en FPL.com/GanaleAlCalor.

#### <u>RCS :05</u>

Toma el Estudio Online Residencial en FPL.com/GanaleAlCalor.

	ECCR : 30	
AVO:	Es fácil ganarle al calor cuando te conviertes en un experto de energía. Ahora puedes aprender cómo mantener tu cuenta baja – aun cuando tu aire acondicionado está trabajando al máximo para mantenerte fresco.	
	Puedes ver un estimado de tu cuenta proyectada, para hacer algo al respecto, si es necesario	
	¡Como tomar el Estudio Online Residencial!	
	Visita FPL.com diagonal Ganale Al Calor y aprende cómo puedes ganarle al calor y a tu cuenta.	

	ECCR : 15 V1	
AVO:	Es fácil ganarle al calor cuando te conviertes en un experto de energía con la app móvil y con el Estudio Online Residencial de FPL.	
	Visita FPL.com diagonal Ganale Al Calor y aprende cómo ahorrar hasta \$300 al año.	

#### SPA Sweeps :15

¡Hazte un experto en ahorro de energía con el Estudio Online Residencial de FPL! Participa y podrás ganar una renovación de tecnología inteligente para tu hogar valorada en \$10,000.

Aprende más en FPL.com/GanaleAlCalor

## TV & RADIO | English |



BRAND	FPL	DATE	August 16, 2018
CONVERSATION	Sweepstakes TV & Radio		

#### SWEEPS RADIO 30:

It's easy to beat the heat when you become an energy-saving expert.

Now, when you take the Online Home Energy Survey, you can learn how to lower your bill—even when your A/C is working overtime to keep you cool—

PLUS get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

#### SWEEPS RADIO :15

Become an energy expert with the Online Home Energy Survey...and get your chance to win a \$10,000 smart home energy makeover.

For your chance to win, visit FPL.com/BeatTheHeat

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Florida

## FPL IS TURNING BUSINESS OWNERS ACROSS FLORIDA INTO ENERGY EXPERTS.

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With new smart tools and a free Business Energy Evaluation, you can become an energy expert and learn new ways to help you save up to \$500 a year! See how at FPL.com/BizEasyToSave. Projected Bill \$102.61

CHANGING THE CURRENT.

20240012-EG

30

Total Service Days

Periodic

85

## Let our smart tools help you save energy and money like an expert.

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Projected Bill \$102.61

\$5.86

30

Now, you can see how your energy use changes over time, view your projected bill before it's due, and find new ways to save, by scheduling a free in-person Business Energy Evaluation. Schedule your evaluation today at **FPL.com/BizEasyToSave** and see how you can save up to \$500 a year. 85°

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## Enter to win a **\$10,000** Smart Home Energy Makeover.

Plus Weekly Energy-Saving Prizes!



With FPL's Smart Home Energy Sweepstakes, you'll be entered to win weekly energy-saving prizes that can help keep your bill low, plus the chance to win an even bigger prize—a \$10,000 Smart Home Energy Makeover!

Go to **FPL.com/EasyToSave** to take the Online Home Energy Survey by October 31, 2017 and you could be our next winner.



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## semanales!

Con el Sorteo de Tecnología Inteligente de FPL, puedes ganar premios semanales que te ayudarán a ahorrar energía y mantener tu cuenta baja, además la oportunidad de ganar un premio aún más grande una Renovación de Tecnología Inteligente valorada en \$10,000.

Visita **FPL.com/Ahorros** para tomar el Estudio Online Residencial antes del 31 de octubre del 2017 y tu podrás ser el próximo ganador.



ecobee y todas las marcas y logotipos relacionados son marcas comerciales de ecobee Inc. Amazon, Alexa y todos los logotipos y marcas animadas de Amazon.com, Inc. o sus afiliados.

FPL 001437 20240012-EG

# Bent Heat like an expert.

89°

Avg. Temp (°F)

Total Service Days

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## Learn how to lower your bill when temperatures are high.

Hot days mean your A/C is working overtime to cool your home. With FPL smart tools and the FPL Mobile App, you can find new ways to save energy and money to keep your bill in check. Take the Online Home Energy Survey to see how you can

save up to \$300 a year!



## FPL.com/BeatTheHeat

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## OUR ENERGY EXPERTS CAN HELP YOU BECOME AN EXPERT, TOO.

FPL smart tools and a free Business Energy Evaluation can help your business save up to \$500 a year. Schedule your evaluation today at FPL.com/BizEasyToSave.

Save up to 5000 a year.

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89

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Total Service Days



Hot days mean your A/C is working overtime to keep you cool. With FPL smart tools and the FPL Mobile App, you can find new ways to save energy and money to keep your bill in check. Take the Online Home Energy Survey to see how you can

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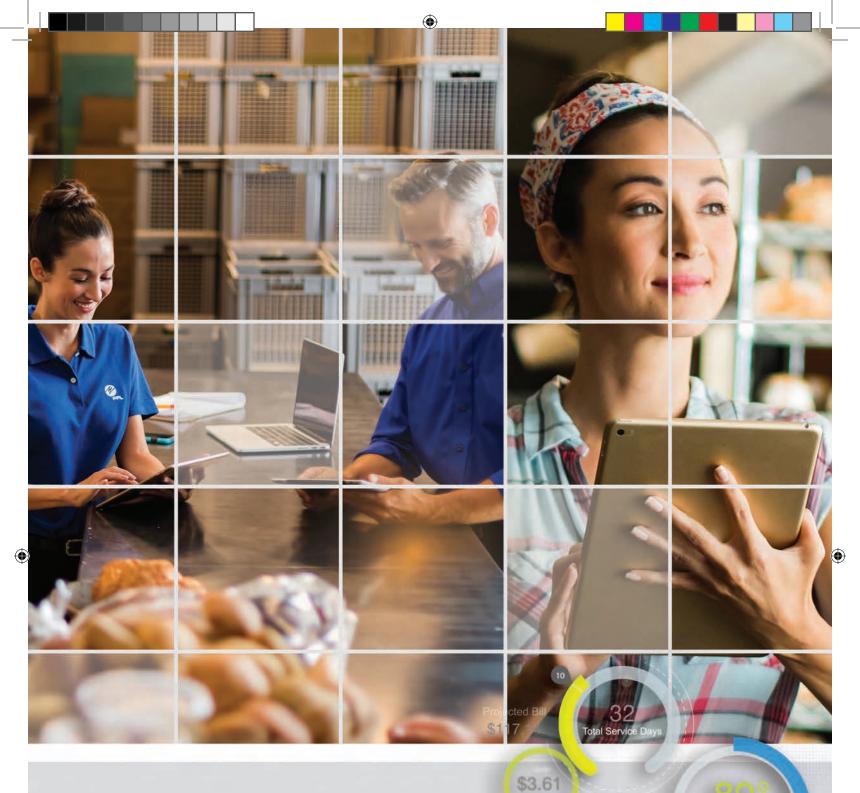
save up to \$

FPL.com/BeatTheHeat

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## FPL IS TURNING BUSINESS OWNERS INTO ENERGY EXPERTS.

With new smart tools and a free Business Energy Evaluation, you can learn how to become an energy expert and how to save up to \$500 a year! Schedule your evaluation today at **FPL.com/BizEasyToSave**.



## Bunde al Caler

## Aprende cómo puedes bajar tu cuenta cuando las temperaturas están altas.

Un día caluroso significa que tu aire acondicionado estará trabajando al máximo para refrescar tu hogar. Con las herramientas inteligentes y la aplicación móvil de FPL, puedes encontrar nuevas formas para ahorrar energía y dinero, y mantener tu cuenta bajo control. ¡Toma el Estudio Online Residencial para ver cómo puedes ahorrar

> hasta \$300 al año.



FPL.com/GanaleAlCalor

## Learn how to lower your bill when temperatures are high.

Hot days mean your A/C is working overtime to cool your home. With FPL smart tools and the FPL mobile app, you can find new ways to save energy and money to keep your bill in check. Take the Online Home Energy Survey to see how you can

save up to \$300 a year!



FPL.com/BeatTheHeat

Beatsheat

## GANA UNA Renovación de Jecnología Inteligente de \$10,000



-2

## Visita FPL.com/GanaleAlCalor y toma el Estudio Online Residencial para tu chance de ganar.



FPL 001444 20240012-EG

## WIN A \$10,000 \$10,000 Smart Home Energy Makeover



## Visit **FPL.com/BeatTheHeat** and take the **Online Home Energy Survey** for your chance to win.



FPL 001445 20240012-EG

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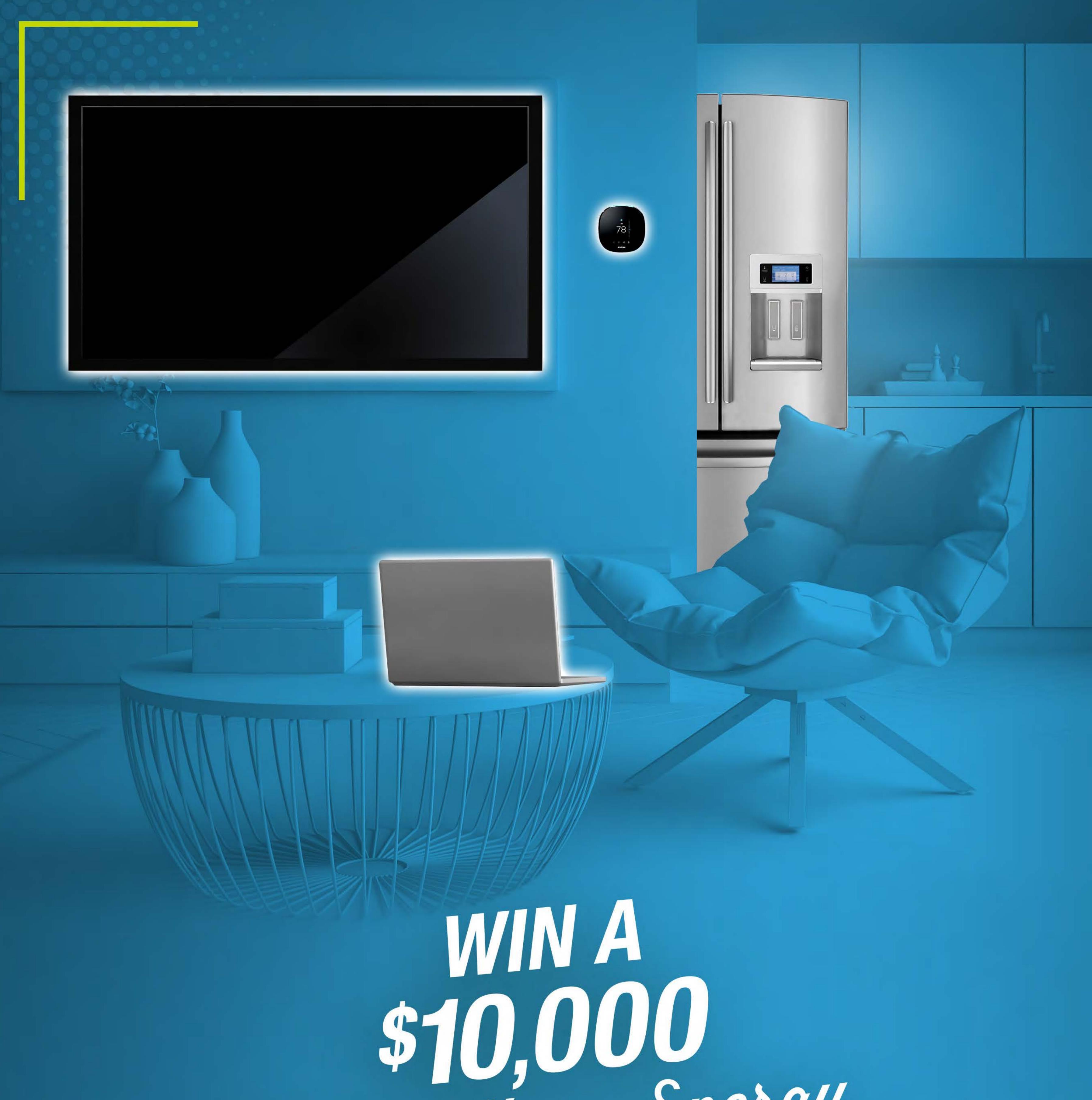
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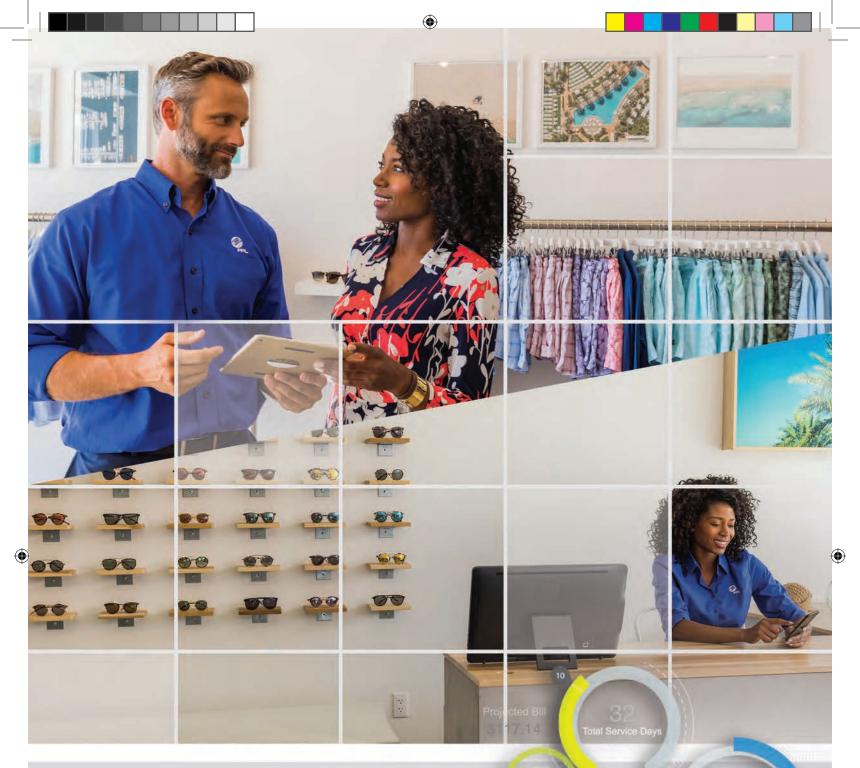
## Smart Home Energy Makeover



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Total Service Days

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¡Gánale al calor y ahorra como un experto tomando el Estudio Online Residencial!



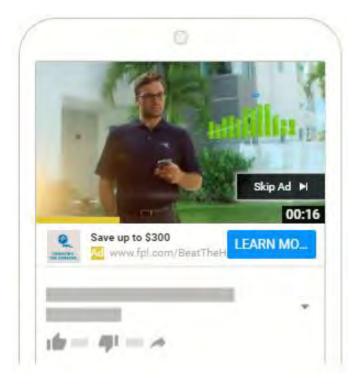
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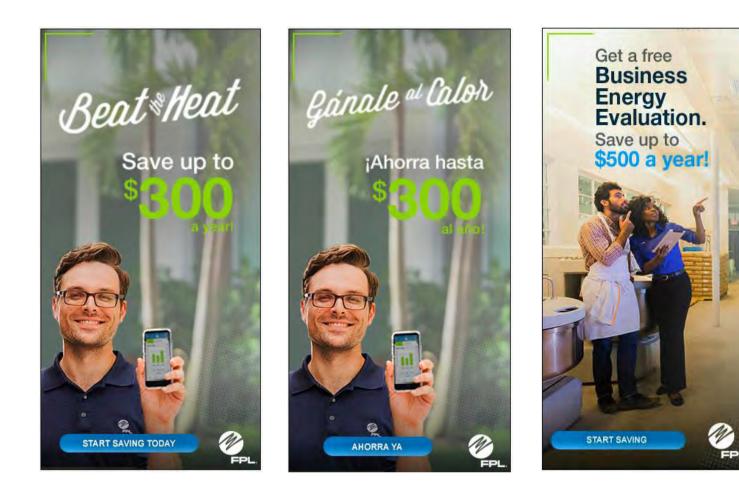
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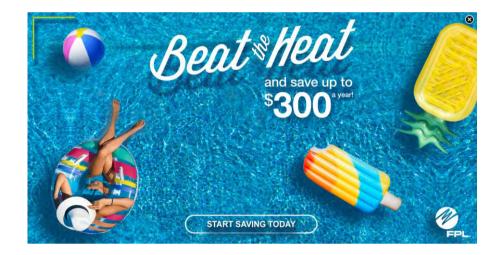
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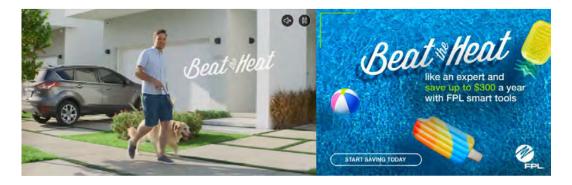




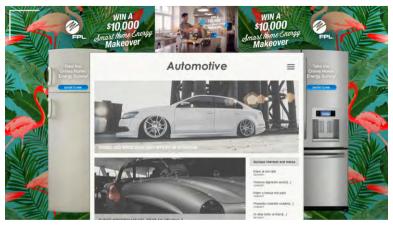
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Post-Content Masthead



Site Skin

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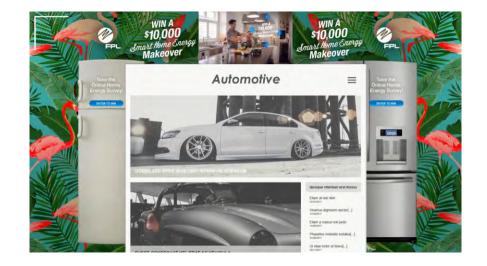


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## Fan Fixes for Summer

The A/C is on but it's still too hot! Learn how proper fan usage can help you beat the heat like an energy expert.





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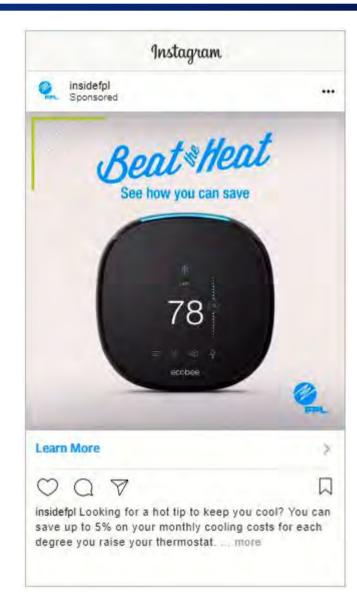
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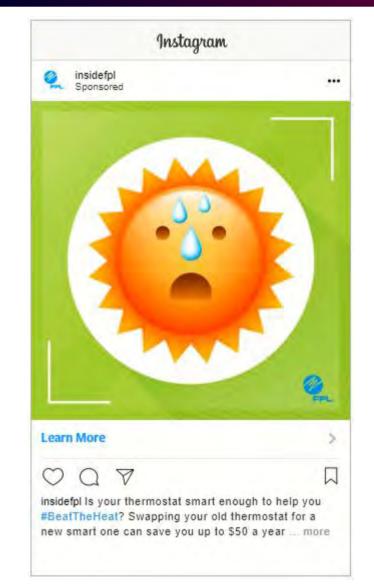




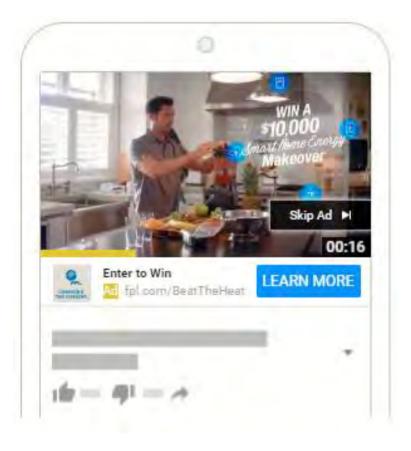
Here's another tip to <u>#BeatTheHeat</u> and chill your bill - put motion detectors on outside lights to help you cut down on energy use. https://bit.ly/2wQIsxJ

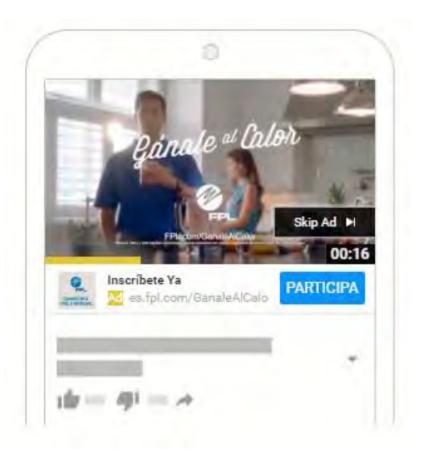
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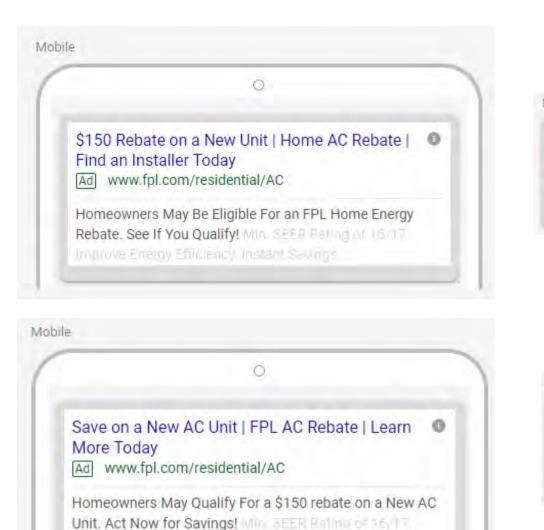


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