

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

DOCKET NO. 20210002-EG  
DETERMINATION OF CONSERVATION COSTS RECOVERY FACTOR

Direct Testimony (Final True Up) of  
CURTIS D. YOUNG

On Behalf of  
FLORIDA PUBLIC UTILITIES COMPANY

1 Q. Please state your name and business address.

2 A. Curtis D. Young: my business address is 1635 Meathe Drive, West Palm  
3 Beach, Florida 33411.

4 Q. By whom are you employed and in what capacity?

5 A. I am employed by Florida Public Utilities Company as a Senior Regulatory  
6 Analyst.

7 Q. What is the purpose of your testimony at this time?

8 A. To advise the Commission of the actual over/under recovery of the  
9 Conservation Program costs for the period January 1, 2020 through December  
10 31, 2020 as compared to the true-up amounts previously reported for that  
11 period which were based on six months actual and six months estimated data.

12 Q. Please state the actual amount of over/under recovery of Conservation  
13 Program costs for the Consolidated Electric Divisions of Florida Public  
14 Utilities Company for January 1, 2020 through December 31, 2020.

15 A. The Company under-recovered \$190,283 during that period. This amount is  
16 substantiated on Schedule CT-3, page 2 of 3, Energy Conservation  
17 Adjustment.

18 Q. How does this amount compare with the estimated true-up amount which was  
19 allowed by the Commission during the November 2020 hearing?

1 A. The cost recovery factors approved by the Commission in Docket No.  
2 20200002-EG were based upon an anticipated under-recovery of \$224,441 as  
3 of December 31, 2020.

4 Q. Have you prepared any exhibits at this time?

5 A. We have prepared and pre-filled Schedules CT-1, CT-2, CT-3, CT-4, CT-5  
6 and CT-6 (Composite Exhibit CDY-1).

7 Q. Does this conclude your testimony?

8 A. Yes.

COMPANY: FLORIDA PUBLIC UTILITIES - CONSOLIDATED ELECTRIC  
CONSERVATION ADJUSTMENT TRUE-UP

SCHEDULE CT-1  
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FOR MONTHS    January-20    THROUGH    December-20

1.	ADJUSTED END OF PERIOD TOTAL NET TRUE-UP		
2.	FOR MONTHS        January-20        THROUGH    December-20		
3.	END OF PERIOD NET TRUE-UP		
4.	PRINCIPAL	<u>188,907</u>	
5.	INTEREST	<u>1,376</u>	<u>190,283</u>
6.	LESS PROJECTED TRUE-UP		
7.	November-20        (DATE) HEARINGS		
8.	PRINCIPAL	<u>223,045</u>	
9.	INTEREST	<u>1,396</u>	<u>224,441</u>
10.	ADJUSTED END OF PERIOD TOTAL TRUE-UP		<u><u>(34,158)</u></u>

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COMPANY: FLORIDA PUBLIC UTILITIES - CONSOLIDATED ELECTRIC

SCHEDULE CT-2

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ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS  
ACTUAL VS PROJECTED

	FOR MONTHS	January-20	THROUGH	December-20	
		<u>ACTUAL</u>		<u>PROJECTED*</u>	<u>DIFFERENCE</u>
1.	LABOR/PAYROLL	387,700		370,866	16,834
2.	ADVERTISING	40,488		83,733	(43,245)
3.	LEGAL	31,604		44,868	(13,264)
4.	OUTSIDE SERVICES/CONTRACT	259,053		220,397	38,656
5.	VEHICLE COST	18,697		19,115	(418)
6.	MATERIAL & SUPPLIES	5,303		6,505	(1,202)
7.	TRAVEL	13,078		34,015	(20,937)
8.	GENERAL & ADMIN	0		0	0
9.	INCENTIVES	13,240		27,941	(14,701)
10.	OTHER	12,980		11,975	1,005
11.	SUB-TOTAL	782,143		819,415	(37,272)
12.	PROGRAM REVENUES				
13.	TOTAL PROGRAM COSTS	782,143		819,415	(37,272)
14.	LESS: PRIOR PERIOD TRUE-UP	200,048		200,048	0
15.	AMOUNTS INCLUDED IN RATE BASE				
16.	CONSERVATION ADJ REVENUE	(793,283)		(796,418)	3,135
17.					
18.	TRUE-UP BEFORE INTEREST	188,907		223,045	(34,138)
19.	ADD INTEREST PROVISION	1,376		1,396	(20)
20.	END OF PERIOD TRUE-UP	190,283		224,441	(34,158)

() REFLECTS OVERRECOVERY

\* 6 MONTHS ACTUAL AND 6 MONTHS PROJECTED

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SCHEDULE CT-2  
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ACTUAL CONSERVATION PROGRAM COSTS PER PROGRAM

FOR MONTHS January-20 THROUGH December-20

PROGRAM NAME	LABOR & PAYROLL	ADVERTISING	LEGAL	OUTSIDE SERVICES	VEHICLE COST	MATERIALS & SUPPLIES	TRAVEL	GENERAL & ADMIN.	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. Common	368,482	18,123	31,604	196,316	17,215	5,135	11,510	0	0	11,916	660,301		660,301
2. Residential Energy Survey	16,479	5,357	0	15,180	1,256	144	1,319	0	0	846	40,580		40,580
3. Loan Program (discontinued but remains open)											0		0
4. Commercial Energy Survey	0	0	0	0	0	0	0	0	0	0	0		0
5. Low Income Education	0	863	0	0	0	0	0	0	0	0	863		863
6. Commercial Heating & Cooling Upgrade	0	1,892	0	0	0	0	0	0	0	0	1,892		1,892
7. Residential Heating & Cooling Upgrade	352	8,482	0	0	37	3	4	0	13,240	7	22,123		22,123
8. Commercial Indoor Efficient Lighting Rebate	0	0	0	0	0	0	0	0	0	0	0		0
9. Commercial Window Film Installation Program	0	0	0	0	0	0	0	0	0	0	0		0
10. Commercial Chiller Upgrade Program	0	1,892	0	0	0	0	0	0	0	0	1,892		1,892
11. Solar Water Heating Program	0	0	0	0	0	0	0	0	0	0	0		0
12. Solar Photovoltaic Program	0	0	0	0	0	0	0	0	0	0	0		0
13. Electric Conservation Demonstration and Development	167	0	0	47,250	13	3	2	0	0	0	47,435		47,435
14. Commercial Reflective Roof	0	3,462	0	307	0	0	0	0	0	0	3,769		3,769
15. Commercial Energy Consultant	2,221	419	0	0	176	19	242	0	0	211	3,287		3,287
											0		0
TOTAL ALL PROGRAMS	387,700	40,488	31,604	259,053	18,697	5,303	13,078	0	13,240	12,980	782,143	0	782,143

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## COMPANY: FLORIDA PUBLIC UTILITIES - CONSOLIDATED ELECTRIC

SCHEDULE CT-2  
PAGE 3 OF 3CONSERVATION COSTS PER PROGRAM--VARIANCE ACTUAL VS PROJECTED  
VARIANCE ACTUAL VS PROJECTED

FOR MONTHS January-20 THROUGH December-20

PROGRAM NAME	LABOR & PAYROLL	ADVERTISING	LEGAL	OUTSIDE SERVICES	VEHICLE COST	MATERIALS & SUPPLIES	TRAVEL	GENERAL & ADMIN.	INCENTIVES	OTHER	SUB TOTAL	PROGRAM REVENUES	TOTAL
1. Common	39,423	(15,150)	(13,264)	13,611	1,124	82	(16,598)	0	0	1,210	10,438		10,438
2. Residential Energy Survey	(16,016)	(505)	0	(880)	(1,087)	(719)	(2,334)	0	0	(122)	(21,664)		(21,664)
3. Loan Program (discontinued but remains open)											0		0
4. Commercial Energy Survey	0	0	0	0	0	0	0	0	0	0	0		0
5. Low Income Education	(500)	(2,250)	0	0	0	(250)	(50)	0	0	0	(3,050)		(3,050)
6. Commercial Heating & Cooling Upgrade	(250)	(11,983)	0	(250)	(50)	(50)	(50)	0	(750)	0	(13,383)		(13,383)
7. Residential Heating & Cooling Upgrade	(648)	(8,809)	0	(250)	(13)	(47)	(1,496)	0	(8,526)	(43)	(19,834)		(19,834)
8. Commercial Indoor Efficient Lighting Rebate	0	0	0	0	0	0	0	0	0	0	0		0
9. Commercial Window Film Installation Program	0	0	0	0	0	0	0	0	0	0	0		0
10. Commercial Chiller Upgrade Program	(250)	(1,483)	0	0	(50)	(50)	(50)	0	(1,500)	0	(3,383)		(3,383)
11. Solar Water Heating Program	0	0	0	0	0	0	0	0	0	0	0		0
12. Solar Photovoltaic Program	0	0	0	0	0	0	0	0	0	0	0		0
13. Electric Conservation Demonstration and Development	(1,333)	(500)	0	26,925	(37)	(47)	(73)	0	0	0	24,935		24,935
14. Commercial Reflective Roof	(500)	(1,983)	0	(250)	(100)	0	(50)	0	(3,925)	(25)	(6,833)		(6,833)
15. Commercial Energy Consultant	(3,091)	(581)	0	(250)	(205)	(120)	(237)	0	0	(15)	(4,500)		(4,500)
TOTAL ALL PROGRAMS	16,834	(43,245)	(13,264)	38,656	(418)	(1,202)	(20,937)	0	(14,701)	1,005	(37,272)	0	(37,272)

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COMPANY: FLORIDA PUBLIC UTILITIES - CONSOLIDATED ELECTRIC

SCHEDULE CT-3

PAGE 1 OF 3

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION

SUMMARY OF EXPENSES BY PROGRAM BY MONTH

FOR MONTHS January-20 THROUGH December-20

A. CONSERVATION EXPENSE BY PROGRAM		JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1.	Common	56,503	103,565	65,425	36,425	84,527	57,918	40,596	39,256	39,896	50,133	41,871	44,186	660,301
2.	Residential Energy Survey	5,624	6,288	2,357	2,704	1,260	1,260	1,646	5,051	7,885	3,547	2,305	653	40,580
3.	Loan Program (discontinued but remains open)													0
4.	Commercial Energy Survey	-	-	-	-	-	-	-	-	-	-	-	-	0
5.	Low Income Education	-	-	863	-	-	-	-	-	-	-	-	-	863
6.	Commercial Heating & Cooling Upgrade	533	71	71	89	172	439	71	71	71	71	71	163	1,892
7.	Residential Heating & Cooling Upgrade	679	5,240	2,219	928	549	1,942	2,959	282	3,572	724	2,866	163	22,123
8.	Commercial Indoor Efficient Lighting Rebate	-	-	-	-	-	-	-	-	-	-	-	-	0
9.	Commercial Window Film Installation Program	-	-	-	-	-	-	-	-	-	-	-	-	0
10.	Commercial Chiller Upgrade Program	533	71	71	89	172	439	71	71	71	71	71	163	1,892
11.	Solar Water Heating Program	-	-	-	-	-	-	-	-	-	-	-	-	0
12.	Solar Photovoltaic Program	-	-	-	-	-	-	-	-	-	-	-	-	0
13.	Electric Conservation Demonstration and Development	-	-	-	-	-	-	14,175	16,538	16,538	-	185	-	47,435
14.	Commercial Reflective Roof	815	378	378	396	172	1,113	71	71	71	71	71	163	3,769
15.	Commercial Energy Consultant	174	1,539	424	-	-	-	269	558	-	-	324	-	3,287
														0
21.	TOTAL ALL PROGRAMS	64,862	117,152	71,808	40,630	86,853	63,111	59,858	61,897	68,103	54,616	47,762	45,491	782,143
22.	LESS AMOUNT INCLUDED IN RATE BASE													
23.	RECOVERABLE CONSERVATION EXPENSES	64,862	117,152	71,808	40,630	86,853	63,111	59,858	61,897	68,103	54,616	47,762	45,491	782,143

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SCHEDULE CT-3

CALCULATION OF TRUE-UP AND INTEREST PROVISION

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FOR MONTHS January-20 THROUGH December-20

B. CONSERVATION REVENUES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1. RESIDENTIAL CONSERVATION	(60,033)	(57,679)	(53,711)	(55,755)	(57,090)	(68,233)	(86,682)	(86,735)	(78,081)	(65,724)	(62,087)	(61,473)	(793,283)
2. CONSERVATION ADJ. REVENUES													0
3. TOTAL REVENUES	(60,033)	(57,679)	(53,711)	(55,755)	(57,090)	(68,233)	(86,682)	(86,735)	(78,081)	(65,724)	(62,087)	(61,473)	(793,283)
4. PRIOR PERIOD TRUE-UP ADJ. NOT APPLICABLE TO THIS PERIOD	16,671	16,671	16,671	16,671	16,671	16,671	16,671	16,671	16,671	16,671	16,671	16,667	200,048
5. CONSERVATION REVENUE APPLICABLE	(43,362)	(41,008)	(37,040)	(39,084)	(40,419)	(51,562)	(70,011)	(70,064)	(61,410)	(49,053)	(45,416)	(44,806)	(593,235)
6. CONSERVATION EXPENSES (FROM CT-3, PAGE 1, LINE 23)	64,862	117,152	71,808	40,630	86,853	63,111	59,858	61,897	68,103	54,616	47,762	45,491	782,143
7. TRUE-UP THIS PERIOD (LINE 5 - 6)	21,500	76,143	34,768	1,545	46,434	11,549	(10,153)	(8,168)	6,693	5,563	2,346	685	188,907
8. INTEREST PROVISION THIS PERIOD (FROM CT-3, PAGE 3, LINE 10)	268	303	390	245	39	26	23	19	16	16	16	15	1,376
9. TRUE-UP AND INTEREST PROVISION BEGINNING OF MONTH	200,048	205,145	264,921	283,408	268,527	298,329	293,233	266,432	241,612	231,650	220,559	206,250	200,048
9A. DEFERRED TRUE-UP BEGINNING OF PERIOD													
10. PRIOR TRUE-UP COLLECTED (REFUNDED)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,671)	(16,667)	(200,048)
11. TOTAL NET TRUE-UP (LINES 7+8+9+9A+10)	205,145	264,921	283,408	268,527	298,329	293,233	266,432	241,612	231,650	220,559	206,250	190,283	190,283

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SCHEDULE CT-3  
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CALCULATION OF TRUE-UP AND INTEREST PROVISION

FOR MONTHS January-20 THROUGH December-20

C.	INTEREST PROVISION	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
1.	BEGINNING TRUE-UP (LINE B-9)	200,048	205,145	264,921	283,408	268,527	298,329	293,233	266,432	241,612	231,650	220,559	206,250	200,048
2.	ENDING TRUE-UP BEFORE INTEREST (LINES B7+B9+B9A+B10)	204,877	264,618	283,018	268,282	298,290	293,207	266,409	241,593	231,634	220,543	206,234	190,268	188,907
3.	TOTAL BEG. AND ENDING TRUE-UP	404,925	469,763	547,939	551,690	566,817	591,536	559,642	508,025	473,247	452,193	426,793	396,518	388,955
4.	AVERAGE TRUE-UP (LINE C-3 X 50%)	202,463	234,881	273,969	275,845	283,409	295,768	279,821	254,013	236,623	226,097	213,396	198,259	194,478
5.	INTEREST RATE - FIRST DAY OF REPORTING BUSINESS MONTH	1.59%	1.59%	1.51%	1.91%	0.22%	0.11%	0.10%	0.10%	0.08%	0.08%	0.09%	0.09%	
6.	INTEREST RATE - FIRST DAY OF SUBSEQUENT BUSINESS MONTH	1.59%	1.51%	1.91%	0.22%	0.11%	0.10%	0.10%	0.08%	0.08%	0.09%	0.09%	0.09%	
7.	TOTAL (LINE C-5 + C-6)	3.18%	3.10%	3.42%	2.13%	0.33%	0.21%	0.20%	0.18%	0.16%	0.17%	0.18%	0.18%	
8.	AVG. INTEREST RATE (C-7 X 50%)	1.59%	1.55%	1.71%	1.07%	0.17%	0.11%	0.10%	0.09%	0.08%	0.09%	0.09%	0.09%	
9.	MONTHLY AVERAGE INTEREST RATE	0.133%	0.129%	0.143%	0.089%	0.014%	0.009%	0.008%	0.008%	0.007%	0.007%	0.008%	0.008%	
10.	INTEREST PROVISION (LINE C-4 X C-9)	268	303	390	245	39	26	23	19	16	16	16	15	1,376

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SCHEDULE CT-4  
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SCHEDULE OF CAPITAL INVESTMENT, DEPRECIATION & RETURN

FOR MONTHS January-20 THROUGH December-20

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

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COMPANY: FLORIDA PUBLIC UTILITIES - CONSOLIDATED ELECTRIC

SCHEDULE CT-5

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RECONCILIATION AND EXPLANATION OF  
DIFFERENCES BETWEEN FILING AND PSC AUDIT

FOR MONTHS January-20 THROUGH December-20

AUDIT EXCEPTION: TO OUR KNOWLEDGE, NONE EXIST

COMPANY RESPONSE:

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Program Description and Progress

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

## Program Description and Progress

## PROGRAM TITLE: Residential Energy Survey Program

PROGRAM DESCRIPTION: The Residential Energy Survey Program is provided at no cost to the customer and provides participating customers with information they need to determine which energy saving measures are best suited to their individual needs and requirements. The objective of this type of survey is to provide Florida Public Utilities Company's residential customers with energy conservation advice that encourages the implementation of efficiency measures resulting in energy savings for the customer. These measures, once implemented, also lower Florida Public Utilities Company's energy requirements and improve operating efficiencies. Florida Public Utilities Company views this program as a way of promoting the installation of cost-effective conservation measures. During the survey process, the customer is provided with specific whole-house recommendations.

PROGRAM ACCOMPLISHMENTS: This year a total of 83 residential energy surveys were performed.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$40,580**.

PROGRAM PROGRESS SUMMARY: We feel confident that through our efforts to promote this program through print, radio, television, events and social media we will continue to provide valuable advice to our customers on the topics of energy conservation and energy efficiency measures and practices.

## Program Description and Progress

PROGRAM TITLE: Educational/Low Income Program

PROGRAM DESCRIPTION: Florida Public Utilities Company presently has energy education programs that identify low-cost and no-cost energy conservation measures. To better assist low-income customers in managing their energy purchases, the presentations and formats of these energy education programs are tailored to the audience. These programs provide basic energy education, as well as inform the customers of other specific services, such as the free energy surveys that Florida Public Utilities Company currently offers.

PROGRAM ACCOMPLISHMENTS: Even though there are no goals for this program we continue to work through various agencies to provide home energy surveys and education to low income customers as well as evaluating homes for local agencies for possible energy efficiency improvements. We completed two low income presentations this year.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$863**.

PROGRAM PROGRESS SUMMARY: The Company continues to promote the opportunity to educate low-income customers on the benefits of an energy efficient home and anticipates increased participation in this program in 2021.

Program Description and Progress

PROGRAM TITLE: Commercial Heating & Cooling Efficiency Upgrade Program

PROGRAM DESCRIPTION: The Commercial Heating & Cooling Efficiency Upgrade Program is directed at reducing the rate of growth in peak demand as well as reducing energy consumption throughout Florida Public Utilities Company's commercial sector. The program will do this by increasing the saturation of high-efficiency heat pumps and central air conditioning systems.

PROGRAM ACCOMPLISHMENTS: For the reporting period, 1 customer participated in the Commercial Heating & Cooling Efficiency Upgrade Program.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$1,892**.

PROGRAM PROGRESS SUMMARY: Even though there was low participation in this program, we will continue our efforts to promote this program to our commercial customers.

Program Description and Progress

PROGRAM TITLE: Residential Heating & Cooling Efficiency Upgrade Program

PROGRAM DESCRIPTION: The Residential Heating & Cooling Efficiency Upgrade Program is directed at reducing the rate of growth in peak demand and energy throughout Florida Public Utilities Company's electricity service territories. The program will do this by increasing the saturation of high-efficiency heat pumps and central air-conditioning systems.

PROGRAM ACCOMPLISHMENTS: For the reporting period, 126 customers participated in the residential heating and cooling efficiency upgrade program.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$22,123**.

PROGRAM PROGRESS SUMMARY: This program has continued to be successful over the years and we are optimistic that our residential customers will continue to find value in this program.



Program Description and Progress

PROGRAM TITLE: Commercial Chiller Upgrade Program

PROGRAM DESCRIPTION: The Commercial Chiller Upgrade Program is directed at reducing the rate of growth in peak demand and energy throughout Florida Public Utilities Company's commercial sector. To serve this purpose, this program requires that commercial customers replace existing chillers with a more efficient system. By doing so, they will qualify for an incentive of up to \$100 per kW of additional savings above the minimum efficiency levels.

PROGRAM ACCOMPLISHMENTS: For the reporting period, 0 customer participated in the Commercial Chiller Upgrade Program.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$1,892**.

PROGRAM PROGRESS SUMMARY: The Company continues to work with commercial customers to promote this program and is optimistic that our customers will continue to find value in this program.

## Program Description and Progress

## PROGRAM TITLE: Conservation Demonstration and Development Program

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

PROGRAM ACCOMPLISHMENTS: In 2019, the Company installed 2 battery storage system to improve customer's electric system reliability and resiliency. FPUC has extended its battery study through 2021, with the project expected to be completed in December 2021.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$47,435**.

PROGRAM PROGRESS SUMMARY: The Company continues to pursue research, demonstration and development projects, under this program, to promote energy efficiency and conservation.

## Program Description and Progress

## PROGRAM TITLE: Commercial Reflective Roof Program

PROGRAM DESCRIPTION: The Commercial Reflective Roof Program is directed at reducing demand and energy throughout FPUC's commercial sector through the installation of cool roofs. The program allows non-residential customers installing cool roofs to obtain rebates of \$0.075 per sq.ft. for new roofs on new or existing facilities and \$0.325 per sq.ft. for roofs converting to a cool roof. To be eligible for the rebates, the roofing material must be Energy Star certified. The program is focused on getting contractors in FPUC's service territory to promote the cool roofs.

PROGRAM ACCOMPLISHMENTS: For the reporting period, there were 16 participants in this program.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$3,769**.

PROGRAM PROGRESS SUMMARY: The Company continues to work with commercial customers to promote this program and is optimistic that our customers will continue to find value in this program.

Program Description and Progress

PROGRAM TITLE: Commercial Energy Consultation Program

PROGRAM DESCRIPTION: The FPUC Commercial Energy Consultation Program is designed to directly communicate the availability of the commercial Demand Side Management (DSM) programs to commercial customers. This program allows FPUC energy conservation representatives to conduct commercial site visits to educate customers about FPUC's commercial DSM programs, assess the potential for applicable DSM programs, conduct an electric bill review, offer commercial energy savings suggestions and inform the customer about FPUC's commercial online energy efficient resources and tools.

PROGRAM ACCOMPLISHMENTS: For the reporting period, there were 9 participants in this program.

PROGRAM FISCAL EXPENDITURES: The expenditures for the reporting period of January 1, 2020 through December 31, 2020 were **\$3,287**.

PROGRAM PROGRESS SUMMARY: Even though there is no particular goal for this program, we believe that this will continue to be a valuable program for our commercial customers.