



## P R O C E E D I N G S

1  
2           **CHAIRMAN GRAHAM:** On to item number 10.

3           **MR. GARL:** Thank you, Mr. Chairman.

4           Commissioners, once again, I'm Steve Garl with  
5           Commission staff.

6           Item 10 is a petition from Florida Power &  
7           Light requesting approval of a proposed voluntary solar  
8           partnership pilot program. The VSP pilot program would  
9           offer all FPL customers an opportunity to voluntarily  
10          contribute \$9 per month toward the construction and  
11          operation of solar generation facilities. FPL would use  
12          the voluntary contributions to support the net revenue  
13          requirements of constructing and operating solar  
14          generating facilities.

15          The VSP pilot program is not related to FPL's  
16          six demand-side management solar programs. The VSP  
17          pilot program provides participants assurance that their  
18          voluntary contributions will be used as intended, as  
19          well as ensuring that nonparticipants will not be  
20          subsidizing the program. Staff therefore recommends  
21          approval of the VSP pilot program and tariff. And  
22          representatives of SACE, Vote Solar, and FPL are present  
23          and would like to address the Commission.

24          **CHAIRMAN GRAHAM:** Okay. Who wants to go  
25          first? Florida Power & Light.

1           **MS. MONCADA:** Maria Moncada from FPL. Thank  
2 you for the opportunity to address you this morning.

3           FPL strongly supports staff's recommendation  
4 to approve the VSP pilot program. As staff mentioned,  
5 VSP is an optional program that is designed by FPL to  
6 reach a wide range of customers.

7           We realize that rooftop installations are not  
8 a viable option for most of our customers. For example,  
9 renters may not be in a position to put the  
10 installations on properties because they don't own them,  
11 or perhaps they lack the incentive to do so. Another  
12 example are customers who live in multiunit dwellings,  
13 or perhaps they have their own dwellings but their roofs  
14 are not suitable for solar installations because of the  
15 age or the positioning of the rooftop.

16           Other customers may not be in a position to  
17 finance the up-front costs associated with the solar  
18 panels. Still other customers may have issues, may have  
19 a preference not to have the aesthetic presence of the  
20 solar panels on their rooftops, or they may have  
21 concerns about how they would fare in circumstances such  
22 as a strong storm or a hurricane, but these same  
23 customers may still be interested in being able to  
24 participate in a solar option or any type of green  
25 pricing program.

1           And no less important, FPL wanted to have an  
2 offering that provided customers the opportunity to  
3 participate, while at the same time not facilitating or  
4 causing any cross-subsidization between the general body  
5 of customers and those who wish to participate. And we  
6 believe that the voluntary solar program accomplishes or  
7 addresses these concerns.

8           First, VSP is entirely voluntary. Customers  
9 can join or cancel their enrollment at any time.

10          Secondly, we believe that we have made this program  
11 affordable for most customers at \$9 per month. Third,  
12 the customers don't require the placement of the solar  
13 facilities on their own properties. And in connection  
14 with this, we've been working with and discussing with  
15 cities within our service territories to site these  
16 projects at locations within their communities.

17          And then, of course, of utmost importance,  
18 this has been designed so that there is no net cost to  
19 the general body of customers. And in order to do that,  
20 we've structured it so that the fuel savings flow  
21 through to the general body of customers and that the  
22 general -- I'm sorry -- the contributions by the  
23 participants will cover the revenue requirements net of  
24 avoided cost. And we believe that all groups, including  
25 SACE and Vote Solar, should embrace programs like this

1 which are inclusive of all -- which at least strive to  
2 be inclusive of all customers.

3 With regard to the size of the project, as a  
4 threshold matter we'd like to remind the Commission that  
5 this is just one of many projects that FPL has in mind.  
6 By now this year you've heard of FPL's plans to have, to  
7 introduce projects that may involve utility scale solar,  
8 which are the most cost-effective form of solar power  
9 for customers, and also research and development plans  
10 that were mentioned in the DSM docket.

11 The first 300 kilowatts of, of solar power --  
12 I'm sorry. The first 300 kilowatts of the solar  
13 projects would be -- we would commence construction in  
14 January of 2015, and those would consist of smaller  
15 individual projects of 50 to 100 kilowatts each. And  
16 from there we don't know how big the project will be.  
17 That's why this is a pilot. We will be able to evaluate  
18 customer appetite and the size and total installed  
19 capacity. That will be dictated by the enrollment  
20 levels. And we, if this is approved, we will develop a  
21 comprehensive plan to market the program and encourage  
22 enrollment.

23 Comments have been made and submitted to the  
24 Commission regarding the comparison of FPL's program to  
25 OUC's solar community program. And with all due respect

1 to OUC, we do not believe that the OUC community solar  
2 program is in line with the goals that we are trying to  
3 accomplish. It's our understanding that the OUC program  
4 is subsidized by the general body of customers, and that  
5 is diametrically opposed to the goals of FPL here where  
6 we want no cross-subsidization.

7 There have also been comments that wish to  
8 compare our program to other community solar programs in  
9 Florida or other places in the country. And this is not  
10 a community solar program in a typical industry sense.  
11 It's more akin to a green pricing program. But there is  
12 a community component to our program. As I mentioned,  
13 FPL will be partnering with cities and, in fact, has  
14 already discussed with at least five cities that are  
15 interested and look forward to the prospect of  
16 partnering with FPL to site these projects in their  
17 communities. Those are West Palm Beach, Cutler Bay,  
18 Doral, Fort Lauderdale, and Sarasota.

19 And there's another community component, which  
20 is the charitable contribution component. Each year of  
21 the pilot period the NextEra Foundation will donate  
22 \$200,000 to charities, and that will be allocated based  
23 on the votes of the participants.

24 In closing, the voluntary solar program has  
25 not only benefits but also protection for customers. As

1 I mentioned before, this is a -- there's a goal for this  
2 to be a net zero impact over the three-year period for  
3 nonparticipants. We will work towards that by sizing  
4 and scaling the future projects in accordance with what  
5 the participation rates are. Shareholders will absorb  
6 below the line any shortfall that may come at the end of  
7 the three-year period if revenue requirements are not  
8 covered by the contributions.

9 And in addition, the participants are  
10 protected because FPL has volunteered during the first  
11 three years or during the pilot period to absorb any  
12 costs below the line that exceed 20 -- any marketing  
13 cost, that is, and administrative costs below the line  
14 that exceed 20 percent of the contributions that are  
15 received during that year.

16 Thank you, Commissioners. I'm available for  
17 any questions. Again, FPL supports staff's  
18 recommendation to approve the VSP program.

19 **CHAIRMAN GRAHAM:** Thank you.

20 Mr. Cavros.

21 **MR. CAVROS:** Good morning, Chairman. Good  
22 morning, Commissioners. Thanks for the opportunity to  
23 address you today. George Cavros on behalf of the  
24 Southern Alliance for Clean Energy.

25 The Southern Alliance for Clean Energy

1 advocates for the use of low-cost, low-risk resources in  
2 meeting our electricity demand. And of primary benefit,  
3 we advocate for energy efficiency and solar power.  
4 Those resources are desirable because of their zero  
5 emission profile and also because they act as a hedge  
6 against natural gas price volatility and, therefore,  
7 reducing the exposure of customers to fuel price spikes  
8 from increases in natural gas. And that's particularly  
9 important here in Florida, given our reliance on natural  
10 gas.

11 SACE supports utility scale solar development,  
12 SACE supports distributed scale solar development, and  
13 SACE supports well-designed programs to advance both.  
14 Unfortunately in this case we've looked at the proposed  
15 program and we do not believe it is a well-designed  
16 program. And its biggest flaw is that it does not  
17 provide a direct economic benefit to participating  
18 customers.

19 National polling has shown that customers will  
20 engage in solar programs, are more likely to engage if  
21 there is an economic benefit to that particular  
22 customer. The benefit provided to these customers is a  
23 promise by the company to -- FPL's parent company to  
24 provide donations to environmental groups. Apparently  
25 that's a feel-good incentive to try to increase

1 participation, but it's not, it's not an economic  
2 tangible incentive to customers. And that's a shame  
3 because we believe that if the program was better  
4 designed, it could be a really effective tool in the  
5 toolbox in increasing solar development here in Florida.

6 And as noted in our comments and by FPL  
7 counsel, we did point the company to its municipal  
8 neighbor, Orlando Utilities Commission, as an example of  
9 best practices. Under that program, customers actually  
10 choose blocks, 1-kilowatt blocks of a community solar  
11 program, and that block equals about, oh, 112-kilowatt  
12 hours a month. And they essentially lock into the rate  
13 that their blocks will produce, and that's a fixed rate  
14 over the life of the project which runs about 25 years.  
15 And so as retail rates may rise, that rate from the  
16 solar community project stays the same. So it's a hedge  
17 against rising retail rates, and that's a direct benefit  
18 to the participating customers. So we would encourage  
19 the company to look at OUC and see what they've been  
20 doing and see the success that they've had in their  
21 community solar program. That program is now fully  
22 subscribed, it's 400 kilowatts, and we believe it shows  
23 leadership in solar power and that FP&L would be well  
24 served to follow OUC's lead.

25 And the converse, the company has guaranteed

1 to build 300 kilowatts of solar. The company currently  
2 generates less than 1/10th of 1 percent of its power  
3 from solar energy, and this program will not  
4 meaningfully advance solar generation in their energy  
5 mix.

6           Lastly, in FP&L's petition and again in their  
7 comments today they emphasize the need to avoid  
8 cross-subsidization, and they offer no support -- well,  
9 let me, let me take a step back. All -- cross-  
10 subsidization is implicit in all resource decisions, you  
11 know, to some, to some level -- greater in others, less  
12 in some -- but it's there, it's implicit. But that  
13 aside, the company has not offered any evidence that  
14 there is cross-subsidization of distributed solar. And  
15 until they do and take a wholistic look at not only the  
16 costs of solar but the full benefits of solar and engage  
17 in an open, transparent, and stakeholder preferably  
18 driven process to determine what the value of solar is  
19 to the utility's system, I would urge this Commission  
20 not to accept the cross-subsidization argument as  
21 gospel.

22           So SACE is ready to have that discussion, and  
23 we believe it's a discussion that sorely needs to happen  
24 here in Florida. In fact, what is the value of  
25 distributed solar on not only FP&L's but the other

1 investor-owned utilities' system?

2 And lastly I will just add that we cannot  
3 support the program in its -- as it's currently  
4 designed, but we would welcome any direction or -- from  
5 you, Commissioners, to the company to consider  
6 redesigning the program and/or to engage in a value of  
7 solar discussion that is stakeholder driven. Thank you.

8 **CHAIRMAN GRAHAM:** Thank you, sir.

9 Vote Solar.

10 **MR. HOYSRADT:** I have a handout too, if -- for  
11 the staff.

12 I want to thank the Commission and Chairman  
13 here today for the opportunity to speak our thoughts on  
14 Florida Power & Light's voluntary solar program. My  
15 name is Justin Hoysradt, and I've spent the last 11  
16 years selling and installing solar in Florida. I've sat  
17 in thousands, thousands of households and kitchen tables  
18 speaking with utility customers of all demographics  
19 about their energy concerns and the opportunities for  
20 savings. I've seen firsthand how the important  
21 decisions made by this Commission affect customers and  
22 their behavior on a day-to-day basis.

23 I'm now the Florida Regional Manager for Vote  
24 Solar. We're a nonprofit organization, grassroots,  
25 working to bring solar to scale into the mainstream, and

1 we have over 7,000 members here in Florida. I actually  
2 live in West Palm Beach, one of the cities proposed for  
3 this program.

4 I want to share with you the result of a poll  
5 taken in March seeking the opinions and input of those  
6 that you serve about solar energy in Florida. The  
7 results showed that people want more solar. Bipartisan  
8 super majorities, over 77 percent, want much more solar.  
9 The results are not surprising considering every year  
10 since 2010 rooftop solar PV incentives in this state  
11 have been fully subscribed within minutes.

12 In Central Florida, Orlando Utilities  
13 Commission's first shared solar offering sold out in  
14 just six days. When given the opportunity to do so,  
15 it's clear that many homeowners and businesses in the  
16 Sunshine State want to get their power from the sun.  
17 And it seems that Florida Power & Light knows this.  
18 Living in Florida, it is hard to miss the television  
19 commercials promoting the benefits of solar developed by  
20 FPL. NextEra is one of the leading developers of wind  
21 and solar in this country, and we have no doubt that  
22 they can develop solar at scale, create more local jobs,  
23 and do it cost competitively as they have done in other  
24 markets. It is just disappointing that this proposed  
25 program does not reflect their ability.

1           According to the National Renewable Energy  
2 Laboratory, approximately 75 percent of residential  
3 housing is not suitable for rooftop solar panels. The  
4 points were made earlier today. Add to that 30 percent  
5 of Florida's population are renters, and it is clear to  
6 see that a new model to give these customers an option  
7 to choose solar energy is needed. Though FPL clearly  
8 points this out, the proposal does not reflect an  
9 appropriate model to do so.

10           I understand as regulators that you look to do  
11 things as efficiently as possible, which means not  
12 reinventing the wheel when you don't have to.  
13 Fortunately at least ten states and more than 20 other  
14 utilities already have shared programs underway,  
15 programs that make business sense and produce tangible  
16 economic benefits to their customers. Therefore, we  
17 strongly recommend that the Commission use this proposal  
18 as an opportunity to draw lessons from successfully  
19 operating community-shared solar programs within Florida  
20 and across the country who have sought to effectively  
21 serve this need. And resurrecting an approach from  
22 FPL's 2003 highly scrutinized green pricing pilot is not  
23 the only option for Florida.

24           We've read and appreciate the staff's  
25 recommendations to approve this pilot, and we see how

1 FPL, through the comments before and in their  
2 statements, have made it easy and convenient to do so.  
3 However, history tells us that when the utility runs a  
4 pilot, there is little to no incentive to make  
5 adjustments to their flight plan along the way, which  
6 means within the next three years we'll find ourselves  
7 in 2019 with no meaningful progress on how to connect  
8 the majority of Floridians and their energy customers to  
9 affordable solar energy.

10 "With the continued support of the Florida  
11 Legislature and the Public Service Commission, FPL will  
12 do more, much more in the coming years to build  
13 Florida's renewable energy industry." That was a  
14 statement made by Lew Hay in 2008. Fast forward to 2014  
15 and we're sitting here evaluating a proposal that's for  
16 2.4 megawatts at best. Is that really much more? Other  
17 utilities are signing gigawatts of solar contracts each  
18 year. And I would say that it's not much more, and I  
19 think we can do better.

20 While we hope that NextEra does continue to  
21 donate -- the NextEra Foundation donates to the  
22 charities that they've promised, we're still here to ask  
23 the Commission to respectfully disapprove the tariff at  
24 this time and do what may not be so convenient and  
25 initiate a process for stakeholder input to achieve a

1 program design that truly benefits ratepayers; a program  
2 that is not based on charitable donations to solar but  
3 is more reflective of the current affordability model.

4           Solar is 80 percent more affordable now than  
5 in 2008 when the Commission first ordered a study to  
6 evaluate solar's potential in Florida. Initiate a  
7 process to unlock Florida's solar potential and seek  
8 program designs that will allow FPL to make good on the  
9 promise of doing much more solar in Florida. However,  
10 if the Commission decides that it must approve the  
11 tariff, we request that the Commission at minimum  
12 establish a stakeholder input process to run  
13 concurrently with the tariff implementation. It seems  
14 that FPL is open to that opportunity.

15           If the stakeholder process results in  
16 recommended program improvements, those improvements  
17 would be incorporated into the pilot. As I stated  
18 earlier, every pilot has a flight plan and makes  
19 adjustments along the way to get to the ultimate  
20 destination. And if we can all agree that that  
21 destination is more solar in Florida, we should be  
22 prepared to adjust our trajectory.

23           FPL states that this program is designed to  
24 better serve customer needs, and we believe that  
25 intention is true. So it would follow that giving the

1 customers and other stakeholders the opportunity to  
2 inform program design is the right way to proceed.  
3 Today we get to make a difference. We get to help take  
4 on the day and make changes for better. For us it's not  
5 about doing what's convenient; it's about doing what's  
6 right. That is a direct quote from one of FPL's  
7 television commercials. I think we have that  
8 opportunity here today. I appreciate consideration of  
9 these recommendations and thank you for your time.

10 **CHAIRMAN GRAHAM:** Thank you.

11 Okay. Commissioners. Commissioner Edgar.

12 **COMMISSIONER EDGAR:** Thank you, Mr. Chairman.

13 I do have a few questions.

14 And I'm so sorry, I did not catch your name.

15 **MS. MONCADA:** Maria Moncada.

16 **COMMISSIONER EDGAR:** Welcome.

17 **MS. MONCADA:** Thank you.

18 **COMMISSIONER EDGAR:** My questions, I think,  
19 fall into two general categories. The first is kind of  
20 along the lines of the purpose and what this program and  
21 tariff is intended to achieve or accomplish. And then  
22 the second broad group of questions is more on  
23 implementation. So let me kind of approach it that way.

24 You did touch on this in your comments, but  
25 I'd like to come back to it. What is the purpose of

1 this program? What is FPL trying to achieve?

2 **MS. MONCADA:** We are trying to make solar,  
3 solar projects an option for the widest population of  
4 customers. As I mentioned, we realize that rooftop  
5 projects are not a realistic option for most of our  
6 customers.

7 **COMMISSIONER EDGAR:** How is this program for  
8 customers?

9 **MS. MONCADA:** The customer -- the program  
10 allows the customers for only \$9 a month to make a  
11 contribution that helps promote solar, and the more  
12 customers that sign up, the more solar projects that  
13 will be built within FPL's communities.

14 **COMMISSIONER EDGAR:** What is, along those  
15 lines, what is the goal? Do you have a -- I assume a  
16 lot of research went in before you proposed this  
17 particular program. So do you have a goal as to how  
18 many participants you are hoping will sign up, believe  
19 will sign up, intend to sign up?

20 **MS. MONCADA:** It is a pilot program and we  
21 really don't know what the ultimate enrollment levels  
22 will be. And we will use the data that we gather from  
23 the pilot program to determine which direction it should  
24 go in order to have the best enrollment possible. But  
25 we don't know ultimately what the enrollment levels will

1 be, nor do we think it should be capped at a certain  
2 level.

3 **COMMISSIONER EDGAR:** But you have a goal for  
4 participation?

5 **MS. MONCADA:** We do not have an ultimate goal.

6 **COMMISSIONER EDGAR:** Okay. You said that  
7 you'll gather information and data, and I would hope so.  
8 I hope that would be part of it. So what type of  
9 information? I mean, demographic data as to what type  
10 of customer is choosing to send you \$100 a month?

11 **MS. MONCADA:** We will be gathering data about  
12 the reasons why customers wish to participate and the  
13 methods that FPL can use to encourage enrollment to the  
14 widest population.

15 **COMMISSIONER EDGAR:** How?

16 **MS. MONCADA:** I have Cory Ramsel here with me.

17 **COMMISSIONER EDGAR:** Sure.

18 **MS. MONCADA:** And he may -- from FPL's  
19 development group -- and he may be able to answer your  
20 questions.

21 **COMMISSIONER EDGAR:** Okay.

22 **MR. RAMSEL:** Hi. Cory Ramsel with FPL  
23 development.

24 Would you just repeat the question for me,  
25 please?

1                   **COMMISSIONER EDGAR:** Sure. I was --

2                   Ms. Moncada was telling us that you would be gathering  
3                   information as to who was participating, what type of  
4                   consumer is participating, and so I'm wondering how you  
5                   are going to gather that data. In other words, what  
6                   information will we have at the end of six months, a  
7                   year, the three years as to those consumers who are  
8                   choosing to voluntarily send \$9 a month for this  
9                   program?

10                  **MR. RAMSEL:** Yes. So currently our plan, and  
11                  it's still being developed, is to start with what we  
12                  think is a practical approach, leveraging a lot of  
13                  electronic communication media to keep the cost down, to  
14                  grow awareness, and encourage participation, and then  
15                  along the way leveraging the same sort of customer  
16                  feedback we employ in other programs to start to better  
17                  understand why and what kinds of programs our customers  
18                  would like and what types of characteristics would need  
19                  to be implemented to encourage adoption. If there's a  
20                  segment of feedback we receive that customers would like  
21                  to see more of something, then try to, try to encourage  
22                  that.

23                  **COMMISSIONER EDGAR:** Yes. But, again, how?  
24                  How are you -- I mean, are you polling? Are you --

25                  **MR. RAMSEL:** Yeah. We'll do some kind of

1 feedback with the customers, both participants and non,  
2 along the way to start to understand better why some are  
3 in the program and why some are not and help try and  
4 refine the program. Because our goal is to encourage  
5 adoption and give those an alternative, who otherwise  
6 have none, to support solar at a reasonable price in  
7 Florida.

8 **COMMISSIONER EDGAR:** Okay. So a goal is to  
9 encourage participation?

10 **MR. RAMSEL:** Absolutely. It's definitely to  
11 encourage participation and to grow awareness. We think  
12 solar is a key part of the mix, and we want to use this  
13 as an opportunity to educate our customers about what  
14 solar can do and grow the program.

15 **COMMISSIONER EDGAR:** Have you done polling  
16 information prior, on this proposal prior to introducing  
17 it?

18 **MR. RAMSEL:** No, we have not done extensive  
19 polling. Kind of just from a cost mitigation  
20 perspective, we've done some preliminary focus research  
21 and looked at other programs and tried to design based  
22 on other programs we've done historically. But part of  
23 our marketing design plan over the next couple of months  
24 will be to do some of that very detailed research and  
25 analysis to really refine some of the messaging and the

1 best methods to grow awareness.

2 **COMMISSIONER EDGAR:** Is this program  
3 cost-effective?

4 **MR. RAMSEL:** I would just -- my understanding  
5 of the design of the program and what we set out to  
6 achieve was to ensure the program was not being  
7 subsidized by nonparticipants and didn't cause any costs  
8 to be shifted to the nonparticipant.

9 **COMMISSIONER EDGAR:** I understand. Is it  
10 cost-effective?

11 **MR. RAMSEL:** So from a cost-effective -- I  
12 think if the voluntary contributor feels like his \$9 is  
13 well spent on growing solar in Florida, then I think it  
14 would be cost-effective. I'm not sure exactly what the  
15 definition of cost-effective you're referring to.

16 **COMMISSIONER EDGAR:** This Commission has spent  
17 many, many, many hours and resources hearing, debating,  
18 discussing what is cost-effective for utility programs.  
19 Is there somebody that is a proponent of this program  
20 who can tell me if it is cost-effective under any of the  
21 measures that we generally use?

22 **MR. RAMSEL:** I'm not familiar --

23 **MS. MONCADA:** I too am not familiar with how  
24 this has measured against the -- how this sizes up  
25 against the measurements that are used for

1 cost-effectiveness. I think solar as a form of  
2 generation is right now not as cost-effective as the  
3 other forms of generation that FPL has in place and that  
4 from a solar perspective utilities feel solar is the  
5 most cost-effective. But we've used this program as --  
6 and we'll use the leverage, what FPL has learned about  
7 solar, to make this as cost-effective as possible.

8 **COMMISSIONER EDGAR:** Mr. Chairman, I have many  
9 more questions, but I see that some of the lights are  
10 going to light up. So if I may, I will just ask a  
11 couple more, but then I will maybe want to come back,  
12 after I've relinquished the microphone, for a few  
13 moments.

14 What is the \$9 based upon? I mean, why isn't  
15 it \$6, \$12, \$8.99?

16 **MS. MONCADA:** Again, this was our effort to  
17 make this an affordable program. We didn't know whether  
18 the right, the right price was 6 or 10 or 8 or 9, but  
19 \$9 was the amount we chose to make this program  
20 affordable.

21 **COMMISSIONER EDGAR:** So what is it based upon?

22 **MR. RAMSEL:** So what we did do in the program  
23 design was look at other programs we've done, optional  
24 programs, and looked at the marketing and how successful  
25 those programs have been, and we looked at the

1 expectation based on that feedback of various other  
2 programs, how many people that we thought might  
3 participate. That's where we came up with the low and  
4 high case.

5 Based on those cases, we figured out how much  
6 solar could be built and then just did the math and came  
7 up with how much the participants would need to  
8 contribute to support the program.

9 **COMMISSIONER EDGAR:** But you've told me that  
10 you don't have any idea how many participants there will  
11 be.

12 **MR. RAMSEL:** Well, we based that off the two  
13 filed cases, the low and the high case. There's  
14 participation forecasts in there based on other  
15 programs. We've done voluntary programs in the past.

16 **COMMISSIONER EDGAR:** So you have forecasts of  
17 how many you expect to participate.

18 **MR. RAMSEL:** Yes. That was in the exhibit you  
19 have --

20 **COMMISSIONER EDGAR:** How many, how many is  
21 that?

22 **MS. MONCADA:** Again, just as a reminder, these  
23 are, these were just illustrative examples.

24 Under the high participation case, we -- under  
25 that illustration, by the end of the third year of the

1 pilot there would be 13,500 customers, and under the low  
2 participation illustration there would be 7,800  
3 customers.

4 **COMMISSIONER EDGAR:** All residential?

5 **MR. RAMSEL:** No. We -- it's open to all of  
6 our customers.

7 **COMMISSIONER EDGAR:** And so that \$9 would be  
8 the same amount for customers in other customer classes  
9 other than residential?

10 **MR. RAMSEL:** Correct. We didn't differentiate  
11 by customer class or type.

12 **COMMISSIONER EDGAR:** Okay. Mr. Chairman, I do  
13 have more questions about implementation and advertising  
14 and marketing and promotion and also about the \$600,000  
15 from the NextEra Energy Foundation. But, again, I see  
16 some lights are on, so I'll ask you to come back to me.

17 **CHAIRMAN GRAHAM:** Commissioner Edgar, I sure  
18 will.

19 Commissioner Balbis.

20 **COMMISSIONER BALBIS:** Thank you. I just  
21 wanted to follow up on a few questions for Florida Power  
22 & Light, follow up with some of the issues or questions  
23 that Commissioner Edgar had.

24 What do you anticipate the revenue requirement  
25 to be if you move forward with the initial 300

1 kilowatts?

2 (Pause.)

3 **MR. RAMSEL:** All right. So in the Exhibit B  
4 we filed we gave both a low and a high forecast, and the  
5 revenue requirement differs between those because  
6 there's assumptions of additional installed capacity,  
7 so.

8 **MS. MONCADA:** Based on Exhibit B, 350  
9 kilowatts would have \$499,000 of revenue requirements.

10 **COMMISSIONER BALBIS:** Okay. And then in  
11 staff's recommendation it states that FPL determined  
12 that there's a 5-cents-per-kilowatt-hour fuel savings  
13 with the solar facilities. So assuming that  
14 participation and then the 360 kilowatts, what is the  
15 annual fuel savings that you expect?

16 **MS. MONCADA:** \$19 under the scenario --  
17 \$19,000 under the scenario of 350 kilowatts installed.

18 **COMMISSIONER BALBIS:** So \$19,000 in fuel  
19 savings per year; is that right?

20 **MR. RAMSEL:** In the third year of the pilot,  
21 yes.

22 **MS. MONCADA:** In the third year of the pilot,  
23 if there were 350 kilowatts installed, there would be  
24 \$19,000 total of fuel savings.

25 **COMMISSIONER BALBIS:** Okay. And then,

1 Mr. Cavros, you mentioned that you recommend that a  
2 financial incentive be used for participants in order to  
3 encourage them to enroll in the program; right?

4 **MR. CAVROS:** With all due respect,  
5 Commissioner, I didn't use the word "financial  
6 incentive." I used the term "direct tangible benefit."

7 **COMMISSIONER BALBIS:** Okay. And that's why I  
8 questioned you, just to make sure. I mean, I -- so  
9 direct tangible benefit, what would be an example of  
10 that?

11 **MR. CAVROS:** It would be an example where a  
12 customer feels invested in a project; they know what  
13 they've signed up for and they understand the economic  
14 benefit to them. And, you know, a perfect example of  
15 that, again I'll cite OUC's program or any number of  
16 community solar programs that are -- have been  
17 constructed and are operational right now throughout the  
18 country, and that is one design option is to let  
19 customers choose blocks of a community solar program.  
20 And, again, there is no upfront cost for that program,  
21 and they are targeting the same customers that FP&L is  
22 targeting under their program.

23 And those customers, according to their block,  
24 that block will generate X amount of kilowatt hours each  
25 month, and that will offset what they would normally pay

1 on their bill based on the retail rate. And that rate  
2 will stay flat because there is no fuel cost for, for  
3 solar power throughout the life of the community solar  
4 project, which is 25 years. So they bought themselves a  
5 considerable hedge against rising retail rates. That's  
6 an economic benefit, it's tangible, and that's what's  
7 driving their decision, and that's why I believe the OUC  
8 program has -- became fully subscribed so quickly. They  
9 have 400 kilowatts in their community solar program and  
10 they have 21 times fewer customers in their service  
11 territory than FP&L.

12 **COMMISSIONER BALBIS:** And I appreciate that.  
13 Unfortunately, we don't have OUC's program in front of  
14 us to assess, and nor do we fully regulate them. And  
15 what we have before us is Florida Power & Light's  
16 program.

17 So my concern is that -- it's really the issue  
18 of subsidization. And if FPL moves forward with this  
19 program and that anticipates only \$19,000 in savings,  
20 that if we reduce the amount that, you know, show a  
21 reduction in the participant's bill, then the only way  
22 that can be accomplished is if other customers subsidize  
23 it.

24 So I'm still struggling with, with any sort of  
25 reduction in those participants' bills and trying to

1 assess again what Commissioner Edgar focused on is  
2 cost-effectiveness. And, you know, spending a half a  
3 million dollars to achieve \$19,000 in fuel savings is  
4 one way to look at whether or not it's cost-effective.  
5 And we do use, you know, other measures, which I don't  
6 want to cross dockets, but the solar programs have been  
7 assessed in detail and there's testimony on the cost-  
8 effectiveness of that.

9 And just one clarification from Florida Power  
10 & Light. It again goes to the fuel savings. And,  
11 Ms. Moncada, I don't, I don't know if I heard you  
12 correctly, but the fuel savings that's anticipated, in  
13 the staff recommendation it indicates that the revenue  
14 requirements minus avoided fuel, so those savings will,  
15 then would allow FPL to move forward with additional  
16 solar? Or how are the fuel savings being treated, the  
17 costs associated with that?

18 **MS. MONCADA:** The fuel savings flow through  
19 the clause just as they normally would with any  
20 generation unit. All customers receive that. And it's  
21 -- it also reduces the amount of contribution that the  
22 participants need to make. And that's what allows us to  
23 move forward with the next project, by having more  
24 contributions from the participants.

25 **COMMISSIONER BALBIS:** Okay. I think you had

1 me until the second part of that. So I can understand  
2 that the overall pass-through, the fuel clause will be  
3 lower because you have that amount of savings. But  
4 explain again how --

5 **MS. MONCADA:** Sure. If we did not pass the  
6 fuel savings through that method, the participant  
7 contribution would necessarily have to be a little bit  
8 higher.

9 **COMMISSIONER BALBIS:** Okay. And so couldn't  
10 you make the argument that the participants are now  
11 subsidizing the general body of ratepayers by reducing  
12 their overall fuel costs?

13 **MS. MONCADA:** That the participants are  
14 subsidizing the general body of ratepayers?

15 **COMMISSIONER BALBIS:** Yes.

16 **MS. MONCADA:** No, that's not how it works.  
17 But for the accounting portion of it, Sol Stamm from our  
18 regulatory accounting department is here to speak to  
19 that.

20 **MR. STAMM:** Good morning, Commissioners. Let  
21 me see if I can explain this. If you look at Exhibit B  
22 that was part of the petition, on the -- you had asked  
23 at the 300-megawatt level, that would be really our low  
24 participation case in case B.

25 Again, the idea of the pilot is over the

1 three-year pilot period to make the nonparticipants  
2 whole. So if you look, there's a revenue requirement  
3 over the three years of about \$1.2 million over the  
4 three years. Also, there's customer contributions from  
5 the participants. And, again, growing that  
6 participation number from, up to 7,750 in the third  
7 year, we get contributions from the voluntary  
8 contributions of \$1.2 million.

9 So offset, if you look at a net rate base  
10 or -- I'm sorry -- a net base revenue requirements, it's  
11 basically zero. And then you have a three-year savings  
12 on the, that runs through the fuel clause for using  
13 solar, displacing gas. That would be \$34,000 over the  
14 three-year period, again, using the low participant  
15 case. So net over the three-year period would be zero  
16 in terms of revenue requirements.

17 **COMMISSIONER BALBIS:** Is there an easy way or  
18 practical way to allocate the fuel savings to the  
19 participants?

20 **MR. STAMM:** Fuel clause is designed to go back  
21 against the entire base of the population. I don't know  
22 that there would be an easy way to separate it out. In  
23 fact, I don't think there would be.

24 **COMMISSIONER BALBIS:** Okay. That's all I had  
25 for now.

1           **CHAIRMAN GRAHAM:** Commissioner Brisé.

2           **COMMISSIONER BRISÉ:** I think you might have  
3 answered this question, but going back to one of the  
4 questions that Commissioner Edgar asked, I don't think  
5 she ever got a clear answer. How many participants are  
6 in essence needed to keep the program afloat?

7           **MR. STAMM:** Again, what we provided in the, in  
8 the filing is two exhibits: One a high case, one a low  
9 case. In the low case, again, it goes to 350 kilowatts.  
10 And in that case, you grow the participation from,  
11 obviously from zero up to 7,750 participants in year  
12 three. That would net to, over the three-year period  
13 based on, on the megawatts that we put in place over the  
14 three years, 100, then 200 more, then 350 to total.  
15 That would make the program whole.

16           **COMMISSIONER BRISÉ:** Okay.

17           **MR. STAMM:** And there is as well a high  
18 participant case.

19           **COMMISSIONER BRISÉ:** Right. The high  
20 participant case, you're talking over 13,000  
21 participants.

22           Okay. Question for Vote Solar.

23           **MR. HOYSRADT:** Justin.

24           **COMMISSIONER BRISÉ:** Justin, yeah. You know,  
25 the, when people quote polls, the questions associated

1 with the polls are extremely important. And so the  
2 first graphic that you have in the set that you have  
3 there where 77 percent of Floridians support solar, what  
4 were the questions associated with that?

5 **MR. HOYSRADT:** The questions associated with  
6 the poll were regarding participating in net metering  
7 for rooftop solar, as well as being opposed to any  
8 additional charges tacked on by the utility for  
9 customers going solar, as well as participating in  
10 solar. And inclusive of that, independence also polled  
11 very highly as well.

12 **COMMISSIONER BRISÉ:** So, so customers  
13 basically said they're willing to pay more for solar?  
14 Is that 77 percent, is that what you're implying?

15 **MR. HOYSRADT:** I do not believe they were  
16 willing to pay more for solar. They were just unwilling  
17 to agree to additional charges tacked on to the  
18 utility -- or their utility bill to choose to go solar.

19 **COMMISSIONER BRISÉ:** Okay.

20 **MR. HOYSRADT:** I think -- if that makes sense.

21 **COMMISSIONER BRISÉ:** Yeah, it does. So I  
22 think that that probably reflects the general -- I think  
23 everybody buys into the concept of solar. But then when  
24 you actually say let's make the rubber hit the road and  
25 this is what it takes, this is how much it costs, and

1 these are the impacts, and you need to have the other  
2 plant necessary to provide power when, you know, when  
3 solar is not available, the, the numbers change with  
4 respect to that. Okay. Thank you for the  
5 clarification.

6 **MR. HOYSRADT:** Okay. You're welcome.

7 **CHAIRMAN GRAHAM:** Commissioner Edgar, you have  
8 the floor.

9 **COMMISSIONER EDGAR:** Thank you. I want to  
10 come back to, to a little bit of the discussion that we  
11 were having earlier.

12 I had asked what the \$9 was based upon, and I  
13 understand the answer to be that you were looking for an  
14 amount that is affordable, I think is the word that you  
15 used, which I certainly commend. But then I also think  
16 in response to a later question that I heard, and I  
17 apologize, I'm not sure who, but one of you say that in  
18 trying to set that amount and what is affordable and  
19 what would be attractive to potential participants that  
20 you had looked at at least two other voluntary programs  
21 that you're offering. What other voluntary -- what  
22 voluntary programs are you referring to?

23 **MR. RAMSEL:** So we -- our marketing department  
24 markets a number of programs, demand-side, other,  
25 otherwise programs that they administer. And they just

1 looked at, based on those marketing channels and  
2 customer response, those are where the data points were  
3 derived based on, you know, customers being willing to  
4 pay more for something. I don't have with me the exact  
5 programs that they pulled that data from.

6 **COMMISSIONER EDGAR:** Would it be accurate to  
7 say that those other programs have a commensurate  
8 benefit for participants?

9 **MR. RAMSEL:** I don't know exactly which  
10 programs they were looking at.

11 **COMMISSIONER EDGAR:** Or whether they benefit  
12 the participants?

13 **MR. RAMSEL:** I don't know the programs, so I  
14 couldn't tell you if they benefited or not.

15 **COMMISSIONER EDGAR:** Okay. Excuse me. How  
16 will this -- and you talked about using electronic  
17 means, and I applaud that as well, but how will this  
18 option be promoted, marketed, advertised?

19 **MS. MONCADA:** If we gain approval, we will  
20 develop a marketing plan. But our intent is to market  
21 it through social media, through a web -- through our  
22 website. We will use the newsletters that go out with  
23 the bills. And if there are any other channels, our  
24 marketing department will develop a plan to use those.

25 **COMMISSIONER EDGAR:** And that will be paid for

1 through what? Where is the money coming from to pay for  
2 that marketing and advertising?

3 **MS. MONCADA:** The marketing and advertising  
4 will be paid for by the participant contributions.  
5 However, a very important component of this project is  
6 that we have promised to cap the marketing expenses at  
7 no more than -- marketing and administrative expenses at  
8 no more than 20 percent of the contributions that we  
9 receive on an annual basis.

10 **COMMISSIONER EDGAR:** Image enhancing  
11 advertising is prohibited to be paid for by ratepayer  
12 dollars. Is this an image enhancing program for FPL?

13 **MS. MONCADA:** We would make sure to obey the  
14 Commission rules and not have this be image enhancing  
15 for FPL.

16 **COMMISSIONER EDGAR:** Okay. I want to switch,  
17 switch areas a little bit and focus on the part of  
18 the program that has the \$200,000 to nonprofit  
19 organizations.

20 **MS. MONCADA:** Okay.

21 **COMMISSIONER EDGAR:** Which I also find  
22 perplexing from a policy standpoint.

23 What is the link? What's the nexus between  
24 trying to encourage participants to tack an extra cost  
25 onto their bill to contributing to other charitable

1 organizations? What's the link? Why is this together?

2 **MS. MONCADA:** It is another method during the  
3 pilot period of encouraging enrollment and showing the  
4 participants something that they would receive at least  
5 during the pilot period. And it also has a connection  
6 --

7 **COMMISSIONER EDGAR:** What would the  
8 participants receive during the pilot period?

9 **MS. MONCADA:** They would receive the ability  
10 to vote for the charity of their choice among a list of  
11 charities, and the \$200,000 would be allocated  
12 accordingly. So if there were a list of seven charities  
13 and one of them got 10 percent of the vote, they would  
14 get -- that charity would receive \$20,000 that year just  
15 as an example.

16 **COMMISSIONER EDGAR:** And how would that voting  
17 occur?

18 **MS. MONCADA:** It could be done through mail or  
19 through web means, web-based means.

20 **COMMISSIONER EDGAR:** I know how it could be  
21 done.

22 **MS. MONCADA:** Oh.

23 **COMMISSIONER EDGAR:** How will it be done?

24 **MS. MONCADA:** I don't think that has been  
25 decided at this point.

1           **MR. RAMSEL:** Correct.

2           **COMMISSIONER EDGAR:** Who will choose the  
3 charitable organizations that are eligible to be voted  
4 upon?

5           **MR. RAMSEL:** We actually already have  
6 selected, I want to say, six organizations that we think  
7 represent and are committed to environmental and  
8 community causes within the footprint of our territory  
9 that will be allowed in the first year. We'll revisit  
10 that list if other organizations become preferential,  
11 but we, for the first projects and participation, have  
12 selected six charities.

13           **COMMISSIONER EDGAR:** So, again, what's, what's  
14 the connection? I'm sorry. I'm just, I'm missing it.  
15 I just don't -- allowing certain participants to vote on  
16 where FPL puts some of its charitable funds, what does  
17 that have to do with a \$9 voluntary contribution?

18           **MS. MONCADA:** The charitable list, as I  
19 understand it, also has -- they are also environmental  
20 organizations, and we think that it would attract  
21 similar segments of, of customers. And, therefore,  
22 customers who are interested in, who might be interested  
23 in solar programs may also like the additional incentive  
24 to also receive those monies to contribute to  
25 environmental type of organizations.

1           **COMMISSIONER EDGAR:** In the writeup it's --  
2 and I believe you mentioned in your opening comments  
3 that the \$600,000 would come through the NEE Foundation.  
4 I am not familiar with the NEE Foundation. What is it?  
5 Who is it? Where does the money come from?

6           **MR. RAMSEL:** The NextEra Foundation is our  
7 shareholder-funded charitable organization that does  
8 support programs of this type, and they are committing  
9 an incremental \$200,000 per year on behalf of this  
10 program to be directed by the participants to local  
11 organizations.

12           **COMMISSIONER EDGAR:** Are all charitable and  
13 community contributions made by FPL through the NEE  
14 Foundation?

15           **MR. RAMSEL:** I'm sorry. I don't, I don't have  
16 the answer to that.

17           **COMMISSIONER EDGAR:** It was a little unclear  
18 to me in the write-up that we had, is this \$600,000 in  
19 addition to the charitable contributions that FPL and/or  
20 NEE make annually within your service territory or is it  
21 a part of?

22           **MR. RAMSEL:** These are incremental funds that  
23 our shareholders are committing to support this program.

24           **COMMISSIONER EDGAR:** Is it in addition to or  
25 is it a part of?

1           **MS. MONCADA:** I think what I'm unclear about  
2 is is it in addition to what? I apologize.

3           **COMMISSIONER EDGAR:** To the amount of  
4 charitable contributions that are funneled, that are  
5 given by either FPL or funneled through NEE annually.  
6 Are you ponying up \$600,000 more than you would without  
7 this, than you would without this program, or is it a  
8 redirection of \$600,000 that you would already be  
9 giving?

10          **MR. RAMSEL:** It's an incremental. This is not  
11 just a re-purposing of funding. No.

12          **COMMISSIONER EDGAR:** I'm not understanding  
13 what you mean by it's an incremental.

14          **MS. MONCADA:** It's in addition to.

15          **COMMISSIONER EDGAR:** Okay. At the end of the  
16 writeup that we have in the staff recommendation in the  
17 item before us there is one attachment, Attachment 1.  
18 And at the very bottom in the last section, rules and  
19 regulations, there's a sentence, and I'll just read it  
20 because it's short. "In case of conflict between any  
21 provisions of this schedule and said general rules and  
22 regulations for electric service, the provisions of this  
23 rider shall apply." Are there conflicts?

24          **MS. MONCADA:** We don't know of any.

25          **COMMISSIONER EDGAR:** I just want to look at my

1 notes, Mr. Chairman, for one moment to see if I've  
2 missed anything.

3 Not right now. Thank you.

4 **CHAIRMAN GRAHAM:** Commissioner Balbis.

5 **COMMISSIONER BALBIS:** Thank you. I have a  
6 question or two for Florida Power & Light.

7 You mentioned, you know, this is a pilot  
8 program and there's some flexibility as enrollment  
9 increases, et cetera. What are, what are some of the,  
10 what are some examples of flexibility that you see that  
11 FPL has as this program moves forward?

12 **MR. RAMSEL:** I think the flexibility is really  
13 related to two aspects. One is as far as the program  
14 execution is concerned in terms of actually building and  
15 costs and where and those kinds of things there's a lot  
16 of flexibility in the program, to put it where we get a  
17 lot of feedback from our customers they'd like to see  
18 these projects and contributions to be placed.

19 But along the way, of course, is to, as we  
20 addressed prior, the feedback from the customers on  
21 maybe better means and methods to communicate with  
22 customers what kind of information they would like to  
23 see on a regular basis, education wise I think is what  
24 we were kind of referring to in terms of the flexibility  
25 of the program.

1                   **COMMISSIONER BALBIS:** Okay. And if you see  
2 high participation levels in certain areas, are you  
3 going to look at possibly locating facilities in those  
4 areas so that those customers can see a tangible result?

5                   **MR. RAMSEL:** That's an absolute key part of  
6 what we intend to do. We started with five communities  
7 that we know have a very strong commitment to the  
8 environment and solar and have expressed those to us.  
9 But as we see more and more participation in certain  
10 areas, we definitely intend to try and locate close to  
11 those communities so they definitely do feel that  
12 connection to the project.

13                   **COMMISSIONER BALBIS:** Okay. And then I'd like  
14 to spend a little bit of time on the handout with the  
15 polling. And to follow up on what Commissioner Brisé  
16 asked on the, your first point on that, the super  
17 majority or 77 percent of Floridians, and I quote,  
18 support the right to be able to generate their own  
19 energy via solar power. You do know that Floridians do  
20 have the right to generate their own solar power with  
21 our net metering rule, et cetera?

22                   **MR. HOYSRADT:** I'm aware of that.

23                   **COMMISSIONER BALBIS:** Okay. So I just wanted  
24 to point that out. I mean, it seems like your flier  
25 seemed to state that they do not have that right and

1 they're in favor of it, and they do have that right now.

2 **MR. HOYSRADT:** I respectfully disagree that I  
3 don't believe that it states that, but I do agree that  
4 they are able to do solar in Florida.

5 **COMMISSIONER BALBIS:** I was just reading from  
6 the flier itself and I quoted it. But I just wanted to  
7 point out that they do have that right to do so, and I'm  
8 glad you agree.

9 Well, this is an interesting program. You  
10 know, I am comforted by the fact that the general body  
11 of ratepayers is protected. So although there are  
12 programs that are not perfect, but I'm glad that FPL  
13 still maintains the flexibility to adjust this moving  
14 forward. That's all I have for now.

15 **CHAIRMAN GRAHAM:** Any further discussion?

16 Commissioner Edgar.

17 **COMMISSIONER EDGAR:** I missed the flexibility  
18 while this program is in place. And I know you asked  
19 that question and I know you answered it, but I'm not  
20 sure I understood it. What is the flexibility during  
21 the time period of this pilot program?

22 **MR. RAMSEL:** Yes. So it really addresses that  
23 we, we don't have a rigid plan, so we will be able to  
24 adjust the program as appropriate, whether it's by  
25 putting projects in different locations and where people

1 would like to see those projects built first is in  
2 predefined locations. The program will grow and adjust  
3 in size and scale as participation changes. And then in  
4 terms of the marketing and messaging in terms of how we  
5 connect it to the customers, what they're looking for in  
6 terms of communications and feedback, to, to improve  
7 that connectivity to the projects and their commitments,  
8 that's the kind of flexibility we're talking about.

9 **COMMISSIONER EDGAR:** Thank you.

10 **CHAIRMAN GRAHAM:** Commissioner Brisé.

11 **COMMISSIONER BRISÉ:** Thank you, Mr. Chairman.

12 This is a comment, not a question. I think  
13 that a pilot is supposed to have a particular purpose,  
14 and at the end of the pilot you should be able to look  
15 back and identify the data points that you were actually  
16 looking to explore. I think this pilot may provide some  
17 opportunity to do that. I am, however, interested in  
18 seeing that that data is widely available not only to  
19 the Commission but to other parties, other stakeholders  
20 so that it will be useful for the future.

21 I mean, there are a couple of things about the  
22 pilot that concern me, but considering that the, those  
23 participants will be paying for the, for the pilot and  
24 in essence not affecting the whole body of ratepayers, I  
25 can live with it. And so with that though I would

1 strongly suggest that FPL look to work with the  
2 stakeholders to see how maybe the next wave of project  
3 or whatever the intent is to come out of this pilot,  
4 that it be -- that it would take a look at what other  
5 stakeholders have to say to make it better.

6 **MS. MONCADA:** Absolutely, Commissioner. Thank  
7 you.

8 **CHAIRMAN GRAHAM:** Commissioner Balbis.

9 **COMMISSIONER BALBIS:** Thank you, Mr. Chairman.  
10 And just a closing comment from me at least. You know,  
11 not only was I concerned about the possible  
12 subsidization for other, for the general body of  
13 ratepayers, but the other main concern that I have is  
14 that there's assurances that those that participate know  
15 that the dollars that they spend are going towards  
16 construction of these facilities. And I believe that  
17 there are protections in place so that we can clearly  
18 track that and it isn't just something that goes to the  
19 bottom line or to additional profits for Florida Power &  
20 Light and it's going towards construction. With that  
21 protection in place and with the assurances that there  
22 are no subsidization issues, I'm supportive of this  
23 tariff.

24 **CHAIRMAN GRAHAM:** Is that a motion?

25 **COMMISSIONER BALBIS:** Yes, Mr. Chairman. I

1 move staff approval on all issues in this docket.

2 **COMMISSIONER BROWN:** Second.

3 **CHAIRMAN GRAHAM:** It's been moved and  
4 seconded, staff recommendation on all issues on item  
5 number 10. Any further discussion?

6 Commissioner Edgar.

7 **COMMISSIONER EDGAR:** Thank you, Mr. Chairman.  
8 I am going to vote against the motion. I appreciate the  
9 rationale that you've laid out.

10 I want to go on record as saying that I am  
11 fully supportive of innovative efforts to bring more  
12 renewables to our fuel portfolio, and I know that as a  
13 Commission we will continue to look at those issues  
14 broadly. I am, quite frankly, a little stunned at the  
15 lack of answers that I've been given today, and I do not  
16 have the comfort level that I would like to have as to  
17 how the program is going to be marketed and promoted and  
18 targeted. I think that's a very important piece of it.  
19 And to ask us to bless a program that you don't even  
20 know if it's cost-effective without telling me how  
21 you're going to reach out to consumers and explain it to  
22 them is just something that gives me some discomfort.

23 But I do want to again be clear that, you  
24 know, I applaud innovative thinking. I want that to be  
25 a part of what you do, what we do, what the stakeholders

1 contribute as well. We do have, as has been mentioned,  
2 other dockets that are looking at many related issues,  
3 and I do believe that in the year ahead we will continue  
4 to look at ways to bring more solar and more renewables  
5 and more fuel diversity and flexibility into the state,  
6 and I look forward to those with enthusiasm.

7 **CHAIRMAN GRAHAM:** Any other comments? Seeing  
8 none, all in favor, say aye.

9 (Vote taken.)

10 Any opposed?

11 **COMMISSIONER EDGAR:** Aye.

12 **CHAIRMAN GRAHAM:** By your action, you have  
13 approved staff recommendation on item number 10.

14 Staff, thank you very much. Vote Solar, SACE,  
15 Florida Power & Light, thank you very much for coming.

16 **MR. CAVROS:** Thank you, Chairman.

17 **MR. HOYSRADT:** Thank you.

18 **CHAIRMAN GRAHAM:** Thanks for your comments as  
19 well. That concludes the meeting. I hope that you all  
20 enjoy your week, travel safely, and we're adjourned.

21 (Agenda Conference adjourned at 10:59 a.m.)  
22  
23  
24  
25

1 STATE OF FLORIDA )  
 : CERTIFICATE OF REPORTER  
 2 COUNTY OF LEON )

3  
 4 I, LINDA BOLES, CRR, RPR, Official Commission  
 Reporter, do hereby certify that the foregoing  
 5 proceeding was heard at the time and place herein  
 stated.

6  
 7 IT IS FURTHER CERTIFIED that I stenographically  
 reported the said proceedings; that the same has been  
 transcribed under my direct supervision; and that this  
 8 transcript constitutes a true transcription of my notes  
 of said proceedings.

9  
 10 I FURTHER CERTIFY that I am not a relative, employee,  
 attorney or counsel of any of the parties, nor am I a  
 relative or employee of any of the parties' attorney or  
 11 counsel connected with the action, nor am I financially  
 interested in the action.

12 DATED THIS 18th day of August, 2014.

13  
 14 *Linda Boles*

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15  
 16 LINDA BOLES, CRR, RPR  
 FPSC Official Hearings Reporter  
 17 (850) 413-6734

# Shared Solar Works For Florida



## VOTE SOLAR

Harstad Strategic Research Poll Results:  
<https://www.flaseia.org/super-majority-floridians-support-net-metering/>

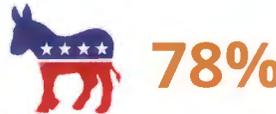


### Supermajority

77% of Floridians support the right to be able to generate their own energy via solar power.

### Bi-Partisan Results

Republican, Democrat and Independent respondents support solar in high numbers.



Parties/Staff Handout  
 Internal Affairs/Agenda  
 on 8/12/14  
 Item No. 10



75%

75% of homes cannot go solar:  
<http://www.nrel.gov/docs/fy09osti/44073.pdf>

### Shared solar serves the majority

Represents the approximate number of Florida Residents that could benefit from a shared solar program because they do not have access to rooftop solar options, based on a study conducted by The National Renewable Energy Laboratories (NREL).

### Gallons of water per MWH

Traditional fossil fuel power plants consume one of Florida's most protected resources at an alarming rate in comparison to solar.

Solar PV



2/3 CUP

Natural Gas



300g

Nuclear



800g

Power Plant vs PV Water Usage:  
<http://www.kcet.org/news/rewire/solar/fact-check-how-much-water-does-solar-power-really-use.html>

### Top 10 States in Solar in 2013

1. California
2. Arizona
3. North Carolina
4. Massachusetts
5. New Jersey
6. Hawaii
7. Georgia
8. Texas
9. New York
10. Colorado

18th  
 26 MW  
 Installed in 2013

### Florida is falling behind

1314

The number of MW which Southern California Edison signed in August 2014 to bring online within the similar time period as FPL's Volunteer Solar Program is planned.

Florida Solar Ranking:  
<http://www.seia.org/research-resources/2013-top-10-solar-states> &  
<http://www.seia.org/state-solar-policy/florida>

SCE newest PPAs:  
<http://newsroom.edison.com/releases/sce-to-buy-more-than-1-500-megawatts-of-renewable-power-from-new-solar-existing-geothermal-resources>

