



POWER PARTNERSHIPS

Take control of your business energy costs with these FPL energy-saving programs and services

When we work together, FPL can help you reduce your business energy costs. It's a win-win situation.

There's a world of reasons to conserve energy usage in your business. Lower bills mean lower overhead which leads to greater profits. Equipment that runs more efficiently has a longer life span so it needs replacing less often. Using less energy is good for the environment, and that's good for all of us. It's not just good business sense; it's good common sense.

Plan ahead with a free Business Energy Evaluation (BEE)

The BEE is a comprehensive review of your facility's energy usage conducted by one of our energy experts on-site at your business facility. There is no cost for the BEE. Plus, the results of your BEE will help you make informed decisions on how to cut energy costs. They are especially helpful if you're planning on improvements, expansions or building new facilities. Our energy experts will examine your:

- » Heating, ventilating and air conditioning systems (HVAC).
- » Current rate schedule and power usage patterns.
- » Building "envelope" where your building is exposed to the elements (areas such as roof, windows and insulation).
- » Lighting and water heating.
- » Processing equipment such as motors, air compressor systems, elevators, conveyors, food preparation equipment, refrigeration equipment, etc.

Based on the results of the BEE, you'll receive specific recommendations on how your business can reduce energy costs, which energy-saving programs are right for you, and which rebates may apply to your business.

BEE billing analysis

We'll also perform a detailed analysis of your energy costs as part of your BEE to see where improvements might be made. Using your energy usage history and details specific to your facility, we'll show you comparisons of your usage to similar businesses, and how weather can affect your usage efficiency.

Small Businesses have an Online Business Energy Evaluation option (OBEE)

OBEE is designed for Small Businesses, specifically those whose rate is referred to as "General service non-demand" (this is indicated on your bill).

In just minutes, FPL's Online Business Energy Evaluation can provide you with personalized, cost-saving recommendations specific to your business. Visit www.FPL.com/OBEE to start saving now.

FPL's Online Business Energy Evaluation is only available to businesses on a General Service Non-Demand Rate 68.

Powerful programs

Most programs are suited for businesses of any size; a few are tailored to small, medium or large businesses. Increased energy efficiency is our common goal, and most of these programs offer rebates to offset the cost of upgrading technology. Most improvements pay for themselves in reduced electric bills.

We're here for you

Powerful information is just a phone call or keystroke away. You can reach us anytime.

THANK YOU

FPL can be a powerful partner for your business. Improved energy efficiency makes good business sense and it's good for our environment. Please don't hesitate to contact us.

PHONE - Speak to a business specialist Business Care Center

Monday - Saturday 7 a.m. to 9 p.m.
Sunday 7 a.m. to 2 p.m.

These FPL professionals are dedicated solely to our business customers. They are here to answer your questions about energy usage and conservation, billing payment options and rate information, energy efficiency upgrades, FPL Business Programs and Services and power quality issues.

Miami-Dade	305-442-0388
Palm Beach	561-478-6399
Broward	954-581-5668
Other counties	1-800-375-2434

PHONE - Automated system

24 hours, 7 days a week

The fastest way to get information or complete transactions. To get answers, call your local Business Care Center (numbers are above) and follow the voice prompts. You can use the phone system for:

- » Billing questions, due dates and balances.
- » Update account information.
- » Make a payment.
- » Transfer or close your account.

ONLINE

www.FPL.com | 24 hours, 7 days a week

FPL's Web site has a wealth of services and information for businesses, such as:

- » Detailed information on FPL's Business Programs to increase energy efficiency, including www.FPL.com/OBEE to see which type of business energy evaluation is right for your business.
- » Choose billing and payment options.
- » Access account information to check billing history, account balances or open/close accounts.

IF YOUR POWER IS OUT

1-800-4OUTAGE (1-800-468-8243)

Call this number to report a power outage or check on the status of restoration efforts.

YOUR PERSONAL SERVICE REP

Customer Manager

If you have a large business account (average monthly billing: 270,000 kwh), your Customer Manager is an energy expert who is your single point of contact for all your FPL services. You can rely on him or her to evaluate your energy needs and recommend the best programs to increase the success of your operations.



Business Programs and Services





“ At our Delray location, we had an immediate 23 percent drop in kilowatt-hour usage. That has a significant impact on our energy bills. ”

– Ken Infante, AutoNation, Inc.

FPL Business Lighting program in action – AutoNation

PROGRAMS FOR ALL BUSINESSES

Direct Expansion Air Conditioning (DX HVAC)

If you replace your existing A/C system with a High-Efficiency split/ packaged DX unit, you can qualify for a rebate. Installation of a split/ packaged unit in new construction also qualifies for the rebate. This technology reduces cooling and maintenance costs, and conserves energy all year long. Qualifying new units include:

- » Air, water and evaporative cooled air conditioning and heat pumps.
- » Room units, including package terminal air conditioners or heat pumps.
- » Units with efficiency that exceed the Florida Energy Code by seven percent (or ASHRAE Std 90.1).
- » Electronically Commutated Motors (ECM).

When your new DX system is installed, your rebate amount is based on the size, type and efficiency of the new unit.

Energy Recovery Ventilation (ERV)

You'll reduce wasted energy and lower your costs by using ERV systems that use your building's exhaust and pre-conditioned incoming ventilation air to:

- » Reduce peak demand by as much as 20 percent.
- » Increase heating and cooling efficiency levels by up to 40 percent.
- » Control indoor humidity, which prevents mold and mildew.

Rebates are available when you install a qualifying ERV unit on a new or existing HVAC system.

Refrigeration

There is a better way to control frost and “sweat” on refrigerator or freezer doors. Old-fashioned strip heaters waste power and can add significantly to your refrigeration costs. Rebates of up to \$75 per kw reduction are available when you upgrade to these technologies:

- » Anti-sweat heater controls.
- » Glass doors with no or low electric heat.
- » Freezer doors with hot gas reclaim.

In addition to FPL rebates, installing these technologies can cut your refrigeration and heating costs by up to 50 percent or more.

Water Heating

Does your business use a large, steady flow of hot water throughout the day? You can pair up your hot water needs with your cooling and dehumidifying needs to make both more efficient.

A heat recovery unit (HRU) or heat pump water heater (HPWH):

- » Provides the same reliable supply of hot water as a standard electric heater with energy cost savings of up to 50 percent or greater.
- » Reduces A/C costs.
- » Affords you the ability to downsize and save on your HVAC equipment purchase in new construction.

FPL offers rebates based on equipment size and type.

Business Lighting

Upgrading your lighting can give you better lighting results using less energy. We offer a variety of options so you can control your cost savings.

- » Better quality lighting for less cost.
- » Rebates of up to \$2 per lamp.
- » Reduced operating costs every month.
- » Lower energy usage is environmentally friendly.

Building Envelope

Improving your building's insulation is critical to more efficient energy use. Simple improvements translate directly to lower A/C bills and increased comfort. Rebates are available for:

- » Roof and ceiling insulation.
- » Reflective window film.
- » Reflective roof treatments.

Demand Control Ventilation (DCV)

The Demand Control Ventilation program works best for businesses whose occupancy rates vary greatly or whose maximum occupancy is reached occasionally. It prevents wasted energy (and money!) by fine-tuning ventilation and dehumidifying levels based upon occupancy levels. DCV reduces the amount of outside air brought into your building when your building requires less ventilation which increases system efficiency and saves you money.

Demand Control Ventilation:

- » Can reduce the cost of running your A/C by 10 percent or more per year.
- » Helps HVAC equipment operate more efficiently, so it lasts longer.
- » Maintains proper indoor air quality and comfort more efficiently.
- » Makes you eligible for FPL rebates based on building type, number of sensors required and square footage of air-conditioned space, when you install a qualifying DCV system.

Kitchen Demand-Controlled Ventilation

Demand controlled kitchen hoods minimize fan energy use by reducing the exhaust and make up air fan speed when little or no cooking is occurring. By adjusting hood exhaust and makeup air fan speeds, kitchen demand control ventilation can help a typical business reduce fan energy costs by up to 50 percent a year.

Everybody Wins:

With kitchen demand control ventilation technology, building owners save energy and money, hoods operate more efficiently, and all of us benefit from reduced energy demand.

FOR SMALL AND MEDIUM BUSINESSES

Average monthly energy usage: 1,300 kWh (less than 20 kwd)

Business On Call®

Examples: restaurants, retail stores, bakeries, boutiques

Lower your electric bill the easy way with FPL's On Call program. By enrolling in On Call, you agree to let FPL occasionally turn off your air conditioning system for short periods of time, only when absolutely necessary. In return, you will receive a monthly credit on your bill even if On Call is not activated. Historically, On Call has been activated three to four times per year, during times of high electricity demand.

FOR MEDIUM AND LARGE BUSINESS

Average monthly energy usage: 20,000 kwh (20-499 kwd)

Demand Control Ventilation (DCV)

Examples: banks, office buildings, hotels, financial services

The Demand Control Ventilation program works best for businesses whose occupancy rates vary greatly or whose maximum occupancy is reached occasionally. It prevents wasted energy (and money!) by fine-tuning ventilation and dehumidifying levels based upon occupancy levels. DCV reduces the amount of outside air brought into your building when your building requires less ventilation which increases system efficiency and saves you money.

Demand Control Ventilation:

- » Can reduce the cost of running your A/C by 10 percent or more per year.
- » Helps HVAC equipment operate more efficiently, so it lasts longer.
- » Maintains proper indoor air quality and comfort more efficiently.
- » Makes you eligible for FPL rebates based on building type, number of sensors required and square footage of air-conditioned space, when you install a qualifying DCV system.

Chillers

Replace your existing chiller with a qualifying high-efficiency chiller, or install one in new construction, and FPL will help you pay for it. In addition to having newer, more reliable and efficient equipment, upgrading a chiller will:

- » Significantly reduce electrical, operating and maintenance costs.
- » Give you ongoing energy savings.
- » Give you immediate rebate and energy savings on the new equipment.

Thermal Energy Storage

Thermal Energy Storage allows you to lower your electric bill by storing energy at night when power is less expensive. It then cools your building throughout the day when rates are higher. Your results are a reduction in on-peak energy use and lower bills. FPL will assist you by providing:

- » Feasibility study funding.
- » Rebates for system installation.
- » Equipment-commissioning funding.

CUSTOM BUSINESS SOLUTIONS

Average monthly energy usage: 270,000 kWh (500+ kwd)

Examples: corporate headquarters, hospitals, government agencies

FPL provides custom-designed solutions for your large-scale energy needs. We can assist with:

- » Performance contracting.
- » Design services and construction management.

We also provide a single person as your point of contact to help you through the entire process. Please contact your customer manager today for details.

“ We got an immediate rebate of \$1,709.00 with our initial upgrades. And our energy cost savings are about \$2,910.00 per year. ”

– Gavin Davis, Driftwood Hospitality Management
FPL Building Envelope program in action –
Sarasota Holiday Inn

