



# Business Demand Side Management (DSM) At A Glance

Business Energy Evaluation (BEE)	Eligibility Details	Incentives
<p><b>In Person/Onsite Option:</b></p> <ul style="list-style-type: none"> <li>Free energy evaluation of business customers' existing building, expansions and major renovations, and new construction.</li> <li>FPL examines facility and/or plans and provides energy-efficient recommendations in a report. Information about applicable technologies and methodologies also is provided.</li> <li>FPL offers a Tool Lending Service where monitoring tools are loaned to customers and/or trade allies to measure energy-related activities.</li> <li>FPL is available for follow-up assistance with installation.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers.</li> </ul>	<ul style="list-style-type: none"> <li>FPL determines incentives for other business programs at time of a Business Energy Evaluation.</li> </ul>
<p><b>Online Option:</b></p> <p>Quick, easy and free online analysis that offers personalized results and recommendations specific to the business customer's:</p> <ul style="list-style-type: none"> <li>Energy usage and billing history</li> <li>Business profile, building type</li> <li>Equipment data, time of year and Florida weather conditions</li> </ul>	<ul style="list-style-type: none"> <li>Small business customers with "General Service Non-Demand Rate."</li> <li>Rate can be found on customer's bill or automatically determined during the OBEE process, which requires website registration at FPL.com/OBEE.</li> </ul>	<ul style="list-style-type: none"> <li>Online survey quickly determines incentives immediately during the analysis.</li> </ul>

Business On Call	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides monthly credit on electric bill when customer voluntarily enrolls in Business On Call, which connects central A/C system to energy management device installed free by FPL.</li> <li>Program, and bill credits, are in effect April through October.</li> <li>During periods of high electricity demand (a few days per month, if needed) the A/C load will be interrupted briefly, with A/C units cycled off every 15 minutes every 1/2 hour, for up to a total of 3 hours.</li> <li>Participating customers receive monthly credit (April-October) regardless of whether A/C system is cycled by FPL.</li> <li>No cost to enroll or cancel.</li> </ul>	<ul style="list-style-type: none"> <li>Direct expansion (DX) central electric A/C systems are eligible. Centrifugal chillers and window A/C units do not qualify. FPL will determine equipment eligibility.</li> <li>Operating hours must include the 3 p.m. to 5 p.m. time frame at least four days per week (Monday through Friday).</li> <li>Business On Call program credits may not exceed 40% of the non-fuel energy charge portion of the electric bill.</li> </ul>	<ul style="list-style-type: none"> <li>\$2 per ton, per month, April to October.</li> </ul>

Building Envelope	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives to offset part of the cost of making building envelope improvements.</li> <li>For window treatment, insulation and reflective roof measures, installations must be approved in advance, in order to qualify for incentive payment. FPL may pre- and/or post-inspect.</li> <li>Customers receive an incentive deduction from the FPL Participating Independent Contractor. Government entities are eligible for payment directly from FPL.</li> </ul>	<ul style="list-style-type: none"> <li>All existing business customers; retrofit installations only.</li> <li>Electric HVAC system must operate between 3 p.m. and 6 p.m. summer weekdays (April through October).</li> </ul> <p>Eligible improvements include:</p> <ul style="list-style-type: none"> <li>Ceiling insulation or roof insulation of R19*.</li> <li>Reflective roof measures, such as reflective coatings and membranes with a solar reflectance of at least 73%.</li> <li>Window treatment measures such as solar film, solar screens and high efficiency window replacements. Qualifies for all western exposures (W, NW and SW).</li> <li>Measures must be installed by an FPL Participating Independent Contractor.</li> </ul> <p>*Existing R-value must be 7.0 or less for Roof and Ceiling Insulation. Existing R-value must be 19.0 or less for Reflective Roof.</p>	<ul style="list-style-type: none"> <li>Roof insulation: 5 cents per square foot.</li> <li>Ceiling insulation: 10 to 15 cents per square foot.</li> <li>Reflective roof: 45 cents per square foot.</li> <li>Window treatment: 50 cents to \$1 per square foot based on shading coefficient.</li> </ul>



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Efficiency Lighting	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for making lighting improvements.</li> <li>Information about energy-saving technologies is provided.</li> <li>FPL must pre-approve eligible lighting system changes.</li> <li>Customers receive incentive deduction from the FPL Participating Independent Contractor. Government entities are eligible for payment directly from FPL.</li> </ul>	<ul style="list-style-type: none"> <li>Only high permanence or major fixture modifications will qualify for a rebate.</li> <li>All business customers; retrofit installations only.</li> <li>Lighting technologies must serve building interior (covered parking garage included).</li> <li>Lighting must be used on or between 3 p.m. and 6 p.m. summer weekdays (April through October).</li> <li>Lighting changes can be completed in phases.</li> <li>No customer installs allowed.</li> </ul>	<ul style="list-style-type: none"> <li>T8 low mercury linear fluorescent: 65 cents per lamp</li> <li>T5HO low mercury linear fluorescent: \$2 per lamp</li> <li>Compact fluorescent: \$2 to \$20 per lamp</li> <li>Ceramic metal halide: \$1.50 to \$4 per lamp</li> <li>Metal halide pulse start/electronic ballast: \$3 to \$4 per lamp</li> <li>Circuiting current limiters: \$13.32 per amp rating of CCL</li> </ul>
HVAC: Split/Packaged DX Air Conditioning	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for installing energy-efficient direct-expansion (DX) air conditioning or heat pump systems.</li> <li>Qualifying DX units include: air, water and evaporative cooled air conditioning or heat pump systems and package terminal air conditioners or heat pumps.</li> <li>Incentive is based on size and energy-efficiency of unit. FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> <li>System must exceed minimum Florida Energy Efficiency Code. More efficient systems earn larger incentives. Different system types and sizes will have varying minimum energy code requirements.</li> <li>FPL Participating Independent Contractor must install systems smaller than 65,000 BTUH.</li> </ul>	<ul style="list-style-type: none"> <li>Incentive is based on \$165/kW reduction above Florida Energy Efficiency Code.</li> <li>60 cents to \$5 per MBTUH.</li> <li>Example: 10-ton unit rated at 11.3 EER earns \$120 FPL rebate.</li> <li>Incentives depend on system's size and efficiency.</li> </ul> <p>Note: Incentive starts at 7% (or more) above current energy code requirements for all systems.</p>
HVAC: Energy Recovery Ventilation (ERV)	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for installing energy recovery ventilation (ERV) systems.</li> <li>Qualifying ERV units include enthalpy wheel and plate type which recover both sensible and latent heat from building exhaust.</li> <li>Incentive is based on size and efficiency of recovery unit.</li> <li>FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> <li>ERV system must have a 50% or more effectiveness rating, and must be listed on ARI Web site (<a href="http://www.aridirectory.org">www.aridirectory.org</a>).</li> <li>FPL Participating Independent Contractor must install ERVs serving HVAC systems smaller than 65,000 BTUH.</li> </ul>	<ul style="list-style-type: none"> <li>Incentive depends on ERV effectiveness, pressure drop, air flow rate, and HVAC heat type.</li> <li>Example: 1,000 cfm* exhaust and supply flows with 70% recovery, 1 inch pressure, and no electric heat earns \$1,130.</li> <li>60 cents to \$1.40/cfm* of recoverable exhaust air.</li> </ul> <p>*Cubic feet per minute</p>
HVAC: Demand Control Ventilation (DCV)	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for installing demand control ventilation (DCV) systems designed to reduce the outside air flows for a facility, while maintaining proper building pressurization, based on real-time measurements in occupied spaces and meeting rooms. FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> <li>Demand Control Ventilation can also be used to reduce kitchen ventilation exhaust and its associated make up air flows when cooking appliances are not used to capacity or have been turned off. The DCV system shall modulate the exhaust and make up airflows based on sensor readings and through the application of variable speed fans. Temperature, smoke and/or steam generation sensors are typically required for each hood.</li> <li>All installed systems must contain non-refurbished, new equipment, unless pre-approved by FPL.</li> <li>The CO<sub>2</sub> sensor incentive is based on facility type and the conditioned square footage as determined by construction plans, tax basis, or direct measurement by FPL. The kitchen hood control incentive is determined by cubic feet per minute (CFM) of exhaust flow of existing hood(s).</li> <li>All installations must be approved by FPL prior to payment of incentives.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> <li>For CO<sub>2</sub> sensors the customer must submit preliminary design drawings, final as-built drawings, equipment schedules, and operating sequences. Limited to 5,000 square feet per occupancy sensor installed.</li> <li>For kitchen DCV a copy of the hood manufacturer specifications listing airflows of the exhaust and make-up air fans must be submitted. When not available, a copy of the Test and Balance Report showing both exhaust and make-up airflows for the fans can be substituted for the hood manufacturer specifications.</li> </ul>	<ul style="list-style-type: none"> <li>The CO<sub>2</sub> sensor Incentive amounts will vary and will be determined by FPL based on square footage of air conditioned space and type of facility. The kitchen hood control incentive is determined by cubic feet per minute (CFM) of exhaust flow of existing hood(s)</li> <li>Example CO<sub>2</sub> Sensors: A 20,000 square foot retail store would earn an \$1,080 incentive, based on installing at least 4 or more CO<sub>2</sub> sensors.</li> <li>Example: Kitchen Hood Controls: A 5,000 CFM exhaust hood with VFD speed drives controlled by usage sensors could earn an \$1,663 incentive.</li> </ul>



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HVAC: Chillers	Eligibility Details	Incentives										
<ul style="list-style-type: none"> <li>FPL provides incentives on high-efficiency air and water cooled electric chillers.</li> <li>Rebate amounts and qualifying conditions vary, depending on the type and size of equipment replaced or installed.</li> <li>FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> <li>Install new or replace existing chiller with qualifying high-efficiency chiller.</li> <li>Replacement chiller must meet minimum efficiency levels:</li> </ul> <table border="1" data-bbox="581 457 1040 709"> <thead> <tr> <th>Water Cooled Chiller</th> <th>Minimum Efficiency</th> </tr> </thead> <tbody> <tr> <td>Chiller Size</td> <td>kW/ton</td> </tr> <tr> <td>&lt; 150 tons</td> <td>0.81 Reciprocating 0.76 Screw/Scroll</td> </tr> <tr> <td>≥ 150 &amp; &lt; 300 tons</td> <td>0.69 Screw/Scroll 0.61 Centrifugal</td> </tr> <tr> <td>≥ 300 tons</td> <td>0.62 Screw/Scroll 0.55 Centrifugal</td> </tr> </tbody> </table> <p><b>Air Cooled Chillers</b></p> <ul style="list-style-type: none"> <li>Install new or replace existing electric chiller with a high-efficiency unit – minimum 10.0 EER (Energy Efficiency Ratio).</li> </ul>	Water Cooled Chiller	Minimum Efficiency	Chiller Size	kW/ton	< 150 tons	0.81 Reciprocating 0.76 Screw/Scroll	≥ 150 & < 300 tons	0.69 Screw/Scroll 0.61 Centrifugal	≥ 300 tons	0.62 Screw/Scroll 0.55 Centrifugal	<ul style="list-style-type: none"> <li>Incentive is based on \$99/kW reduction above Florida Energy Efficiency Code.</li> <li>Water cooled chiller: Range from \$2 to \$30/ton.</li> <li>Air cooled chiller: Begin at \$2/ton.</li> </ul> <p>Note: Incentive starts at 5% (or more) above current energy code requirements for all systems. Different system types and sizes will have varying minimum energy code requirements.</p> <p>The full load efficiency of chillers with ASDs can be improved by 5% (multiply full load kW per ton by 0.95) to increase available incentives. This efficiency improvement option requires a 25% reduction (for incentive calculation purposes) of ASD chiller full load capacity to account for projected part load operation during design day.</p> <p>The full load efficiency of chillers (kilowatts per ton) will be rounded to nearest two decimal places when computing incentives.</p>
Water Cooled Chiller	Minimum Efficiency											
Chiller Size	kW/ton											
< 150 tons	0.81 Reciprocating 0.76 Screw/Scroll											
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HVAC: Thermal Energy Storage (TES)	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL assists customer with preliminary analysis and feasibility study funding, and offers financial incentives for installation of a thermal energy storage system.</li> <li>Customer selects professional engineer to perform optional feasibility study and contractor/dealer to install system.</li> <li>Installation verified by FPL.</li> <li>FPL may issue TES and commissioning incentive as upfront discount to contractor or vendor on cost of installation, or FPL pays customer directly.</li> <li>FPL may issue feasibility study or post commissioning incentive as upfront discount to the engineer, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> </ul> <p>System design and feasibility study must meet the following minimum requirements:</p> <ul style="list-style-type: none"> <li>Performed by a professional engineer licensed/ insured in Florida.</li> <li>Designed to serve part or all of building cooling needs during FPL on-peak demand period (weekdays April through October).</li> <li>All design calculations and contract documents subject to FPL review/acceptance.</li> <li>All feasibility studies must be pre-approved by FPL HVAC specialists.</li> <li>All thermal energy storage systems must be commissioned by a professional engineer.</li> </ul>	<ul style="list-style-type: none"> <li>\$2,500 toward a feasibility study by a professional engineer you select.</li> <li>\$464 per ton (chiller), \$522 per ton (DX) or \$580 per ton (refrigeration) of cooling load removed from summer on-peak period (noon to 9 p.m. weekdays April through October).</li> <li>\$16-\$20/ton toward system initial commissioning.</li> </ul>

Refrigeration	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for using energy-saving equipment to reduce or eliminate the use of electric heating elements needed to prevent condensation on display case doors and to defrost freezer doors.</li> <li>Three technologies qualify:                         <ul style="list-style-type: none"> <li>Electric strip heaters around display case doors using automatic controls with humidistats to de-energize electric heaters when not needed.</li> <li>Special glass doors for reach-in display cases that require minimum or no anti-sweat heat.</li> <li>Freezer doors that incorporate hot gas reclaim as its heat source that can reduce or eliminate electric strip heaters normally used for defrost control.</li> </ul> </li> <li>FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> <li>Documentation must be provided from the manufacturer indicating the potential kW reduced by the use of the energy-saving equipment.</li> <li>All equipment installed must be new and cannot be refurbished or have been previously installed or used unless pre-approved by FPL.</li> </ul> <p>The complete system, including any supplemental devices, shall be listed by Underwriters Laboratories (UL) or another nationally recognized testing organization.</p>	<ul style="list-style-type: none"> <li>Incentive is based on strip heater potential reduction and varies up to \$75/kW reduction.</li> </ul> <p>Example: A grocery store with 10 refrigerated display cases with 6 glass doors each at 300 watts per door, would earn a \$480 incentive when using Anti-Sweat Heat Controls.</p>



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Water Heating	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides incentives for installing Heat Pump Water Heaters (HPWH) and Heat Recovery Units (HRU).</li> <li>Heat Pump Water Heaters save energy by reclaiming energy from outside ambient or air conditioning return, or from a water or ground source, and use that energy to heat water circulating in a storage tank.</li> <li>Heat Recovery Units use the heat normally rejected by an air conditioning or refrigeration system to heat water.</li> <li>FPL Participating Independent Contractor may issue incentive as upfront discount on cost of installation, or FPL pays customer directly.</li> </ul>	<ul style="list-style-type: none"> <li>All business customers. New and existing facilities qualify.</li> </ul> <p>All Heat Recovery Units must:</p> <ul style="list-style-type: none"> <li>Be rated according to the current Air Conditioning and Refrigeration Institute's (ARI) standards.</li> <li>Be rated to meet or exceed air conditioner superheat capacity with a minimum recovery rate of 2000 BTUH per ton.</li> </ul> <p>All Heat Pump Water Heaters must:</p> <ul style="list-style-type: none"> <li>Have a minimum Coefficient of Performance of 3.0.</li> <li>Be based on 120°F (or greater) leaving water temperature.</li> <li>Have heat source based on 80/67°F dry/wet bulb (or less) for air source units.</li> <li>Have heat source based on ARI standards.</li> <li>All water heating systems must be electric and used to supply heated water to meet process hot water needs.</li> </ul>	<ul style="list-style-type: none"> <li>Incentive is based on equipment capacity and varies up to \$500/kW reduction.</li> </ul> <p>Examples:</p> <ul style="list-style-type: none"> <li>200 MBTUH Heat Pump Water Heater with 3.2 Coefficient of Performance earns \$5,150.</li> <li>20-ton rooftop unit using a Heat Recovery Unit rated at 3000 BTUH/ton earns \$1,350.</li> </ul>

Commercial Demand Reduction (CDR)	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides monthly credits to customers who voluntarily enroll in CDR, regardless of whether or not FPL initiates a control period.</li> <li>FPL will install a load management device at the customer's facility.</li> <li>Customer is required to sign a contract.</li> <li>If a load control event is planned, FPL will send an advance notification to the device letting it know a load control event will occur at a specified time.</li> <li>When the load control event occurs, the device will automatically shed the predetermined controlled load, and your generator (if applicable) will start.</li> <li>Once FPL's system demand has returned to a manageable level, you will receive a pre-release notification approximately 15 minutes before the load control event ends.</li> </ul>	<ul style="list-style-type: none"> <li>Varies based on facility.</li> <li>Ideal for banking, medical care, manufacturing, mining, correctional facilities, municipal services, and other businesses that have full or partial backup generation.</li> </ul>	<ul style="list-style-type: none"> <li>Vary based on facility.</li> <li>FPL will provide an analysis of the company's electric bill, estimated cost savings from CDR, a control circuit wiring diagram, and assist with determining the expected payback period.</li> </ul>

Business Custom Incentives	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>FPL provides project-specific incentives for unique energy-saving applications.</li> <li>Customer submits a proposal to FPL with estimated savings potential, FPL conducts evaluation of savings potential.</li> </ul>	<ul style="list-style-type: none"> <li>Proposed application must remove a minimum of 25 kW from FPL's summer peak demand.</li> <li>Application must pass FPSC cost-effectiveness test.</li> <li>Incentive will not be paid in full until proposed savings are measured and confirmed.</li> <li><b>Not</b> eligible are power generation technologies, proposals based on fuel switching or wheeling, or energy-saving practices that cannot be measured accurately.</li> <li><b>Not</b> eligible are technologies currently being evaluated by FPL.</li> </ul>	<ul style="list-style-type: none"> <li>FPL will estimate an incentive and base the measured value on actual summer peak demand reduction.</li> <li>Payment schedule will be negotiated with the customer, and will be project specific.</li> </ul>



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Sunshine Energy® For Businesses	Eligibility Details	Incentives
<ul style="list-style-type: none"> <li>• Businesses can purchase fixed increments (blocks) of 1,000 kilowatt hours (kWh) of 100% Green-e® certified renewable energy from bioenergy and wind for only \$9.75 more per month per block.</li> <li>• Businesses can purchase multiple blocks to offset all of their CO<sub>2</sub> emissions - from electricity use and other factors like driving!</li> <li>• The monthly charge is conveniently added to the electric bill.</li> <li>• According to the U.S. Environmental Protection Agency, purchasing a block of 1,000 kWh every month each year can annually prevent nearly 17,000 pounds of carbon dioxide (CO<sub>2</sub>) emissions nationwide (as much as a car would produce in nearly 20,000 miles of driving).</li> <li>• Customers can call the Business Care Center at 1-800-FPL-5566, call their FPL representative, or sign up online at <a href="http://www.FPL.com/sunshinebusiness">www.FPL.com/sunshinebusiness</a>.</li> </ul>	<p>All business customers are eligible, but focus on customers who are:</p> <ul style="list-style-type: none"> <li>• Committed to environmental stewardship and sustainability.</li> <li>• Event organizers who prefer that their events become "carbon neutral" by offsetting regular electricity use and other contributing CO<sub>2</sub> factors, such as driving, with renewable energy.</li> <li>• Seeking LEED® (Leadership in Energy and Environmental Design) certification with U.S. Green Building Council.</li> </ul>	<p>No cash incentives from FPL, but customers can:</p> <ul style="list-style-type: none"> <li>• Earn LEED® certification points with the U.S. Green Building Council.</li> <li>• Receive recognition for their renewable energy commitment. Based on EPA Green Power Purchase guidelines and the customer's level of participation, the customer may be eligible for promotional materials and other support that highlight your commitment to renewable energy and environmental stewardship. For a list of recognition materials, visit <a href="http://www.FPL.com/sunshinebusiness">www.FPL.com/sunshinebusiness</a>.</li> </ul>