

# Opportunities and future developments facing the energy industry



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Director, Office of Economic Development  
Florida Power & Light Company



**@CrystalXStiles**  
**@PoweringFL**

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CHANGING THE CURRENT. **FPL.**

# NEXtera<sup>®</sup> ENERGY



- Largest of 55 electric utilities in Florida
- Serving nearly 5 million customer accounts or roughly 10 million people
- Territory covers 35 counties and 27,000 sq. miles
- Consistently among the cleanest, most reliable, lowest-cost utilities in America
- Largest utility in the U.S. by electric sales

## **ABOUT NEXTERA ENERGY, INC.**

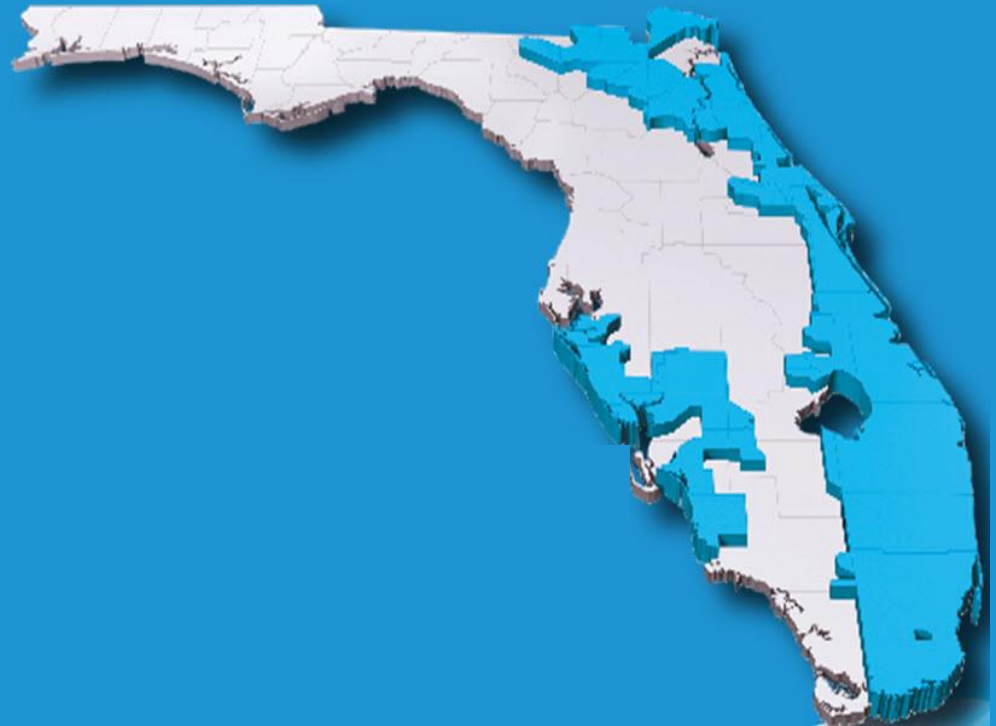
- World's #1 producer of renewable energy from the wind and sun
- Operating in 33 U.S. states & Canada, but Florida is our home
- One of Fortune's "World's Most Admired Companies" – ranked No. 1 in our industry for 11 of the last 12 years

# Why does FPL invest in economic development?

FPL's economic development efforts impact statewide job growth, which is good for our company and the community

- Traditional economic development program housed within a utility

Focused on Corporate HQ,  
Aviation/Aerospace,  
Data Centers...



**We provide 1) electric incentives and 2) community support**

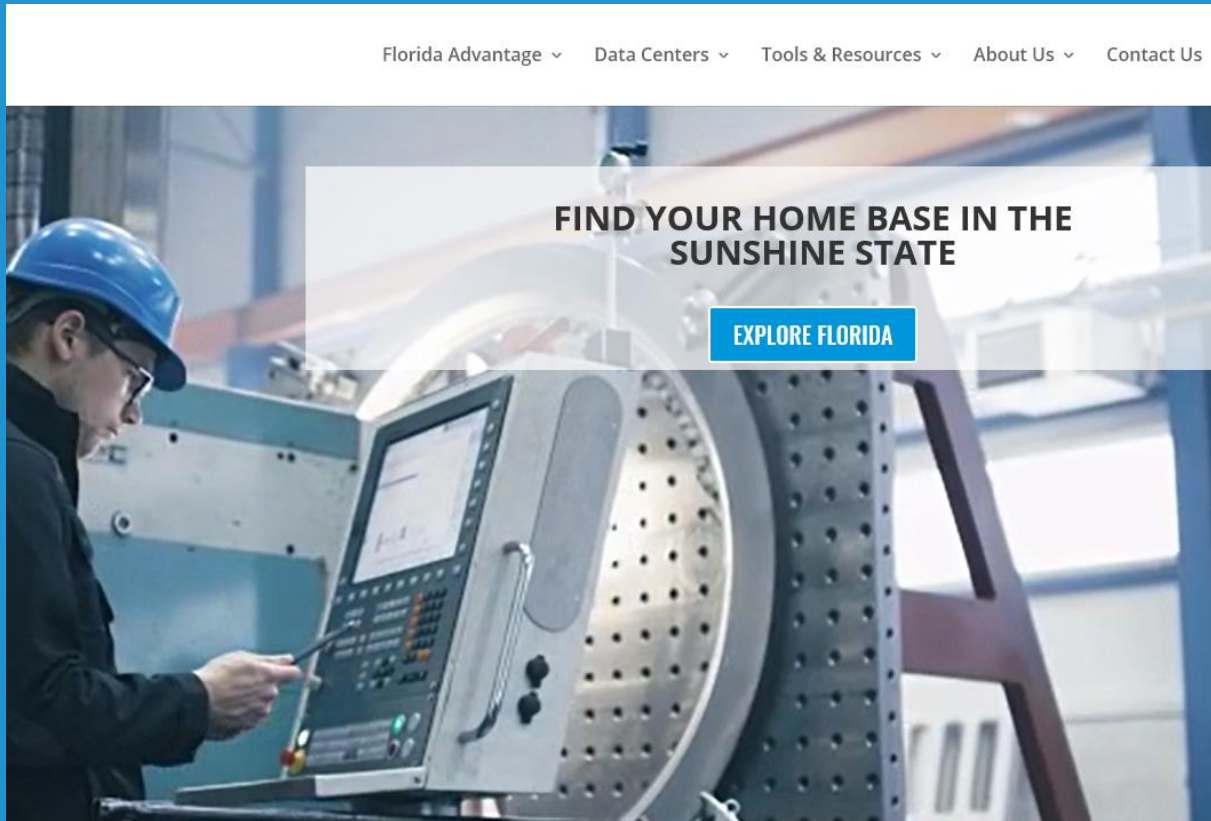
# We recognize it takes more to stay competitive

Power costs should never be a barrier to expanding business in Florida



# Connecting Florida's economic developers

Most of our community programs and resources are available to the entire state, not just our service territory



## Website

[PoweringFlorida.com](http://PoweringFlorida.com)

## Tools & Resources

- Property database
- Community profiles
- Resource Center

## Training & Seminars

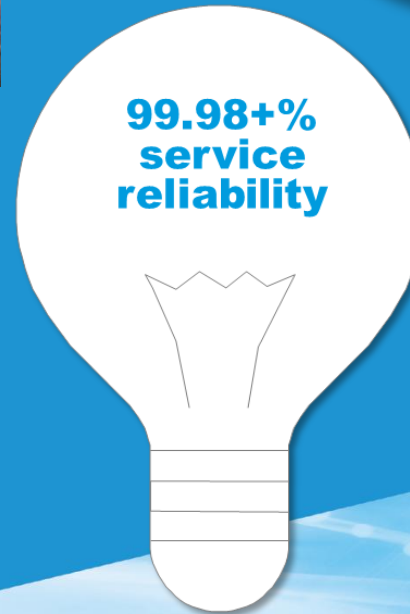
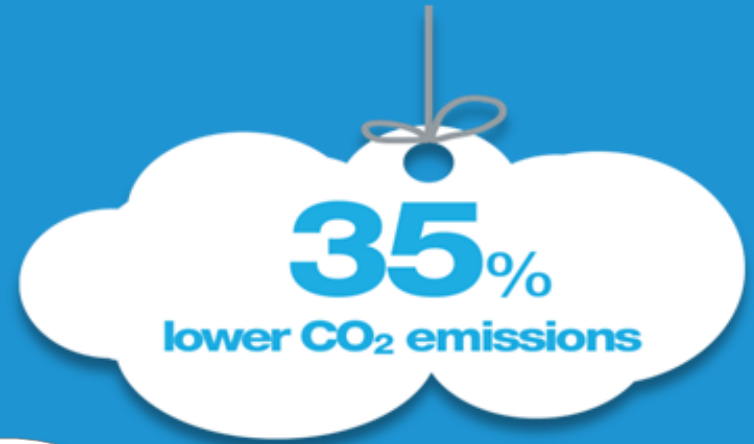
## Small Business

[FPL.com/BusinessTool](http://FPL.com/BusinessTool)

**FPL is focused on enhancing every community in the state**

# Keeping customer bills low for the long term

FPL rates have come down considerably in recent years, due in large part to smart investments in efficiency



# We continue to invest in innovative technology



**Unmanned Aircraft System (drone)**



**Smart Meter**



**Autonomous Substation Robot**



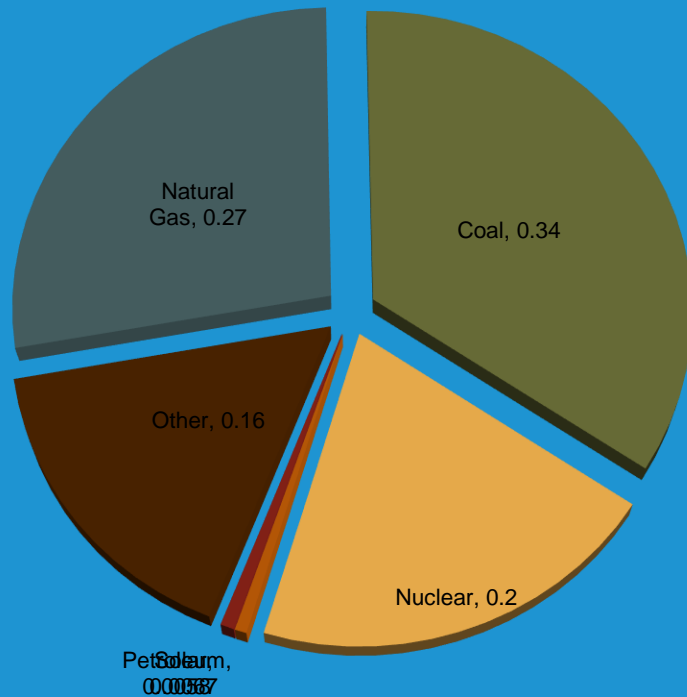
**Substation Flood Monitor**



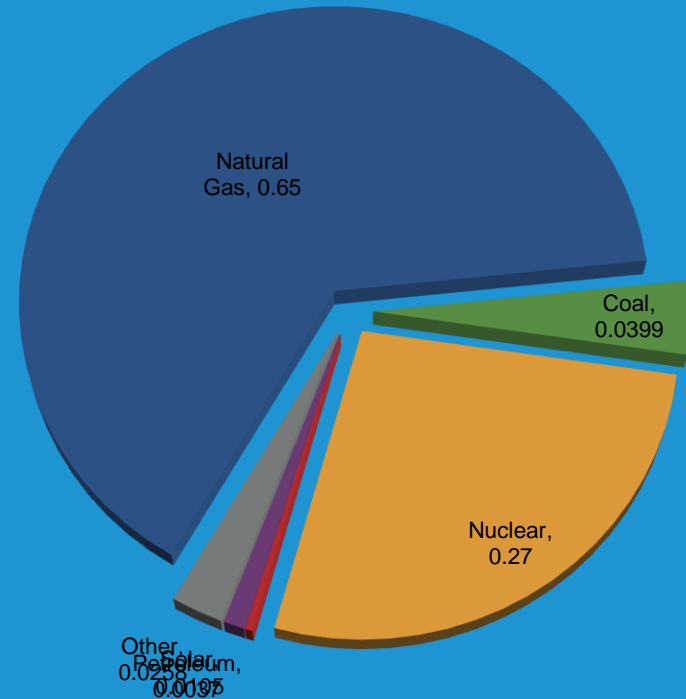
**Augmented Reality Hard Hat**

# New energy sources to power a 24-7 economy

## U.S.



## FPL

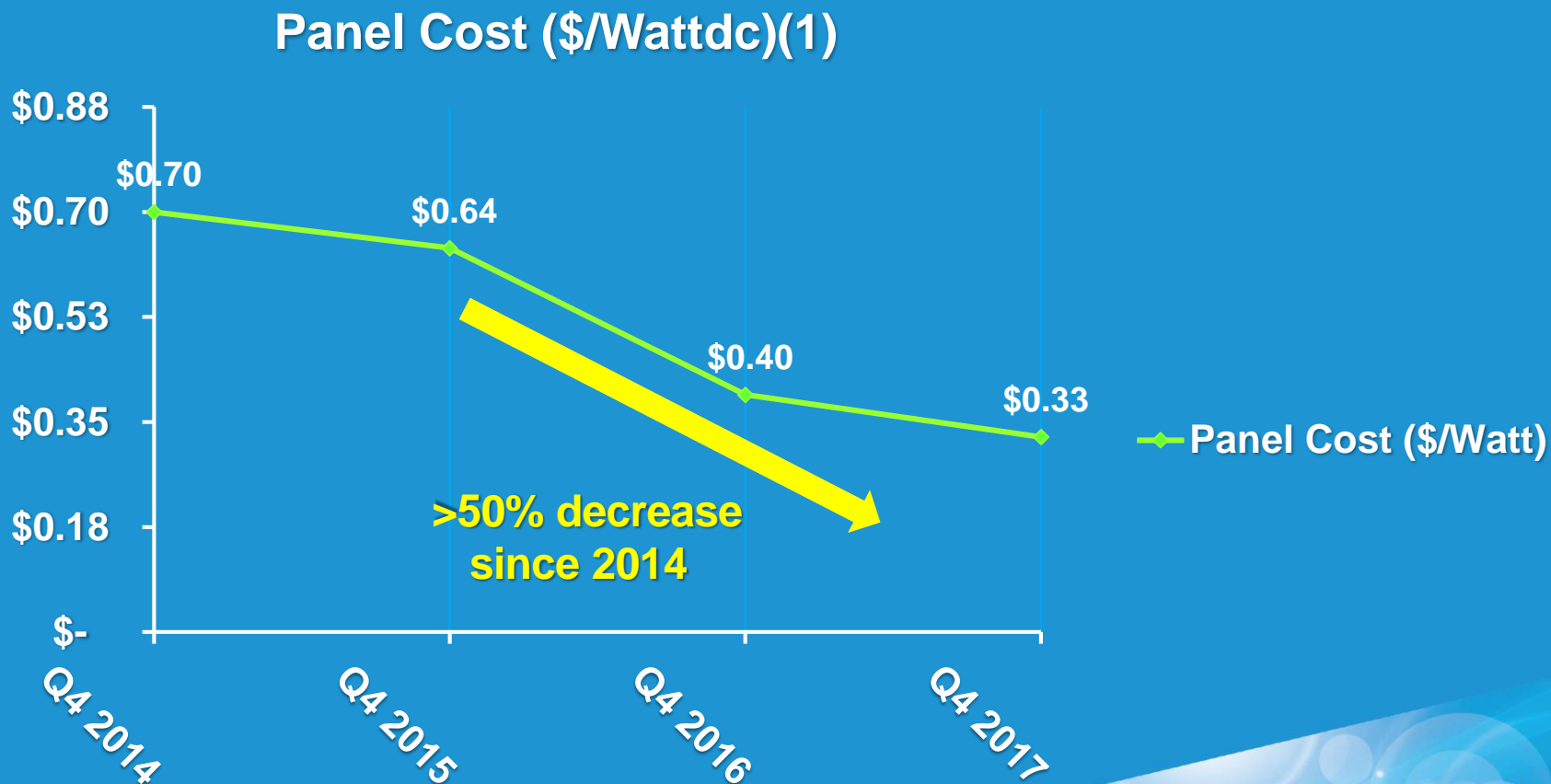


- **CLEANER MIX:** FPL relies more on clean natural gas and zero-emissions nuclear than U.S. as a whole – while consuming a fraction of the coal
- **SOLAR SOARING:** FPL is investing billions of dollars to continue growing solar in Florida. By 2020, solar is expected to be FPL's third biggest fuel, outpacing both coal and oil combined



# Advancing cost-effective solar in Florida

Solar costs have declined dramatically over the past three years



# Solar is serious and we are seriously solar

FPL is adding 10 million+ solar panels across Florida by 2023

- In 2016, we built three new solar power plants, comprising 1 million panels
- Eight more solar plants – nearly 600 MW -- began serving customers earlier this year
  - That's another 3.5+ million panels
- Future sites are being developed to host a total of roughly 6.5 million panels



# Bringing more cost-effective solar to Florida

FPL is adding 300 megawatts in early 2019 with four new sites

## Planned for 2019

- FPL Miami-Dade Solar Energy Center
  - Miami-Dade County
- FPL Interstate Solar Energy Center
  - St. Lucie County
- FPL Pioneer Trail Solar Energy Center
  - Volusia County
- FPL Sunshine Gateway Solar Energy Center
  - Columbia County



More than  
10 million  
solar panels  
by 2023

# Leading the charge in battery storage technology

FPL launched its first battery storage pilot projects in 2016



Battery Storage at FPL Citrus Solar Energy Center

- Total of 3.8+ MW primarily in Miami-Dade County
- Additional 50 MW of battery storage approved in our 2016 base rate settlement agreement
  - First 14 MW of battery storage installed, including
    - 4 MW at FPL Citrus Solar Energy Center in DeSoto County
    - 10 MW at FPL Babcock Ranch Solar Energy Center in Charlotte County





FPL®

**Thank you!**