



October 9, 2006

RE: Important! Business Efficient Lighting Program Revisions Enclosed

Dear Valued Contractor:

Thank you for your participation in the Business Efficient Lighting program which helps our mutual business customers save energy and better manage their operating costs. We couldn't do it without your involvement as an FPL Participating Independent Contractor.

This letter is to notify you that **effective November 1, 2006** the Business Efficient Lighting program is changing. Incentive payment levels have been revised and we've simplified the incentive certificate. Please refer to the table below for more information on what's changing.

| Lamp Type | Description | Lamp Category | Incentive \$/lamp |
|----------------------------|--|-----------------|-------------------|
| T8's & T5's | All wattages & all electronic ballasts | | \$0.65 |
| TSHO | Replacing HID fixtures | | \$2.00 |
| Metal Halide | Pulse start with electronic ballast | 100 to 500 watt | \$3.00 to \$4.00 |
| Ceramic Metal Halide | Must be hardwired | 20 to 100 watt | \$1.50 to \$4.00 |
| Compact Fluorescents | Must be hardwired with a permanent disk and 3 - 6 pm requirement will be strictly enforced | 5-13 watt | \$2.00 |
| | | 14-26 watt | \$5.00 |
| | | 27-39 watt | \$8.00 |
| | | 40-75 watt | \$10.00 |
| | | 76-100 watt | \$15.00 |
| | | over 100 watt | \$20.00 |
| Circuited Current Limiters | Incentive calculates per amperage rating | | \$13.32 /amp |

Please be aware that pending incentive certificates with FPL pre-approvals prior to Oct 31, 2006 must be submitted for payment no later than Feb 28, 2007 to be paid under the existing program incentive levels. If these pending jobs are not completed by Feb 28, 2007 then the incentive will need to be recalculated per the new incentives going into effect on November 1, 2006 and as outlined in the table above.

To assist you further with these program changes and to help you communicate accurate information to your customers, we've also enclosed a CD-Rom containing the new Trade Ally Program Standards (effective November 1, 2006), our new Incentive Certificates, and the FPL Participating Independent Contractor identity guidelines. If you have any questions or require additional information, please call your Sales Manager listed in Appendix D of the Trade Ally Program Standards.

Thank you again for your valuable contribution and for helping us to communicate these changes to our business customers. We very much appreciate your participation in the program and look forward to continuing our relationship in delivering energy efficient solutions to our mutual customers.

Sincerely,

Kathy L. Schmitt

Business Efficient Lighting Product Manager

Enclosures

FLORIDA POWER & LIGHT COMPANY

Participating Independent Contractors

The list of Florida Power & Light Company's participating contractors is merely a compilation of businesses which have agreed to comply with our Program Standards and is not a recommendation by Florida Power & Light of a particular contractor.

Since the availability of service work and the associated prices will vary by contractor, you may wish to shop around for comparison. Ask your contractor about minimum charges, hourly rates, and cost of materials. It is suggested that a contract be executed prior to commencement of work so all costs are understood and so you understand how much you will pay after credit for FPL's Incentive certificate.

Florida Power & Light Program Standards state that the contractor must comply with national, state, and local codes pertaining to the installation of the system. It is the responsibility of the consumer to verify that the contractor complies with applicable codes and ordinances, and that all applicable permits are obtained. The verification conducted by FPL of customer's installations is only to confirm the installation qualifies for FPL incentives and does not substitute for proper inspection by local code enforcement.

FPL makes no representation of warranties, expressed or implied, concerning the amount of energy savings, the materials installed by, or the workmanship of participating contractor.

I have read and understand the above statement.

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| | | |
|---|--------------------------------|-----------------|
| UNIVERSAL AIR & HEAT | (954)581-7110 | DAVIE |
| BEHRENS HEATING & A/C INC | (386)761-7751 | DAYTONA |
| AIRCO REFRIGERATION & A/C | (386)238-3450 | DAYTONA BEACH |
| D G MEYER INC | (386)253-7774 (386)738-3888 | DAYTONA BEACH |
| SANSONE CORPORATION | (954)428-8919 | DEERFIELD BCH |
| CENTRAL AIR CONDITIONING INC | (954)426-1066 | DEERFIELD BCH |
| CENTURY SERVICE SYSTEMS, INC. | (954)421-3344 | DEERFIELD BCH |
| ACE MECHANICAL A/C & REFRIGERATION LLC | (954)784-8220 | DEERFIELD BEACH |
| ISLAND AIR CONDITIONING | (561)278-3488 | DELRAY BEACH |
| AMI A/C & MECHANICAL INC | (561)243-8001 | DELRAY BEACH |
| ATLANTIC REFRIGERATION CORP | (561)278-1937 | DELRAY BEACH |
| SEPCO AIR INC | (386)575-2600 | DELTONA |
| KNIGHTON AIR CARE INC | (386)427-8411 | EDGEWATER |
| ABBOTT AIR INC | (941)474-4741 | ENGLEWOOD |
| WILLIAM SCHORK COMPLETE AIR SERVICE CORP | (941)475-1589 | ENGLEWOOD |
| PEPPERS AIR CONDITIONING INC | (239)693-2598 | FORT MYERS |
| SIGGS AIR CONDITIONING INC | (239)694-1205 | FORT MYERS |
| FUTURE CONTROLS INC | (239)693-1313 | FORT MYERS |
| HOME TECH SERVICE INC | (239)433-3344 | FORT MYERS |
| D & D AIR CONDITIONING & HEATING INC | (239)694-4849 | FORT MYERS |
| SERVICE EXPERTS LLC | (800)536-2100 | FORT MYERS |
| NEMETH AIR CONDITIONING INC | (239)267-3660 | FORT MYERS |
| J & D HEATING & AIR CONDITIONING INC | (239)415-4271 | FORT MYERS |
| KOBIE KOOLING INC | (239)482-1542 | FORT MYERS |
| H L GRAVES AIR CONDITIONING INC | (239)561-6999 | FORT MYERS |
| SEACOAST A/C & SHEET METAL INC | (772)466-2400 | FORT PIERCE |
| ADVANTAGE A/C OF THE TREASURE COAST INC. | (772)465-1606 | FORT PIERCE |
| B W AIR CONDITIONING INC | (954)448-4114 | FT LAUDERDALE |
| A/C DUCT & INSULATION INC | (954)318-1144 | FT LAUDERDALE |
| SERVICE AMERICA ENTERPRISE INC | (954)979-1100 | FT LAUDERDALE |
| AIR CARE SPECIALIST INC | (954)467-8840 | FT LAUDERDALE |
| WHOLE HOUSE CONCEPTS LLC | (954)270-4223 | FT LAUDERDALE |
| HILL YORK SERVICE CORPORATION | (954)525-4200 (954)523-8556 | FT LAUDERDALE |
| ALOHA AIR CONDITIONING INC | (954)772-0079 (561)368-1991 | FT LAUDERDALE |
| ELITE AIR CONDITIONING & APPLIANCE CO | (954)587-0333 | FT LAUDERDALE |
| SHORELINE AIR SYSTEMS INC | (954)485-3117 | FT LAUDERDALE |
| AIRSTRON, INC | (954)923-1654 | FT LAUDERDALE |
| SNC AIR CONDITIONING INC | (954)295-7286 | FT LAUDERDALE |
| B & B AIR CONDITIONING INC | (954)463-7616 | FT LAUDERDALE |
| SUNTECH AIR CONDITIONING INC | (954)563-1996 | FT LAUDERDALE |
| QUALITY AIR CONDITIONING CO INC | (954)971-1000 | FT LAUDERDALE |
| AMERICAN HVAC INC | (954)739-9595 | FT LAUDERDALE |
| ANGEL AIR & HEAT INC | (321)676-7470 | GRANT |

| | | |
|---|--------------------------------|--------------|
| TOTAL APPLIANCE & A/C REPAIRS INC | (305)949-0325 | HALLANDALE |
| MARNO AIR COND SERVICE INC | (305)885-2195 | HIALEAH |
| UNITECH MECHANICAL SYSTEMS INC | (305)557-6460 | HIALEAH |
| DISCOUNT APPLIANCES INTERNATIONAL CORP | (954)205-1968 | HIALEAH |
| TOTALTEMP SERVICE INC | (305)827-8900 | HIALEAH |
| A/C DUCT & INSULATION INC | (305)557-6663 | HIALEAH GDNS |
| AIR FORCE MECHANICAL A/C & REFR INC | (305)863-6133 | HIALEAH GDNS |
| AMERICAN TECHNOSYSTEMS A/C CO INC | (305)681-3379 | HIALEAH GDNS |
| COUSE AIR CONDITIONING CORP | (772)546-5045 | HOBE SOUND |
| G. A. RUSSO INC | (772)546-8655 | HOBE SOUND |
| CUNNINGHAM OIL CO INC | (386)253-7621 | HOLLY HILL |
| WILSON'S AIR CONDITIONING INC | (386)672-3464 | HOLLY HILL |
| WAYNE'S ROOFING & SHEET METAL | (386)255-3633 | HOLLY HILL |
| A M I AIR CONDITIONING | (954)966-2380 | HOLLYWOOD |
| A STAR A/C & HEATING SERVICES INC | (954)558-2950 | HOLLYWOOD |
| THERMO AIR INC | (954)927-9333 (954)927-9030 | HOLLYWOOD |
| WEATHER WISE INC | (954)680-2020 | HOLLYWOOD |
| AIR CONDITIONING & HEATING SPECIALISTS | (954)966-2288 | HOLLYWOOD |
| SOUTHEAST MECHANICAL SERVICE INC | (954)967-7200 | HOLLYWOOD |
| J & C AIR CONDITIONING | (954)983-1604 | HOLLYWOOD |
| CITY WIDE A/C & APPLIANCE SVC INC | (954)921-9316 | HOLLYWOOD |
| 0 TOO COOL AIR COND & AIR TRIX INC | (954)961-2472 | HOLLYWOOD |
| WEST COAST AIR CONDITIONING & HTG INC | (941)778-9622 | HOLMES BEACH |

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FPL Participating Contractors

103 records found for the Business Lighting Program. 

Records 1 to 100 displayed.

1 2

| Contractor | Phone # | Contractor Office Location |
|--|--------------------------------|----------------------------|
| <u>LIN R ROGERS ELECTRICAL CONTRACTORS INC</u> | (770)772-3400 | ALPHARETTA |
| <u>INNOVATIVE ALLIANCE LLC</u> | (321)279-4454 | APOPKA |
| <u>THE WHEATSTONE ENERGY GROUP LLC</u> | (770)916-7111 | ATLANTA |
| <u>DESIGN ELECTRIC LP</u> | (800)347-5530 (512)440-7985 | AUSTIN |
| <u>LIGHT SAVERS USA INC</u> | (407)488-1640 | BOCA RATON |
| <u>BRIGHTLIGHTS INC</u> | (239)994-2484 | BONITA SPRINGS |
| <u>DAVCO ELECTRICAL CONTRACTORS CORP</u> | (561)732-3434 | BOYNTON BEACH |
| <u>ACCORD ELECTRIC OF MANATEE COUNTY INC</u> | (941)747-1945 | BRADENTON |
| <u>T & H SERVICES INC</u> | (941)751-1923 | BRADENTON |
| <u>KEYLON LIGHTING SERVICES INC</u> | (352)799-0906 | BROOKSVILLE |
| <u>SIEMENS BUILDING TECHNOLOGIES INC</u> | (954)364-6600 | BUFFALO GROVE |
| <u>APPLIED ENERGY SOLUTIONS INC</u> | (580)367-9990 (580)775-3805 | CADDO |
| <u>LIGHTING EFFICIENCY SPECIALISTS INC</u> | (239)283-2291 | CAPE CORAL |
| <u>HALLATT ELECTRIC SERVICE INC</u> | (239)574-4592 | CAPE CORAL |
| <u>STONES RIVER ELECTRIC INC</u> | (727)235-5074 | CLEARWATER |
| <u>BEACH ELECTRIC INC</u> | (321)783-7030 | COCOA BEACH |
| <u>A & K ENERGY CONSERVATION INC</u> | (352)567-1999 (813)714-3994 | DADE CITY |
| <u>FLORIDA LIGHTING/FLA EMERGENCY LIGHTING</u> | (954)894-9244 (954)649-7416 | DANIA |
| <u>SYLVANIA LIGHTING SERVICES CORP</u> | (813)623-1443 | DANVERS |
| <u>CARTER ELECTRIC CO INC</u> | (386)255-1418 (386)255-9072 | DAYTONA BEACH |
| <u>BUCHANAN ELECTRIC INC</u> | (386)252-4242 | DAYTONA BEACH |
| <u>POMEROY ELECTRIC INC</u> | (954)427-0705 | DEERFIELD BCH |
| <u>MRE ELECTRIC INC</u> | (954)427-8237 | DEERFIELD BCH |
| <u>FUTURE LITE 2000 INC</u> | (954)571-1922 | DEERFIELD BCH |
| <u>LIGHTING RESOURCES USA INC</u> | (386)738-7228 | DELAND |
| <u>ESSENTIAL ENERGY SERVICES INC</u> | (940)320-6822 | DENTON |
| <u>E & C ELECTRICAL SERVICE INC</u> | (305)594-2605 | DORAL |
| <u>UR ENERGY INC</u> | (800)749-9291 | FAIRFIELD |
| <u>BRITANIA ELECTRIC INC</u> | (239)277-1881 | FORT MYERS |
| <u>AMERESCO INC</u> | (704)916-3537 | FRAMINGHAM |

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| UNIVERSAL ELECTRIC OF FLORIDA INC | (954)484-5233 | FT LAUDERDALE |
| GULFSTREAM CONTRACTORS OF S FLA CORP | (954)563-8223 | FT LAUDERDALE |
| ADVANCED ELECTRICAL SOLUTIONS INC | (954)327-9212 | FT LAUDERDALE |
| ALL FLORIDA ELECTRICAL SERVICE INC | (954)214-9966 | FT LAUDERDALE |
| FACILITECH SYSTEMS, INC. | (817)261-6733 (800)540-9677 | FT. WORTH |
| ENERGY SAVING STRATEGIES | (512)869-3388 | GEORGETOWN |
| LIGHTING LOGIC LLC | (904)284-1220 | GREEN CV SPGS |
| SOUTHERN ENERGY TECHNOLOGIES INC | (504)733-7433 | HARAHAN |
| TOTAL ENERGY SERVICES INC | (305)258-9555 | HOMESTEAD |
| ILLUMETEK CORPORATION | (800)644-2566 | HUDSON |
| ALFRED BRESSAW ELECTRICAL CONTRACTORS IN | (772)334-4014 | JENSEN BEACH |
| MAKO ELECTRIC INC | (561)575-2308 | JUPITER |
| THOMAS KERN ELECTRIC INC | (561)753-2906 | JUPITER |
| AMERICAN ENERGY SOLUTIONS INC | (816)756-1166 | KANSAS CITY |
| ENERGY SAVINGS SYSTEMS INC | (863)464-0417 | LAKE PLACID |
| RETRO-TECH SYSTEMS INC | (407)679-5770 | LANSING |
| MIRROR LIGHTING INC | (918)791-8282 | LAWRENCE |
| ESCO ENERGY SERVICES CO | (413)551-0055 | LENOX |
| ENERGY ONE INC | (941)383-8047 (941)586-1364 | LONGBOAT KEY |
| ATLANTIC ELECTRIC & ALARM INC | (954)726-7010 | LOXAHATCHEE |
| INNOVATIVE POWER SOLUTIONS LLC | (501)851-9990 | MAUMELLE |
| FACIANA ELECTRIC CO | (330)239-0176 | MEDINA |
| FLORIDA BULB & BALLAST INC | (321)259-7882 (800)344-2852 | MELBOURNE |
| FUSA CORP | (305)594-9388 | MIAMI |
| NELSON ELECTRICAL SERVICES INC | (305)591-3751 | MIAMI |
| COMPUTER ELECTRIC INC | (305)889-0018 | MIAMI SPRINGS |
| CURTIS DUVALL ELECTRIC INC | (904)654-5269 | MIDDLEBURG |
| TRANE | (954)499-6900 | MIRAMAR |
| JOHNSON CONTROLS INC | (954)538-7900 (800)866-8650 | MIRAMAR |
| TRAMCO INC | (239)774-5539 | NAPLES |
| GARPER ENERGY SOLUTIONS LLC | (305)895-2446 | NORTH MIAMI |
| COURTEAUX ELECTRIC INC | (386)672-4900 | ORMOND BEACH |
| UTILITIES DYNAMICS INC | (270)554-8878 | PADUCAH |
| ADVANCED ELECTRICAL SERVICES INC | (941)723-3277 | PALMETTO |
| SURE ELECTRIC INC | (954)655-1577 | PARKLAND |
| DOUG HEDDEN ELECTRIC INC | (954)435-7177 | PEMBROKE PNES |
| HAIRSTON/STEVENS ELECTRICAL CONTRACTORS | (954)587-7335 (954)205-9343 | PLANTATION |
| S&H ENERGY SERVICES | (954)587-7055 (954)612-1790 | PLANTATION |
| AVTECH ENERGY SERVICES INC | (215)766-9334 | PLUMSTEADVILLE |
| ORION ENERGY SYSTEMS LTD | (920)892-9340 | PLYMOTH |

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|---|--------------------------------|-----------------|
| WESWORTH ELECTRIC INC | (954)545-8171 | POMPANO BEACH |
| DEC ELECTRIC INC | (954)590-3123 | POMPANO BEACH |
| J.A.M. LIGHTING INC | (954)580-0714 (941)713-7979 | POMPANO BEACH |
| ADVANCED POWER TECHNOLOGIES INC | (954)984-4100 | POMPANO BEACH |
| COURT ELECTRICAL SERVICE INC | (954)785-1564 | POMPANO BEACH |
| L & S ENTERPRISES LLC | (386)304-0722 | PORT ORANGE |
| MEDLIN ELECTRICAL SERVICES INC | (772)785-6100 | PORT ST LUCIE |
| GERELCO ELECTRICAL CONTRACTORS INC | (772)340-7474 | PORT ST LUCIE |
| BROADWAY SIGN & LIGHTING LLC | (800)797-4467 | RONKONKOMA |
| NATIONAL ENERGY SERVICES INC | (770)360-9033 | ROSSWELL |
| LIGHTING RETRO TECHS INC | (407)973-9070 | SAINT CLOUD |
| GROOM ENERGY SOLUTIONS LLC | (978)306-6052 | SALEM |
| CHEVRON ENERGY SOLUTIONS CO | (954)776-9955 | SAN RAMON |
| SMARTWATT ENERGY SE CORP | (407)302-9255 (321)436-6181 | SANFORD |
| DAVID BAILEY INC | (941)922-7059 | SARASOTA |
| GARY JOHNSON CUSTOM SERVICES INC | (941)232-2291 | SARASOTA |
| JUDGE ELECTRIC INC | (941)924-9393 | SARASOTA |
| WINDEMULLER TECHNICAL SERVICES INC | (941)355-8822 | SARASOTA |
| SHELBY THERMAL ENGINRS & FABRICATORS LLC | (317)752-3785 | SHELBYVILLE |
| GILES ELECTRIC COMPANY INC | (386)767-5895 | SOUTH DAYTONA |
| KLEAN POWER ELECTRIC INC | (305)669-8154 | SOUTH MIAMI |
| ADVANCED LIGHTING INC | (801)972-9530 | SOUTH SALT LAKE |
| C K ELECTRIC INC | (904)825-1571 | ST AUGUSTINE |
| OWEN ELECTRIC COMPANY INC | (904)824-9940 | ST AUGUSTINE |
| NES ENERGY SERVICES INC | (877)470-6698 (813)988-1123 | TAMPA |
| MJR ELECTRIC | (813)874-1717 | TAMPA |
| AMTECH LIGHTING SERVICES INC | (813)628-8500 (813)924-7258 | TAMPA |
| GULF ELECTRIC CO | (813)626-6280 | THONOTOSASSA |
| EAST COAST POWER INC | (321)268-9898 (321)403-3158 | TITUSVILLE |
| ENERGYLITE INC | (813)949-2884 | WAKE FOREST |

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FPL Participating Contractors

103 records found for the Business Lighting Program.

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| <u>BRIGHTLIGHTS INC</u> | (239)994-2484 | BONITA SPRINGS |
| <u>DAVCO ELECTRICAL CONTRACTORS CORP</u> | (561)732-3434 | BOYNTON BEACH |
| <u>ACCORD ELECTRIC OF MANATEE COUNTY INC</u> | (941)747-1945 | BRADENTON |
| <u>T & H SERVICES INC</u> | (941)751-1923 | BRADENTON |
| <u>KEYLON LIGHTING SERVICES INC</u> | (352)799-0906 | BROOKSVILLE |
| <u>SIEMENS BUILDING TECHNOLOGIES INC</u> | (954)364-6600 | BUFFALO GROVE |
| <u>APPLIED ENERGY SOLUTIONS INC</u> | (580)367-9990 (580)775-3805 | CADDO |
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| SOUTHERN ENERGY TECHNOLOGIES INC | (504)733-7433 | HARAHAN |
| TOTAL ENERGY SERVICES INC | (305)258-9555 | HOMESTEAD |
| ILLUMETEK CORPORATION | (800)644-2566 | HUDSON |
| ALFRED BRESSAW ELECTRICAL CONTRACTORS IN | (772)334-4014 | JENSEN BEACH |
| MAKO ELECTRIC INC | (561)575-2308 | JUPITER |
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| ENERGY SAVINGS SYSTEMS INC | (863)464-0417 | LAKE PLACID |
| RETRO-TECH SYSTEMS INC | (407)679-5770 | LANSING |
| MIROR LIGHTING INC | (918)791-8282 | LAWRENCE |
| FSCO ENERGY SERVICES CO | (413)551-0055 | LENOX |
| ENERGY ONE INC | (941)383-8047 (941)586-1364 | LONGBOAT KEY |
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| COURTEAUX ELECTRIC INC | (386)672-4900 | ORMOND BEACH |
| UTILITIES DYNAMICS INC | (270)554-8878 | PADUCAH |
| ADVANCED ELECTRICAL SERVICES INC | (941)723-3277 | PALMETTO |
| SURE ELECTRIC INC | (954)655-1577 | PARKLAND |
| DOUG HEDDEN ELECTRIC INC | (954)435-7177 | PEMBROKE PNES |
| HAIRSTON/STEVENS ELECTRICAL CONTRACTORS | (954)587-7335 (954)205-9343 | PLANTATION |
| S&H ENERGY SERVICES | (954)587-7055 (954)612-1790 | PLANTATION |
| AVTECH ENERGY SERVICES INC | (215)766-9334 | PLUMSTEADVILLE |
| ORION ENERGY SYSTEMS LTD | (920)892-9340 | PLYMOTH |

| | | |
|---|--------------------------------|-----------------|
| WESWORTH ELECTRIC INC | (954)545-8171 | POMPANO BEACH |
| DEC ELECTRIC INC | (954)590-3123 | POMPANO BEACH |
| J.A.M. LIGHTING INC | (954)580-0714 (941)713-7979 | POMPANO BEACH |
| ADVANCED POWER TECHNOLOGIES INC | (954)984-4100 | POMPANO BEACH |
| COURT ELECTRICAL SERVICE INC | (954)785-1564 | POMPANO BEACH |
| L & S ENTERPRISES LLC | (386)304-0722 | PORT ORANGE |
| MEDLIN ELECTRICAL SERVICES INC | (772)785-6100 | PORT ST LUCIE |
| GERELCO ELECTRICAL CONTRACTORS INC | (772)340-7474 | PORT ST LUCIE |
| BROADWAY SIGN & LIGHTING LLC | (800)797-4467 | RONKONKOMA |
| NATIONAL ENERGY SERVICES INC | (770)360-9033 | ROSSWELL |
| LIGHTING RETRO TECHS INC | (407)973-9070 | SAINT CLOUD |
| GROOM ENERGY SOLUTIONS LLC | (978)306-6052 | SALEM |
| CHEVRON ENERGY SOLUTIONS CO | (954)776-9955 | SAN RAMON |
| SMARTWATT ENERGY SE CORP | (407)302-9255 (321)436-6181 | SANFORD |
| DAVID BAILEY INC | (941)922-7059 | SARASOTA |
| GARY JOHNSON CUSTOM SERVICES INC | (941)232-2291 | SARASOTA |
| JUDGE ELECTRIC INC | (941)924-9393 | SARASOTA |
| WINDEMULLER TECHNICAL SERVICES INC | (941)355-8822 | SARASOTA |
| SHELBY THERMAL ENGINRS & FABRICATORS LLC | (317)752-3785 | SHELBYVILLE |
| GILES ELECTRIC COMPANY INC | (386)767-5895 | SOUTH DAYTONA |
| KLEAN POWER ELECTRIC INC | (305)669-8154 | SOUTH MIAMI |
| ADVANCED LIGHTING INC | (801)972-9530 | SOUTH SALT LAKE |
| G K ELECTRIC INC | (904)825-1571 | ST AUGUSTINE |
| OWEN ELECTRIC COMPANY INC | (904)824-9940 | ST AUGUSTINE |
| NES ENERGY SERVICES INC | (877)470-6698 (813)988-1123 | TAMPA |
| MJR ELECTRIC | (813)874-1717 | TAMPA |
| AMTECH LIGHTING SERVICES INC | (813)628-8500 (813)924-7258 | TAMPA |
| GULF ELECTRIC CO | (813)626-6280 | THONOTOSASSA |
| EAST COAST POWER INC | (321)268-9898 (321)403-3158 | TITUSVILLE |
| ENERGYLITE INC | (813)949-2884 | WAKE FOREST |

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Business Heating Ventilation & Air-Conditioning Program Standards

Effective: January 1, 2008

Florida Power & Light Company Business Heating Ventilating & Air-Conditioning Program Standards

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Program Objective

The objective of the Business Heating, Ventilating and Air-Conditioning (Bus HVAC) Program, is to reduce the current and future growth of coincident peak demand and energy consumption by increasing the use of high efficiency Heating, Ventilating, and Air-Conditioning (HVAC) systems and encouraging the early replacement of inefficient HVAC equipment.

Customer Eligibility

An HVAC system consists of one or more air conditioning units, including thermal energy storage, that operate to condition a facility or process.

The Bus HVAC Program is available to all commercial and industrial customers served by FPL. Customers who are replacing existing equipment or installing new equipment may participate according to the following requirements.

The customer facility utilizing the equipment qualifying under this program must operate at some time during the hours of 3 to 6 PM weekdays during the summer months ranging from April 1 through October 31.

For direct expansion (DX) HVAC systems, DX HVAC systems with electronically commutated motors, chillers, chillers with adjustable speed drives (ASD), demand control ventilation, or energy recovery ventilators, the customer will sign an incentive certificate. All certificates must be received by the appropriate FPL office for processing within 6 months from the date of installation. For thermal energy storage, the customer will enter into a Program Participation Agreement with FPL. Certificates for thermal energy storage must be received by the appropriate FPL office for processing within 12 months from the date of installation. All exceptions must obtain approval from FPL.

The customer will have HVAC equipment installed in accordance with the manufacturer's recommendations and specifications.

All customers installing HVAC systems less than 65 MBtuh will use a "Participating Independent Contractor." Package Terminal air-conditioners and heat pumps (PTAC/PTHP), and governmental entities are exempt from this requirement.

All customers installing thermal energy storage will have an HVAC system commissioning report signed by a Florida Registered Professional Engineer.

Trade Ally Eligibility

Contractors installing HVAC systems less than 65 MBtuh must become a Participating Independent Contractor by entering into a Demand Side Management Program Contract with FPL.

All contractors installing equipment as part of the HVAC Program must be a licensed mechanical contractor or an air-conditioning contractor in a good standing in the State of Florida. The contractor must comply with all government statutes, codes, ordinances and accepted engineering practices.

Governmental customers may be permitted to participate in FPL's HVAC Program without the use of a Participating Independent Contractor, subject to FPL approval and fulfillment of the program requirements.

Equipment Eligibility

All installations must be in compliance with all local, state and national codes pertaining to the installation and operation of HVAC equipment.

All air conditioning equipment will exceed the latest Florida Energy Efficiency Code for Building Construction or American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE) Standard 90.1.

The new air conditioning equipment should be sized to provide the cooling requirements of the structure at American Society of Heating Refrigeration and Air-Conditioning Engineers (ASHRAE) 0.4% (or less) summer design conditions or designed industrial process loads.

All equipment installed must be new and cannot be refurbished or have been previously installed or used unless pre-approved by FPL.

The complete system, including any supplemental devices, shall be listed by Underwriters Laboratories (UL) or another nationally recognized testing organization.

Air-Conditioning & Refrigeration Institute (ARI), or International Organization for Standardization (ISO) or Association of Home Appliance Manufacturers (AHAM) certification is required for all ARI/ISO/AHAM classes and sizes of HVAC equipment for program participation. Manufacturer verified specifications shall be provided for any special class/size of HVAC equipment not ARI/ISO/AHAM certified or for any HVAC equipment model numbers with minor (non energy) variations from ARI/ISO/AHAM listings.

Replacement or new air conditioning equipment must be electric and include chillers, chillers with ASDs, thermal energy storage, split/package DX units, heat pumps, room units which include

package terminal units, demand control ventilation, or energy recovery ventilators. Backup or emergency chillers that are not part of the normal operational sequence will not qualify.

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.

Electronically commutated motors (ECM) installed in the supply fans for DX units, heat pumps, and room units which include package terminal units may qualify for additional incentives. ECM's must be designed to optimize supply fan speed as airflow variations occur due to filters, coils, and duct sizing.

Energy recovery ventilator (ERV) units must be listed in ARI's current Standard 1060 Certified Directory for Air-to-Air Energy Recovery Ventilation Equipment to qualify for program participation. Actual equipment airflow, ARI's listed Nominal Airflow capacity, Net Total Thermal Effectiveness, and Pressure Drop ratings shall be used for incentive calculations for both cooling and heating conditions under the following rules:

- a. The ARI Net Total Thermal Effectiveness for the cooling condition must be 50% or greater to qualify for ERV incentive.
- b. The airflow capacity for incentive calculations shall be the actual exhaust air flow or outside air flow, whichever is least, as specified in the ERV equipment specifications.
- c. ARI's 100% Nominal Airflow capacity will be used for the airflow incentive calculations if actual air flow exceeds ARI's listed 100% Nominal Airflow.
- d. The Net Total Thermal Effectiveness from ARI's 75% Airflow Conditions shall be used if ERV equipment actual outside or exhaust air flow specifications are 75% or less of ARI Nominal Airflow capacity.
- e. A copy of air flow design submittal for the ERV must be received by FPL prior to incentive payment processing.

Demand Control Ventilation (DCV) system must be designed to reduce the outside air flows for a facility at low occupancy, but not be less than required by all government statutes, codes, ordinances, and accepted engineering practices. The incentive is: 1) based on facility type and the conditioned square footage as determined by construction plans, tax basis, or direct measurement by FPL; 2) limited to 5,000 square feet per occupancy sensor installed. The building's DCV system shall: 1) modulate the outside air flow based on air flow measurements and occupancy sensor readings. Occupancy sensors are typically required for each common air conditioned zone and meeting room. 2) balance the outside air flows with exhaust flows for proper building pressurization at all load and occupancy conditions.

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.

For DX HVAC systems, room units which include package terminal units, and heat pumps, the entire unit (equipment defined by ARI, AHAM, or ISO ratings) must be replaced at the same time.

ARI/ISO 13256-1 certified water and ground source DX heat pumps that normally use cooling towers, well water, and ground may use other heat sink sources to reject condenser heat (directly or through a heat exchanger) as long as the condenser unit's water temperature and flow are maintained at their respective equipment rating or better.

All DX water source, ground water, ground source, or other heat sink sources heat pumps using heat exchangers must be inspected to verify maximum entering condenser unit loop temperature and minimum fluid flow rating (gpm).

Thermal energy storage (TES) shall be designed to shift all or part of the design air conditioning load, refrigeration load, or industrial cooling load from FPL's summer on-peak periods. If the Customer uses more than one type or size of TES chiller to satisfy its building cooling requirements, then the incentive rates applied in the incentive calculation shall use the following methodology: The most efficient chiller(s) load is shifted first with the balance of the building load shifted by the least efficient chiller(s). Backup chillers and chiller capacity operating during summer on-peak periods should not be included in the TES incentive calculations.

All TES designs are subject to pre-approval by FPL to qualify for this program. Pre-approval documents include design loads, original input data files for load program, schematic diagrams showing fluid flows, pipes, control valves, heat exchangers, etc, and hourly design day operating sequences.

All TES systems must have a commissioning report completed and approved by FPL. The commissioning report will consist of trend log data from the customers' energy management system for a minimum of 24 hours showing the HVAC system charge, discharge, and cooling cycles. Trend log data should include, but not limited to, temperature, flow rates, electrical loads, and storage level (charge and discharge). Verification signature by Florida Registered Professional Engineer is required stating TES system is operating properly.

TES systems that have received FPL incentives and have been in operation for a period of one year or more may be eligible for one TES post commissioning study. They must be approved by an FPL HVAC specialist.

Thermal storage tanks must be warranted to be free from defects in materials and workmanship for five (5) years from the completion of the installation. Warranty must include replacement parts and labor.

Participation Requirements

Technical Assistance

Technical assistance may be provided by FPL on a limited basis. The technical assistance may consist of any or all of the following activities:

- Preliminary benefit to cost studies.
- Review and approval of FPL funded feasibility and post commissioning studies.
- Review and approval of pre-construction plans and equipment specifications.
- Inspection and approval of final equipment installation and operation prior to incentive payment.
- FPL inspections may also be required during specific construction phases for thermal energy storage tiered incentives.

Equipment Performance Verification

FPL will verify through post installation inspections the actual equipment installed / modified and its operation under this Program.

- For DX HVAC systems 50 tons or larger, chillers, and TES, FPL intends to inspect 100 percent of the installations.
- For DX HVAC systems less than 50 tons, a minimum of 10 percent of all installations will be inspected.
- For energy recovery ventilation systems, FPL intends to inspect 100 percent of systems 1,000 CFM or greater of outside air and a minimum of 10 percent of the systems below 1,000 CFM.
- For demand control ventilation systems, FPL intends to inspect 100 percent of systems 5,000 square feet or greater and a minimum of 10 percent of the systems below 5,000 square feet. For kitchen demand control ventilation systems, FPL intends to inspect 100 percent of systems 1,000 CFM or greater of exhaust air and a minimum of 10 percent of the systems below 1,000 CFM.

If the Customer's post-installation inspection fails:

- a) FPL shall notify the customer and provide the reason for the failure in writing within ten (10) working days of the inspection.

- b) The customer shall have 90 days after the date of the failure notice to remedy the problem and pass the inspection. Otherwise, the Agreement is terminated at FPL's discretion with no liability to either party and the incentive is not paid.

Incentive Processing

Upon meeting all of the Customer Eligibility requirements and satisfying the system Equipment Requirements, the customer or the customer's designee shall be eligible to be paid an incentive. All incentives for HVAC equipment will be paid at completion of the installation, except for thermal energy storage.

The full load efficiency of chillers (kilowatts per ton) will be rounded to nearest two decimal places when computing incentives.

Thermal energy storage incentive payments may be made at completion of equipment installation or based on the following schedule:

- 50% payment at 50% completed construction (FPL verification required)
- 50% payment plus commissioning payment at 100% completed construction (FPL final payment verification requires the following: (1) TES system to demonstrate the consistent shift of projected cooling loads for one billing cycle and (2) commissioning report completed by a Florida Registered Professional Engineer and accepted by FPL).

Other inducements (i.e. feasibility studies, or system post commissioning) may be paid to the engineer or customer. All thermal energy storage feasibility studies and post commissioning reports must be performed by a Florida Registered Professional Engineer. All thermal energy storage projects, feasibility studies, and post commissioning reports must be pre-approved by FPL.

Incentive Payment Requirements

The incentive payment shall not be made by FPL until:

There is a completed Participation Agreement by FPL and the Customer for thermal energy storage. For chillers, chillers with ASDs, split/package DX or heat pumps, room units which include package terminal units, energy recovery ventilators, and demand control ventilation, a customer signed completed HVAC Incentive Form is always required.

A copy of the equipment or contractor's invoice, or schedule of values, or customer purchase order is provided. For incentives processed electronically, an equipment or contractor's invoice, or schedule of values, or customer purchase order may be requested.

A copy of the manufacturer's "cut sheet" is submitted for all chillers. The chiller efficiencies must be rated at nominal ARI conditions and certified by ARI when available.

A sealed letter or plans indicating the facility's design load for all thermal energy storage projects is submitted. Also included will be a thermal storage tank vendor supplied hourly discharge temperatures and flow data using the engineer's sealed peak design loads during summer conditions.

A signed TES Commissioning Report must be submitted to FPL stating performance conditions checked and verification of design operating conditions including on peak load shifting capabilities.

Proof of ARI, or ARI / ISO, or AHAM certification is submitted prior to processing the incentive form for split/package DX, heat pump, room units which include package terminal units or Energy Recovery Ventilators. FPL will verify and, if necessary, adjust the amount of the incentive payment.

Submittal of DCV documents such as mechanical drawings and equipment schedules pertinent to the DCV system such as outside/exhaust air calculations, control diagrams, fans/drives/damper equipment, and air flow stations/sensors, location of the occupancy sensors/air flow monitoring equipment, sequence of operation for the DCV system, interface with the energy management system, and final equipment selection as-built drawings/documents. 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.

Any exceptions to the above documentation requirements for incentive processing must be approved by FPL.

The equipment passes the FPL post-installation inspection, as set forth in the "Equipment Performance Verification" section.

Incentive payments shall not exceed the following amounts for each respective technology:

- a) Chillers, chillers with ASD - \$99/kW reduced. Schedule of incentives included in Appendix A.
- b) Thermal energy storage - \$580/kW shifted on a per ton basis using ASHRAE 90.1-2001 minimum efficiency standards. The average conversion factors for chillers, DX, and refrigeration equipment are 0.8 kW per ton, 0.9 kW per ton, and 1.0 kW per ton, respectively. Schedule of incentives included in Appendix A.

- c) TES system initial commissioning \$20/kW shifted on a per ton basis using ASHRAE 90.1 2001 minimum efficiency standards. The conversion factors for chillers, DX, and refrigeration equipment is .8 kW per ton, .9 kW per ton, and 1.0 kW per ton, respectively. Schedule of incentives included in Appendix A.
- d) TES feasibility study or post commissioning report - \$2,500 per major facility as determined by FPL for chillers and refrigeration systems.
- e) DX air conditioning equipment - \$165/kW reduced for unitary and \$495/kW reduced for room units which include package terminal units. Schedule of incentives included in Appendix A.
- f) Energy Recovery Ventilators - \$415/kW reduced. Schedule of incentives included in Appendix A.
- g) Demand Control Ventilation - \$600/kW reduced. Schedule of incentives included in Appendix A.
- h) Electronically commutated motors in DX systems - \$100/kW reduced. Incentive is calculated at \$0.33 per MBtuh DX capacity.

Customer Repayment of Incentive

A Customer receiving an incentive shall repay the incentive plus interest to FPL if:

For any reason the Customer removes the equipment or ceases operation and maintenance of the equipment during the first five (5) years of operation. However, if the Customer is the owner of or is operating the facility on behalf of an owner, cessation of the operation of the equipment due to the owner going out of business shall not give rise to an obligation to repay the incentive plus interest. FPL shall calculate the interest rate in accordance with the methodology approved by the Florida Public Service Commission used to calculate the interest rate for the Energy Conservation Cost Recovery (ECCR) Clause as it relates to under and over recovery.

The customer agrees that FPL can request a refund of the incentive if the customer chooses another electric service provider within five years from the date of the signed Participation Agreement or incentive form.

FPL shall provide written notice to the Customer of the repayment amount plus interest. Any repayment as described in the "Customer Repayment of Incentive" section made by the Customer shall be credited to the ECCR Clause.

Reporting Requirements

All program charges such as Payroll & Benefits, Material and Supplies, Outside Services, Advertising, Vehicles, Other, and Incentives Costs shall be reported in the Energy Conservation Cost Recovery True-Up and Projection filings, specifically through Schedules CT-2 and C-2 respectively.

Appendix A

Incentive Tables

Chillers

DX HVAC Equipment

Energy Recovery Ventilators

Demand Control Ventilation

Thermal Energy Storage

| FPL Incentives Water Cooled Chillers kW Reduction Based on ASHRAE 90.1 National Energy Code Minimum Efficiency Standards | | | | | | | |
|--|--------------------------|------------------|------------------|------------------------------------|------------------|------------------|----------------------------|
| Chillers Efficiency | Water Cooled Centrifugal | | | Water Cooled Rotary Screw & Scroll | | | Water Cooled Reciprocating |
| | Tons ≥ 300 | 150 ≤ Tons < 300 | Tons < 150 | Tons ≥ 300 | 150 ≤ Tons < 300 | Tons < 150 | All Cap |
| | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton |
| EER | rW/TON | | | | | | |
| 26.7 | 0.45 | 11.31 | 16.53 | 22.77 | 17.03 | 24.10 | 34.85 |
| 26.1 | 0.46 | 10.49 | 15.84 | 21.88 | 16.14 | 23.27 | 33.98 |
| 25.6 | 0.47 | 9.59 | 14.75 | 20.99 | 15.26 | 22.37 | 33.07 |
| 25.0 | 0.48 | 8.61 | 13.85 | 20.10 | 14.38 | 21.48 | 32.18 |
| 24.5 | 0.49 | 7.72 | 12.97 | 19.21 | 13.46 | 20.60 | 31.28 |
| 24.0 | 0.50 | 6.83 | 12.08 | 18.32 | 12.47 | 19.69 | 30.38 |
| 23.5 | 0.51 | 5.94 | 11.19 | 17.42 | 11.58 | 18.71 | 29.50 |
| 23.1 | 0.52 | 5.05 | 10.30 | 16.53 | 10.69 | 17.82 | 28.61 |
| 22.6 | 0.53 | 4.16 | 9.41 | 15.64 | 9.80 | 16.83 | 27.72 |
| 22.2 | 0.54 | 3.27 | 8.51 | 14.75 | 8.91 | 16.04 | 26.83 |
| 21.8 | 0.55 | 2.38 | 7.52 | 13.76 | 8.02 | 15.15 | 25.94 |
| 21.4 | 0.56 | | 6.53 | 12.87 | 7.13 | 14.26 | 24.95 |
| 21.1 | 0.57 | | 5.74 | 11.98 | 6.24 | 13.37 | 24.08 |
| 20.7 | 0.58 | | 4.85 | 11.09 | 5.35 | 12.47 | 23.17 |
| 20.3 | 0.59 | | 3.96 | 10.20 | 4.46 | 11.48 | 22.28 |
| 20.0 | 0.60 | | 3.07 | 9.31 | 3.47 | 10.59 | 21.30 |
| 19.7 | 0.61 | | 2.18 | 8.42 | 2.57 | 9.70 | 20.40 |
| 19.4 | 0.62 | | | 7.52 | 1.68 | 8.81 | 19.50 |
| 19.0 | 0.63 | | | 6.63 | | 7.92 | 18.61 |
| 18.8 | 0.64 | | | 5.84 | | 7.03 | 17.72 |
| 18.5 | 0.65 | | | 4.95 | | 6.14 | 16.83 |
| 18.2 | 0.66 | | | 3.96 | | 5.25 | 15.94 |
| 17.9 | 0.67 | | | 2.97 | | 4.36 | 15.09 |
| 17.6 | 0.68 | | | 2.08 | | 3.47 | 14.16 |
| 17.4 | 0.69 | | | | | 2.48 | 13.27 |
| 17.1 | 0.70 | | | | | | 12.38 |
| 16.9 | 0.71 | | | | | | 11.48 |
| 16.7 | 0.72 | | | | | | 10.40 |
| 16.4 | 0.73 | | | | | | 9.60 |
| 16.2 | 0.74 | | | | | | 8.71 |
| 16.0 | 0.75 | | | | | | 7.82 |
| 15.8 | 0.76 | | | | | | 6.93 |
| 15.6 | 0.77 | | | | | | 6.04 |
| 15.4 | 0.78 | | | | | | 5.15 |
| 15.2 | 0.79 | | | | | | 4.28 |
| 15.0 | 0.80 | | | | | | 3.37 |
| 14.8 | 0.81 | | | | | | 2.48 |

- Notes:
1. Certification required by manufacturer to ARI Standard 550/500-08 or latest released ARI Standard
 2. Chillers efficiencies do not include kw of supply air fans, Chilled water pump, condensing water pump, tower fans or circulating pumps.
 3. Required ARI range of rating conditions = chilled water circuit 44F chilled water temp, Flow rate 2.4 gpm/ton, fouling factor 0.0001 hr-ft² F/Btu
Water cooled = tower temp 85F, flow 3.0 gpm per ton, fouling factor 0.00025 hr-ft² F/Btu
 4. Special cases/size not ARI certified must have manufacturer verified specifications at ARI conditions & approved by FPL HVAC specialist or contractor representative
 5. Efficiencies higher than maximum table ratings will be computed by FPL

| FPL Incentives Air Cooled Chillers | | | | |
|---|--------|---------------------------|------------------|------------------------------|
| Kw Reduction Based on ASHRAE 90.1 National Energy Code Minimum Efficiency Standards | | | | |
| Chillers Efficiency | | Air Cooled with Condenser | | Air Cooled without Condenser |
| | | Tons ≥ 150 | | Tons < 150 |
| | | All Cap | | |
| EER | KW/TON | Incentive \$/Ton | Incentive \$/Ton | Incentive \$/Ton |
| 15.0 | 0.80 | 41.09 | 41.09 | 30.10 |
| 14.8 | 0.81 | 40.19 | 40.19 | 29.21 |
| 14.6 | 0.82 | 39.30 | 39.30 | 28.31 |
| 14.5 | 0.83 | 38.41 | 38.41 | 27.42 |
| 14.3 | 0.84 | 37.52 | 37.52 | 26.53 |
| 14.1 | 0.85 | 36.53 | 36.53 | 25.54 |
| 14.0 | 0.86 | 35.64 | 35.64 | 24.65 |
| 13.8 | 0.87 | 34.75 | 34.75 | 23.76 |
| 13.6 | 0.88 | 33.86 | 33.86 | 22.87 |
| 13.5 | 0.89 | 32.97 | 32.97 | 21.98 |
| 13.3 | 0.90 | 32.08 | 32.08 | 21.09 |
| 13.2 | 0.91 | 31.19 | 31.19 | 20.20 |
| 13.0 | 0.92 | 30.29 | 30.29 | 19.31 |
| 12.9 | 0.93 | 29.40 | 29.40 | 18.41 |
| 12.8 | 0.94 | 28.51 | 28.51 | 17.52 |
| 12.6 | 0.95 | 27.52 | 27.52 | 16.53 |
| 12.5 | 0.96 | 26.63 | 26.63 | 15.64 |
| 12.4 | 0.97 | 25.74 | 25.74 | 14.75 |
| 12.2 | 0.98 | 24.85 | 24.85 | 13.86 |
| 12.1 | 0.99 | 23.96 | 23.96 | 12.97 |
| 12.0 | 1.00 | 23.07 | 23.07 | 12.08 |
| 11.9 | 1.01 | 22.18 | 22.18 | 11.19 |
| 11.8 | 1.02 | 21.29 | 21.29 | 10.30 |
| 11.7 | 1.03 | 20.39 | 20.39 | 9.41 |
| 11.5 | 1.04 | 19.50 | 19.50 | 8.51 |
| 11.4 | 1.05 | 18.51 | 18.51 | 7.52 |
| 11.3 | 1.06 | 17.62 | 17.62 | 6.63 |
| 11.2 | 1.07 | 16.73 | 16.73 | 5.74 |
| 11.1 | 1.08 | 15.84 | 15.84 | 4.85 |
| 11.0 | 1.09 | 14.95 | 14.95 | 3.96 |
| 10.9 | 1.10 | 14.06 | 14.06 | |
| 10.8 | 1.11 | 13.17 | 13.17 | |
| 10.7 | 1.12 | 12.28 | 12.28 | |
| 10.6 | 1.13 | 11.39 | 11.39 | |
| 10.5 | 1.14 | 10.49 | 10.49 | |
| 10.4 | 1.15 | 9.50 | 9.50 | |
| 10.3 | 1.16 | 8.61 | 8.61 | |
| 10.3 | 1.17 | 7.72 | 7.72 | |
| 10.2 | 1.18 | 6.83 | 6.83 | |
| 10.1 | 1.19 | 5.94 | 5.94 | |
| 10.0 | 1.20 | 5.05 | 5.05 | |

Notes:

1. Certification required by manufacturer to ARI Standard 550/590-98 or latest released ARI Standard
2. Chillers efficiencies do not include kW of supply air fans, Chill water pump, condensing water pump, tower fans or circulating pumps.
3. Required ARI range of rating conditions - chilled water circuit 44F chilled water temp, Flow rate 2.4 gpm/ton, fouling factor 0.0001 hr-ft² F/Btu
Air cooled condenser - ambient air temp 95F
4. Special class/size not ARI certified must have manufacturer verified specifications at ARI conditions & approved by FPL HVAC specialist or contractor representative
5. Efficiencies higher than maximum table ratings will be computed by FPL

| FPL Incentives Dlx Air Conditioners & Condensing Units - Air Cooled | | | | | | | | |
|---|-----------------------|-----------------------------|--|--|---|---|---|---|
| Dlx Unitary | ARI 240/240 | | | | ARI 366 | | | |
| | Cap Tons Cap MBtuh | Tons ≥ 63.33 MBtuh ≥ 760 | 20 ≤ Tons < 63.33 240 ≤ MBtuh < 760 | 11.25 ≤ Tons < 20 135 ≤ MBtuh < 240 | 6.42 ≤ Tons < 11.25 65 ≤ MBtuh < 135 | Single Package Tons < 6.42 MBtuh < 65 | Split System Tons < 6.42 MBtuh < 65 | Condensing Units Tons ≥ 11.25 MBtuh ≥ 135 |
| EER (\$/EER) | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh |
| 15.00 | \$5.05 | \$4.84 | \$4.39 | \$3.88 | \$3.68 | \$1.24 | \$1.24 | \$3.89 |
| 14.80 | \$5.00 | \$4.83 | \$4.38 | \$3.87 | \$3.67 | \$1.19 | \$1.19 | \$3.84 |
| 14.60 | \$4.95 | \$4.82 | \$4.37 | \$3.86 | \$3.66 | \$1.12 | \$1.12 | \$3.79 |
| 14.70 | \$4.90 | \$4.49 | \$4.22 | \$3.60 | \$3.60 | \$1.07 | \$1.07 | \$3.73 |
| 14.80 | \$4.83 | \$4.42 | \$4.16 | \$3.43 | \$3.43 | \$1.01 | \$1.01 | \$3.66 |
| 14.60 | \$4.77 | \$4.35 | \$4.11 | \$3.38 | \$3.38 | \$0.98 | \$0.98 | \$3.61 |
| 14.40 | \$4.72 | \$4.31 | \$4.08 | \$3.33 | \$3.33 | \$0.91 | \$0.91 | \$3.56 |
| 14.30 | \$4.67 | \$4.25 | \$3.99 | \$3.27 | \$3.27 | \$0.84 | \$0.84 | \$3.41 |
| 14.20 | \$4.60 | \$4.19 | \$3.93 | \$3.20 | \$3.20 | \$0.78 | \$0.78 | \$3.38 |
| 14.10 | \$4.54 | \$4.13 | \$3.88 | \$3.15 | \$3.15 | \$0.73 | \$0.73 | \$3.32 |
| 14.00 | \$4.48 | \$4.08 | \$3.81 | \$3.09 | \$3.09 | \$0.66 | \$0.66 | \$3.27 |
| 13.90 | \$4.42 | \$4.01 | \$3.75 | \$3.04 | \$3.04 | | | \$3.14 |
| 13.80 | \$4.36 | \$3.94 | \$3.68 | \$2.98 | \$2.98 | | | \$3.14 |
| 13.70 | \$4.29 | \$3.88 | \$3.61 | \$2.90 | \$2.90 | | | \$3.07 |
| 13.60 | \$4.24 | \$3.83 | \$3.56 | \$2.84 | \$2.84 | | | \$3.00 |
| 13.60 | \$4.18 | \$3.76 | \$3.50 | \$2.77 | \$2.77 | | | \$2.94 |
| 13.40 | \$4.09 | \$3.68 | \$3.42 | \$2.68 | \$2.68 | | | \$2.87 |
| 13.30 | \$4.03 | \$3.61 | \$3.37 | \$2.64 | \$2.64 | | | \$2.81 |
| 13.20 | \$3.98 | \$3.56 | \$3.29 | \$2.67 | \$2.67 | | | \$2.72 |
| 13.10 | \$3.89 | \$3.48 | \$3.22 | \$2.49 | \$2.49 | | | \$2.66 |
| 13.00 | \$3.83 | \$3.42 | \$3.16 | \$2.43 | \$2.43 | | | \$2.59 |
| 12.80 | \$3.76 | \$3.33 | \$3.09 | \$2.39 | \$2.39 | | | \$2.52 |
| 12.80 | \$3.68 | \$3.27 | \$3.00 | \$2.29 | \$2.29 | | | \$2.44 |
| 12.70 | \$3.60 | \$3.18 | \$2.94 | \$2.21 | \$2.21 | | | \$2.36 |
| 12.60 | \$3.53 | \$3.12 | \$2.88 | \$2.13 | \$2.13 | | | \$2.29 |
| 12.60 | \$3.46 | \$3.04 | \$2.77 | \$2.04 | \$2.04 | | | \$2.21 |
| 12.40 | \$3.37 | \$2.96 | \$2.71 | \$1.98 | \$1.98 | | | \$2.13 |
| 12.30 | \$3.30 | \$2.87 | \$2.62 | \$1.90 | \$1.90 | | | \$2.05 |
| 12.20 | \$3.22 | \$2.81 | \$2.54 | \$1.82 | \$1.82 | | | \$1.96 |
| 12.10 | \$3.14 | \$2.72 | \$2.46 | \$1.73 | \$1.73 | | | \$1.88 |
| 12.00 | \$3.06 | \$2.64 | \$2.38 | \$1.66 | \$1.66 | | | \$1.80 |
| 11.90 | \$2.97 | \$2.56 | \$2.29 | \$1.67 | \$1.67 | | | \$1.72 |
| 11.80 | \$2.89 | \$2.48 | \$2.21 | \$1.49 | \$1.49 | | | \$1.63 |
| 11.70 | \$2.79 | \$2.38 | \$2.11 | \$1.40 | \$1.40 | | | \$1.56 |
| 11.60 | \$2.71 | \$2.29 | \$2.03 | \$1.32 | \$1.32 | | | \$1.48 |
| 11.50 | \$2.62 | \$2.21 | \$1.95 | \$1.22 | \$1.22 | | | \$1.39 |
| 11.40 | \$2.52 | \$2.11 | \$1.85 | \$1.12 | \$1.12 | | | \$1.27 |
| 11.30 | \$2.43 | \$2.01 | \$1.76 | \$1.06 | \$1.06 | | | \$1.17 |
| 11.20 | \$2.34 | \$1.93 | \$1.67 | \$0.94 | \$0.94 | | | \$1.07 |
| 11.10 | \$2.24 | \$1.83 | \$1.57 | \$0.84 | \$0.84 | | | \$0.97 |
| 11.00 | \$2.15 | \$1.73 | \$1.47 | \$0.74 | \$0.74 | | | \$0.87 |
| 10.9 | \$2.05 | \$1.63 | \$1.37 | | | | | \$0.78 |
| 10.80 | \$1.96 | \$1.52 | \$1.27 | | | | | |
| 10.7 | \$1.89 | \$1.42 | \$1.17 | | | | | |
| 10.60 | \$1.79 | \$1.32 | \$1.06 | | | | | |
| 10.5 | \$1.62 | \$1.20 | \$0.94 | | | | | |
| 10.40 | \$1.50 | \$1.09 | \$0.84 | | | | | |
| 10.3 | \$1.40 | \$0.99 | | | | | | |
| 10.2 | \$1.29 | \$0.87 | | | | | | |
| 10.1 | \$1.17 | | | | | | | |
| 10.0 | \$1.04 | | | | | | | |
| 9.9 | \$0.92 | | | | | | | |
| 9.8 | \$0.81 | | | | | | | |

Notes:

1. One Ton = 12 MBtuh
2. Must be ARI certified where certification is available (250 MBtuh or less).
3. Special class units not ARI certified must be approved by FPL HVAC specialist or contractor representative
4. All EER's in this table include condensing kW.
5. All EER's on this table include supply fans except for condensing units (ARI 365)
6. Equipment rating at net capacity with return air 80F dry bulb and 97F wet bulb.
7. Efficiency higher than maximum table ratings will be computed by FPL

| Dx Air Conditioners & Condensing Units - Water & Evaporative Cooled | | | | | |
|--|---|--|---|------------------------------|------------------------------|
| <small>Kw Reduction Based on ASHRAE 90.1 National Energy Code Minimum Efficiency Standards</small> | | | | | |
| Cap. Tons Cap MBtuh | ARI 340/360 Split System & Single Package | | ARI 210/240 Split System & Single Package | | ARI 365 Condensing Units |
| | Tons ≥ 20 MBtuh ≥ 240 | 11.25 ≤ Tons < 20 135 ≤ MBtuh < 240 | 5.42 ≤ Tons < 11.25 65 ≤ MBtuh < 135 | Tons < 5.42 MBtuh < 65 | Tons ≥ 11.25 MBtuh ≥ 135 |
| Eff EER | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh |
| 17.0 | \$3.06 | \$3.86 | \$3.30 | \$2.87 | \$2.11 |
| 16.9 | \$3.01 | \$3.81 | \$3.25 | \$2.82 | \$2.06 |
| 16.8 | \$2.78 | \$3.78 | \$3.20 | \$2.79 | \$2.03 |
| 16.7 | \$3.73 | \$3.73 | \$3.25 | \$2.74 | \$1.98 |
| 16.6 | \$3.70 | \$3.70 | \$3.22 | \$2.69 | \$1.93 |
| 16.5 | \$3.65 | \$3.65 | \$3.17 | \$2.66 | \$1.90 |
| 16.4 | \$3.60 | \$3.60 | \$3.12 | \$2.61 | \$1.85 |
| 16.3 | \$3.56 | \$3.56 | \$3.09 | \$2.56 | \$1.80 |
| 16.2 | \$3.51 | \$3.51 | \$3.04 | \$2.51 | \$1.75 |
| 16.1 | \$3.47 | \$3.47 | \$2.99 | \$2.48 | \$1.72 |
| 16.0 | \$3.42 | \$3.42 | \$2.94 | \$2.43 | \$1.67 |
| 15.9 | \$3.37 | \$3.37 | \$2.89 | \$2.38 | \$1.62 |
| 15.8 | \$3.33 | \$3.33 | \$2.85 | \$2.33 | \$1.57 |
| 15.7 | \$3.28 | \$3.28 | \$2.81 | \$2.28 | \$1.52 |
| 15.6 | \$3.23 | \$3.23 | \$2.76 | \$2.23 | \$1.47 |
| 15.5 | \$3.18 | \$3.18 | \$2.71 | \$2.18 | \$1.42 |
| 15.4 | \$3.14 | \$3.14 | \$2.66 | \$2.13 | \$1.37 |
| 15.3 | \$3.07 | \$3.07 | \$2.61 | \$2.08 | \$1.32 |
| 15.2 | \$3.02 | \$3.02 | \$2.56 | \$2.03 | \$1.27 |
| 15.1 | \$2.97 | \$2.97 | \$2.49 | \$1.98 | \$1.22 |
| 15.0 | \$2.92 | \$2.92 | \$2.44 | \$1.93 | \$1.17 |
| 14.9 | \$2.87 | \$2.87 | \$2.39 | \$1.88 | \$1.12 |
| 14.8 | \$2.81 | \$2.81 | \$2.33 | \$1.82 | \$1.06 |
| 14.7 | \$2.76 | \$2.76 | \$2.28 | \$1.77 | \$1.01 |
| 14.6 | \$2.69 | \$2.69 | \$2.23 | \$1.70 | \$0.94 |
| 14.5 | \$2.64 | \$2.64 | \$2.16 | \$1.65 | \$0.89 |
| 14.4 | \$2.59 | \$2.59 | \$2.11 | \$1.58 | \$0.83 |
| 14.3 | \$2.52 | \$2.52 | \$2.05 | \$1.53 | \$0.78 |
| 14.2 | \$2.46 | \$2.46 | \$2.00 | \$1.47 | \$0.71 |
| 14.1 | \$2.41 | \$2.41 | \$1.93 | \$1.42 | \$0.66 |
| 14.0 | \$2.34 | \$2.34 | \$1.86 | \$1.35 | \$0.59 |
| 13.9 | \$2.29 | \$2.29 | \$1.82 | \$1.29 | |
| 13.8 | \$2.21 | \$2.21 | \$1.73 | \$1.22 | |
| 13.7 | \$2.16 | \$2.16 | \$1.68 | \$1.16 | |
| 13.6 | \$2.10 | \$2.10 | \$1.62 | \$1.11 | |
| 13.5 | \$2.03 | \$2.03 | \$1.55 | \$1.02 | |
| 13.4 | \$1.95 | \$1.95 | \$1.49 | \$0.96 | |
| 13.3 | \$1.90 | \$1.90 | \$1.42 | \$0.91 | |
| 13.2 | \$1.83 | \$1.83 | \$1.35 | \$0.83 | |
| 13.1 | \$1.75 | \$1.75 | \$1.27 | \$0.76 | |
| 13.0 | \$1.68 | \$1.68 | \$1.20 | \$0.69 | |
| 12.9 | \$1.62 | \$1.62 | \$1.14 | \$0.63 | |
| 12.8 | \$1.53 | \$1.53 | \$1.06 | | |
| 12.7 | \$1.47 | \$1.47 | \$0.99 | | |
| 12.6 | \$1.39 | \$1.39 | \$0.92 | | |
| 12.5 | \$1.32 | \$1.32 | \$0.84 | | |
| 12.4 | \$1.24 | \$1.24 | \$0.76 | | |
| 12.3 | \$1.16 | \$1.16 | \$0.68 | | |
| 12.2 | \$1.07 | \$1.07 | | | |
| 12.1 | \$0.99 | \$0.99 | | | |
| 12.0 | \$0.91 | \$0.91 | | | |
| 11.9 | \$0.83 | \$0.83 | | | |
| 11.8 | \$0.74 | \$0.74 | | | |

- Notes**
1. One Ton = 12 MBtuh
 2. Must be ARI certified where certification is available (250 MBtuh or less).
 3. Special class units not ARI certified must be approved by FPL HVAC specialist or contractor representative.
 4. All EER's in this table include supply fans except for condensing units (ARI 365)
 5. ARI return air is based on 80F dry bulb and 67F wet bulb
 6. Equipment rating at net capacity with return air 80F dry bulb and 67F wet bulb.
 7. Water cooled - tower temp 85F, flow 3.0 gpm per ton, fouling factor 0.00025 hr-ft² F/Btu
 8. Efficiencies higher than maximum table ratings will be computed by FPL

| Dx Heat Pump Unitary and Applied - Air Cooled | | | | | |
|---|--------------------------------|--|---|------------------------------|------------------------------|
| Kw Reduction Based on ASHRAE 90.1 National Energy Code Minimum Efficiency Standards | | | | | |
| ARI Rating Type ---> | ARI 340/360 | | ARI 210/240 | | |
| | Split System & Single Packaged | | Split System | Single Packaged | Split System |
| Cap Tons Cap MBtuh | Tons ≥ 20 MBtuh ≥ 240 | 11.25 ≤ Tons < 20 135 ≤ MBtuh < 240 | 5.42 ≤ Tons < 11.25 65 ≤ MBtuh < 135 | Tons < 5.42 MBtuh < 65 | Tons < 5.42 MBtuh < 65 |
| Eff EER | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh | FPL Incentive \$/MBtuh |
| 15.0 | \$5.35 | \$4.92 | \$3.89 | \$1.24 | \$1.24 |
| 14.9 | \$5.30 | \$4.87 | \$3.84 | \$1.19 | \$1.19 |
| 14.8 | \$5.23 | \$4.80 | \$3.78 | \$1.12 | \$1.12 |
| 14.7 | \$5.18 | \$4.75 | \$3.73 | \$1.07 | \$1.07 |
| 14.6 | \$5.13 | \$4.70 | \$3.66 | \$1.01 | \$1.01 |
| 14.5 | \$5.07 | \$4.64 | \$3.61 | \$0.96 | \$0.96 |
| 14.4 | \$5.02 | \$4.59 | \$3.56 | \$0.91 | \$0.91 |
| 14.3 | \$4.95 | \$4.52 | \$3.50 | \$0.84 | \$0.84 |
| 14.2 | \$4.90 | \$4.47 | \$3.43 | \$0.78 | \$0.78 |
| 14.1 | \$4.83 | \$4.41 | \$3.38 | \$0.73 | \$0.73 |
| 14.0 | \$4.77 | \$4.34 | \$3.32 | \$0.66 | \$0.66 |
| 13.9 | \$4.72 | \$4.29 | \$3.27 | | |
| 13.8 | \$4.65 | \$4.21 | \$3.18 | | |
| 13.7 | \$4.59 | \$4.16 | \$3.14 | | |
| 13.6 | \$4.52 | \$4.09 | \$3.07 | | |
| 13.5 | \$4.46 | \$4.03 | \$3.00 | | |
| 13.4 | \$4.39 | \$3.96 | \$2.94 | | |
| 13.3 | \$4.32 | \$3.89 | \$2.87 | | |
| 13.2 | \$4.26 | \$3.83 | \$2.81 | | |
| 13.1 | \$4.19 | \$3.75 | \$2.72 | | |
| 13.0 | \$4.11 | \$3.68 | \$2.66 | | |
| 12.9 | \$4.04 | \$3.61 | \$2.59 | | |
| 12.8 | \$3.98 | \$3.55 | \$2.52 | | |
| 12.7 | \$3.89 | \$3.47 | \$2.44 | | |
| 12.6 | \$3.83 | \$3.40 | \$2.36 | | |
| 12.5 | \$3.75 | \$3.32 | \$2.29 | | |
| 12.4 | \$3.66 | \$3.23 | \$2.21 | | |
| 12.3 | \$3.58 | \$3.15 | \$2.13 | | |
| 12.2 | \$3.50 | \$3.07 | \$2.05 | | |
| 12.1 | \$3.42 | \$2.99 | \$1.96 | | |
| 12.0 | \$3.35 | \$2.90 | \$1.88 | | |
| 11.9 | \$3.27 | \$2.84 | \$1.80 | | |
| 11.8 | \$3.17 | \$2.74 | \$1.72 | | |
| 11.7 | \$3.09 | \$2.66 | \$1.63 | | |
| 11.6 | \$3.00 | \$2.57 | \$1.55 | | |
| 11.5 | \$2.90 | \$2.48 | \$1.45 | | |
| 11.4 | \$2.81 | \$2.38 | \$1.35 | | |
| 11.3 | \$2.72 | \$2.29 | \$1.27 | | |
| 11.2 | \$2.62 | \$2.19 | \$1.17 | | |
| 11.1 | \$2.52 | \$2.10 | \$1.07 | | |
| 11.0 | \$2.43 | \$2.00 | \$0.97 | | |
| 10.9 | \$2.33 | \$1.90 | \$0.87 | | |
| 10.8 | \$2.23 | \$1.80 | \$0.78 | | |
| 10.7 | \$2.13 | \$1.70 | | | |
| 10.6 | \$2.01 | \$1.59 | | | |
| 10.5 | \$1.91 | \$1.49 | | | |
| 10.4 | \$1.80 | \$1.37 | | | |
| 10.3 | \$1.68 | \$1.25 | | | |
| 10.2 | \$1.58 | \$1.15 | | | |
| 10.1 | \$1.45 | \$1.02 | | | |
| 10.0 | \$1.34 | \$0.91 | | | |
| 9.9 | \$1.22 | | | | |
| 9.8 | \$1.09 | | | | |
| 9.7 | \$0.97 | | | | |
| 9.6 | \$0.84 | | | | |

Notes

1. One Ton = 12 MBtuh
2. Must be ARI certified where certification is available (250 MBtuh or less).
3. Special class units not ARI certified must be approved by FPL HVAC specialist or contractor representative
4. All EER's in this table include condensing kw.
5. All EER's on this table include supply fans kw
6. ARI return air is temps is 60F dry bulb and 67F wet bulb.
7. Efficiencies higher than maximum table ratings will be computed by FPL.

| Dx Heat Pump Unitary and Applied - Water Source, Groundwater Source, and Ground Source Cooled | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Kw Reduction Based on ASHRAE 90.1 National Energy Code Minimum Efficiency Standards | | | | | |
| ARI/ISO-13266-1 | | | | | |
| Cap | Water Source 38 F | | | Ground Water 58 F | Ground Source 77 F |
| | MBtuh ≥ 65 | 17 ≤ MBtuh < 65 | MBtuh < 17 | All Cap | All Cap |
| Eff (SEER) | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh |
| 20.0 | \$4.01 | \$4.01 | \$4.72 | \$1.42 | \$2.97 |
| 19.9 | \$3.99 | \$3.98 | \$4.70 | \$1.39 | \$2.94 |
| 19.8 | \$3.94 | \$3.94 | \$4.67 | \$1.35 | \$2.90 |
| 19.7 | \$3.93 | \$3.93 | \$4.64 | \$1.32 | \$2.87 |
| 19.6 | \$3.89 | \$3.89 | \$4.60 | \$1.29 | \$2.84 |
| 19.5 | \$3.86 | \$3.86 | \$4.57 | \$1.25 | \$2.81 |
| 19.4 | \$3.83 | \$3.83 | \$4.54 | \$1.22 | \$2.77 |
| 19.3 | \$3.80 | \$3.80 | \$4.50 | \$1.19 | \$2.74 |
| 19.2 | \$3.78 | \$3.76 | \$4.47 | \$1.16 | \$2.71 |
| 19.1 | \$3.73 | \$3.73 | \$4.44 | \$1.14 | \$2.69 |
| 19.0 | \$3.70 | \$3.70 | \$4.41 | \$1.10 | \$2.64 |
| 18.9 | \$3.66 | \$3.66 | \$4.37 | \$1.06 | \$2.61 |
| 18.8 | \$3.63 | \$3.63 | \$4.34 | \$1.02 | \$2.57 |
| 18.7 | \$3.60 | \$3.60 | \$4.31 | \$0.99 | \$2.54 |
| 18.6 | \$3.56 | \$3.56 | \$4.27 | \$0.96 | \$2.51 |
| 18.5 | \$3.51 | \$3.51 | \$4.24 | \$0.92 | \$2.48 |
| 18.4 | \$3.48 | \$3.48 | \$4.21 | \$0.89 | \$2.44 |
| 18.3 | \$3.45 | \$3.45 | \$4.16 | \$0.86 | \$2.41 |
| 18.2 | \$3.42 | \$3.42 | \$4.14 | \$0.83 | \$2.38 |
| 18.1 | \$3.38 | \$3.38 | \$4.09 | \$0.78 | \$2.33 |
| 18.0 | \$3.33 | \$3.33 | \$4.03 | \$0.74 | \$2.28 |
| 17.9 | \$3.32 | \$3.32 | \$4.03 | \$0.71 | \$2.26 |
| 17.8 | \$3.27 | \$3.27 | \$3.98 | \$0.68 | \$2.23 |
| 17.7 | \$3.23 | \$3.23 | \$3.94 | \$0.65 | \$2.19 |
| 17.6 | \$3.18 | \$3.18 | \$3.91 | \$0.59 | \$2.15 |
| 17.5 | \$3.15 | \$3.15 | \$3.88 | \$0.54 | \$2.10 |
| 17.4 | \$3.10 | \$3.10 | \$3.83 | \$0.51 | \$2.05 |
| 17.3 | \$3.07 | \$3.07 | \$3.78 | \$0.46 | \$2.01 |
| 17.2 | \$3.04 | \$3.04 | \$3.75 | | \$1.98 |
| 17.1 | \$2.99 | \$2.99 | \$3.70 | | \$1.96 |
| 17.0 | \$2.95 | \$2.95 | \$3.65 | | \$1.90 |
| 16.9 | \$2.90 | \$2.90 | \$3.63 | | \$1.88 |
| 16.8 | \$2.87 | \$2.87 | \$3.58 | | \$1.82 |
| 16.7 | \$2.82 | \$2.82 | \$3.53 | | \$1.77 |
| 16.6 | \$2.77 | \$2.77 | \$3.50 | | \$1.73 |
| 16.5 | \$2.74 | \$2.74 | \$3.45 | | \$1.68 |
| 16.4 | \$2.69 | \$2.69 | \$3.40 | | \$1.63 |
| 16.3 | \$2.64 | \$2.64 | \$3.37 | | \$1.60 |
| 16.2 | \$2.59 | \$2.59 | \$3.32 | | \$1.54 |
| 16.1 | \$2.54 | \$2.54 | \$3.27 | | \$1.50 |
| 16.0 | \$2.51 | \$2.51 | \$3.22 | | \$1.45 |
| 15.9 | \$2.46 | \$2.46 | \$3.17 | | \$1.40 |
| 15.8 | \$2.41 | \$2.41 | \$3.14 | | \$1.37 |
| 15.7 | \$2.36 | \$2.36 | \$3.08 | | \$1.32 |
| 15.6 | \$2.31 | \$2.31 | \$3.04 | | \$1.27 |
| 15.5 | \$2.26 | \$2.26 | \$2.99 | | \$1.22 |
| 15.4 | \$2.21 | \$2.21 | \$2.94 | | \$1.17 |
| 15.3 | \$2.16 | \$2.16 | \$2.89 | | \$1.12 |
| 15.2 | \$2.11 | \$2.11 | \$2.84 | | \$1.07 |
| 15.1 | \$2.06 | \$2.06 | \$2.77 | | \$1.01 |
| 15.0 | \$2.01 | \$2.01 | \$2.72 | | \$0.96 |
| 14.9 | \$1.96 | \$1.86 | \$2.67 | | \$0.91 |
| 14.8 | \$1.90 | \$1.80 | \$2.61 | | \$0.84 |
| 14.7 | \$1.85 | \$1.85 | \$2.56 | | \$0.79 |
| 14.6 | \$1.78 | \$1.78 | \$2.51 | | \$0.74 |
| 14.5 | \$1.73 | \$1.73 | \$2.44 | | \$0.68 |
| 14.4 | \$1.68 | \$1.60 | \$2.39 | | \$0.63 |
| 14.3 | \$1.62 | \$1.62 | \$2.33 | | \$0.56 |
| 14.2 | \$1.55 | \$1.55 | \$2.28 | | |
| 14.1 | \$1.50 | \$1.50 | \$2.21 | | |
| 14.0 | \$1.44 | \$1.44 | \$2.16 | | |
| 13.9 | \$1.37 | \$1.37 | \$2.10 | | |
| 13.8 | \$1.30 | \$1.30 | \$2.01 | | |
| 13.7 | \$1.24 | \$1.24 | \$1.96 | | |
| 13.6 | \$1.19 | \$1.19 | \$1.90 | | |
| 13.5 | \$1.11 | \$1.11 | \$1.83 | | |
| 13.4 | \$1.04 | \$1.04 | \$1.77 | | |
| 13.3 | \$0.99 | \$0.99 | \$1.70 | | |
| 13.2 | \$0.91 | \$0.91 | \$1.63 | | |
| 13.1 | \$0.84 | \$0.84 | \$1.55 | | |
| 13.0 | \$0.78 | \$0.78 | \$1.49 | | |
| 12.9 | \$0.71 | \$0.71 | \$1.42 | | |
| 12.8 | \$0.63 | \$0.63 | \$1.34 | | |
| 12.7 | | | \$1.27 | | |
| 12.6 | | | \$1.20 | | |
| 12.5 | | | \$1.12 | | |
| 12.4 | | | \$1.04 | | |
| 12.3 | | | \$0.96 | | |
| 12.2 | | | \$0.87 | | |
| 12.1 | | | \$0.79 | | |
| 12.0 | | | \$0.71 | | |

Notes

1. One Ton = 12 MBtuh
2. Must be ARI/ISO certified where certification is available (120 MBtuh or less).
3. Special class units not ARI/ISO certified must be approved by FPL HVAC specialist or contractor representative
4. All EER's on this table include supply fans kw
5. Liquid flow rate per mtr
6. Efficiency higher than maximum table ratings will be computed by FPL

| Room Packaged Terminal Air Conditioners - Air Cooled (New Construction) | | | | | | | | | |
|---|---|--|--|--|--|--|---|--|--|
| ARI 310/380 | | | | | | | | | |
| Cap EQ EER | MBtuh ≥ 15 FPL Incentive \$/MBtuh | 14 ≤ MBtuh < 15 FPL Incentive \$/MBtuh | 13 ≤ MBtuh < 14 FPL Incentive \$/MBtuh | 12 ≤ MBtuh < 13 FPL Incentive \$/MBtuh | 11 ≤ MBtuh < 12 FPL Incentive \$/MBtuh | 10 ≤ MBtuh < 11 FPL Incentive \$/MBtuh | 9 ≤ MBtuh < 10 FPL Incentive \$/MBtuh | 8 ≤ MBtuh < 9 FPL Incentive \$/MBtuh | MBtuh < 8 FPL Incentive \$/MBtuh |
| 14.0 | \$13.92 | \$12.23 | \$11.43 | \$10.69 | \$9.60 | \$8.91 | \$8.27 | \$7.62 | \$7.03 |
| 13.9 | \$12.97 | \$12.03 | \$11.24 | \$10.45 | \$9.40 | \$8.76 | \$8.12 | \$7.47 | \$6.88 |
| 13.8 | \$12.62 | \$11.83 | \$11.04 | \$10.30 | \$9.22 | \$8.51 | \$7.87 | \$7.28 | \$6.63 |
| 13.7 | \$12.47 | \$11.63 | \$10.84 | \$10.10 | \$9.04 | \$8.37 | \$7.72 | \$7.08 | \$6.48 |
| 13.6 | \$12.28 | \$11.48 | \$10.69 | \$9.95 | \$8.86 | \$8.17 | \$7.52 | \$6.88 | \$6.20 |
| 13.5 | \$12.00 | \$11.24 | \$10.49 | \$9.70 | \$8.64 | \$7.97 | \$7.33 | \$6.68 | \$6.09 |
| 13.4 | \$11.98 | \$11.04 | \$10.25 | \$9.50 | \$8.43 | \$7.77 | \$7.08 | \$6.48 | \$5.84 |
| 13.3 | \$11.68 | \$10.84 | \$10.10 | \$9.31 | \$8.25 | \$7.57 | \$6.93 | \$6.29 | \$5.69 |
| 13.2 | \$11.48 | \$10.64 | \$9.85 | \$9.11 | \$8.04 | \$7.38 | \$6.73 | \$6.09 | \$5.49 |
| 13.1 | \$11.24 | \$10.44 | \$9.65 | \$8.91 | \$7.83 | \$7.18 | \$6.48 | \$5.89 | \$5.25 |
| 13.0 | \$11.04 | \$10.25 | \$9.45 | \$8.71 | \$7.62 | \$6.93 | \$6.29 | \$5.64 | \$5.05 |
| 12.9 | \$10.84 | \$10.00 | \$9.26 | \$8.46 | \$7.41 | \$6.73 | \$6.09 | \$5.45 | \$4.85 |
| 12.8 | \$10.59 | \$9.80 | \$9.01 | \$8.27 | \$7.17 | \$6.48 | \$5.84 | \$5.20 | \$4.60 |
| 12.7 | \$10.40 | \$9.55 | \$8.81 | \$8.02 | \$6.96 | \$6.29 | \$5.64 | \$5.00 | \$4.41 |
| 12.6 | \$10.20 | \$9.36 | \$8.56 | \$7.82 | \$6.75 | \$6.09 | \$5.40 | \$4.80 | \$4.16 |
| 12.5 | \$9.95 | \$9.11 | \$8.32 | \$7.57 | \$6.51 | \$5.84 | \$5.20 | \$4.55 | \$3.96 |
| 12.4 | \$9.70 | \$8.86 | \$8.12 | \$7.33 | \$6.27 | \$5.59 | \$4.95 | \$4.31 | \$3.71 |
| 12.3 | \$9.45 | \$8.61 | \$7.87 | \$7.08 | \$6.03 | \$5.35 | \$4.70 | \$4.06 | \$3.47 |
| 12.2 | \$9.21 | \$8.42 | \$7.62 | \$6.88 | \$5.79 | \$5.10 | \$4.46 | \$3.81 | \$3.22 |
| 12.1 | \$8.96 | \$8.17 | \$7.38 | \$6.63 | \$5.55 | \$4.85 | \$4.21 | \$3.56 | \$2.97 |
| 12.0 | \$8.71 | \$7.92 | \$7.13 | \$6.39 | \$5.31 | \$4.65 | \$3.96 | \$3.37 | \$2.72 |
| 11.9 | \$8.51 | \$7.67 | \$6.88 | \$6.14 | \$5.07 | \$4.41 | \$3.71 | \$3.12 | \$2.48 |
| 11.8 | \$8.22 | \$7.43 | \$6.63 | \$5.89 | \$4.80 | \$4.11 | \$3.47 | \$2.82 | \$2.23 |
| 11.7 | \$7.97 | \$7.13 | \$6.34 | \$5.59 | \$4.52 | \$3.86 | \$3.17 | \$2.57 | \$2.03 |
| 11.6 | \$7.72 | \$6.88 | \$6.09 | \$5.35 | \$4.28 | \$3.61 | \$2.97 | \$2.33 | \$1.83 |
| 11.5 | \$7.43 | \$6.63 | \$5.84 | \$5.10 | \$4.01 | \$3.32 | \$2.67 | \$2.03 | \$1.53 |
| 11.4 | \$7.13 | \$6.34 | \$5.54 | \$4.80 | \$3.71 | \$3.02 | \$2.33 | \$1.73 | \$1.23 |
| 11.3 | \$6.88 | \$6.04 | \$5.25 | \$4.50 | \$3.44 | \$2.77 | \$2.13 | \$1.53 | \$1.03 |
| 11.2 | \$6.58 | \$5.79 | \$5.00 | \$4.26 | \$3.17 | \$2.48 | \$1.83 | \$1.23 | \$0.73 |
| 11.1 | \$6.29 | \$5.49 | \$4.70 | \$3.96 | \$2.87 | \$2.18 | \$1.53 | \$0.93 | \$0.43 |
| 11.0 | \$5.99 | \$5.20 | \$4.41 | \$3.66 | \$2.57 | \$1.88 | \$1.23 | \$0.63 | \$0.13 |
| 10.9 | \$5.69 | \$4.90 | \$4.11 | \$3.37 | \$2.27 | \$1.58 | \$0.93 | \$0.33 | \$-0.17 |
| 10.8 | \$5.40 | \$4.55 | \$3.81 | \$3.02 | \$1.92 | \$1.23 | \$0.63 | \$0.03 | \$-0.47 |
| 10.7 | \$5.10 | \$4.26 | \$3.51 | \$2.72 | \$1.62 | \$0.93 | \$0.33 | \$-0.17 | \$-0.77 |
| 10.6 | \$4.75 | \$3.96 | \$3.17 | \$2.43 | \$1.32 | \$0.63 | \$0.03 | \$-0.47 | \$-1.07 |
| 10.5 | \$4.46 | \$3.61 | \$2.82 | \$2.13 | \$1.02 | \$0.33 | \$-0.17 | \$-0.77 | \$-1.37 |
| 10.4 | \$4.11 | \$3.27 | \$2.52 | \$1.83 | \$0.72 | \$0.03 | \$-0.47 | \$-0.97 | \$-1.67 |
| 10.3 | \$3.76 | \$2.97 | \$2.22 | \$1.53 | \$0.42 | \$-0.17 | \$-0.77 | \$-1.17 | \$-1.97 |
| 10.2 | \$3.47 | \$2.62 | \$1.92 | \$1.23 | \$0.12 | \$-0.47 | \$-0.97 | \$-1.37 | \$-2.27 |
| 10.1 | \$3.07 | \$2.27 | \$1.57 | \$0.87 | \$-0.17 | \$-0.77 | \$-1.17 | \$-1.57 | \$-2.57 |
| 10.0 | \$2.72 | \$1.92 | \$1.27 | \$0.57 | \$-0.47 | \$-0.97 | \$-1.37 | \$-1.77 | \$-2.87 |

note: 1,000 Btuh = 1 MBtuh
 Must be ARI certified
 Efficiencies higher than maximum table ratings will be computed by FPL

| Room Packaged Terminal Air Conditioners - Air Cooled (Retrofits) | | | | | | | | | |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| ARI 310.890 | | | | | | | | | |
| Cap Est Eff | MBtu/h ≥ 15 | 11 ≤ MBtu/h < 15 | 13 ≤ MBtu/h < 14 | 12 ≤ MBtu/h < 13 | 11 ≤ MBtu/h < 12 | 10 ≤ MBtu/h < 11 | 11 ≤ MBtu/h < 10 | 8 ≤ MBtu/h < 11 | MBtu/h < 8 |
| | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h | Incentive \$/MBtu/h |
| 14.0 | \$21.89 | \$19.90 | \$18.76 | \$17.72 | \$16.39 | \$15.25 | \$14.31 | \$13.46 | \$12.62 |
| 13.9 | \$20.54 | \$19.75 | \$18.51 | \$17.52 | \$15.99 | \$15.05 | \$14.16 | \$13.27 | \$12.42 |
| 13.8 | \$20.69 | \$19.50 | \$18.41 | \$17.33 | \$15.70 | \$14.85 | \$13.96 | \$13.07 | \$12.23 |
| 13.7 | \$20.54 | \$19.25 | \$18.22 | \$17.13 | \$15.64 | \$14.69 | \$13.70 | \$12.87 | \$12.03 |
| 13.6 | \$20.34 | \$19.16 | \$18.02 | \$16.98 | \$15.44 | \$14.50 | \$13.56 | \$12.72 | \$11.98 |
| 13.5 | \$20.15 | \$18.96 | \$17.82 | \$16.79 | \$15.25 | \$14.26 | \$13.37 | \$12.47 | \$11.68 |
| 13.4 | \$19.96 | \$18.76 | \$17.62 | \$16.53 | \$15.00 | \$14.06 | \$13.17 | \$12.28 | \$11.40 |
| 13.3 | \$19.75 | \$18.56 | \$17.42 | \$16.34 | \$14.85 | \$13.86 | \$12.97 | \$12.08 | \$11.29 |
| 13.2 | \$19.55 | \$18.36 | \$17.23 | \$16.14 | \$14.65 | \$13.66 | \$12.77 | \$11.89 | \$11.04 |
| 13.1 | \$19.31 | \$18.12 | \$17.03 | \$15.94 | \$14.46 | \$13.46 | \$12.57 | \$11.69 | \$10.84 |
| 13.0 | \$19.11 | \$17.92 | \$16.78 | \$15.74 | \$14.21 | \$13.27 | \$12.33 | \$11.49 | \$10.64 |
| 12.9 | \$18.91 | \$17.72 | \$16.59 | \$15.49 | \$14.01 | \$13.02 | \$12.13 | \$11.24 | \$10.44 |
| 12.8 | \$18.66 | \$17.47 | \$16.34 | \$15.30 | \$13.76 | \$12.82 | \$11.88 | \$11.04 | \$10.20 |
| 12.7 | \$18.46 | \$17.28 | \$16.14 | \$15.05 | \$13.56 | \$12.57 | \$11.68 | \$10.79 | \$9.95 |
| 12.6 | \$18.22 | \$17.03 | \$15.94 | \$14.85 | \$13.32 | \$12.38 | \$11.48 | \$10.59 | \$9.75 |
| 12.5 | \$18.02 | \$16.83 | \$15.69 | \$14.60 | \$13.12 | \$12.13 | \$11.24 | \$10.35 | \$9.50 |
| 12.4 | \$17.77 | \$16.58 | \$15.44 | \$14.36 | \$12.87 | \$11.88 | \$10.99 | \$10.10 | \$9.31 |
| 12.3 | \$17.52 | \$16.34 | \$15.20 | \$14.11 | \$12.62 | \$11.68 | \$10.74 | \$9.90 | \$9.06 |
| 12.2 | \$17.28 | \$16.10 | \$14.95 | \$13.91 | \$12.38 | \$11.43 | \$10.49 | \$9.65 | \$8.81 |
| 12.1 | \$17.03 | \$15.84 | \$14.70 | \$13.66 | \$12.13 | \$11.19 | \$10.25 | \$9.41 | \$8.56 |
| 12.0 | \$16.78 | \$15.59 | \$14.50 | \$13.41 | \$11.88 | \$10.94 | \$10.05 | \$9.16 | \$8.32 |
| 11.9 | \$16.53 | \$15.35 | \$14.26 | \$13.17 | \$11.63 | \$10.69 | \$9.80 | \$8.91 | \$8.07 |
| 11.8 | \$16.29 | \$15.10 | \$14.06 | \$12.92 | \$11.39 | \$10.44 | \$9.50 | \$8.66 | \$7.82 |
| 11.7 | \$16.04 | \$14.85 | \$13.71 | \$12.62 | \$11.09 | \$10.15 | \$9.26 | \$8.37 | \$7.52 |
| 11.6 | \$15.79 | \$14.60 | \$13.46 | \$12.38 | \$10.89 | \$9.90 | \$9.01 | \$8.12 | \$7.28 |
| 11.5 | \$15.49 | \$14.31 | \$13.17 | \$12.13 | \$10.59 | \$9.65 | \$8.71 | \$7.87 | \$7.03 |
| 11.4 | \$15.20 | \$14.01 | \$12.87 | \$11.83 | \$10.30 | \$9.36 | \$8.42 | \$7.57 | \$6.73 |
| 11.3 | \$14.95 | \$13.76 | \$12.62 | \$11.53 | \$10.05 | \$9.06 | \$8.17 | \$7.28 | \$6.44 |
| 11.2 | \$14.65 | \$13.46 | \$12.33 | \$11.29 | \$9.75 | \$8.81 | \$7.87 | \$7.03 | \$6.10 |
| 11.1 | \$14.36 | \$13.17 | \$12.03 | \$10.99 | \$9.45 | \$8.51 | \$7.57 | \$6.73 | \$5.89 |
| 11.0 | \$14.06 | \$12.87 | \$11.73 | \$10.69 | \$9.16 | \$8.22 | \$7.28 | \$6.44 | \$5.59 |
| 10.9 | \$13.76 | \$12.57 | \$11.43 | \$10.40 | \$8.86 | \$7.92 | \$6.98 | \$6.14 | \$5.30 |
| 10.8 | \$13.46 | \$12.28 | \$11.14 | \$10.05 | \$8.56 | \$7.62 | \$6.68 | \$5.84 | \$5.00 |
| 10.7 | \$13.17 | \$11.99 | \$10.84 | \$9.75 | \$8.27 | \$7.32 | \$6.39 | \$5.49 | \$4.70 |
| 10.6 | \$12.82 | \$11.53 | \$10.43 | \$9.45 | \$7.92 | \$6.93 | \$6.04 | \$5.20 | \$4.36 |
| 10.5 | \$12.47 | \$11.29 | \$10.20 | \$9.11 | \$7.57 | \$6.63 | \$5.74 | \$4.95 | \$4.01 |
| 10.4 | \$12.18 | \$10.99 | \$9.95 | \$8.76 | \$7.20 | \$6.29 | \$5.40 | \$4.50 | \$3.71 |
| 10.3 | \$11.83 | \$10.64 | \$9.50 | \$8.46 | \$6.93 | \$5.99 | \$5.05 | \$4.21 | \$3.37 |
| 10.2 | \$11.48 | \$10.30 | \$9.21 | \$8.12 | \$6.58 | \$5.64 | \$4.75 | \$3.96 | \$3.02 |
| 10.1 | \$11.14 | \$9.95 | \$8.81 | \$7.77 | \$6.24 | \$5.30 | \$4.36 | \$3.51 | \$2.67 |
| 10.0 | \$10.79 | \$9.60 | \$8.46 | \$7.36 | \$5.89 | \$4.90 | \$4.01 | \$3.12 | \$2.28 |
| 9.9 | \$10.44 | \$9.26 | \$8.12 | \$7.03 | \$5.49 | \$4.55 | \$3.66 | \$2.77 | \$1.93 |
| 9.8 | \$10.05 | \$8.90 | \$7.72 | \$6.68 | \$5.15 | \$4.21 | \$3.27 | \$2.43 | \$1.59 |
| 9.7 | \$9.65 | \$8.46 | \$7.38 | \$6.29 | \$4.75 | \$3.81 | \$2.92 | \$2.08 | \$1.25 |
| 9.6 | \$9.26 | \$8.07 | \$6.98 | \$5.89 | \$4.36 | \$3.42 | \$2.52 | \$1.68 | \$0.91 |
| 9.5 | \$8.91 | \$7.72 | \$6.58 | \$5.49 | \$3.96 | \$3.02 | \$2.12 | \$1.28 | \$0.57 |
| 9.4 | \$8.46 | \$7.28 | \$6.14 | \$5.10 | \$3.56 | \$2.62 | \$1.72 | \$0.88 | \$0.23 |
| 9.3 | \$8.07 | \$6.90 | \$5.74 | \$4.70 | \$3.17 | \$2.22 | \$1.32 | \$0.48 | \$0.00 |
| 9.2 | \$7.67 | \$6.48 | \$5.35 | \$4.26 | \$2.77 | \$1.82 | \$0.92 | \$0.08 | \$0.00 |
| 9.1 | \$7.23 | \$6.04 | \$4.90 | \$3.81 | \$2.37 | \$1.42 | \$0.52 | \$0.08 | \$0.00 |
| 9.0 | \$6.78 | \$5.59 | \$4.46 | \$3.42 | \$1.97 | \$1.02 | \$0.12 | \$0.08 | \$0.00 |
| 8.9 | \$6.34 | \$5.15 | \$4.01 | \$2.92 | \$1.57 | \$0.62 | \$0.12 | \$0.08 | \$0.00 |
| 8.8 | \$5.84 | \$4.65 | \$3.51 | \$2.51 | \$1.17 | \$0.22 | \$0.12 | \$0.08 | \$0.00 |
| 8.7 | \$5.40 | \$4.21 | \$3.07 | \$2.07 | \$0.77 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |
| 8.6 | \$4.90 | \$3.71 | \$2.62 | \$1.62 | \$0.37 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |
| 8.5 | \$4.41 | \$3.22 | \$2.17 | \$1.17 | \$0.00 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |
| 8.4 | \$3.91 | \$2.77 | \$1.72 | \$0.72 | \$0.00 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |
| 8.3 | \$3.37 | \$2.28 | \$1.27 | \$0.27 | \$0.00 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |
| 8.2 | \$2.87 | \$1.78 | \$0.77 | \$0.00 | \$0.00 | \$0.12 | \$0.12 | \$0.08 | \$0.00 |

Note: 1,000 Btu/h = 1 MBtu/h
 Must be ARI certified
 Efficiency higher than maximum table ratings will be computed by FPL

| Room Packaged Terminal Heat Pumps - Air Cooled (New Construction) | | | | | | | | | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|---------------|-----------|
| ARI 310/380 | | | | | | | | | |
| Cap | 10 ≤ MBtuh ≤ 15 | 11 ≤ MBtuh ≤ 15 | 12 ≤ MBtuh ≤ 14 | 12 ≤ MBtuh ≤ 13 | 11 ≤ MBtuh ≤ 12 | 10 ≤ MBtuh ≤ 11 | 9 ≤ MBtuh ≤ 10 | 8 ≤ MBtuh ≤ 9 | MBtuh < 8 |
| Eff | Incentive | Incentive | Incentive | Incentive | Incentive | Incentive | Incentive | Incentive | Incentive |
| FEET | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh | \$/MBtuh |
| 14.0 | \$13.01 | \$10.02 | \$12.23 | \$11.43 | \$10.30 | \$9.60 | \$8.91 | \$8.27 | \$7.62 |
| 13.9 | \$13.71 | \$12.87 | \$12.03 | \$11.24 | \$10.15 | \$9.44 | \$8.76 | \$8.12 | \$7.47 |
| 13.8 | \$13.51 | \$12.62 | \$11.83 | \$11.04 | \$9.95 | \$9.21 | \$8.51 | \$7.87 | \$7.28 |
| 13.7 | \$13.32 | \$12.47 | \$11.63 | \$10.84 | \$9.75 | \$9.00 | \$8.37 | \$7.72 | \$7.00 |
| 13.6 | \$13.12 | \$12.20 | \$11.49 | \$10.69 | \$9.55 | \$8.86 | \$8.17 | \$7.52 | \$6.80 |
| 13.5 | \$12.92 | \$12.00 | \$11.24 | \$10.49 | \$9.36 | \$8.66 | \$7.97 | \$7.33 | \$6.60 |
| 13.4 | \$12.72 | \$11.88 | \$11.04 | \$10.25 | \$9.16 | \$8.42 | \$7.77 | \$7.08 | \$6.48 |
| 13.3 | \$12.52 | \$11.68 | \$10.84 | \$10.10 | \$8.96 | \$8.27 | \$7.57 | \$6.93 | \$6.29 |
| 13.2 | \$12.33 | \$11.48 | \$10.64 | \$9.85 | \$8.76 | \$8.07 | \$7.38 | \$6.73 | \$6.05 |
| 13.1 | \$12.13 | \$11.24 | \$10.44 | \$9.65 | \$8.56 | \$7.82 | \$7.10 | \$6.48 | \$5.80 |
| 13.0 | \$11.98 | \$11.04 | \$10.20 | \$9.45 | \$8.32 | \$7.52 | \$6.93 | \$6.29 | \$5.64 |
| 12.9 | \$11.68 | \$10.84 | \$10.00 | \$9.26 | \$8.12 | \$7.43 | \$6.73 | \$6.00 | \$5.45 |
| 12.8 | \$11.43 | \$10.59 | \$9.80 | \$9.01 | \$7.87 | \$7.10 | \$6.40 | \$5.84 | \$5.20 |
| 12.7 | \$11.24 | \$10.40 | \$9.55 | \$8.81 | \$7.67 | \$6.98 | \$6.29 | \$5.64 | \$5.00 |
| 12.6 | \$11.04 | \$10.20 | \$9.36 | \$8.56 | \$7.47 | \$6.73 | \$6.00 | \$5.40 | \$4.80 |
| 12.5 | \$10.79 | \$9.95 | \$9.11 | \$8.32 | \$7.23 | \$6.50 | \$5.84 | \$5.20 | \$4.55 |
| 12.4 | \$10.54 | \$9.70 | \$8.86 | \$8.12 | \$6.98 | \$6.29 | \$5.59 | \$4.95 | \$4.31 |
| 12.3 | \$10.30 | \$9.45 | \$8.61 | \$7.87 | \$6.73 | \$6.04 | \$5.35 | \$4.70 | \$4.06 |
| 12.2 | \$10.05 | \$9.21 | \$8.42 | \$7.62 | \$6.48 | \$5.79 | \$5.10 | \$4.46 | \$3.81 |
| 12.1 | \$9.85 | \$8.96 | \$8.17 | \$7.30 | \$6.24 | \$5.54 | \$4.85 | \$4.21 | \$3.56 |
| 12.0 | \$9.60 | \$8.71 | \$7.92 | \$7.13 | \$6.04 | \$5.30 | \$4.65 | \$3.96 | \$3.37 |
| 11.9 | \$9.36 | \$8.51 | \$7.67 | \$6.88 | \$5.79 | \$5.05 | \$4.41 | \$3.71 | \$3.12 |
| 11.8 | \$9.06 | \$8.22 | \$7.43 | \$6.63 | \$5.49 | \$4.80 | \$4.11 | \$3.47 | \$2.82 |
| 11.7 | \$8.81 | \$7.97 | \$7.13 | \$6.34 | \$5.25 | \$4.50 | \$3.86 | \$3.17 | \$2.57 |
| 11.6 | \$8.56 | \$7.72 | \$6.88 | \$6.09 | \$5.00 | \$4.31 | \$3.61 | \$2.97 | \$2.33 |
| 11.5 | \$8.32 | \$7.43 | \$6.63 | \$5.84 | \$4.70 | \$4.01 | \$3.32 | \$2.67 | |
| 11.4 | \$7.97 | \$7.13 | \$6.34 | \$5.54 | \$4.41 | \$3.71 | \$3.02 | \$2.38 | |
| 11.3 | \$7.72 | \$6.80 | \$6.04 | \$5.25 | \$4.10 | \$3.47 | \$2.77 | \$2.13 | |
| 11.2 | \$7.47 | \$6.58 | \$5.79 | \$5.00 | \$3.86 | \$3.17 | \$2.40 | | |
| 11.1 | \$7.13 | \$6.29 | \$5.49 | \$4.70 | \$3.58 | \$2.87 | \$2.18 | | |
| 11.0 | \$6.83 | \$5.99 | \$5.20 | \$4.41 | \$3.27 | \$2.57 | | | |
| 10.9 | \$6.53 | \$5.69 | \$4.90 | \$4.11 | \$2.97 | \$2.28 | | | |
| 10.8 | \$6.24 | \$5.40 | \$4.65 | \$3.81 | \$2.67 | | | | |
| 10.7 | \$5.94 | \$5.10 | \$4.26 | \$3.51 | \$2.38 | | | | |
| 10.6 | \$5.59 | \$4.75 | \$3.96 | \$3.17 | | | | | |
| 10.5 | \$5.30 | \$4.46 | \$3.61 | \$2.82 | | | | | |
| 10.4 | \$4.95 | \$4.11 | \$3.27 | \$2.52 | | | | | |
| 10.3 | \$4.60 | \$3.76 | \$2.97 | | | | | | |
| 10.2 | \$4.31 | \$3.47 | \$2.62 | | | | | | |
| 10.1 | \$3.91 | \$3.07 | | | | | | | |
| 10.0 | \$3.56 | \$2.72 | | | | | | | |
| 9.9 | \$3.22 | | | | | | | | |
| 9.8 | \$2.87 | | | | | | | | |
| 9.7 | \$2.48 | | | | | | | | |

Note: 1,000 Btu = 1 MBtuh
 Must be ARI certified
 Efficiencies higher than maximum table ratings will be computed by FPL

| Room Packaged Terminal Heat Pumps - Air Cooled (Retrofit) | | | | | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| ARI 310.090 | | | | | | | | | |
| Cap | MBtuh ≥ 15 | 14 ≤ MBtuh < 15 | 13 ≤ MBtuh < 14 | 12 ≤ MBtuh < 13 | 11 ≤ MBtuh < 12 | 10 ≤ MBtuh < 11 | 9 ≤ MBtuh < 10 | 8 ≤ MBtuh < 9 | MBtuh < 8 |
| Eff | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh | Incentive \$/MBtuh |
| 14.0 | \$21.72 | \$20.49 | \$19.25 | \$18.22 | \$16.60 | \$15.60 | \$14.60 | \$13.91 | \$13.02 |
| 13.9 | \$21.53 | \$20.30 | \$19.16 | \$18.07 | \$16.48 | \$15.54 | \$14.60 | \$13.71 | \$12.87 |
| 13.8 | \$21.33 | \$20.10 | \$18.96 | \$17.87 | \$16.29 | \$15.30 | \$14.40 | \$13.51 | \$12.62 |
| 13.7 | \$21.14 | \$19.90 | \$18.76 | \$17.67 | \$16.14 | \$15.15 | \$14.21 | \$13.32 | \$12.47 |
| 13.6 | \$20.94 | \$19.75 | \$18.56 | \$17.47 | \$15.94 | \$14.95 | \$14.01 | \$13.12 | \$12.28 |
| 13.5 | \$20.74 | \$19.55 | \$18.36 | \$17.28 | \$15.74 | \$14.75 | \$13.81 | \$12.92 | \$12.08 |
| 13.4 | \$20.54 | \$19.31 | \$18.17 | \$17.08 | \$15.49 | \$14.55 | \$13.61 | \$12.72 | \$11.88 |
| 13.3 | \$20.34 | \$19.16 | \$17.97 | \$16.88 | \$15.10 | \$14.16 | \$13.22 | \$12.33 | \$11.68 |
| 13.2 | \$20.15 | \$18.91 | \$17.77 | \$16.68 | \$14.90 | \$13.96 | \$13.02 | \$12.13 | \$11.24 |
| 13.1 | \$19.95 | \$18.71 | \$17.57 | \$16.48 | \$14.70 | \$13.71 | \$12.77 | \$11.88 | \$11.04 |
| 13.0 | \$19.75 | \$18.51 | \$17.37 | \$16.24 | \$14.50 | \$13.51 | \$12.57 | \$11.68 | \$10.84 |
| 12.9 | \$19.50 | \$18.32 | \$17.17 | \$16.04 | \$14.26 | \$13.27 | \$12.33 | \$11.43 | \$10.59 |
| 12.8 | \$19.26 | \$18.07 | \$16.88 | \$15.79 | \$14.06 | \$13.07 | \$12.13 | \$11.24 | \$10.40 |
| 12.7 | \$19.06 | \$17.87 | \$16.68 | \$15.59 | \$13.81 | \$12.87 | \$11.93 | \$11.04 | \$10.20 |
| 12.6 | \$18.86 | \$17.62 | \$16.48 | \$15.39 | \$13.56 | \$12.62 | \$11.68 | \$10.79 | \$9.95 |
| 12.5 | \$18.61 | \$17.37 | \$16.24 | \$15.15 | \$13.37 | \$12.38 | \$11.43 | \$10.54 | \$9.70 |
| 12.4 | \$18.36 | \$17.16 | \$15.99 | \$14.90 | \$13.12 | \$12.13 | \$11.18 | \$10.30 | \$9.45 |
| 12.3 | \$18.12 | \$16.93 | \$15.74 | \$14.65 | \$12.87 | \$11.88 | \$10.94 | \$10.05 | \$9.21 |
| 12.2 | \$17.87 | \$16.68 | \$15.54 | \$14.40 | \$12.62 | \$11.63 | \$10.74 | \$9.85 | \$9.06 |
| 12.1 | \$17.67 | \$16.43 | \$15.30 | \$14.16 | \$12.38 | \$11.43 | \$10.49 | \$9.66 | \$8.71 |
| 12.0 | \$17.42 | \$16.19 | \$15.05 | \$13.96 | \$12.13 | \$11.19 | \$10.25 | \$9.36 | \$8.51 |
| 11.9 | \$17.18 | \$15.94 | \$14.80 | \$13.71 | \$11.88 | \$10.99 | \$9.95 | \$9.06 | \$8.22 |
| 11.8 | \$16.98 | \$15.69 | \$14.50 | \$13.41 | \$11.63 | \$10.79 | \$9.70 | \$8.81 | \$7.97 |
| 11.7 | \$16.73 | \$15.39 | \$14.26 | \$13.17 | \$11.39 | \$10.40 | \$9.45 | \$8.56 | \$7.72 |
| 11.6 | \$16.48 | \$15.20 | \$14.01 | \$12.92 | \$11.19 | \$10.10 | \$9.21 | \$8.32 | \$7.43 |
| 11.5 | \$16.24 | \$14.90 | \$13.76 | \$12.62 | \$10.99 | \$9.80 | \$8.88 | \$7.97 | \$7.13 |
| 11.4 | \$15.84 | \$14.60 | \$13.46 | \$12.33 | \$10.79 | \$9.60 | \$8.68 | \$7.72 | \$6.88 |
| 11.3 | \$15.54 | \$14.36 | \$13.17 | \$12.08 | \$10.54 | \$9.35 | \$8.41 | \$7.47 | \$6.58 |
| 11.2 | \$15.20 | \$14.06 | \$12.92 | \$11.78 | \$10.25 | \$9.26 | \$8.37 | \$7.47 | \$6.29 |
| 11.1 | \$15.00 | \$13.76 | \$12.62 | \$11.48 | \$9.95 | \$8.96 | \$8.02 | \$7.13 | \$6.00 |
| 11.0 | \$14.65 | \$13.46 | \$12.33 | \$11.19 | \$9.65 | \$8.66 | \$7.72 | \$6.83 | \$5.60 |
| 10.9 | \$14.36 | \$13.17 | \$11.98 | \$10.89 | \$9.36 | \$8.37 | \$7.43 | \$6.53 | \$5.40 |
| 10.8 | \$14.06 | \$12.87 | \$11.68 | \$10.59 | \$9.06 | \$8.07 | \$7.13 | \$6.24 | \$5.10 |
| 10.7 | \$13.76 | \$12.57 | \$11.39 | \$10.30 | \$8.76 | \$7.77 | \$6.83 | \$5.94 | \$4.75 |
| 10.6 | \$13.46 | \$12.23 | \$11.09 | \$9.95 | \$8.42 | \$7.43 | \$6.48 | \$5.59 | \$4.46 |
| 10.5 | \$13.12 | \$11.88 | \$10.74 | \$9.65 | \$8.07 | \$7.13 | \$6.18 | \$5.30 | \$4.11 |
| 10.4 | \$12.77 | \$11.58 | \$10.40 | \$9.31 | \$7.77 | \$6.78 | \$5.84 | \$4.95 | \$3.76 |
| 10.3 | \$12.47 | \$11.24 | \$10.10 | \$8.96 | \$7.43 | \$6.44 | \$5.49 | \$4.60 | \$3.47 |
| 10.2 | \$12.13 | \$10.89 | \$9.75 | \$8.66 | \$7.08 | \$6.14 | \$5.20 | \$4.31 | \$3.07 |
| 10.1 | \$11.78 | \$10.54 | \$9.41 | \$8.27 | \$6.73 | \$5.74 | \$4.80 | \$3.91 | \$2.72 |
| 10.0 | \$11.39 | \$10.20 | \$9.01 | \$7.92 | \$6.39 | \$5.40 | \$4.46 | \$3.56 | \$2.47 |
| 9.9 | \$11.04 | \$9.80 | \$8.66 | \$7.57 | \$6.00 | \$5.05 | \$4.11 | \$3.22 | \$2.22 |
| 9.8 | \$10.69 | \$9.45 | \$8.32 | \$7.18 | \$5.64 | \$4.69 | \$3.76 | \$2.87 | \$1.97 |
| 9.7 | \$10.30 | \$9.06 | \$7.92 | \$6.83 | \$5.25 | \$4.31 | \$3.37 | \$2.48 | \$1.72 |
| 9.6 | \$9.90 | \$8.66 | \$7.52 | \$6.44 | \$4.85 | \$3.91 | \$2.97 | \$2.08 | \$1.47 |
| 9.5 | \$9.50 | \$8.27 | \$7.13 | \$6.04 | \$4.46 | \$3.51 | \$2.57 | \$1.68 | \$1.22 |
| 9.4 | \$9.06 | \$7.87 | \$6.73 | \$5.63 | \$4.06 | \$3.07 | \$2.17 | \$1.28 | \$0.97 |
| 9.3 | \$8.71 | \$7.47 | \$6.34 | \$5.20 | \$3.66 | \$2.67 | \$1.77 | \$0.88 | \$0.72 |
| 9.2 | \$8.27 | \$7.03 | \$5.89 | \$4.80 | \$3.27 | \$2.27 | \$1.37 | \$0.48 | \$0.47 |
| 9.1 | \$7.82 | \$6.58 | \$5.45 | \$4.36 | \$2.77 | \$1.87 | \$0.97 | \$0.08 | \$0.22 |
| 9.0 | \$7.38 | \$6.19 | \$5.05 | \$3.91 | \$2.37 | \$1.47 | \$0.57 | \$0.08 | \$0.07 |
| 8.9 | \$6.93 | \$5.74 | \$4.55 | \$3.47 | \$1.97 | \$1.07 | \$0.17 | \$0.08 | \$0.02 |
| 8.8 | \$6.48 | \$5.25 | \$4.11 | \$2.97 | \$1.57 | \$0.67 | \$0.07 | \$0.08 | \$0.02 |
| 8.7 | \$6.04 | \$4.80 | \$3.66 | \$2.57 | \$1.17 | \$0.27 | \$0.07 | \$0.08 | \$0.02 |
| 8.6 | \$5.54 | \$4.31 | \$3.17 | \$2.17 | \$0.77 | \$0.07 | \$0.07 | \$0.08 | \$0.02 |
| 8.5 | \$5.00 | \$3.81 | | | | | | | |
| 8.4 | \$4.50 | \$3.32 | | | | | | | |
| 8.3 | \$4.01 | | | | | | | | |
| 8.2 | \$3.47 | | | | | | | | |
| 8.1 | \$2.07 | | | | | | | | |

Note: 1,000 Btuh = 1 MBtuh
 Must be ARI certified
 Efficiencyes higher than maximum table ratings will be computed by FPL