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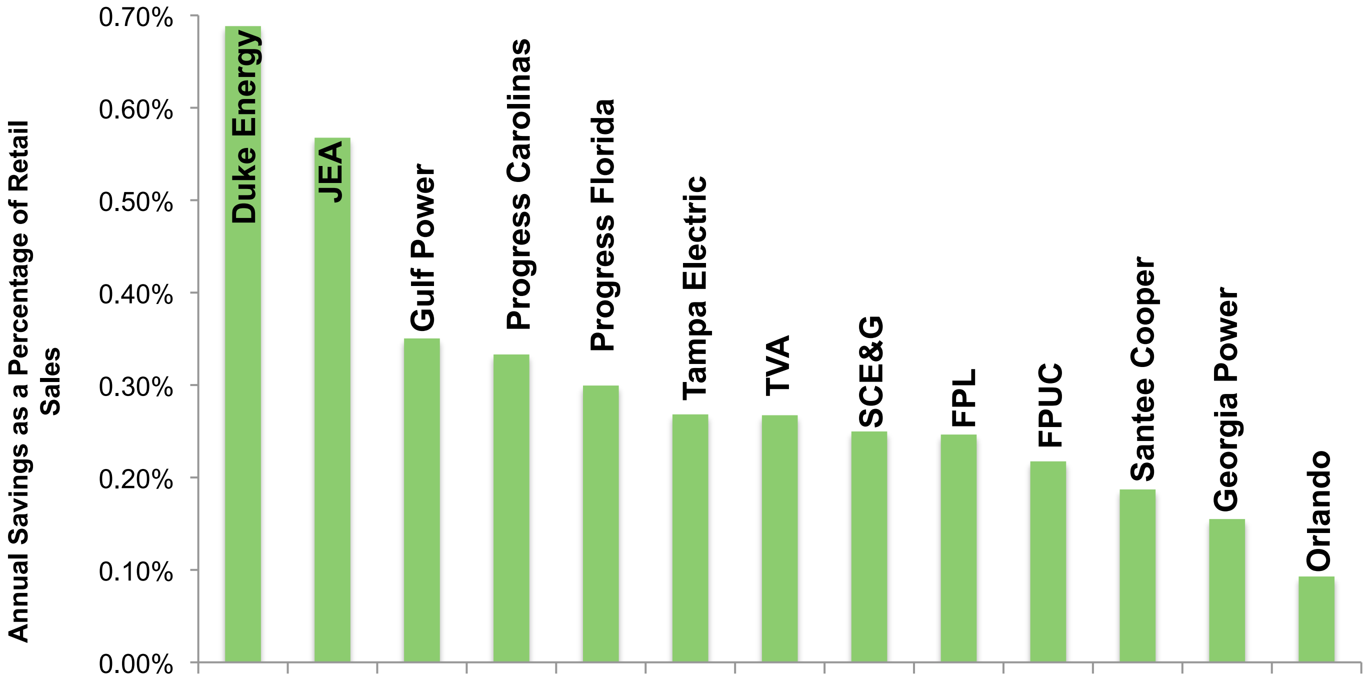
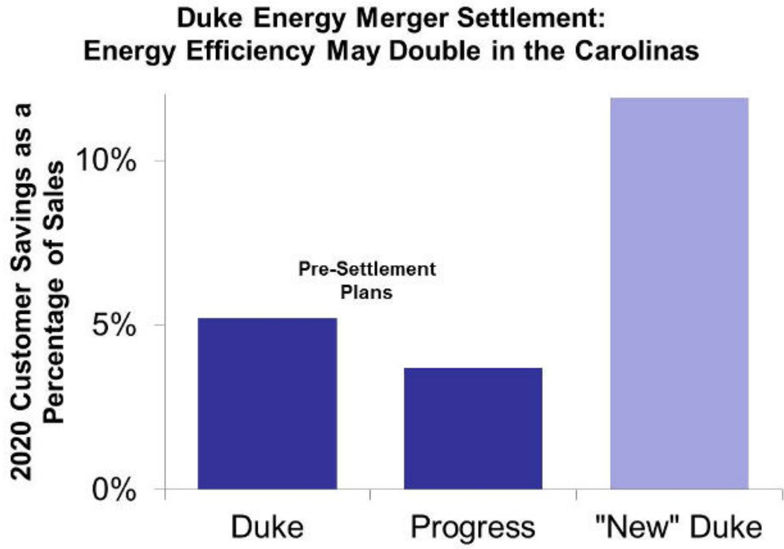
New Growth: Southeastern Energy Efficiency Programs



Utility	2012 EE ($ million)	Utility Compensation	Statutory Directive
TVA	$100	Budget set by TVA Board, as federal agency, no shareholder incentives	Resource planning
Carolinas IOUs	$180	1. Cost recovery 2. No budget cap 3. 3-year lost revenue recovery 4. Performance-linked financial incentive	Resource planning
Georgia Power	$21	1. Cost recovery 2. Budgets capped by Commission order 3. Performance-linked financial incentive	Resource planning
Florida IOUs	$146	1. Cost recovery 2. No budget cap 3. Commission has not implemented authorized financial incentives	Ten year energy efficiency goals (set in administrative proceeding)

Success and Opportunities

Carolinas

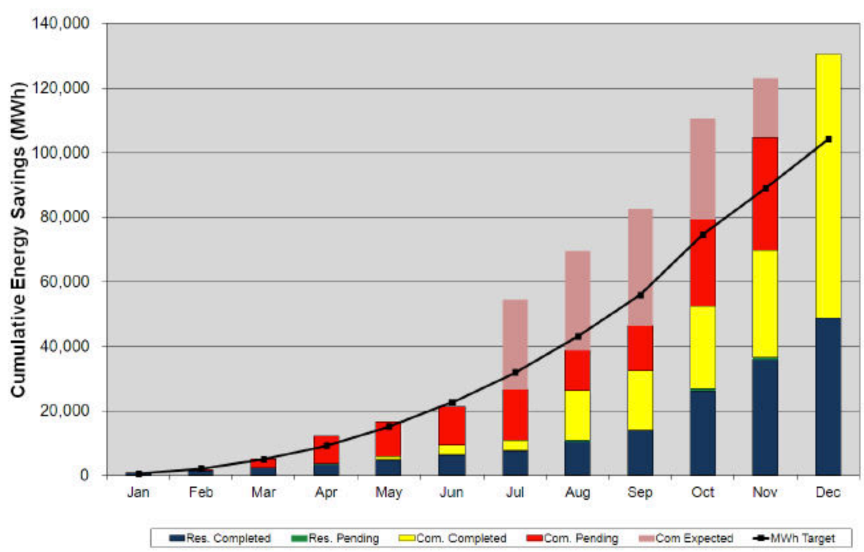


- Duke Energy and Progress Energy saved more than 650 GWh in 2011.
- Duke Energy provided lowest cost and highest savings in 2011 of investor owned utilities in the Southeast.
- Post-Merger goal agreed to by combined utility.

TVA

- Reported 550 GWh of savings from energy efficiency, demand response, renewable energy and internal energy management in 2011.
- Resource Plan: EEDR results in $3.2B savings over life of plan.
- Potential study demonstrates opportunities to offset all load growth, best case scenario suggests programs could drive overall energy use below today's demand.

Georgia



- Georgia Power Company over performed on its 2011 energy efficiency goal, but has very low savings as a percent of sales.
- Company on track to achieve 2012 energy efficiency goal of 203 GWh.

Florida

- Longest continuous history of efficiency program offerings in the Southeast.
- Regulatory guidance restricts the use of highly cost-effective measures in programs.
- Florida Commission recently rejected all new program proposals by FPL and Progress, citing rate impacts. (SACE Is challenging decision in state court).
- Gulf Power is now the Florida IOU with the most aggressive efficiency programs.
- Opportunity to save 1% of retail sales with energy efficiency was authoritatively identified but not undertaken by the Commission.

For additional information, contact Natalie Mims; natalie@cleanenergy.org

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