



FPL Energy Services, Inc. ESCO Qualification Sheet DOE Super ESPC

Introduction to FPL Energy Services, Inc. (FPLES)

- **Company Background**

FPL Energy Services, Inc. (FPLES) offers a highly qualified staff of professional engineers to meet and deliver on the broad spectrum of ESPC requirements and understands the unique needs of government facilities at the federal, state and local level. With over 25 years experience in the energy conservation and management business, and more than 22 of those years concentrated in providing performance contracting, we go above and beyond to deliver optimized customer solutions. We've cracked the code on establishing and maintaining customer relationships. With over 80% of our projects resulting in additional phases, we have a clear understanding of our customer's needs and go the extra mile to deliver superior service and performance.

FPLES is a recognized leader in providing state-of-the-art turnkey energy solutions for federal, state and local clients. Our clients include some of Florida's largest energy consumers such as: Cape Canaveral Air Force Station, Patrick Air Force Base, NASA, the Veterans Affairs, and the Florida Department of Corrections.

Our goal and commitment is in making each project a showcase of energy conservation and efficiency. Service isn't just part of our name – it is what our customers can depend on from FPLES.

- **Years in Energy Business**

FPLES is a subsidiary of FPL Group, Inc. (NYSE: FPL), and an affiliate of Florida Power & Light Company (FPL). The U.S. Department of Energy ranked FPL No. 1 in energy conservation programs among U.S. electric utilities. Our FPL affiliate, NextEra LLC, is the national leader in renewable wind power generation and among the leading producers of solar power nationwide and our parent company, FPL Group, Inc., the leader in renewable energy, is ranked #1 among electric and gas utilities by FORTUNE Magazine.

Throughout Florida Power & Light Company's 83 year history, energy awareness and conservation have been among our top priorities, and FPLES has offered Performance Contracting services since 1982.

Our corporation is structured with a concentrated management focus on each segment of our customer community. In addition to our over-riding focus on customer service, we are also organized not only to remain abreast of new and emerging energy generation and conservation technologies, but – in fact – to be a leader in development and deployment of these technologies.

FPL Energy Services ESPC Approach

In today's challenging environment of rising energy costs, reduced budgets, and the need to achieve mandated energy reduction goals, FPLES makes every step of a project easier for the customer. FPLES' approach to ESPC projects is to identify and understand the unique needs of every project and provide innovative and customized solutions, along with best in class customer service.

FPLES has considerable experience in delivering Energy Service Performance Contracts for a variety of clients. We recognize the complex nature of a performance guarantee contract and our commitment is in delivering a project on schedule and on budget by determining the best implementation process on a task-by-task basis. Projects are typically managed in the following phases: 1) Preliminary Assessment; 2) Investment Grade Audit; 3) Construction; 4) Measurement & Verification; and 5) Maintenance.

FPL Energy Services ESPC Experience

FPLES is a recent recipient of ESPC IDIQ contract from the Dept. of Energy. Below is a partial listing of our experience with UESC projects.

Facility Name & Location	Initial Investment	Annual Savings	Technology Installed
Cape Canaveral Air Force Station	\$2.9 million	\$469,800	Lighting, Generators, Demand Response Programs
Patrick Air Force Base	\$8.1 million	\$1,211,441	HVAC, Energy Management Control System, Central Chiller Plant, Demand Response Programs
Kennedy Space Center	\$6.8 million	\$1,790,328	HVAC, Controls, Lighting, Boilers, Demand Response Programs
NOAA	\$626,334	\$35,292	Lighting, Thermal Storage,

Contact Information

To learn more about FPL Energy Services, Inc., please visit our website at www.FPLES.com or contact:

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