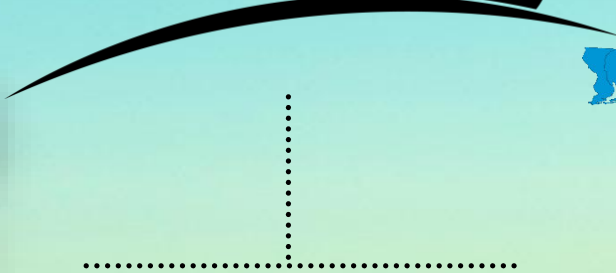




# **FPL Office of Economic Development**

**Martin County Commercial Real Estate Forum**  
**January 26, 2023**

# NEXtera<sup>®</sup> ENERGY



- » Fortune 200 & ranked No. 1 in the electric and gas utilities industry on Fortune's list of "Most Admired Companies" for the 14th time in 15 years
- » Recognized on Fortune's 2021 list of companies that "Change the World"
- » Received S&P Global Platts 2020 Energy Transition Award for leadership in environmental, social and governance
- » Headquartered in Florida, with operations or development projects in 49 states



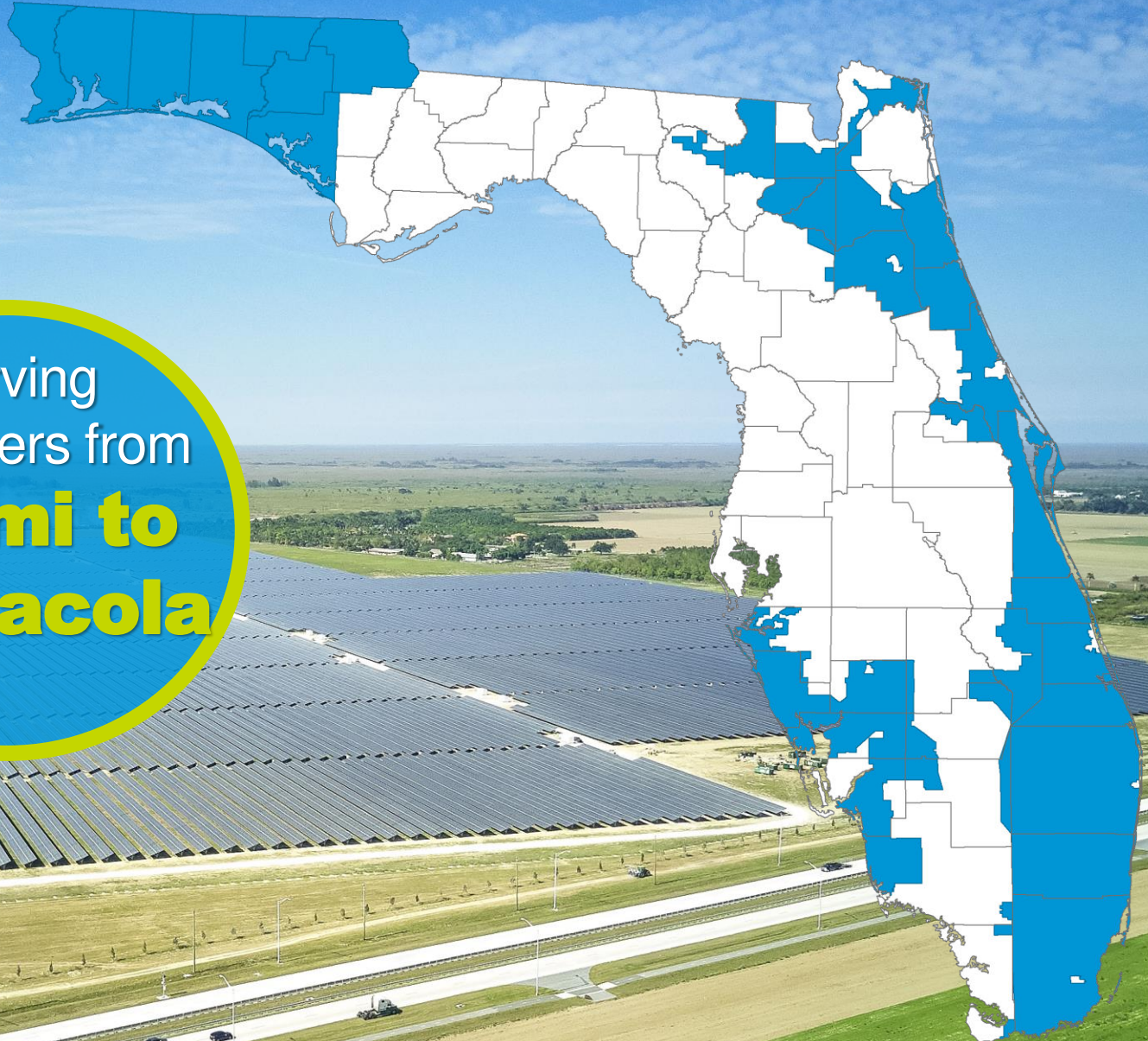


# FPL is the largest energy company in Florida

**5.7+**  
**million**  
customer  
accounts

Serving  
customers from  
**Miami to  
Pensacola**

**43**  
**counties**





# FPL is committed to delivering America's best energy value

Consistently  
one of the  
**Cleanest**  
electric utilities  
in the United States

**Most  
Reliable**  
electric utility  
in the United States<sup>(1)</sup>

Bills that are  
**Affordable**

1) In 2021, FPL received the ReliabilityOne® National Reliability Award for the sixth time in seven years





# FPL is making Florida a clean energy and sustainability leader

Consistently  
one of the  
**Cleanest**  
electric utilities  
in the United States

CO<sub>2</sub>  
emissions profile  
**more than 20%  
better than  
national  
average**

**Eliminated  
coal**  
from Florida  
power plant  
fleet

**30 million  
solar panels**  
by 2025

**Largest  
community  
solar program**  
in the U.S.

**World's largest  
solar-powered  
battery**

Exploring  
**innovative  
green  
hydrogen  
technology**



# FPL is building the strongest, smartest energy grid in the U.S.

**Most  
reliable**

electric utility  
in the United States

**66% main  
power lines**  
hardened or  
underground

**94%  
transmission  
structures**  
steel or  
concrete

Continuous  
**tree trimming  
and pole  
inspections**

Pilot program  
to put more  
**neighborhood  
power lines  
underground**





# FPL is building the strongest, smartest energy grid in the U.S.

**Most  
reliable**

electric utility  
in the United States

**~6 million  
smart meters**

**200,000+  
intelligent  
devices**

**8.5+ million  
outages  
avoided  
since 2011**

**Multiple  
diagnostic  
centers**



# Using innovative technology to improve service



**Drones**

**Innovative  
Technology**



**Substation  
Robots**



# FPL is also keeping bills low and well below the national average

Bills that are  
**Affordable**  
and well below the  
national average

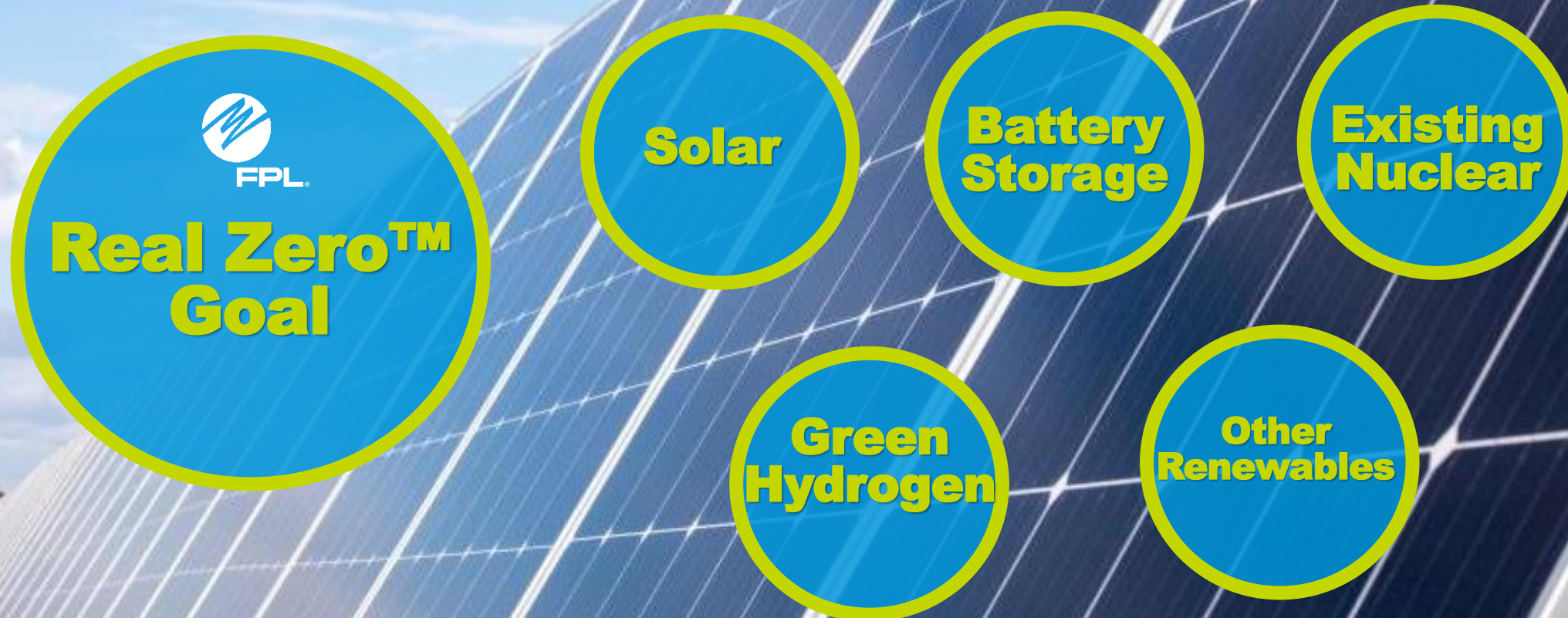
## FPL 1,000-kWh Residential Bill<sup>(1)</sup>



1) FPL bill effective January 2022; national and state data is from the Edison Electric Institute (EEI) Typical Bills and Average Rates Report for Summer 2021; averages only include vertically integrated utilities that report their rates to EEI and may not be all-inclusive



**FPL's Real Zero goal would decarbonize our power plant fleet by no later than 2045 and keep bills below the national average**





# FPL was recently named to Site Selection's List of Top Utilities in Economic Development

## National Recognition



Florida Power & Light Company  
Juno Beach, Florida  
*PoweringFlorida.com*

**Corporate facility investment:** \$2.4 billion

**Jobs created:** 26,183

**Population & Territory:** More than 12 million in 43 counties from Pensacola to Miami

**Highlights:** Total corporate project capex may have been down by 50% from when FP&L made our list two years ago, but the massive job creation tally was 2.5 times as big as in 2019. Over the past year the team has launched programs to encourage competitiveness, including the Black Business Resource Center established by FPL's parent company NextEra Energy to develop specific actions the company can take to make a positive contribution toward racial

equity. An online resource center was launched this year to help Black and minority small businesses grow in the state. FPL also supported the extension of Florida's data center sales tax exemption through June 30, 2027. And the FPL team is launching a first-of-its-kind talent campaign to attract workers to the state. The "WonderFL" website is in design and will be launched in the fall of 2022. In December 2021, FPL's on-campus innovation hub graduated its first cohort of entrepreneurs. In March 2022, the second cohort of companies began their journey in 35 Mules.

In May 2022, PoweringFlorida launched a redesigned website with updated and condensed content; downloadable industry assets; data on sites, buildings, workforce and demographics; and more.

SOUTH ATLANTIC



# FPL leverages our experience operating in Florida to help economic development prospects

## Programs & Services

**How we  
can help**  
companies choose  
Florida

### **Due diligence and planning**

- **Infrastructure assessments**
  - Estimated time and cost to bring/upgrade power to a site
- **Rate quotes**
- **Incentive rate qualification**
- **Backup Power Options**
- **Fuel mix, emissions data, and solar assets**

### **Sustainability programs**

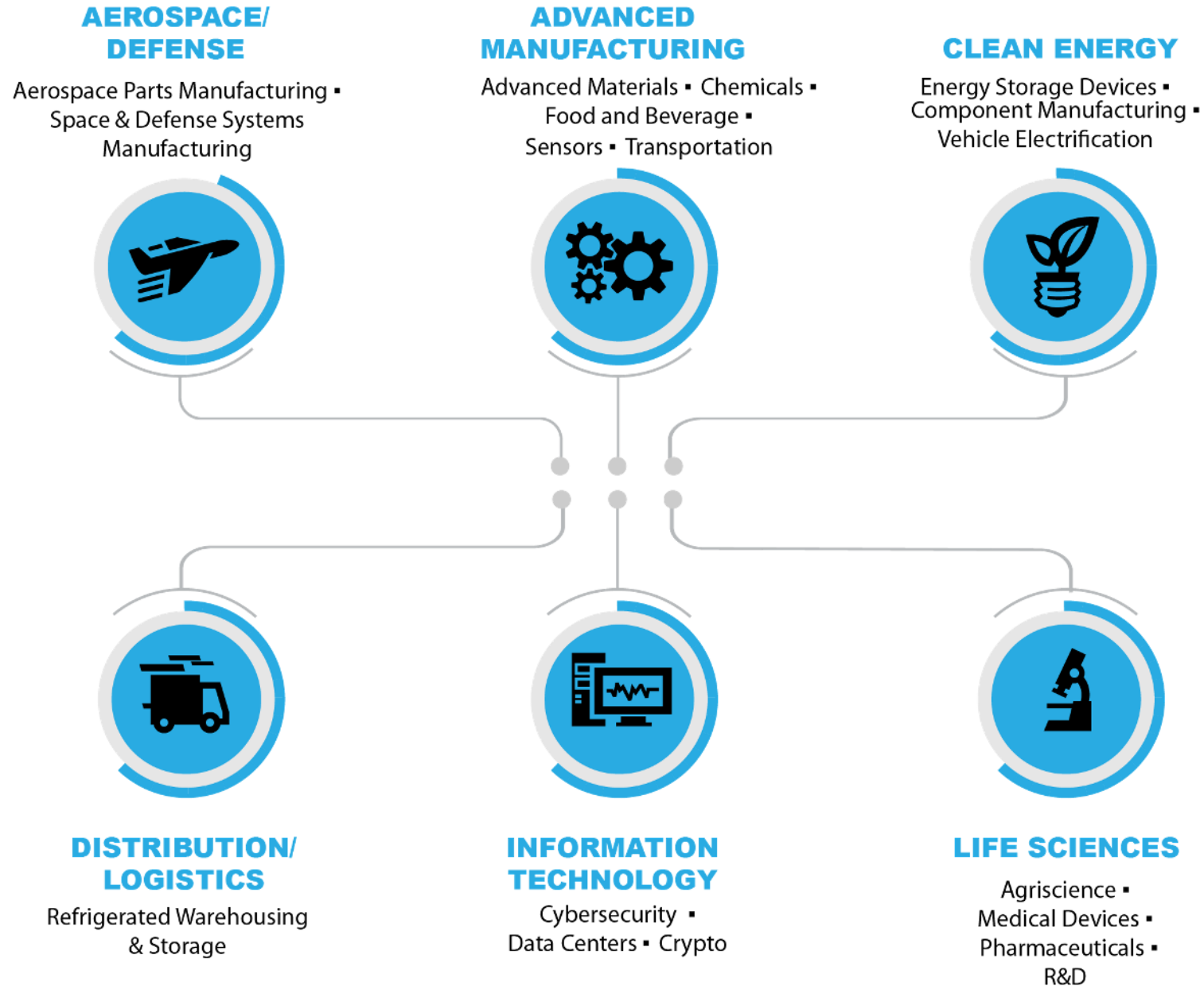
- **Solar Programs**
  - SolarTogether
  - Net Metering
- **Energy Efficiency programs and rebates**
- **LED lighting**
- **Real Zero**  
Upcoming pilot program opportunities

### **Pre-construction and beyond**

- **Identify service planner** to support construction
- **Expedited white-glove service** coordination across FPL
- **Tax exemptions** for electricity use
- **Employer interviews**
- **Local insight**



# FPL Economic Development target sectors





# **A community's economic development success is driven by its ability to address the key drivers influencing global site location decisions**

## **Most important site location factors**

- 1. Labor costs**
- 2. Availability of skilled labor**
- 3. Energy availability and costs**
- 4. Inbound/outbound shipping costs**
- 5. Highway accessibility**
- 6. Raw materials availability**
- 7. Corporate tax rate**
- 8. State and local incentives**
- 9. Environmental regulations**
- 10. Tax exemptions**

**State and local economic developers must address these key decision drivers with prospective companies in order to compete in a global economy**

Source: Area Development Magazine Annual Corporate Survey, 2022



# Communities must remain focused on site readiness efforts to increase the inventory of available industrial sites

## Site readiness

- **Site readiness defined**
  - Minimum infrastructure needed to be considered competitive in today's market
- **Project expectations today**
  - Most projects want a site that can be ready within 2 years or less
  - Must have control of the property – owned or optioned
  - Must have cost estimates and a plan to deliver infrastructure to the site
    - Electricity, water, wastewater, broadband, rail (if applicable)
  - Completed due diligence should include Phase I environmental study, geotechnical engineering report, cultural resource assessment and boundary survey
  - Supportive state and local government with incentive programs to offset capital investment and business friendly permitting processes

**Communities cannot win economic development projects without competitive industrial sites**



# Seven startups joined 35 Mules in March 2022 to spur innovation and develop their game-changing ideas

## 35 Mules Cohort Two





WONDERAL  
WONDERAL  
**WONDERAL**  
WONDERAL  
WONDERAL



**WONDERAL**





DISCOVER JOY, WONDER, PURPOSE AND SO MUCH MORE.

# WONDERFL

*What will your life be in FL?*

MOVE HERE

WORK HERE

WORK REMOTE

MacBook



## 35 Mules



Cathy Chambers



Danielle Mousseau



Matt Hedrick



Aneisha Graydon

## Research & Support



Mary Dempsey



Amanda Cancio



Alicia Johnson



Sean Helton



Monique Mendez

## Marketing

## Business Development



Sherry Ambrose



Verdell Hawkins



Katie Hogan



Wes Hudgens



Vernique Williams



Heather Maines



Aaron Michael



Corinne Whitaker



Latoshia Akins