



"Saving You Money While Saving Our Environment"

June 20, 2018

**Senate Energy and Natural Resources Committee
June 20, 2018**

**Interested Party Testimony- House Bill 114
Greg Smith, CEO of Energy Optimizers, USA**

Chairman Balderson and Energy Natural Resources Committee Members:

Thank you for the opportunity to again share my concerns about the efforts in Ohio to drastically modify Ohio's energy efficiency standards.

I am the founder and President of Energy Optimizers, USA based in Tipp City, Ohio. We specialize in helping Ohio schools, government agencies, and commercial/ industrial facilities identify, finance, and implement energy saving projects. We are a turnkey solutions provider of energy savings projects with an objective to save our customers operating costs while providing a positive cash flow after the cost of implementing the projects is complete.

Make no mistake—this issue is about jobs and economic impact to the State of Ohio. Our company alone has been responsible for creating over 400 jobs since 2011. We have saved over \$25M for Ohio K-12 schools. We have also saved over 365 teacher jobs with the savings we have created for local school districts.

Per the Clean Jobs Midwest survey, Ohio boasts over 78,000 energy efficiency jobs, growing the sector by 39% and making the state a leader in manufacturing energy efficiency products. These changes would be a huge step back for our industry.

We have continued to monitor the activity on this legislation and are greatly concerned about the efforts currently being considered.

I appreciate your efforts to develop and implement energy efficiency and renewable energy standards that will provide a balanced positive impact on:

1. Our economy
2. Our environment and future

The energy efficiency requirements are critical and very achievable— including mercantile customers. I do not understand, or agree, that all mercantile customers (which represent nearly 50% of the electrical usage in Ohio) should be able to opt-out.

This will place increased costs on the largest number of rate payers (homeowners and taxpayers.) This will significantly reduce the effectiveness of the overall purpose of HB114 – to achieve overall reduction in carbon through energy efficiency.



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If there is an opt-out, I feel these customers must abide by the same requirements for energy efficiency and/or face stiff penalties for not achieving (with true oversight and reporting)

Once again, I do appreciate your effort to ensure that a fair and balanced result is achieved to promote business while also improving the environment and our future. Air and water are vitally important and this is a huge step to do our part here in Ohio and be a leader.

Energy efficiency and renewable energy will continue to be a high growth market niche in the United States and the world. For our legislators to negatively modify the clean energy standards, which were purposely set to be obtainable without placing a large burden on utilities and consumers, would be ill-advised. It will be detrimental to the State of Ohio's economy and our future.

Thank you for the opportunity to share the impact of this legislation on the energy efficiency industry.

Very truly yours,

Greg Smith
President