

Ohio Senate Energy Committee

Proponent Testimony on Substitute Senate Bill 2

Austin Mitchell, Co-founder & CEO, Synota Inc

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Chairman Chavez, Vice Chair Landis, Ranking Member Smith, and Members of the Senate Energy Committee:

I am Austin Mitchell, Co-founder & CEO of Synota Inc., a software company headquartered in Worthington, Ohio, focused on energy finance solutions. I strongly support Substitute Senate Bill 2 with amendments to enhance risk management and provide Ohio's mercantile customers more choice in the competitive retail electric service market.

Key Focus: From Disconnection to Expedited Return to SSO

After collaborative discussions with groups representing Ohio's major energy consumers, we pivoted from allowing suppliers to request disconnection for non-paying mercantile customers to suppliers being able to request an **expedited return to the utility's standard service offer (SSO)**. This change allows suppliers to address non-payment quickly—within days—while keeping customer service uninterrupted. It's a compromise that works: suppliers manage risk efficiently, and customers stay connected.

Two More Wins for Ohio's Energy Market

The other two amendments are just as impactful:

- **Flexible billing and payment terms** let suppliers and mercantile customers negotiate credit and collateral arrangements.
- **Timely usage data access** gives suppliers the info they need on their mercantile customers for smart risk management and creative pricing.

Why It Matters

These opt-in changes apply only to mercantile customers. They provide suppliers more tools to manage risk, leading to lower costs, while ensuring mercantile customers avoid service hiccups.

I urge the Committee to pass SB 2 with these amendments. I appreciate your time and would be happy to answer any questions from the committee.

Sincerely,

Austin Mitchell, PhD

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