



Proponent Testimony for Ohio House Bill 79  
Drew Romig - Armada Power  
Ohio House Public Utilities Committee

Chairman Stein, Vice Chair Blasdel, Ranking Member Weinstein, and members of the House Public Utilities Committee. My name is Drew Romig, and I am Associate General Counsel for Armada Power. Thank you for the opportunity to submit testimony in support of House Bill 79. Armada Power is headquartered in Columbus, Ohio, was invented in Battelle Labs, and is manufactured in Solon, Ohio. The Armada Power device uses water heaters as thermal storage to shift residential demand. Armada Power's technology is able to provide customers with energy savings by managing water heating to align with needs of the electric grid, with minimal impact to comfort. We appreciate that this bill focuses on both energy efficient and demand-capable technologies. It is important that the bill language remains inclusive of all beneficial technology. We participate in utility programs across the country, and we look forward to these programs coming back to Ohio.

While Armada Power supports this bill, we believe several clarifications will make it more effective. First, we recommend amending the definition of qualifying smart technology measures. As written, the phrase "energy star qualified" may be read to apply to both "smart thermostats" and "appliance controllers," which could exclude existing demand response technologies. This is because Energy Star does not have a certification for any demand response capable technologies, but rather only qualifies technologies which use less energy. Additionally, there are no established federal energy standards for demand capable technologies. To clarify this section and enable the use of the best technologies, we recommend that this section be amended to state "appliance controllers and energy star qualified smart thermostats."

Finally, section 4928.6639(F) effectively prohibits those who rent their residence from participation in the energy savings programs. As written, this section prohibits the participation of any device which was not installed or delivered at the permission or request of the customer. If a utility installs a device for a customer who rents, and a new tenant moves in, the previous tenant does not take the devices upon their move, but the new tenant did not request or provide permission for the installation of that device. That technology is now useless to the program and renders the program financially inefficient.

Instead, customers who wish to participate should provide their consent to their local electric distribution utility, and the utility may verify the customer through their premise address.



We look forward to continuing to support improvements to Ohio energy policy and providing access to cost effective energy saving technologies for all customers. We would like to thank the bill's sponsors, Representative Sweeney and Representative Seitz, for working with interested parties to continue to improve this piece of legislation. We encourage the committee support amendment and pass Sub HB79. Thank you allowing me to testify today, I would be more than happy to answer questions.

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