





















April 8, 2014

The Honorable Keith Faber President, Ohio Senate 1 Capitol Square, 2nd Floor

The Honorable Troy Balderson Ohio Senate 1 Capitol Square, 1st Floor

Re: Senate Bill 310

Dear Senate President Faber and Senator Balderson:

The undersigned manufacturers and energy services companies are writing in opposition to Substitute Senate Bill 310 (SB 310). Altogether, our companies have almost 30,000 employees in Ohio and we share an important strategic priority — energy efficiency. Our commitment is not only reflected in our efforts to reduce energy use in our manufacturing and business processes, but also with the energy-efficient products we make and services we offer. We believe that policies promoting efficiency should continue to be a part of Ohio's plan to attract economic investment and encourage growth. We do not believe that SB 310 in its current form is consistent with this point of view. As it's currently written, the bill would not just put statewide efficiency efforts on hold, it would effectively repeal incentives for energy reduction and efficiency. It would also negatively impact programs local utilities run to trim energy consumption, and help stabilize the state's electricity grid and prices.

Plus, many of these programs, as well as efficiency improvements in homes and buildings, provide business prospects and jobs for contractors across the Buckeye State. Energy efficiency also is a low-cost strategy for keeping utility costs under control and providing protection against price volatility, which enhances competitiveness for our companies. Indirectly, energy efficiency that is bid into regional capacity markets helps drive down the wholesale cost of electricity and reduces the need for costly new power plants. Ohio's Energy Efficiency Resource Standards promote the use of the products our companies manufacture and services we offer as well — and thus are critical to the state's long-term, sustainable growth.

Overall, undermining these standards is wrong for Ohio, and its residents and businesses.

Thank you for considering our position. We ask you to reconsider the legislation in its entirety. Instead we suggest moving forward with comprehensive legislation that preserves energy efficiency and promotes economic growth. We stand ready to work with you on improving this legislation and provide our insights and thoughts on how energy efficiency can continue to benefit Ohio.

Sincerely,

Bayer Material Science CLEAResult Enernoc Honda Honeywell Ingersoll Rand Johnson Controls OwensCorning Schneider Electric United Technologies Whirlpool

CC: The Honorable John Kasich, Governor of Ohio

Wayne Struble, Director of Policy, Governor's Office

Craig Butler, Director, Ohio EPA Director and Assistant Policy Director – Environment, Energy, and Agriculture, Governor's Office

John Minor, President and Chief Investment Officer, JobsOhio

Kristi Tanner, Managing Director, Advanced Manufacturing, Automotive, Aerospace and Aviation, JobsOhio

David Mustine, Managing Director, Energy, Polymers and Chemicals, JobsOhio The Honorable Peter Stautberg, Chairman, House Public Utilities Committee