

April 13, 2015

Dear Chairman Nesbit and House Energy Committee Members,

Executive Energy Services, a consulting firm headquartered in New Baltimore, Michigan manages energy procurement, energy awareness and energy efficiency projects for commercial and industrial customers throughout Michigan. I am here today representing 42 public Schools, the county of Oakland, multiple non-profits and Michigan commercial and industrial customers that have been on Electric Choice since 2003.

Electric choice is a HUGE opportunity to reduce electric costs for Michigan rate payers. Just our 42 Michigan School Districts have save \$56-Million through Electric Choice since 2008. Furthermore, there are 10,000 customers in the waiting list that, even with today's pressure on capacity prices, would still save 15% to 18% on Electric Choice while saving untold numbers of Michigan jobs.

Moreover, we have guided those Michigan school districts and all of our commercial and industrial customers to invest those savings into energy efficiency projects that have saved an additional \$20-million. Not only did that add to their base procurement savings, but it also CREATED JOBS. Lastly, this is a critical reduction in the needed generation capacity of the state. Remember, the Governor's plan is to reduce consumption and a kWh saved through efficiency is a kWh that does not need to be generated.

NO ONE is asking for Michigan utilities to carry anyone on their backs. But remember, they are guaranteed profits while no one else is. We are asking you to keep choice alive and put pressure on the utilities to be more competitive.

House Bill 4298 would significantly reduce the ability of commercial and industrial businesses, schools, and municipalities to operate profitably while continuing to create jobs in this state. Our schools are saving \$40 per student and most of our customers have fixed contracts into 2018. On behalf of all of our customers, I urge the Committee Members to Vote NO on House Bill 4298. But more importantly, I ask that you initiate dialogue with Michigan utilities, MISO, FERC and Choice Suppliers to ensure a better overall energy plan for our great state.

Sincerely,

Robert L. Bernardi
President

