



January 26, 2021

Minnesota House of Representatives  
Climate and Energy Finance and Policy Committee  
State Office Building  
St. Paul, MN 55155

**Re: Support for HF164 - Energy Conservation and Optimization (“ECO”) Act**

Dear Chair Long and Committee Members,

As businesses working in Minnesota’s energy efficiency/energy waste reduction sector, we write today about the bipartisan Energy Conservation and Optimization Act of 2021 (commonly referred to as “ECO”). This legislation will provide new energy efficiency options to Minnesota’s businesses and residential customers, while driving local job growth through technological innovation and the development of new customer and market opportunities. We support ECO and respectfully ask for your support of the bill.

Energy efficiency is our cheapest and cleanest energy resource. Energy waste reduction is common sense - it costs less to save one kilowatt hour of electricity (about 2 cents) than to buy a kilowatt hour (about 8 cents).<sup>1</sup> Providing additional energy efficiency options is a smart economic decision and one that benefits all Minnesotans. Energy efficiency through the Conservation Improvement Program (“CIP”) reduces energy waste and ultimately saves customers money on their bills. CIP has already provided over \$6 billion in net benefits to the state.

ECO builds upon the success of CIP providing important additional opportunities to achieve energy savings through load management and efficient fuel switching. These changes empower Minnesota’s businesses and customers to choose the best, most cost-effective energy technologies to meet their needs.

<sup>1</sup> Minnesota Department of Commerce (2018) - Minnesota Energy Efficiency Potential Study: 2020–2029

Minnesota's clean energy businesses thrive on innovation and forward-thinking policy, and that is what we humbly ask for your help with this session. Prior to the pandemic, the energy efficiency sector employed more than 46,000 Minnesotans working across the state. However, COVID-19 has significantly impacted the sector with nearly [7,000 of these jobs lost](#).<sup>2</sup> ECO will serve as a critical engine to support the recovery and growth of these jobs during this challenging economic time.

We ask that you support ECO and usher in opportunities to leverage our cheapest and cleanest energy resource. We are happy to discuss this issue in greater depth and explain how it would benefit the clean energy industry in Minnesota. Thank you for your work and for supporting our state's economy in this unprecedented moment.

Sincerely,

**Gregg Mast**

Executive Director

**Benjamin Stafford**

Director, Government Affairs

*Clean Energy Economy MN*

**Deepinder Singh**

CEO

*75F*

**Deana Dennis**

Senior Manager, State Policy

*CERES*

**Ken Smith**

President and CEO

*Ever-Green Energy*

**Dennis Kim**

Chairman

**Andy Kim**

President

*EVS*

**Rick Carter**

CEO

*LHB*

**John Neville**

Regional Director - Business

Development

Midwest Region

*McKinstry*

**Julian White**

Partner

*Nokomis Energy*

**Lee Valencour**

President, Conservation Services

*Plains Energy Services*

**Amy Dorsett**

Regional Comprehensive

Solutions Sales Leader

*Trane Commercial*

**Martin Morud**

Owner/President

*TruNorth Solar*

**Ryan Butterfield**

Director of Energy Services &

Solutions

*Werner Electric*

**Jim Douglas**

Vice President

*Willdan*

**Tim Gulden**

Owner

*Winona Renewable Energy*

---

<sup>2</sup> Source: BW Research Memorandum, Issued December 2020