

Redesigning the Ohio Utility Around the Customer: **Customer Centricity in Rapidly- Changing Energy Environment**



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– Changing Energy Landscape

- “Politicization” of Energy
 - Climate change/global warming excuse
 - “Holy Grail” energy = 100% renewables
 - “Correct” energy = Electricity, hydrogen
 - “Incorrect” energy = Fossil fuels
 - “Somewhat correct” energy = Nuclear
 - Energy efficiency mandates



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– Changing Energy Landscape

- Shale revolution
 - Electric fuel switch from coal to natural gas
- Advancements in energy technologies
 - More efficient & cost effective (e.g., LED lighting, solar, wind, batteries, CHP, transmission lines)
 - Higher adoption of controls and automation



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– Changing Energy Landscape

- From monopoly to free market
 - Vertically integrated to distributed generation
 - Regional transmission grids
 - Arrival of large, competitive, non-utility energy services companies

- Covid-19



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– Brief Recap - 2019

- HB 6 (Callender) passes
- Ballot initiative defeated
- HB 246 (Vitale) introduced
- HB 247 (Stein) introduced



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– Brief Recap - 2020

- PUCO implements HB 6-related riders
- HB 6 arrests on 7/21/20
 - Speaker Householder + 4 others
 - 2 guilty pleas on 10/29/20
- HB 6 fallout
 - FE terminations on 10/29/20 & 11/9/20
 - PUCO Chair Randazzo resigns 11/20/20
 - Preservation vs. repeal efforts



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– Question 1



What message does HB 6, and its fallout, convey to Ohio's electric customer?

(Smith, George, Ling)



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- Question 2



In a utopian world, what does the ideal competitive landscape look like in Ohio from your viewpoint?

Is there another market that's getting it right?

(George, Ling, Smith)



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- Question 3



What is your perspective on the potential changes/challenges involved with:
SB 221 (2008, ESP, RPS) ?

(Ling, Smith, George)



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- Question 4



What is your perspective on the potential changes/challenges involved with:

HB 6 (2019) ?

HB 772 (2020) & HB 798 (2020) ?

(Smith, George, Ling)



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– Question 5



What is your perspective on the potential changes/challenges involved with:
MOPR (Dec. 2019) ?

Specifically, is it handicapping your decision-making?

(George, Ling, Smith)



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– Question 6



What is your perspective on the potential changes/challenges involved with:

Acceleration of Transmission System Upgrades ?

(Ling, Smith, George)



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– Question 7



How can we get more customers engaged in Ohio's energy regulatory climate?

(Smith, George, Ling)



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– Final Thoughts

- Increasing electrical costs challenge Ohio manufacturing competitiveness
- Identify risks to further energy cost increases
- Be involved @ PUCO, Legislature, & PJM



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– Final Thoughts

- **ALARMED** at government actions on Ohio's energy costs
- Try to make your Ohio government more accountable to its citizens, **NOT** utilities
- Customers/manufacturers **UNITED** against utilities re-monopolization



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– Tip Of The Day



**DON'T SWEAT THE
“STUFF” YOU CAN'T
CONTROL ...**

**SWEAT THE
“STUFF” THAT
YOU CAN
CONTROL !!!**



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– Burning Questions



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