



November 8, 2018

Office of the Governor
 Statehouse
 Indianapolis, Indiana 46204-2797

Dear Governor Holcomb,

As major employers, businesses, trade associations, providers of energy-efficient products, large energy consumers, and companies with investments and interests in Indiana, we would like to thank you for recognizing the importance of energy efficiency and proclaiming October 5, 2018, as Energy Efficiency Day in Indiana.

As companies that do business in Indiana, we understand firsthand how energy policies affect costs and the state's economic competitiveness. Energy efficiency is the lowest-cost energy resource available. By eliminating energy waste, we can reduce total energy costs for all customers; mitigate the impact of fuel and electricity price increases; and build a more affordable, reliable electricity system for the state. All Hoosiers benefit when we eliminate energy waste, whether or not they participate directly in energy-saving programs.

Energy efficiency helps Indiana to be more competitive:

- It allows businesses to cut energy costs and free up significant capital that can be reinvested into our operations, employees, and communities.
- It supports local, family-wage jobs that can't be outsourced. In fact, more than 53,000 Hoosiers are already working to reduce the energy use in our state's homes, businesses, and factories.¹ And,

¹ Indiana Energy Efficiency Jobs in America, September 2018, <https://www.e2.org/wp-content/uploads/2018/09/INDIANA-Dist.pdf>

- The return on investment is phenomenal. For example, an independent analysis prepared for the Indiana Utility Regulatory Commission found that every dollar invested has produced more than \$3 in savings for Indiana residents and businesses.²

We are grateful for your leadership on this important issue and welcome further discussion on how we can support your efforts to improve and advance energy efficiency delivery in Indiana.

Sincerely,

Air-Conditioning, Heating, and Refrigeration Institute (AHRI)

Ameresco, Inc.

ArcelorMittal USA

Bidgely

Campbell Ventilation

Cargill

Centrica Business Solutions

Clarke Energy USA

CPower Energy Management

Cree, Inc.

Cummins

Direct Energy

Dirig Sheet Metal

Dow

Efficiency First National

GEM Energy

General Motors

Heat is Power

Home Performance Coalition

Johns Manville

JTD Spiral

Lime Energy

Midwest Cogeneration Association (MCA)

Morris Sheet Metal

National Association of Energy Service Companies (NAESCO)

National Electrical Manufacturers Association (NEMA)

Newjac Industrial

One Hour Heating and Air Conditioning

Polyisocyanurate Insulation Manufacturers Association (PIMA)

Poynter Sheet Metal

Primary Energy

Sheet Metal Contractors of Central Indiana and Fort Wayne (SMACNA)

United Air Works

United Technologies

Veolia North America

Walmart

² Energy Center of Wisconsin, "Indiana's Core and Core Plus Energy Efficiency Programs: Benefits, Costs, and Savings," August 14, 2014: [http://www.in.gov/iurc/files/DSM_Report_to_General_Assembly_w_Cover_Letter_8-15-2014\(1\).pdf](http://www.in.gov/iurc/files/DSM_Report_to_General_Assembly_w_Cover_Letter_8-15-2014(1).pdf)