

New York State Energy Marketers Coalition (NYSEMC)

The New York State Energy Marketers Coalition (NYSEMC) would like to commend Governor Paterson, Members of the NYS Energy Planning Board, and the Energy Coordinating Working Group for developing the Draft Scope of the 2009 New York State Energy Plan. NYSEMC believes that New York State will benefit greatly from the development and implementation of a comprehensive master plan for energy to address the unique challenges - and exciting opportunities - within New York State.

The NYSEMC is a group of energy marketing companies that serve residential and small commercial natural gas customers in many service territories throughout the east and Midwest where retail access programs have been approved by state regulatory commissions, including New York State. NYSEMC members include Interstate Gas Supply, Inc. (www.igsenergy.com), and Vectren Retail, LLC (www.vectrensource.com).

The issues and topics to be considered throughout the development of the State's Energy Plan are extensive. Of particular importance are topics related to climate change, energy efficiency, demand/usage management, conservation and green energy resources and technologies. These topics are of particular interest to NYSEMC as well, and the organization stands ready to assist in any way possible to help the State develop the strategies and tactics needed to put in place the proper infrastructure and market conditions that support a robust, competitive, cost-effective energy economy that creates jobs, supports businesses, and provides consumers with the products, services and resources that enable the State to thrive and succeed.

Although relatively new to New York State, NYSEMC members have extensive energy marketing experience, jointly exceeding three decades in nearly twenty utility franchise areas nationwide, and have participated in many coalitions, collaborations, committees, and proceedings to further advance competitive markets across the country. In each instance, the philosophy of providing the highest quality customer experience, and providing the maximum level of consumer protection, has been demonstrated in the positions taken by and, more importantly, the actions of each individual member. This philosophy is critical to NYSEMC members' ongoing success. As such, NYSEMC believes in the patient, steady, and thoughtful development of retail energy markets using marketing practices that represent ESCOs with integrity and professionalism. NYSEMC members recognize the important public policy and business premise that consumers must be treated fairly and respectfully at all times, and work ! diligently to ensure continued consumer protection criteria in all transactions; including marketing, sales, and product delivery.

The 2002 State Energy Plan included specific objectives that focused on the competitive market development of the energy economy in New York State. To this end, NYSEMC believes that the State has achieved a great deal. By almost every measure, those businesses and homeowners served by competitive suppliers of natural gas and electricity has grown steadily - now totaling more than 1.5 million consumers who receive energy supplied by over 100 energy marketers. Although there remains a great deal to do in order to provide the maximum amount of choice for energy consumers in a way that protects their rights and drives value, New York State has done an outstanding job in leveraging the competitive markets as one component that can help position its energy economy to compete for the future. NYSEMC suggests that this commitment is critical to further development of a competitive landscape in a diversified energy economy. In Ohio, for example, energy marketers are recognized as an important component in the promotion of adequate, reliable, and reasonably priced natural gas energy and services to consumers throughout the state. To this end, the state encourages innovation and market access for cost-effective supply-

and demand-side natural gas services and goods, as well as the information and infrastructure needed to assure effective competition and transactions between willing buyers and willing sellers. Energy Marketers have made a significant investment in the energy economy of New York State. Likewise, the NYS Public Service Commission has been and continues to be extremely supportive of the careful development of energy competition to support this new economy and provide consumers with the best options possible to gain energy independence and economic advantage.

We believe this continued commitment to retail market development in New York State is a critical component to the State's long-term energy goals. The development of competitive markets (and the innovative products and services they bring) offers a significant opportunity to position New York State as the leader in the United States for comprehensive energy reform. For this reason, we urge the Planning Board and Coordinating Working Group to recognize the importance of retail energy competition in realizing the achievement of State energy policy goals. We offer our experiential knowledge, insight, expertise, and assistance to this effort, and would be glad to serve on any committee or working group to help in the development of the 2009 Energy Plan.