



CONNECTICUT GENERAL ASSEMBLY
ENERGY & TECHNOLOGY COMMITTEE

H.B. 5507 – AN ACT CONCERNING CONSUMER PROTECTIONS IN THE
ELECTRICITY MARKET

PUBLIC HEARINGS – MARCH 16, 2010

STATEMENT OF JAY L. KOOPER
ON BEHALF OF HESS CORPORATION

Good afternoon. My name is Jay Kooper and I am the Director of Regulatory Affairs for the Hess Corporation (“Hess”). Hess, a Fortune 100 company and global energy company with over \$28 billion in worldwide assets, is a licensed retail supplier of electricity to commercial and industrial (“C&I”) customers in Connecticut. These customers include hospitals, schools and universities, factories, supermarkets and superstores and a wide range of other medium-sized and large C&I businesses, all of whom like Hess invest substantial capital and resources in Connecticut. Hess’ New England regional office for its electric marketing operations is headquartered in Rocky Hill, Connecticut and is fully staffed by Connecticut residents.

Hess submits this statement today **to oppose H.B. 5507** because Section 2 of this legislation removes from a customer education campaign information about “the option of choosing participating [competitive] electric suppliers.” As has been vividly demonstrated over this past year, Connecticut retail electric customers have had opportunities to achieve significant savings by shopping for and switching to products and services provided by competitive electricity suppliers. For example, since 2008, Hess has offered in Connecticut a suite of additional innovative energy products that

includes *Hess Green* (enabling customers to acquire renewable energy credits), *Hess Demand Response* (enabling customers to participate in an incentive program to curtail their demand during peak usage periods) and *Hess C-Neutral* (enabling businesses to reduce their carbon footprint from 1% to 100% through carbon reduction credits). These green energy services are being provided by Hess to Connecticut business customers as value-added products that have been specifically requested from commercial and industrial customers ranging from hospitals to schools and universities to factories and superstores.

The proposal to remove information about competitive options and choices for customers from consumer education campaigns is harmful to consumers because it keeps from them critical information about choices and options they do have to engage in these critical areas of energy efficiency, demand response, renewable energy, carbon reduction and other green initiatives. If anything, Connecticut residents and businesses need **more** information, **not less**. **H.B. 5507 proposes to provide less.**

The Connecticut DPUC's www.ctenergyinfo.com website has provided Connecticut consumers with critical information about the opportunities and options available from the competitive electric supplier community – including how to shop for a competitive electric supply product and what questions consumers should be asking when comparing offers – and with successful results. Similar competitive opportunities and options are available in the energy efficiency, demand response, renewable energy and carbon reduction areas. To foreclose this critical information from Connecticut consumers not only lacks justification but inhibits further customer penetration into more widespread participation in these green initiatives.

For these reasons, Hess **opposes** H.B. 5507 and urges the Committee to **reject** it.