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February 13, 2024

Delegate Brain Crosby  
Lowe House Office Building, Room 231  
6 Bladen Street  
Annapolis, MD 21401

RE: HB0267

Delegate Crosby:

I am submitting testimony in favor of HB 0267. I think it is important to have legislation to control, if not curb, the activity of third party energy suppliers. I am not against a free market or competition within a market. However, such competition must operate in a fair, ethical manner. Simply put, these third party energy suppliers do not engage in such practices.

These companies often engage in aggressive and predatory sales pitches that target low-income residents, elderly residents, and immigrant residents. They offer too good to be true rate prices that often result in higher rates, although maybe not immediately, compared to the standard rate from the offered utility.

In my neighborhood in district 46, these suppliers are everywhere. If I am not mistaken, district 46 is one of the top areas in Maryland where these third party suppliers do business. Part of that is the high number of Latino residents who just may not have a good understanding of what is being presented to them.

Third party suppliers want to pretend that they are offering a competitive rate. But the reality is that they are providing a much higher rate that they do not disclose in their fast sales pitch. Often times, they will misrepresent themselves as an employee of standard utility such as BGE.

I would like to offer a direct example of this. On February 3, I was at a meeting and during the lunch break, a gentleman at my table received a call. It was from someone who identified themselves from BGE calling about changing his utility provide for a better rate. The gentleman who received the call was an actual supervisor employed by BGE. He indicated that the caller was not from BGE, and when the caller doubled-down, the supervisor asked the caller for his internal track number. The caller gave a number but the supervisor advised it was invalid because it not enough numbers, and then ended the call.

I think this example paints the picture of how these third supplier energy companies operate. Third party suppliers can offer a higher rate, but they should be upfront about their cost structure and who they are. But instead, they lie and pretend they from BGE promising to save us money. It is time for legislation to provide regulation to require a license and guidelines on how to operate and no longer take advantage of hard working, Maryland residents.

Respectfully submitted,



Joseph Di Seta