

Bryan Harrison, Government Affairs  
Amway Corporation  
House Energy Policy Committee  
4/13/2015

My name is Bryan Harrison and I coordinate state corporate government affairs and public policy for Amway Corporation located in Ada, MI.

For those of you not familiar our company, we are a direct selling company based in Ada, Michigan that provides products for thousands of independent distributors across the United States and 100 countries and territories around the globe. Millions of entrepreneurs around the world sell our products - supported by our World Headquarters in Ada, MI.

Last year Amway had over \$10.8 billion worth of sales worldwide.

We have over 20,000 employees worldwide and over 4000 employees working at our Ada World Headquarters where we have over 3 million square feet of buildings, offices and manufacturing.

Amway is in the midst of a major manufacturing and R&D expansion globally, including our US based facilities. Our Michigan based investments include:

- An \$81 million manufacturing and warehouse facility in Ada. The 317,000 square-foot facility will support manufacturing of our Nutrilite vitamins, minerals and dietary supplements.
- We also recently completed construction of a \$24 million nutrition powder plant in Ada.

As you can imagine, as a Michigan-based company marketing products around the world, reliable, competitive energy is an important part of our business model.

Amway has a contract with Wolverine Power Marketing Cooperative - a Michigan-based energy producer. The freedom to negotiate with a private provider has provided substantial savings to our company. Over \$7 million in savings to date.

In addition, our ability to negotiate, and cooperative, with for our energy provider has allowed us to reach an agreement to receive 20% of our energy from Michigan-based renewable energy - the Harvest windfarm in Pigeon, Michigan.

This commitment to purchase Michigan-based energy and green energy was not the result of the government mandating our provider or type of energy we use. Just the opposite - it was the ability to negotiate freely and reach long term and predictable pricing agreements that lead to this mutual agreement.

All involved in this discussion agree. Michigan needs affordable reliable energy to grow and compete. It has been our experience that alternative energy suppliers are an important part of that future.

We have confidence in their ability to continue to meet our needs and oppose any further restrictions to the current competitive marketplace.