

# FEDERAL UTILITY PARTNERSHIP WORKING GROUP SEMINAR

November 2-3, 2016  
Bellevue, WA

## Strategies for Implementing Renewable Projects with Utilities – Green Tariffs

Hosted by:





# REBA

Renewable Energy  
Buyers Alliance



WORLD  
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Federal Utility Partnership Working Group  
November 2-3, 2016 Bellevue, WA



# CORPORATE RENEWABLE ENERGY BUYERS' PRINCIPLES: INCREASING ACCESS TO RENEWABLE ENERGY

**62** COMPANIES **45** MILLION MWH OF DEMAND FOR RENEWABLE ENERGY **\$5** TRILLION IN MARKET CAP

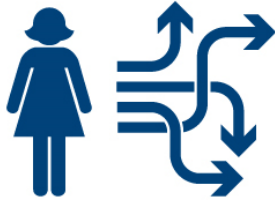


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**FEMP**  
Federal Energy Management Program

**PSE** PUGET SOUND ENERGY

# Corporate RE Buyers' Principles



## CHOICE

Greater choice in renewable energy options.



## COST-COMPETITIVENESS

More access to cost-competitive options compared with traditional rates.



## LONG-TERM PRICING

Access to long-term, fixed-price contracts.



## NEW PROJECTS

Access to new projects that reduce energy emissions over business as usual.



## COOPERATION

Opportunities for increased options from utilities and regulators.



## FINANCING TOOLS

Streamlined third-party financing, as well as standardized contracts and simplified processes.

# Corporate RE Buyers' Principles:



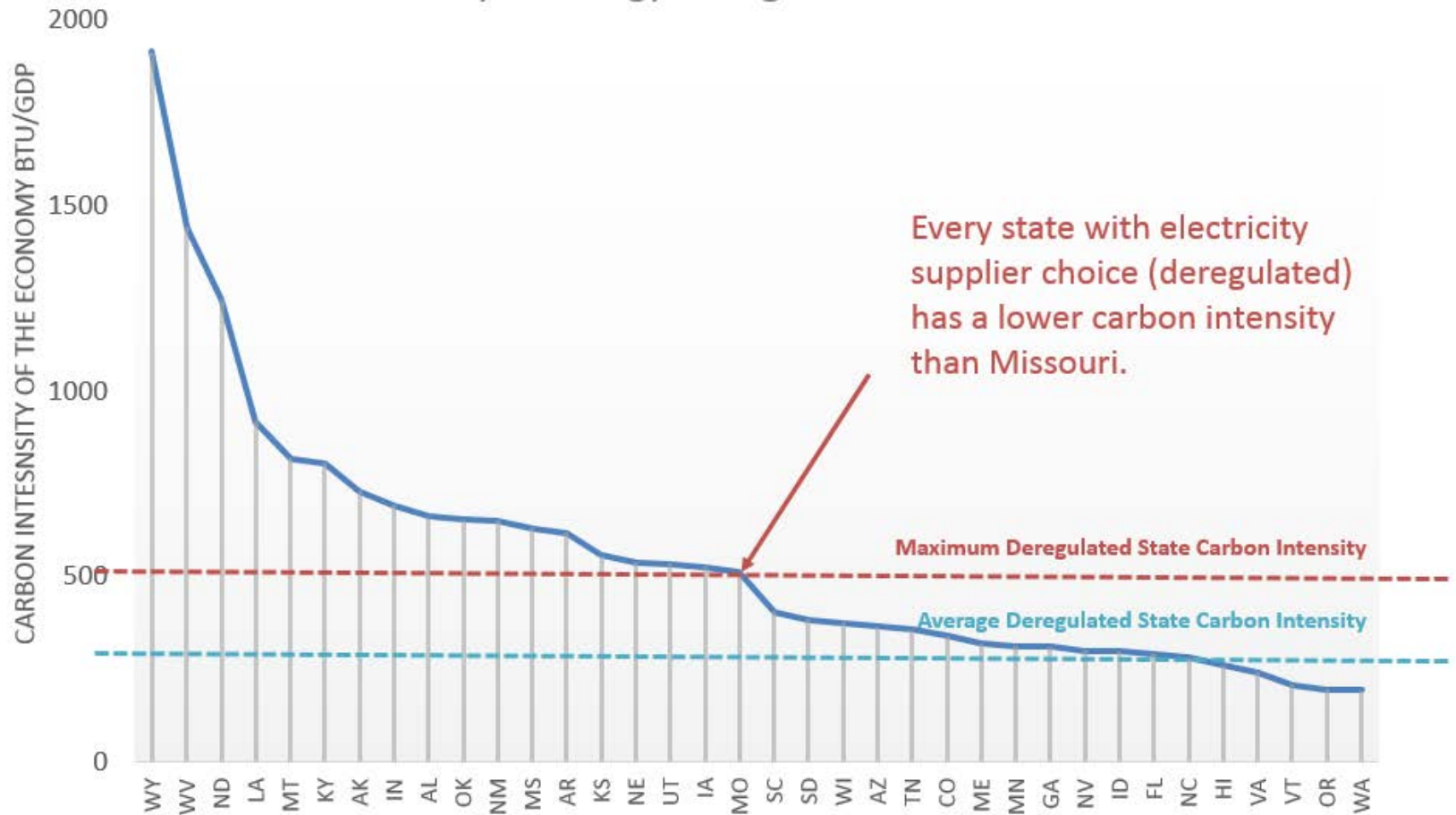
## NEW PROJECTS

Access to new projects that reduce energy emissions over business as usual.

- **Access to projects that are new or help drive new projects in order to reduce energy emissions beyond business as usual**
  - Access to bundled renewable energy products—energy and Renewable Energy Credits (RECs)
  - Ability to prevent double counting within the energy consumer community
  - Renewable energy delivery from sources that are within reasonable proximity to our facilities

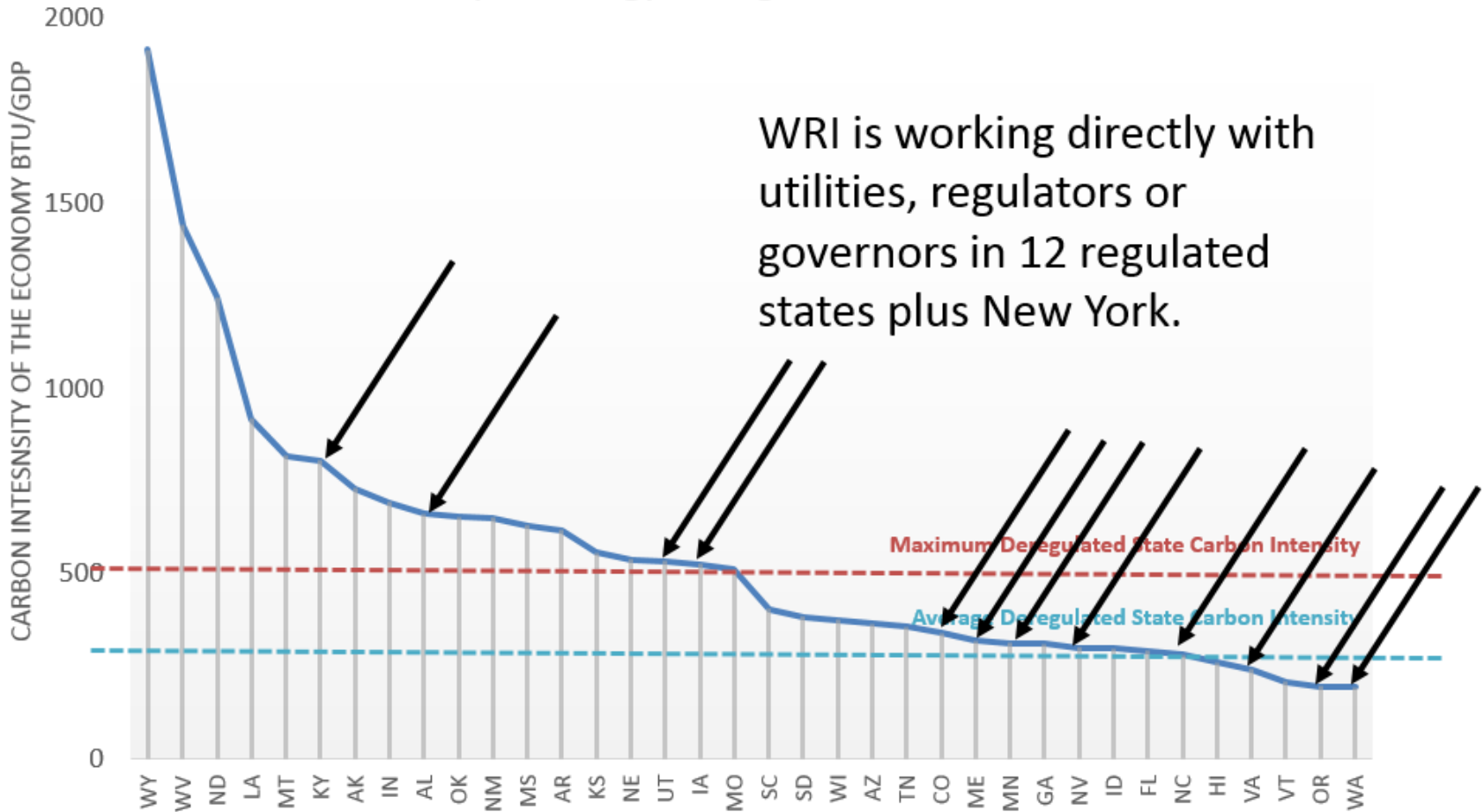
# Monopoly States Have a Dirtier Grid

Carbon Intensity of Energy in Regulated States



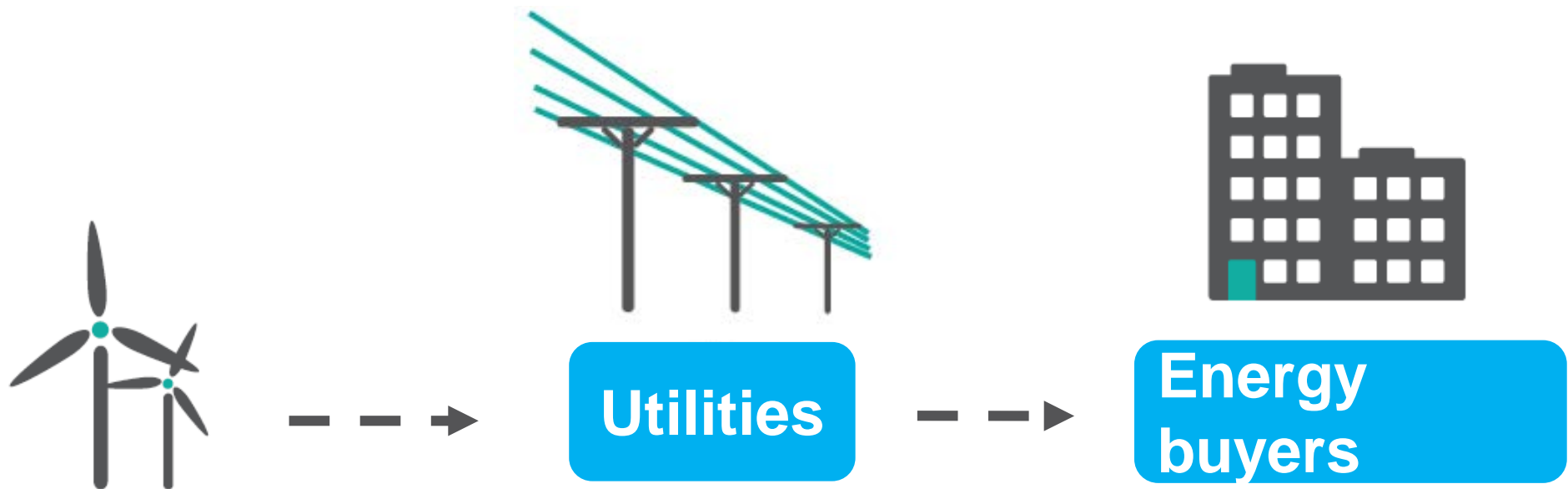
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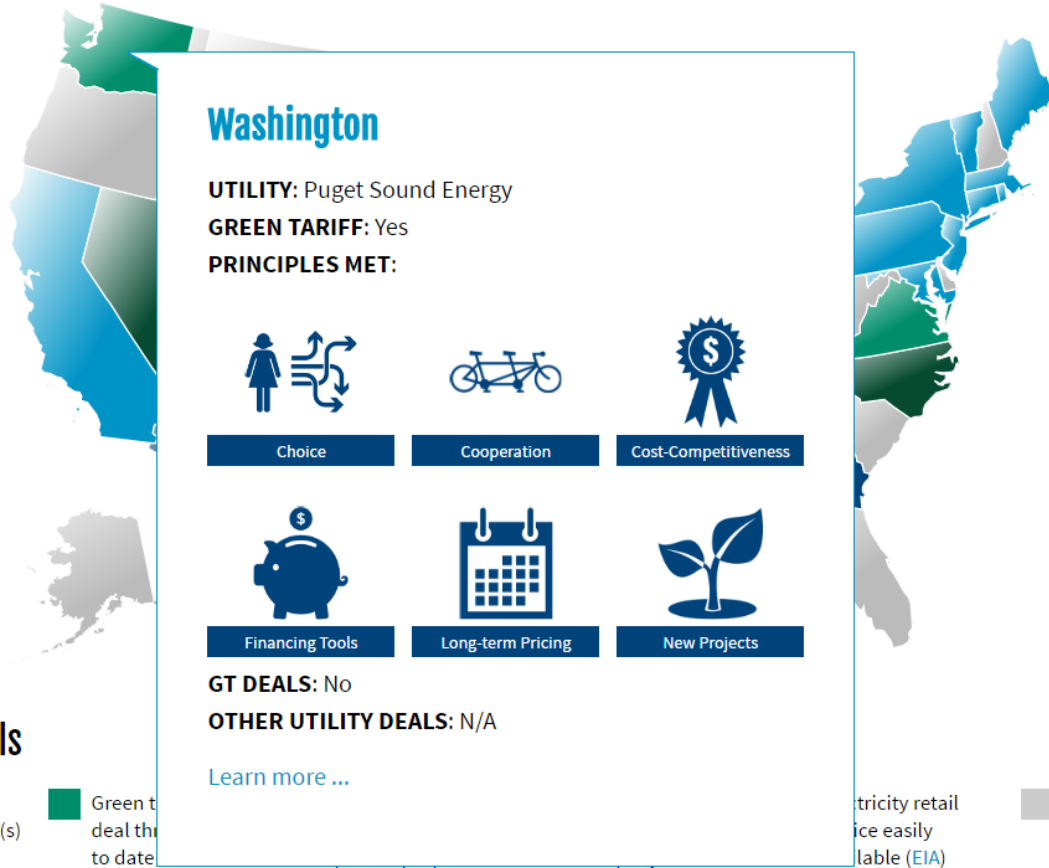
# What is a Green Tariff?

A utility energy product that replaces a customer's standard resource mix and monthly bill with locally-delivered renewable energy, typically at a fixed price.





# Corporate Renewable Strategy Map



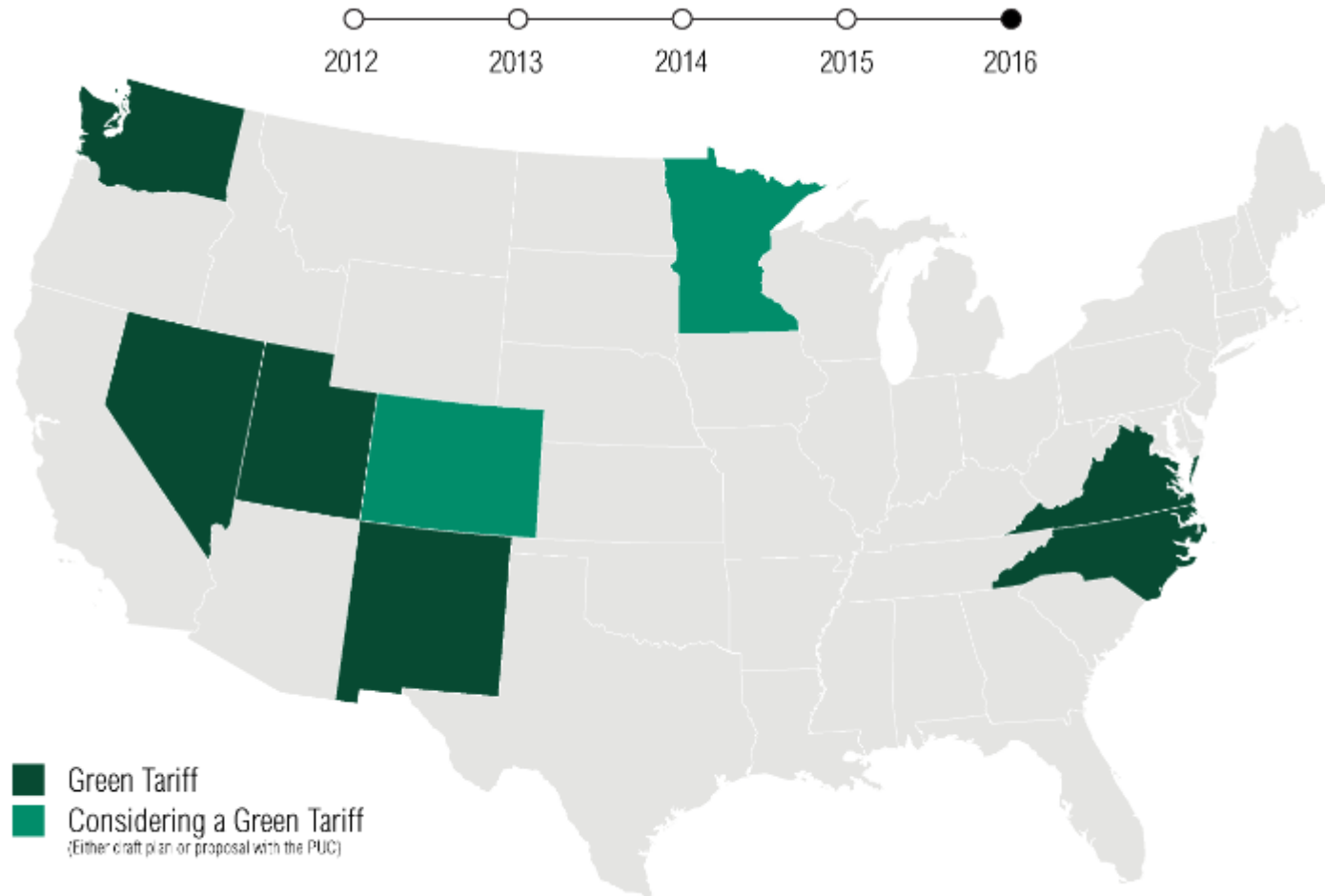
## Utility RE Deals

- Green tariff and executed RE deal(s) through tariff
- Green tariff and executed RE deal(s) to date


\* Offerings differ by utility within each state. Ensure your facility is served by the utility referenced.

\*\* These are not just "RECs deals", but several are very close in structure

# Progression of Green Tariffs in the US



<http://buyersprinciples.org/corporate-re-strategy-map>

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# Green Tariffs are Delivering Renewables

## Corporate Renewables Contracts with Regulated Utilities

