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RE BUYERS ALLIANCE IN THE UNITED STATES

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REBA

Renewable Energy
Buyers Alliance



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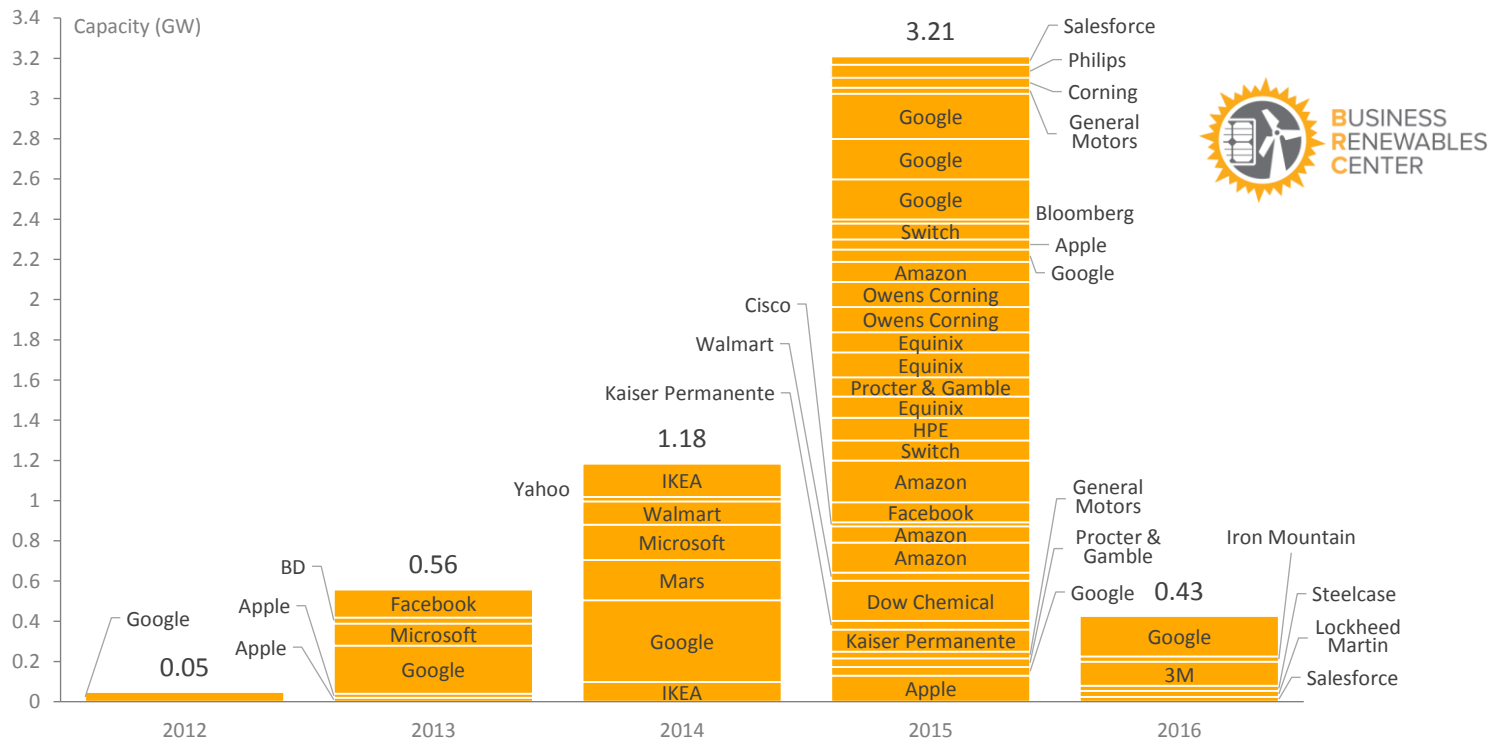


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RENEWABLE ENERGY BUYERS ALLIANCE: SIMPLIFYING AND INCREASING ACCESS TO CORPORATE RENEWABLES

NGOs	Main focus	Main products
	Transforming Markets	• Buyers' Principles Aggregating business voice to the market • Utility products & deals
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 BSR®	Data Centers	• Future of Internet Power
 BUSINESS RENEWABLES CENTER	Simplifying Transactions	• Accounting primer • Risk allocation • Electronic marketplace

CORPORATE RENEWABLES DEALS - US



Publicly announced contracted capacity of corporate Power Purchase Agreements, Green Power Purchases, Green Tariffs, and Outright Project Ownership in the United States and Mexico, 2012 – 2016. Excludes on-site generation such as rooftop solar PV. Last updated: May 10, 2016.

28 CORPORATES HAVE SIGNED US DEALS

Buyer		Capacity (MW)
Google	F 500	1,839
Amazon	F 500	538
Walmart	F 500	377
Equinix		330
Microsoft	F 500	285
IKEA		263
Owens Corning	F 500	250
Facebook	F 500	238
Apple	F 500	220
Dow Chemical	F 500	200
Mars		200
Switch		179
Kaiser Permanente		153
Procter & Gamble	F 500	138

Buyer		Capacity (MW)
3M	F 500	120
HPE	F 500	112
Philips		65
General Motors	F 500	64
Salesforce	F 500	64
SC Johnson		53
Corning	F 500	50
BD	F 500	30
Lockheed Martin	F 500	30
Iron Mountain		27
Steelcase		25
Yahoo		23
Cisco	F 500	20
Bloomberg		20



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

58 COMPANIES

44 MILLION MWH
OF DEMAND FOR
RENEWABLE ENERGY

\$5 TRILLION IN MARKET CAP



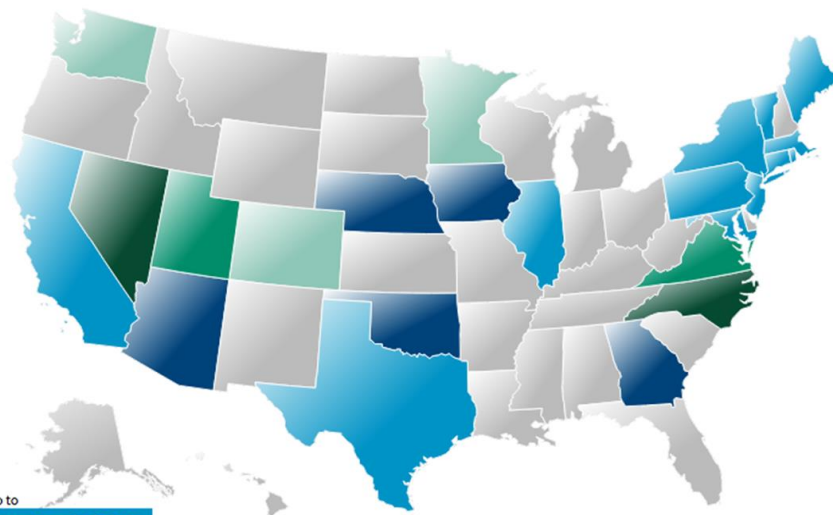
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www.buyersprinciples.org

DEVELOPING COLLABORATIONS WITH UTILITIES

Corporate Renewable Strategy Map

Tracking large scale renewable energy purchasing options in the US



Corporate Renewable Energy Buyers' Principles

Utility RE Deals



GETTING DEALS DONE WITH UTILITIES

Corporate Renewable Strategy Map

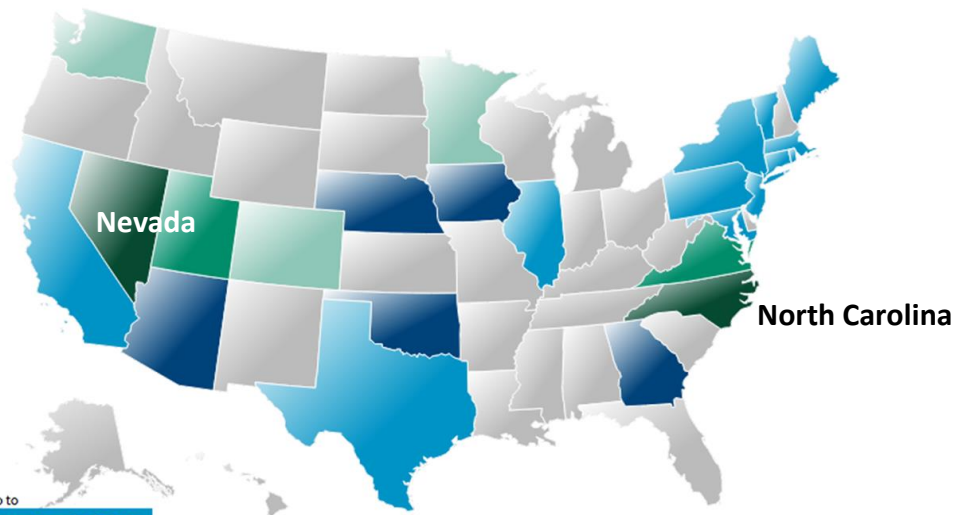
Tracking large scale renewable energy purchasing options in the US



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Corporate Renewable Energy Buyers' Principles

Utility RE Deals

Green tariff and executed RE deal(s) through tariff

Green tariff but no deal through tariff to date

Considering a green tariff (either draft plan or proposal with the PUC)

One-on-one RE deals between a company and utility, but no green tariff to date

Electricity retail choice easily available (EIA)

No known direct large scale RE access



DEVELOPING THE 2ND GENERATION

Corporate Renewable Strategy Map

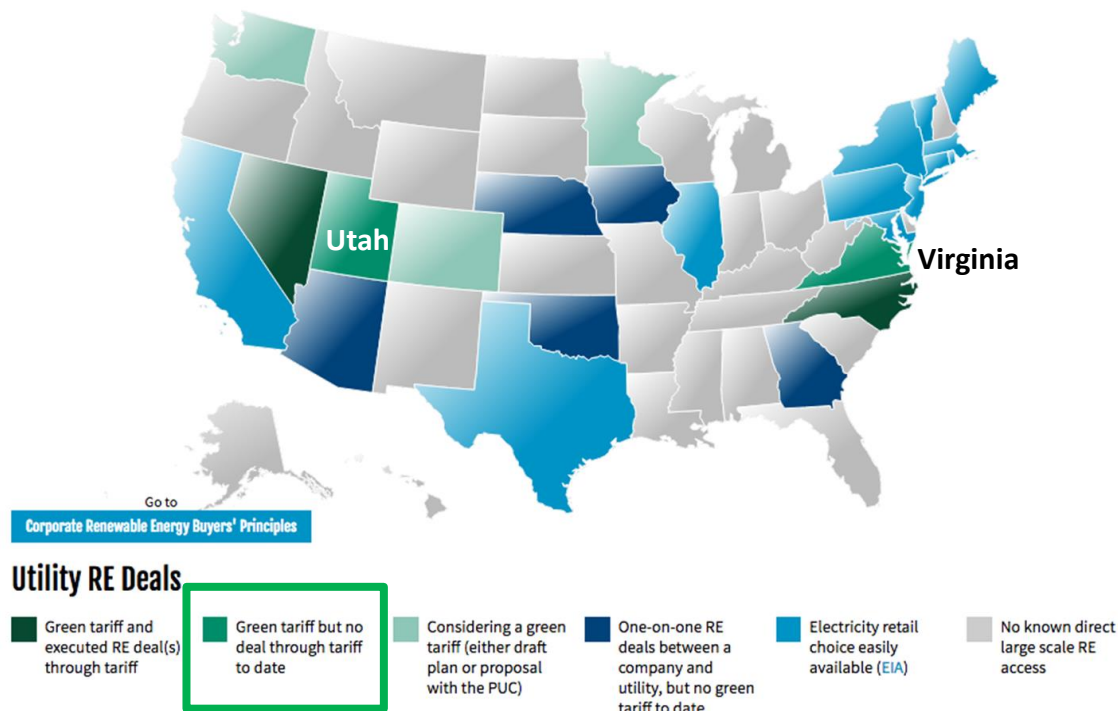
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REBA HOSTED MORE THAN 100 BUYERS + SERVICE PROVIDERS TWO WEEKS AGO



INTERNATIONAL MARKETS WERE A TOP CONCERN



PRIORITIES FOR INTERNATIONAL ACTION

- Identify markets of common interest
- Identify best practices
- Develop new buying mechanisms in 3-5 countries.
- Share knowledge through cases, white papers, webinars