



WORLD
RESOURCES
INSTITUTE



Agenda

2016 RENEWABLE ENERGY BUYERS ALLIANCE SUMMIT

MAY 19TH - 20TH, 2016

MICROSOFT CAMPUS | ONE MICROSOFT WAY | REDMOND, WA | 98052

The 2016 Renewable Energy Buyers Alliance Summit focuses on accelerating the fast-growing market for utility-scale corporate renewable energy transactions to deploy 60 GW of new corporate renewable energy capacity by 2025. The two-day interactive summit is organized by the Renewable Energy Buyers Alliance, made up of BSR's Future of Internet Power, RMI's Business Renewables Center, and WRI and WWF's Corporate Renewable Energy Buyers' Principles.

Event Sponsors



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Wednesday, May 18th

6:00 pm Hosted Opening Reception at the Golf Club at Newcastle
– complimentary transportation from Marriott Bellevue

Thursday, May 19th

7:00 am Registration and Breakfast – complimentary transportation from Marriott Bellevue

8:30 am • **Opening Remarks**

Brad Smith, President and Chief Legal Officer, Microsoft

• **Power Panel I: Sourcing Renewables in Regulated Markets**

- Bill Weihl, Director of Sustainability, Facebook
- Jonathan Weisgall, VP Government Relations, Berkshire Hathaway Energy
- Michael Polsky, President and CEO, Invenergy

• Networking Break

• **State of the Market: Corporate Renewable Power Procurement**

• **Deep Dive Breakout Sessions on Best Practices in Corporate RE Purchasing**

1. Ensuring impact: How changing policies (Clean Power Plan, RPS's) affect corporate buyers' claims and leadership
2. Understanding the current state of utility offered products - Lessons learned to date
3. Enabling renewable energy transactions via an online marketplace
4. Sourcing renewable energy outside the US, while ensuring additionality
5. Learning from tech leaders: maximizing renewables at colocation data centers
6. Avoiding risk pitfalls in PPAs

12:15 pm Lunch

1:15 pm • **Ideation Round Tables I****: Transaction, Regulation and other Key Concerns for Corporate Renewable Energy Procurement (please see topics below)

• Networking Break

• **Ideation Round Tables II**** (please see topics below)

• Polling of Participants on Priorities

5:00 pm End – complimentary transportation to Marriott Bellevue

7:00 pm Dinner at the Marriott Bellevue Hotel

Friday, May 20th

7:30 am Breakfast – complimentary transportation from Marriott Bellevue

8:30 am • **Power Panel II: How Leading Buyers Set a National Procurement Strategy**

- Lori Duvall, Global Director of Green, eBay
- Brian Janous, Director of Energy Strategy, Microsoft
- Steve Skarda, Global Climate and Energy Leader, Procter & Gamble
- Mike Terrell, Principal, Energy and Global Infrastructure, Google

• **Moving to Action: Priorities to Expand Corporate Renewables Purchasing**

• **Closing: Next Steps to Accelerate Opportunities**

** The following **table topics** will be offered twice as **ideation round tables** on Thursday afternoon. Participants are invited to select two topics; **pre-registration** recommended.

1. **Attracting corporate buyers as investors in projects**
A small number of corporate buyers also play the role of investors. How can corporate capital extend itself beyond the role of an off-taker?
2. **Structuring a bankable PPA**
How do we make corporate buyers aware of the financing constraints of project developers when they negotiate a PPA?
3. **Buying beyond the US**
How can corporates source renewable energy outside the U.S. with impact?
4. **Creating community solar opportunities for corporate buyers**
How can corporates benefit from community solar/community choice aggregation schemes?
5. **Managing 50 shades of green: defining leadership and additionality in a changing landscape**
How should the concept of additionality and leadership in corporate RE procurement evolve in response to increasing climate and energy regulations? For corporate procurement to continue driving change, are different strategies required in states with strong regulatory targets versus weak targets?
6. **Creating 2nd generation Green Tariffs**
What improvements in green tariffs are needed to manage the confluence of low electricity prices, uncertainty around climate regulation, and falling RE prices? Are there opportunities to add other services and revenue streams, such as load shaping?
7. **Creating new RE policy opportunities**
How can companies positively engage with governors, utility regulators, legislators and other stakeholders in policy processes to increase regulatory ambition and create new routes to RE? What would it take to grow more corporate capacity?
8. **Using software to streamline transactions: strengthening the BRC Marketplace**
How can we leverage technology to reduce transaction costs in PPAs?
9. **Bringing smaller buyers to the table**
How can we extend the PPA market to smaller buyers? What types of products will make them transact?
10. **Reducing negotiation time on risk allocation**
How can buyers and sellers agree on risk allocation without spending months negotiating?
11. **Developing alternatives to fixed price PPAs**
Can we find ways to allocate market price risk that maintain bankability but introduce a level of sharing between buyer and seller?
12. **Modeling natural gas and electricity prices to assess PPA value**
How can we model possible future gas and electricity prices in an objective and reliable way and share this information across the BRC community?
13. **GHG emission accounting at colocation data centers**
How should co-location operators and colo users account for their energy usage at colo data centers - scope 2 or 3? And what does the scope assignment mean for REC attribution?
14. **Growing the family and friends**
How can we encourage corporates to communicate their renewable commitments and join REBA affiliates (e.g. engaging more sectors and the supply)?
15. **Supporting climate strategy with your renewables work**
What are Science-Based Targets, and how can renewables help meet them?
16. **Matching demand with firm renewable supply**
How do we aggregate supply from wind, solar, geothermal, hydro, and DER into firm load curve products?
17. **Educating fast followers**
How do we bring new corporate buyers faster along the learning curve?