

CEM7 Roundtable Topic

Facilitating Corporate Sourcing and Deployment

OVERVIEW

As the renewable energy industry has become increasingly price competitive over the last decade, a growing number of commercial and industrial businesses have made commitments to purchase clean energy to power their operations. Many are adding renewable energy to their existing facilities, while others are buying or investing in offsite renewable power. An estimated sixty percent of the Fortune 100 companies have set climate and/or clean energy targets, and 51 businesses, representing a market cap of \$15 trillion, have signed on to the Corporate Renewable Energy Buyers' Principles.

These companies realize that renewable energy investments have a positive impact on the bottom line because they offer a fixed-priced, long-term power supply that protects against volatile energy costs. These technologies are also zero or low carbon energy sources that mitigate the risks associated with climate change.

Achieving these corporations' sustainability targets will require millions of additional megawatt hours of renewable energy, and represents a tremendous market opportunity for business growth and job creation. However, despite the growing interest in direct corporate procurement of clean power, many legal and transactional barriers are impeding these willing buyers and sellers.

STRUCTURE OF THE ROUNDTABLE

This roundtable will highlight global corporate leaders and innovative utilities that are developing new ways to directly procure clean power, examine barriers preventing greater corporate procurement, and explore potential policy solutions. Building on their early experiences, they will then share lessons learned on how to reduce the regulatory barriers and transactional costs that often prevent companies from being able to purchase renewable power at a competitive rate. The utility executives can highlight new tariff structures that might enable the direct purchase of renewables to scale to meet the challenge of climate change.

The Roundtable can showcase, for example:

- A company that installed rooftop solar panels on many of its stores and warehouses and the difficulty faced in expanding this approach in many jurisdictions;
- A company that had to work around the existing utility to directly purchase electricity from an offsite wind farm to power its data centers.
- A utility that is offering new "green tariffs" to make it easier for businesses to procure renewable power.

- Governments (local, state, national) that implemented or changed policies to enable greater corporate sourcing.

POTENTIAL DISCUSSION QUESTIONS

- Have corporate buyers, particularly multinationals, expressed an interest in powering their operations with renewable energy? Why?
- Is renewable energy economically viable for corporate sourcing in your country? Why or why not?
- What policy or regulatory tools could be employed to improve the economic viability of renewable energy and foster increased usage by companies? What is missing?
- Where are the opportunities for corporate procurement in emerging and developing country markets? What has to be done in the next two years to improve renewable sourcing there?
- What policies are not being leveraged that would increase corporate procurement?
- How can international standards be utilized to increase corporate renewable sourcing?
- How can utilities be best poised to take advantage of these growing company commitments? Where are the challenges?
- How can we make it easier for small and medium- sized companies in your supply chain to join this trend and directly purchase renewable power?
- Do corporate buyers and other large users have the ability to contract for supply from renewable energy sources?
- What types of financial arrangements have been successfully used to expand the use of renewables by the corporate sector?

EXPECTED OUTCOMES

- Alignment between governments and the private sector about the need to eliminate the regulatory barriers preventing businesses from purchasing clean energy.
- A clear understanding of what areas/barriers can be addressed and specific suggestions for how to overcome them.
- Sharing of best practices in policy and market design to enable the direct procurement of renewable energy to scale to address the challenge of climate change both for government and the private sector.

POSSIBLE PARTICIPANTS

- Global corporate leaders, including from companies making public commitments for powering operations with renewables
- Other key industry leaders, including RE project developers and finance
- Utility executives and regulators
- Ministers of Energy