For corporates looking to build a strong foundation in renewable energy procurement, Corporate Renewables 2016 will be preceded by an interactive workshop that will provide all the requisite information you will need to get up to speed. When we say interactive, we mean it! Bring all your questions and be ready for a robust day of great information and lively discussion.

Agenda

7:30 - 8:30  Registration and Networking Breakfast

Workshop Leaders:

Erin Decker, Sr. Director of Strategic Renewables, RENEWABLE CHOICE ENERGY
Teresa A. Hill, Partner, K&L GATES
William H. Holmes, Partner, K&L GATES
Hans Royal, Associate Vice President, RENEWABLE CHOICE ENERGY

Commentators:

Noah Eckert, Chief Commercial Officer, BAYWA R.E. SOLAR PROJECTS LLC
Rob Threlkeld, Global Manager – Renewable Energy, Global Environmental Compliance & Sustainability, GENERAL MOTORS

8:30 - 10:30  Developing Your Corporate Renewable Energy Procurement Strategy

- What goal is your company trying to achieve—100% renewables, zero carbon, sustainability, additionality, locality, pricing stability?
- What does your company want to say about your goal?
- Making sure that your renewable transaction achieves your goal
- How many corporate resources are you willing to put in to achieve your goal—time, manpower, investment?
What are the tradeoffs? e.g. trading savings for less risks

Q&A will take place throughout the session

10:30 – 11:00 Networking Break

11:00 – 12:00 Onsite Behind the Meter Renewable Energy Options
- Regulatory considerations
- Net Metering, ITC, grants and other incentives
- The value proposition
- Entering into a site lease or license
- Buying renewable energy under a PPA
- Taking renewable energy under a system lease
- Structuring the transaction
  - What are the key issues?
  - What to watch for
  - Risk allocation
- Pros, cons and risks

Q&A will take place throughout the session

12:00 – 1:15 Group Luncheon

1:15 – 2:45 Offsite Renewable Energy Options
- Terminology
- Unbundled Renewable Energy Credit (REC) transactions
- Is your utility a seller of renewable energy? Green tariffs 1.0, Green Tariffs 2.0
- Regulatory considerations—can your company buy electricity from a seller other than your utility? Direct access vs. non-direct access states
- Offsite Power Purchase Agreements (PPAs): Physical PPAs vs. Virtual/Synthetic PPAs

Q&A will take place throughout the session

2:45 – 3:15 Networking Break

3:15 – 4:15 Offsite Renewable Energy Options (continued)
- Structuring offsite power purchase agreements transactions: key issues
- Assessing the economics and the risk
  - PPA price relative to forward market price
  - Managing market price risk over the term of the PPA
- Pros and cons

Q&A will take place throughout the session

4:15 – 5:00 Executing on Your Renewable Energy Strategy
- The steps in executing on your strategy
• Building your team and achieving internal alignment--making the case to the accounting department, legal department, treasury, CFO, CEO and other internal stakeholders
• Examples from industry leaders and lessons learned

*Q&A will take place throughout the session*