



Dear BRC members . . .

We sincerely enjoyed seeing so many of you at the BRC conference in Detroit last month. This community has grown in size and impact so quickly: from 69 member organizations one year ago, to 118 when we met in May, to **171 today** (see slide 2), now representing **94%** (by number of deals and by contracted capacity) of the corporate PPAs signed in the U.S. and Mexico to date.

Some might view the recent U.S. election as creating additional headwinds we must battle in order to reach our collective goal of 60 GW of additional renewable energy capacity by 2030. However, we were heartened by the resolve of the vast majority of conference attendees, who foresaw steady or even increasing private-sector renewables procurement (see slide 4).

We have, as always, reviewed your feedback and input on the conference and the greatest challenges in the market (see slide 5). From the latter we have identified some 25 possible work streams, from which we have selected the following three areas to focus our efforts over the next six months (see slides 6-8).

- Accelerating buyer procurement by facilitating a second “buyers boot camp” and developing a new buyers’ roadmap.
- Providing additional resources via enhancing the BRC Marketplace and further exploring transactions abroad.
- Finding scalable solutions to difficult problems by clarifying the meaning of “additionality” and cultivating a replicable model for aggregation.

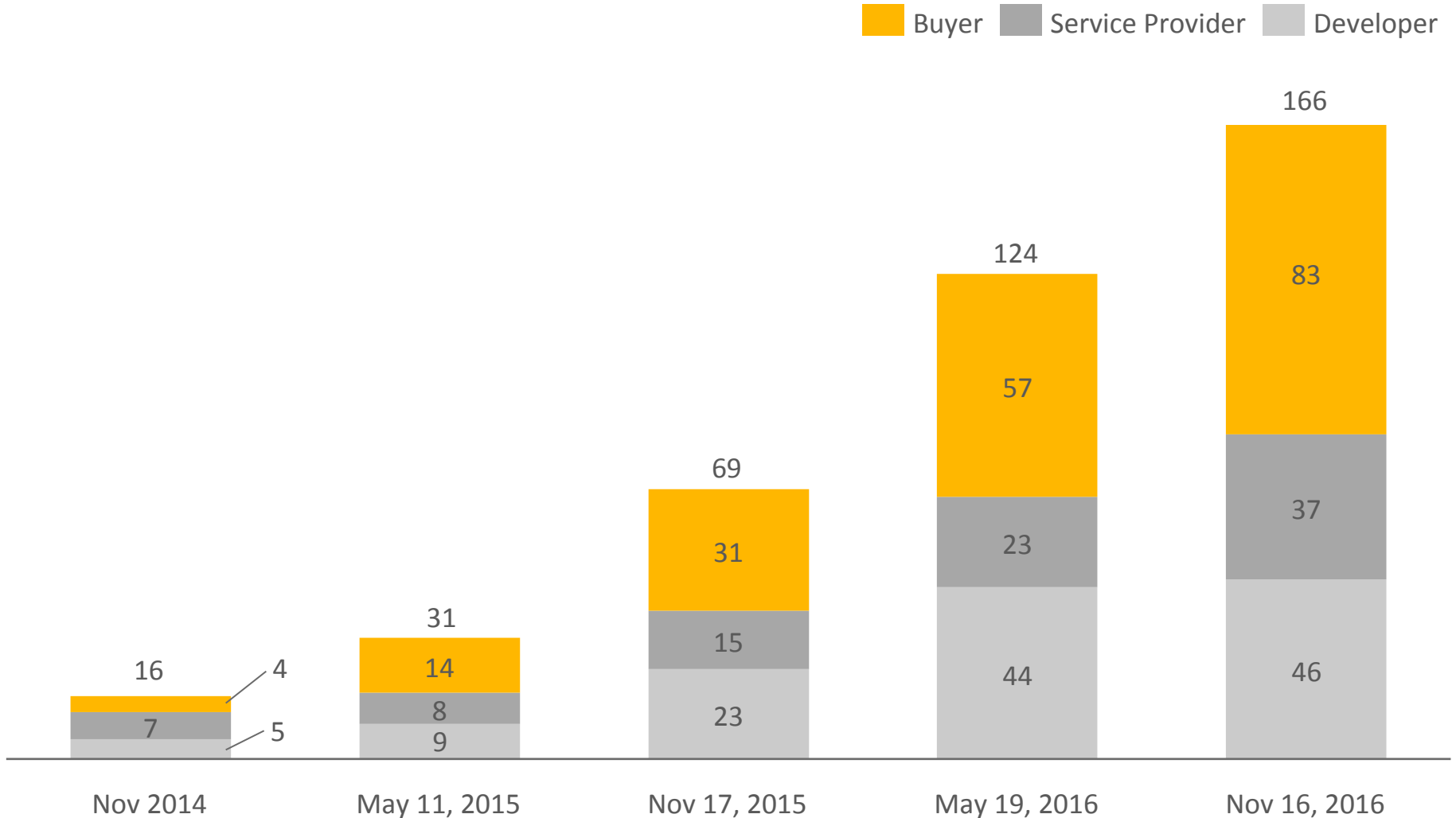
If you are interested in learning more about this work or volunteering to assist us with any of these initiatives, please contact us at brc@rmi.org.

We look forward to our continued collaboration toward our collective goal.

Our very best,
The BRC team

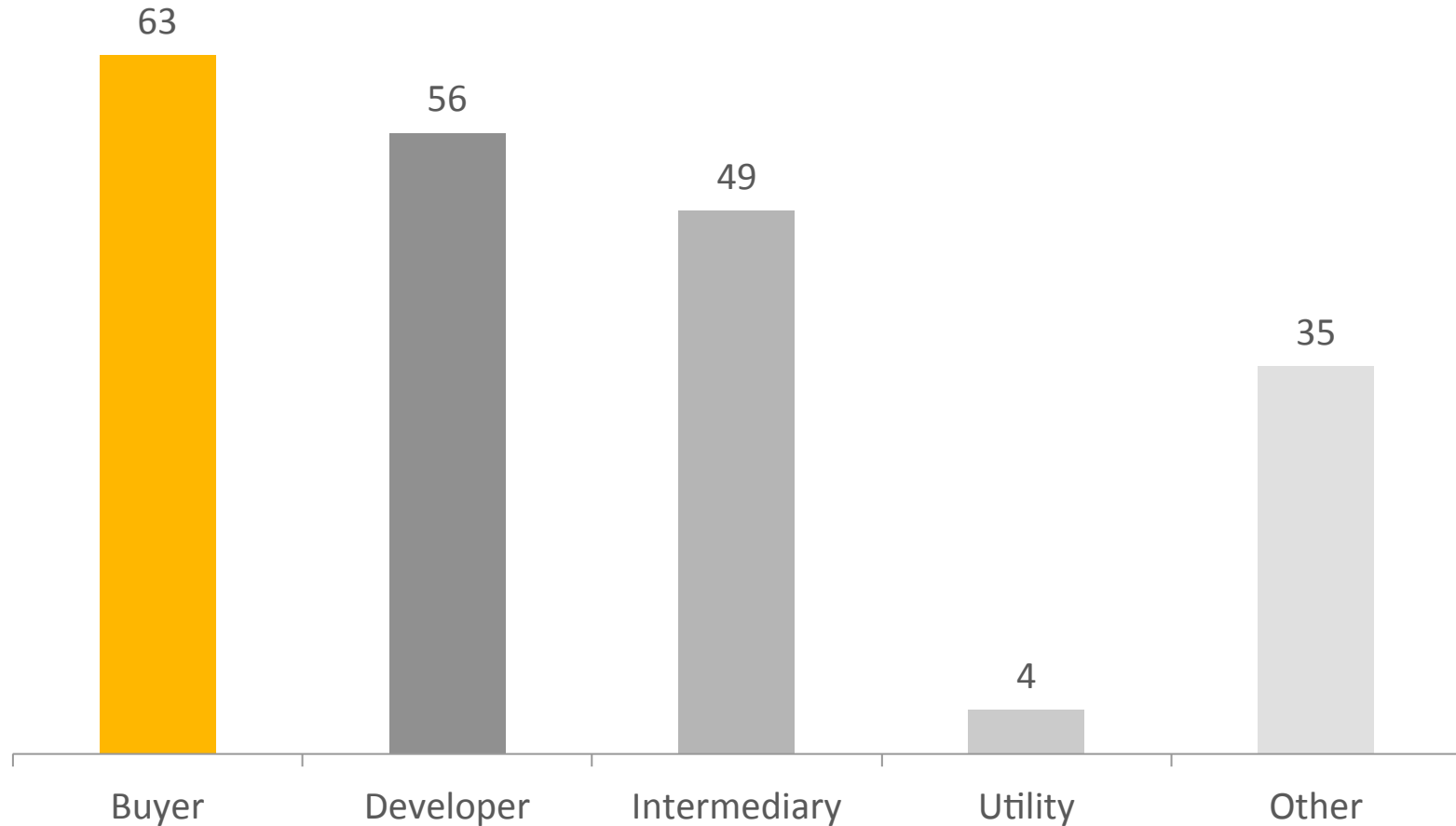
BRC membership continues to grow

The BRC grew by adding new buyers and a broader range of service providers



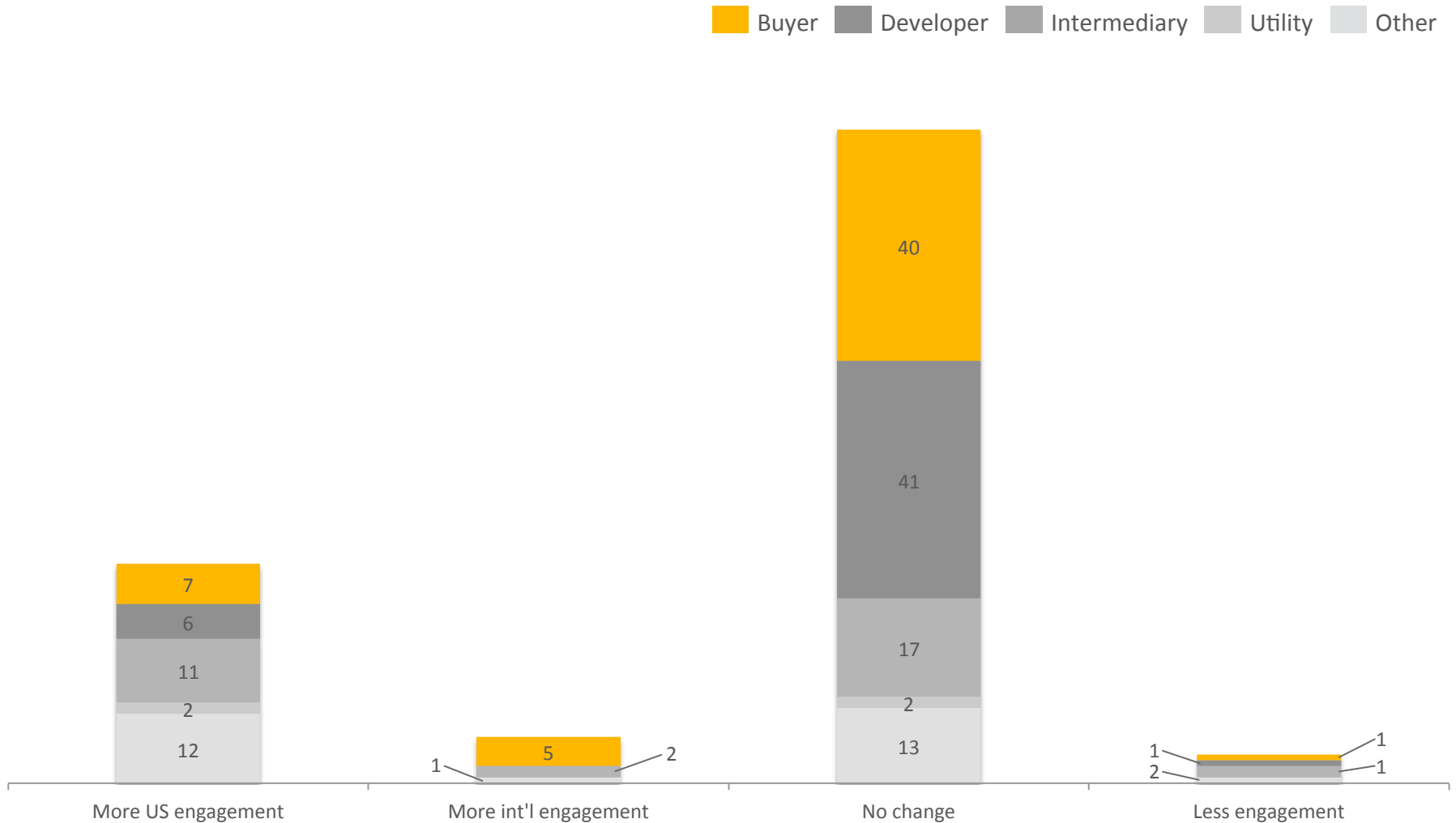
Overview of meeting participants

Nearly 250 participants were present at GM headquarters November 16 – 17



Impact of the recent US Presidential election

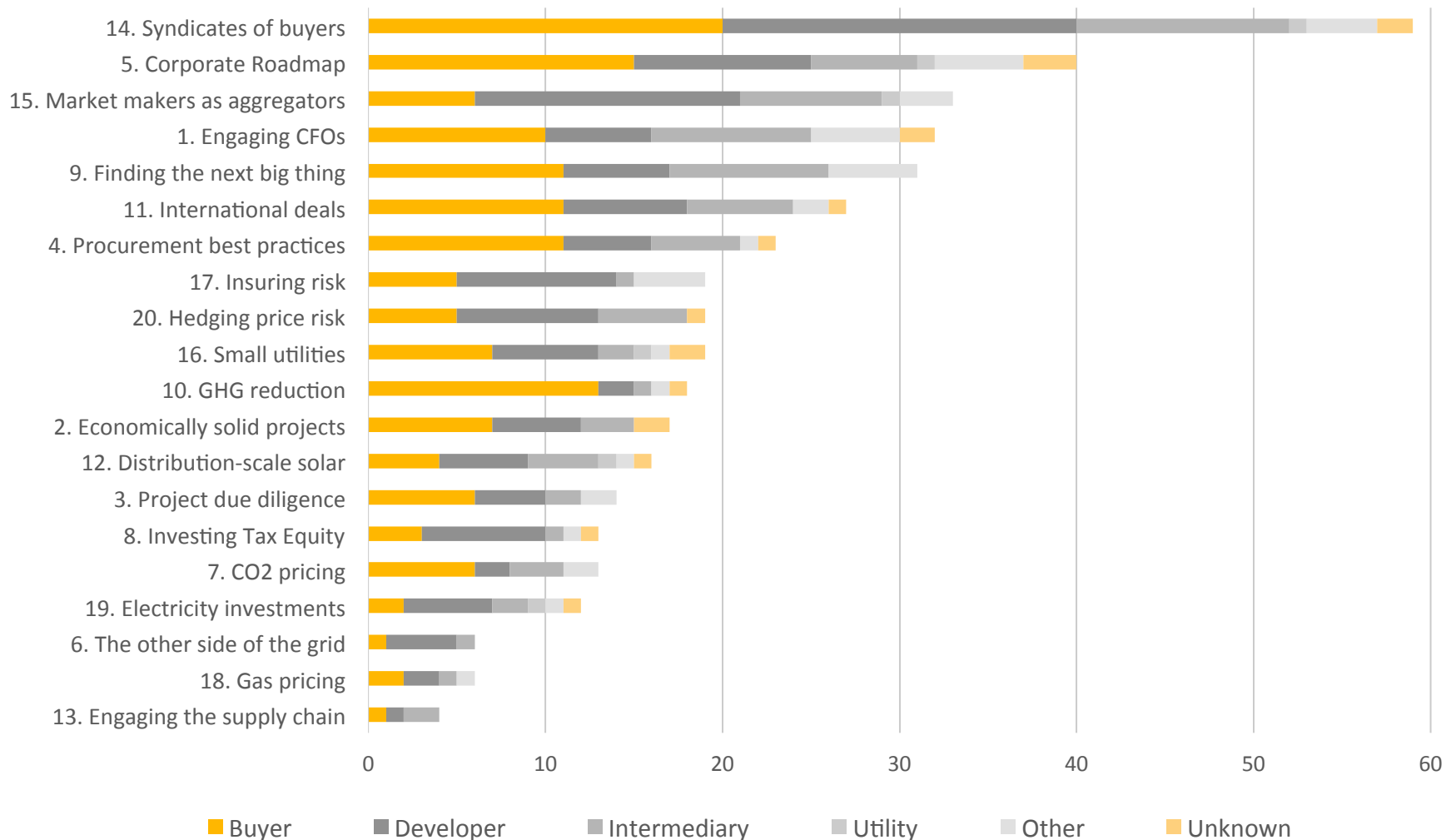
Results of in meeting electronic voting (# votes)





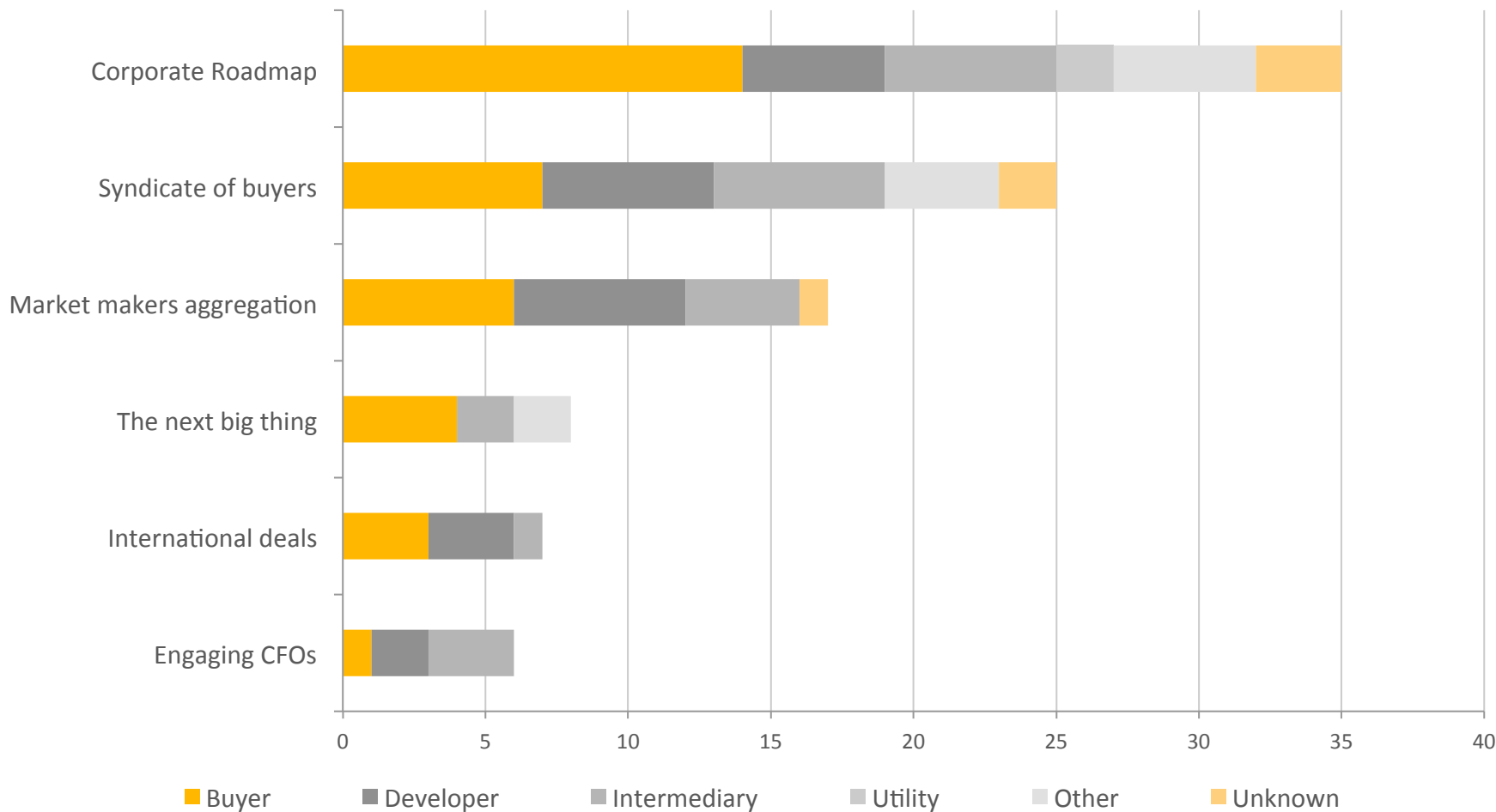
Most important barriers

Initial ranking of all topics



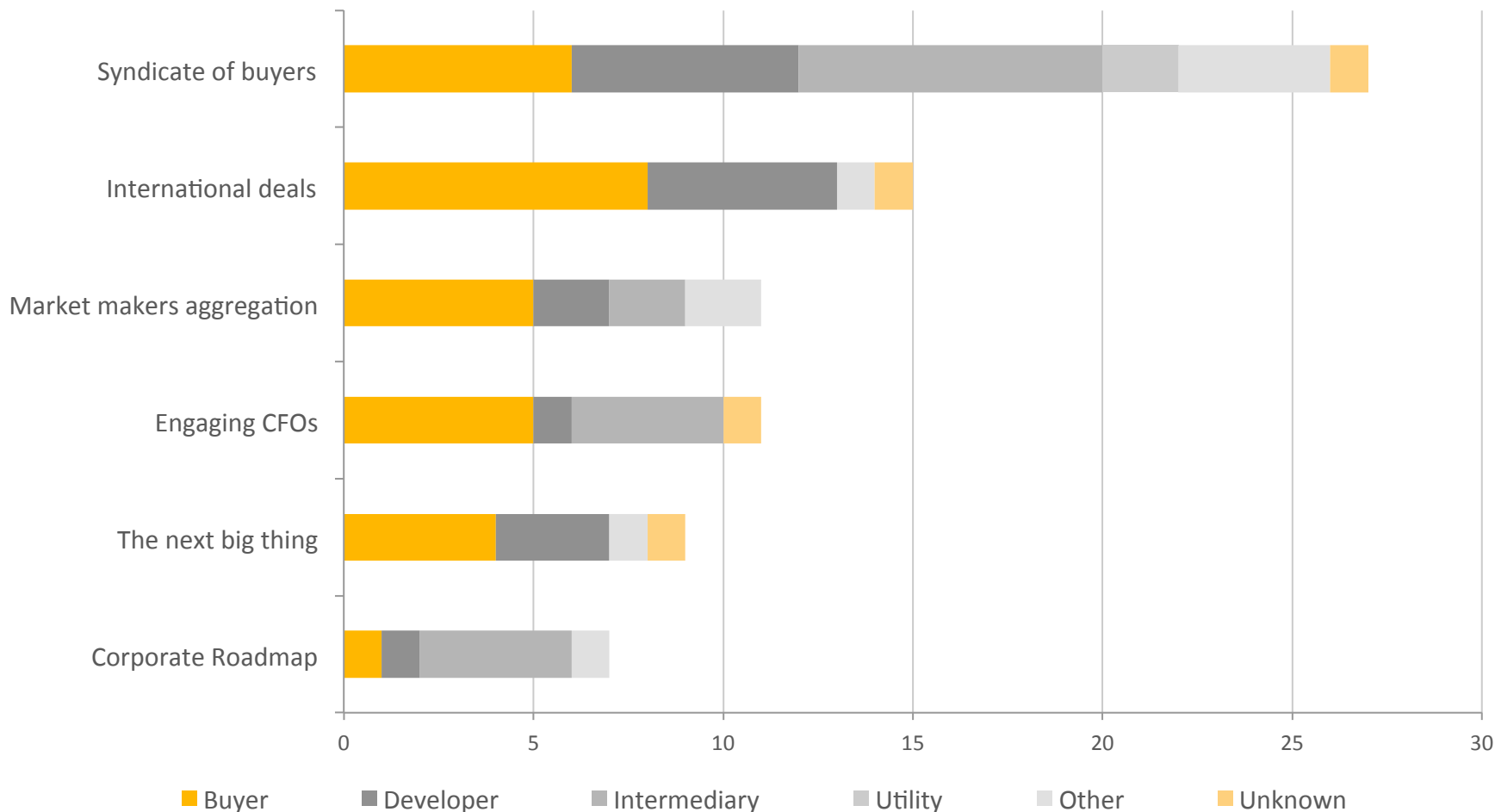
Product selection (1/2)

Attendees' rankings of top priority



Product selection (2/2)

Attendees' rankings of second priority





A

Accelerating Buyer Procurement

Needs

New buyers require additional resources at the early stages of exploring transactions. They need to more quickly and easily understand what they need to know, what to do, and when to do it.

Solutions

A1

Buyer workshop

- Hold a second “buyers boot camp”: a multi-day workshop at RMI in February to quickly accelerate buyers along the learning curve.
- Create a “safe” environment for buyers to ask questions, understand the process and challenges, and learn from each other.

A2

Buyer roadmap

- Develop an easily-digestible roadmap for buyers new to off-site transactions, describing what issues must be tackled and when.
- Integrate existing BRC written resources into this new framework, so that new buyers can more easily find what they need to know.
- Develop additional resources for buyers around due diligence, procurement of advisory services, and obtaining internal finance stakeholders’ approval.

■ BRC initiatives

■ BRC products

B

Providing Additional Resources

Needs

Buyers need more information related to project economics, an ability to more easily find opportunities to contract for minority pieces of projects, and a better understanding of renewable energy procurement outside the U.S.

Solutions

B1

BRC
Marketplace
Enhancements

- Complete work on the “fair value” tool, which will provide an estimate of renewable energy economics across the U.S.
- Allow buyers to aggregate by posting “live transactions”: small-window opportunities for additional buyers to contract for minority pieces of a larger renewables project.
- Create additional opportunities for buyers to learn from each other, such as BRC-moderated Q&A pages.

B2

Transactions
Abroad

- Continue to explore new transaction structures that may become possible in China.
- Provide buyers clarity on possibilities for transactions in other countries, such as in Europe or Latin America.

■ BRC initiatives

■ BRC products

C

Finding Scalable Solutions to Difficult Problems

Needs

All market participants need greater clarity on what “additionality” means in a way that encourages innovation and more transactions. Separately, the market must establish replicable models for aggregating groups of buyers.

Solutions

C1

Additionality

- Engage with relevant stakeholders to develop guidelines around how market participants can evaluate the additionality of potential transactions.

C2

Aggregation

- Provide early-stage (pre-commercial) education to buyers with smaller loads or buyers that prefer to sign multiple smaller, diversified projects, with a goal that they aggregate themselves into syndicates that could then retain service providers and solicit project proposals.