



August 20, 2019

The Honorable Eric Holcomb  
The Honorable Eric Koch  
The Honorable Ed Soliday  
Members of the 21st Century Energy Policy Development Task Force

Indiana State House  
200 W Washington St  
Indianapolis, IN 46204

**RE: Hoosier businesses request that the 21st Century Energy Policy Development Task Force support renewable energy access**

Dear Governor Holcomb, Chairman Koch, Chairman Soliday, and Members of the 21st Century Energy Policy Development Task Force:

As companies that operate in Indiana, we value an affordable and reliable electricity supply. The ability to control energy costs and sources has always been a critical business priority, particularly for energy-intensive industries.

We write today to ask that you include renewable energy access as you convene the 21st Century Energy Policy Development Task Force and explore the future of energy in Indiana.

As renewable energy technologies such as wind and solar continue to drop in price, these sources are an increasingly attractive option for companies seeking to lower costs while protecting against fluctuating fuel prices. At the same time, a growing number of companies have codified their commitment to renewable energy by setting a public target. In the United States, 71 of Fortune 100 companies and 215 of Fortune 500 companies have set renewable energy or energy-related sustainability goals—and the number is rising.

This demand has resulted in significant market activity; since 2013, voluntary renewable energy procurement by businesses has driven over 15 gigawatts (GW) of new, large-scale renewable energy projects—enough to meet the annual electricity needs of approximately 3 million households.

Unfortunately, very little of this market activity has taken place in Indiana; our companies would like to change that.

The newly formed Task Force provides an important opportunity to examine the policies necessary to enable greater access to low-cost, renewable resources for commercial and industrial (C&I) customers.

**First, in order for Indiana to stay competitive and to attract businesses, the Task Force should include a focus on examining the existing barriers to economic development and renewable energy deployment via utility purchasing options, which allow companies to contract for or purchase the output of renewable energy directly through their local utility.**

Of the 15 GW of corporate renewable procurement across the nation, under 2 GW (less than 15%) has been procured through utility offerings. With properly structured utility offerings, this represents an opportunity for Indiana to be a national leader in meeting C&I demand for renewable energy sources, while meeting other important policy goals for the state including providing low-cost energy options, enabling economic growth, and encouraging cleaner energy resources.

Importantly, these utility-delivered renewable energy product options must also meet our companies' economic and environmental requirements. However, as of the end of 2018, there were no Indiana utilities offering programs that would meet our companies' requirements.

**Second, as large energy users dependent on reliable and affordable electricity, we also support efforts to lower costs and increase reliability and resilience for all customers.** In our own operations, we have seen that a diverse mix of advanced energy technologies and services—including investments in energy efficiency, participation in demand response programs, use of electric vehicles, reliance on energy storage, and purchase of onsite and offsite renewable energy—can lower costs while supporting a more diverse, flexible, and responsive grid. Indiana should embrace opportunities to allow competitive procurement of advanced energy technologies to meet all customers' needs with cost-effective, clean, and reliable solutions.

As the Task Force reviews the changing energy landscape in Indiana, we urge you to consider our request for examining common sense renewable energy policy improvements through utility purchasing options that will improve Indiana's competitiveness, create jobs, and drive private investment. All Hoosiers will benefit through new investments, tax revenue, jobs, and infrastructure upgrades that will accompany the resulting renewable energy growth. We stand ready to assist the Task Force in any way requested.

Sincerely,

**Berry Global, Inc.**  
**Best Buy Co., Inc.**  
**Cummins Inc.**  
**Eli Lilly and Company**  
**General Motors Company**  
**salesforce.com, inc.**  
**Skjodt-Barrett Foods Inc.**  
**Unilever US, Inc**  
**Walmart Inc.**

CC: Jim Huston, Chairman, Indiana Utility Regulatory Commission  
Sarah Freeman, Commissioner, Indiana Utility Regulatory Commission  
Stefanie Krevda, Commissioner, Indiana Utility Regulatory Commission  
David Ober, Commissioner, Indiana Utility Regulatory Commission  
David E. Ziegner, Commissioner, Indiana Utility Regulatory Commission  
Violet G. Sistovaris, President, Northern Indiana Public Service Company LLC  
Lynnae Wilson, Chief Business Officer, Indiana Electric, CenterPoint Energy, Inc.  
Stan Pinegar, President, Duke Energy Indiana, LLC  
Toby L. Thomas, President and CEO, Indiana Michigan Power Company  
Vincent Parisi, President and CEO, Indianapolis Power & Light Company