

AEE'S ADVANCED ENERGY BUYERS GROUP

The ability to control energy costs and sources is a key priority for many companies, and a growing number of corporations are specifically seeking opportunities to purchase advanced energy—a choice often backed by an internal sustainability or renewable energy target. Unfortunately, policy and regulatory barriers make it needlessly difficult and in many states unlawful for companies to access these resources in the way that they would like.

With deep experience in energy issues at the regulatory and legislative level, and on-the-ground resources in states across the country, AEE has been engaged on these issues through our Corporate Access to Advanced Energy Initiative, working with regulators, legislators, and utilities in states like California, Virginia, and Michigan to expand advanced energy purchasing options.

To strengthen the impact of our existing work and to better represent the interests of corporate purchasers, AEE is launching the **"Advanced Energy Buyers Group"** to serve as the voice of corporate purchasers on key state regulatory and legislative issues related to advanced energy procurement.

About the Advanced Energy Buyers Group

The Advanced Energy Buyers Group (AE Buyers Group) is a coalition of leading advanced energy purchasers who have come together to engage on the energy policy issues that will help them achieve their ambitious clean energy targets. By tapping into AEE's existing energy policy expertise and state engagement network, and by working collaboratively with other companies, corporate purchasers participating in the AE Buyers Group will maximize the impact of their policy engagement.

Policy issues that the AE Buyers Group may choose to engage on include, but are not limited to:

- **Utility renewable energy tariffs**, giving customers of vertically integrated utilities access to offsite renewable energy purchasing options;
- **Market-based rates**, allowing companies to correlate their renewable energy purchases with their retail electricity rates;
- **Competitive markets and direct access**, expanding access to competitive retail and wholesale markets;
- **Onsite purchasing policies**, such as enabling onsite power purchase agreements and onsite leases;
- **Shared "community" renewable energy**, providing an option for customers to purchase from a local project with multiple off-takers, often serving as an anchor tenant;
- **Barriers and opportunities for demand-side resource adoption**, to enable buyers to procure energy efficiency, demand response, and other demand-side advanced energy technologies and services; and
- **Utility resource planning issues including stranded assets and exit fees**, addressing some of the greatest challenges that have prevented progress on corporate procurement to date.

The AE Buyers Group, led by a small Steering Committee, will work collaboratively to decide which issues to focus on, and where.

Benefits of Participation

Members active in the Advanced Energy Buyers Group will:

- **Leverage the voice of other buyers** to effectuate policy change in the markets that matter most to their companies;
- **Develop the strategies** to shape the policy conversation by identifying the most critical issues on which AEE should engage;
- **Steer the AE Buyers Group's state engagements** to focus our legislative and regulatory efforts on the markets that matter most;
- **Participate in direct engagement opportunities**, including meetings with policymakers and key stakeholders (e.g., legislators, utilities and utility commissioners), lobby days, sign-on letters, and contribution to regulatory comments and/or intervention;
- **Obtain business intelligence**, including information about relevant bills and dockets, sometimes before they are filed, and analysis of the practical impact of policy shifts;
- **Engage in thought leadership**, through contribution to publications, analysis, and regulatory filings; and
- **Gain exposure and networking opportunities**, through in-person events and participation in press releases, webinars, and other public materials.

How to Participate in the AE Buyers Group

Corporate purchasers already participating as full AEE members can join the AE Buyers Group free of charge, and are also eligible to participate in the Steering Committee that will set the initial agenda of the group.

Non-AEE members can participate in the AE Buyers Group by joining AEE, or by joining as an associate member participating only in the AE Buyers Group for a flat rate of \$15,000 per year. Participation in the AE Buyers Group gives companies access to all the activities described above.

Contact Caitlin Marquis at cmarquis@aee.net or (781) 261-6047 for more information about this work and how to join.

