



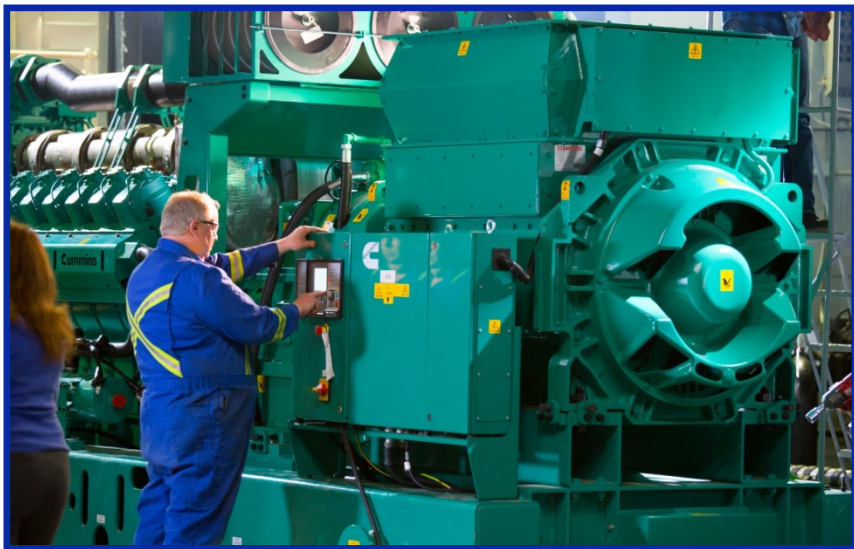
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# Campus Energy Partnerships Gaining Momentum



# Campus Energy Solutions

## Campus Utilities







## Renewable Energy



# Lessons Learned

- Evaluate and define risk thresholds
- Establish project goals and targets
- External evaluator who can assess complete solution
- Align project objectives with potential long-term partner
- Stakeholder engagement and inclusion

# P3 Options for Renewable Energy Procurement

Option	Pros	Cons
 REC Purchase	<ul style="list-style-type: none"><li>• Simple, quick transaction</li><li>• Minimal risk</li></ul>	<ul style="list-style-type: none"><li>• No additionality</li><li>• Limited tangible marketing benefit</li><li>• Does not provide hedge for electricity pricing</li></ul>
 On-site Solar	<ul style="list-style-type: none"><li>• Additionality</li><li>• Offsets grid purchases</li><li>• Brand benefits</li></ul>	<ul style="list-style-type: none"><li>• Impact to facilities / on-site operations</li><li>• Limited to available area (land or roof-space)</li><li>• Cost prohibitive</li><li>• Term length (20 years +)</li></ul>
 Off-site Power Purchase Agreement (PPA)	<ul style="list-style-type: none"><li>• Additionality</li><li>• Hedge electricity price risk</li><li>• Brand benefits</li></ul>	<ul style="list-style-type: none"><li>• Complicated transaction structure requiring extensive internal review and approval</li><li>• Shape risk between consumption profile and project generation profile</li><li>• Locational / basis and wholesale price risk</li></ul>
 Retail Electricity Agreement	<ul style="list-style-type: none"><li>• Simple retail contract with shorter terms</li><li>• Additionality</li><li>• Grid competitive price</li></ul>	<ul style="list-style-type: none"><li>• Can be restricted to deregulated markets</li></ul>