

# Getting to Yes on Renewable Energy Deals

Insights from Corporate Leaders

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# Today's Speakers

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## Andrew Wilson

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Principal, **Northbridge Energy Partners, LLC.**  
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**Altenex is the energy management network  
that leading universities and Fortune 500 companies  
use to source clean energy for their power portfolios.**



## EXAMPLE PROJECTS – CUSTOMER ACCOMPLISHMENTS

### 175 MW PJM

Buyer:  
F500

Term:  
20 years

Asset:  
Wind

### 120 MW ERCOT

Buyer:  
F500

Term:  
12 years

Asset:  
Wind

### 110 MW ERCOT

Buyer:  
F500

Term:  
20 years

Asset:  
Wind

### 96 MW ERCOT

Buyer:  
F500

Term:  
12 years

Asset:  
Wind

### 50 MW ERCOT

Buyer:  
F500

Term:  
20 years

Asset:  
Wind

### 50 MW ERCOT

Buyer:  
F500

Term:  
12 years

Asset:  
Wind

### 46 MW PJM

Buyer:  
Municipality

Term:  
20 years

Asset:  
Wind

### 34 MW MEXICO

Buyer:  
F500

Term:  
15 years

Asset:  
Wind

### 30 MW MEXICO

Buyer:  
F500

Term:  
7 years

Asset:  
Wind

### 23 MW SPP

Buyer:  
F500

Term:  
20 years

Asset:  
Wind

### 16 MW NYISO

Buyer:  
University

Term:  
10 years

Asset:  
Wind

### 8 MW ISO-NE

Buyer:  
F500

Term:  
20 years

Asset:  
Solar

### 3 MW PJM

Buyer:  
F500

Term:  
20 years

Asset:  
Solar

### 130 MW ERCOT

Buyer:  
F500

Term:  
15 years

Asset:  
Wind

### 124 MW ERCOT

Buyer:  
F500

Term:  
15 years

Asset:  
Wind

### 100 MW PJM

Buyer:  
F500

Term:  
15 years

Asset:  
Wind

### 43 MW NYSIO

Buyer:  
F500

Term:  
20 years

Asset:  
Wind

### 38 MW PJM

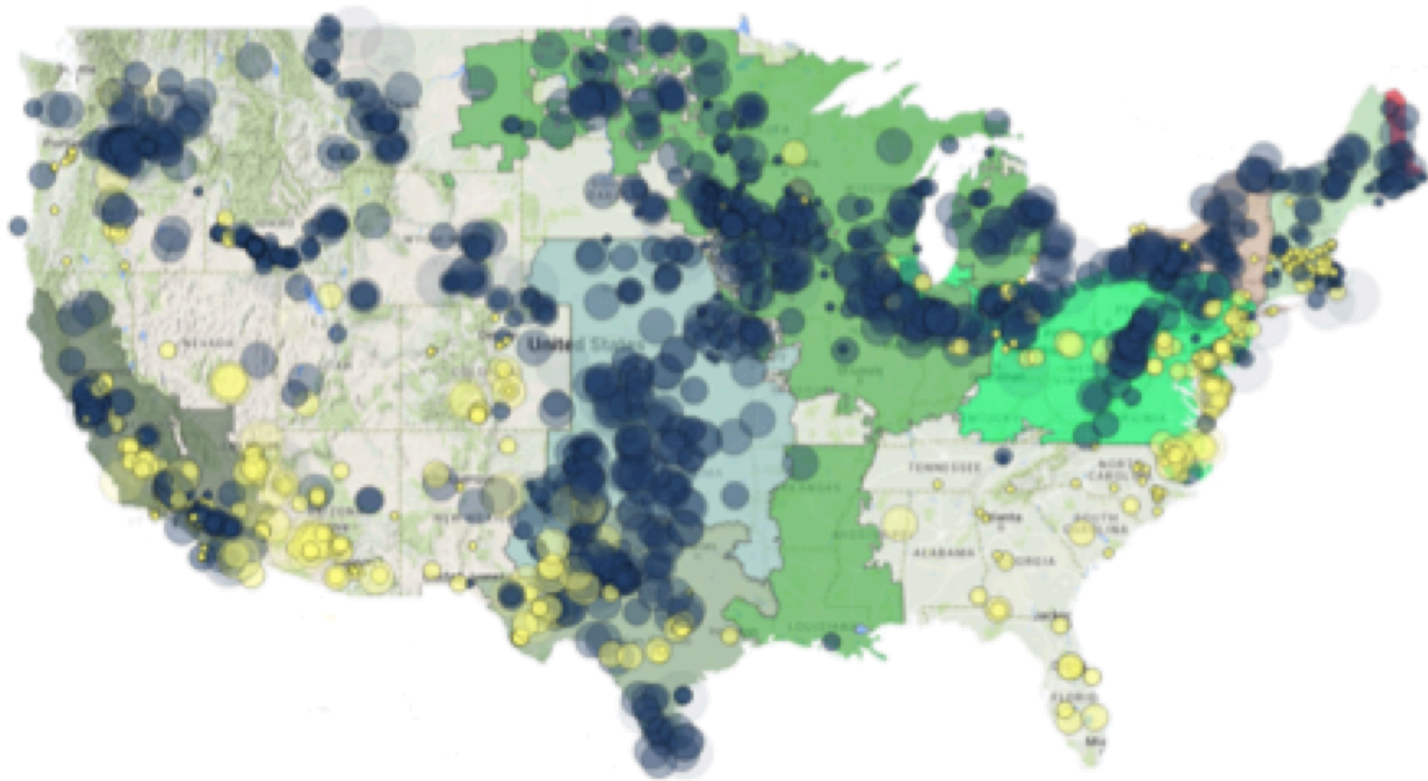
Buyer:  
F500

Term:  
20 years

Asset:  
Wind

## 2016: STATE OF THE MARKET

- We have regulatory certainty
  - PTC & ITC extended
  - Clean Power Plan
- Corporates & institutions are critical market-makers
  - RE100
  - WWF Buyers' Principles
  - Shareholder resolutions
- Renewables are compelling
  - Reduced costs & volatility
  - Clear additionality
- The renewables market continues to pose challenges
  - Opacity
  - Comparative metrics
  - Best practices
- Corporate leaders are excellent sources of insight
  - And that's today's discussion...



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