

Renewable, Climate Commitments Drive Clean Energy Purchases



KEY FINDINGS

Of the 160 large manufacturing companies reviewed for this report:

83%

132 have greenhouse gas reduction targets

25%

40 have renewable energy targets

11%

18 have 100% renewable energy targets

14%

22 have engaged in state renewable energy policy advocacy (2015-2017)

Manufacturers are increasingly setting climate and clean energy targets that require major renewable energy purchases—and engagement on state energy policies that impact access to renewables.

Renewable energy meets the needs of manufacturers

Manufacturing companies set targets for powering their factories with renewable energy for a variety of business reasons: to reduce their energy costs, diversify energy supplies, and gain a competitive, “first-mover” advantage. These public targets can also help companies demonstrate corporate leadership and innovation, reduce energy and climate risks to their operations, and respond to the business need to address demands from investors and customers that a company take action on climate change or sustainability.

Cheap and clean is better

Manufacturers increasingly rely on renewable energy because it is cheap and clean. Wind and solar are now among the cheapest generation resources in the United States. Buying renewable energy from solar and wind farms near manufacturing facilities can increase the resilience of the grid and support local economic development. But many states throw up roadblocks to renewable energy development, such as restricting siting of new projects, or prohibiting or limiting customer choice in energy purchasing.

If you build it, they will come

States that encourage and promote local renewable energy production are more likely to attract industrial manufacturers—America’s largest job-creating businesses. By contrast, limiting access to renewable energy can be a major barrier for manufacturers when deciding where to locate or expand their factories. More and more, manufacturers are engaging directly in energy policy advocacy in the states where they operate. In fact, manufacturers lead every other sector in state renewable energy policy advocacy, representing more than half of the corporate outreach to policymakers through sign-on letters between 2015-2017.

What states can do to attract big business

- **REMOVE BARRIERS** to renewable energy development and access, so manufacturers can buy power that is cheap and clean
- **SUPPORT CUSTOMER CHOICE POLICIES**, such as third-party purchase agreements for onsite and offsite renewable energy
- **FOSTER DIALOGUES** between utilities and large energy customers, to ensure easy development of the next generation of utility green tariff programs

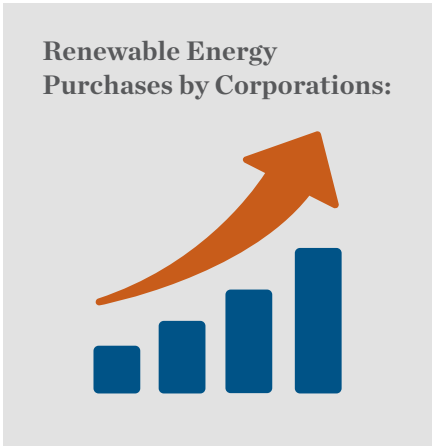


FOR MORE INFORMATION

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Facility Locations for Manufacturers Committed to 100 Percent Renewable Energy



“ It is critical that we continue developing the renewables, because, believe me, at the end of the day, if the Facebooks and the Googles and the PayPals and the Amazons think that we are not committed to renewable energy, they will not come here. Period, end of story.”
 –Ohio Governor John Kasich ([Link](#))

“ For us, [renewable energy is] kind of a gate. If we couldn't do that, we would not be here. To Iowa's credit, Iowa saw this and had the vision to work with the utilities and so forth so it could happen. I think that says a lot about the people here and how they work together.”
 –Apple CEO Tim Cook ([Link](#))

“ Establishing a 100 percent renewable energy goal helps us better serve society by reducing environmental impact. This pursuit of renewable energy benefits our customers and communities through cleaner air while strengthening our business through lower and more stable energy costs.”
 –GM Chairman and CEO Mary Barra ([Link](#))

