

September 2021 E-news

There is undoubtedly a renewed focus on climate change and the shift to renewable energy taking place across the Australian economy with investor pressure and customer demand playing a critical role in driving action.

We have been interested to note the release of two reports recently, the [NAB Renewables Survey](#) and [Greenpeace's Hero to Zero report](#) which both provide fascinating insights into the pace and scale of the shift taking place. The latter, calling out 100% renewable electricity commitments as a "key test" of net-zero corporate climate commitments.

This month at the BRC-A we have released two new guides, further adding to our Resource Library of practical advice on how to procure offsite renewable energy. To access these you need to be a member, but luckily membership for Buyers is free so [enquire today!](#)

Thanks to everyone who contributed their thoughts and insights to our annual State of the Corporate PPA Market survey and also our Discussion Paper on a Best Practice Standard for Buyers. We are working our way through the responses and look forward to sharing the results with you soon.

As always, please don't hesitate to get in touch with us with your questions and we hope to see and hear from you at our upcoming events.

[Pip Harley](#), Program Director - BRC-A
pip@businessrenewables.org.au

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NEW BRC-A Guides

The BRC-A has collected the wisdom and experience of buyers for two new resources on making Corporate RE PPAs – **how to build internal support** and **engaging consultants**. The guide also includes RFP templates and a list of advisers. Both resources are available to BRC-A members (free for buying organisations) in the resource library of our Members portal.

Trouble logging in or keen to learn about BRC-A membership? Please contact [Alex Nassar](#).

Internal Support Guide

Many buyers who have been through the PPA journey will tell you that the hardest part and most work is building internal support e.g.: *'60 per cent of the time it took to do the PPA was on internal stakeholder management – and that was even with a team that was set up to do cross-business transactions'*

The guide brings together tips from buyers on:

- Preparing for a PPA e.g. 'you need a deal champion ... *'it doesn't really fit in anyone's job description'*
- Building support e.g. 'socialise the concepts' – *"every week for six months I had to answer the question: what happens when the sun doesn't shine or the wind doesn't blow?"* “
- Communicating a PPA e.g. *'We found we needed to translate energy speak into bananas and baked beans retail speak'*

External Support Guide

External consultants play a crucial role as energy and PPAs are not core business for most organisations – they bring specialist knowledge, translate energy-speak, help evaluate different offers and identify the risks and 'devil in the detail'. Some of the tips from buyers when engaging a consultant

BRC-A's guide provides information on the roles consultants play across the different phases of the PPA journey, the costs and what to consider when selecting a consultant. For eg:

- 'Pick a consultant who will work the way you want to work... do you want an "expert" who gives you an answer or an "educator" that is good at building capacity of you and colleagues?'
- Assess their communication skills as well as technical skills: *'what was different between them (consultants) was their communication skills – their technical skills were pretty similar ... as more people came into the process you had people who weren't as knowledgeable and you needed a consultant who could communicate with them without losing them in the technical complexity'*

BRC-A Events

Buying Power 2021 Webinar 4 - Managing PPA risk in volatile market conditions.

We're delighted to be bringing you the next episode in our Buying Power webinar series - this month in collaboration with BRC-A Strategic Member, Energetics. The panel will focus on some of the challenges associated with contracting retailer intermediated PPAs and how to manage these, particularly in the current low wholesale price environment.

[Register here](#)

BRC-A 'What Buyers Want' - Developer Briefing

One of the barriers we try to address here at the BRC-A is that not everyone in the renewable energy space speaks the same language. In this Developer Briefing, we will unpack the latest market

developments and insights for Corporate PPAs from the Buyers perspective.

When: Wednesday 17 November 2021

Who should attend: Renewable energy project developers, investors, and professional service providers.

[Register here](#)

BRC-A Member Event

[Socially Responsible Renewable Energy Development:](#)

Another event for Developers - [Community Power Agency](#) is working with the Yunus Centre (Griffith University) to offer a short course on *Socially Responsible Renewable Energy Development*. This first-of-its-kind offering will give participants strategies for positive community engagement and benefit sharing, aimed at building a strong social licence for renewable energy. The [Socially Responsible Renewable Energy Development](#) course aims to foster ways of operating in the renewables sector that activate strong community support and share the benefits of new developments. [Find out more](#)

News From Our Partners

Business Renewables Centre Australia is a collaborative partnership between Climate-KIC Australia, WWF Australia and the Institute for Sustainable Futures, UTS.

[UTS's Institute for Sustainable Futures](#) (ISF) released '[More for less: how businesses can flex their energy to get more from a Renewable PPA](#)' recently. The report explains how the emergence of Corporate Renewable Power Purchase Agreements (PPAs) improves companies' energy literacy, allowing them to implement more on-site energy savings measures and demand response.

It's not just the State Governments that are developing Renewable Energy Zones (REZs). [Climate-KIC Australia](#) has recently kicked off an exciting project on Urban REZs. The project will analyse the barriers, opportunities and impacts of Urban REZs, to develop a blueprint that will provide a pathway for demonstration and replication across Australia's cities. If you would like to learn more, please get in touch at genevieve.mortimer@climate-kic.org.au

WWF-Australia's [Renewables Nation](#) program is a key element of [Regenerate Australia](#) and is gearing up for the Glasgow Climate Conference in November. The Business Champions network has been instrumental in building the momentum of this campaign and for the next phase the aim is to double the size of the network. Can you help? Would you introduce two businesses to the team that might be interested in supporting Australia to become a Renewables Nation? The [Business Champion Kit](#) contains general information about the campaign and how to get involved that you could share with interested businesses in your network

Welcome new BRC-A members

- [Common Capital](#)
- [DCI Data Centers](#)
- [Mid-Coast Council](#)

- [TPG Telecom](#)
- [Zimmermann](#)

BRC-A acknowledges the financial support and expertise provided by our

2021 Strategic Members



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The [Business Renewables Centre Australia \(BRC-A\)](#) is an information hub and membership platform that simplifies, streamlines and accelerates corporate purchasing of large-scale wind and solar energy and storage. We are an independent place for energy buyers, developers and service providers to connect.

Interested in BRC-A support to announce a project? Please reach out to [Maryanne Coffey](#).
Membership questions Contact [Alex Nassar](#) to discuss how BRC-A can help your organisation achieve its renewable energy goals.



Business Renewables Centre - Australia, Bldg 10, 235 Jones Street, Ultimo, Sydney, NSW 2007,
Australia

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