

Buying renewable energy in Canada

How BRC-Canada membership can simplify and accelerate

There is a growing trend in the Canada for corporations and institutions to purchase renewable energy directly from developers in a practice called *off-site non-utility procurement*. This allows buyers to meet carbon compliance requirements or sustainability targets, and has the potential to hedge electricity costs and contribute to local economic development.

Offsite non-utility procurement refers to the acquisition of off-site renewable energy, along with associated environmental attributes, by corporate entities and other non-utility buyers such as universities or government agencies. This procurement is commonly achieved by way of virtual power purchase agreements (VPPAs).

Alberta is the perfect place in Canada for such non-utility renewable energy procurement. The province is rich in natural resources, including wind and solar, with an experienced energy sector. Alberta also has a deregulated electricity market that gives buyers the flexibility to enter into contracts directly with energy developers.

What is the Business Renewables Centre Canada?



Generating awareness in the industry

We are a community where buyers can learn how to source renewable energy directly from renewable energy project developers.



Building a strong community

We make it easier to enter the renewable energy market by sharing the hard-earned lessons of early adopters.



Creating effective tools and services

We provide tools to help first-time buyers make informed decisions, and complete deals more quickly, easily and cost effectively.

BRC-Canada is a community where businesses can learn how to source renewable energy directly from developers. BRC Canada is a non-profit initiative seeking to catalyze the market for non-utility procurement in Canada to grow renewable energy development in the country.




The community has over 45 members — and growing. Our spring and fall webinar series regularly attract several hundred attendees from a diverse range of companies, non-profits and government or municipal organizations.

BRC-Canada makes it easier for corporations to enter the renewable energy market by raising awareness and understanding about the procurement process and sharing lessons from active players. We publish primers and guides, host networking and training opportunities and provide access to ongoing market intelligence.

These tools, resources and guidance help first-time buyers up the learning curve so that they successfully complete their deals faster, easier, and more cost effectively.

Why should I be interested?

Community members have access to an expanding suite of tools and resources, members-only events, training and networking opportunities. Members are categorized as either **BUYERS**, **INTERMEDIARIES** or **DEVELOPERS** at a **GOLD** or **SILVER** membership level.

BUYERS	INTERMEDIARIES	DEVELOPERS
<p>Non-utility corporations and organizations</p>  <p>BRC-Canada membership gives your company a head start in corporate renewables procurement</p> <p>LEARN</p> <ul style="list-style-type: none"> Gain access to tools, templates and training that simplify the PPA process Find out if off-site procurement is for you. Access to impartial resources and events allows you to build your strategy on your timeline, understand the options, and ask experts the right questions <p>ENGAGE</p> <ul style="list-style-type: none"> Build relationships with other buyers, developers and industry experts to support your overall energy goals Attend buyers-only events to ask questions and learn about corporate procurement in a pressure-free setting <p>ACCELERATE</p> <ul style="list-style-type: none"> Connect with experienced buyers to share insights, and learn about procurement structures and best practices Leverage the community's collective knowledge to achieve your clean energy goals faster and more efficiently <p>AMPLIFY</p> <ul style="list-style-type: none"> BRC-Canada shares your successes: in the press, online and with business leaders around the world <p>SILVER LEVEL \$5,000/YEAR</p> <p>GOLD LEVEL \$10,000/YEAR</p>	<p>Service providers and project financiers</p>  <p>SILVER LEVEL \$5,000/YEAR</p> <p>GOLD LEVEL \$10,000/YEAR</p>	<p>Developers and builders of energy projects</p>  <p>SILVER LEVEL \$10,000/YEAR</p> <p>GOLD LEVEL \$20,000/YEAR</p>

BRC-Canada membership puts your company at the center of Canada's corporate offtake market, with access to an expanding community of prospective buyers

NETWORK

- Gain **direct access** to an ever-growing community of prospective buyers
- Network with corporate decision-makers

LEARN

- Find out** what buyers are looking for and how to work with them
- Gain access to tools, templates and training that **simplify the PPA process**
- Stay up-to-date** on the latest market developments, transactions structures and industry trends

SHARE

- Share your leadership and expertise** at both public and members-only events (by invitation)
- Provide input and feedback** for tools and resources, and share case studies that increase the community's knowledge and accelerate the growth of Canada's corporate renewables industry.

AMPLIFY

- Showcase your company's projects** and services to the buyer community
- BRC-Canada shares your successes:** in the press, online and with global business leaders

Membership levels

SILVER LEVEL

- Access to the members' portal and available products and tools
- Access to members-only events
- Some sponsorship, speaking and co-marketing opportunities

GOLD LEVEL

- Access to the members' portal and available products and tools
- Access to members-only events
- Priority sponsorship, speaking and co-marketing opportunities
- Member spotlights and case studies
- Fill a seat on the BRC Canada board (if available)

An initiative of the

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GOLD MEMBERS



SILVER MEMBERS

