



## Real Green Power - No Compromises

### The Challenge

Intuit has a strong commitment to carbon reduction strategies, and their new headquarters campus in Mountain View, CA, is a showplace for that commitment. The newest building includes an on-site solar project that provides a portion of its power, but Intuit needed an additional renewable power solution to round out its strategy.

### Renewable Power Direct

We specialize in creating renewable solutions for business customers using simple retail contracts to deliver physical renewable supply and its associated RECs.

The amount of electricity and the contract term are tailored to a customer's needs delivering the benefits of a traditional PPA without the complexity and long term commitment.

Intuit, which had relied on us to provide a custom designed solution for their Dallas, Texas, campus, once again turned to us for help.



Intuit headquarters campus, Mountain View, California

### The Solution

First, we listened. Then, together we went to work to provide Intuit with a solution that fit their criteria:

1. Energy sourced from a local renewable energy generator
2. California Category 1 Renewable Energy Certificates (RECs bundled with generation)
3. A competitive price for an 8 year term
4. Full requirements balancing and load shaping through a Retail Electric Supplier

From RPD's network of generation partners, we selected the Buena Vista Wind Farm, which is owned and operated by Leeward Renewable Energy. The facility is located within 50 miles of Mountain View and is connected to the same regional electric grid (CAISO) as Intuit's campus.

RPD then worked with Just Energy (through its California subsidiary, Commerce Energy) to provide wholesale scheduling and retail balancing services. The transaction was structured to meet the wholesale requirements of the generator, while using a standard retail electric supply contract for Intuit.

Intuit receives retail pricing for the energy, as well as the Category 1 concurrent RECs produced from the power being generated locally by the Buena Vista Wind Farm.



*“This transaction with Leeward Renewable Energy, Just Energy and Renewable Power Direct is the perfect complement to our on-site solar project and completes the process of making our Mountain View headquarters a showcase for our commitment to renewable energy.”*

**Sean Kinghorn, Intuit’s Senior Sustainability Program Manager**

*“This solution met some very stringent requirements and took a team effort between JLL, as Intuit’s advisor, and RPD and its partners. We are very pleased to have met Intuit’s objectives. RPD bridges the gap between renewable energy production and customers by using its market expertise to find the right solution partners to make deals like this happen. We are pleased that Intuit is now a repeat customer.”*

**Mark Mancino, RPD’s Vice President of Sales**

## The Bottom Line

This innovative structure developed by RPD creates an auditable contract and scheduling path from the renewable generator to Intuit’s new headquarters. Electricity is delivered to Intuit via the local utility’s distribution system, but each megawatt hour Intuit consumes (over and above its solar production) is supported by the physical renewable wind power from the Buena Vista Wind Farm along with the Category 1 concurrent Renewable Energy Credits.

## Benefits

- Intuit has a right-sized “slice” of committed renewable generation
- Intuit is contractually linked to a local wind farm without the complexity, risk and long term commitment of a PPA
- Intuit has direct access to renewable energy at a competitive price for use in meeting their overall sustainability objectives
- Intuit does not assume any risk from variable wind output
- Leeward Renewable Energy receives a new channel to the corporate energy market that complements its strategy for providing Buena Vista with consistent and reliable off take of its production

## About Intuit

**Intuit Inc. creates business and financial management solutions that simplify the business of life for small businesses, consumers and accounting professionals.**

Its flagship products and services include QuickBooks® and TurboTax®, which make it easier to manage small businesses and tax preparation and filing. Mint provides a fresh, easy and intelligent way for people to manage their money, while Intuit’s ProConnect brand portfolio includes ProConnect Tax Online, ProSeries® and Lacerte®, the company’s leading tax preparation offerings for professional accountants.

Founded in 1983, Intuit had revenue of \$4.7 billion in its fiscal year 2016. The company has approximately 7,900 employees with major offices in the United States, Canada, the United Kingdom, India, Australia and other locations. More information can be found at [www.intuit.com](http://www.intuit.com).

## About Renewable Power Direct

Renewable Power Direct (RPD) is a unique renewable energy marketer serving corporate and industrial buyers in the United States. It is the only supplier offering variable term (2-7 year), fractional physical capacity (plus RECs) from utility-scale wind and solar facilities. Blocks of energy capacity may be purchased in 1 MW or greater increments. Fortune 500 energy buyers have chosen these contracts for green data centers, production facilities and corporate headquarters from California (CAISO) to Texas (ERCOT) to the Mid-Atlantic (PJM).

**Renewable  
Power Direct™**



### **About Leeward Renewable Energy**

Dallas-based Leeward Renewable Energy, LLC is a growth-oriented limited partnership formed to own, operate, develop and acquire a diversified portfolio of renewable energy assets. Leeward maintains ownership and operating interests in 18 wind farms comprising 1,557 megawatts across the United States. For more information about Leeward Renewable Energy, LLC, visit [www.leewardenergy.com](http://www.leewardenergy.com).

### **About Just Energy Group Inc.**

Established in 1997, Just Energy (NYSE:JE, TSX:JE) is a leading retail energy provider specializing in electricity and natural gas commodities, energy efficiency solutions, and renewable energy options. With offices located across the United States, Canada, Germany, and the United Kingdom, Just Energy serves approximately two million residential and commercial customers providing homes and businesses with a broad range of energy solutions that deliver comfort, convenience and control. Just Energy Group Inc. is the parent company of Amigo Energy, Commerce Energy, Green Star Energy, Hudson Energy, Just Energy Solar, Tara Energy and TerraPass. Visit [justenergygroup.com](http://justenergygroup.com) to learn more. Also, find us on Facebook and follow us on Twitter.