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Virginia Firm Applauds Governor McAuliffe's Renewable Energy Announcement Renewable Energy Key to Attract Businesses to Virginia

Arlington, VA. (January 7, 2016) – David Gardiner & Associates, a clean energy consulting firm based in Arlington, Virginia, applauded Governor Terry McAuliffe's recent recognition that the state must increase its renewable energy to attract large, new businesses, such as information technology companies, to the state. As part of his recent announcement that Virginia's government buildings will derive 8% of their electricity from solar energy within the next three years, Governor McAuliffe said "[Amazon, Google, and Microsoft] made it clear to me as governor that they will not put future plants in states that cannot provide them with renewable energy," as [reported](#) by *The Virginian Pilot*.

"Governor McAuliffe is right to see renewable energy such as wind and solar as a key to attracting information technology companies and other businesses to Virginia," **said David Gardiner, President, David Gardiner & Associates.** "Renewable energy is now mainstream for Fortune 500 companies, colleges and universities, and the military, and it's time for Virginia and its utility companies to get moving to meet that customer demand."

"Renewable energy is more affordable than it's ever been before," **said Scott Sklar, President, The Stella Group, a Virginia-based solar and clean energy developer and board member of DGA client the Business Council for Sustainable Energy.** "For companies, it's a smart business decision – they can save money with renewable power. Policymakers should do everything they can to help our companies capture those economic benefits in Virginia."

According to reports from David Gardiner & Associates and others, large businesses and other institutional buyers of renewable energy have been stepping up their purchases dramatically in recent years:

- 43 percent of Fortune 500 companies are addressing climate change and clean energy in their own operations and supply chain through public [commitments](#)
- 60 percent of Fortune 100 companies have done so, and are [saving](#) \$1 billion annually – comparable to retiring about 15 coal-fired power plants – including companies with a major Virginia presence such as Amazon, Target, and Wal-Mart
- More than 15 companies with a major presence in Virginia have [joined](#) the Corporate Renewable Energy Buyers' Principles, including Amazon, Digital Realty, DuPont, Equinix, Facebook, Hilton Worldwide, IKEA, Mars, McDonalds, Microsoft, Nestle USA, Salesforce, Target, Volvo, and Wal-Mart
- 11 companies – Adobe, Autodesk, Equinix, Facebook, Hilton Worldwide, Intuit, Kaiser Permanente, LinkedIn, Microsoft, Symantec, and Wal-Mart wrote the Virginia State Corporation Commission urging the state's largest utility, Dominion, to "maximize the use of renewable options"



- By 2025, large customer demand for renewable energy could [translate](#) into a cumulative 60 GW of new off-site capacity – equivalent to slightly less than current installed wind capacity and a tripling of current installed solar capacity in the United States

This large institutional demand is helping to drive renewable electricity growth across the United States. In the past year, renewable electricity installation has been booming, according to newly published [statistics](#) from the Federal Energy Regulatory Commission. Solar and wind represented 60 percent of all new installed capacity in 2015.

“Large institutional customers are demanding more choice and access to renewable energy because it is affordable and reliable,” **said Ryan Hodum, Vice President, David Gardiner & Associates.** “In order for Virginia to continue to attract and retain large employers, and compete with neighboring states like North Carolina, our elected officials, utility executives and the State Corporation Commission must build the renewable energy policy framework these companies are demanding.”

About David Gardiner & Associates

David Gardiner & Associates (DGA) is an Arlington-based strategic advisory firm focused on climate change, clean energy, and sustainability. Our clients are non-profit organizations, corporations, and trade associations. We help our clients with strategic planning, research and analysis, and improved communications through our partnership building and advocacy. Our team integrates decades of practical experience across business sectors with diverse subject expertise and produces highly tailored and high quality products to meet the specific needs of each client. For more information, visit www.dgardiner.com and follow @dgardinera on Twitter.

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