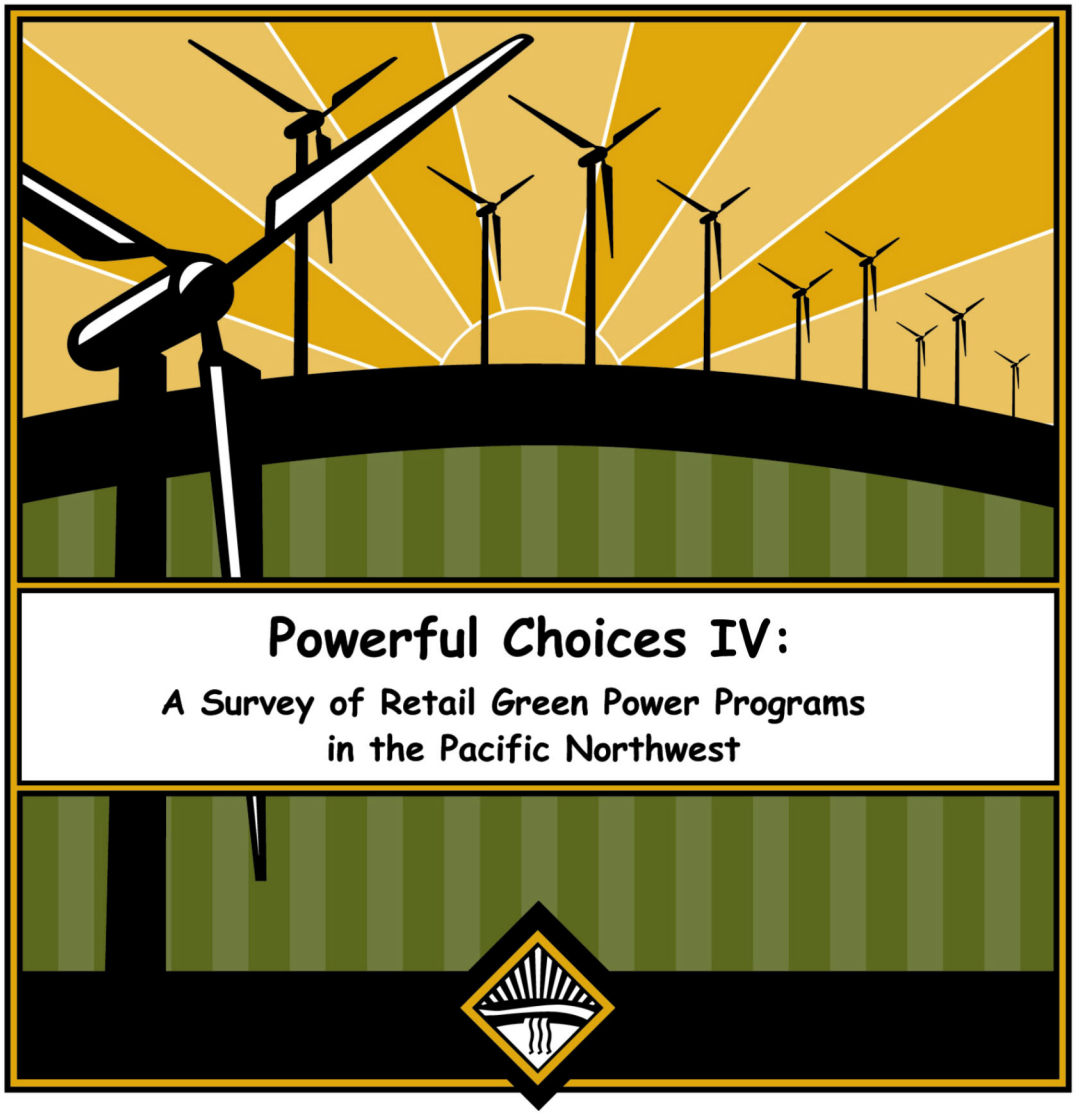

Powerful Choices IV:

A Survey of Retail Green Power Programs in the Pacific Northwest

August 2003

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About Renewable Northwest Project (RNP)

RNP was founded in 1994 by a broad coalition of public-interest organizations and energy companies to actively promote the development of renewable resources in the region. This report is an element of RNP's "Go Green" campaign aimed at educating utilities and their commercial customers about the benefits of green power. A copy of this and last years report can be found on the RNP website at http://www.RNP.org.

Acknowledgments

Many thanks to the contacts at each utility who went out of their way to provide us with information about their green power programs. Also many thanks to RNP staff Diane Zipper, Natalie McIntire, and David Wolf for helping to make this year's report possible.

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Introduction

RNP began publishing *Powerful Choices* in 2000 as a way to highlight and track developments in utility green power pricing activity in the Pacific Northwest. For the purposes of this report, "green power" refers to power that is supplied by renewable resources like solar, wind, geothermal, ocean and low-impact hydro, and low emissions biomass. A "green power pricing program" is any program that allows customers to choose to purchase energy from an environmentally preferred power source or to contribute to the development of new renewable resources.

While all of the programs surveyed in this report require a premium from the customer, a number of utilities in the region purchase green power as part of their overall energy mix. RNP applauds these purchases and recommends that all utilities in the region purchase renewable energy on behalf of all their customers, *and that they also support programs to allow their customers to go beyond what the utility is already doing*. This report does not fully cover the activities of the region's power marketers, such as the Bonneville Environmental Foundation, who sell substantial amounts of renewable energy to public utilities, businesses, government agencies, and individuals outside of utility green power programs.

This year's report contains the following updates and information:

- Relevant green power legislation in the Northwest
- Overall increases in both program participation and in the number of programs during the last year.
- Brief recommendations on customer participation in green power programs
- Summary charts of participation rates and kWh sales (Appendix 1)
- Snapshot summaries of each program (Appendix 2)
- Contact information (Appendix 3)
- Additional sources of information (Appendix 4)

Relevant Green Power Legislation

Passed in January of 2001, Washington's HB 2247 requires that all electric utilities with more than 25,000 meters offer their customers (at least quarterly) a voluntary choice to purchase electricity from alternative resources. In 2003, all sixteen qualifying utilities now offer green products and participation in these programs continues to increase. In addition, three smaller utilities (Clearwater Power, Orcas Power and Light, and Pacific County PUD#2) are also offering their customers a renewable energy option.

Oregon's Electricity Restructuring Law (SB 1149) requires Oregon's investor-owned utilities (Portland General Electric and Pacific Power[1]) to offer their customers at least one renewable power option. The Oregon Public Utilities Commission implemented regulations that identify three green power options for small customers. Initially, both PGE and Pacific Power selected Green Mountain Energy Company as their energy retailer for 2002–2003 through a competitive bidding process. These contracts expire December 31, 2003. In June, both companies put out requests for proposals for the 2004–2006 term, and selections should be announced by September. Increased marketing has helped participation in these utility programs more than triple since March 2002, when three green power choices became available.

In Montana, HB 509 was passed in May 2003, requiring that the default supplier of electricity offer its customers a voluntary product composed of or supporting power from certified environmentally preferred resources such as wind, solar, geothermal, and biomass. Currently, the only utility affected by this legislation is NorthWestern Energy, which began offering its E+ Green Program in June, 2003.

New Programs

Last year's survey reported on a total of twenty-seven programs, twenty-three of which were in the Pacific Northwest and four of which were located in Colorado and California. This year's report includes only those programs in the Pacific Northwest region (Oregon, Washington, Idaho, and Montana). Also, in order to better reflect the Northwest green power market, data from PacifiCorp was collected only from their Oregon and Washington sales, and not their entire service territory as was done previously.

Since last year, twelve additional green power programs have been implemented, bringing the total number of active programs in the Northwest to thirty-five. One program, at Flathead Electric Coop in Montana, was discontinued, but an additional six utilities in Montana now offer at least one green power option. Five utilities in Washington not included in last year's survey also now have customer choice programs and two new programs began in Oregon. Idaho has no new programs however it is expected that the Public Utilities Commission will approve Utah Power's (PacifiCorp) request to offer the Blue Sky product to their customers in Idaho. Table 1 on page 4 shows these new programs by state.

[1]PacifiCorp operates as "Pacific Power" in Oregon and Washington —and as "Utah Power" in Idaho and Utah.

Table 1: New green power programs since *Powerful Choices III*

	STATE		
	MT	**WA**	**OR**
UTILITY	Fergus Electric Coop	Clallam County PUD	Emerald PUD
	NorthWestern Energy	Grant County PUD	Oregon Trail Electric Coop
	Park Electric Coop	Grays Harbor	
	Tongue River Electric Coop	Lewis County PUD	
	Vigilante Electric Coop	Mason County PUD #3	
	Yellowstone Valley Electric Coop		

Increased Participation

Participation rates among most programs have also increased since last year. Taken together, over 18,700 additional customers have signed up for green power, bringing the total number of ratepayers in the Northwest who voluntarily sign up for green power to over 61,000. As Table 2 and Figure 1 show (in Appendix 1), these ratepayers will purchase an estimated 305 million kWh of green power in 2003, an 87% increase from 2002 and over six times as much as just two years ago in 2001!

As another comparison to last year, total residential participation has increased by approximately 45%, and total commercial participation has increased by 41%. Increased participation means that more green power is being purchased by the regions' green power suppliers, and almost all utilities and marketers surveyed in this report have increased the amount of green power they purchase for participants since last year's report.

Recommendations

The consistent increase in green power customers and sales over the last year is good news. But this does not mean that the work is over. On the contrary, the experiences of the region's utilities over the last four years have taught us all that a successful green power program does not happen by itself. In previous year's reports, RNP has made many recommendations to utilities about designing and implementing successful green power programs. Here are the priority lessons learned.

1. ***Gain credibility***. It is good for utilities to make an initial purchase of green power on behalf of all ratepayers to demonstrate that the utility is committed to the reality of green power and to acting in an environmentally responsible manner.

2. ***Show Results***. Customers need to know that their personal contribution is invested in additional renewable resources beyond those the utility is already purchasing for all of its customers.

3. ***Develop Local Projects***. Several utilities have been very successful at using customer contributions to fund local renewable energy projects. Research in green power marketing consistently shows that customers place a high value on investment in local renewable projects. For example, Orcas Power and Light Company (OPALCO), the public utility for the San Juan Islands in Washington, uses customer contributions to help fund small scale solar projects that ultimately connect to the utility grid. Perhaps partly as a result, OPALCO enjoys the highest green power participation rate among all Northwest utilities. These types of programs keep dollars in the local economy and are a great way to get communities excited about renewable energy.

4. ***Constant Outreach***. Repeated direct mail, newsletters, and informative bill stuffers have been effective tools for many utilities in their efforts to increase participation. Research has shown that the average customer needs to have anywhere from 7-13 exposures to information before deciding to purchase a green power product. This is not an easy task, and persistence and patience are two essential ingredients for increasing participation in green power programs.

5. ***Partner with Other Groups***. Partnering with environmental groups is an excellent way to spread the word about utility green power programs. Most environmental organizations are already proactive and community oriented, communicate with an extensive network of members, and have experience with outreach and public education. Often-times many of them are also more than happy to help the local utility become more involved in environmental issues and be successful at promoting environmentally preferred electricity products.

Conclusions

A substantial number of Northwest ratepayers voluntarily choose to support renewable energy development, and this number continues to rise. Utilities with programs that began in the last several years continue to sign up more customers for their products, and more utilities are implementing green power programs as a way to satisfy the growing customer demand for renewable energy. These increases are a testament to the high level of customer support for renewable energy in the region, especially given rising utility rates and the poor economy in the Northwest.

Appendix 1: Summary Charts

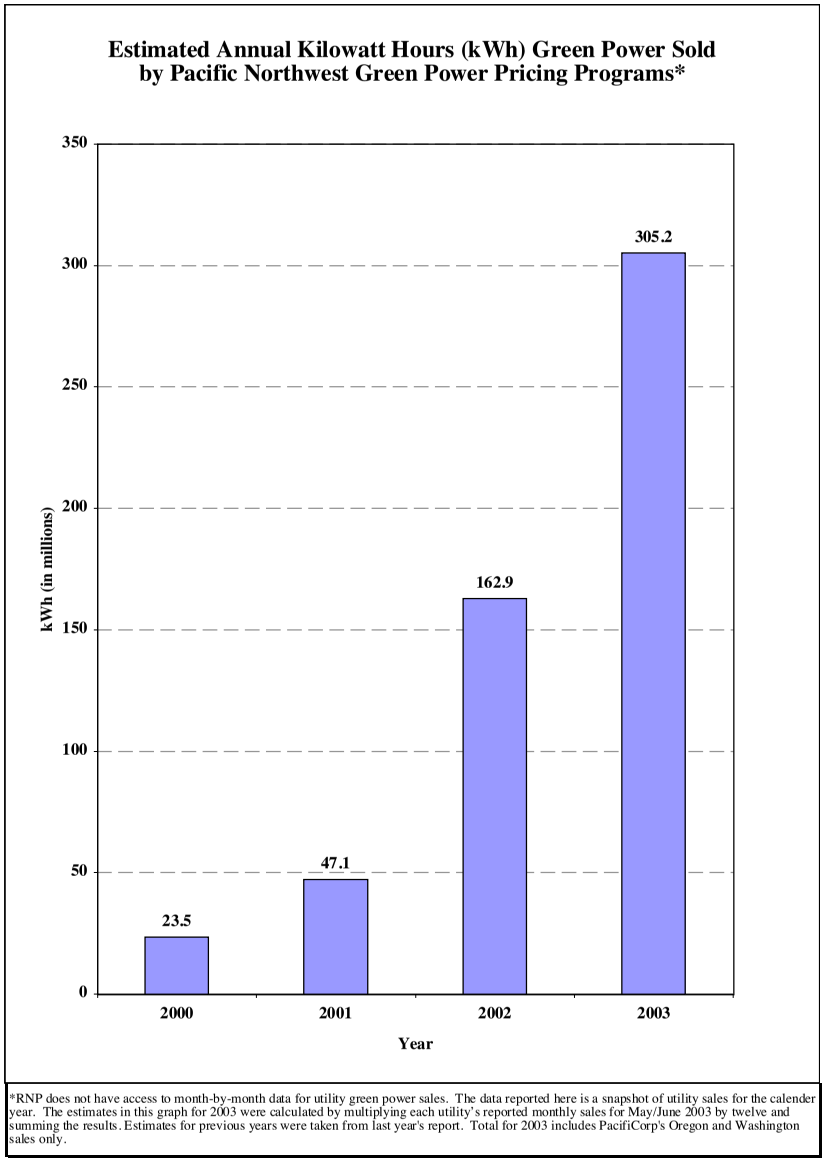
Table 2: Estimated Monthly Green Power Sales, 2003

Utility	kWh	Dollars
Avista Utilities	496,265	$9,023
Benton PUD	N/A	$1,425
Central Electric Cooperative	219,400	$3,949
Chelan County PUD	N/A	$2,000
Clallam County PUD	N/A	N/A
Clark Public Utilities	348,000	$5,220
Clearwater Power Company	9,200	$368
Consumers Power, Inc.	156,200	$3,124
Cowlitz County PUD	7,000	$140
Douglas Electric Cooperative	23,750	$475
Emerald PUD	10,416	N/A
Eugene Water & Electric Board	1,000,000	N/A
Fergus Electric Coop	5,753	$60
Flathead Electric Cooperative[1]	0	$0
Grant County PUD	0	$0
Grays Harbor	4,300	$129
Idaho Power	N/A	$8,494
Lewis County PUD	1,000	$20
Mason County PUD #3	22,000	$440
Midstate Electric Cooperative	53,000	$1,325
NorthWestern Energy	N/A	N/A
Orcas Power & Light Cooperative	110,600	$3,871
Oregon Trail Electric Cooperative	110,000	$1,650
Pacific County PUD #2	58,100	$610
PacifiCorp[2]	8,169,913	N/A
Park Electric Cooperative	11,000	$132
Peninsula Light Company	47,800	$1,338
Portland General Electric	11,673,314	N/A
Puget Sound Energy	2,364,200	$47,284
Seattle City Light	N/A	$17,000
Snohomish County PUD	525,530	$10,511
Tacoma Power	N/A	$3,683
Tongue River Electric Coop	0	$0
Umatilla Electric Coop	0	$0
Vigilante Electric Coop	3,800	$42
Yellowstone Valley Electric Coop	3,000	$60
Total Monthly Sales	**25,433,541**	**$122,372**
Total Annual Sales	**305,202,494**	**$1,468,468**

[1]Flathead Electric's program was discontinued in January 2003

[2]Estimates include PacifiCorp's OR and WA sales only.

Figure 1: Estimated Annual Kilowatt Hours of Green Power Sold



*RNP does not have access to month-by-month data for utility green power sales. The data reported here is a snapshot of utility sales for the calender year. The estimates in this graph for 2003 were calculated by multiplying each utility's reported monthly sales for May/June 2003 by twelve and summing the results. Estimates for previous years were taken from last year's report. Total for 2003 includes PacifiCorp's Oregon and Washington sales only.

Appendix 1: Summary Charts

Figure 2: Residential Customer Participation Rates

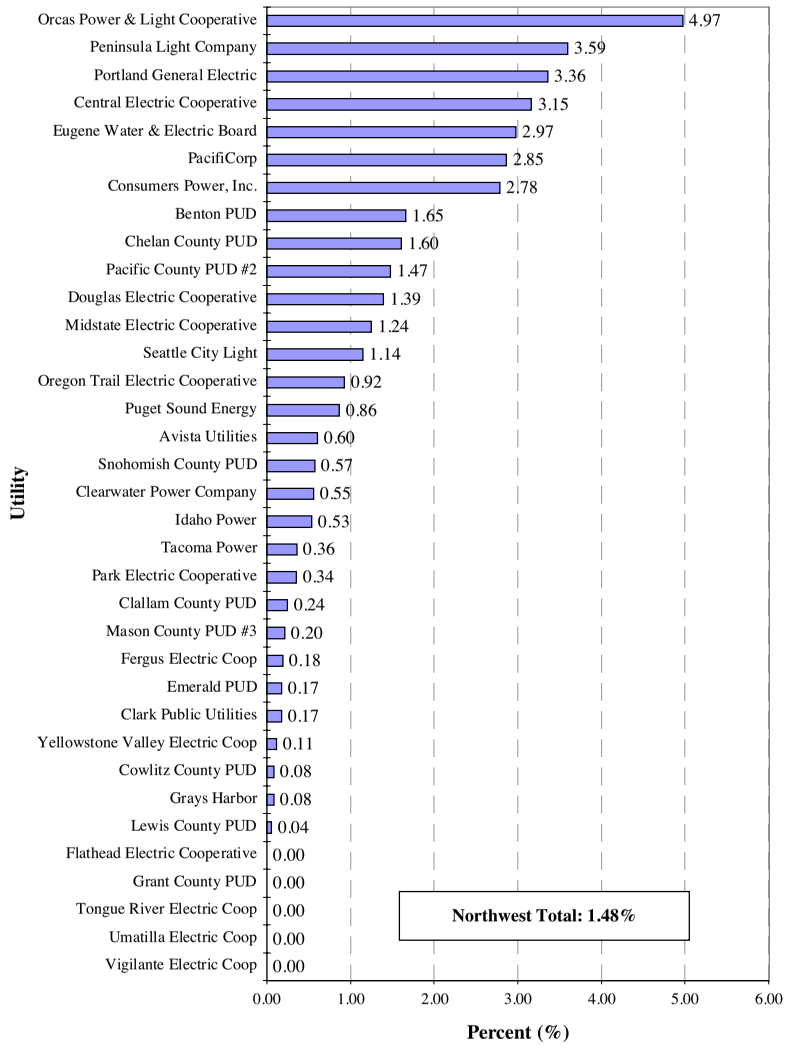
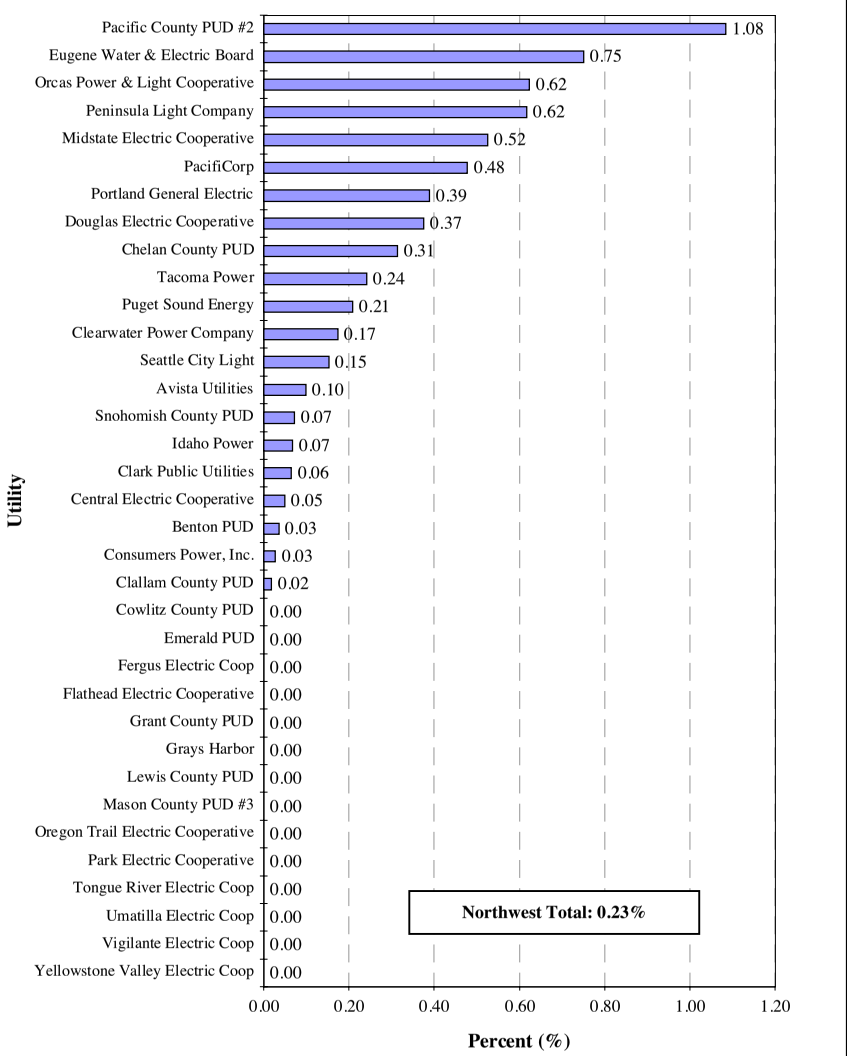
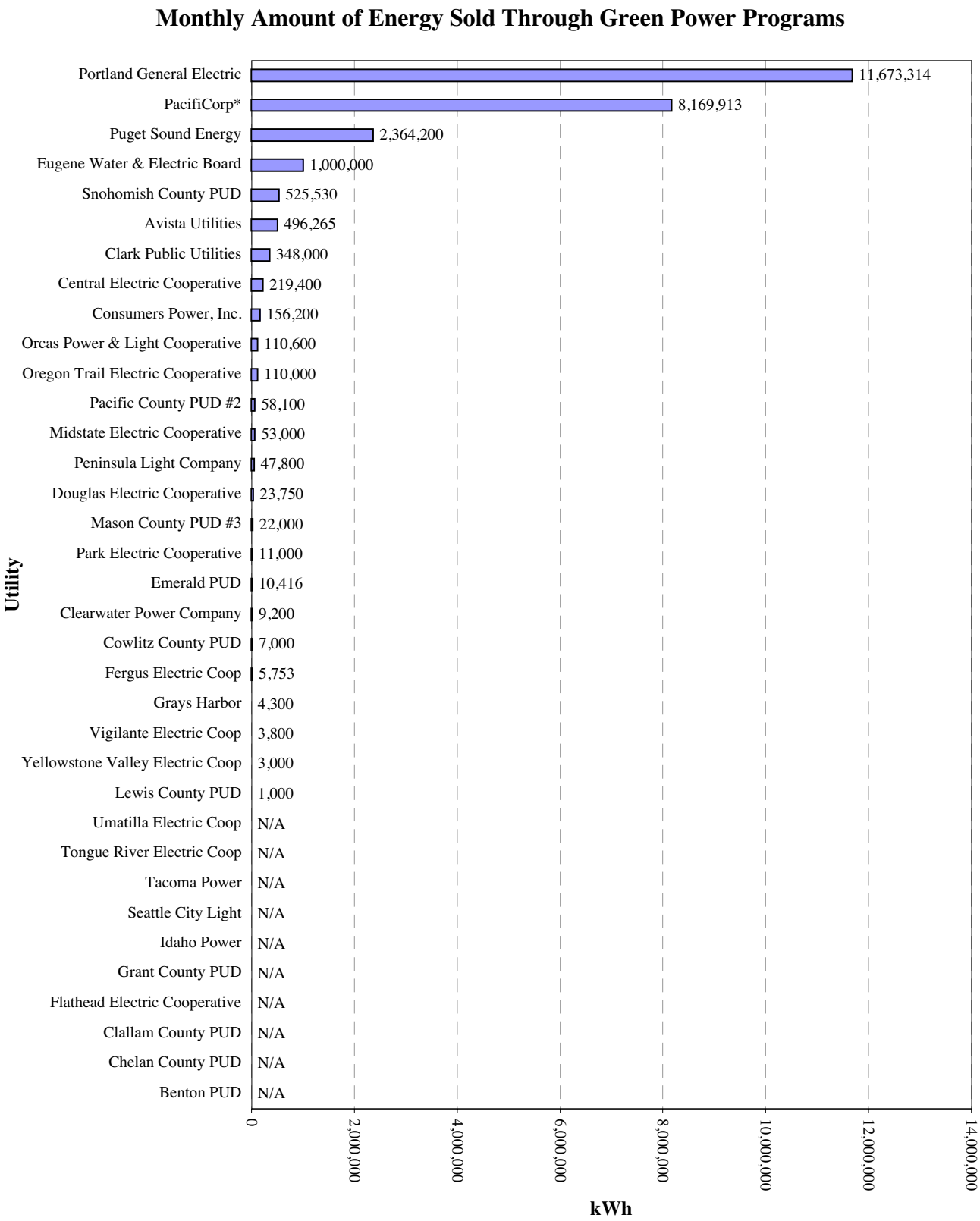


Figure 3: Commericial Customer Participation Rates



Appendix 1: Summary Charts

Figure 4: Monthly Green Power Sales



*Totals include PacifiCorp's Oregon and Washington sales only.

Appendix 2: Program Snapshots

Table 2: Snapshots Comparisons of Green Power Pricing Programs in the Pacific Northwest, 2003

Utility	State	Utility Customers	Program Kick-off	Green Power Product	Premium	Total Participants	Residential Participation Rate	% Change in Total # of Participants Since '02 Survey	Current Sales per Month
Avista Utilities	WA, ID	315,000	January and February 2002	55 kWh blocks from Stateline Wind Project	$1.00/ block (55kWh blocks)	1,715	0.60%	69.0%	9,023 blocks or $9,023
Benton PUD	WA	42,522	November 1999	Contribution to purchase from Nine Canyon Wind, Packwood Hydroelectric, and Roosevelt LFG	$2.00 avg. donation for residents; $10.80 avg. donation for businesses	608	1.65%	24.6%	$1,425
Central Electric Coop	OR	19,800	April 1998	100 kWh blocks from Coffin Butte Landfill Gas Facility	$1.80/ block	718	3.15%	4.7%	2,194 blocks or $3,949
Chelan County PUD	WA	34,377	August 2001	Purchase of locally generated solar & wind power	Res: $2.50, $5, or $7.50/mo Com: $10, $25, or $50/mo	652	1.60%	-2.4%	Aprox. $2,000
Clallam County PUD	WA	26,000	October 2001	100% usage from landfill gas	0.5 cent/kWh (LFG is 6.9 cents/kWh; basic service is 6.4 cents/kWh)	49	0.24%	N/A	N/A
Clark Public Utilities	WA	160,000	January 2002	100 kWh blocks from Bonneville Environmental Foundation	$1.50/block	253	0.17%	33.2%	3,480 blocks or $5,220
Clearwater Power Company	ID, WA, OR	7,141	Spring 1998	100 kWh blocks from Coffin Butte Landfill Gas Facility	$4.00/block	37	0.55%	-11.9%	92 blocks or $368

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Utility	State	Utility Customers	Program Kick-off	Green Power Product	Premium	Total Participants	Residential Participation Rate	% Change in Total # of Participants Since '02 Survey	Current Sales per Month
Consumers Power, Inc.	OR	20,000	May 1998	100 kWh blocks from Coffin Butte Landfill Gas Facility	$2.00/block	446	2.78%	-16.3%	1,562 blocks or $3,124
Cowlitz County PUD	WA	45,210	January 2002	100 kWh blocks from Bonneville Environmental Foundation	$2.00/block	32	0.08%	255.6%	70 blocks or $140
Douglas Electric Coop	OR	9,075	April 1998	100 kWh blocks from Coffin Butte Landfill Gas Facility	$2.00/block	107	1.39%	-11.6%	238 blocks or $475
Emerald PUD	OR	17,321	April 2003	100% new wind power from Stateline; 50 or 100% from mix (80% geothermal and 20% wind)	1.2 cents/kWh for new wind 0.78 cents/kWh for mix	25	0.17%	N/A	10,416 kWh
Eugene Water & Electric Board	OR	80,000	April 1999	10, 25, 50, or 100% wind power	Varies by % purchased (max. 2.43 cents/kWh)	2,200	2.97%	-8.3%	Approx. 1 million kWh
Fergus Electric Coop	MT	5,614	February 2003	100 kWh blocks of BPA's EPP	$1.05/block	7	0.18%	N/A	58 blocks or $60
Flathead Electric Coop	MT	52,763	October 1999	Program has been eliminated as of January 1, 2003	0	0	0.00%	-100.00%	0
Grant County PUD	WA	40,751	January 2002	100 kWh blocks from Nine Canyon Wind	$2.00/block	0	0.00%	N/A	0

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Utility	State	Utility Customers	Program Kick-off	Green Power Product	Premium	Total Participants	Residential Participation Rate	% Change in Total # of Participants Since '02 Survey	Current Sales per Month
Grays Harbor PUD	WA	38,000	October 2001	100 kWh blocks from Nine Canyon Wind	$3.00 / block	25	0.08%	N/A	43 blocks or $129
Idaho Power	ID, OR	399,832	June 2001	Contribution to purchase from Bonneville Environmental Foundation	Customer chooses amount.	1,859	0.53%	47.5%	$8,494
Lewis County PUD	WA	27,831	March 2003	100kWh blocks from Nine Canyon Wind	$2.00/block	10	0.04%	N/A	10 blocks or $20
Mason County PUD #3	WA	38,118	January 2003	1 MW participation purchase from Nine Canyon Wind	$2.00 per 100 kWh block	53	0.20%	N/A	220 blocks or $440
Midstate Electric Coop	OR	16,110	October 1999	200 kWh blocks of BPA's EPP	$5.00/block (200 kWh blocks)	186	1.24%	10.7%	265 blocks or $1,325
NorthWestern Energy	ID, MT	285,000	June 2003	100 kWh blocks from Bonneville Environmental Foundation	$2.00/block	N/A	N/A	N/A	N/A
Orcas Power & Light	WA	11,922	January 1999	100 kWh blocks of BPA's EPP and local projects	$3.50/block	522	4.97%	2.4%	1,106 blocks or $3,871
Oregon Trail Electric Coop	OR	25,000	October 2002	200 kWh blocks of BPA's EPP	$3.00/block (200 kWh blocks)	230	0.92%	N/A	550 blocks or $1,650

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Utility	State	Utility Customers	Program Kick-off	Green Power Product	Premium	Total Participants	Residential Participation Rate	% Change in Total # of Participants Since '02 Survey	Current Sales per Month
Pacific County PUD #2	WA	15,800	March 2001	100 kWh blocks of BPA's EPP	$1.05/block	228	1.47%	38.2%	581 blocks or $610
PacifiCorp	OR,WA	628,798	April 2000/ March 2002	100 kWh blocks of new wind or two usage-based options	$1.95/block or basic service +$.0078 kWh	15,505	2.85%	9.8%	8,169,913 kWh
Park Electric Coop	MT	4,649	December 2002	100 kWh blocks of BPA's EPP	$.012/kWh (customer must buy 100%)	15	0.34%	N/A	110 blocks or $132
Peninsula Light Company	WA	27,500	January 2002	100 kWh blocks of BPA's EPP	$2.80/block	221	3.59%	79.7%	478 blocks or $1,338
Portland General Electric	OR	743,473	January 2000/ March 2002	100 kWh blocks from new renewables or two usage-based options	$3.50/block, or basic service+$.008 cents/kWh, or basic service+$.009 kWh	22,266	3.36%	65.2%	11,673,314 kWh
Puget Sound Energy	WA	932,000	January 2002	100 kWh blocks from Bonneville Environmental Foundation	$2.00/block	7,434	0.86%	393.3%	23,642 blocks or $47,284
Seattle City Light	WA	355,676	January 2002	Contribution to installation of local solar and other renewable resources	Res. - $3, 7, or 10/mo. Comm. - $8/mo., contributions in any amount.	3,742	1.14%	37.9%	$17,000

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Table 2: Snapshots Comparisons of Green Power Pricing Programs in the Pacific Northwest, 2003

Utility	State	Utility Customers	Program Kick-off	Green Power Product	Premium	Total Participants	Residential Participation Rate	% Change in Total # of Participants Since '02 Survey	Current Sales per Month
Snohomish County PUD	WA	289,553	January 2002	150 kWh blocks from Bonneville Environmental Foundation	$3.00/block (150 kWh blocks)	1,447	0.57%	22.3%	3,504 blocks or $10,511
Tacoma Power	WA	149,408	April 2000	Contribution to the purchase of BPA's EPP	Residential: $3, $6, or $10 Sm. business: $6, $12, or $20 Lg. business: $30, $60, or $100	513	0.36%	21.6%	$3,683
Tongue River Electric Coop	MT	5,000	January 2003	100 kWh blocks of BPA's EPP	$1.05/block	0	0.00%	N/A	0
Umatilla Electric Coop	OR	9,000	April 1998	100 kWh blocks of power from Coffin Butte LGF	$2.00/block	0	0.00%	-100.0%	N/A
Vigilante Electric Coop	MT	5,780	June 2002	100 kWh blocks of BPA's EPP	$1.10/block	25	0.00%	N/A	38 blocks or $41.80
Yellowstone Valley Electric Coop	MT	13,000	January 2003	100 kWh blocks of BPA's EPP; small amt. from Basin Electric's Prarie Winds	$2.00/block	12	0.11%	N/A	30 blocks or $60

Appendix 3: Contact Information

Table 4: Contact Information

Utility	Contact Name	Phone Number	Email	Website
Avista Utilities	Chris Drake	(509) 495-8624	Chris.Drake@avistacorp.com	www.avistautilities.com
Benton PUD	Christie McAloon	(509) 852-1210	mcaloonc@bentonpud.org	www.bentonpud.org
Central Electric Coop	Jim Crowell	(541) 548-2144	Jcrowell@cec-co.com	www.centralelectriccoop.com
Chelan County PUD	Jim White	(509) 661-4829	jamesa@chelanpud.org	www.chelanpud.org/snap
Clallam County PUD	Fred Mitchell	(360) 452-9771	Fredm@clallampud.net	www.clallampud.net
Clark Public Utilities	Mick Shutt	(360) 992-3238	mshutt@clarkpud.com	www.clarkpublicutilities.com
Clearwater Power Company	Bob Pierce	(208) 798-5203	Rdpierce@clearwaterpower.com	www.clearwaterpower.com
Consumers Power, Inc.	James Ramseyer	(541) 929-8531	Jamesra@consumerspower.org	www.consumerspower.org
Cowlitz County PUD	Dave Andrew	(360) 423-2210	dandrew@cowlitzpud.org	www.cowlitzpud.org
Douglas Electric Coop	Todd C. Munsey	(541) 673-6616	Tmunsey@rosenet.net	www.douglaselectric.com
Emerald PUD	Bob Mieger	(541) 744-7488	bmieger@epud.org	www.epud.org/
Eugene Water & Electric Board	Mat Northway	(541) 484-3765	Mat.northway@eweb.eugene.or.us	www.eweb.org
Fergus Electric Coop	Guy Johnson	(406) 538-3465		
Flathead Electric Coop	Jan Weaver	(406) 751-4406	Jan.weaver@flatheadelectric.com	www.flatheadelectric.com
Grant County PUD	Cliff Sears	(509) 754-6612	csears@gcpud.org	www.gcpud.org
Grays Harbor PUD	Doug Smith	(360) 538-6508	dsmith@ghpud.org	www.ghpud.org
Idaho Power	Theresa Drake	(208) 388-6445	tdrake@idahopower.com	www.idahopower.com
Lewis County PUD	Pat Stenhouse	(360) 748-9261		www.lcpud.org
Mason County PUD #3	Jay Himlie	(360) 426-8255	JayH@masonpud3.org	www.masonpud3.org
Midstate Electric Coop	Teresa Lackey	(541) 536-7232	Tlackey@midstateelectric.coop	www.midstatecoop.com
NorthWestern Energy	Deb Young	(406) 497-2339	Deb.Young@northwestern.com	www.northwesternenergy.com
Orcas Power & Light Coop	Martha Warachowski	(360) 376-3571	mwarachowski@opalco.com	www.olpalco.com
Oregon Trail Electric Coop	Steve Shauer	(541) 523-3616	Schauerotec@eoni.com	www.otec.coop
Pacific County PUD #2	Jim Dolan	(360) 942-2411	jim@pacificpud.org	www.pacificpud.org
PacifiCorp	Rhonda Rasmussen	(503) 813-5156	Rhonda.rasmussen@pacificorp.com	www.pacificpower.net
Park Electric Coop	Toni Cody	(406) 222-3100	tcody@parkelectriccoop.com	
Peninsula Light Company	Jonathan White	(253) 857-1514	Jonathanw@penlight.org	www.penlight.org
Portland General Electric	Thor Hinkley	(503) 464-8089	thor_hinkley@pgn.com	www.portlandgeneral.com
Puget Sound Energy	Nora Williams	(425) 424-6687	Nora.williams@pse.com	www.pse.com
Seattle City Light	Jack Brautigam	(206) 684-3954	jack.brautigam@seattle.gov	www.ci.seattle.wa.us/light/green/greenpower
Snohomish County PUD	Doris Abravanel	(425) 783-1731	Dfabravanel@snopud.com	www.snopud.com
Tacoma Power	Mark Aalfs	(253) 502-8939	maalfs@cityoftacoma.org	www.tacomapower.com
Tongue River Electric Coop	Harold Hanson	(406) 784-2341		
Umatilla Electric Coop	Melissa Boylan	(541) 567-6414	melissa.boylan@ueinet.com	www.ueinet.com
Vigilante Electric Coop	Rod Siring	(406) 683-2327		
Yellowstone Valley Electric Coop	Justin Grantham	(406) 348-3411		www.yvec.com

Appendix 4: Sources of Additional Information

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2003. Northwest Economic Associates. "Assessing the Economic Development Impacts of Wind Power." *Final Report*. Washington, D.C.: Northwest Wind coordinating Committee. (www.nationalwind.org)

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1999. Mayer, Rudd, Eric Blank, and Blair Swezey. "The Grassroots Are Greener: A Community-Based Approach to Marketing Green Power." *Research Report #8*. Washington, D.C.: Renewable Energy Policy Project. (www.repp.org)

Summary: One of the most successful green pricing programs in the country resulted from an innovative partnership between the Land and Water Fund of the Rockies and Public Service Company of Colorado, in which the environmental group helps market the electric utility's green power product. This approach to renewable energy development presents both risks and potential benefits, but may offer a model for organizations in other states.

1999. Kalweit, B., Peterson, T. "Green Power Guidelines, Vol. 2: Assessing the Small and Medium Size Market Segments." Palo Alto, California: Electric Power Research Institute. (www.epri.com)

1998. Asmus, Peter. "Power to the People: How Local Governments Can Build Green Electricity Markets." *Issue Brief #9*. Washington, D.C.: Renewable Energy Policy Project. (www.repp.org)

Summary: This paper discusses whether and how local governments can group citizens into a "buyers club" for power generated from renewable resources. (www.repp.org)

1997. Holt, Edward A. "Green Power For Business: Good News from Traverse City." *Research Report #1*. Washington, D.C.: Renewable Energy Policy Project. (www.repp.org)

Business for Social Responsibility. White Paper on "Green Power." (www.bsr.org)

SELECTED WEBSITES AND ORGANIZATIONS

Business for Social Responsibility (BSR). A "global organization that helps member companies achieve success in ways that respect ethical values, people, communities and the environment. BSR provides information, tools, training and advisory services to make corporate social responsibility an integral part of business operations and strategies. A nonprofit organization, BSR promotes cross sector collaboration and contributes to global efforts to advance the field of corporate social responsibility." (www.bsr.org)

Bonneville Environmental Foundation (BEF). BEF "was founded in 1998 to support watershed restoration programs and develop new sources of renewable energy." BEF is a not-for-profit organization that markets green power products to public utilities, businesses, government agencies and individuals. BEF also provides grants for watershed and renewable energy projects in the Northwest. (www.b-e-f.org)

Center for Resource Solutions (CRS). Based in San Francisco, CRS "brings together diverse interests to implement practical resources solutions. Our national and international programs promote clean and efficient energy use, encourage sustainable economic growth, and help sustain the environment for present and future generations." (www.resource-solutions.org)

Community Office for Resource Efficiency (CORE). A coalition of local governments, utilities, and citizens working to promote the use of renewable energy and energy efficiency in the Rocky Mountain area. (www.aspencore.org)

Database of State Incentives for Renewable Energy (DSIRE). A comprehensive source of information on state, local, utility, and selected federal incentives that promote renewable energy, as well as information and green power pricing programs. (www.dsireusa.org)

National Renewable Energy Laboratory (NREL). Part of the U.S. Department of Energy. NREL provides up to date information on green power market trends through their Green Power Network. (www.eren.doe.gov/greenpower)

Northwest Energy Coalition (NEC). NEC is an alliance of over 85 advocacy groups, progressive utilities, and businesses from the Northwest, promoting conservation, renewables, consumer protection, and fish and wildlife restoration on the Columbia and Snake rivers. (www.nwenergy.org)

Green Power Market Development Group (GPMDG), part of the World Resources Institute. This is "a unique commercial and industrial partnership dedicated to building corporate markets for green power. The Group is transforming energy markets to enable corporate buyers to diversify their energy portfolios with green power and reduce their impact on climate change." The group also recently released the *Green Power Analysis Tool,* which allows corporate managers to easily calculate the economic and environmental effects of green power projects. (www.thegreenpowergroup.org)

Renewable Energy Policy Project (REPP). "REPP's goal is to accelerate the use of renewable energy by providing credible information, insightful policy analysis, and innovative strategies amid changing energy markets and mounting environmental needs by researching, publishing, and disseminating information, creating policy tools, and hosting highly active, on-line, renewable energy discussion groups." (www.repp.org)

Renewable Northwest Project (RNP). RNP is a broad coalition of public-interest organizations and energy companies founded in 1994 to actively promote the development of the region's untapped renewable resources. RNP has proven to be a forceful advocate for expanding solar, wind, and geothermal energy in the Northwest. RNP works with local organizations and energy companies to get workable renewable projects in the ground, actively promotes policies that support renewable energy development, encourages utilities and customer groups to invest in new renewables, and nurtures the development of a market for renewables. (www.RNP.org)

The Marketer's Marketers Group (MMG), part of the Center for Resource Solutions. "A forum for the communications and marketing professionals of green power providers and utilities . . . currently composed of representatives from 36 utilities and Electric Service Providers (ESPs) across the nation, and 2 Canadian utilities. To date, the group has discussed topics such as designing effective direct mail campaigns, barriers to green power marketing and how to overcome them, effective language to describe renewables, and partnering with NGOs for effective green power outreach." (www.resource-solutions.org/MMG.htm)

Western Resource Advocates (WRA, formerly Land and Water Fund of the Rockies). WRA uses law, economics, and policy analysis to protect land and water resources, protect essential habitats for plants and animals, and assure that energy demands are met in environmentally sound and sustainable ways. (www.westernresourceadvocates.org)

World Resources Institute (WRI). "The World Resources Institute's mission is to move human society to live in ways that protect Earth's environment and its capacity to provide for the needs and aspirations of current and future generations. Because people are inspired by ideas, empowered by knowledge, and moved to change by greater understanding, WRI provides—and helps other institutions provide—objective information and practical proposals for policy and institutional change that will foster environmentally sound, socially equitable development." (www.wri.org)