

Renewable Energy Project List

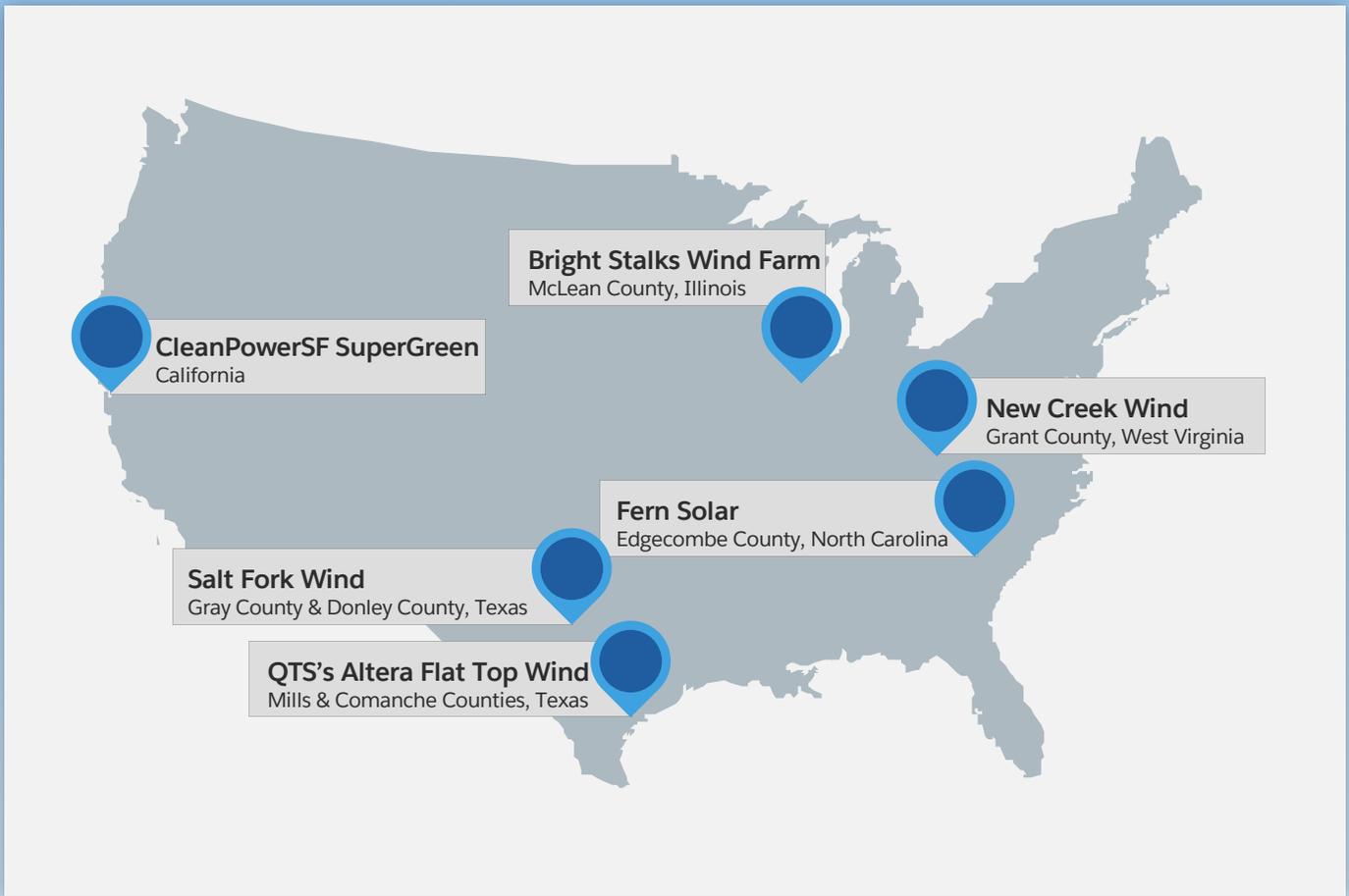


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INTRODUCTION

Salesforce is a cloud pioneer. The cloud runs on electricity, which today comes predominantly from burning fossil fuels -- a major source of global greenhouse gas emissions. Since making our first public commitment to 100% Renewable Energy in 2013, Salesforce has been working toward a clean energy future. Reaching 100% Renewable Energy means purchasing renewable energy equivalent to what we use to power our global operations on an annual basis. Achieving this the impactful way means thinking about deliberate, lasting, long-term grid transformation. That's why Salesforce focuses on purchasing renewable energy in ways that add new renewable energy to grid, avoid and reduce the greatest possible emissions, and blaze a trail for others to follow.

We're excited to share the following project highlights. For more information on our renewable energy strategy, download our [Clean Energy Strategy White Paper](#). For progress toward our 100% Renewable Energy goal, check out our latest [Stakeholder Impact Report](#).

KEY

For each project listed, we have disclosed the following details, indicated by the icons pictured (right).

	Procurement Type
	Estimated Annual Production
	Technology Type (wind, solar, etc.)
	Date Contract was Signed
	Date Project Operations Began
	Environmental Attribute (REC) Treatment
	Contract Duration from Signing
	Project Partner (owner, developer, utility, etc.)

RENEWABLE ENERGY PROJECT LIST

April 2019

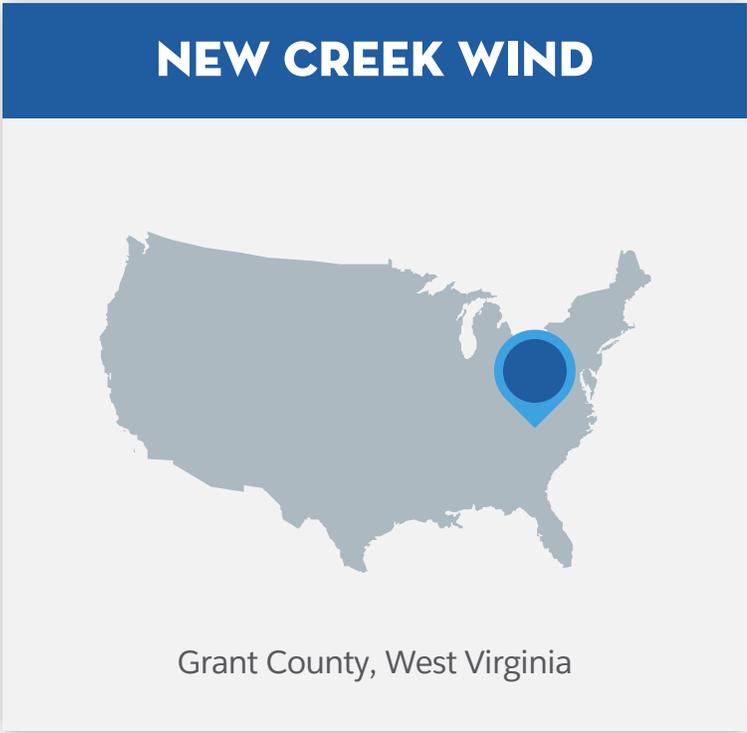
SALT FORK WIND



Gray County & Donley County, Texas

- 📄 Virtual Power Purchase Agreement
- 📊 102 GWhs estimated annual production
- ⚙️ Wind
- 📅 Contract Execution Date: 2015
- 🔌 Project Online Date: 2016
- 📄 Salesforce owns and retires the project RECs
- 📅 12-year Term
- 👤 Not public

As the first project which Salesforce entered a VPPA with to come online, this project delivers clean, renewable energy to the Texas grid. Salesforce’s commitment to this project provided the financial certainty necessary to catalyze project financing. Salesforce is proud to drive clean energy in the same electricity grid that currently powers a substantial portion of Salesforce’s data centers. Learn more about this project and others on our [blog](#).



-  Virtual Power Purchase Agreement
-  125 GWhs estimated annual production
-  Wind
-  Contract Execution Date: 2015
-  Project Online Date: 2016
-  REC Swap*
-  12-year Term
-  Not public

New Creek Wind was the first VPPA agreement executed by Salesforce. The wind farm is based in the coal heavy region of West Virginia and will deliver clean, renewable energy to the same regional electricity grid that currently powers a majority of Salesforce’s data centers. While Salesforce no longer has claim to the renewable energy from this facility, we did play a critical role in catalyzing its construction. Learn more about this project on our [blog](#).

REC Swap*: RECs from the project are sold separately by the project owner. The project owner instead provides Salesforce with replacement RECs from other renewable energy facilities in the US. Doing so lowered the PPA price for Salesforce, making it economical for us to support. While we no longer have claim to the renewable energy from this facility, we did play a critical role in catalyzing its construction. However in some respects by not retaining the RECs, we are allowing another entity such as a utility to use the projects RECs to meet their renewable energy targets. We would prefer to retain the RECs, thereby increasing demand for renewable energy. In all future projects we have elected to retain the project RECs.



- 
Consumer Choice Aggregation
100% Renewable Energy Program
- 
100% of Salesforce load for the urban campus
(Salesforce East, Salesforce West & Salesforce Tower)
- 
Wind (99%) and Solar (1%)
- 
2017 - Salesforce East and Salesforce West
2018 - Salesforce Tower
- 
Project Online Date: N/A
- 
RECs are retired on behalf of utility customers
and Green-e Energy certified by the Center for
Resource Solutions
- 
Month-to-month
- 
San Francisco Public Utility
Commission's CleanPowerSF

Salesforce is a leader in San Francisco Public Utilities Commission's CleanPowerSF SuperGreen program--all three of the company's HQ buildings in San Francisco are now sourcing 100% renewable energy. Participation in the program supports the delivery of clean energy, increases local investments and sends a clear signal to the city of San Francisco of Salesforce's commitment and desire to see a clean power future. Salesforce is pleased to support the city's progress as it moves to deliver cleaner and greener electricity to San Francisco and invest in new California based renewable projects. Learn more about this project and others on our [blog](#).

QTS'S ALTERA FLAT TOP WIND



Mills & Comanche Counties, Texas

- 
Data center provider, QTS, sleeved a physical PPA through their Retail Electric Supplier
- 
On an annual basis, QTS allocates renewable energy to match 100% of Salesforce's use at their Texas data center
- 
Wind
- 
Contract Execution Date: February 2018*
- 
Project Online Date: April 2018
- 
RECs are owned by QTS and retired on behalf of Salesforce
- 
10-year Term
- 
QTS Reality Trust

Salesforce prefers to see our vendors listening to our desire for renewable energy and executing impactful renewable energy deals on our behalf. Because we often lease space, facility owners are best positioned to make these kinds of purchases. For this project, QTS has negotiated a sleeved PPA with Citigroup to offtake a portion of the wind farm production over the next ten years. “This deal will provide a renewable source of energy as well as price certainty to one of our key data centers,” said Travis Wright, Vice President – Energy and Sustainability for QTS. “It also demonstrates the value that comes from the close collaboration between our energy suppliers and QTS’ commitment to sustainability across its own operations.”

*Contract executed by QTS.

BRIGHT STALKS WIND FARM



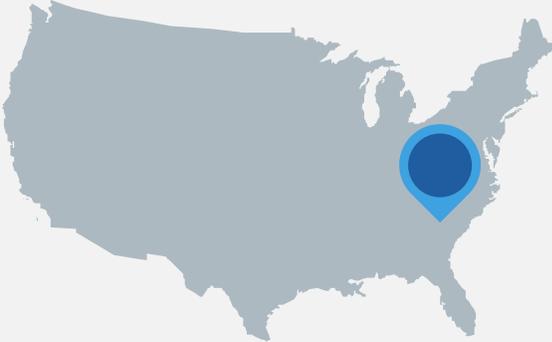
McLean County, Illinois

-  Virtual Power Purchase Agreement
-  300 GWhs estimated annual production
-  Wind
-  Contract Execution Date: 2018
-  Project Online Date:
Anticipated by end of 2019
-  Salesforce owns and retires the
project RECs
-  15-year Term
-  EDP Renewables North America

The Bright Stalk Wind VPPA is Salesforce’s largest renewable energy agreement to date, supporting 80 megawatts (MW) of wind energy in Illinois. It represents a critical milestone on the company’s journey to reaching 100 percent renewable energy. Salesforce’s agreement is expected to generate enough clean electricity to power more than 27,000 Illinois homes annually. The full 205 MW Bright Stalk Wind Farm is anticipated to be operational by the end of 2019 and will create hundreds of full-time jobs during construction and several permanent jobs during the life of the project. This project plays a critical role in balancing Salesforce’s electricity use in our second highest energy use region.

Learn more about this project and others on our [blog](#).

FERN SOLAR



Edgecombe County, North Carolina

-  Virtual Power Purchase Agreement
-  23 GWhs estimated annual production
-  Solar
-  Contract Execution Date: 2018
-  Project Online Date: Anticipated June 2020
-  Salesforce owns and retires the project RECs
-  15-year Term
-  BayWa r.e.

Salesforce is a proud participant of the Corporate Renewable Energy Aggregation Group’s Fern Solar procurement. This collective 42.5 MW deal is the first known example of companies aggregating similar, relatively small amounts of renewable energy demand to collaboratively enter into a VPPA.

Initiated by Salesforce, and in partnership with the Business Council on Climate Change and the Business Renewables Center, these five international businesses, Bloomberg L.P., Cox Enterprise, Inc., Gap Inc. and Workday, Inc, began collaborating in late 2017 to explore how businesses can procure smaller amounts of renewable energy directly with large off-site renewable energy projects. Through the successful execution of this deal, the Corporate Renewable Energy Aggregation Group demonstrated that smaller buyers who individually can't do VPPAs can pool their demand and support large scale projects in the same impactful way larger companies (like Salesforce) usually do. Learn more about this project and others on our [blog](#).