



Strategic Growth Plan for a Renewables Owner & Operator

CHALLENGE

Our client, a national developer, owner, and operator of utility-scale wind, solar, and battery storage assets, recently completed a major acquisition. The purchase expanded their asset portfolio and project pipeline to include all renewable resource types (e.g., wind, solar, storage) across all U.S. markets. In the fast-growing renewables market, they faced several challenges, including persistent regulatory uncertainty, rising development costs, and tough competition.

PROCESS

- Researched and compiled a comprehensive U.S. renewable energy market assessment that included deep dives into key topics such as transmission and interconnection
- Performed a current state analysis of the company's financial performance, operational capabilities, asset portfolio, development pipeline, and organizational structure
- Formulated strategic goals and objectives through a series of executive workshops, ideated key strategic projects, and investments
- Modeled the company's financial and operational performance over the planning horizon based on a variety of different external and internal scenarios

RESULTS

- Developed a board-approved, five-year corporate strategic plan that guided the client to 5x growth over the planning period. The plan included:
 - Portfolio, pipeline, revenue, and profitability objectives
 - Targeted market and technology expansion across regions
 - Key strategic projects and investments to expand the company's capabilities and support brand differentiation

AT A GLANCE

5x

growth over
5 years



Wind, solar, and
battery storage



All U.S. markets

ScottMadden has worked with a number of utilities to develop and scale their wind, solar, and battery storage. [Contact us](#) to learn how we can help you make the transition to a clean transportation future.

Smart. Focused. Done Right.®



CONTACT US



404.814.0020



scottmadden.com



info@scottmadden.com