

LEARN ABOUT INTERNATIONAL SOLAR ENERGY PROJECTS

in **Southern Africa** and
Latin America and the Caribbean



Join USTDA for a Business Briefing at **Solar Power International 2010**

Monday, October 11, 2010 • JW Marriott Los Angeles L.A. LIVE • Diamond Ballroom Salon 8

NATIONAL EXPORT INITIATIVE
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Sponsored by the U.S. Trade and Development Agency in cooperation with the Solar Energy Industries Association and the Solar Electric Power Association

TO REGISTER

COST: NO CHARGE. Registration is limited to U.S. companies only. USTDA reserves the right to qualify all registrants.

NAME	TITLE	
COMPANY		
STREET ADDRESS		
CITY	STATE	ZIP CODE
PHONE	FAX	
E-MAIL	Are you a small business? <input type="checkbox"/> Yes <input type="checkbox"/> No	

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please contact us at (202) 429-5245.

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The U.S. Trade and Development Agency (USTDA) invites you to attend two business briefings for U.S. industry to learn about procurement opportunities in the solar power sector in **Southern Africa and Latin America and the Caribbean**. U.S. companies will have the opportunity to receive the latest information on new developments in the solar energy sector in these two regions and to discuss your products and services during one-on-one meetings with project sponsors who are directly responsible for upcoming procurements and project opportunities.

Southern Africa

The countries of **Southern Africa** have some of the highest potential for solar power generation in the world. To take advantage of this tremendous clean energy resource, the governments of **Botswana, Namibia and South Africa**, as well as many private sector companies, are planning to implement several large-scale solar power projects in the coming months and years. The projects will create enormous potential for U.S. companies supplying goods and services in the solar power sector.

Prominent examples include:

- **A 100 MW CSP plant near Upington, South Africa:** The plant has an estimated cost of US\$1 billion and has received significant funding commitments from the World Bank.
- **A 5,000 MW solar park in South Africa's Northern Cape Province.** The solar park would serve as a concentrated zone for independent solar power producers in South Africa.
- **Private sector initiatives.** For example, Exxaro Resources has set a target of growing its renewable energy power generation capacity to 2,000 MW by 2030.

The Southern Africa delegation will include senior government officials from **Botswana, Namibia and South Africa**, as well as representatives from key utilities, financiers and private sector companies, including **Botswana Power Corporation, Development Bank of Southern Africa, Eskom, Erongo RED and Exxaro Resources.**

Latin America and the Caribbean

Applications for solar energy in **Latin America and the Caribbean** include space heating and cooling through solar architecture, provision of potable water via distillation and disinfection, day-lighting, hot water, thermal energy for cooking, and high temperature process heat for industrial purposes.

Prominent examples include:

- **Brazil:** A private company has announced that it will invest over \$270 million to build a new solar plant.
- **El Salvador:** Construction of a photovoltaic plant that is expected to generate approximately 1,825 MWH annually to over 200,000 households. Opportunities for U.S. firms include provision of photovoltaic cell materials and auxiliary equipment.
- **Guatemala:** A 25 MW CSP project is being developed in two phases with opportunities for U.S. firms to supply steel for parabolic troughs, solar mirrors, turbo generators and engineering and design services.

The Latin America and the Caribbean delegation will include senior government and private sector representatives from **Brazil, Colombia, El Salvador, Guatemala and Haiti.**

AGENDA

8:15 AM – 9:00 AM
Registration and
Breakfast
DIAMOND SALON 8

9:00 AM
Welcome Remarks
and Introductions of
the Southern African
Delegation
DIAMOND SALON 8

9:10 AM – 12:00 PM
Presentation of Projects
and Procurement
Needs by the Southern
African Delegates

12:15 PM – 1:30 PM
Networking Luncheon
for Southern Africa
and Latin America and
Caribbean Delegations
DIAMOND SALON 10

2:00 PM
Welcome Remarks and
Introductions of the
Latin American and
Caribbean Delegation
DIAMOND SALON 8

2:00 PM – 4:00 PM
Presentation of Project
and Procurement
Needs by the Latin
American and
Caribbean Delegates
DIAMOND SALON 8

2:00 PM – 5:00 PM
One-on-One Meetings
between Delegates
and U.S. Companies
DIAMOND SALON 9

COST
No charge