

Public Version

Southern Africa Solar Reverse Trade Mission

Organized by

MFM Lamey Group, LLC

Las Vegas, NV • Los Angeles, CA • San Francisco, CA

Denver, CO • Washington, DC

January 20 – 30, 2013

Immediate Report



This report was funded by the U.S. Trade and Development Agency (USTDA), an agency of the U.S. Government. The opinions, findings, conclusions or recommendations expressed in this document or those of the author(s) and do not necessarily represent the official position or policies of the USTDA.

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USTDA Project #2012-11024A

Prepared March, 2013



The U.S. Trade and Development Agency

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.



The National Export Initiative

The USTDA *Southern Africa Solar Reverse Trade Mission* is part of the National Export Initiative (NEI). The National Export Initiative is an executive order signed into law by President Barack Obama on March 11, 2010 in order to enhance and coordinate Federal efforts to facilitate the creation of jobs in the United States through the promotion of exports. The NEI covers export promotion and financing policy, establishes an Export Promotion Cabinet which includes the Director of the U.S. Trade and Development Agency, and addresses key issues such as Federal Export Assistance, Trade Missions and Export Promotion of Services.

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1. Background & Summary

The U.S Trade and Development Agency (USTDA) funded the *Southern Africa Solar Reverse Trade Mission* (RTM) which took place in Las Vegas, NV, Los Angeles, CA, San Francisco, CA, Denver, CO and Washington. The RTM was an eight-day program for 13 delegates from South Africa, Botswana and Namibia representing the following organizations:

- South Africa Department of Science and Technology (DST)
- South Africa Department of Trade and Industry (DTI)
- South Africa National Treasury (NT)
- South Africa National Energy Development Institute (SANEDI)
- South Africa Technology Innovation Agency (TIA)
- National Energy Regulator of South Africa (NERSA)
- Development Bank of Southern Africa (DBSA)
- Eskom
- Botswana Department of Energy
- Botswana Power Corporation
- Namibia Power Corporation
- Renewable Energy & Energy Efficiency Institute (Namibia)

The purpose of the RTM was to introduce the delegation to U.S. solar power technology solutions and providers, create linkages for future collaboration with U.S. companies providing equipment and services, encourage bilateral collaboration for solar power deployment and highlight stakeholder best practices, policies and financing options to support implementation. In addition to the abovementioned organizations, Ryan Blumenow of the USTDA office in Johannesburg accompanied the delegation.

The RTM is the first activity in USTDA's three-part program to build U.S.-Southern African partnerships for the implementation of solar power projects in Southern Africa. The second activity will be a workshop scheduled for May 21-22 in Johannesburg, South Africa that will bring together U.S. and Southern African stakeholders to discuss U.S. solar energy technologies, policies and best practices and upcoming project opportunities to further foster U.S.-Southern African partnerships in solar power generation projects. The third activity is for a second RTM, dates still to be determined, that will bring private sector delegates from South Africa to the United States to meet with U.S. companies and government organizations and tour solar power installations in Washington, DC, Phoenix, AZ, Las Vegas, NV and San Francisco, CA.

South Africa offers some of the world's highest potential for solar power generation and is aggressively pushing private sector investment in the implementation solar power generating facilities. A key example is South Africa's Renewable Energy Independent Power Producers (REIPP) Request for Proposals which is calling for solar and wind project proposals. 20 of the 28 Independent Power Producers projects in the first round were for solar power generation and an additional 19 solar power projects were named as preferred bidders in the second round. Botswana and Namibia also hold tremendous solar power potential and have been identified as priority countries for major international suppliers of solar power technologies. Botswana is in the design stage of planning for a 1,200 MW solar park. Namibia has established, with USTDA, a transparent regulatory framework, that should help it to attract solar power sector investments in the near future. Both Botswana's and Namibia's state-owned electric power utilities, Botswana Power

Corporation (BPC) and NamPower, respectively, have expressed interest to USTDA in working with U.S. companies to develop solar power projects.

Frost and Sullivan reports that Botswana's electricity industry is expected to grow significantly in the near future thanks to additional generation capacities such as the 600 MW Morupule B coal fired power station under construction and scheduled for commercial operation by the end of 2012 as well as additional power generating capacities in plans to be commissioned. The Botswanan government's generation program will increase the country's generation capacity from 120 MW to 720 MW. In conjunction with its initiatives, the Government is allowing generation investment by private sector Independent Power Producers. The Government has also taken steps on solar energy, including a concentrating solar thermal power plan and the commissioning of a Renewable Energy Feed in Tariffs study to promote investment in renewable energy facilities such as solar photovoltaic plants.

Namibia has an annual average of nearly 4,000 hours of sunshine annually and has the largest solar energy potential in the region. While NamPower developed a solar and diesel hybrid power project at Tsumkewe in January, 2012, solar power and other renewable areas such as wind farming and biomass have not been explored significantly. Thus there is great potential given the amount of sunshine and development objectives of NamPower.

The delegates arrived at the Las Vegas, Nevada airport on the morning of January 19, 2013. MFMLG's Rebeca Gil, Millennium Science and Engineering's Jonathan Braswell and Technical Consultant Terry Peterson met them at the airport and escorted them in a chartered bus to the Circus Circus Hotel.

After checking into the hotel, the delegates attended the MFMLG briefing in one of the hotel meeting rooms. The purpose of the briefing was to provide an overview of the RTM, distribute the delegate handbooks, gain a greater understanding of the delegates' interests, as well provide a base line of information regarding the U.S. solar power sector in preparation for the upcoming meetings and site visits to ensure an effective and well-run reverse trade mission.

MFMLG's Rebeca Gil welcomed the group. After the delegates introduced themselves and their role in their organization, Ms. Peseux reviewed the objectives of the RTM, provided an overview of their itinerary and reviewed the logistical arrangements. She then introduced Mr. Jonathan Braswell of Millennium Science and Engineering, the program consultant and Terry Peterson, the technical consultant for the RTM. Mr. Braswell and Mr. Peterson provided an overview of the U.S. power sector and its structure. He also discussed technologies of interest and relevance based upon the input received from the delegations' questionnaires and MFMLG research on the sector.

A detailed summary of the Reverse Trade Mission follows:

WEEK 1

Saturday, January 19, 2013: Las Vegas, NV

Welcome Briefing

Terry Peterson provided an overview of the U.S. solar industry. Of particular interest to the delegates was U.S. policy regarding Power Purchase Agreements, Feed-in Tariffs, and Tax Credits.

Sunday, January 20, 2013: Tonopah, NV

Solar Reserve, Crescent Dunes Solar Energy Project

Solar Reserve took the delegates to Tonopah, NV to visit Solar Reserve's Crescent Dunes Solar Energy Project. This concentrating solar power (CSP) plant, which is currently under construction, will have integral molten salt energy storage technology that was developed by Pratt & Whitney Rocketdyne. SolarReserve's CTO Mr. William Gould was the primary tour guide and provided the delegates with details about the power plant's construction and operation. The delegates walked around the power-block and thermal-storage tank areas near the tower, as well as viewing inside the tower, which had recently finished installation of the molten-salt receiver assembly.

Monday, January 21, 2013: Primm, NV; Ivanpah, CA; Daggett, CA

The delegates checked out the Circus Circus Hotel and boarded transportation for a number of site visits between Las Vegas and Irvine, California where they would stay for the night.

First Solar, Silver State North Solar Project

Located 40 miles south of Las Vegas, Nevada, the First Solar Silver State North Solar Project began operation by May 2012. Silver State North uses First Solar's thin film PV modules and has a capacity of 50-MW. Mr. Christensen and Ms. Luckhurst of First Solar delivered a site safety briefing and then lectured about First Solar and the construction of the 50-MW plant. Mr. Vladimir Chadliev, who was previously with NV Energy but is now Director of Global Grid Integration at First Solar, provided information about NV Energy's perspectives on this and other solar projects in Nevada. Then the delegates walked into the solar field to observe its structures under the guidance of First Solar staff.

BrightSource Energy, Ivanpah Solar Electric Generating System

The Ivanpah Solar Electric Generating System (SEGS), which a joint venture of BrightSource Energy, NRG Solar, and Google called Solar Partners is currently constructing, is a CSP plant that will produce 377 MW of electricity (net). Ivanpah SEGS is being constructed by Bechtel and is comprised of three units. Upon completion, Ivanpah SEGS will be the largest solar thermal power tower system in the world. Unit 1 is currently being commissioned and Units 2 and 3 will be completed in 2013. The RTM tour bus pulled up to the construction-entrance gate and stopped for about 15 minutes for the delegates to view the in-progress Ivanpah plant. Terry Peterson provided information about the site and the project and answered delegate questions.

SkyFuel, SkyTrough® Parabolic Trough Solar Thermal Collector at SEGS II

In 2010 SEGS II, located in Daggett, CA was retrofitted with SkyFuel's SkyTrough® parabolic trough solar thermal collector. SkyTrough® uses lightweight, glass-free, slide-in reflective

mirror panels made with ReflecTech® Mirror Film. These mirror panels and the supporting aluminum space frame are lightweight, easy to manufacture, ship and deploy and significantly reduce construction time and cost compared to those for a conventional glass-mirrored parabolic trough system. William Felsher and a colleague divided the RTM group in half and each led his subgroup on a tour of the SkyFuel demonstration loop. Mr. Felsher explained the optical precision and rapid assembly process of the SkyFuel trough.

Tuesday, January 22, 2013: Los Angeles, CA

University of California, Irvine

The delegates first visited the installation site on the UCI campus of two Amonix arrays that are connected to the campus electric grid as part of a California Solar Initiative RDD&D program project to study grid-integration effects of such large arrays on local distribution circuits. While at that site, UCI graduate student Renée Cinar told the delegates about the UCI Advanced Power and Energy Program, and Robert McConnell of Amonix described the Amonix systems. Then the delegates traveled to the UC Irvine National Fuel Cell Research Center for presentations by Southern California Edison and Amonix. On the way to the Center Ms. Cinar provided additional information about UCI's APEP installations.

Mr. Rudy Perez described Southern California Edison's solar program and efforts to integrate solar and other renewables to satisfy California's legal requirement on utilities to provide 33 percent renewables-based electricity by 2020. This presentation generated much delegate interest and many questions. Following Mr. Perez' talk, Robert McConnell provided further details about Amonix and its technology.

Solar Reserve

SolarReserve CEO Kevin Smith provided an overview presentation to the delegates on SolarReserve's technology and business interests in Southern Africa, which include both molten-salt power towers and PV power plants. Several senior SolarReserve staff, including the CTO, were also present. Following the presentation the delegates traveled to Rocketdyne, Solar Reserve's technology partner. George O'Connor, Chief Engineer of Pratt & Whitney Advanced Power Systems division, delivered a detailed presentation on P&W's history relevant to the SolarReserve molten-salt receiver design as well as many features of that design. He answered numerous delegate questions. Following his presentation, Mr. O'Connor conducted a tour of some artifacts from P&W's impressive aerospace history.

Wednesday, January 23, 2013: Bakersfield, CA; California Valley, CA

AREVA Kimberlina Solar Power Plant

The delegates visited AREVA's linear Fresnel solar concentrator and receiver demonstration facility in Bakersfield. AREVA's system is designed to seamlessly integrate with solar and solar-hybrid power plants, conventional power plants, and a diverse range of industrial steam processes. The delegates were briefed by AREVA Vice President Mary Alice Hayward and shown a presentation about AREVA's linear Fresnel solar concentrator and receiver. They were then given a safety briefing and finally a tour of the Kimberlina site by Aaron Hampton, Plant

Operations Supervisor. The plant was in its winter shutdown, but the operators described key elements of the plant and demonstrated the rotation of some of the mirror segments.

SunPower California Valley Solar Ranch

The SunPower California Valley Solar Ranch is a 250-megawatt photovoltaic solar electric system that is currently under construction. The delegates first received brief safety training before being joined by SunPower CVSR project manager Trevor Thor. Matt Campbell and Mr. Thor of SunPower jointly led a tour of the site that included a visit to the plant substation and several array locations to view different phases of solar field construction. After leaving the CVSR plant, the bus stopped outside the fence line of the nearby First Solar 550-MW Topaz plant that is in relatively early stages of construction.

Thursday, January 24, 2013: San Francisco, CA

First Solar

The delegates met with Brian Kunz, VP U.S. Project Development; Alan Bernnelmer, Director Public Relations, Americas; and Dr. Mahesh Morjaria, VP Global Grid Integration. Areas covered included:

- Overview of First Solar's experience as the largest integrated system solution provider – the world's largest thin-film PV module manufacturer and largest EPC contractor.
- PV Solutions to Contemporary Energy Problems
- PV Power Plant Overview and Design
- First Solar Modules and Balance of Systems – enabling plant cost reductions
- PV Plant Design Optimization
- Engineering, Procurement and Construction and Operations and Maintenance
- Grid Integration of PV plant – plant controls to stabilize the grid, load balancing needs and PV plant as part of a diverse resource portfolio.

AREVA

The delegates heard about AREVA's technology and its versatility in hybrid configurations, such as the existing fuel-saver (feedwater heater) applications in Australia.

Friday, January 25, 2013: Richmond, CA; Oakland, CA; Belmont, CA

SunPower

The delegates heard from Cindi Choi on SunPower's business, Matt Campbell on SunPower's technology, and Thibaud Vibert on SunPower's interest and presence in Southern Africa via his newly acquired organization, Tenesol South Africa (Pty) Ltd.

BrightSource

The delegates met with Patrick Sullivan, Senior Director, Business Development; Joseph Desmond, Senior Vice President, Government Affairs & Communications; Mitch Zafer, Senior Project Engineer International Development; John Mulligan, Director, Public Policy and Regulatory Affairs; and Kiran Gill, Director Origination. Mr. Desmond provided an introduction, while Mr. Sullivan gave further details backed by observations from Mr. Zafer and Ms. Gill. The addition of thermal storage as an option for BrightSource plants beyond the current Ivanpah one was a topic of great interest.

SunEdison

The meeting in Belmont included Kumar Dhuvur, Managing Director, Market Development & Strategy; Sandeep Agarwal, VP, Product Architecture & Management; as well as several members of SunEdison's technical staff and Vignesh Nandakumar, SunEdison's South Africa representative, who joined the meeting from South Africa by telephone. After hearing about SunEdison's business and technology developments, the delegation toured several technology exhibits and the Belmont ROC (Remote Operations Center) from which SunEdison monitors the real-time performance of approximately 1000 systems.

Week 2

Monday, January 28, 2013: Denver, CO

National Renewable Energy Laboratory

NREL is the U.S. Department of Energy's primary national laboratory for renewable energy and energy efficiency research and development. NREL develops renewable energy and energy efficiency technologies and practices, advance related science and engineering, and transfer knowledge and innovations to address the nation's energy and environmental goals. NREL staff provided a series of presentations covering:

Introduction to NREL Solar Energy Program: Industry Driven Research & Development	Bob Hawsey, Associate Lab Director, Renewable Energy and End Use Systems
Industry Driven Photovoltaic R&D Overview	Greg Wilson, NCPV Director
Industry Driven Concentrating Solar Thermal Power R&D Overview	Mark Mehos, Principal Program Manager, CSP Electricity
Solar Resource Mapping	Keith Searight and Nate Blair, Group Manager, Energy Forecasting and Modeling Strategic Energy Analysis Center
Overview of Industry Driven Hydrogen & Fuel Cell Research	Chris Gearhart, Center Director Hydrogen Technologies & Systems Center

Clean Energy Solutions Center

Sandra Halvatzis, International
Project Lead
Strategic Energy Analysis Center,
Victoria Healey, Project Leader
Integrated Applications Center

Opportunities for Collaboration Discussion

All

In addition to the above agenda, a small group of delegates also met with Dick DeBlasio, NREL Chief Engineer, to discuss his work with IEEE committees to establish standards for PV system grid interconnections.

SolarTAC

Dustin Smith, Executive Director of SolarTAC, met with the delegation and provided a tour of the site. Mr. Smith described the several different demonstration projects currently under way at SolarTAC by SunEdison, EPRI, Abengoa, and Xcel.

Tuesday, January 29, 2013: Washington, DC

DOE

The delegates heard from U.S. DOE speakers John Cabaniss, International Program Advisor; Dr. Lidija Sekaric, PV Program Manager, Sunshot Initiative; and Dr. Ranga Pitchumani, Program Director CSP. Respectively, these speakers described the U.S. DOE's renewable energy programs and its Sunshot Initiative components in PV and CSP technologies designed to make both market competitive by 2020.

Dr. Robert Margolis described his work in the U.S. DOE SunShot Vision study, which examined the potential impacts of solar technologies in the U.S. within the next 40 years, concluding that if the SunShot goals are achieved solar energy could provide nearly 1/3 of the U.S. electricity by 2050 with likely a net reduction in electricity prices of almost one cent per kilowatt hour, saving consumers about \$40 billion per year.

Solar Electric Industries Association

The delegates met with Mr. John Smirnow of the Solar Energy Industries Association (SEIA), which is the national trade association of the U.S. solar energy industry. The delegates were provided an overview of SEIA's activities, which focus on advocacy and education to expand solar markets, remove market barriers, strengthen the U.S. solar industry, and educate the public on the benefits of solar energy.

Wednesday, January 30, 2013: Washington, DC

Finance Roundtable

The delegates met with public and private international finance organizations including: the U.S. Trade and Development Agency, Export-Import Bank of the United States; the Overseas Private Investment Corporation; the U.S. Department of Commerce International Trade Administration; Blacklin Associates; BJM International; and Delphos International. The organizations provided background information on their organizations and discussed project finance options for solar projects in Southern Africa.

Following the January 30 meetings at USTDA, the delegation was transported to Washington Dulles International Airport for their return flights to Johannesburg, Gaborone and Windhoek, respectively.

Immediate Report Results

Delegates found the RTM to be beneficial in a number of areas. Frequently noted outcomes included technical knowledge gained in specific areas such as CSP, PV Modules, financing and strategy; contacts made; overview of solar industry; initial discussions with U.S. companies and governmental organizations; and overall satisfaction with the breadth of companies and organizations met with and site visits undertaken. Several delegates noted specific opportunities. Several delegates noted that they are currently exploring the construction of a solar thermal plant for which a bankable feasibility study would be done that U.S. companies could bid on. Another delegate noted plans for follow-up several companies on PV Module manufacturing and on investigative solar augmentation and hybrid studies. Several delegates noted initial commercial discussions with companies including Furst Solar, Sun Edison, Sun Power and Solar Reserve. Another delegate reported on potential funding from Solar Reserve for a solar resource assessment sites as well as potential collaboration with Sun Edison for off-grid projects and roof top technologies. As it was a public sector group, areas of potential collaboration and beneficial contact was noted with U.S. governmental representatives including NREL, OPIC and Sandia in areas like laboratory development, financing and knowledge sharing in research and development.

Companies who met with the delegation during the Reverse Trade Mission and provided comments highlighted the benefits of establishing contacts with key constituents in the Southern African solar sector and potential outcomes that could come about as a result. Additional benefits noted included exposure for companies to key constituencies from the Southern Africa public sector, the ability to highlight technologies and share lessons learned and solar technology experiences, and the chance to gain a better understanding of the current challenges facing South Africa, Botswana and Namibia. Related to the last point, company representatives were pleased to have Botswana and Namibia included in the program as it expanded the breadth of new contacts as well as business opportunities and information gathered related to the regional solar sector. One company representative expressed confidence that they will be well positioned for the 3rd round of competition for solar projects expected later this year. Another met its objectives by meeting with potential U.S. company partners for regional solar activities during the RTM. There was a company representative who traveled to South Africa post-RTM and met with Eskom and one of the RTM delegates on their company's potential participation in a feasibility study for CSP, with their objective being to sell Eskom some of their solar technology, with an estimated potential sales between \$2 and \$10 million USD, within a longer-term sales cycle.

2. AGENDA & PROGRAM



Friday, January 18, 2013

Travel

20:00 Delegates depart from O.R. Tambo International Airport, Johannesburg to Maynard Jackson International Airport on Delta Flight DL0201.

Saturday, January 19, 2013

Travel / Las Vegas, NV

- 06:00 Delegates arrive at Maynard Jackson International Airport, Atlanta.
- 07:00 After clearing Immigration / Customs delegates will transfer to Delta Flight DL2203.
- 08:10 Delegates depart from Maynard Jackson International Airport International Airport to McCarran International Airport, Las Vegas on Delta Flight DL2203.
- 09:55 Delegates arrive at McCarran International Airport, Las Vegas and will be met by a representative from MFM.
- 10:30 After collecting their luggage the delegates will travel by bus to their hotel.
- 11:00 Delegates check in to hotel.
- 13:00 Welcome Briefing and Lunch

Meeting Room F, Circus Circus Hotel, First Level, Skyrise Tower
Agenda:
 - Review the RTM’s itinerary;
 - Discuss protocol and procedures
 - Provide an overview of the solar sector in the US, to establish a baseline of knowledge; and
 - Answer questions.

15:00 Free time

19:00 Dinner

Sunday, January 20, 2013

Site Visit Tonopah, NV

07:00 Breakfast

08:00 Delegate board bus to North Las Vegas Airport for charter flight to Tonopah, NV

09:00 Delegates depart on chartered flight to Tonopah, NV.

10:00 Delegates arrive in Tonopah, NV.

10:10 Delegates are transported by SolarReserve to Crescent Dunes Solar Energy Project

10:30 Tour of Crescent Dunes Solar Energy Project, Tonopah, NV

12:30 Delegates are transported back to Tonopah, NV

13:00 Lunch sponsored by SolarReserve.

Address: Mizpah Hotel
100 Main Street
Tonopah, NV 89049
775 482 3030

14:30 Delegates are transported to North Las Vegas Airport.

15:00 Delegates depart on chartered flight from Tonopah, NV to Las Vegas, NV.

16:00 Delegates arrive at North Las Vegas Airport.

16:15 Delegates are transported to hotel.

19:00 Dinner.

Monday, January 21, 2013

Site Visits Between Las Vegas and Los Angeles, CA

7:00 Breakfast

7:45 Delegates check out of hotel.

8:00 Delegates board bus to Silver State North Solar Project in Primm, NV.

9:00 Tour of Silver State North Solar Project.

- 11:00 Lunch provided by First Solar.
- 12:00 Board bus to SEGS II.
- 14:00 Tour of SkyFuel Skytrough Parabolic Trough Solar Concentrator at SEGS II.
Daggett, CA
- 15:30 Board bus to hotel
- 17:30 Check into hotel in Irvine, CA.
- Address: Hyatt Regency Irvine
17900 Jamboree Road
Irvine, CA 92614
- 20:00 Dinner in Los Angeles, CA area

Tuesday, January 22, 2013

Company/Organization Meetings In Los Angeles, CA

- 07:00 Check out of hotel.
- 07:30 Board bus to University of California, Irvine.
- 08:00 Meeting with Southern California Edison
- 09:30 Meeting with AMONIX and visit to AMONIX concentrated solar unit.
- 13:00 Meeting at SolarReserve
- Address: SolarReserve
2425 Olympic Boulevard Suite 500 East
Santa Monica, CA 90404
- 14:00 Delegates board bus to Pratt & Whitney Rocketdyne, Canoga Park, CA.
- 15:00 Meeting with Pratt & Whitney Rocketdyne
- Address: Pratt & Whitney Rocketdyne
6633 Canoga Avenue
Canoga Park, CA 91303
- 17:00 Board bus to hotel
- 17:30 Check in to hotel
- 19:00 Dinner

Wednesday, January 23, 2013

Site Visits Between Los Angeles, CA and San Francisco, CA

- 06:45 Check out of hotel.
- 07:00 Board bus to visit to AREVA Kimberlina Solar Thermal Plant
- 09:00 Visit to Areva Kimberlina 5 MW Solar Thermal Energy CFLR Power Plant
Areva Kimberlina Solar Thermal Energy Power Plant, Bakersfield, CA
- 11:00 Board bus to California Valley Solar Ranch
- 12:00 Visit California Valley Solar Ranch (SunPower) - 250 MW PV Solar Power
Plant
- 13:30 Board bus to BrightSource Energy/Chevron Solar Power Plant
- 15:30 Visit to BrightSource Energy/Chevron Solar Power Plant, Coalinga, CA
- 17:00 Board bus to San Francisco.
- 20:00 Arrive at hotel in San Francisco
- Address: Hyatt Regency Fisherman's Wharf
555 North Point Street
San Francisco, CA 94133
- 21:00 Dinner

Thursday, January 24, 2013

Company/Organization Meetings in San Francisco, CA Area

- 08:30 Board bus to meeting with California Public Utilities Commission
- 09:00 Meeting with the California Public Utilities Commission, California State
Building
505 Van Ness Ave San Francisco, CA 94102-3298
- 10:30 Board bus to meeting with Sun Edison
- 11:00 Meeting with Sun Edison
- Address: SunEdison
600 Clipper Drive
Belmont, CA 94002
- 12:30 Delegate board bus to meeting with AREVA
- 13:00 Meeting and Lunch with AREVA

19:00 Dinner

Friday, January 25, 2013

**Company/Organization Meetings in
San Francisco, CA Area**

08:00 Board bus to meeting with SunPower Systems.

09:00 Meeting with SunPower Systems

Address: SunPower Systems
1414 Harbour Way South
Richmond, California 94804

10:30 Board bus to meeting with First Solar

11:30 Meeting with First Solar

13:30 Board Bus to Meeting / Lunch with BrightSource Energy

14:00 Meeting and lunch with BrightSource Energy

Address: BrightSource Energy
1999 Harrison Street
Suite 2150
Oakland, CA 94612

16:00 Return to San Francisco

19:00 Dinner

Saturday, January 26, 2013

Free Time San Francisco, CA

Sightseeing and shopping in San Francisco area.

Sunday, January 27, 2013 **Travel to Denver, CO**

09:30 Delegates check out of hotel.

10:00 Delegates travel to San Francisco International Airport.

12:46 Delegates depart from San Francisco International Airport to Denver International Airport on United Flight 671

16:15 Delegates arrive at Denver International Airport.

16:45 After collecting baggage delegates are transported to their hotel.

17:30 Delegates check in to hotel.

19:00 Dinner.

Monday, January 28, 2013

Company/Organization Meetings in Denver, CO

- 07:00 Delegates check out of hotel.
- 07:30 Board bus to meeting with NREL
- 8:00 Meeting and Lunch at the National Renewable Energy Laboratory
- 12:15 Lunch
- 12:45 Board bus to meeting with Solar TAC
- 13:30 Meeting and tour at SolarTAC
Address: Solar Technology Acceleration Center
15151 East Alameda Pkwy, Suite 4400
Aurora, CO 80012
- 14:30 Delegates travel to airport.
- 16:45 Delegates depart from Denver International Airport to Washington, DC on Frontier Flight F9 0720.
- 21:53 Delegates arrive at Washington Reagan Airport
- 22:30 After collecting luggage delegates travel by bus to hotel.
- 23:00 Check in to hotel.
Address: The Madison Hotel
1177 15th St. NW
Washington, D.C.
20005

Tuesday, January 29, 2013

Company/Organization Meetings in Washington, DC

- 8:30 Board bus to meeting with DOE at USTDA
- 9:00 Meeting with the U.S. Department of Energy at USTDA
- 11:30 Lunch
- 13:00 Overview and Briefing with DOE's National Laboratory Programs: NREL and Sandia National Laboratories at USTDA
- 14:00 Meeting with Solar Electric Industry Association

Address: Solar Energy Industries Association
575 7th Street, NW, Suite 400
Washington, DC 20004

7:00 p.m. Dinner

Wednesday, January 30, 2013

**Company/Organization Meetings in
Washington, DC**

8:30 Board bus to meeting with USTDA

9:00 Meet and Greet with at U.S. Trade and Development Agency's Director
Leocadia Zak at USTDA

9:30 Finance Roundtable at USTDA

Participants: Export – Import Bank of the United States
Overseas Private Investment Corporation
World Bank
Financial institutions and financing advisors
U.S. solar power developers

12:30 Lunch at USTDA

13:00 Wrap-up Discussion, Next Steps

15:00 Depart for Dulles International Airport

18:15 Delegates depart from Dulles International Airport to Amsterdam
International Airport on Delta Flight DL9385.

3. ROSTER OF DELEGATES

Botswana Power Corporation
Mr. Pelaelo Kgomotso
Manager – Distribution Network Planning
and Development
Employment Designation: Government
Representative
P.O. Box 48
Gaborone, Botswana
Tel.: +267-7131-8729
Fax: +267-360-7074
Email: Kgomotso@bpc.bw
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

Botswana Department of Energy
Mr. Oagile Setlhare
Senior Energy Engineer
Employment Designation: Government
Representative
Private Bag 00378
Gaborone, Botswana
Tel.: +267-364-0200
Fax: +267-391-4201
Email: ojsetlhare@gov.bw
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

Botswana Department of Energy
Mr. Aaron Somolekae
Principal Energy Engineer – Renewables
Employment Designation: Government
Representative
Private Bag 00378
Gaborone, Botswana
Tel.: 267-364-0229
Fax: 267-391-4201
Email: somolekae@gov.bw
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

Development Bank of Southern Africa
Ms. Madalo Minofu
Project Manager
Employment Designation: Government
Representative
1258 Lever Road, Headway Hill, Midrand
Johannesburg, South Africa
Tel.: 27-11-313-3257
Email: madalom@dbsa.org
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

Eskom
Ms. Kubeshnie Bhugwandin
Strategy & Research Manager
Employment Designation: Government
Representative
Lower Germiston Road
Rosherville, Cleveland, 2022
South Africa
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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Site of Participation: Las Vegas, NV, Los
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Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

South Africa Technology Innovation
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Employment Designation: Government
Representative
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

U.S. Trade and Development Agency
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Representative
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Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Small

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4. FINAL PARTICIPANT LIST

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Date of Participation: January 24
Site of Participation: San Francisco, CA
Size of Company: Large

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Site of Participation: San Francisco, CA
Size of Company: Large

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Site of Participation: San Francisco, CA
Size of Company: Large

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Date of Participation: January 30
Site of Participation: Washington, DC
Size of Company: Large

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Site of Participation: Washington, DC
Size of Company: Large

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Site of Participation: Los Angeles, CA
Size of Company: Large

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Site of Participation: Washington, DC
Size of Company: Medium

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Site of Participation: Washington, DC
Size of Company: Medium

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Site of Participation: Washington, DC
Size of Company: Medium

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Site of Participation: Washington, DC
Size of Company: Medium

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
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Size of Company: Large

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Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
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Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
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Size of Company: Large

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Site of Participation: San Francisco, CA
Size of Company: Medium

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Size of Company: Medium

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Site of Participation: San Francisco, CA
Size of Company: Medium

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Size of Company: Medium

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Size of Company: Medium

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Size of Company: Medium

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Site of Participation: Washington, DC
Size of Company: Medium

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Site of Participation: Washington, DC
Size of Company:

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
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Size of Company:

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
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Size of Company:

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Site of Participation: San Francisco, CA
Size of Company: Medium

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Site of Participation: San Francisco, CA
Size of Company: Medium

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Size of Company: Medium

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Size of Company: Medium

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Size of Company: Medium

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Site of Participation: San Francisco, CA
Size of Company: Medium

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Site of Participation: Las Vegas, NV; Los Angeles, CA; San Francisco, CA; Denver, CO; Washington, DC

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV; Los Angeles, CA; San Francisco, CA; Denver, CO; Washington, DC

NamPower
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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los Angeles, CA, San Francisco, CA, Denver, CO & Washington, DC
Size of Company: Large

National Energy Regulator of South Africa
Mr. Ronald Chauke
Head of Department
Employment Designation: Government
Representative
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South Africa
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Email: Ronald.Chauke@nersa.org.za
Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los Angeles, CA, San Francisco, CA, Denver, CO & Washington, DC
Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Date of Participation: January 28
Site of Participation: Denver, CO
Size of Company: Large

National Renewable Energy Laboratory
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Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Size of Company: Large

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Site of Participation: Washington, DC
Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Site of Participation: Denver, CO
Size of Company: Large

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Site of Participation: Washington, DC
Size of Company: Large

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Site of Participation: Los Angeles, CA
Size of Company: Large

Renewable Energy and Energy Efficiency
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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
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Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Date of Participation: January 20 – 30, 2013
Site of Participation: Las Vegas, NV, Los
Angeles, CA, San Francisco, CA, Denver,
CO & Washington, DC
Size of Company: Large

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Site of Participation: Las Vegas, NV, Los
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Size of Company: Large

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Site of Participation: Las Vegas, NV, Los
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Size of Company: Large

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Site of Participation: Las Vegas, NV, Los Angeles, CA, San Francisco, CA, Denver, CO & Washington, DC
Size of Company: Large

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Site of Participation: San Francisco, CA
Size of Company: Large

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Site of Participation: San Francisco, CA
Size of Company: Large

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Size of Company: Large

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Size of Company: Large

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Size of Company: Large

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Site of Participation: Washington, DC
Size of Company: Large

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Size of Company: Small
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Date of Participation: January 20-30, 2013
Site of Participation: Las Vegas, NV, Los
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Size of Company: Small

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