



**U.S.-Southern Africa Solar  
Workshop: Partnering to Power  
Southern Africa's Future  
Johannesburg, South Africa**

Organized by  
MFM Lamey Group, LLC

May 21-22, 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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## **Immediate Report**

**USTDA Project #2012-11024A**

**Prepared June, 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 U.S.-Southern Africa Solar Workshop 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 U.S.-Southern Africa Solar Workshop: Partnering to Power Southern Africa's Future on May 21-22, 2013. The Workshop was designed to bring together U.S. and southern Africa stakeholders from South Africa, Namibia and Botswana, to foster partnerships in solar power generation projects. The workshop highlighted southern Africa solar projects and opportunities and reviewed U.S. solar energy technologies and development strategies. The agenda included an overview of U.S. solar power technologies and the legal, regulatory and institutional frameworks supporting them, a review of lessons learned and current best practices in solar development that enable solar development, discussions on procurement and investment opportunities in southern Africa's power sector and extensive networking opportunities throughout. To that end, during the program, U.S. firms met privately with key decision makers from Namibia, Botswana and South Africa in short, pre-scheduled one-on-one meetings.

With Southern Africa offering some of the world's highest potential for solar power generation, Southern African nations are aggressively pushing private sector investment in the implementation of solar power generating facilities, creating opportunities for U.S. firms. 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 28 IPP proposals in the first round were for solar power generation. An additional 19 solar power projects were named as preferred bidders in the second round. With the third round expected to finalize later in 2013, the workshop was an opportunity to meet with the key decision makers for South Africa's REIPP program prior to this third round.

The workshop was part of the U.S.-Southern Africa Solar Reverse Trade Mission and Workshop which in January 2013 featured a reverse trade mission for public sector delegates from South Africa, Namibia, and Botswana to Las Vegas, Los Angeles, San Francisco, Denver and Washington, DC. The workshop represented the second part of the program. In September 2013, private sector delegates from the solar power sector from South Africa, Namibia and Botswana to the U.S. for meetings and site visits with U.S. companies, financial institutions and government agencies.

The workshop took place over program sessions on May 21-22 at the Hyatt Regency Johannesburg Hotel, featuring luncheons on each day, a networking reception on May 21, and one-on-one meetings between interested U.S. firms and delegates from South Africa, Namibia and Botswana, also on May 21. Approximately 115 participants took part in the program. Corporate sponsors for the event included Harper Construction (Gold), AREVA and Bright Source (Silver), and Black and Veatch and Solar Reserve (Bronze).

On May 21, Paul Marin, Regional Director for Africa of the U.S. Trade and Development Agency gave the workshop welcome and provided opening remarks, followed by Catherine Hill-Herndon, Acting Deputy Chief of Mission of the U.S. Embassy in Pretoria, South Africa, and Professor Mosad Elmissiry, Head of Energy Programmes at the NEPAD Planning Agency. Sessions on May 21 included a Market Review and Update of Independent Power Producers in Southern Africa, an REIPP Update, Solar Project Development: Private Sector Lessons Learned, and Solar Project Planning and Finance. One-on-One Meetings took place after the conclusion of the first workshop day and a Networking Reception was held in the evening. The May 22

workshop program featured sessions on Solar Power Technologies: Latest Innovations, Integration with the Power Grid, Regional Regulatory and Market Frameworks in Southern Africa, Provincial and Municipal Experiences with Solar Public Policies, and Solar Power Solutions for Industry and Mining.

**Immediate Report Summary:**

Reporting U.S. companies noted benefits related to contacts made – both with new contacts and re-establishing relations with already established contacts, networking opportunities, company exposure, information gathered, and business development opportunities. One company noted a potential outcome of USTDA grant funded FEED study for industrial steam and booster application valued at less than \$1 M USD. Another related follow-ups in a number of areas including on feasibility studies with the Development Bank of Southern Africa, City of Johannesburg, Government of Western Cape, and NamPower as well as high interest for their products coming from Phakgamang Holdings. A third company reported on discussions with Ekurheleni Municipality on CSP/PV valued at \$100-\$300M USD and for storage for solar park in the Northern Cape to which a value was not assigned.

Delegates from South Africa, Namibia and Botswana reported on networking with U.S. companies and government agencies involved in solar power projects, information gathered, particularly in the area of industry knowledge, potential follow-ups planned with U.S. companies and other planned activities that were assisted by participation. As related to information gathering, numerous participants noted the value of the information provided in presentations and through networking on latest activities in renewable energies from U.S. companies on the project side and on its regional growth in Southern Africa. One respondent noted plans to link with solar developers to work on developing projects for South Africa. Companies noted for follow-ups included ElectronVault, Black and Veatch, Harper, SASTERA, GE, Solar Reserve, BrightSource and Sun Power. Another delegate organization noted that the workshop information would be useful to their roll-out of a Solar Photovoltaic project. A third delegate reported on planned follow-up with U.S. companies on a roof-top solar panel project. Another delegate said that they are looking to conclude an agreement with USTDA in the area of Rooftop PV, which allows support of provincial strategic objectives and critical input to departmental energy efficiency and sustainability strategy. appointed in December of 2013, and the project will likely be completed in July of 2014.

Local South African company participants reported positively on connections made with U.S. companies in a variety of project areas and connections with banks and government agencies for potential financing/funding for projects. Local companies noted interest from possible funders for projects from PriceWaterhouseCoopers, Industrial Development Corporation and Statera Capital . One local company representative reported on a potential follow-up opportunity on a project that could generate roughly \$750,000,000 for a plan that would involve an eventual 600 MW of solar power. Another noted pleasure with the specific business opportunities introduced at the program and highlighted companies Black & Veatch, Harper Construction, SunEdison, ElectronVault, Areva Solar, Bright Source, and Solar Reserve as those targeted for continued discussions, as well as numerous banks that could provide federal and private funding. A third local company highlighted Black & Veatch as a potential partner for three solar power stations,

intends to invite Solar Reserve to participate in another power station project, and listed ElectronVault for assistance in reducing costs by using battery systems.

## **2. AGENDA & PROGRAM**



## FINAL AGENDA

*All sessions take place in conference rooms Nina I & II on the conference room level.*

### DAY 1 – May 21, 2013

#### **0800 – 0900 REGISTRATION AND CONTINENTAL BREAKFAST**

*Sponsor Expo and Breakfast in Ilanga I & II on the conference room level*

#### **0900 – 0945 WELCOME AND OPENING REMARKS**

- Paul A. Marin, Regional Director, U.S. Trade and Development Agency
- Catherine Hill-Herndon, Acting Deputy Chief of Mission, U.S. Embassy
- Prof. Mosad Elmissiry, Head Energy Programmes, NEPAD Planning and Coordinating Agency

#### **0945 – 1100 MARKET REVIEW & UPDATE: Independent Power Producers in Southern Africa's Solar Sector**

Moderator: Paul A. Marin, Regional Director, U.S. Trade and Development Agency

- Ayanda Nakedi, Senior General Manager, Renewables Business Unit, Eskom
- Kumesh Naidoo, Programme Manager: Solar Park Feasibility Study, Central Energy Fund (SOC) Ltd.
- Margaret Mutschler, Head of Projects, Namibia Power Corporation (NamPower)
- Alban Motsepe, Director of Corporate Services, Botswana Power Corporation

#### **1100 – 1130 NETWORKING BREAK** *in Ilanga I & II* *Sponsored by*



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*Limitless*

**1130 – 1230 ISSUES & OPPORTUNITIES: REIPP UPDATE**

Moderator: Jason Nagy, African Business Development Manager, U.S. Trade and Development Agency

- Yousuf Haffejee, Head : Single Buyer Office, Eskom
- Jasandra Nyker, Chief Executive Officer, BioTherm Energy

**1230 – 1400 LUNCHEON** *in the Jabulani Restaurant on the lobby level*

**1400 – 1515 SOLAR PROJECT DEVELOPMENT: PRIVATE SECTOR LESSONS LEARNED**

Moderator/Presenter: Dr. Terry Peterson, Solar Power Consulting

- Greg Retzlaff, Manager of Renewable Energy Technical Services – Africa, Black & Veatch International
- Vignesh Nandakumar, Country Manager, South Africa operations, SunEdison
- Terence Govender, Director Development, Solar Reserve South Africa
- Cobs Pillay, Deputy Director: Green Economy, South African Department of Trade and Industry

**1515 – 1615 SOLAR PROJECT PLANNING AND FINANCE**

Moderator: Jason Nagy, African Business Development Manager, U.S. Trade and Development Agency

- Peter Ballinger, Managing Director and Resident Representative, Africa, Middle East, Indian Ocean Region, Overseas Private Investment Corporation
- Lucy Chege, General Manager: Infrastructure Finance - Energy, Environment & PPPs, Development Bank of Southern Africa Limited
- Rentia van Tonder, Head: Green Industries SBU, Industrial Development Corporation

**1615 – 1630 NETWORKING BREAK** *in the Ballroom on the lobby level*

**1630 – 1830 ONE-ON-ONE MEETING SESSION** *in the Ballroom on the lobby level*

**1730 – 2000 WELCOME RECEPTION** *in the Ballroom on the lobby level*

*Sponsored by*



**DAY 2– May 22, 2013**

**0830 – 0900**    **CONTINENTAL BREAKFAST** *in Ilanga I & II on the conference room level*

**0900 – 1030**    **SOLAR POWER TECHNOLOGIES: LATEST INNOVATIONS**

Moderator/Presenter: Dr. Terry Peterson, Solar Power Consulting

- Dr. Gregory M. Wilson, Director, National Center for Photovoltaics (NCPV), U.S. Department of Energy’s (DOE), National Renewable Energy Laboratory (NREL)
- Daniel Schwab, Consultant, BrightSource Energy, Inc.
- Paula Owen, Business Development, SunPower
- Siddhartha Ghoshal, Business Development Director, Indian and Southern Africa Region , Areva Solar

**1030 – 1100**    **NETWORKING BREAK** *in Ilanga I & II*

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**1100 – 1200**    **INTEGRATION WITH THE POWER GRID**

Moderator: Dr. Terry Peterson, Solar Power Consulting

- Leslie Naido, Infrastructure Investment Planning Manager  
Grid Planning, Eskom Transmission
- Dr. Gregory M. Wilson, Director, National Center for Photovoltaics (NCPV), U.S. Department of Energy’s (DOE) National Renewable Energy Laboratory (NREL)
- Nape Maepa, Engineering Advisor, ElectronVault

**1200 – 1230**    **REGIONAL REGULATORY AND MARKET FRAMEWORKS IN SOUTHERN AFRICA**

Moderator: Brandon Megorden, Country Manager, Sub-Saharan Africa, U.S. Trade and Development Agency

- Mike Goldblatt, Deputy Chairman, Southern Africa Solar Thermal and Electricity Association
- Ronald Chauke, Head of Department: Regulatory Reform, National Energy Regulator of South Africa (NERSA)

**1230 – 1345**    **LUNCHEON** *in the Jabulani Restaurant on the lobby level*

**1345 – 1500**    **PROVINCIAL & MUNICIPAL EXPERIENCE WITH SOLAR PUBLIC POLICIES**

Moderator: Jason Nagy, African Business Development Manager, U.S. Trade and Development Agency

- Michael E. Firenze, MAS, LEED AP, Senior Project Manager, Energy Programs' Chief Strategist, Harper Construction Company, Inc.
- Piet Papier, Mayor, Siyathemba Municipality
- Gavin Kode, Department of Transport and Public Works: Public Works Branch, Western Cape Provincial Government
- Nepo Kekana, Acting Executive PIPFU, Limpopo Economic Development Agency
- Dr. Emmanuel Maepa, Senior Manager Renewable, Ekurhuleni Metropolitan Municipality

**1500 – 1530 NETWORKING BREAK** *in Ilanga I & II*

**1530 – 1600 SOLAR POWER SOLUTIONS FOR INDUSTRY & MINING**

Moderator: Brandon Megorden, Country Manager, U.S. Trade and Development Agency

- Mikael M. Hajjar, Business Development Manager, AREVA Solar, AREVA South Africa

**1600 – 1630 WORKSHOP WRAP-UP AND DISCUSSION**

Moderator: Paul A. Marin, Regional Director, U.S. Trade and Development Agency

**1630 – 1700 CLOSING**

### CORPORATE SPONSORS

**GOLD Sponsors:**



**SILVER Sponsors:**



**BRONZE Sponsors:**



### **3. ROSTER OF DELEGATES**

## **Southern Africa Delegates**

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Site of Participation: Johannesburg,  
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