

Fifth Meeting of the Third  
**Renewable Energy & Energy Efficiency Advisory Committee**  
**To the Secretary of Commerce**

*February 2, 2016*

*U.S. Department of Commerce*

*Herbert H. Hoover Building – Suite 1412*

**MINUTES**

**Welcome, introductions, DOC and Chair updates**

- Meeting was opened by REEEAC Chair Scott Sklar and Designated Federal Officer Vickie Gunderson, who welcomed the committee, thanked them for the service, walked through the agenda, facilitated introductions of attendees [see attachment, “Attendees ...”], and provided updates on Department of Commerce activities and events relevant to RE & EE industries, such as:
  - International Buyers Programs:
    - DistribuTECH 2016, Oatrlando, Florida, February 9-11
    - National Ethanol Conference, New Orleans, February 15-17
    - Solar Power International, Las Vegas, September 12-15
  - Trade Missions:
    - India – Smart Cities, February 8-11
    - Mexico – Renewable Energy, May 16-19 [*Deadline for applications is March 4*]
  - Other Priority Events:
    - Hannover Messe, Germany, April 25-29
    - Clean Energy Ministerial, San Francisco, June 1-2
    - Grid Modernization Conference, Brazil, July 18-19
  - Government-to-Government Dialogues:
    - U.S.-Brazil Commercial Dialogue, November 2015
    - U.S.-China Joint Commission on Commerce and Trade, November 2015

**Recommendations Discussion and Adoption**

- REEAC Chair Scott Sklar led discussion of the six draft recommendations [see attachment, “REEEAC Deliverables Fact Sheet”]. Mr. Sklar led the reviewing of the recommendations and full fact sheets. The draft white paper for recommendation 4 was briefly discussed and the Committee did not vote to adopt the draft white paper. Committee members will review and provide additional comments. The Committee requested minor edits to the draft fact sheets. The proposed updated six recommendations and the detailed fact sheets were adopted [see attachment] and each received unanimous support. The six adopted recommendations are as follows:
  1. Rejuvenate the Trade Promotion Coordinating Committee’s Renewable Energy and Energy Efficiency (TPCC RE&EE) Working Group to address strategic issues impacting the effectiveness of trade promotion programs
  2. Provide enhanced U.S. Government support for the financing of renewable energy and energy efficiency projects and advance Export-Import Bank reforms that will help capitalize a broader range of projects and U.S. exporters

3. Work with industry to expand the resources utilized for the Renewable Fuels Top Markets Report (RFTMR)
4. Utilize the White Paper prepared by the Smart Transportation Subcommittee that highlights key trade promotion events and other trade opportunities to bring awareness to the Smart Transportation sector
5. Integrate sectoral-focused training modules and increase other actions that build government capacity in market promotion, starting with the area of Smart Transportation including the areas of renewable fuels, electric vehicles, charging infrastructure, and other transportation technologies
6. Undertake analysis to define the scope of international smart cities opportunities and improve the development of trade promotion programs supporting cross-sectoral smart cities exporters

## **Discussion with Secretary Penny Pritzker and Assistant Secretary Marcus Jadotte on Priority Competiveness Issues for the Renewable Energy and Energy Efficiency Industries**

- Mr. Sklar welcomed Secretary Pritzker to the REEEAC meeting, noted that the Committee had just adopted a new set of recommendations, and led introductions of the REEEAC members.
- Secretary Pritzker welcomed the group and thanked them for their service to the Committee. She underscored the importance of the renewable energy and energy efficiency industries to the Administration and noted the importance of using sustainability to drive economic growth. Secretary Pritzker highlighted the recent climate change agreement in Paris as a global business opportunity and described ways in which the Department of Commerce is helping to capitalize on these opportunities including through trade shows such as Hannover Messe and through trade agreements such as the Trans-Pacific Partnership and the Environmental Goods Agreement.
- Secretary Pritzker provided brief comments on the recommendations from the committee:
  - Recommendation 1: She noted that her staff will work with the Department of Energy to hold a TPCC meeting as soon as possible.
  - Recommendation 2: She noted the importance of financing to U.S. exporters and the role of the Export-Import Bank and called for a prioritization of the relevant issues to inform her discussions with Export-Import Bank leadership.
  - Recommendations 3, 4, and 5: Thanked the Committee for these recommendations and work to increase the effectiveness of the Department of Commerce activities.
  - Recommendation 6: She asked for more detail with the recommendation and encouraged the Committee to outline what two or three concrete actions the Department of Commerce. She asked the Committee to describe in detail the metrics for successful implementation over the next 24 months.
- Secretary Pritzker noted that she plans to re-charter the Committee this summer.
- Assistant Secretary Jadotte further thanked the Committee for their support, noted the timeliness of this Committee as the Department looks to understand how to best leverage the new Paris climate agreement, and noted he looked forward to hearing the Committee's insights into how the International Trade Administration could be more valuable to the RE & EE industries.
- Committee members flagged other topics of interest to the RE & EE industries such as attracting more foreign direct investment, sending market signals by promoting net-zero building

development in the United States, improving the sector expertise of U.S. Government staff, reducing the perception of technology risk associated with U.S. goods and technologies, and increasing coordination with the U.N. Development Program.

- The Committee members underscored the positive signal the extension of the U.S. production tax credit and income tax credit for wind and solar have sent, but noted that there are still RE & EE sub-sectors these did not affect.

### **Working Lunch on International Finance Challenges for the RE & EE Industries**

- Craig O'Connor, Director of Business Development – Renewable Energy & High Technology, Export-Import Bank of the United States (EXIM), provided an overview of the status of RE & EE financing at EXIM. He highlighted the following:
  - Significant demand in specific regions such as India and Brazil
  - Noted there is no minimum project size to secure an export credit and there are significant opportunities for small scale projects
  - Noted that EXIM funded the first nine projects under India's National Solar Mission and was able to reduce transaction costs by standardizing among projects
  - Emphasized the challenge is increasing the demand for projects
- Jonathan Phillips, Chief Program Officer for Power Africa, Overseas Private Investment Corporation (OPIC) provided an overview of the status of RE & EE financing at OPIC. He highlighted the following:
  - Projects must have a U.S. "nexus" that is usually satisfied by U.S. equity
  - OPIC must lend in U.S. dollars
  - OPIC did over \$1 billion in renewable energy transactions
  - Power Africa is a priority focus for the organization
- Committee members underscored that OPIC funds have been hard – if not impossible – for U.S. solar energy manufacturers to access.
- Committee members suggested that OPIC and EXIM work to increase standardization of deals to reduce legal costs. Mr. Phillips noted that OPIC has a key to a power purchase agreement document that the Committee may find helpful.
- The Committee noted that having transparent "term sheets" would help industry better determine when to pursue financing deals with OPIC and EXIM. Also, underscored there may be ways to partner with the Millennium Challenge Corporation.
- Committee members expressed interest in creating a regular dialogue with OPIC and EXIM to discuss financing issues.

### **COP21 Debrief and Next Steps**

- Dan Utech, Deputy Assistant to the President for Energy and Climate, White House, opened the session by highlighting the importance of action on climate change to the Administration and underscoring this is a big commitment that needs massive investment. He outlined that the Administration has approached the challenge by working to put in place frameworks to send the market signals to show a long-term prioritization of clean energy. These frameworks included (1) domestic frameworks – such as the funding through the Recovery Act, the Clean Power Plan, the extensions of the PTC and ITC – and international frameworks – such as the UNFCCC negotiations.

- Karen Florini, Deputy Special Envoy for Climate Change, Department of State, provided a high-level overview of the UNFCCC negotiations and the recent Paris agreement. She emphasized that without the active support of the business community, these negotiation efforts would not have been as successful. In the new Paris agreement, she emphasized its ambition and the “well below” two degrees commitment, the number of intended national determined contributions (INDCs) that were submitted (187), and outlined the process to increase ambition over time and in five year cycles. Ms. Florini noted the flexibility and transparency of the agreement. She further flagged the importance two other important fora for climate change action: the Montreal Protocol to reduce HFCs and the International Civil Aviation Organization (ICAO) to reduce emissions from aviation.
- Dave Turk, Deputy Assistant Secretary for International Climate and Technology, Department of Energy, offered two questions driving policy discussions and actions and outlined actions being taken to address these questions:
  1. How can we work with international partners to translate these “paper” commitments into “reality”?
    - Mr. Turk noted that the role of the Clean Energy Ministerial (CEM) in bringing together 23 countries and the European Union to coordinate action on climate change.
    - He noted the next CEM will take place in San Francisco June 1-2 and there will be exhibition space for firms. He asked the Committee to contact him for more information.
  2. What can we do now to ramp up the ambition for action on climate change over time?
    - Mr. Turk emphasized the new “Mission Innovation” initiative and the partnership with the Breakthrough Energy Coalition as framework for increasing focus on research and development. He underscored the new FY2017 Federal Budget would reflect U.S. commitment to this effort.
- Committee members discussed their recommendations for the guests and encourage them to use the REEEAC as a resource moving forward. Committee members emphasized an interest in getting involved in these efforts and encouraged thinking creatively about how small and medium sized enterprises could be leveraged.
- Mr. Turk noted there is a new point of contact at the Department of Energy headquarters for firms interested in partnering with the national laboratories for technology transfer.

## **Recommendations Discussion and Next Steps**

- REEEAC Chair Scott Sklar led a discussion about next steps for the recommendations and the remaining four months of the charter. Next steps for the Committee included:
  - Providing input to the smart transportation white paper to Cindy Thyfault by March 1
  - Reviewing the past REEEAC recommendations and prioritizing a handful of them for sustained action
  - Creating a dialogue with the financial institutions
  - Flushing out more detail for recommendation 6 to Mita by March 1
  - Drafting the smart transportation training module as outlined in recommendation 5
  - Explore ways to highlight the success of the REEEAC and the implementation of past recommendations

- The agreed to hold an in-person meeting for mid-May/June. Dates to be determined.

### **Public Comment Period; closure**

- There were no public comments. Meeting closed by REEEAC Chair Scott Sklar at approximately 4pm.

### **Attachments**

- Attendees
- REEEAC Deliverables Fact Sheet

## ATTENDEES – February 2, 2016

### REEEAC Members

#### **Scott Sklar, Chair**

President

*The Stella Group*

#### **Bruce Bauchmire**

Director of Renewable Energy Services

*DLZ Corporation*

#### **Mita Burke**

CEO

*Sunshine Industries USA*

#### **Michael Canada (phone)**

CEO

*EnerDel*

#### **Matt Card**

Vice President

Global Sales and Marketing

*Suniva*

#### **Linda Church Ciocci (phone)**

Executive Director

*National Hydropower Association*

#### **Kelly Davis**

Director of Regulatory Affairs

*Renewable Fuels Association*

#### **Jen Derstine**

Director of Strategy, Policy, and Corporate  
Development

*Capstone Turbine Corporation*

#### **Joseph Desmond**

Senior Vice President

Marketing and Government Affairs

*BrightSource Energy*

#### **Mukesh Dulani**

President

*SolarWorld Industries America*

#### **Matthew Fedors**

Principal

*Leaf Clean Energy*

#### **Todd Foley**

Senior Vice President

Policy and Government Relations

*American Council on Renewable Energy*

#### **Terry Fry**

Senior Vice President

Energy and Carbon Management

*Nexant*

#### **Kevin Gresham**

Vice President

External Affairs

*E.ON North America*

#### **Barry Haaser (phone)**

Executive Director

*OpenADR Alliance*

#### **Kenneth P. Kramer**

Managing Director

*Rushton Atlantic*

#### **Ross Malme**

Partner

*Skipping Stone*

#### **Thomas Meth**

Executive Vice President

Sales and Marketing

*Enviva*

#### **Jim Miller**

Chief Economist

*Growth Energy*

#### **Gary Rackliffe**

Vice President of Smart Grid Systems

*ABB Inc.*

#### **Fred Sisson**

CEO  
*Synnove Energy*

**Paula Stern**  
Founder and Chairwoman  
*The Stern Group*

**Trey Taylor**  
Co-founder and President  
*Verdant Power*

**Cindy Thyfault**  
Founder and CEO  
*Westar Trade Resources*

**Jennifer von Bismarck**  
President  
*TowPath Partners*

**U.S. Government**  
**Cat Barrett**  
*U.S. Department of Commerce*

**Andrew Bennett**  
*U.S. Agency for International Aid*

**Elena Berger**  
*U.S. Department of Energy*

**Sandra Collazo**  
*U.S. Department of Commerce*

**Cora Dickson**  
*U.S. Department of Commerce*

**Karen Florini**  
*U.S. Department of State*

**Vickie Gunderson**  
*U.S. Department of Commerce*

**Marcus Jadotte**  
*U.S. Department of Commerce*

**Craig O'Connor**  
*Export-Import Bank of the United States*

**Adam O'Malley**  
*U.S. Department of Commerce*

**Jonathan Phillips**  
*Overseas Private Investment Corporation*

**Penny Pritzker**  
*U.S. Department of Commerce*

**Rob Sandoli**  
*U.S. Department of Energy*

**Dave Turk**  
*U.S. Department of Energy*

**Dan Utech**  
*White House*