

**U.S. Department of Commerce**  
**Renewable Energy and Energy Efficiency Advisory Committee**  
Fourth Charter, 2016-2018

February 22, 2018  
In-Person Meeting #6  
Rm. 1414  
U.S. Department of Commerce  
1401 Constitution Ave NW  
Washington, DC 20230

MINUTES

**Welcome, Introductions, Updates, & Approval of Meeting Minutes**

Cindy Thyfault, REEEAC Chair

- Ms. Thyfault welcomed the Committee and underscored her appreciation for the attendance of the members. She walked through the meeting agenda and noted the series of briefings that will be held by U.S. Government officials.
- She thanked the Committee members for their hard work to date and noted the current REEEAC charter will expire in less than six months.
- Ms. Thyfault underscored the importance of using the remaining time under this charter to be responsive to requests by the Department and continue to provide timely recommendations

Vickie Gunderson, Designated Federal Officer of the REEEAC, U.S. Department of Commerce

- Ms. Gunderson also welcomed the REEEAC members and thanked them for their time and service.
- She noted the full agenda that included briefings by three senior Department of Commerce staff – Ian Steff, Skip Jones, and Diane Farrell.
- Ms. Gunderson briefly highlighted the engagements of the Department of Commerce since the last convening of the REEEAC on November 16, 2017. This included International Buyer Programs such as DistribuTECH and National Ethanol Conference. She noted upcoming travel to India for the Smart Grid and Energy Storage Business Development Mission.
- Ms. Gunderson briefed the Committee on the development of the so-called “Toolkits,” or online foreign buyers guides for the energy and environment sub-sectors.
- Ms. Gunderson demonstrated the beta version of the Smart Grid Toolkit.
- REEEAC members commented that leveraging trade association membership for vetting could relieve some burden on DOC and asked how DOC will remove companies that close for business.
- Ms. Gunderson noted that next steps for the toolkit included (1) DOC beta testing; (2) REEEAC beta testing; (3) campaign for U.S. firms to sign up – including a Federal Register call for applications; and (4) full launch of the toolkit with promotion to foreign buyers.
- She noted that after this meeting she would send the beta testing links to the REEEAC for additional member review and comment.

**Briefing & Discussion: DOC Role in the Multilateral Development Banks and the Advocacy Center**

Americo (Mack) Tadeu, Advocacy Center, International Trade Administration, U.S. Department of Commerce

- Mr. Tadeu welcomed the group to the Department of Commerce.
- He provided an overview of the Department's Advocacy Center and its role in serving U.S. business in foreign government procurements.
- Mr. Tadeu noted that Advocacy Center has advocated for over 1,000 cases in 142 countries. This leverages not only the Department of Commerce network, but also colleagues across the U.S. Government – especially, the Department of State.
- He noted that last year there were 101 cases that resulted in \$50.9 billion U.S. content, including \$36.2 billion in manufactured goods and services.
- Mr. Tadeu noted that the Advocacy Center oversees the five Commercial Service Officers stationed at the World Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, African Development Bank, and Asian Development Bank.
- He noted the two representatives based in Washington would present after him on their roles in aiding U.S. business.

Matthew Hilgendorf, Office of the U.S. Executive Director, Inter-American Development Bank

- Mr. Hilgendorf provided an overview of the Inter-American Development Bank (IDB) and his role in the Office of the U.S. Executive Director.
- He noted that the IDB lends not only to governments across Latin America, but also offers private sector lending options via the "IDB-Invest" program.
- REEEAC members asked how IDB staff stay up on latest trends in the market, and Mr. Hilgendorf noted that IDB staff regularly hold "brown bag" sessions to facilitate information exchanges. These brown bags will typically draw 15-20 staff. He noted that for anyone interested in presenting at a brown bag, to please contact him.
- Committee members further asked about the role of "value for money" procurement at the IDB. Mr. Hilgendorf noted there has not been a formal policy shift to prioritize this procurement approach.

Holly Vineyard, Office of the U.S. Executive Director, The World Bank

- Ms. Vineyard introduced herself and provided an overview of her role with the World Bank Group. She noted she is on a short-term detail to fill a gap and has been at the World Bank for a month.
- She noted that other details to the World Bank include Jessica Issacs from the Department of Treasury, and former REEEAC member.
- Ms. Vineyard highlighted two major policy changes that the World Bank has recently announced and adopted: (1) new procurement policies that takes into account lifecycle costs and (2) a commitment to end funding of upstream oil and gas activities post-2019.
- She flagged that the United States is the largest shareholder at the Bank (16 percent share), and no shareholder has "veto" power for voting.
- She noted the World Bank funds approximately \$60 billion per year, this funding is developed and planned regionally through country framework partnership strategies, and current tenders can be tracked under a new World Bank app.
- Ms. Vineyard underscored the interest in innovation by the World Bank Group – and specifically the International Finance Corporation (IFC). She noted that the IFC is working on "scaling up" programs and innovative ways to bundle financing projects across multiple markets. The first initiative is related to medical devices, but her understanding is that IFC may be interested in other technologies for a next initiative.

- In responses to a question regarding disaster relief efforts, Ms. Vineyard noted the catastrophe draw-down (CAT-DDO) mechanism that is available through the World Bank Group. She noted that is a way for borrowers in a particular country to more rapidly access financing after a catastrophe.
- Ms. Vineyard also underscored that similar to the IBD, the World Bank has brown bag seminars that REEEAC members may be interested in suggesting and presenting.
- REEEAC members noted there appear to be a number of potential avenues for follow-up discussions.
- Ms. Thyfault thanked the speakers and noted the group would follow-up with them in the coming weeks.

### **Conversation with DOC Leadership: REEEAC Recommendations**

Ian Steff, Deputy Assistant Secretary for Manufacturing, International Trade Administration, U.S. Department of Commerce

- Ms. Thyfault introduced Mr. Steff, expressed thanks for his participation in the meeting, and asked the Committee to go around the room for introductions.
- Following introductions by REEAC members, Mr. Steff thanked Ms. Thyfault for her leadership with the REEEAC and all the members for their active engagement.
- He noted that he has attended a number of meetings of similar committees, and is impressed with the regional diversity of the REEEAC and that so many of the members fly in from around the country to participate. He commented that the REEEAC may be the most geographically diverse of all the committees.
- Ms. Thyfault suggested that during this session that the group review the nine recommendations the Committee has made during this charter to Secretary Ross.
- Mr. Steff agreed on the approach.
- Recommendation #1: Mr. Kramer summarized the recommendation on behalf of the Finance Sub-Committee. Mr. Gatchev underscored that although this recommendation as well as Recommendation #3 were made over a year ago, they are still relevant. He noted that the two recommendations emphasize the importance of financing support to the competitiveness of U.S. industry not only for RE&EE, but for all industries. Mr. Steff noted that he will be meeting with staff from the Export-Import Bank of the United States (EXIM) in the coming weeks and will raise these issues directly with them on behalf of the REEEAC.
- Recommendation #2: Mr. Kramer summarized the recommendation and noted its primary focus is on the role of the “bully pulpit” in opening up export opportunities. REEEAC members underscored that the Administration has not been vocal to support the U.S. RE&EE industry, despite them being global leaders in innovation.
- Recommendation #4: Mr. Sklar and Mr. Sanchez summarized the recommendation related to the North American Free Trade Agreement (NAFTA).
- Recommendation #5: Ms. Strong summarized the recommendation related to data and increasing dissemination of case studies.
- Recommendation #6: Mr. Sklar walked the group through the recommendation.
- Recommendations #7 and 8: Mr. Stewart summarized the recommendations and underscored the role of standards in addressing market access issues of U.S. firms.
- Recommendation #9: Mr. Sklar summarized the recommendation and highlighted the role of the RE&EE industry in addressing electricity needs in disaster recovery efforts in Puerto Rico, the U.S. Virgin Islands, and across the Caribbean.
- Mr. Steff thanked the REEEAC members for their work and underscored the value the Department finds in them. He noted he would pass them to the Secretary to amplify the message and would be

an advocate for the REEEAC re-chartering in the coming months. He underscored the value the entire Department of Commerce team finds from the group.

### **Briefing & Discussion: Power Africa**

Fred Stewart, Director of the Office of Africa, International Trade Administration, U.S. Department of Commerce

- Ms. Thyfault welcomed the next group of speakers and thanked them for their time.
- Mr. Stewart introduced himself and Mr. Jones.

Skip Jones, Deputy Assistant Secretary for Middle East and Africa, International Trade Administration, U.S. Department of Commerce

- Mr. Jones welcomed the REEEAC and provided an overview of his role with the Department and the importance of the African market to the Administration. He noted the importance of the energy sector to the strategic commercial engagement on the continent.
- Mr. Jones asked the group to go around the room, introduce themselves, and provide information on if each member had active business in Africa, and if so, where.

Matt Rees, Deputy Coordinator, Power Africa Initiative, U.S. Agency for International Development

- Mr. Rees provided an overview of the Power Africa Initiative and the Electrify Africa Act. He noted that more than 7,400 MW capacity has been added through the initiative across 88 projects.
- He noted that 70 percent of the projects have been in renewable energy, while 60 percent of the capacity is from natural gas.
- Mr. Rees noted that the Power Africa team has transaction advisors in 23 countries to advise on policies, regulations, and commercial activities.
- Mr. Rees noted that this week Power Africa “2.0” will be launched. The initiative will have five key components: (1) transaction driven approach; (2) increasing the role of the private sector; (3) finding new ways to connect U.S. businesses to commercial opportunities; (4) leveraging relationships with other government partners; and (5) emphasis on transmission and distribution in addition to generation.
- Mr. Jones noted that Secretary Ross intends to travel to the region with the PAC-DBIA in the coming months.
- Mr. Stewart asked the group for recommendations on what could be done to attract more U.S. firms to the market.
- Mr. Card responded by noting that creating demand (market certainty) for U.S. manufactured goods and services is important.
- Mr. Sklar highlighted the need for small project aggregation to reduce the transaction costs and improve financing capabilities.
- Ms. Thyfault noted that often U.S. financing is too slow to be competitive in the global market place. The U.S. Government needs to move faster in order to enable U.S. firms to compete.

### **Working Lunch: Sub-Committee Breakout Discussions**

- Ms. Thyfault convened the session and opened by asking for feedback and reactions to the morning sessions. She underscored that there were a few potential actions the REEEAC could take related to MDBs and Power Africa.
- REEEAC members discussed feedback on the sessions. Members highlighted there are potential areas to explore from both sessions, but follow-up via conference call may be best.
- Mr. Sklar agreed to lead the discussion related to the MDBs.

- Mr. Gatchev and Mr. Smith agreed to lead the discussion on Power Africa.

### **Conversation with DOC Leadership: Asia Priorities**

Diane Farrell, Deputy Secretary for Asia, International Trade Administration, U.S. Department of Commerce

- Ms. Farrell provided a high-level overview of her role as Deputy Assistant Secretary for Asia. She noted recent trips to the region by herself, Vice President Pence, and Secretary Ross. She underscored the importance of the Indo-Pacific region to our national security and noted the White House is developing a strategy for engagement with the region.
- Ms. Farrell highlighted that in the coming weeks there will be a Smart Grid and Energy Storage Trade Mission to India and that a new “Access Asia” initiative will be launched to boost U.S. exports to nine key Asian markets across five strategic sectors.
- Target markets include China, India, Japan, South Korea, Indonesia, Malaysia, Taiwan, Thailand, and Vietnam and priority Access Asia sectors include energy, manufacturing, aerospace and defense, information and communications technology, and healthcare.
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- Ms. Farrell expressed interest to hear more about the recommendations on India that the REEEAC had proposed.
- Ms. Davis presented the draft recommendation related to ethanol and India. She highlighted the local content requirements and the resulting trade barrier. She underscored the industry has found creative solutions, but would welcome interventions at the highest levels of the U.S. Government to aid in removing this market access issue. She highlighted the interest by the Indian delegation at the National Ethanol Conference to importing ethanol from the United States.
- Mr. Bauchmire highlighted the high tariff issues in place for hydrokinetic (and other renewable energy) products in India.
- Ms. Farrell noted she appreciated the REEEAC draft recommendations, looked forward to receiving them, and would aid in the effort to help address these identified barriers.

### **TPCC-REEE Update: U.S. Trade and Development Agency**

Paul Marin, Director for Partnership and Innovation, U.S. Trade and Development Agency

- Mr. Marin walked the REEEAC through his presentation.
- He highlighted the role of USTDA in emerging markets and the roles the agency can, and does, play in aiding U.S. exporters.
- Mr. Gatchev noted that the REEEAC had made a recommendation related to TDA and the importance of agency to exporting.
- Mr. Stewart underscored the role of standards in opening up export markets. He highlighted the work of USTDA on standards training and stakeholder engagement.
- Mr. Marin agreed that standards can play an important role in exporting.

### **Sub-Committee Updates, Consideration of Recommendations & Next Steps**

- Ms. Thyfault highlighted the group had two pending recommendations send previously to the committee as well as a third draft recommendation for consideration.
- Ms. Davis summarized the India ethanol market access recommendation.
- No edits were provided by REEEAC members. Recommendation was voted on and approved.
- Mr. Bauchmire summarized the India renewable energy equipment recommendation.

- REEEAC members noted a need for further due diligence on the recommendation. The Committee determined to table the recommendation for the next meeting, and in the interim, the group would provide edits.
- Ms. Thyfault thanked the Committee for their service and dedication. She noted the next, and final, REEEAC meeting under this charter will be May 10.

### Public Comment & Adjourn

- No public comments offered.
- Meeting was adjourned.

Attendance		
First Name	Last Name	Organization
Bruce	Bauchmire	DLZ Corporation
Matt	Card	Suniva
Mike	Davis	NC Sustainable Energy Association
Kelly	Davis	Renewable Fuels Association
Jen	Derstine	Capstone Turbine Corporation
Svetoslav	Gatchev	Delphos International, Ltd.
Seth	Ginther	U.S. Industrial Pellet Association
Phillip	Green	Green Powered Technology
Arthur	Haubenstock	8minutenergy Renewables
Praveen	Kathpal	AES Energy Storage, LLC
Kenneth	Kramer	Rushton Atlantic
Greg	Merritt	Cree, Inc.
Gary	Rackliffe	ABB Inc.
Lloyd	Ritter	Distributed Wind Energy Association
Jorge	Sanchez	Sana, Inc.
Frank	Shaw	Skadden, Arps, Slate, Meagher, & Flom LLP
Scott	Sklar	The Stella Group, Ltd.
Kevin	Smith	SolarReserve
Jonathan	Stewart	NEMA
Zolaikha	Strong	Cooper Development Association
Cindy	Thyfault	Westar Trade Resources
Laura	Van Wie McGrory	Alliance to Save Energy
Frank	Yang	Stion Corporation
Floyd	Gaiblert	U.S. Grains Council
Candice	Wilson	U.S. Grains Council
Vickie	Gunderson	U.S. Department of Commerce, ITA
Cora	Dickson	U.S. Department of Commerce, ITA
Man	Cho	U.S. Department of Commerce, ITA
Adam	O'Malley	U.S. Department of Commerce, ITA
Ian	Steff	U.S. Department of Commerce, ITA

Holly	Vineyard	U.S. Department of Commerce, ITA
Mack	Tadeu	U.S. Department of Commerce, ITA
Matthew	Hilgendorf	U.S. Department of Commerce, ITA
Fred	Stewart	U.S. Department of Commerce, ITA
Skip	Jones	U.S. Department of Commerce, ITA
Diane	Farrell	U.S. Department of Commerce, ITA
David	Nufrio	U.S. Department of Commerce, ITA
Rita	Kirkpatrick	U.S. Department of Commerce, ITA
Elena	Berger	U.S. Department of Energy
Rob	Sandoli	U.S. Department of Energy
Matt	Rees	U.S. Agency for International Development
Ryan	Tramonte	U.S. Agency for International Development
Paul	Marin	U.S. Trade and Development Agency
Rafi	Balian	U.S. Department of State