U.S. Department of Commerce
Renewable Energy and Energy Efficiency Advisory Committee
Fifth Charter, 2018-2020

February 28, 2018
In-Person Meeting #2
Herbert. C. Hoover Building,
Library Reading Room (Rm 1894)
1401 Constitution Ave., NW
Washington, DC 20230

Meeting Minutes

Introductions and Updates
Mr. Kramer welcomed the REEEAC members, noted that he was glad the committee was able to meet after the partial government shutdown, and thanked all the members for their hard work. He underscored there was a robust agenda to the meeting and looked forward to the briefings and work ahead.

Ms. Gunderson welcomed the REEEAC members and thanked them for their service. She walked through the meeting agenda and provided an overview of recent and upcoming events of interest to committee members:

- Today, the International Trade Administration (ITA) released the annual Smart Grid Top Market Report
- On Dec 12, ITA held roundtable on Asia EDGE to solicit private sector feedback to inform the initiative as outlined in a Federal Register notice. A couple of REEEAC members participated in the roundtable
- She traveled to China in November on a fact-finding mission related to energy storage and smart grid
- ITA held international buyer programs and trade events at Power Gen and DistribuTECH
- Upcoming events of interest to the REEEAC included programming at Solar Power International, African Utility Week, U.S.-India Smart Grid Workshop at India Smart Utilities Week, and European Utility Week
- She noted that the U.S. government’s three marquee regional energy initiatives continue to move forward and today the group will continue discussions related to Asia EDGE, the initiative focused on the Indo-Pacific region and America Crece Energy, the initiative for Latin America and the Caribbean. This included meetings of the Panama and Jamaica Energy Working Group held meetings held in the last two weeks.
- She noted that bilateral dialogues with Japan were held this week under the auspice of the bilateral Energy Cooperation Working Group and the Japan-U.S. Strategic Energy Partnership
- Upcoming webinars about opportunities in Africa
- She will attend the Energy Storage Annual Meeting in April in Phoenix
- Trade Winds India will take place in early May
- U.S.-Caribbean Business conference will be held in Miami in early June
- Discover Global Markets will be held in September in Houston, Texas and more information will be disseminated in the coming weeks
Ms. Dickson further provided an overview of the upcoming Solar Power Florida event, where she will attend a workshop about Caribbean trends and opportunities for U.S. businesses.

**Subcommittee Breakouts**

**2018 Top Market Report Briefings**

Vickie Gunderson, International Trade Administration, U.S. Department of Commerce
- Ms. Gunderson provided a briefing on the newly-released 2018 Smart Grid Top Markets Report. She noted that past charters of the REEEAC have advised on how to improve TMRs and tailor the information to the needs of clients. This feedback that has been directly incorporated into this edition, such as by increasing the focus on graphics versus the rankings.
- The report ranks 56 international markets by their U.S. export potential in this sector based on a variety of public and private datasets, as well as surveys of the U.S. Foreign Commercial Service. The report covers three subsectors: Transmission & distribution equipment, smart grid ICT, and energy storage. It is publicly available at [www.trade.gov/topmarkets](http://www.trade.gov/topmarkets).

The floor was opened to questions from the committee.

Cora Dickson, International Trade Administration, U.S. Department of Commerce
- Ms. Dickson provided a briefing on the upcoming Solar Top Markets Report, which will hopefully be released later this spring. By focusing on one renewable energy sector, the Solar TMR will be shorter than other TMRs but will provide in-depth information on solar export opportunities in three segments: utility-scale solar, distributed solar, and off-grid solar.
- The report relies on surveys of locally-engaged ITA specialists in 54 countries to determine market potential and accessibility for different types of solar goods and services in the three segments. For the first time, it will also feature spotlights of U.S. companies (clients of ITA) that have had recent success in particular markets in each segment covered in the report.

The floor was opened to questions from the committee.

**U.S. Development Finance Corporation Update**

J. Deaver Alexander, Overseas Private Investment Corporation (OPIC)
- Mr. Alexander provided an update on the implementation of the BUILD Act and OPIC’s transition into the U.S. International Development Finance Corporation.
  - Mr. Alexander highlighted that the USDFC will not be an export credit agency but will be focused on financing projects in developing countries. The USDFC will be twice the size of OPIC, will have equity authority, will have the ability to conduct feasibility studies, and will able to transact in foreign currencies. OPIC prioritizes low income and lower-middle income countries.
  - Mr. Alexander highlighted that it’s OPIC’s goal to be interactive with companies as public servants, and that they welcome thoughts on the BUILD Act and how the USDFC can better engage with U.S. companies.
  - Mr. Alexander noted that renewable energy is a huge field for OPIC and that OPIC adheres to World Bank standards for environmental and social standards.

The floor was opened for questions from the committee.
U.S. Department of Commerce Senior Leadership Discussion
Ian Steff, Deputy Assistant Secretary for Manufacturing and Performing the Non-exclusive Duties of Assistant Secretary for Global Markets, International Trade Administration

- Mr. Kramer introduced the session. Committee members provided brief introductions to themselves and their firms.
- Mr. Steff gave remarks:
  - Noted the Select USA conference and the Reselect USA initiative. It’s great that many SMEs are committee members. Saw a few yesterday in Japan ECWG.
  - Noted that 71% of recommendations made by the previous REEEAC charter have been fully or partially implemented and is looking forward to receiving three recommendations today.
  - Highlighted that ITA is working with USTR on free, fair, and reciprocal trade initiatives. On Asia EDGE, the NSC has encouraged further industry participation. REEEAC guidance is critical on Indo-Pacific strategy, which has a strong energy component, as well as on TPCC priorities.
  - Introduced Access Asia, which is focused on US metro areas that aren’t meeting their full export potential but where there’s international demand for energy products they produce. For example, it brought foreign ethanol buyers to meet suppliers in North Dakota.
  - DOC will cochair the Prosper Africa initiative and would like to facilitate a conversation with the committee on this.
  - Discover Global Markets: Next DGM focused on ME and Africa on energy in Houston to highlight market opportunities.
  - U.S.-ASEAN Smart Cities Partnership: 10 million in funding to get it started. Looking forward to industry participation and leveraging PPPs. Urbanization and digitalization driving new opportunities and a need for innovative energy solutions.

Brian Lenihan, Executive Director of Select USA, International Trade Administration
- Mr. Lenihan gave remarks:
  - Highlighted that the ReSelect USA initiative is working with states to identify companies that are looking to expand or return operations to the United States.
  - Additionally, a Federal Register Notice will soon be published calling for supplementary nominations to the Investment Advisory Council related to the ReSelect initiative.
  - Mr. Lenihan is looking forward to hearing committee’s thoughts on foreign direct investment in the United States in this sector.

The floor was opened to questions from the committee.

Subcommittee Recommendation Discussions

Three recommendations were presented to the full committee from the Market Access Subcommittee. They focused on Asia EDGE and U.S.-Japan and U.S.-EU free trade agreement (FTA) negotiations,
- Mr. Higgins introduced the draft recommendation on Asia EDGE.
- Mr. Spira provided further details, explaining that the subcommittee has made four discreet elements to the recommendation:
  - Prioritize countries with largest and most dynamic energy markets.
  - Design individual technical assistance programs to emphasize capacity building.
Seek opportunities for widespread procurement reform.
Integrate developed countries, especially Australia, Japan, and South Korea, within the region as valued partners for initiative activities in developing countries

- The committee discussed the recommendation and made minor changes to the wording.
- The recommendation was brought to a vote and passed unanimously.

Mr. Higgins introduced the recommendation on U.S.-Japan Trade Agreement negotiating objectives. He noted that most discussion will be focused around the key milestone section. The Japan and EU recommendations bear only small differences from each other.

- The committee discussed the recommendation and made changes to wording and technology definitions.
- The recommendation was brought to a vote and passed unanimously.

Mr. Higgins introduced the recommendation on U.S.-EU Trade Agreement negotiating objectives recommendation. He noted that the main difference between this and the Japan recommendation is the last sentence, which in this recommendation includes regulations for energy efficiency products under Ecodesign Directive framework.

- The committee discussed the recommendation and made minor changes to wording.
- The recommendation was brought to a vote and passed unanimously.

Mr. Kramer allotted 15 minutes for subcommittee breakouts.

**Subcommittee readouts**

**Trade Promotion**
- Ms. Derstine stated that the Trade Promotion subcommittee would like briefing with Paul Morris from the Trade Agreements Secretariat, as well as USTDA to receive insight into reverse trade mission process.
- She noted that the subcommittee had briefing with U.S. Commercial Service staff about their trade leads process via teleconference, and based on this briefing, the subcommittee will make recommendation to make informational materials about RE&EE technology for the commercial service and create a survey about identifying business partners in foreign markets.
- Ms. Derstine indicated the group will discuss how best for DOC to better engage small-to-medium sized enterprises on DOC/ITA services.

**Manufacturing**
- The subcommittee will work towards a recommendation that a formal review process take place to develop a uniform list of HS/HTS codes that impact the RE & EE industry. Recommendation to also include comment that such a review process should take place every two years in order to keep up with and adapt to changes in industry. Once developed, recommendation should also be included to have list be used in bilateral FTA negotiations to ensure that RE & EE exports and import raw materials are excluded from tariffs or are negatively impacted. Joe Mendelson to take lead in drafting recommendation.
- Request that meeting with Customs and Border Patrol be set up around the next REEEAC meeting in May. Main areas of discussion would be violations enforcement and potential for duty evasion. Given sensitive nature of topics, the group agreed that in-person meeting would be preferable.
- Suggestion that follow-up conference call be held with SelectUSA. Major topic for discussion would be to suggest that SelectUSA highlight clean energy industry (primarily the fact that
manufacturing is not just in select locations, but truly spread across the United States) at their
June conference to promote awareness and encourage more growth.

**Market Access**
- No further updates were provided as the group’s output for the day was the three approved
  recommendations.

**Finance**
- Mr. Gatchev noted the Finance subcommittee will focus on drafting a recommendation related to
  the new DFC discussed by Mr. Alexander.
- He indicated the group would like to request briefings with the Millennium Challenge
  Corporation and the Commercial Law Development Program.
- Mr. Gatchev will send dates to Ms. Gunderson to schedule teleconferences.

Mr. Kramer opened the floor for public comment. There were none. He thanked the REEEAC members
for their productive meeting and adjourned the meeting with no further comments/questions from the
committee.

**Attendees:**

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kenneth</td>
<td>Kramer</td>
<td>Rushton Atlantic, LLC</td>
</tr>
<tr>
<td>Chrissy</td>
<td>Camacho</td>
<td>GE Power</td>
</tr>
<tr>
<td></td>
<td>Borskey</td>
<td></td>
</tr>
<tr>
<td>Matt</td>
<td>Card</td>
<td>Suniva</td>
</tr>
<tr>
<td>Kelly</td>
<td>Davis</td>
<td>Renewable Fuels Association</td>
</tr>
<tr>
<td>Mike</td>
<td>Davis</td>
<td>NC Sustainable Energy Association</td>
</tr>
<tr>
<td>Jen</td>
<td>Derstine</td>
<td>Capstone Turbine Corporation</td>
</tr>
<tr>
<td>Terence</td>
<td>Dittrich</td>
<td>TWD Global Enterprises LLC</td>
</tr>
<tr>
<td>Brett</td>
<td>Feldman</td>
<td>Navigant Research</td>
</tr>
<tr>
<td>Carl</td>
<td>Fleming</td>
<td>Akin Gump Strauss Hauer &amp; Feld LLP</td>
</tr>
<tr>
<td>Terry</td>
<td>Fry</td>
<td>The Cadmus Group LLC</td>
</tr>
<tr>
<td>Svetoslav</td>
<td>Gatchev</td>
<td>Delphos International, Ltd.</td>
</tr>
<tr>
<td>Julia</td>
<td>Hamm</td>
<td>Smart Electric Power Alliance</td>
</tr>
<tr>
<td>Mark</td>
<td>Higgins</td>
<td>Strategen Consulting</td>
</tr>
<tr>
<td>Sam</td>
<td>Martens</td>
<td>OCI Enterprises</td>
</tr>
<tr>
<td>Joseph</td>
<td>Mendelson</td>
<td>Tesla</td>
</tr>
<tr>
<td>William</td>
<td>Pott</td>
<td>POWER Engineers, Inc.</td>
</tr>
<tr>
<td>Gary</td>
<td>Rackliffe</td>
<td>ABB Inc.</td>
</tr>
<tr>
<td>Donn</td>
<td>Samsa</td>
<td>Toshiba Mitsubishi-Electric Industrial Systems Corporation (TMEIC)</td>
</tr>
<tr>
<td>Jorge</td>
<td>Sanchez</td>
<td>Thor Energy</td>
</tr>
<tr>
<td>Frank</td>
<td>Shaw</td>
<td>Skadden, Arps, Slate, Meagher &amp; Flom LLP</td>
</tr>
<tr>
<td>Scott</td>
<td>Sklar</td>
<td>The Stella Group, Ltd.</td>
</tr>
<tr>
<td>First Name</td>
<td>Last Name</td>
<td>Organization</td>
</tr>
<tr>
<td>------------</td>
<td>------------------</td>
<td>-------------------------------------</td>
</tr>
<tr>
<td>Vickie</td>
<td>Gunderson</td>
<td>Commerce</td>
</tr>
<tr>
<td>Cora</td>
<td>Dickson</td>
<td>Commerce</td>
</tr>
<tr>
<td>Christian</td>
<td>Herman</td>
<td>Commerce</td>
</tr>
<tr>
<td>Ian</td>
<td>Steff</td>
<td>Commerce</td>
</tr>
<tr>
<td>Brian</td>
<td>Lenihan</td>
<td>Commerce</td>
</tr>
<tr>
<td>Man</td>
<td>Cho</td>
<td>Commerce</td>
</tr>
<tr>
<td>Michael</td>
<td>Boyles</td>
<td>Commerce</td>
</tr>
<tr>
<td>J. Deaver</td>
<td>Alexander</td>
<td>OPIC</td>
</tr>
<tr>
<td>Elena</td>
<td>Berger</td>
<td>Energy</td>
</tr>
<tr>
<td>Garrett</td>
<td>Nilsen</td>
<td>Energy</td>
</tr>
<tr>
<td>David</td>
<td>Gottfried</td>
<td>Treasury</td>
</tr>
</tbody>
</table>

**U.S. Government**