

Morocco Solar Photovoltaic Reverse Trade Mission

June 8 - 18, 2014

<http://moroccosolar.poweredbytwg.com>



Draft Business Briefing Agenda (as of June 3, 2014) Fairmont Hotel 950 Mason St, San Francisco, CA 94108 Tuesday, June 10, 2014

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| 8:30 AM – 9:00 AM | Registration |
| 9:00 AM – 9:15 AM | Welcome and Introductions
Heather Lanigan, Country Manager, U.S. Trade and Development Agency |
| 9:15 AM – 10:30 AM | Delegate Presentations, with Q&A
Moderated by Thanae Bennani, Senior Commercial Specialist, U.S. Commercial Service, Morocco <ul style="list-style-type: none">• U.S. Commercial Service, Morocco• MASEN (Moroccan Agency for Solar Energy)• Dr. Abdelhaquim El Moussaoui, ONEE (National Office of Water and Electricity)• OCP (National Moroccan Phosphates Company)• Mohamed El Haouari, ADEREE (National Agency for the Development of Renewable Energy and Energy Efficiency) |
| 10:30 AM – 10:45 AM | Networking Break |
| 10:45 AM – 12:00 PM | Delegate Presentations, with Q&A <ul style="list-style-type: none">• Myriam Brahimi, SIE (Energy Investment Corporation)• Hamid Jebbar, SNTL (National Company for Transportation and Logistics)• Ahmed Squalli, Amisole (Moroccan Association of Solar and Wind Industries)• Ali Guedira, MAScIR (Moroccan Foundation for Advanced Science, Innovation and Research)• Chemsedine Sidi Baba, Sunatar Energies |
| 12:00 PM – 12:45 PM | Networking Lunch |
| 12:45 PM – 2:30 PM | Financing Solar Projects
Financing solar projects requires the right combination of business model, project scale, and contractual structure to be attractive to financing organizations. This panel will discuss resources and options for financing solar programs |

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Moderated by Keith Rutledge, President, Greenstone Renewables LLC

Panel Participants:

- Michael Cummings, Special Advisor, Climate and Renewables, Overseas Private Investment Corporation (OPIC)
- Rob Guthrie, Office of Renewable Energy & Environmental Finance, Export-Import Bank of the United States (ExIm)
- Dana Younger, Chief Renewable Energy Specialist, International Finance Corporation (IFC)

2:30 PM – 2:45 PM

Networking Break

2:45 PM – 3:45 PM

Enabling Solar Projects

Successful implementation solar energy projects, regardless of scale, require an enabling environment from a regulatory, technical and financial perspective. This panel will review and discuss the optimal environment and resources needed for the successful implementation of solar projects.

Moderated by John Rezaiyan, President, 3E Consulting, LLC

Panel Participants:

- Two Representatives of the Moroccan Delegation
- Representative, First Solar
- Dr. Babul Patel, Principal, Energy Technology Division, Nexant

3:45 PM – 5:30 PM

One on One Meetings

Pre-scheduled one-on-one meetings will be organized with attending U.S. companies, the delegates and the participating financial and government organizations

5:00 PM – 7:00 PM

Networking Reception – Sponsored by



Bar opens at 5:00pm, remarks to be given at 6:00pm