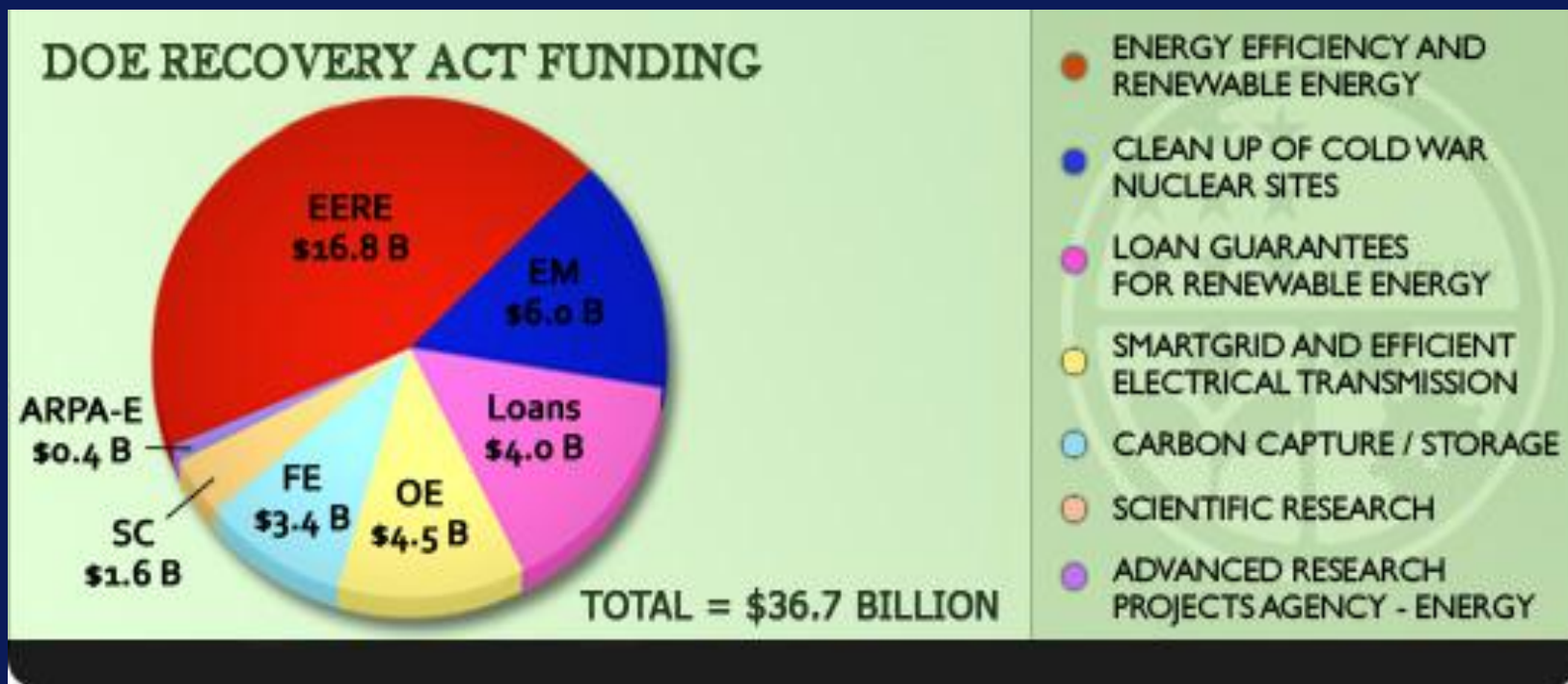


# U.S. Commercial Service

## Clean Tech Startups in the United States and China: Opportunities and Realities of Funding

Shannon Fraser  
Silicon Valley U.S. Export Assistance Center

# Clean Energy Programs under the American Recovery and Reinvestment Act (ARRA)



Source: U.S. Department of Energy



# Smart Grid Development and Deployment in the U.S.

- American Recovery and Reinvestment Act (ARRA) of 2009, the Stimulus Bill
  - A total of \$4.5 billion for Smart Grid Projects, including:
    - \$3.4 billion for Smart Grid Investment Grants
    - \$615 million for Smart Grid Demonstration Grants
- California allocated \$377 million of investment and demonstration grants; \$2.7 million of workforce development grants
- Matching Funds from Award Recipient



*President Obama, October 27, 2009, at the DeSoto Next Generation Solar Energy Center, Announcing the Smart Grid Investment Grant Awards*

# China Smart Grid Policies, Priorities, and Programs

U.S.  
COMMERCIAL  
SERVICE  
United States of America  
Department of Commerce

- Policy Drivers:
  - China's Smart Grid Plan, 2009-2020
- Grid Priorities:
  - Electricity transmission to urban cities
  - Industrial growth
  - T&D investments now exceed power generation investments
- Foreign Investment:
  - Estimated annual investments of \$10 billion for grid infrastructure
  - UHV components; Transmission equipment; ICT and Automation technology



# 21<sup>st</sup> U.S.-China Joint Commission on Commerce and Trade (JCCT)

- China committed that all enterprises in China will make smart grid purchases and sales based solely on commercial considerations...and will provide equal treatment to foreign, foreign invested, and Chinese domestic enterprises.
- China agreed to ensure that the process for developing standards in China are open and transparent.
- U.S. and China agreed to a \$442,380 technical assistance grant to help China State Grid Electric Power Research Institute develop standards for smart grid infrastructure that are appropriate for China and harmonized with U.S. standards

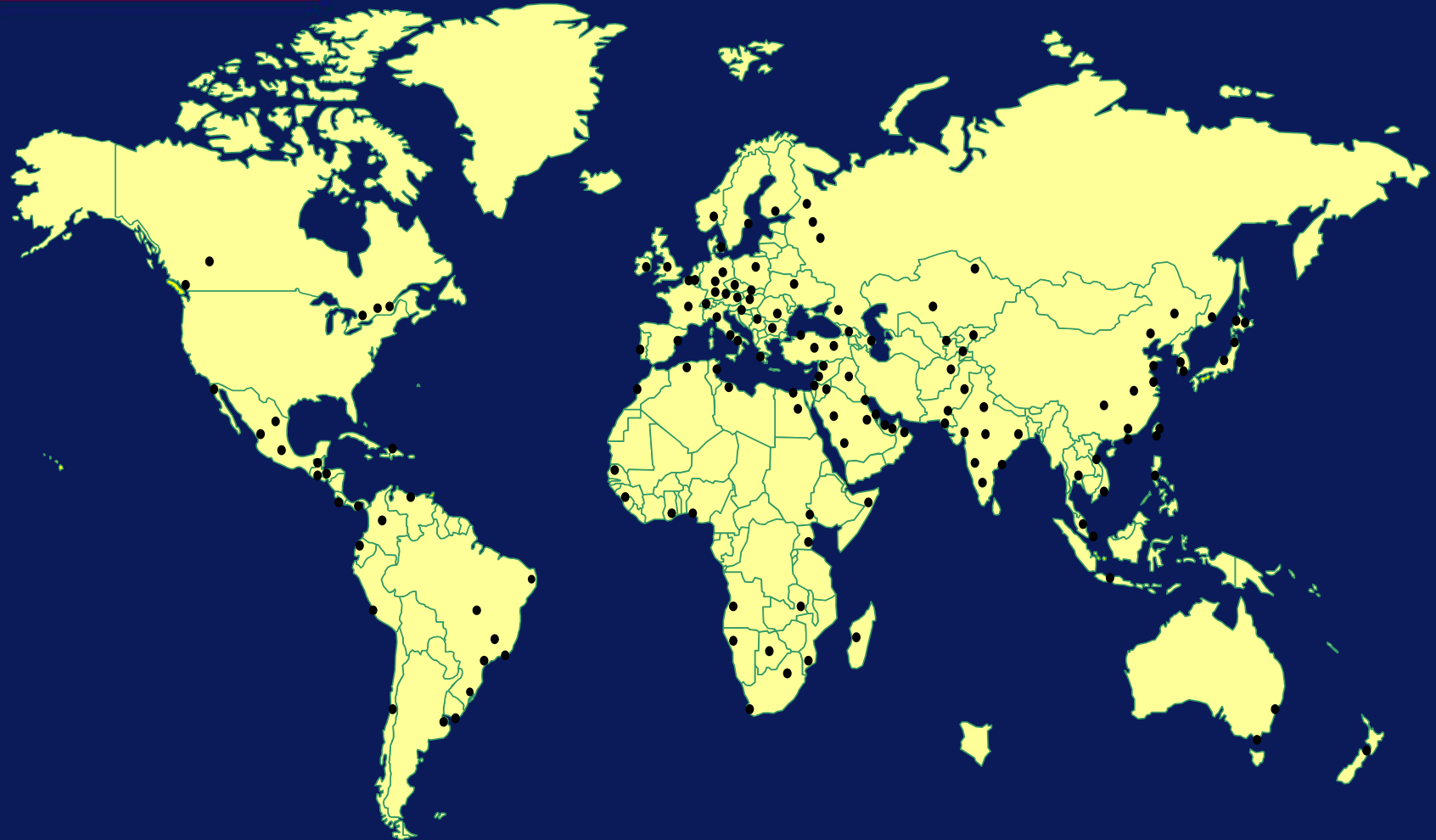
# U.S.-China Energy Cooperation Program

- Launched September 2009; 24 Founding Members and 18 General Members from U.S. and China
- A U.S. commercial sector initiated, managed, and financed non-profit and non-government organization
- Nine Working Groups: Smart Grid; Wind; Solar; Clean Transportation; Energy Efficient Building; Decentralized Energy (CHP); Energy Financing; Clean Coal; Industrial Energy Efficiency
- April 7, 2011 Executive Committee Meeting
- USTDA Smart Grid Demonstration Program: Smart Grid Demand Response Management System in Industrial and Commercial Buildings (March 2011)
- U.S. Biogas Engines to Power China's Largest Ethanol Plant (April 2011)

# U.S. Commercial Service

- ▶▶ U.S. Department of Commerce agency, founded in 1980
- ▶▶ Promote the export of goods & services from the United States
- ▶▶ Help U.S. companies successfully navigate foreign markets
- ▶▶ Assists new and experienced exporters with the knowledge and tools that they need to succeed globally
- ▶▶ Tailored B2B Matchmaking; International Partner Searches; Vetting of Potential Overseas Partners; Customized Market Reports; Trade Missions

# Our Global Network





# Thank You

Silicon Valley U.S. Export Assistance Center

55 S. Market Street, Suite 1040

San Jose, CA 95113

main: 408 535 2757

<http://www.buyusa.gov/siliconvalley>

Shannon.Fraser@trade.gov