

Minnesota Smart Grid Business Roundtable **Focus on Canada: cross-border opportunities**

**University of Minnesota Carlson School of Management
Center for International Business Education and Research**

Thursday February 2, 2012

Agenda

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| 8:30 AM | <i>Registration and Networking</i> |
| 9:00 – 9:10 | <i>Welcome and Introduction</i> Steve Riedel, International Trade Representative, Minnesota Trade Office Michael Willmott, Consul and Trade Commissioner, Technology Partnering, Consulate General of Canada in Minneapolis |
| 9:10 – 9:20 | <i>Opening Remarks</i> Mr. Martin Loken, Consul General for Canada, Minneapolis |
| 9:20 – 10:00 | <i>Smart Grid Collaboration Opportunities: Perspective from Canada</i> Dr. Jatin Nathwani, Professor and Ontario Research Chair in Public Policy and Sustainable Energy Management, University of Waterloo |
| 10:00 – 10:20 | <i>Break</i> |
| 10:20 – 10:35 | <i>Minnesota Smart Grid Trade Mission to Canada</i> Steve Riedel, International Trade Representative, Minnesota Trade Office Stefan Popescu, US Commercial Service Toronto (by phone) |
| 10:35- 11: 25- | <i>US Smart Grid Competitiveness and Export Opportunities in Canada</i> Andrew Bennett, Smart Grid Industry Analyst and International Trade Specialist U.S. Department of Commerce International Trade Administration |
| 11:22 – 12:25 | <i>Panel Discussion on US-Canada Smart Grid experiences and opportunities</i> Walter Levesque, Business Development Director, Energy Management Systems, Digi International Kevin Lauckner, Marketing Leader, Smart Grid Solutions |

Honeywell Building Solutions
Landis & Gyr) Vicki Trees or colleague

12:25 – 12:45 ***Break to get a sandwich***

12:45 – 1:00 ***Integration of solar energy into the grid***
Lynn Hinkle, Policy Director of the Minnesota Solar Energy Industry
Association

1:00 – 1:30 ***Minnesota Smart Grid Company Spotlight***
Josh Headlee, Accelerated Innovations, LLC
Farrokh Rahimi, OATI

1:30pm ***Conclusion—Solar Roundtable begins at 2:00pm***