

## 1<sup>st</sup> Quarter 2010 Newsletter

April 30, 2010

Dear CPV Consortium Members:

This year has already shown a dramatic increase in deployment activity for the CPV industry as many of our members have announced new installation around the world. The CPV Consortium hopes to continue to facilitate this growth by working together to educate and condition the market for the acceptance of our now commercially ready technology. Within the first few months of 2010 we have held multiple membership meetings, applied and submitted comments for grants in the United States, increased membership, and began to discuss with various groups ways to establish conferences which are focused on commercialization and a more targeted audience. We appreciate the increased participation within the Consortium, and look forward to further success for CPV technology throughout 2010.

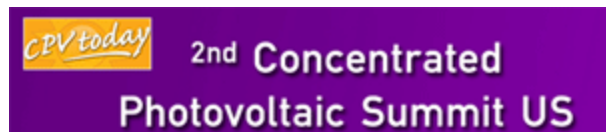
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### First Quarter Events in Review

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#### 2<sup>nd</sup> Concentrated Photovoltaic Summit; San Diego, CA

The CPV Consortium held its Marketing and Technical Workgroup Meetings in conjunction with the 2<sup>nd</sup> CPV Summit US in San Diego California on February 1<sup>st</sup>, 2010. Nancy Hartsoch chaired the Marketing Workgroup Meeting and Pedro Banda chaired the Technical Workgroup Meeting. Both workgroups had high attendance and participation from CPV Consortium members. The Marketing Workgroup discussed how to make conferences more effective, better education for CPV Technology, drafting a CPV Consortium View of the Market, and a CEC Pier Grant opportunity. The Technical Workgroup focused on IEC Standards, with ideas on how to increase the importance of the standards and how the CPV Consortium can assist to expedite the process. Both Marketing and Technical Workgroup minutes are available online in the Member Login section.



As an official partnering organization, the CPV Consortium had a booth at the conference where it attracted many industry companies and helped to peak interest to join the CPV Consortium.

#### CPV-6, International Conference on Concentrating Photovoltaic Systems; Freiburg, Germany

The CPV Consortium held a Membership Meeting in conjunction with the CPV-6 Conference in Freiburg, Germany on April 6<sup>th</sup>, 2010. The Membership Meeting was very well attended and many members participated making it one of our most productive meetings to date. The group discussed the amended bylaws for informational membership, the UC Berkeley



Environmental Study, our CEC Pier Grant opportunity, the RFI for Solar Demonstration Projects, CPVC lobbying efforts, letter to CPV Today, the Marketing Workgroup's view of the industry, and the Technical Workgroup's view of the IEC performance metrics. These minutes are available online in the Member Login section of the CPV Consortium website at [www.cpvconsortium.org](http://www.cpvconsortium.org).



The CPV Consortium gave an Industry Presentation at the CPV-6 Conference that allowed many of the industry companies to gain a better understanding of the CPV Consortium's objectives. Claire van Zuiden visited each of the booths at the Conference to discuss the recent activities and benefits of joining the CPV Consortium.

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## First Quarter Activities

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### Amended Bylaws: Informational Membership

The Board of Directors approved amendment of the CPV Consortium's bylaws in January 2010 to change Informational Membership to a 6-month Trial Membership. Before the bylaws were amended, informational membership was \$1000/year, which allowed access to data, but members did not have a voice in decisions or the ability to engage in workgroup activities. There was concern expressed by several informational members that because they were not able to participate in Consortium activities they found it difficult to find value. The Board of Directors assessed the situation and decided to offer a 6-month trial informational membership. This allows members to join at a lower-investment pace of engagement and provide an opportunity for companies to evaluate membership before a full buy-in. The 6-month Trial Informational Membership allows members to participate in group activities, meetings and work groups, but do not have voting privileges. The cost is \$1000 and if the company joins after 6 months, 50% is transferred toward membership. Informational membership is limited to six months. The updated bylaws are available on the website in the Member Login section.

### UC Berkeley Environmental Benefit Study

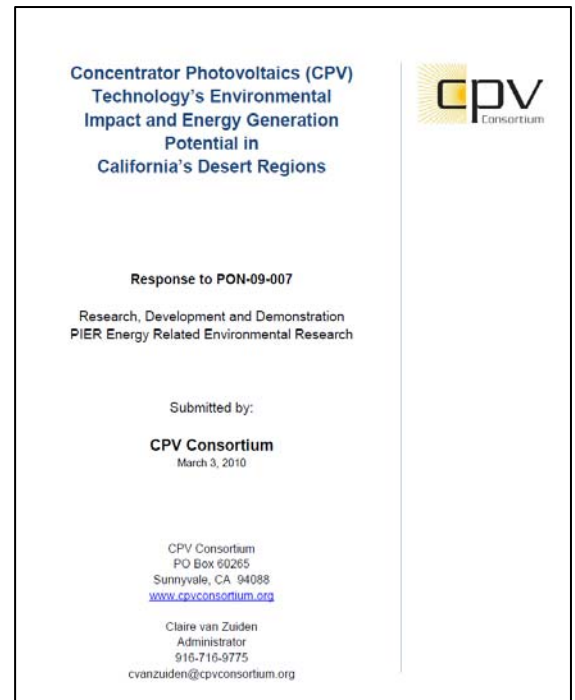
In October 2009 the CPV Consortium launched an environmental study with Professor Kammen at UC Berkeley. The goal of the study is to validate CPV's superior environmental benefits, as compared with other solar technologies. Examples of testing include: comparing CPV's minimal water usage, non-permanent shadowing, and minimal land and wildlife impact to other solar technologies. Professor Kammen and his graduate students have requested price and cost information on CPV for analysis of economic impact from environmental advantages. Understandably, there has been some resistance among member companies to provide individual information, so the Consortium's system suppliers have come together to determine



averages for dollars/watt, LCOE, and projected volume for 2011-2015. The study is scheduled to be complete no later than September 2010, with interim results in June 2010.

### **PON-09-007 Grant: Reducing the Environmental Impact of Solar Energy**

On March 3<sup>rd</sup>, 2010 the CPV Consortium applied for Phase 1 of the PON Grant, funded by the State of California. The CPV Consortium partnered with California Advanced Solar Technologies Institute (CAST), which is an organization comprised of three universities in California: UC Merced, UC Berkeley, and UC Santa Barbara. The Consortium applied for a 200 kW CPV demonstration project from CPVC system manufacturers to evaluate the environmental impact of CPV technology. The goal of the demonstration project is to prove that CPV technology will help California reach its environmental policy goals by utilizing a technology with a light environmental footprint and lowest cost of solar energy in desert regions. We were not accepted for this grant; however, we did receive a personal phone call from the California Energy Commission informing the Consortium that they are very interested in our project, but believed it would better qualify for a future grant proposal. They suggested that we consider re-submitting our proposed project for a different PON grant that will be coming out in the future months.



### **RFI Solar Demonstration Project**

On April 2<sup>nd</sup>, 2010 the CPV Consortium submitted a response to the US Department of Energy's Request for Information (RFI) for a future solar demonstration project for Concentrating Solar Technologies. The Consortium's response included member feedback, but the Consortium encouraged companies to submit a RFI on behalf of their respective companies. This response is available on the CPV Consortium website in "About Us" under the "Programs & Projects" tab.

### **Conference Participation**

After being unsuccessful in getting the CPV Today conference group to amend their conference plans in line with what we as a group determined to be appropriate for the state of the industry and our needs, the Consortium started a project to identify other opportunities for one US and one European conference which would focus on commercial aspects of CPV deployment. Initial steps include engaging with EPIA to discuss a potential conference in Italy and with SEIA/SEPA in conjunction with Solar Power International to discuss a CPV-focused one-day workshop directed to developers and utilities. This effort is in its early stages, but we hope to be able to have significant progress before the end of the second quarter.

## View of the Industry

We are currently finalizing the numbers for the release of a CPV Consortium “View of the Industry” for the projections for CPV Technology market size through 2015. We expect to release this document within the second quarter of 2010.

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## Welcome New Members

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Cyrium Technologies develops CPV cells which provide CPV system manufacturers with solutions that deliver the lowest cost of ownership with the highest efficiency cells. Cyrium Technologies is located in Ottawa, Canada and joined as an informational member.



Energy Innovations is a CPV system manufacturer, specifically their Sunflower system that is an HCPV system which integrates photovoltaic modules, advanced tracking, unique power optimization, an embedded controller and wireless communication. Energy Innovations is located in Poway, California and joined as an informational member.



Okamoto glass specializes in “Optical Sciences” treating, managing and controlling light for future applications. Okamoto Glass is located in Japan and joined as an informational member.

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## Attachments

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Please see the Power Point attachment for the draft of ideas for future conference options and contact the respect people in charge of each task if you are interested in participating. Or, you can contact Claire van Zuiden for more information about how to get involved. For meeting minutes or bylaws please visit the CPV Consortium website and login in to the Member Only section.

Thank you for your help in making the first quarter of 2010 a success for the CPV Consortium and the CPV Industry. I look forward to continued success and participation throughout 2010.

Sincerely,

A handwritten signature in black ink that reads 'Nancy Hartsoch'.

Nancy Hartsoch  
CPV Consortium, Chairman and Director