

## 3<sup>rd</sup> Quarter 2010 Newsletter

November 30, 2010

Dear CPV Consortium Members:

Over the past few months the CPV Consortium has continued to educate large audiences on the current commercial state of the CPV industry. The Consortium accomplished its goal of hosting two successful workshops that showcased the current CPV industry and brought together key stakeholders to help further the success of the industry. We appreciate the continued participation from the member companies to help make these two conferences a reality. This newsletter will update you on some of the specific activities that we have accomplished in the past quarter and those that we are planning for the remainder of the year.

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### 3<sup>rd</sup> Quarter Events in Review

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As you know, at our meeting in February the CPV Consortium determined that it work with existing organizations to create a commercial conference in the US and one in Europe which would allow the industry to provide a comprehensive look at the state of commercialization of CPV. EPIA and SPI were our partners in this undertaking. We leveraged existing conferences and tied an additional workshop day to that conference, with the CPV Consortium driving the agenda for the workshop.

#### US Conference

Solar Power International  
October 11, 2010



*Concentrator PV Boot Camp: A Concentrated Seminar on the Financial Analysis, Deployment, Operation, and Maintenance of CPV Power Plants*

The CPV Consortium held a successful workshop the day before Solar Power International. The workshop was one of the top five highest attended workshops at the show. We had approximately 90 people at the workshop, which

included developers, investors, state and national agencies, and CPV companies. To promote the workshop, we sent out three email blasts, promoted on our website, and advertised through social media. The Boot Camp had 8 Chapters: The CPV Value Proposition, Technology Overview, Selecting CPV-Case Studies, Deployment and O&M of CPV Power Plants, ISFOC Project and Data Analysis, CPV Energy Modeling,





Bankability, LCOE, and the Financial Opportunities, and the Environmental Impact Study. From the feedback responses, the attendee's favorite chapters were the Deployment and O&M Panel, ISFOC Project, and the Selecting CPV-Case Studies. The majority of people felt that the conference was successful and met their expectations.

*Claire has sent out the conference slides, but please email her if you are interested in receiving these slides again.*

### European Conference

Partnered with EPIA and the Thin Film Conference  
November 10, 2010

In conjunction with EPIA, European Photovoltaic Industry Organization, the CPV Consortium organized its first full day European conference in Munich, Germany following the EPIA Thin Film Conference. The conference was well attended, as we had about 70 people in the audience. To promote the conference, we sent out email blasts, promoted on the CPVC and EPIA website, sent out press releases and sent notifications via social media. The agenda was similar to the SPI Conference, with a European focus. It was divided into four sections: The Fundamentals of CPV, The Economical Aspects of CPV, CPV Development and Deployment, and the Environmental Aspects of CPV.



*Please contact Claire if you would like a copy of the presentations.*



### Annual Membership Meeting

October 12, 2010

The CPV Consortium held its annual membership meeting in combination with Solar Power International. The meeting reviewed the State of the "Consortium" 2010, marketing activities, CPV Consortium 5-Year Industry Outlook Report, promotional activities, Environmental Impact Study, governance, and facilitated an organizational structure discussion. *The minutes were sent to the group and are available on the website in the Members Only section. Please contact Claire if you need the password information.*

## Concentrating Photovoltaics: Customer Perspectives and Marketplace Realities

Live Online Conference and Teleconference

October 27, 2010



On behalf of the CPV Consortium, Nancy Hartsoch was invited by AltaTerra Research Network to be the key speaker for an online conference on CPV. Nancy gave a CPV Industry Overview presentation that discussed the CPV value proposition, challenges for CPV in going to scale, the state of commercialization, and demonstrated CPV case studies. Attendance was good, and the question and answer session exceeded the 90 minute time frame for the on-line conference. The interest and knowledge level of inquirers was consistent with the overall momentum we are seeing in the industry.

*The conference slides are available on the CPVC website under Events.*

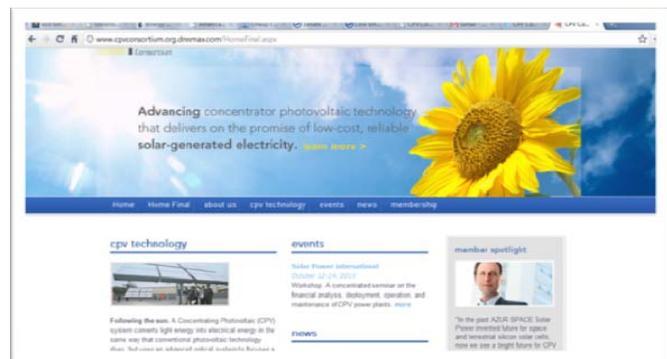
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## Website and Social Media Update

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Website [www.cpvconsortium.org](http://www.cpvconsortium.org)

Our CPV Consortium website was previously hosted by a web design firm. For improved efficiency and cost control, we have now transitioned the website to DNN, Dot Net Nuke, which allows Claire to update the website content instantly and without further cost to the Consortium. Please take advantage of this new feature and send Claire press releases, photos, technical papers, and videos to include on our site.



With our hosting changes, we also changed the overall design of the site to make it more user-friendly and a better tool for demonstrating CPV as a deployed technology with a very exciting future. We also integrated social media on our site, as the Consortium now has active Twitter, Facebook, YouTube, and Linked In accounts.

## Social Media

The CPV Consortium is utilizing social media as a way to spread more information about CPV technology to a broader audience via the internet. Each social media tool allows those interested in CPV technology to find out more information about the technology and the CPV Consortium's activities. Please send Claire any related information that you would like posted through our social media mediums.

*Twitter*

The CPV Consortium created a Twitter account to broadcast our first CPV workshops and encourage registration. The CPV Consortium is following about 70 organizations and has about 25 followers, which include media sources, solar experts, and member companies. Claire tweets multiple times a week about CPV technology and CPV Consortium member's press released. Many of these "tweets" are picked up by other people are "retweeted" on their page.



### *YouTube*

The CPV Consortium created a YouTube channel to host our CPV videos. This allows people to view the technology functioning and grid connected in the field, without having to actually travel to a site.

### *Facebook*

The CPV Consortium has a fanpage on Facebook. Please become friends with Nancy Hartsoch on facebook and "like" the CPV Consortium fanpage.

### *Linked In*

The CPV Consortium has a group on Linked In. Please join the group. We are still working to determine the best function for this group. It may be used as a medium to facilitate group discussion within the Consortium.

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## Governance

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### **Board of Directors**

Our current Board of Directors includes:

Nancy Hartsoch, Chairman\*\*

Pedro Banda \*\*

Dr. Andreas Bett \*

Dr. Martha Symko-Davies \*

Brian Gibson \*\*

Jan Hildebrandt\*

Hansjörg Lerchenmüller \*\*

Gerhard Strobl \*

\* Term ends December 2010

\*\* Term ends December 2011

With amendments to our bylaws early this year, our board members now serve two year terms, with 4 seats up for reelection each year. We are currently holding Board of Director elections for those members board seats whose term expires at the end of this year. In accordance to our bylaws, the Steering Committee Members nominated representatives for the Board of Directors and ballots have been distributed to all Charter and General Members to vote for the four open board seats. **Ballots are due no later than Friday, December 3<sup>rd</sup>.** We will announce the new Board in mid December and the first Board meeting at the start of the New Year.

### Bylaws/Membership Agreement

Attached is a copy of the current bylaws for the organization. We have had a number of changes over the past year that has resulted from member input. This is just to make sure everyone has the current copy. Should you have any questions, please let Nancy know. Another issue brought up by a member company was that our Membership Agreement mentioned an IPR Policy, but did not include a policy in the agreement. Attached is the IPR Policy for the CPV Consortium and the Membership Agreement, for your reference.

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### Welcome New Members

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Amonix recently joined the CPV Consortium as a Charter Member. Amonix is a CPV system supplier and is based out of California, USA.



Concentrator Optics joined the Consortium as a 6-month Trial Informational Member. Concentrator Optics is an optical lens supplier for the solar industry.



Helios Solar, LLC joined the Consortium as a General Member. Helios Solar is a CPV module supplier based in Colorado, USA.



Millennium Communication joined the CPV Consortium as a General Member. Millennium Communication is a supplier of high efficiency GaAs solar cells and is based in Taiwan.

Spectrolab, a wholly owned subsidiary of The Boeing Company, is a supplier of high-efficiency multijunction solar cells for CPV systems. Spectrolab joined as a Charter Member.

Trial Members → General Members



After their 6-month trial membership, Cyrium Technologies and Solar Junction have joined the Consortium as General Members.



Solar Junction

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## Attachments

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Please see the attached signed bylaws, membership agreement, and IPR policy for the CPV Consortium.

**In conclusion**, let me say that 2010 has been a very successful year for the CPV Consortium. Externally, in terms of educating and raising the visibility of CPV as a commercially available, competitive option for solar projects, the Consortium made much progress including our first ever workshops and speaking engagements around the world. Just as importantly for the Consortium has been progress which we have made internally. While I realize that there are additional changes and improvements that will be made, I wanted to thank the many members who brought suggestions forward in terms of ways to improve the functioning of our organization. These suggestions have resulted in changes in the membership process, levels, bylaws, Board of Directors, etc. I sincerely appreciate these suggestions and input and want to encourage all members to share any concerns or suggestions for the Consortium. As a cooperative organization, input and participation by all members is critical in assuring that member's needs are met and our agenda forwards the progress of CPV as a market segment.

If you have any further questions please contact Claire van Zuiden or myself.

Sincerely,

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

Nancy Hartsch  
CPV Consortium, Chairman