

## 4<sup>th</sup> Quarter 2010 Newsletter

January 31, 2011

Dear CPV Consortium Members:

This past year has shown a significant increase in announced CPV projects and in deployments. Along the same lines, the CPV Consortium made significant strides in membership, activities and progress toward one of its goals of being the voice for the industry. As we move forward into 2011, with a membership that has nearly doubled in the last year and a newly elected Board of Directors that is comprised of principal stakeholders from all aspects of the industry, we are looking forward to expanding the unified voice of the Consortium and further facilitating CPV market growth.

---

### 4<sup>th</sup> Quarter Events in Review

---

#### US & Europe Workshops

Since our two workshops were hosted between 3<sup>rd</sup> and 4<sup>th</sup> quarter last year, we included the review of these events in our last newsletter. As a recap, the CPV Consortium decided early last year to drive its own conference agenda. When unable to gain the support of existing CPV conferences, the Consortium decided to develop its own conference/workshop program. We were able to leveraged existing conferences (Solar Power International and EPIA's Thin Film conference) and tied a workshop day adjacent to those conferences. In our workshops we demonstrated the commercial readiness and scalability of CPV. Both workshops proved to be successful and the Consortium plans to continue to apply a similar model for future conferences in 2011.



#### Board of Director Elections

In early December, the CPV Consortium held its Board of Director elections for the four Board seats up for election. Each newly elected Board Member will serve for 2 years. Dr. Martha Symko-Davies and Dr. Andres Bett were reelected. New board members include Vahan Garboushian (Amonix) and Russ Jones (Spectrolab). They join the four members, whose terms will expire at the end of 2010, resulting in the following board of directors for 2011.

Nancy Hartsoch  
Pedro Banda  
Hansjörg Lerchenmüller  
Brian Gibson

Vahan Garboushian  
Russ Jones  
Martha Symko-Davies  
Andreas Bett

The Board of Directors had their first Board Meeting on January 13<sup>th</sup>, and had discussions on the Consortium’s initiatives and priorities for 2011, based on input and discussions from the last membership meeting. These initiatives will be released and discussed with the Steering Committee and General Membership in the coming month.

**New Members**



After their 6-month trial membership, Jiangsu White Rabbit Kechuang New Energy became a General Member.

---

**Budget Analysis**

---

**2010 Financial Report**

The following is a summary of financials for the CPV Consortium for Fiscal Year 2010. You will see a “profit” which is the difference between our dues received and our expenses. We are a non-profit organization, so that figure is our unspent funds which carry forward.

<b>MEMBERSHIP DUES</b>		\$245,500.00
<b>EXPENSES</b>		
<b>Professional Services</b>	\$6,996.11	
<b>Marketing</b>		
Public Relations	\$6,435.00	
Sponsorships/Conferences	\$7,146.59	
Web and Other	\$16,610.50	
Workshops - SPI and EPIA	\$49,947.28	
<b>Operations</b>		
Membership Meeting	\$8,785.50	
Administrative Support/Services	\$60,000.00	
Other Operating Expenses	\$9,121.56	
Travel	\$11,034.48	
<b>TOTAL EXPENSES</b>		\$176,077.02
<b>INCOME</b>		\$69,422.98

---

## Upcoming Events in 2011

---

### CPV Solar Webinar

Hosted by *Energy Daily Network*

The CPV Consortium is helping to host a CPV Solar Webinar on Tuesday, February 15<sup>th</sup> at 10:30am PST. The interactive webinar brings together a panel of three experts who will outline the future of CPV systems. The panel includes representatives from each sector of the industry: a cell company, a utility, and a CPV system manufacturer. Russ Jones from Spectrolab, Michael DeAngelis from SMUD (Sacramento Municipal Utility District), and Nancy Hartsoch from SolFocus will be speaking on the panel. The registration is \$349 per site or computer and we encourage members to reach out to their customers and local utilities to attend the webinar.



### CPV-7 International Conference on Concentrating Photovoltaic Systems

The CPV Consortium is a supporter of the CPV-7 Conference in Las Vegas, Nevada on April 4-6, 2011. As a supporter of the Conference, the Consortium's logo will be displayed on the website and at the conference, we will have our brochure in the conference bag, and we will be speaking at the Industry Evening Session. We would like to include our literature at our member's booths. Claire will be reaching out to those members in the coming months.

We will be having a membership meeting in conjunction with the conference. Due to the conference schedule, we plan to have **our meeting on Sunday, April 3<sup>rd</sup> at 5pm**. This is prior to the Welcome Reception, which begins at 7pm. Please plan your flights and schedules accordingly.

### Future Workshops

Following the success of the two workshops in 2010, the CPV Consortium plans to partner again with Solar Power International and potentially EPIA to host another two workshops tied in with established conferences in 2011. The Board and Steering Committee are discussing additional workshops with established conferences and welcome the input of all members.

### Market Forecast

In early 2010 the CPV Consortium released a 5-year forecast for the CPV industry. With the close of 2010, the Consortium would like to compile data from its members that deploy CPV systems to determine whether or not we met our projects for 2010 and then access if the forecast should be adjusted based on the 2010 installations.

**In conclusion**, 2010 was a progressive year for the CPV industry and the Consortium. As an industry group, we held our first ever workshops and spoke at many conferences around the world to help educate audiences on the commercial availability of CPV technology. We released our first industry market forecast in 2010 and plan to continue to be a unified voice for the CPV industry. The Consortium's membership has almost doubled within the past year and the organization now has representatives from all of the key players in the industry. We see the Consortium's growth as a validation of the growth of CPV technology and look forward to participation from all its members. We thank you for making 2010 the most successful year of the Consortium to date, and we look forward to further accomplishments in 2011.

As you have questions and suggestions, please don't hesitate to contact Claire or myself.

Sincerely,

A handwritten signature in cursive script that reads 'Nancy Hartsoch'.

Nancy Hartsoch

CPV Consortium, Chairman