

1st Quarter 2012 Newsletter

May 2012

Dear CPV Consortium Members,

First, let me apologize for the delay in sending out the newsletter. Because of the delay, we have included here information on two items which are actually Q2 items, but which will seem a bit old if we wait for our 2nd quarter newsletter. I guess that makes this the Q 1.25 Newsletter!

The first quarter of 2012 has closed with the CPV Consortium getting off to an active start. Our Board of Directors and Membership have had the opportunity to meet via phone and meetings a number of times this year with a goal of greater participation and clear actions on identified initiatives that are important to Consortium members in furthering the technology in the commercial marketplace. This newsletter will update you on some of the specific activities we have accomplished in the past quarter (and a quarter) and those that we are planning for the year ahead.

1st Quarter 2012 Events in Review

Board of Directors

In November 2011 the CPV Consortium sent out ballots to the General Membership for the election to fill four (4) Board of Directors seats which were open as of January 1, 2012. In accordance to our bylaws, the newly elected board members will serve a two year term from January 2012-December 2013. The four board seats up for election this year are currently held by Hansjörg Lerchenmüller and Nancy Hartsoch, with two open Board seats left vacant when Brian Gibson and Pedro Banda left their respective companies earlier this year. Continuing board members serving until the end 2012 are Vahan Garboushian, Russ Jones, Andreas Bett and Martha Symko-Davies. Based on membership votes, Hansjörg Lerchenmüller (Soitec), Nancy Hartsoch (SolFocus), Vicente Diaz (Isofoton), and Steve Scott (Reflexite) were elected the CPV Consortium Board of Directors.

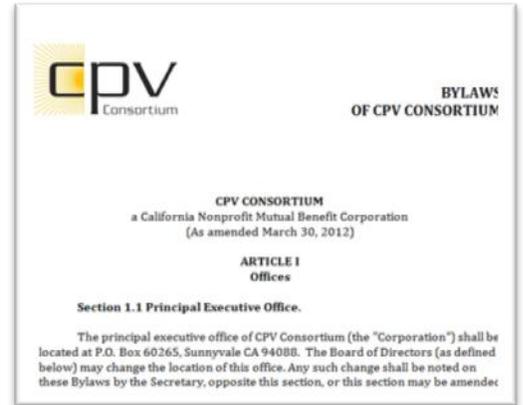
The 2012 CPV Consortium Board of Director includes: Martha Symko-Davies (NREL), Vahan Garboushain (Amonix), Russ Jones (Spectrolab), Andreas Bett (Fraunhofer) and recently re-elected/elected members Hansjörg Lerchenmüller (Soitec), Nancy Hartsoch (SolFocus), Vicente Diaz (Isofoton), and Steve Scott (Reflexite). The 2012 Board of Directors elected Nancy Hartsoch as the Chairperson, Hansjörg Lerchenmüller as the Vice-Chairperson, and Steve Scott as the Secretary and Treasurer.

Updated Bylaws

The topic of Membership Structure was addressed at multiple Board of Director meetings in early 2012. Input was received from a number of our general members who felt that our current structure of Charter and General Membership levels, whereby Charter members gained additional rights/benefits by paying higher dues, did not encourage or facilitate participation from all members. The Board

considered this input, particularly taking into account the overall size of the organization and determined that a simpler membership structure was appropriate to the CPV Consortium.

As a result, The Board of Directors voted to amend the bylaws to remove the Charter Membership level. There are two primary impacts to the organization with this change. (1) With this change, the “Steering Committee” which was formed by Charter Members and was tasked to direct the overall direction of the CPV Consortium, will no longer exist. Instead, the full general membership will be involved in the activities of the group and be able to participate in any work groups and committees formed. (2) All General Members will be able to nominate members for the Board of Directors.



The General Membership category will still have a split payment level between Small Company and Large Company levels.

General Membership	
Small Companies (<\$20 million annual revenue)	\$ 7,500
Large Companies (> \$20 million annual revenue)	\$12,500
Trial Membership	\$ 1,000
Six month trial period with all rights except voting; at end of six month conversion to General Membership at above fee structure (less \$1000)	

For any Charter Members who have renewed their membership in 2012 at the higher rate, your due date for next payment will be extended to reflect the “overpayment” of \$2,500. Should you have questions please contact Claire Van Zuiden for clarification.

CPV-X Agreement

As background, after the CPV-7 conference last year, the Consortium was asked to possibly engage as an active “participant” in CPV-X in some capacity, but particularly with financing. The Board of Directors has been working with the CPV-X Conference Committee for almost a year to determine a role for the Consortium in future CPV-X conferences. As an organization that makes up at least 80% of the industry, many believe that the Consortium could help strengthen the conference. We have approved an agreement for the CPV Consortium to become the Conference Facilitator and have a seat on the Chair Committee. As Conference Facilitator, the CPV Consortium would support the Conference Chair in all organization issues around the conference including facility selection and negotiation, conference identity and promotion, financial and legal matters for the conference.

As Conference Facilitator, the CPV Consortium wants to continue to help ensure that the conference remains a scientific conference and an economically feasible conference to allow the scientific and educational community to attend. The Consortium will approve the budget and help assist with risk for the upcoming conferences. CPV-9 will be located in Japan.

2012 Initiatives

As 2011 came to a close, we reached out to our membership to discuss the CPV Consortium's initiatives for 2012. Below are our completed 2011 initiatives and drafted ideas for our 2012 initiatives that were discussed at our most recent Membership Meeting.

2011 Completed Initiatives:

- ✓ Create a Near and Long Term Cost Analysis (GTM Research Study)
- ✓ CPV Industry Rating Proposal (In IEC Committee)
- ✓ Create a Common Voice on Scalability of CPV Technology (Released at SPI Workshop)
- ✓ Continue to Educate Developer and Utility Audiences (SolarExpo and SPI Workshops)
- ✓ Leverage Environmental Advantages of CPV Technology (Media Event at Intersolar NA)

Proposed 2012 Initiatives:

- Continue to Educate Developer and Utility Audiences (SolarExpo, Utility Scale Solar Summit and SPI Workshops)
- Develop Competitive Positioning of CPV vs. CSP/PV
- Engage in Government Position for CPV Technology
- Annual Energy Modeling--specifically modeling in conditions other than clear sky because currently there are no good, validated models
- Report of CPV Installations Around the World—engaged with Navigant
- Update with GTM & Navigant annually
- CPVC: Contribute to Bankability
- Reliability—response as an industry
- More aggressive outreach to labs and developers

Members are encouraged to review these and provide your input to Claire Van Zuiden on the top three priorities for the organization.

Welcome New Members



Yug-Neftegas Engineering joined the CPV Consortium to learn more about the technology and its application in the Ukraine. Yug-Neftegas Engineering is located in the Ukraine and joined as a trial member.

Upcoming Events in 2012

CPV-8

April 16-18, 2012

Toledo, Spain

The CPV Consortium hosted a successful Membership Meeting at the CPV-8 conference in Toledo, Spain on April 18, 2012 at 7:30pm. The meeting was well attended by the members and included information on the State of the Consortium, an update on the IEC Committee, a discussion of the Consortium's involvement in CPV-X, upcoming events in 2012 and our proposed initiatives for the calendar year. Please contact Claire van Zuiden if you did not receive a copy of the minutes.

SolarExpo

May 9-11, 2012

Verona, Italy



The CPV Consortium was asked to host another workshop at this year's SolarExpo conference due to the success of last year's full day workshop in Verona, Italy. The CPV Consortium requested a half-day workshop to focus on the technology and global deployments, with the second half-day presented by the Italian CPV companies to offer a local perspective.

The half-day workshop was titled Concentrator Photovoltaic (CPV)—Proven Technology for High Energy Production. The workshop included a technology overview, current CPV market, recent CPV deployments, CPV power plant performance, CPV announced projects and an industry forecast. The workshop had very good attendance, with 180 participants pre-registering for the workshop. Similar to last year, the workshop was free to SolarExpo participants.

Claire sent the slides from the workshop to all members.

Solar Power International

September 10-13, 2012

Orlando, Florida

The CPV Consortium submitted an application to host a half-day workshop at Solar Power International. The Consortium also plans to host a Membership Meeting at SPI, with details of date, time and location to follow.



Other 2012 Events the Consortium Plans to Attend/Participate

Intersolar North America

Utility Scale Solar Summit

CPV Market Forecast

For the past 2 years, the CPV Consortium has released an annual market forecast. This year, we decided that the market had matured to the level that an outside, third-party study would be more appropriate. We contacted Navigant Consulting in March regarding completing such a study for the Consortium. Between then and early May, they executed this study by accessing members' information on their market plans and forecasts, as well as non-member companies. The results of the survey were presented at the CPV Consortium's workshop at Solar Expo last week. We have attached the Navigant presentation to this newsletter distribution for your reference. I (Nancy) am going to be reviewing those results with the various system and cell suppliers in the Consortium to get impressions from our membership. Depending on those results, we may elect to have our own "perspective" added as a preface on the report. More to follow on that, but you are free to use the presentation content as you wish; the material is the property of the CPV Consortium along with Navigant.

In conclusion, thank you for your help in making the first quarter of 2012 a success for the CPV Consortium and the CPV Industry. We look forward to continued success and participation throughout 2012. Your comments and suggestions are very welcome.

Sincerely,

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

Nancy Hartsoch
CPV Consortium, Chairman