

Expanding the solar distributed generation (DG) market in Nevada

Andy Johnson June 1, 2010

> EXHIBIT D - ENERGY Document consists of 11 pages. Entire exhibit provided. Meeting Date: 06-01-10

Who We Are



- An Alliance of PV manufacturers, systems integrators and financiers
- Working with states to adopt cost-effective solar policies and programs





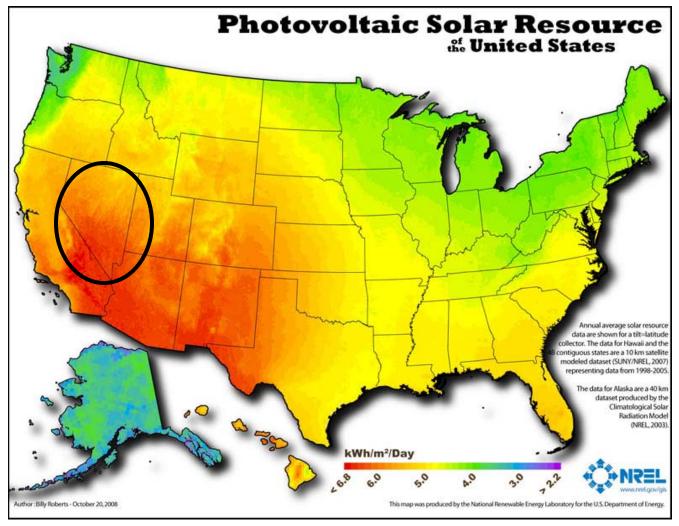




American Solar Electric	APPLIED MATERIALS.	BORREGO SOLAR	bp solar
CONERGY	DOW CORNING	EN E R G Y	evergreensolar
First Solar.	THE NEW VALUE FRONTIER KYOCERA	MAINSTREAM ENERGY	MTSUBISH ELECTRIC BOLAR ELECTRIC INNOVATIONS
MMA Renewable Ventures	ærlikon solar	IBERDROLA RENEWABLES	SANYO
SCHOTT solar	SHARP. solar electricity	[©] Solar Ci ty	SOLARIA
SOLAR POWER PARTNERS	SOLARWORLD	NSPG SOLAR	SunEdison established establis
SUNPOWER	✓ SUNTECH	₩ TIOGA ENERGY	Trinity
UNI-SOLAR United Solar Ovonic	xantrex	COMMUNITY ENERGY"	

The Opportunity





The Opportunity





The Opportunity

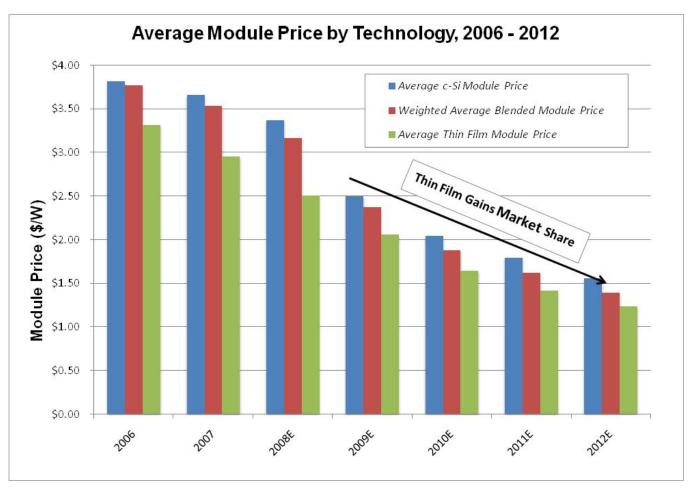


- Grants from the Federal Government = 30% of system cost
 - Going to other states
- Economic Development = 65,000 direct and indirect jobs in U.S.*
 - Going to other states

*with extension of Treasury Grant Program

Solar Costs Continue to Decline





Source: Greentech/Prometheus

The Gap



- Limit for small business systems is 50 kW, public bldgs 100 kW
- No market in range of 100 kW to 3 MW



Expanding the commercial solar market

- Capture Economies of Scale by increasing the system size limit on Non-Residential systems to 1, 2, or 3 MW
- Create Meaningful Targets by putting in place a specific MW goal tied to an increased budget and RPS targets



Expanding the commercial solar market

- Reward High Performance by replacing the current upfront incentive with a Performance-based Incentive (PBI) for systems 100 kilowatts to 1, 2 or 3 MW that also steps down based on capacity targets
- Simplify customer segments by replacing current categories with "Residential" and "Non-Residential"

Rate Impact



- The impact on ratepayers will be minimized
- Colorado and New Mexico limit impact to ratepayers to 2%
- Working with NV Energy and other stakeholders



Thank you

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