

Expanding the solar distributed generation (DG) market in Nevada

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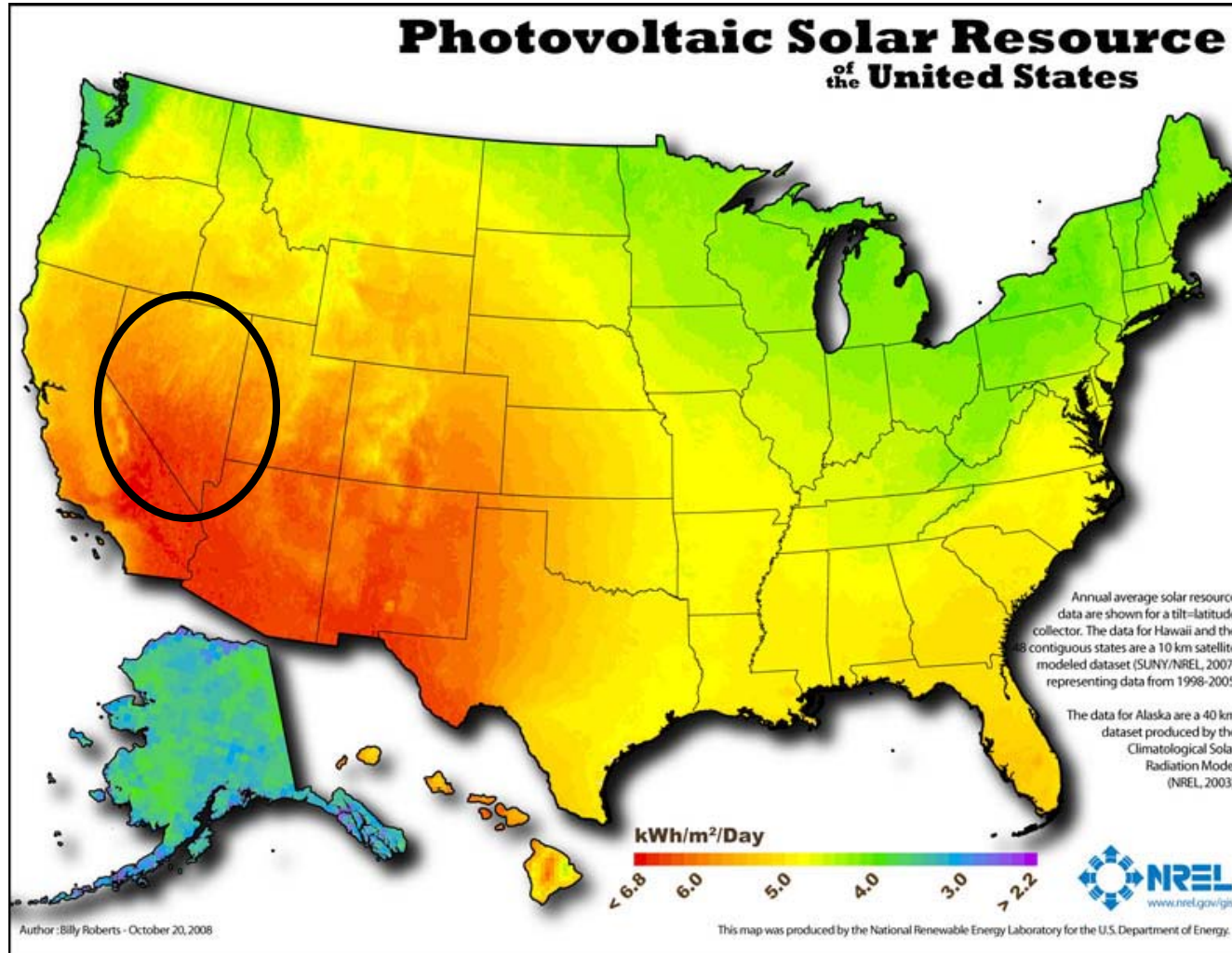
Who We Are

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

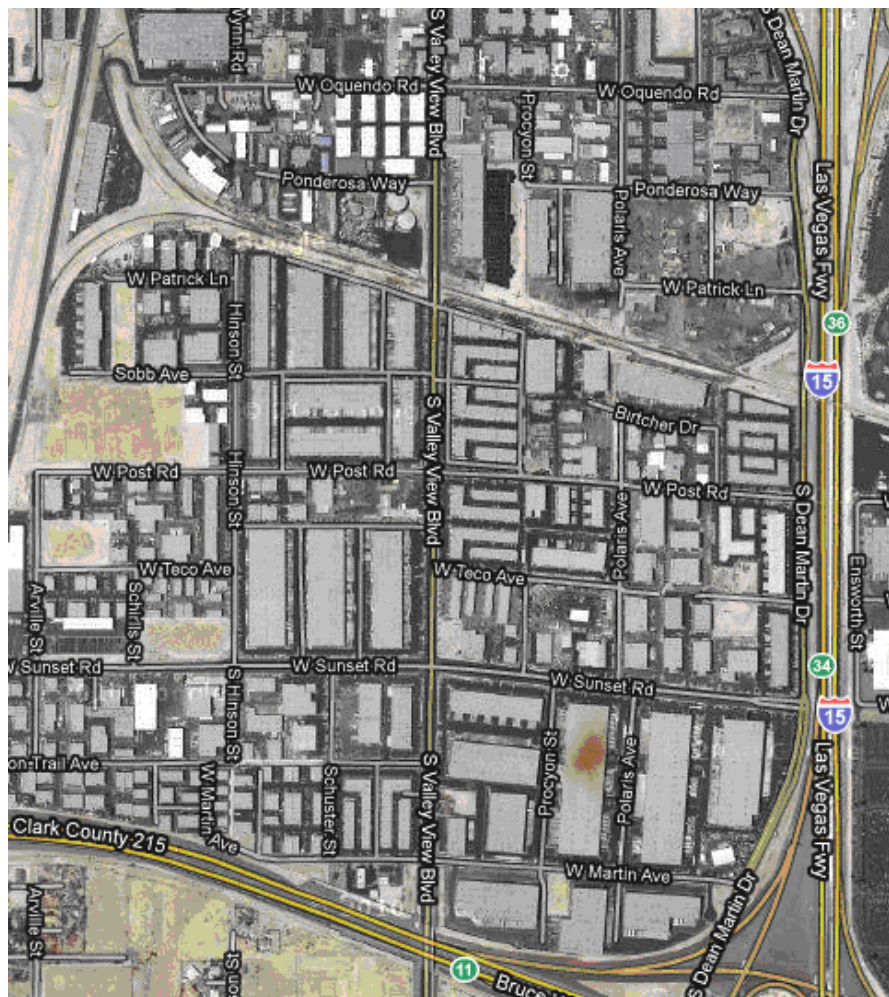


The **Solar**
Alliance

The Opportunity



The Opportunity



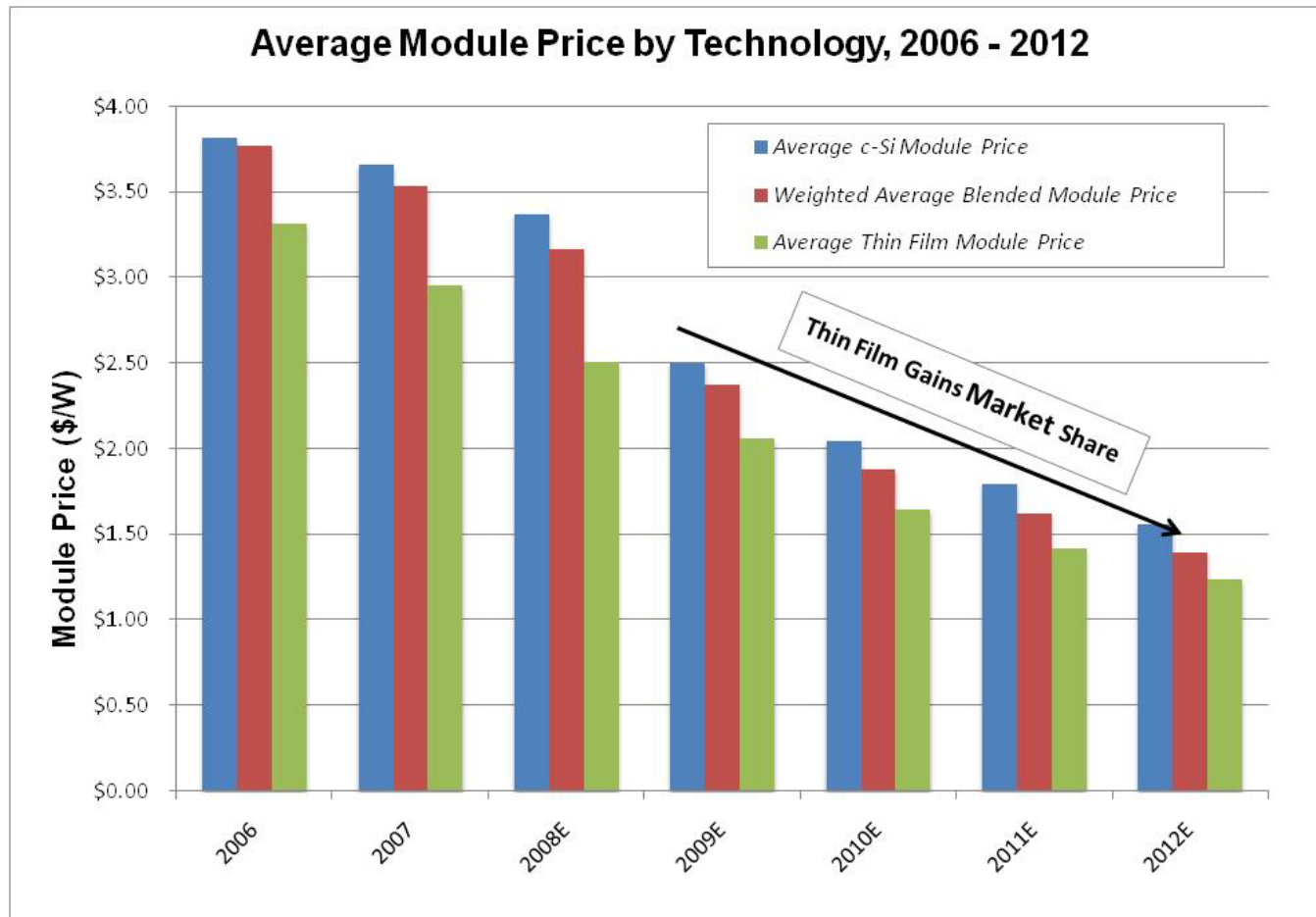
The Opportunity



- 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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