

CSI Program Administrator Forum

April 22, 2010

San Ramon, CA



California **Solar** Initiative

Agenda

- Welcome 4:30 pm
- CSI Program Statistics 4:40 pm
- CSI Handbook 5:10 pm
- PowerClerk Update 5:25 pm
- Q&A 5:35 pm
- Closing 6:35 pm



CSI Program Statistics

Molly Sterkel

California Public Utilities Commission



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Program Summary

- 32% of program's MW installed/pending
- Over a Billion Dollars paid/committed
- 36.3 - Q1 MW installed
- 4236 - Q1 Projects Installed
- \$59MM - Q1 Incentives paid/committed

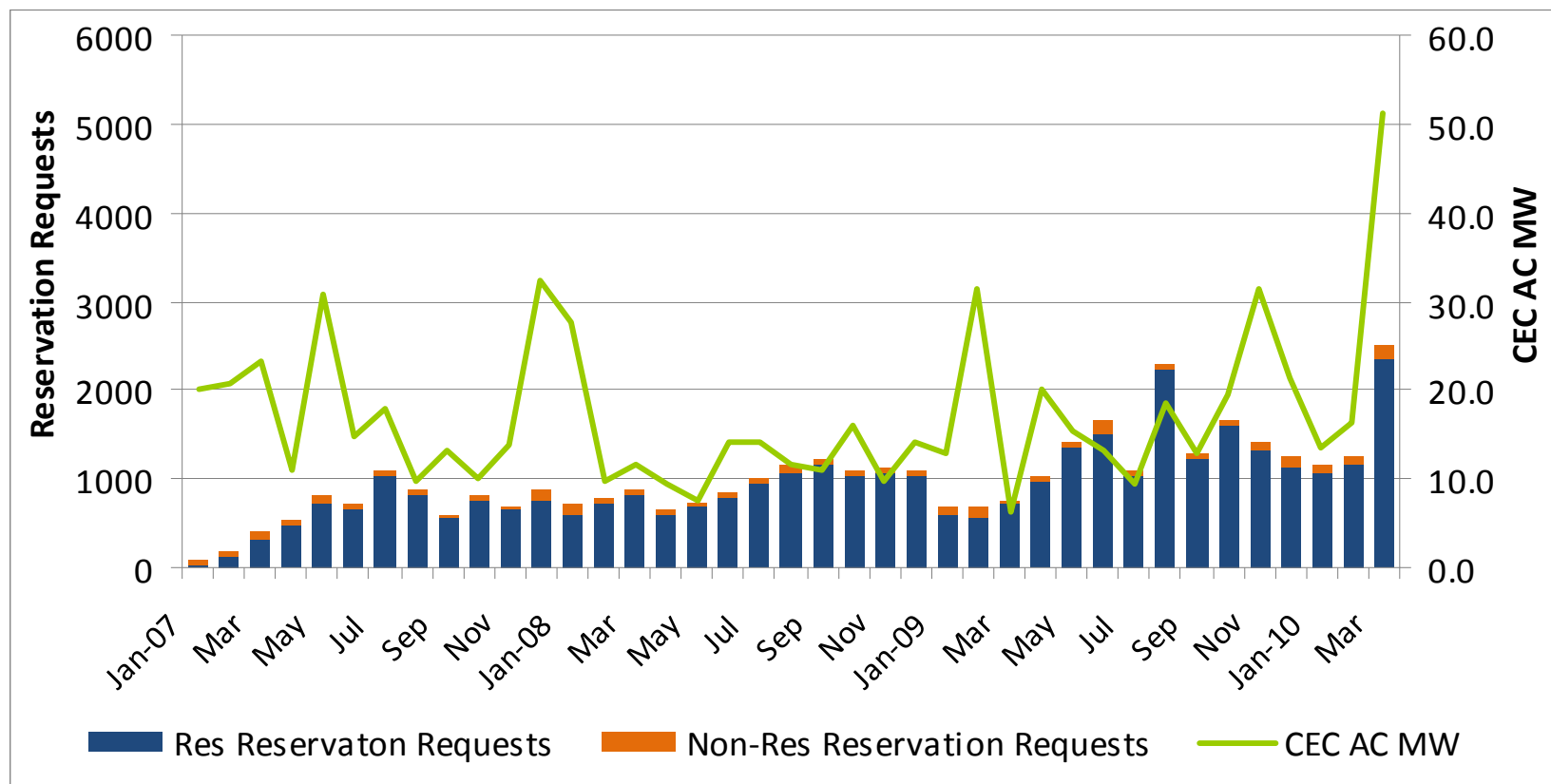
CSI Projects April 14, 2010	
Installed Projects	
Applications	29,478
MW	322.2
Incentives \$ MM	\$704.8
Active Projects	
Applications	8,773
MW	233.2
Incentives \$ MM	\$414.3
Total Installed and Active Projects	
Applications	38251
MW	555.4
Incentives \$ MM	\$1,119.1

Source: PowerClerk, public export - April 14, 2010



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Applications & Capacity Received by Month



Source: PowerClerk, public export - April 14, 2010



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PV Demand Continues to be Strong

	Reservation Request #			Reservation Request MW		
	Res	Non-Res	Total	Res	Non-Res	Total
2008	10,537	831	11,368	49	108	157
2009	14,305	944	15,249	71	141	212
2009 Q1	1,905	222	2,127	9	41	50
2010 Q1	4,593	309	4,902	23	58	81
Program Total ¹	36,292	2,965	39,257	177	491	668

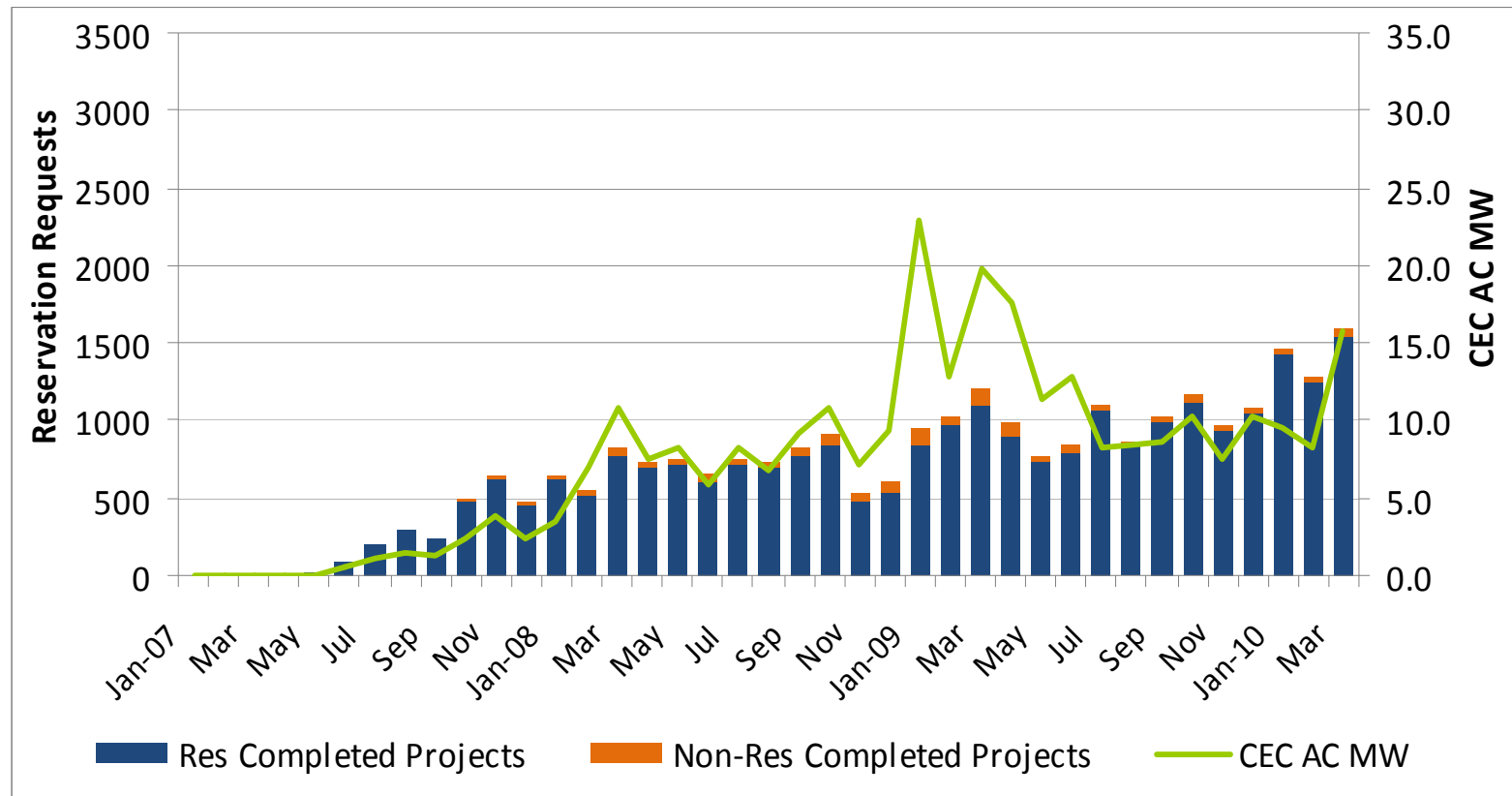
¹Program Total includes CSI projects reservation requests from 2007

Source: PowerClerk, public export - April 14, 2010



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Completed Projects & Capacity by Month



Source: PowerClerk, public export - April 14, 2010



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Steady Increase in Demand Volume

	Completed #			Completed MW		
	Res	Non-Res	Total	Res	Non-Res	Total
2008	7,957	529	8,486	37	58	94
2009	11,320	673	11,993	54	97	151
2009 Q1	2,915	278	3,193	13	42	56
2010 Q1	4,225	138	4,363	20	13	34
Program Total ¹	25,901	1,411	27,312	121	171	292

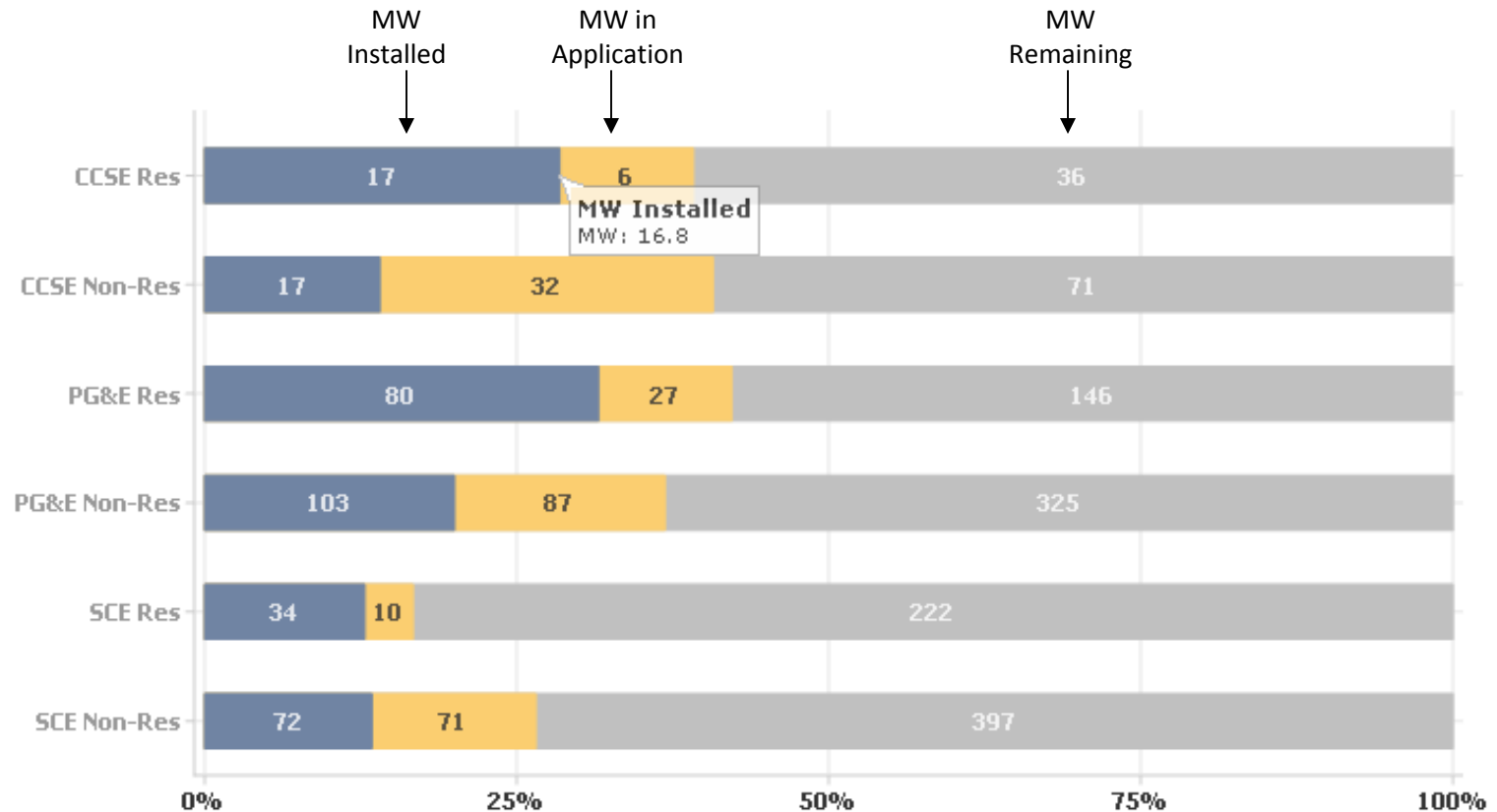
¹Program Total includes CSI projects completed in 2007

Source: PowerClerk, public export - April 14, 2010



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CSI Progress Towards 1,750 MW Goal

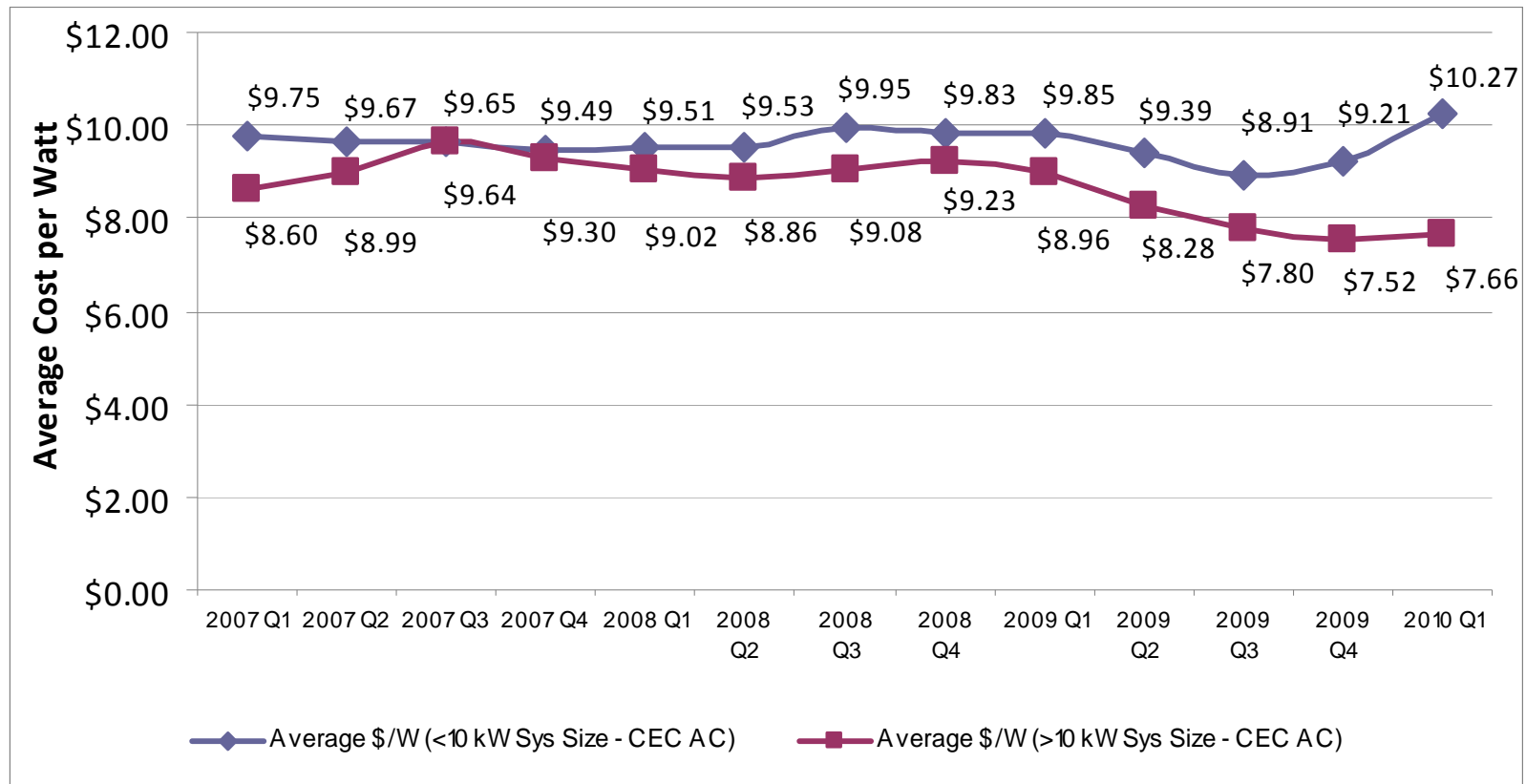


Source: PowerClerk, public export - April 14, 2010



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Average \$/Watt Cost by System Size

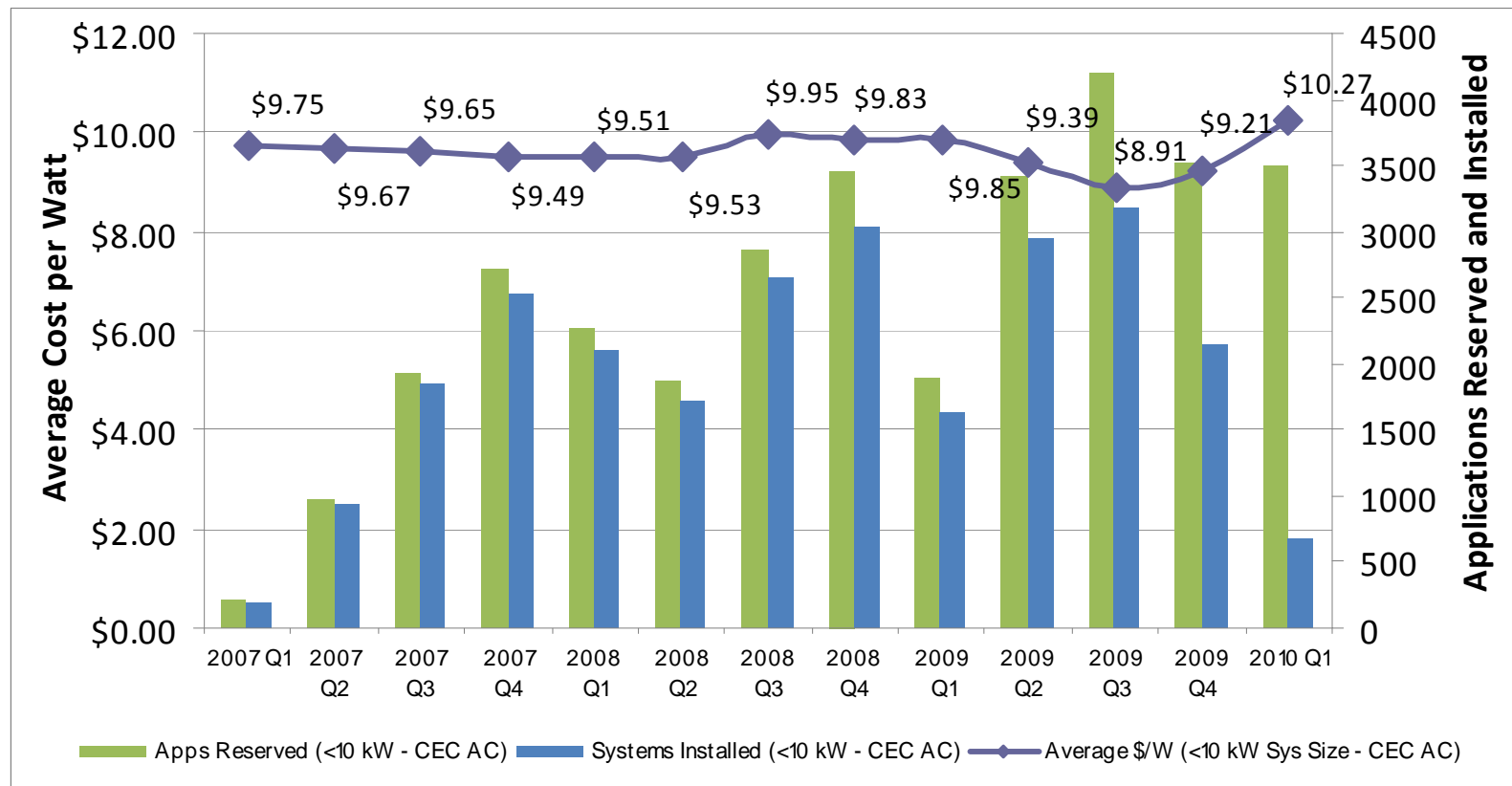


Source: PowerClerk, public export - April 14, 2010



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Average \$/Watt Cost by Sys Size - <10 kW

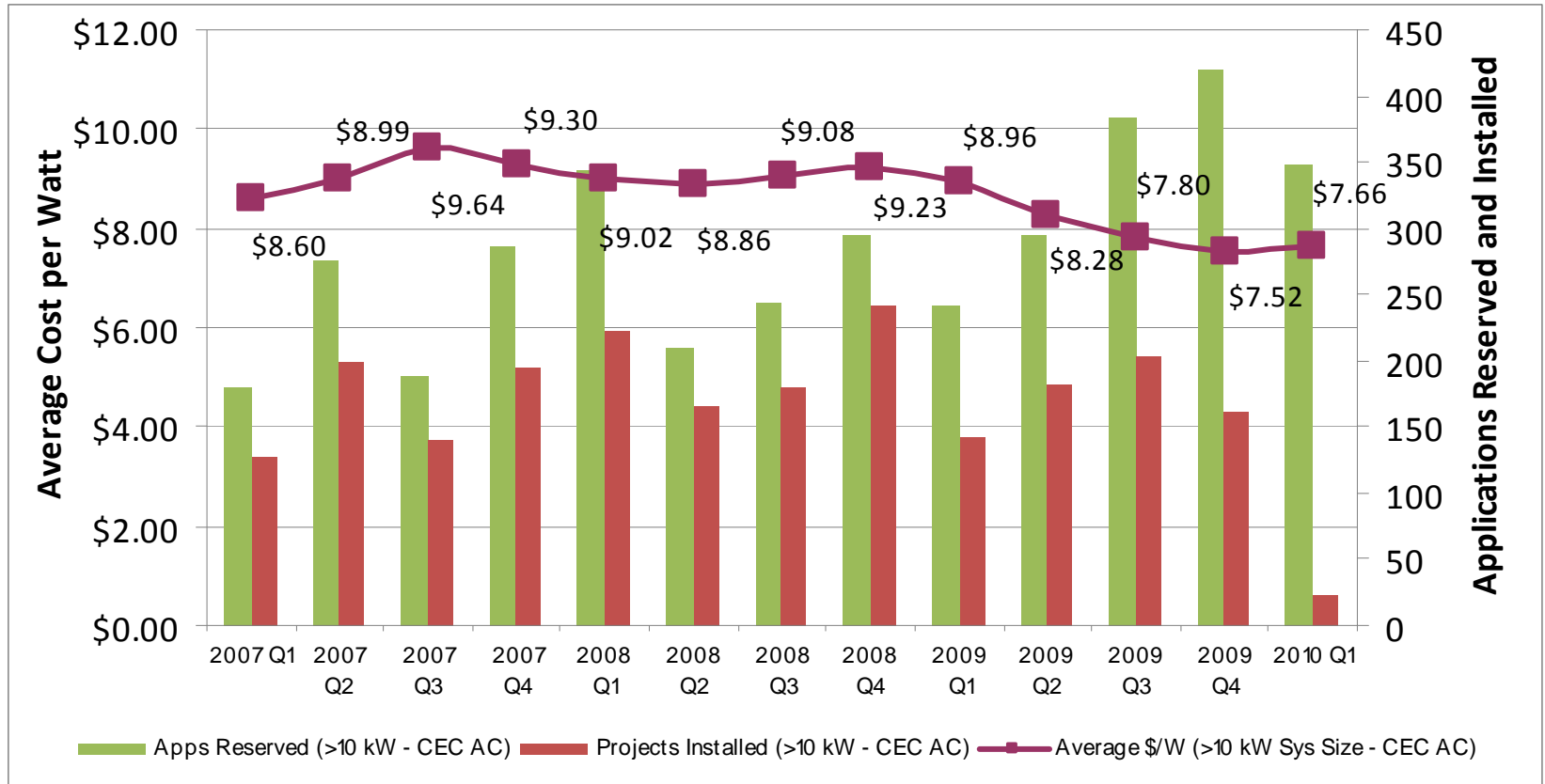


Source: PowerClerk, public export - April 14, 2010



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Average \$/Watt Cost by Sys Size - >10 kW

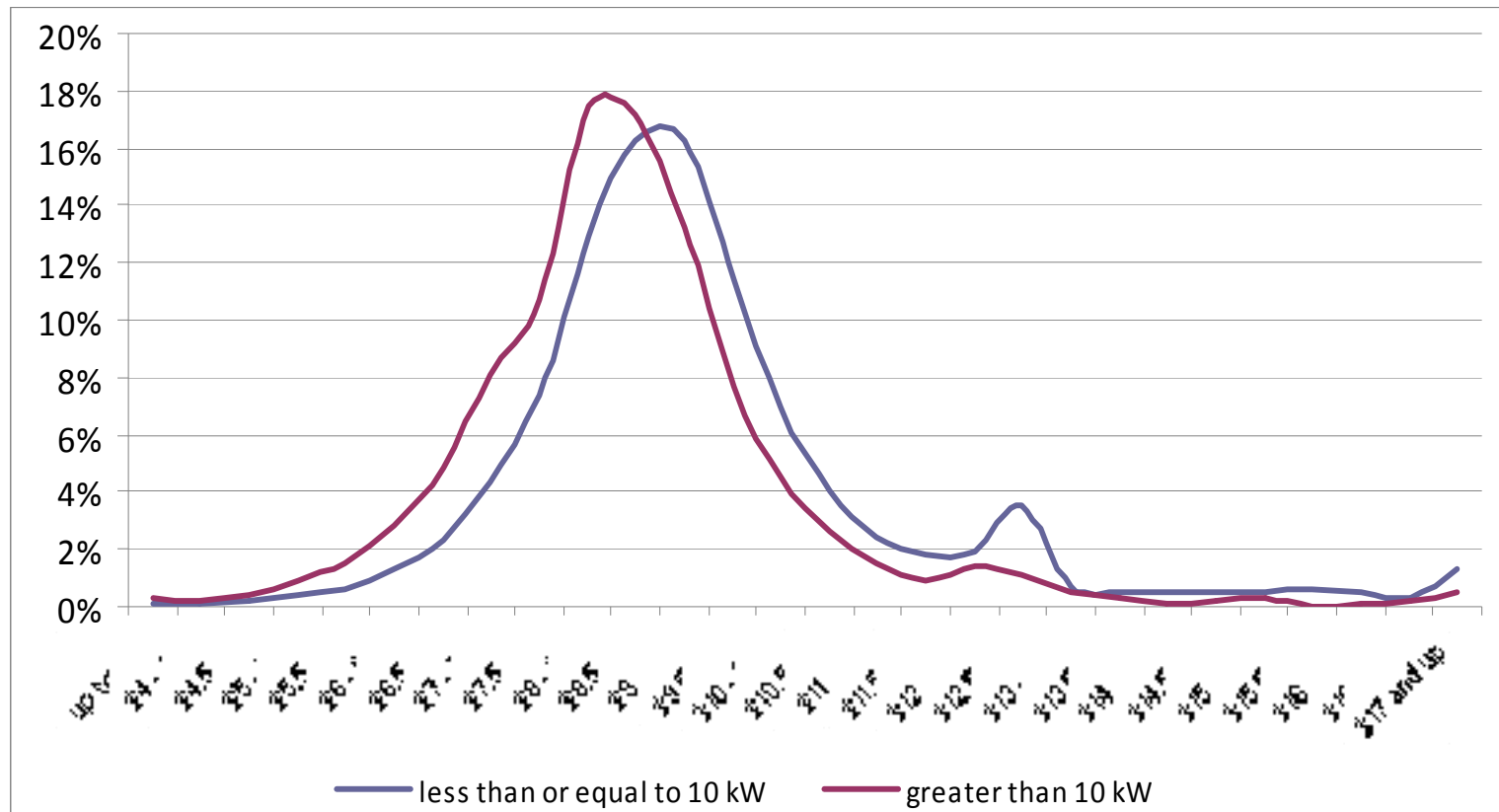


Source: PowerClerk, public export - April 14, 2010



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Completed Projects \$/Watt Costs



Source: PowerClerk, public export - April 14, 2010



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Completed Projects by Contractor Program To Date Ranked by Volume

	Contractor Company Name	Completed Projects	% of Total	Completed kW (CEC AC)	% of Total	Incentives Paid (\$ MM)	% of Total
1	SolarCity	2,785	10.1%	15,168	5.1%	\$28,765,760	4.4%
2	REC Solar, Inc.	2,352	8.5%	19,674	6.6%	\$41,428,314	6.3%
3	Real Goods Solar	1,720	6.2%	9,482	3.2%	\$18,304,862	2.8%
4	Akeena Solar, Inc.	1,440	5.2%	8,014	2.7%	\$14,962,447	2.3%
5	Borrego Solar Systems, Inc.	591	2.1%	6,456	2.2%	\$15,835,587	2.4%
6	SPG Solar, Inc.	541	2.0%	14,425	4.9%	\$35,313,709	5.4%
7	Self-Install (Same as Host Customer)	521	1.9%	2,740	0.9%	\$5,265,328	0.8%
8	Sungate Energy Solutions, Inc.	363	1.3%	540	0.2%	\$779,146	0.1%
9	Stout & Burg Electric, Inc.	337	1.2%	676	0.2%	\$1,300,053	0.2%
10	Mohr Power Solar, Inc.	330	1.2%	1,467	0.5%	\$3,294,411	0.5%
11	NextEnergy Corp.	312	1.1%	1,622	0.5%	\$2,884,867	0.4%
12	Sun Light and Power	295	1.1%	2,391	0.8%	\$4,606,510	0.7%
13	Premier Power Renewable Energy, Inc.	281	1.0%	4,332	1.5%	\$9,149,160	1.4%
14	Advanced Solar Electric, Inc	279	1.0%	1,312	0.4%	\$2,699,609	0.4%
15	HelioPower, Inc.	278	1.0%	1,738	0.6%	\$3,505,365	0.5%
16	SolarCraft Services, Inc.	264	1.0%	1,856	0.6%	\$3,207,090	0.5%
17	Acro Energy Technologies, Inc.	255	0.9%	1,746	0.6%	\$3,346,163	0.5%
18	Solar Technologies	252	0.9%	1,255	0.4%	\$2,080,613	0.3%
19	SunWize Technologies, Inc.	244	0.9%	1,868	0.6%	\$4,249,634	0.6%
20	Sullivan Solar Power	239	0.9%	1,497	0.5%	\$3,331,539	0.5%
Total of Top 20 Contractors		13,679	49.5%	98,260	33.1%	\$204,310,166	31.1%
Total of All Contractors		27,651		296,626		\$656,010,504	

Source: PowerClerk, public export - April 14, 2010



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Completed Projects by Contractor Program To Date Ranked by Capacity

	Contractor Company Name	Completed kW (CEC AC)	% of Total	Completed Projects	% of Total	Incentives Paid (\$ MM)	% of Total
1	SunPower Corporation, Systems	33,792	11.4%	75	0.3%	\$81,925,671	12.5%
2	Team-Solar, Inc.	26,430	8.9%	94	0.3%	\$80,960,133	12.3%
3	REC Solar, Inc.	19,674	6.6%	2,352	8.5%	\$41,428,314	6.3%
4	SolarCity	15,168	5.1%	2,785	10.1%	\$28,765,760	4.4%
5	SPG Solar, Inc.	14,425	4.9%	541	2.0%	\$35,313,709	5.4%
6	Chevron Energy Solutions	9,625	3.2%	36	0.1%	\$21,552,677	3.3%
7	Real Goods Solar	9,482	3.2%	1,720	6.2%	\$18,304,862	2.8%
8	Akeena Solar, Inc.	8,014	2.7%	1,440	5.2%	\$14,962,447	2.3%
9	Conergy Projects, Inc.	6,925	2.3%	49	0.2%	\$17,254,371	2.6%
10	Borrego Solar Systems, Inc.	6,456	2.2%	591	2.1%	\$15,835,587	2.4%
11	BP Solar International, Inc.	5,404	1.8%	12	0.0%	\$15,830,579	2.4%
12	Premier Power Renewable Energy, Inc.	4,332	1.5%	281	1.0%	\$9,149,160	1.4%
13	Permacity Construction Corp.	3,771	1.3%	38	0.1%	\$7,800,434	1.2%
14	Pacific Power Management, LLC	3,491	1.2%	9	0.0%	\$7,339,884	1.1%
15	Self-Install (Same as Host Customer)	2,740	0.9%	521	1.9%	\$5,265,328	0.8%
16	Unlimited Energy, Inc.	2,658	0.9%	164	0.6%	\$7,813,815	1.2%
17	Erickson Construction Co.	2,526	0.9%	13	0.0%	\$4,841,135	0.7%
18	Bleyco Inc	2,435	0.8%	7	0.0%	\$5,078,780	0.8%
19	Stellar Energy GP, Inc.	2,419	0.8%	7	0.0%	\$4,118,855	0.6%
20	Sun Light and Power	2,391	0.8%	295	1.1%	\$4,606,510	0.7%
Total of Top 20 Contractors		182,157	61.4%	11,030	39.9%	\$428,148,012	65.3%
Total of All Contractors		296,626		27,651		\$656,010,504	

Source: PowerClerk, public export - April 14, 2010



March 2010 CSI Handbook Changes

Ben Airth
CCSE



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CSI Handbook Changes

- CSI PA's submitted proposed Handbook revisions to the CPUC through an Advice Filing in March 2010
- Revisions are necessary to mitigate changes the Program has undertaken



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CSI Handbook Changes

CSI Project Review

- CSI Project Review now encompasses the following:
 - Onsite Field Inspections
 - Application Process Review
 - Infractions and Failures
 - Notifications, Sanctions and Dispute Resolution



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CSI Handbook Changes

CSI Project Review Continued...

- Onsite Field Inspections
 - Includes current parameters regarding tilt, azimuth, shade and mounting method
- Application Process Review
 - Review of RRF and ICF and any other documentation received by Applicant
- Infractions and Failures
 - Based on Onsite Field Inspection and Application Review



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CSI Handbook Changes

CSI Project Review Continued...

- Sanctions
 - Removal from CSI Program based on Failures, Immediate Disqualification and Suspended CSLB License
- Notifications
 - CSI PA's will notify all parties to the Application if the project receives an Infraction, Failure or has been removed from the CSI Program based on Excessive Failures or Immediate Disqualification
- Dispute Resolution
 - Initial Appeal is done through the appropriate Program Administrator. If no conclusion is met, the appealing party may file a notice with the CPUC through its formal complaint process.



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Other CSI Handbook Changes

- Revised Warranty Requirement
- Limitations on installed costs (soft cap)
 - PA's may require documentation for why system costs exceed \$14.70/Watt or two standard deviations above the average cost per watt of all projects
 - Costs can only exceed these caps if appropriate justification is submitted
- 1-Step Application Process
- Host Customer Email at Reservation is now mandatory
- Three 180 day Extensions for:
 - University of California Schools
 - California State Schools
- Add language to the CSI Contract that ties the transfer of PMRS data to the Host Customer's agreement with the PMRS Provider
- Revised Metering Section (Section 5) to reflect a more fluid and intuitive process



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Thank you!

Ben Airth

Program Manager

California Solar Initiative

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PowerClerk Enhancements

Kim Ngo

Pacific Gas & Electric Company



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PowerClerk Topics

1. Important Program Change
 - Removal of Excel Based Forms
 - Current and Future Process Flow
2. Benefits of PowerClerk
 - Simplify process for completing forms for CSI Application Milestones
 - Electronic Submittal of Applications
 - Track CSI Applications
3. Highlight of 2 PowerClerk Features
 - Document Attachment
 - Data Upload
4. Q&A



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Important Program Change

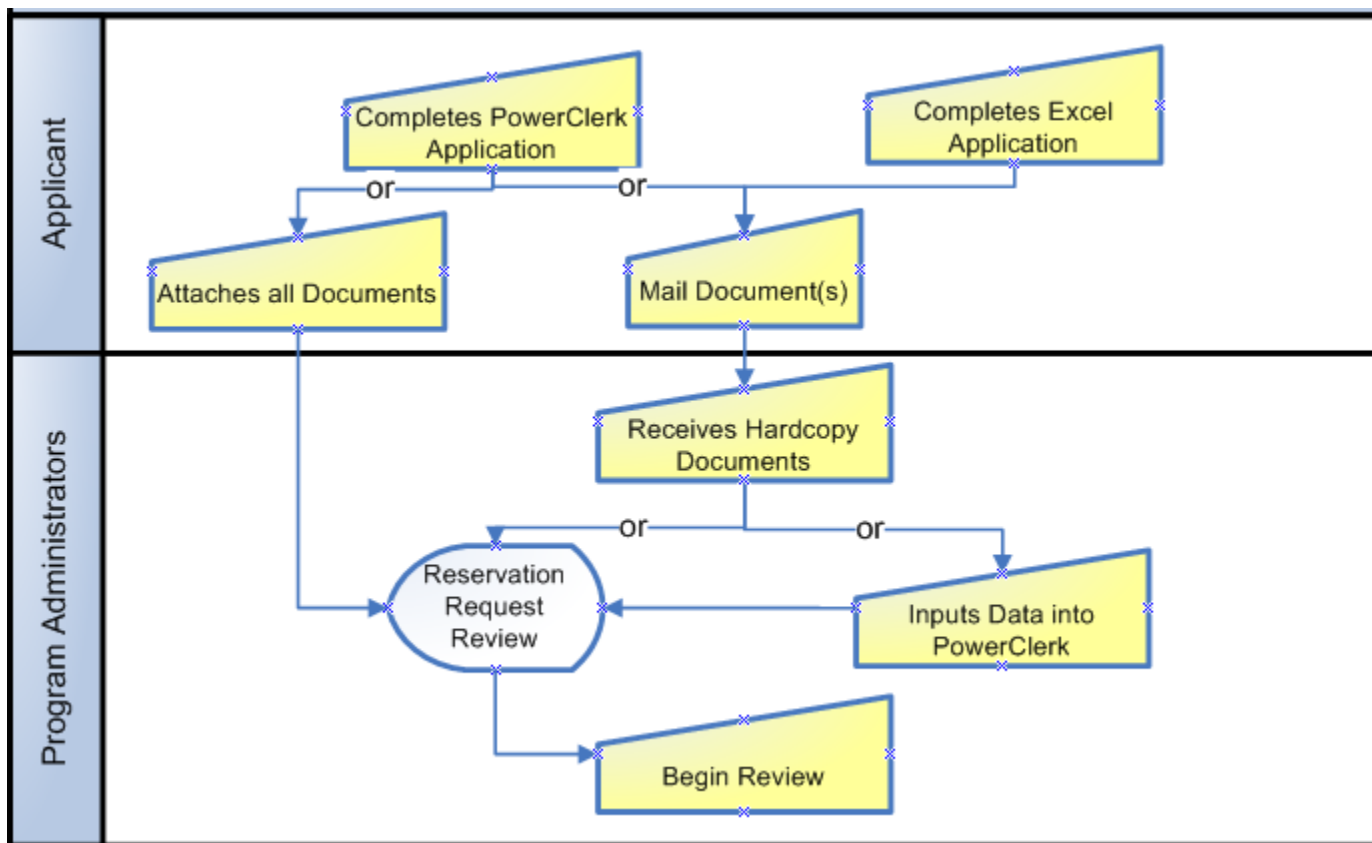
May 1st, Removal of Excel Based Forms

- Excel Based Reservation Requests and Incentive Claims received on or after May 1st will be returned to applicants
- All applications must be created in PowerClerk



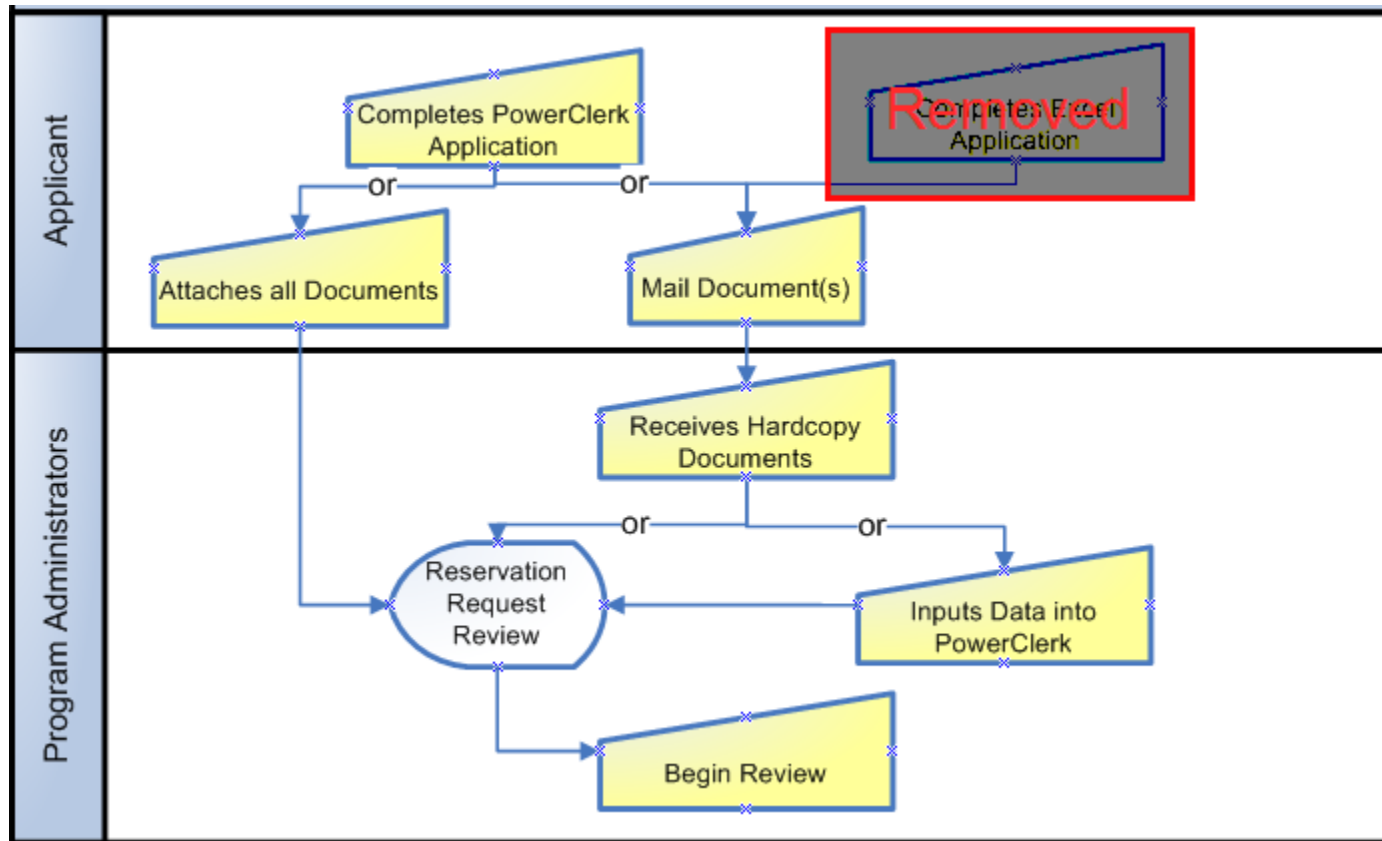
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Current Application Process Flow



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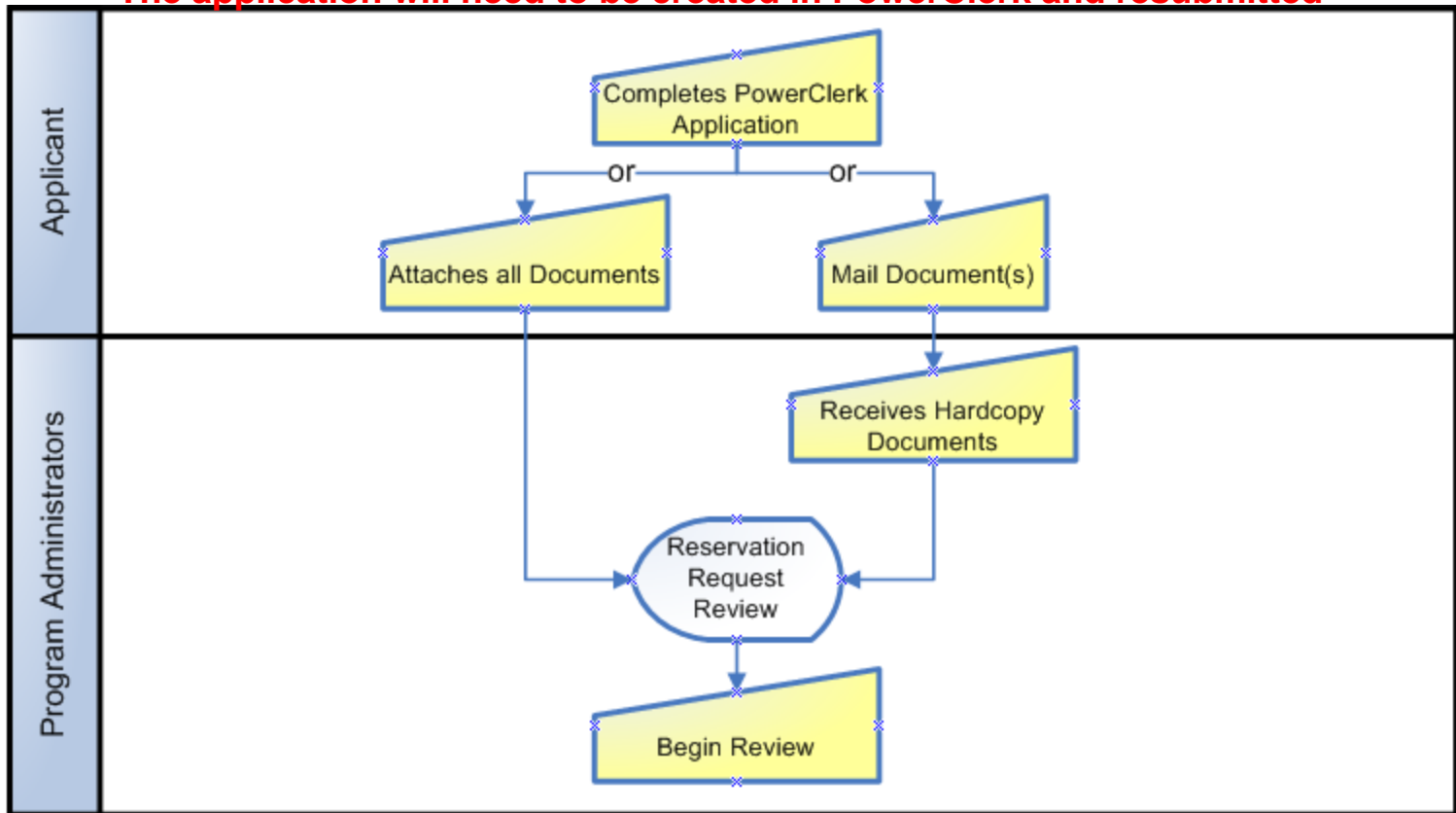
Removal of Excel Based Forms



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May 1st Application Process Flow

***Excel Based forms received on or after May 1st will be returned to the applicant.
The application will need to be created in PowerClerk and resubmitted**



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Benefits of Using PowerClerk

1. Simple process for completing forms for CSI Application Milestones
 - Stores application information entered during the Reservation Request Stage for future Paperwork Milestones
 - Host Customer
 - System Owner
 - Project Site
 - Equipment
2. Electronic Submittal of Application
 - Submit PDF's of required documentation
 - Option to submit a complete application electronically without mailing hardcopies of required documents*

* Except for payment of the application fee for all 3-Step Applications



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Application Statuses

3. Track CSI Applications

- Reservation Request
 - Proof of Project Milestone
 - Incentive Claim
- } **Review** (under PA Action)
or
Suspended (under Applicant Action)
- Online Reservation Request Submitted
 - Online Incentive Claim Submitted
- } PA has not received application and supporting documentation
- Pending Payment → PA has approved payment
 - Completed → Final Payment has been issued
 - PBI – In Payment → PA has received monthly production data and payment has been issued (will remain in this status for 59 months for payments 1 – 59)

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Highlight on 2 PowerClerk Features

1. Document Attachment
2. Data Upload



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PowerClerk - Document Attachment

Attach PDF's of supporting documents



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**Paperless
Submittals**

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New Reservation Request Signature Page

Purpose

- Reduce paper
- Provide Solar Contractors a readily available 1 page sheet to bring on customer visit
- Eliminate 2nd visit to customer for Reservation Request Signature

Description

- Captures incentive application information that the Host Customer and System Owner must acknowledge by signing



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New Reservation Request Signature Page

Steps to use it

1. Reservation Request Signature Page is signed
2. PowerClerk Reservation Request Application is completed
3. Reservation Request Signature Page and other required documents is submitted via PowerClerk Electronic Attachment or postal mail



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PowerClerk - Document Attachment

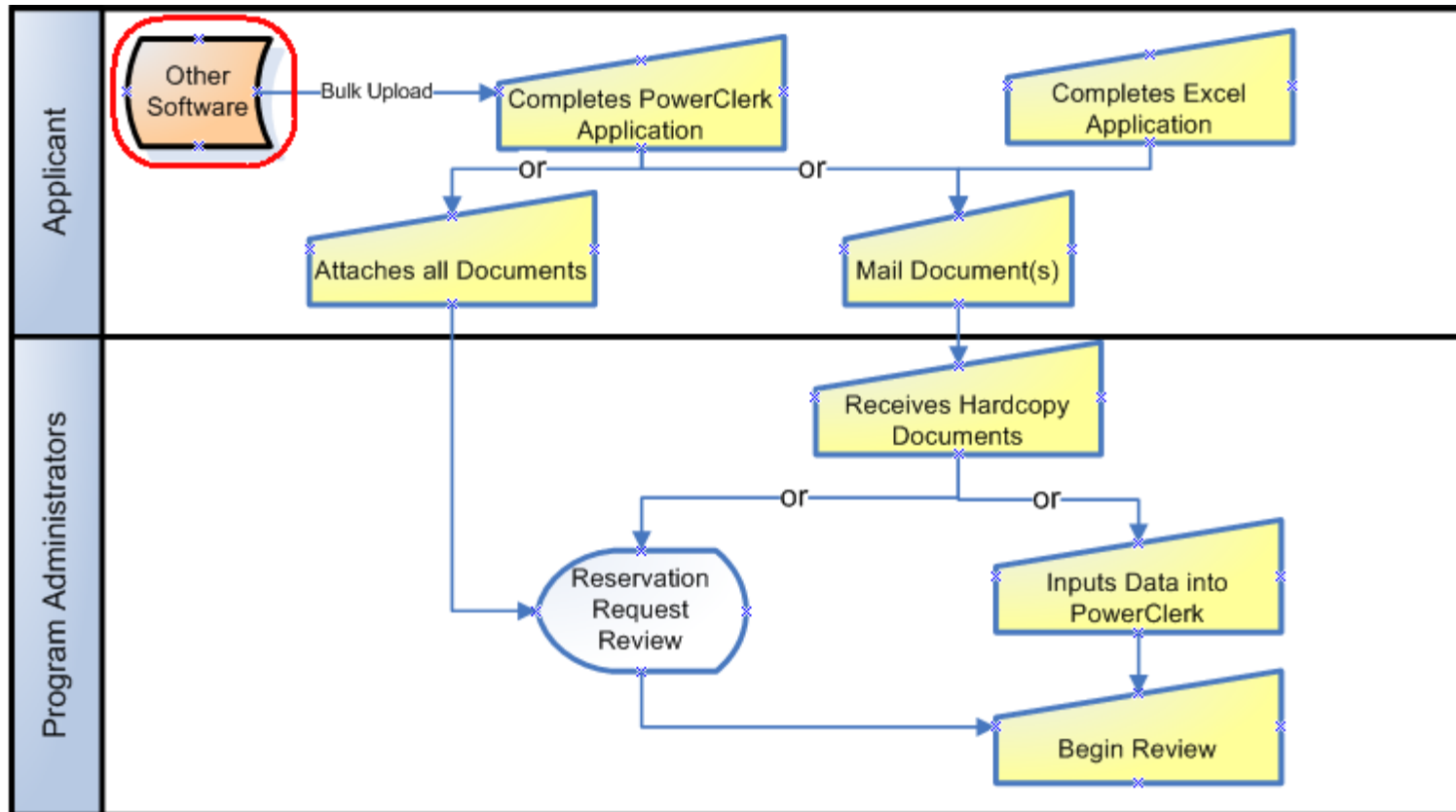
Available at all application milestones for all projects

- Reservation Request
- Proof of Project Milestone
- Incentive Claim



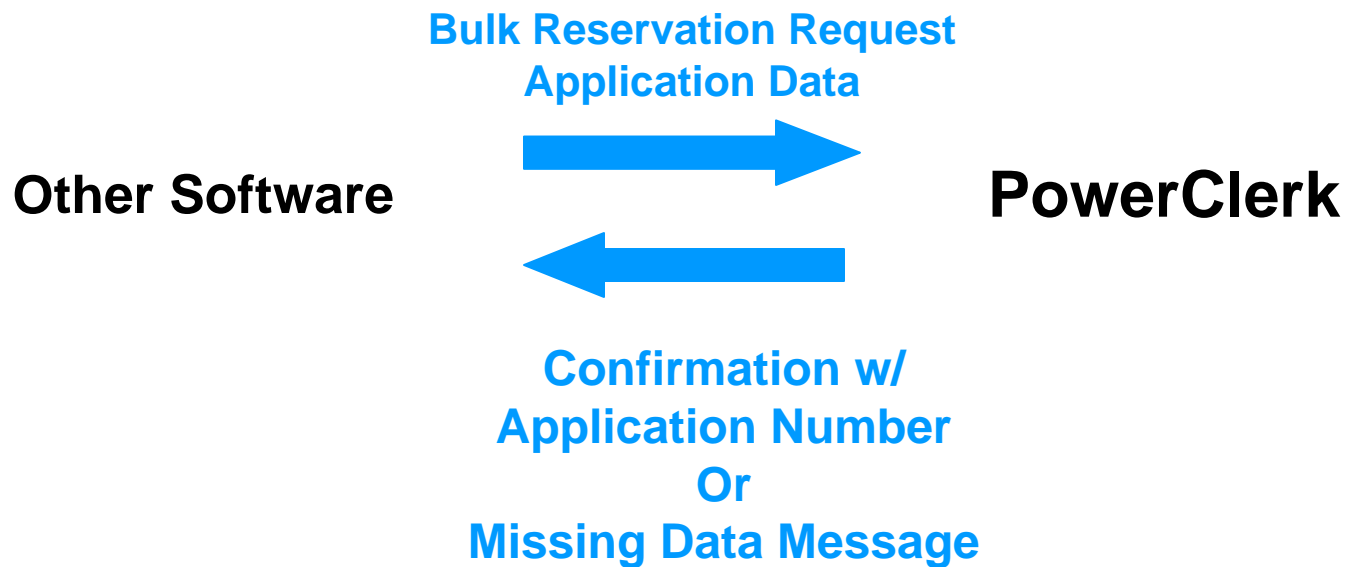
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PowerClerk - Data Upload



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PowerClerk Data Upload Feature



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PowerClerk – Data Upload

For details on how to participate
contact your Program Administrator



Q&A

