



Differentiating Quality PV

Standards and Methods for Underwriting Certainty

(Industry Association perspective)

Doug Payne

Co-founder / Executive Director

Making Solar Happen. Since 2006.

Our Initiatives

Scalable

Local best practices

National impact



Our Board

Entire Value Chain

Systems Approach



Our Partners

Collaborative Consortium

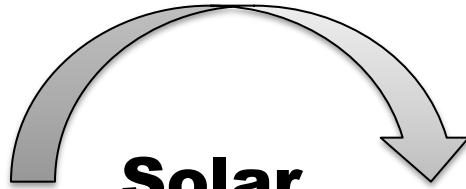
Solar 3.0 Partners



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Our Vision

A



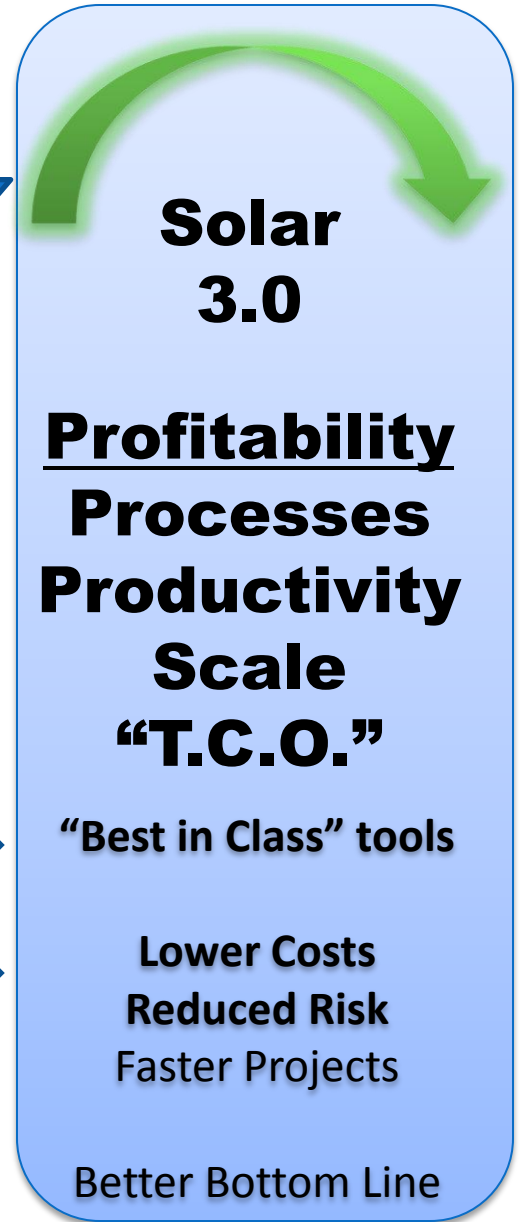
**Solar
1.0**

Policy
Fed Policy
RES/RPS
REC's
SB1
CSI
AB32*



**Solar
2.0**

Products
Technology
Innovation
Maturity

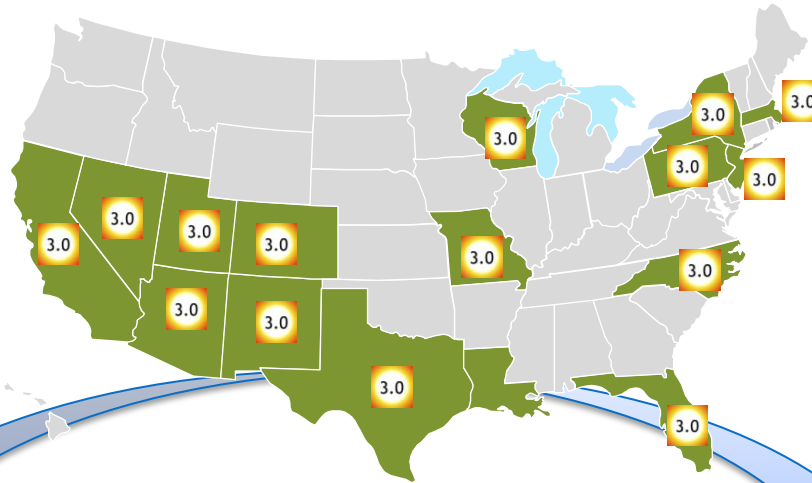


B

Making Solar Happen. Since 2006.

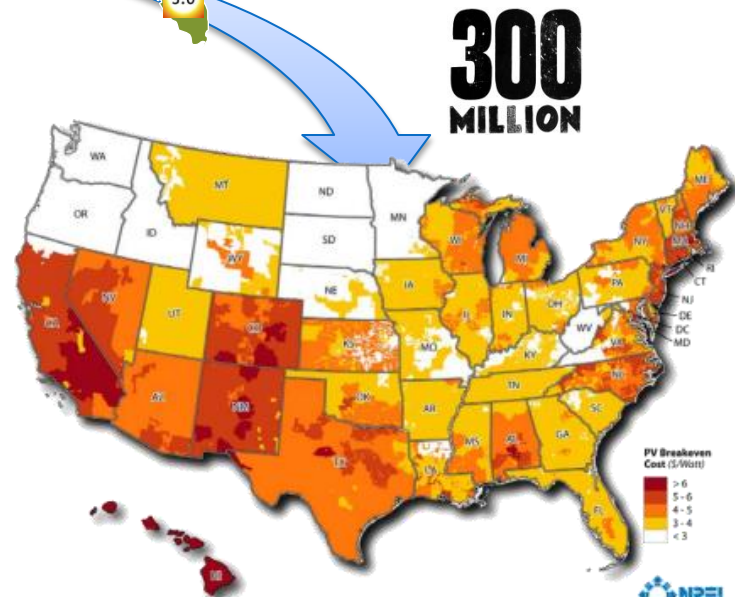
Solar3.0 - A path to grid parity for 46,016,325 people

Solar 3.0
2012 Target States



Author: Billy Roberts - November 11, 2009

This map was produced by the National Renewable Energy Laboratory for the U.S. Department of Energy.



Author: Billy Roberts - October 23, 2009

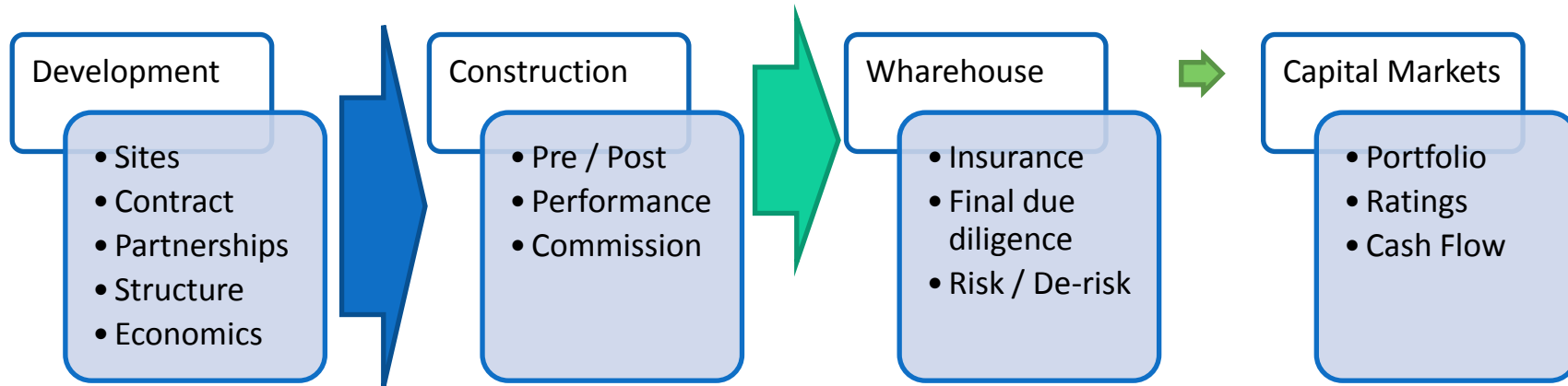
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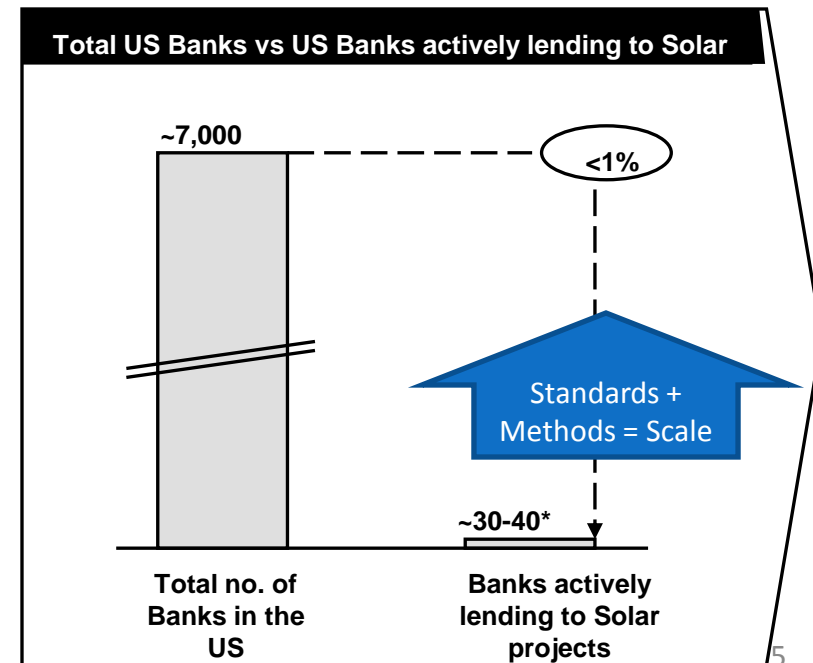
What's the role of (*.orgs) vs. standards / methods?

1:1 (Business-To-Business)



1:Many (Scale)

- Over 7,000 banks or U.S. lending institutions
 - <1% are actively lending to Solar projects
- A “participation gap” exists
 - Methods, standards, resources, tools, guidelines, skills or the capabilities to efficiently diligence and underwrite these loans does not exist AT SCALE
- Closing the “participation gap” can result in
 - Lower cost of capital, improved terms
 - Lower prices for consumers
 - Subsidy free markets



What are we doing about it?

Nov 15, 2011



SolarTech and CalCEF form Working Group to Accelerate Securitization of Solar Asset Class

Increase rates of capital formation for <1MW commercial market

Dec 9, 2011

Goals

- Identify gap - quantifying risk, capital formation, liquidity, and bankability.
 - Create model guidelines for key stakeholders
 - Define recommended best practices for increasing liquidity in aggregate
 - Propose risk reduction solutions, mechanisms,
 - Reduce gaps between perceived and real project risk
-
- **Pilot project – Partner with regional banks and supporting financial institutions to demonstrate solar as an asset class, serve local markets with local capital, create jobs**

Feb 16, 2012

High level 6-12 months strategy

- Facilitate the underwriting process. Focusing on the back-end process risk reduction methods between EPCs and secondary markets

- Chart a course to 2017 ITC expiration that enables increased capital formation
 - Development → Const. → Commissioning → Warehousing → Capital markets

- Cover several scenarios over various time horizons (12-18 months, 18-24 month, 24-36 months) that might consider various framework assumptions from 2012 → 2017.