

The CPUC's California Solar Initiative A Program Off Track

An Update through March 2011

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SunCentric Comments

In September 2007 we published our first report on the California Solar Initiative, “A Triumph or a Train Wreck.” In it we pieced together the available data, talked with many of our colleagues in the solar business and took a hard look at how the program might perform in the years ahead. Our outlook was not too positive.

Forward to today and again we’d say our outlook is not too positive. Through March 2011, the 4 1/4 year mark, the CPUC’s 10 year general market program has completed only 430 MW of the required 1,750 MW, about 25%. We see no meaningful signs of acceleration that would allow us to project that the program can meet its requirement. Our forecast is that about 1,100 MW will be completed by year end 2016.

Interestingly, in October 2010 CCSE announced that, based on confirmed projects, they were nearing the dollar incentive budget for their Non-Residential programs. In late December 2010, PG&E followed. As a way to prevent overspending their budgets for those two parts of the program, they decided to continue to accept project applications, but not automatically give a reservation. This effectively created a pre-program step. The new step in the Non-Residential program is called Wait List and there are now over 50 MW in this bucket. To move off the Wait List and into the program, a project now in the program must be cancelled.

This very strict approach does not seem to take into account the fact that more Non-Residential project MW are cancelled than completed. The Wait List process will certainly further lengthen project times, increase project uncertainty and put our hard won solar industry infrastructure at risk. In our discussions with solar contractors we hear some reports that Non-Residential customers are proceeding with projects ignoring the CSI incentive.

The Non-Residential budget issue caused us to look at how the incentive budget was going for the whole program. After study, we see that through March 2011, \$147 million LESS incentive was actually spent, or reserved for performance based incentive payments, than planned. This situation became likely when the decision was made early in the program to allow cancelled MW back into the program, but at the current incentive level, which is frequently lower than when the MW were first reserved. Our budget projections are included in the slide deck, and you’ll see we think the program will stay way under the planned budget for both incentives and MW for the duration of the program.

SunCentric Comments (continued)

Adding a bit of additional drama, the program administrators have also reported that some Non-Residential systems receiving a performance based incentive payment are producing more MWh than projected, causing the expectation that there will be significant program overspending. This situation was not caused by some solar miracle, but because the early incentive calculator did not correctly predict the MWh for some systems (i.e. tracked) or because we've had better weather than expected.

While not included in this report, we have studied the possibility that the fleet of Non-Residential performance based systems could in whole overspend the Non-Residential budget. The CSI data set does not include actual MWh produced or actual performance based payments made. The data set does show system size, product used, location and incentives allocated to the individual project. There is sufficient data to make a good estimate, including variables like trackers and weather, of the fleet's MWh production and the likely total incentive payments needed over the 5 year payment period. Based on study, we are not overly concerned that the Non-Residential performance based fleet will overspend their allocated incentive budget.

In part based on historical reservation, project completion and dropout rates, we continue to believe that the program does not have enough demand to meet its year end 2016 objective. Our estimate is that about 3,000 MW total of reservation requests will be needed to reach 1,750 MW of completions. Through March 2011 the program has received about 1,228 MW of reservation requests. With declining incentives and some evidence of declining demand, the program has an uphill battle to more than double reservation requests and reach 3,000 MW sometime in 2016.

Our viewpoints on the CSI come from experience gained over more than 10 years in the solar industry and our observations of the finicky nature of solar subsidy programs. During this time we, and the industry, have greatly benefited from California's publicly available solar program data. Starting with the CEC and SGIP programs, and now the CSI, the data is a unique and very valuable solar industry resource – careful interpretation of the data provides many insights.

The charts and tables made for this presentation come from data collected and maintained by the CSI program administrators. You can find the raw data files at www.californiasolarstatistics.ca.gov. The file now has over 63,000 projects and the administrators post an updated dataset each week. This "real time" information gives us the ability to identify and track the program's and program participant's performance in many ways, and to identify or confirm some broader U.S. PV industry trends.

SunCentric Comments (concluded)

We particularly like showing program performance data in cumulative views. This technique gives the reader the opportunity to look at rates of important measures over time. Because the data is posted weekly, we can see virtually real time how things are progressing. As you review the pictures you can see surges and sags in activity. If you have the benefit of some CSI program and PV industry history you can assign causes to the swings, such as incentive changes, global PV module demand and supply conditions, policy decisions and solar market or economic conditions.

Another advantage of using cumulative data is in forecasting. The program is bounded by MW, incentive dollars and time. Using cumulative views makes for easier, and in our experience quite accurate, forward looking forecasts.

You can find some of our older CSI reports on the SunCentric site. Each year we've looked at program progress, project time, price/demand, PV and inverter manufacturer and contractor results, and done a bit of forecasting. This year we've added our take on the incentive budget, the new Wait List and a section on Residential and Non-Residential third party ownership, an interesting industry topic, particularly in the residential space.

On some slides we make a comment or two for clarity or to emphasis a point. We think (hope) that as you study the pictures you will get the key messages. As always we welcome your feedback and will respond to your questions.

As we mentioned last year, the CSI creates the baseline for credible forecasts in the U.S. and the results are a leading indicator of the outlook for the U.S. solar market. While there is much speculative PV activity on the horizon, the CSI is installing MW now and demonstrates many of the barriers we face in the U.S. market. We also think that lessons learned from the CSI will help in new program design in California and the U.S. and will give rise to better and simpler solar programs.

California has recently increased its Renewable Portfolio Standard to 33% by 2020. This objective will require massive amounts of new renewables to be grid connected in the near term. With all the hard work that has gone into the CSI, we think changes should be made to get the program to the finish line. Because we believe the program will come in under the incentive budget, and dollars are therefore not a constraint, we would simply say let the program continue past the 2016 sunset date, and until 1,750 MW are complete.

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The CPUC's CSI objective

- Officially started in January 2007, the 10 year general market program is required to install 1,750MW by year end 2016.

The CPUC's CSI results and a few observations

- At the end of 2010, the 4 year mark, the program has completed 396 MW or 23% of the 1,750 MW objective.
- The program is not completing MW at a rate that will allow the program to complete 1,750 MW by year end 2016.
- It now takes about 350 days to complete a Non-Residential project and about 180 days to complete a Residential project.
- In the Non-Residential program more MW are cancelled or withdrawn than are completed.
- The program is installing MW for less incentive \$ than planned. Through March 2011, there is about a \$147 million positive variance.
- Program completion and cancellation rates make it likely that 3,000 MW of reservation requests will be needed to reach 1,750 MW of completed projects.

Notes:

1. Read the title of the chart first, then the y axis and x axis labels. Then review the data.
2. The data to make these charts comes from RawDataSet_3-30-2011.csv and the www.californiasolarstatistics.ca.gov site.
3. Some totals may be slightly different due to rounding.
4. The RawDataSet_3-30-2011.csv file has over 63,400 projects. There are thousands of missing entries and errors. When appropriate we make corrections or remove projects to improve the quality of the answer.

Definitions

1. Project Status definitions

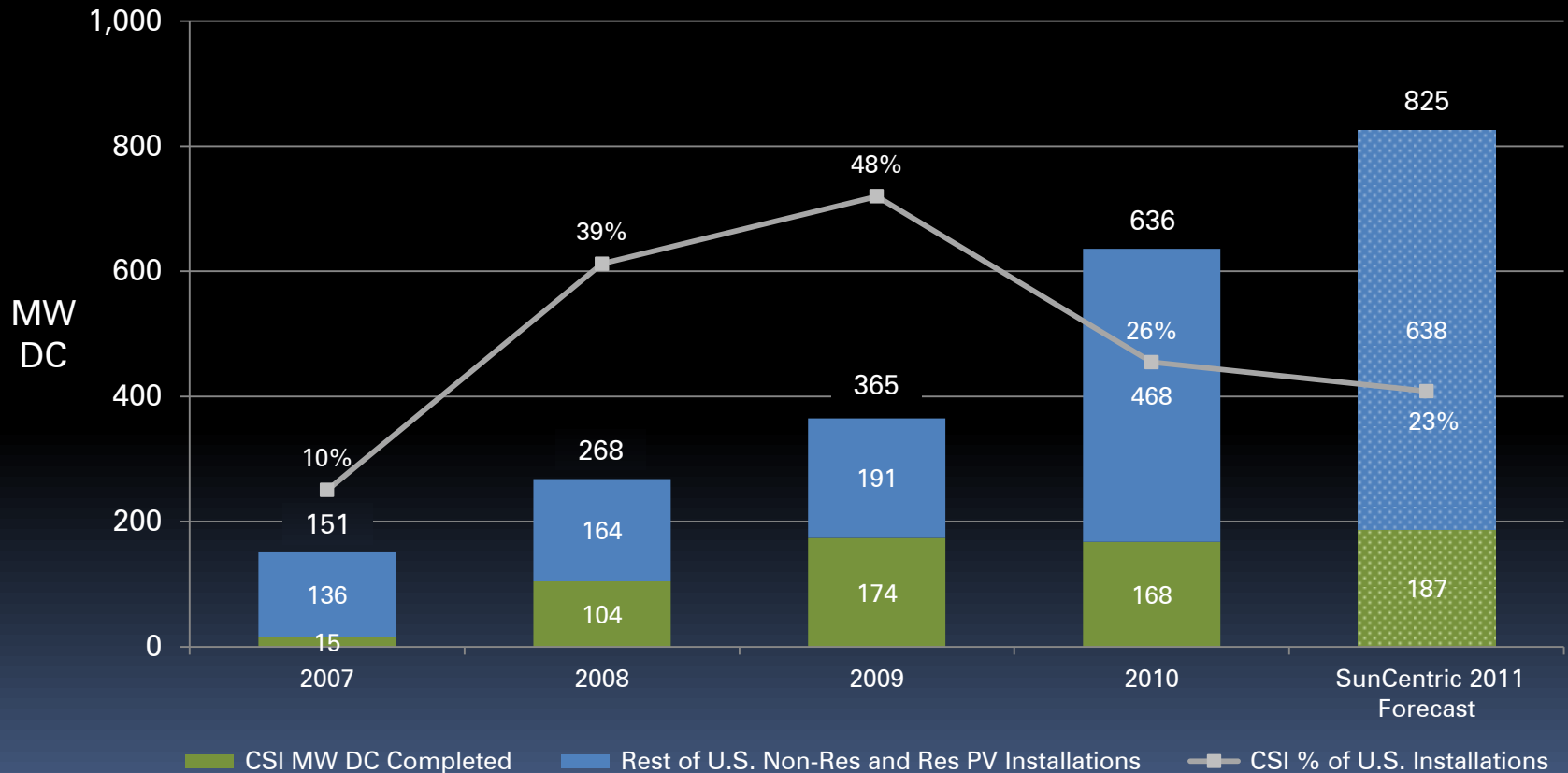
- A. Complete and PBI In Payment, or In Payment, means the projects and MW are complete and an Expected Performance Based Buydown (EPBB) incentive check can be sent or a Performance Based Incentive (PBI) payment can be made.
- B. Cancelled and Withdrawn means that the project and MW were cancelled or withdrawn at any time for any reason.
- C. In Process, means the project and MW are still active. Projects in process may get completed or cancelled.
- D. Confirmed Reservation, or Confirmed, means the projects and the MW are approved into the program. All projects that could possibly reach Complete and In Payment come from this category.
- E. Reservation Requests Review, or Reservation Requests, means the projects and MW of applications were submitted to the utility administrators for review. The MW may or may not receive a Confirmed Reservation.
- F. Wait List are PG&E and CCSE Non-Residential projects that due to incentive budget concerns are on hold for unspecified amount of time. They may or may not receive Reservation Request Review status and be officially accepted into the CSI program.

2. MW definitions

- A. MW DC are PV manufacturer module nameplate MW.
- B. CEC MW are a quasi estimate of AC MW. CEC MW are created using the PTC rating of a PV module and the CEC rating of the inverters. The CEC rating of a system is on the order of 85% of the DC rating.

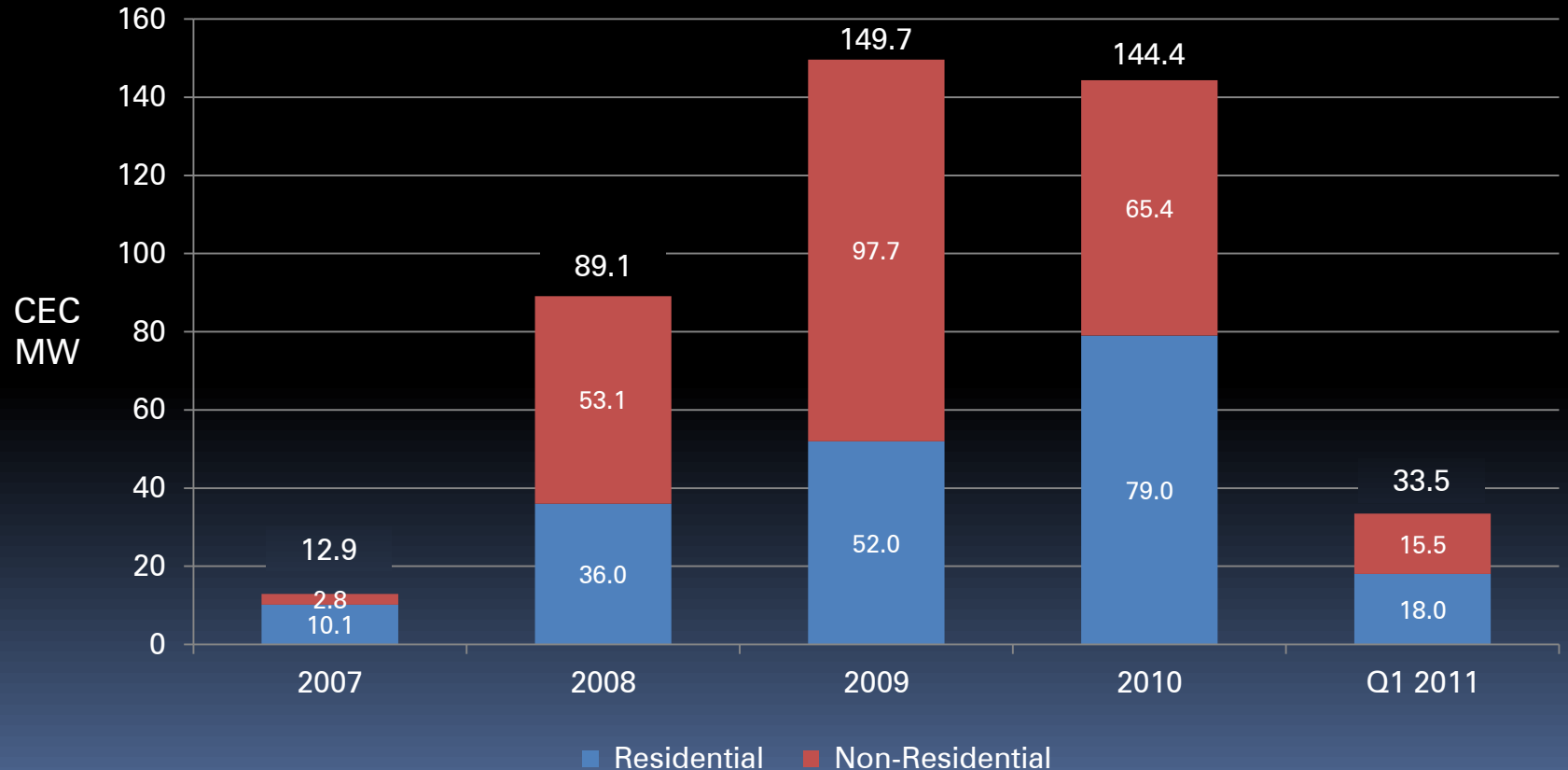
The CSI as a part of U.S. Non-Residential and Residential PV Installations – '07 thru '10 with '11 forecast

The CSI remains an important part of U.S. solar PV activity.



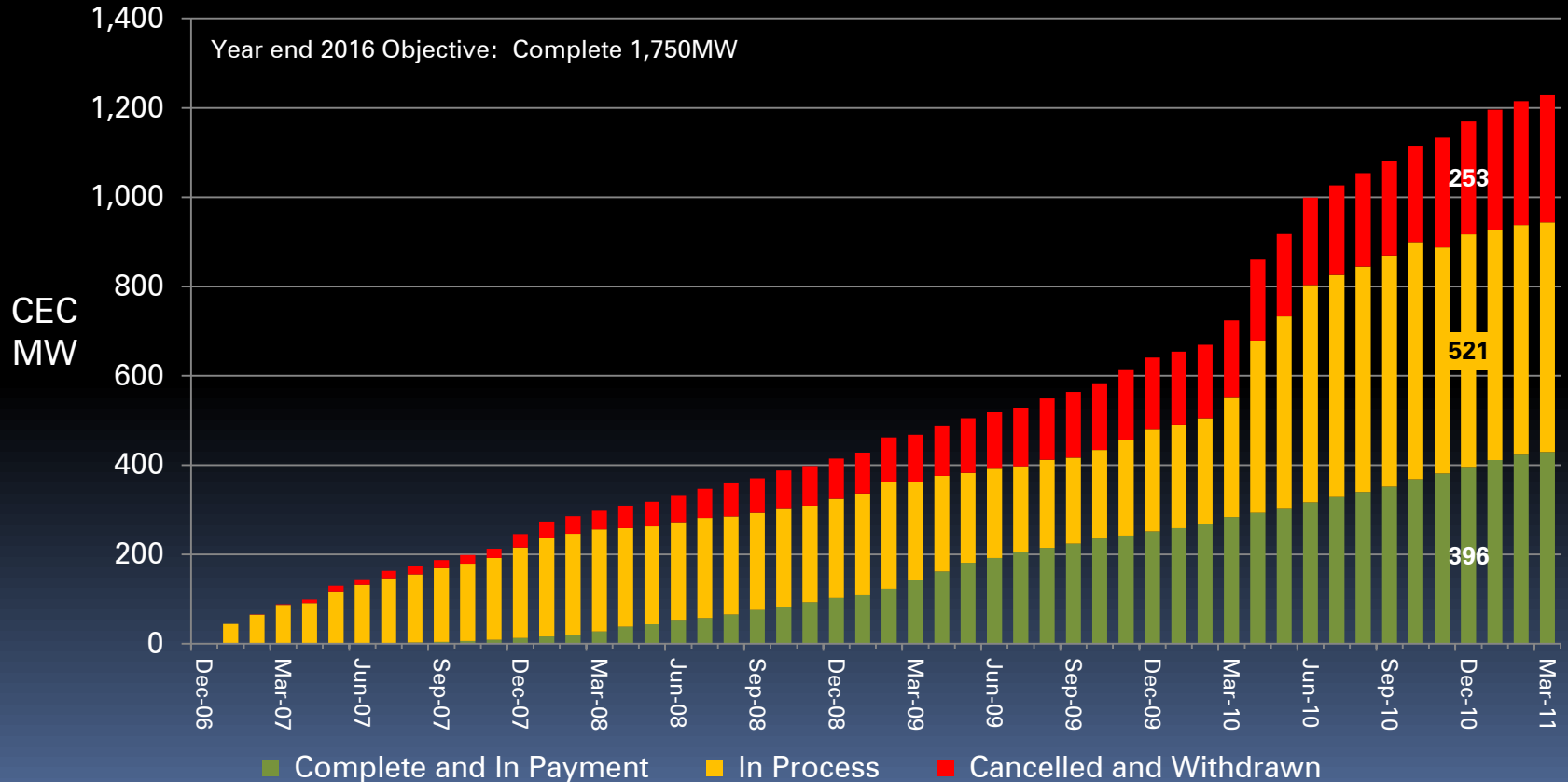
CSI Residential and Non-Residential Completions 2007 thru 2010 and Q1 2011

Compared to '09 Residential was way up in '10. Non-Residential was way down.



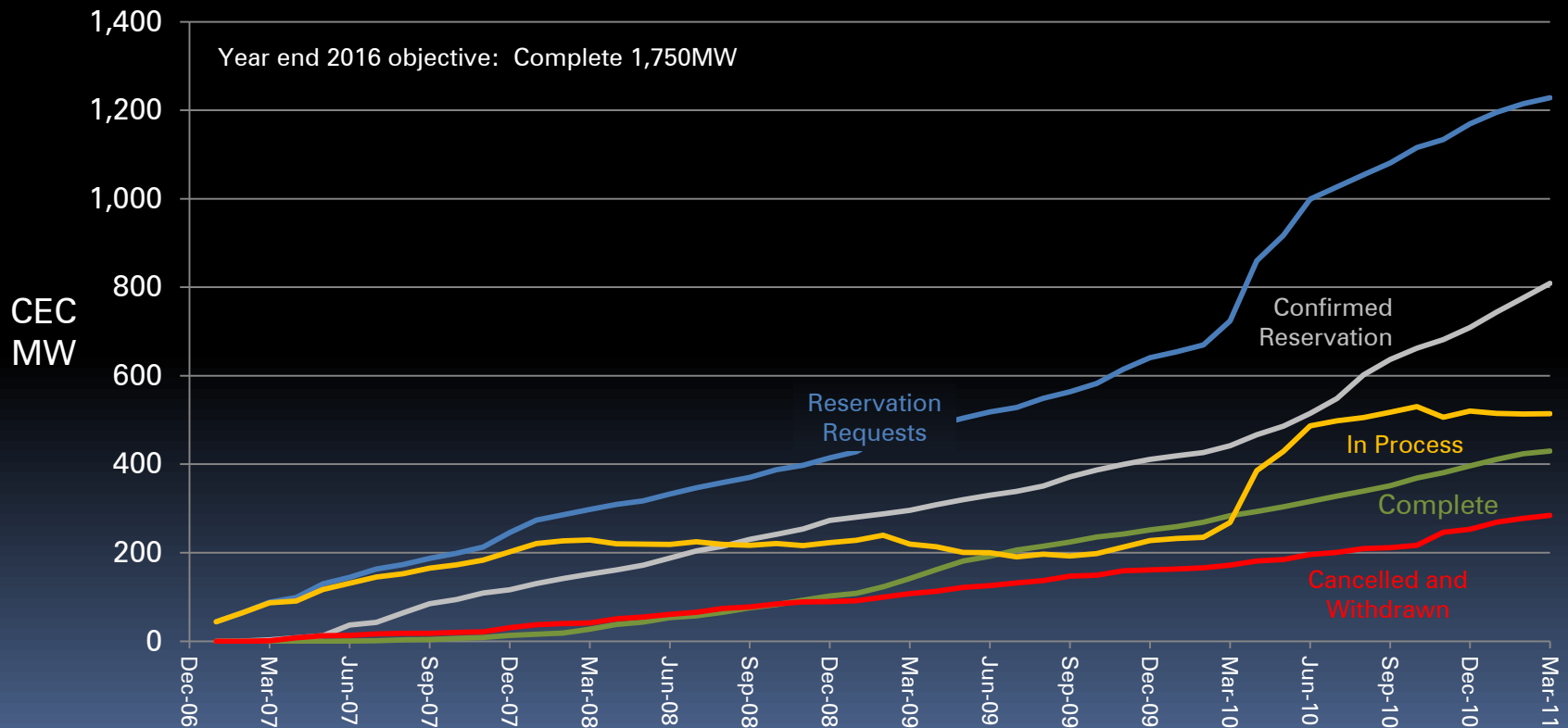
Cumulative MW Activity of All CSI Projects January 2007 thru March 2011

At the end of 4 years, the 10 year program has completed 396 MW or 23% of its 1,750 MW objective.



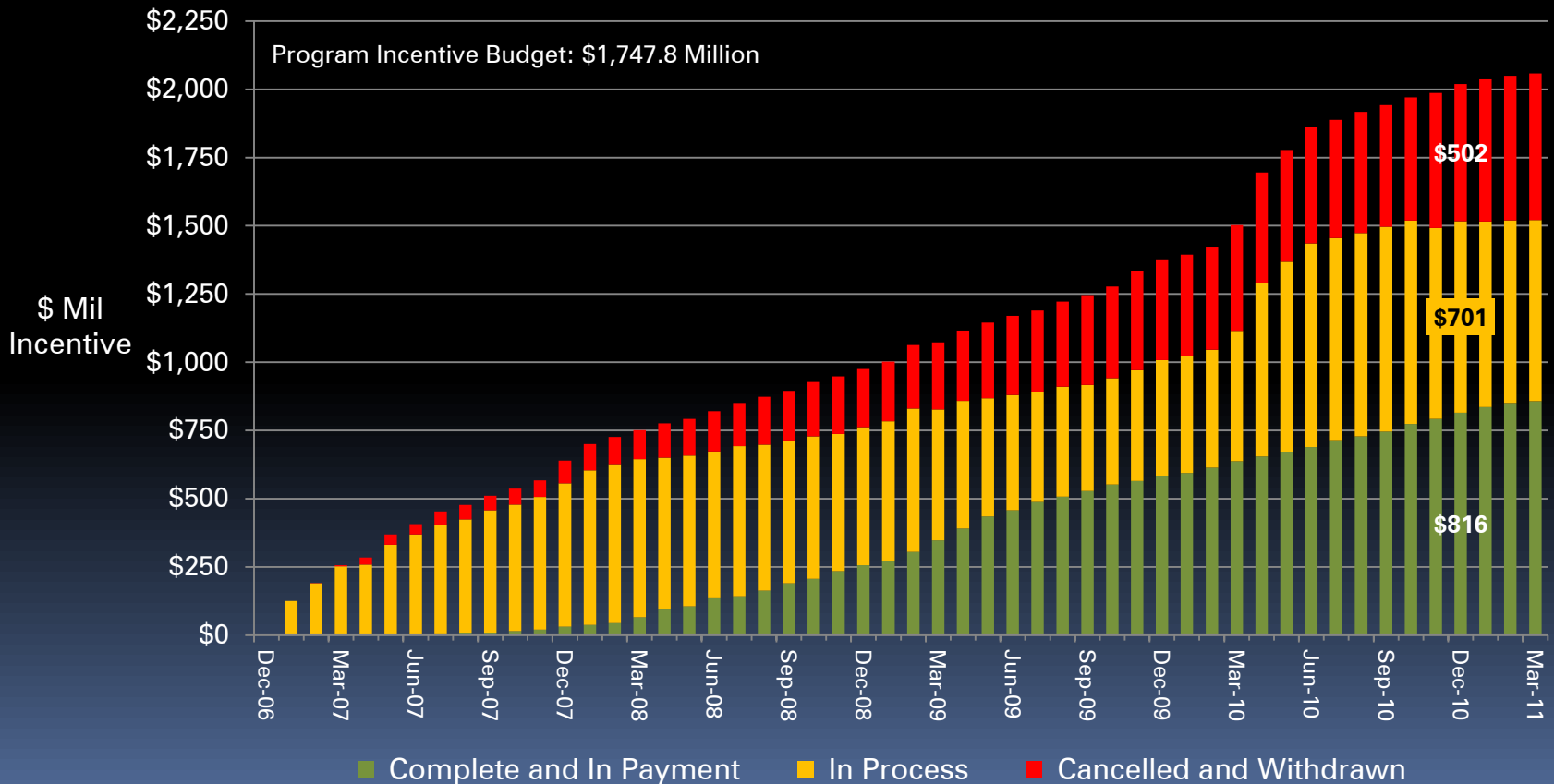
Cumulative Activity of All CSI Projects January 2007 thru March 2011

There was a Reservation Request surge in the Non-Residential program in the middle of 2010 that boosted program activity. The surge was caused by coming lower incentives and the potential that the Federal grant would expire at year end 2010. This activity has not translated to a Completion surge. Also notice that after the surge that Reservation Requests (demand) is flattening and MW In Process are flat to down.



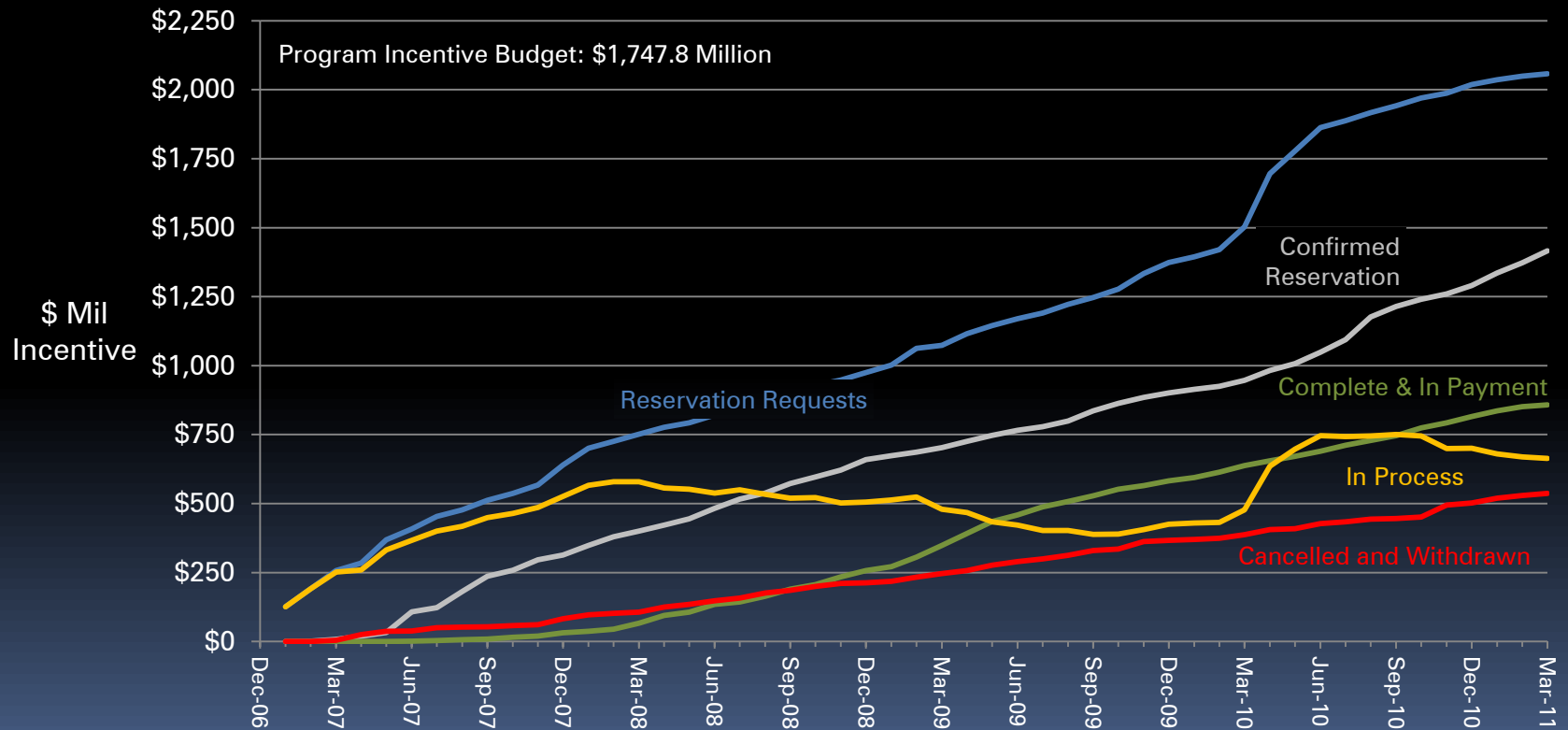
Cumulative Incentive \$ Activity of All CSI Projects January 2007 thru March 2011

At year end 2010 the program had spent, or reserved for performance base incentive payments, \$816 million. Notice that together Complete and In Process have flat lined at about \$1,500 million.



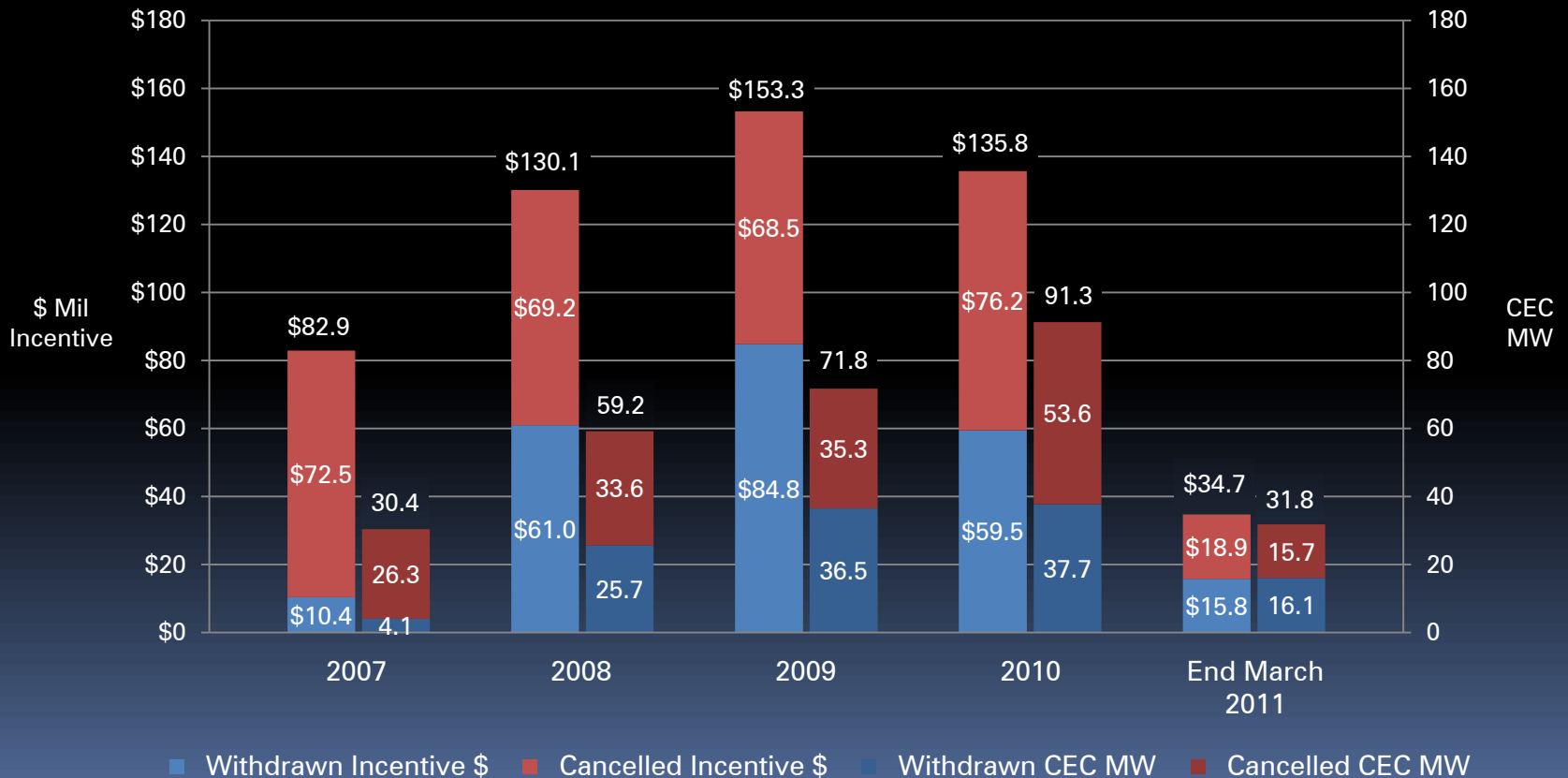
Cumulative \$ Incentive Activity of ALL CSI Projects January 2007 thru March 2011

There was a Reservation Request surge in the Non-Residential program in the middle of 2010 caused by coming lower incentives and the potential that the Federal grant would expire at year end 2010. At the end of March there was about \$1,416 million in Confirmed projects. Many projects drop out after they are confirmed.



Annual Withdrawn and Cancelled Projects Incentive \$ Millions and CEC MW – '07 to '10 and Q1 '11

\$537 million of incentives and 285 CEC MW have been cancelled and withdrawn. Notice that the \$ of incentives are now declining while the MW are increasing. Based on the program's incentive structure this relationship is to be expected.



Program MW completions versus MW budget by Utility and Host Customer – thru Q1 2011

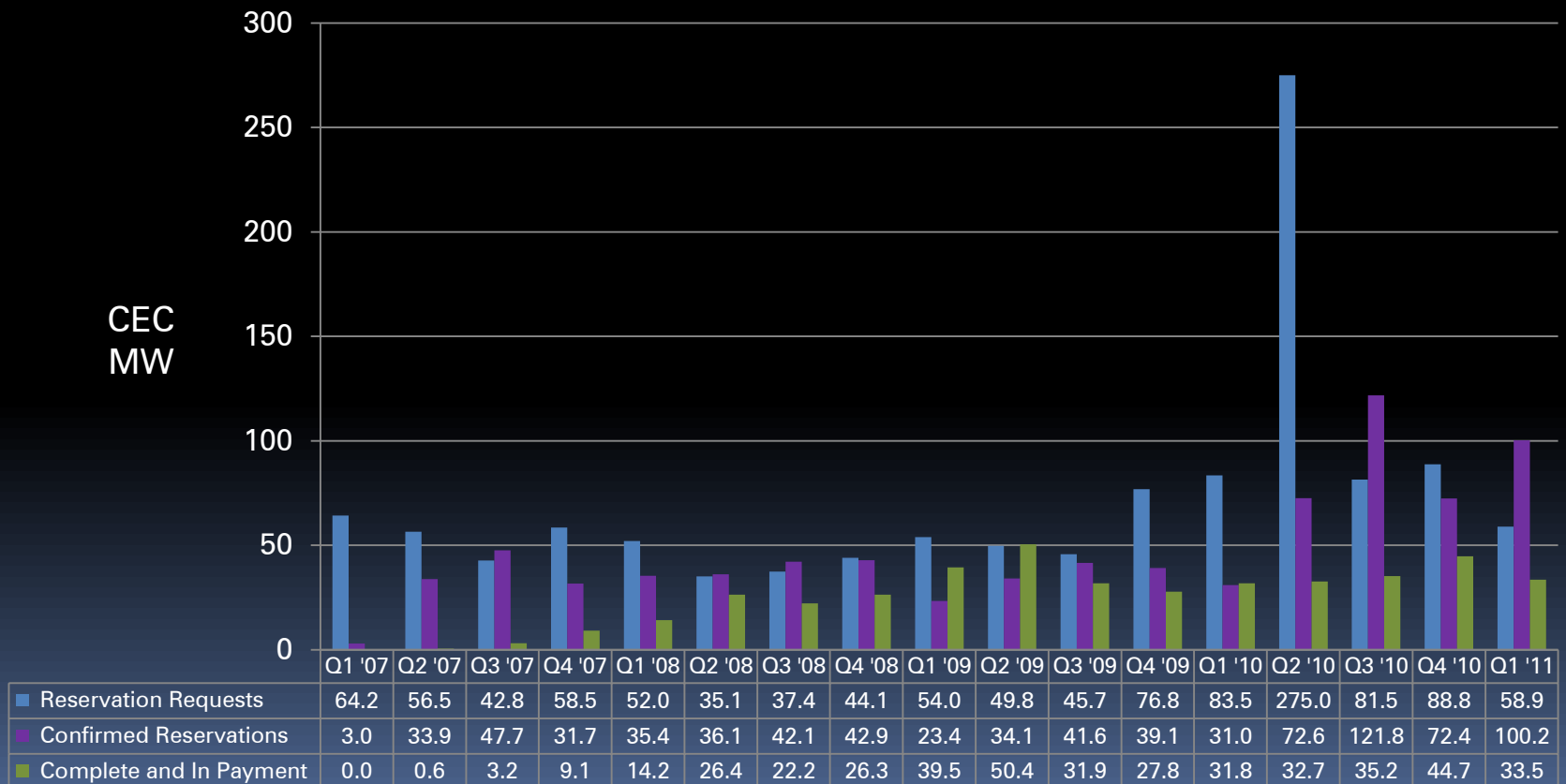
At the 4.25 year mark of the 10 year program only PG&E's and CCSE's Residential programs are performing well enough to potentially reach their MW budget.

Projects that are complete have received their one time incentive payment or are receiving performance based payments. This is the final step in the CSI process.

| | PG&E | | | SCE | | | CCSE | | | Total | | |
|-----------------|-----------|-----------------|------------|-----------|-----------------|------------|-----------|-----------------|------------|-----------|-----------------|------------|
| | MW Budget | thru March 2011 | % Complete | MW Budget | thru March 2011 | % Complete | MW Budget | thru March 2011 | % Complete | MW Budget | thru March 2011 | % Complete |
| Residential | 252.4 | 114.6 | 45% | 265.6 | 54.1 | 20% | 59.5 | 26.4 | 44% | 577.5 | 195.1 | 34% |
| Non-Residential | 512.3 | 125.5 | 25% | 539.5 | 87.5 | 16% | 120.8 | 21.5 | 18% | 1,172.6 | 234.5 | 20% |
| Total | 764.7 | 240.1 | 31% | 805.1 | 141.6 | 18% | 180.3 | 47.9 | 27% | 1,750.1 | 429.6 | 25% |

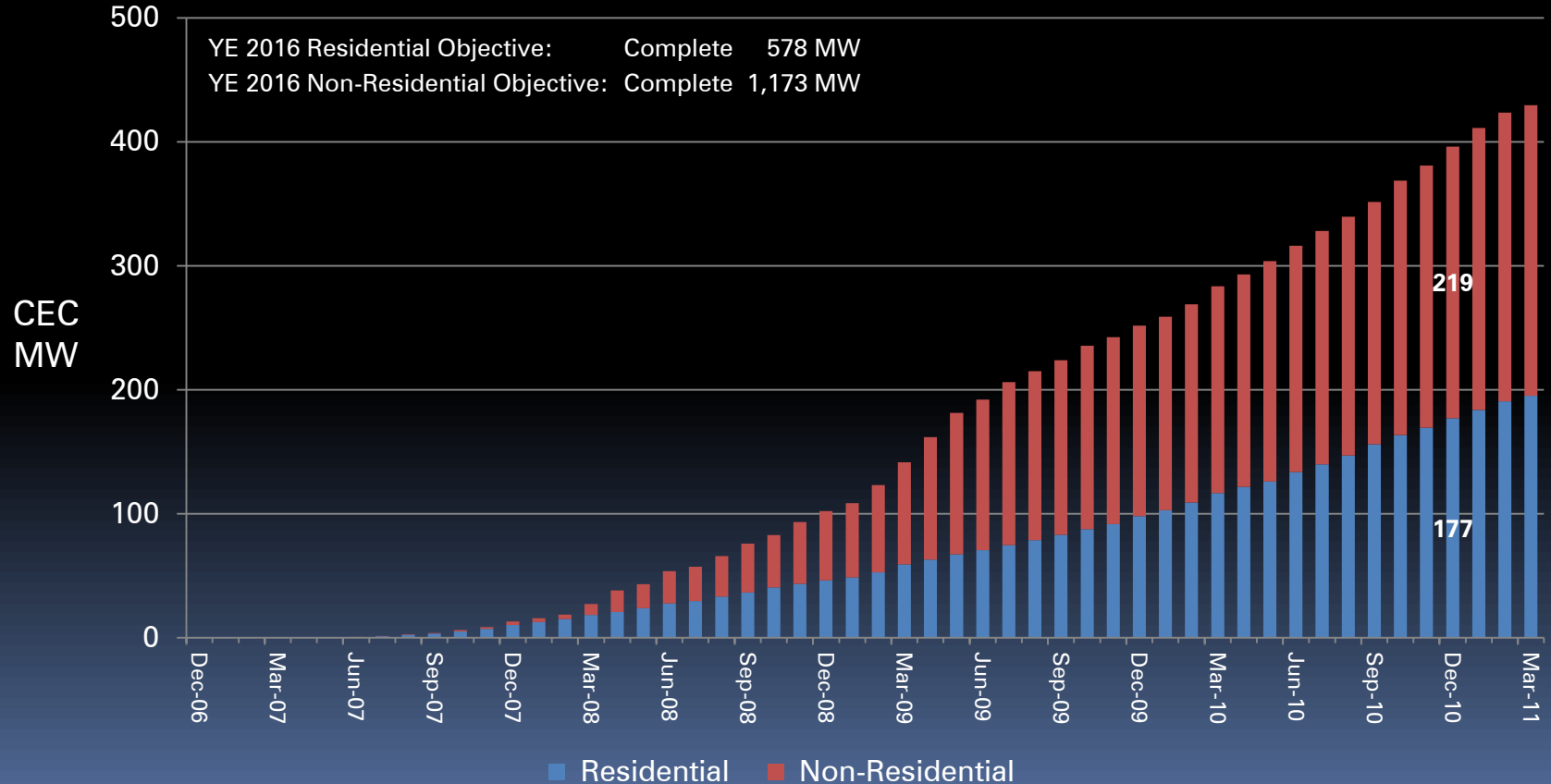
Quarterly Activity of All Projects Q1 2007 thru Q1 2011

We see no indication of another Reservation Request surge as happened in Q2 2010. Q1 2011 reservation activity was down compared to Q1 2010 reservation activity.

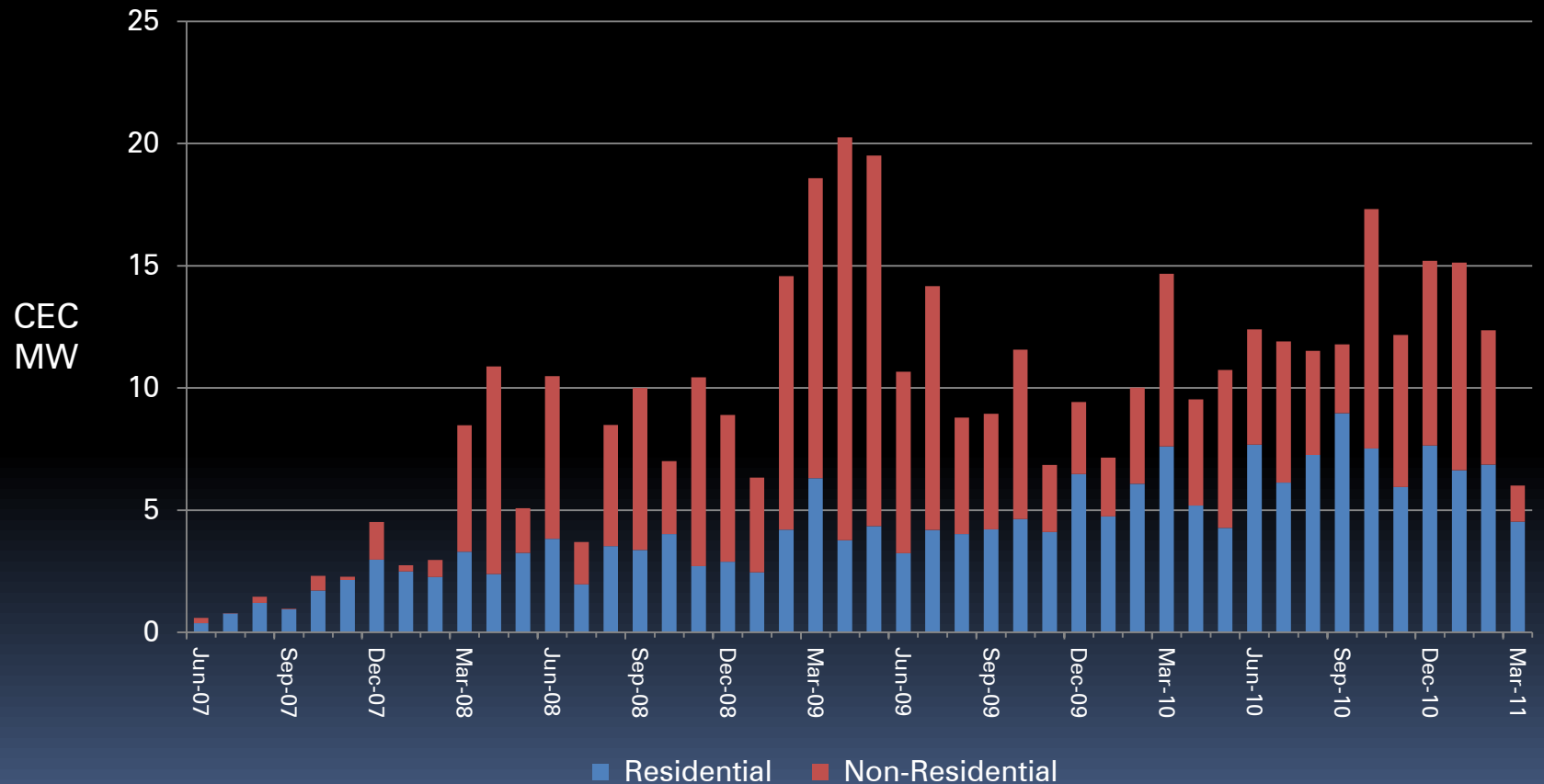


Cumulative Residential and Non-Residential CEC MW Completed each month

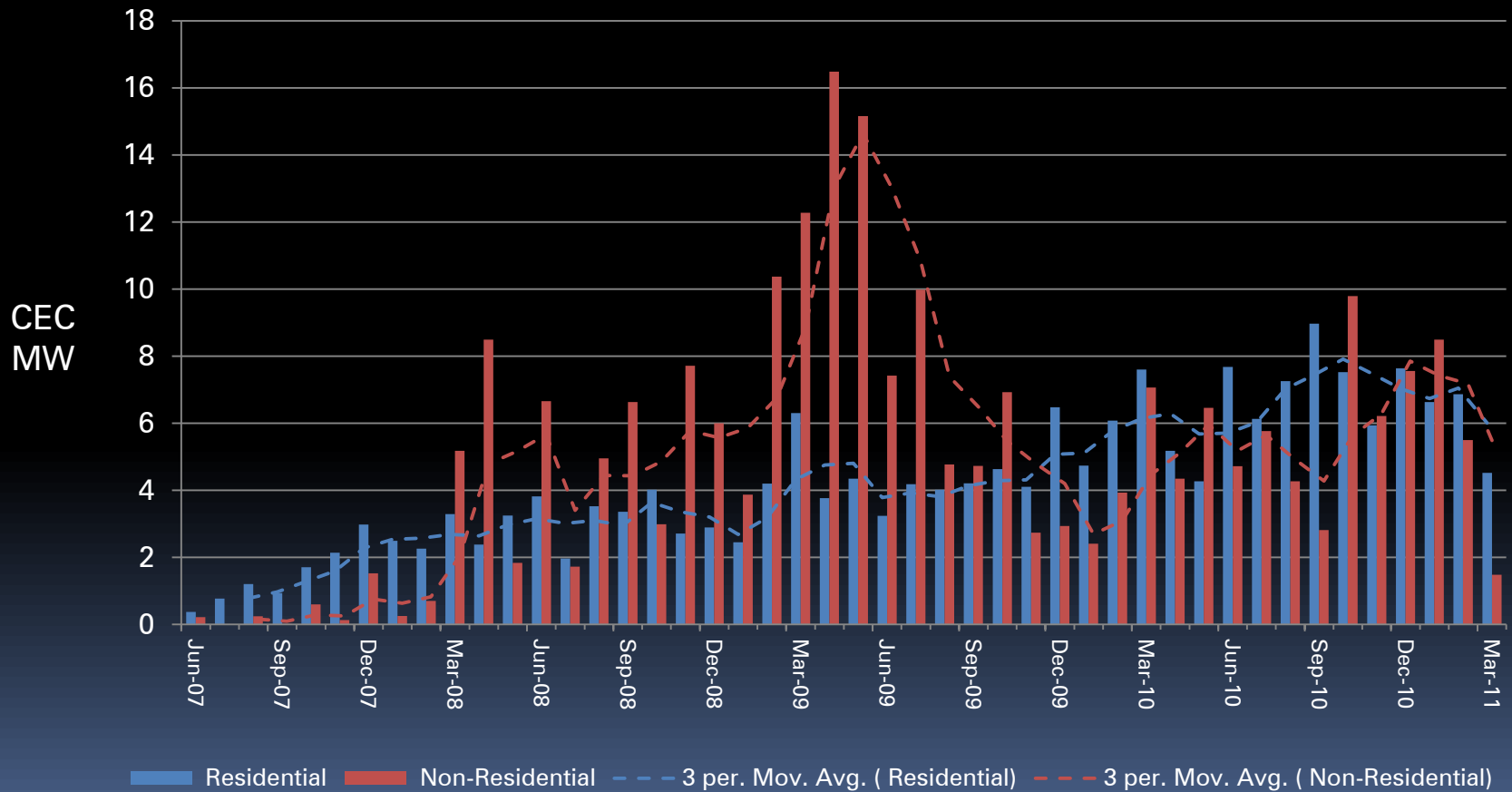
At the end of 2010 the Residential program had completed 177 MW or 31% of objective.
 At the end of 2010 the Non-Residential program had completed 219 MW or 19% of objective.



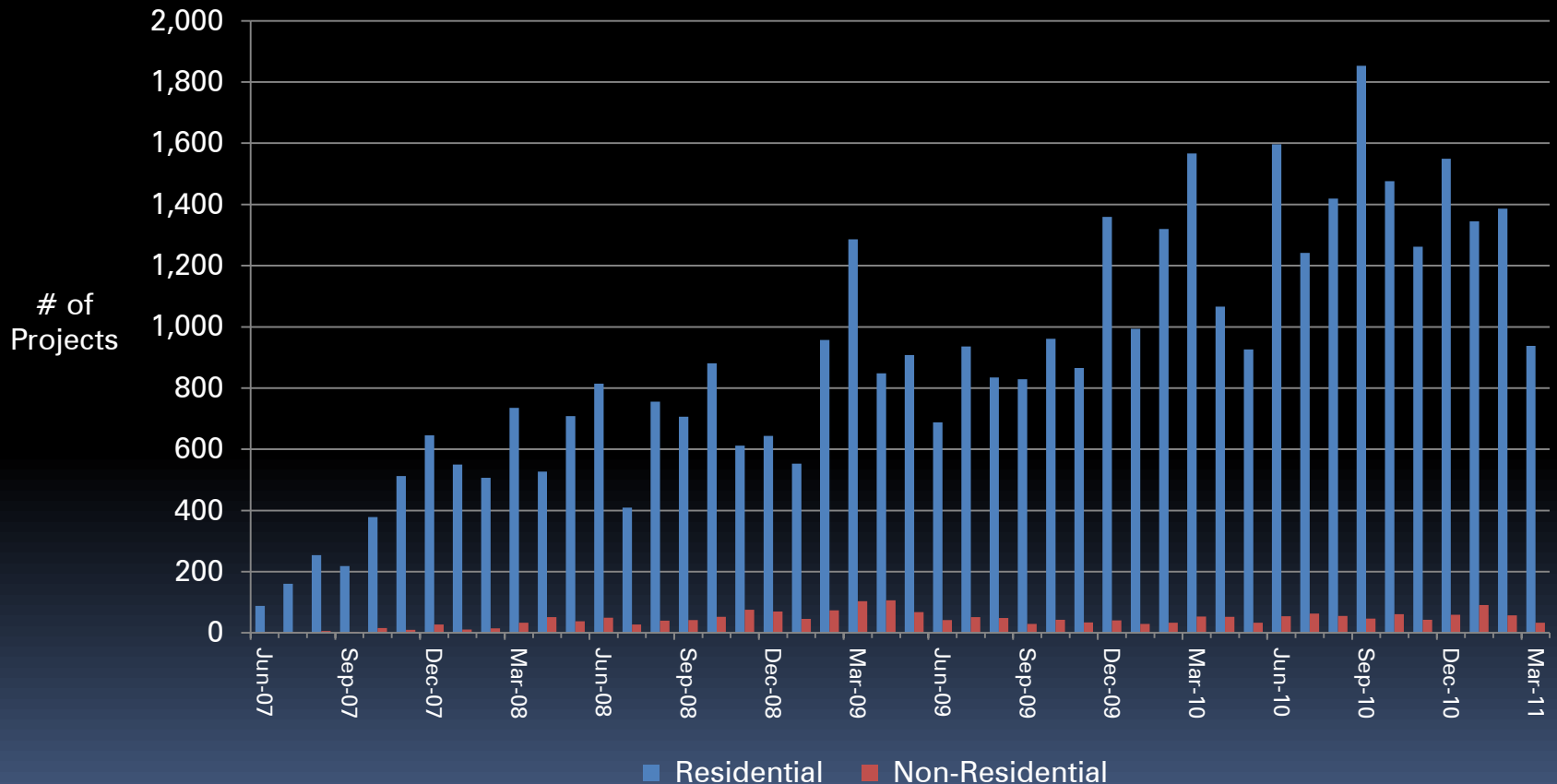
Residential and Non-Residential CEC MW Completed each month



Residential and Non-Residential CEC MW Completed each month with 3 month Moving Average

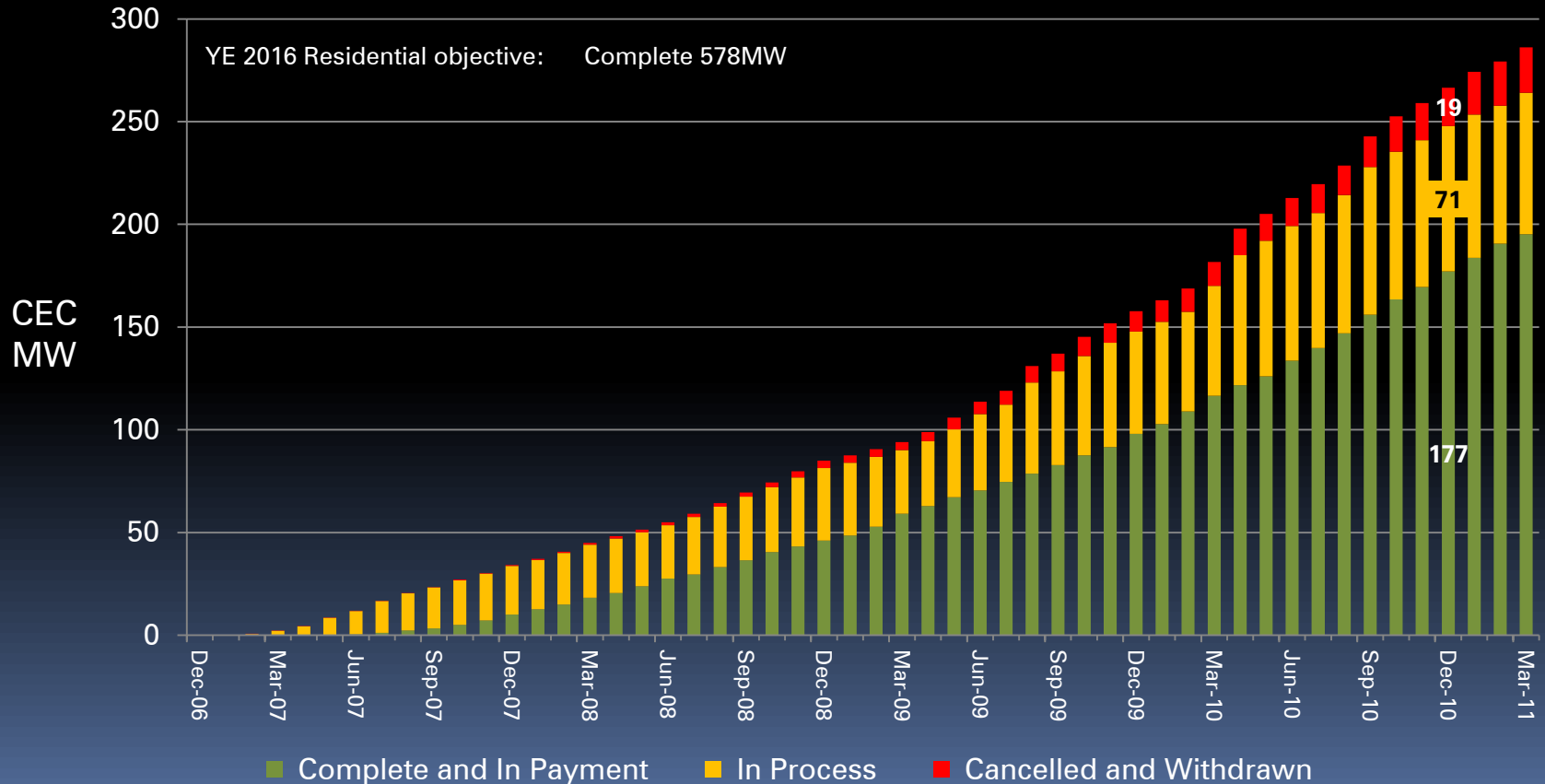


Residential and Non-Residential Projects Completed each month



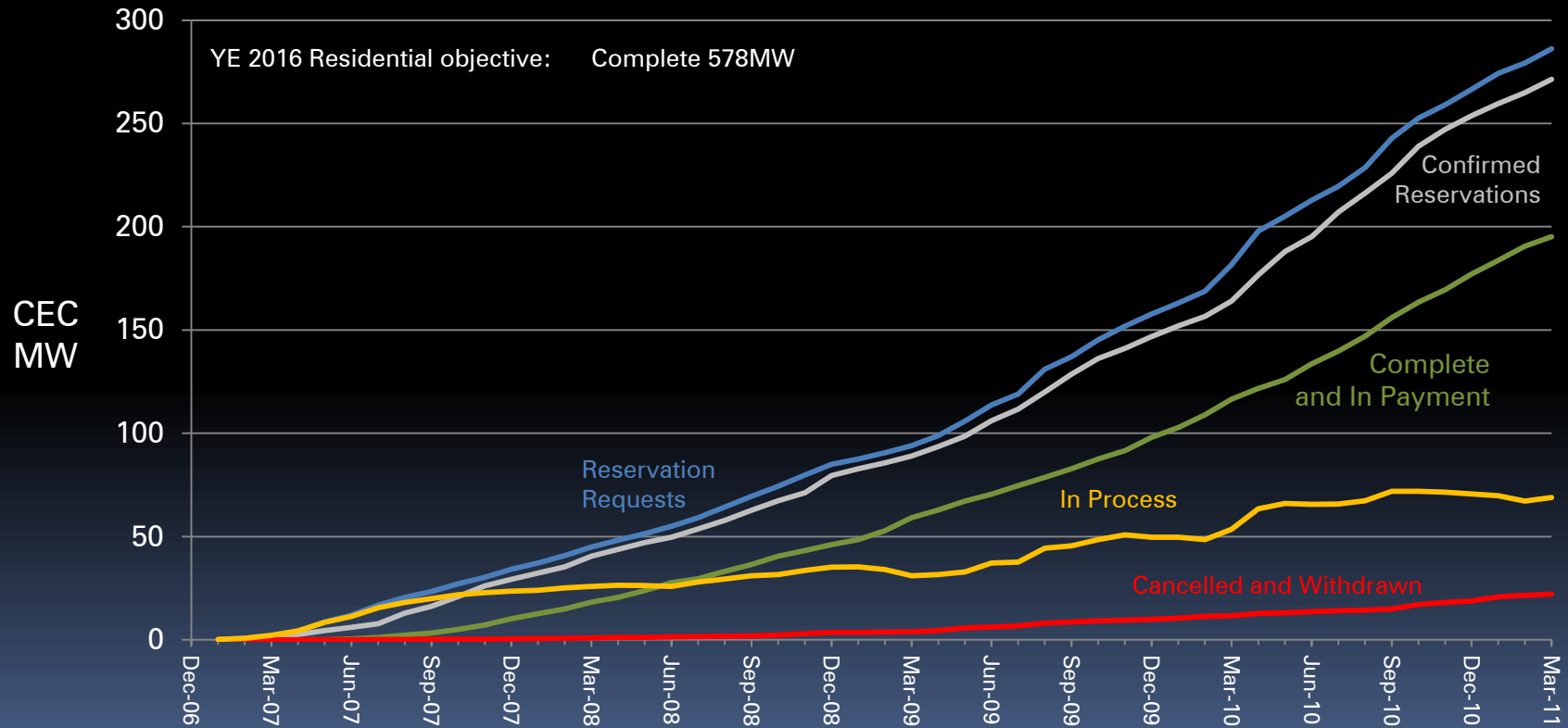
Cumulative MW Activity of Residential Projects January 2007 thru March 2011

At the end of 2010, the 4 year mark of the 10 year program, the Residential program has completed 177 MW or 31% of its 578 MW objective.



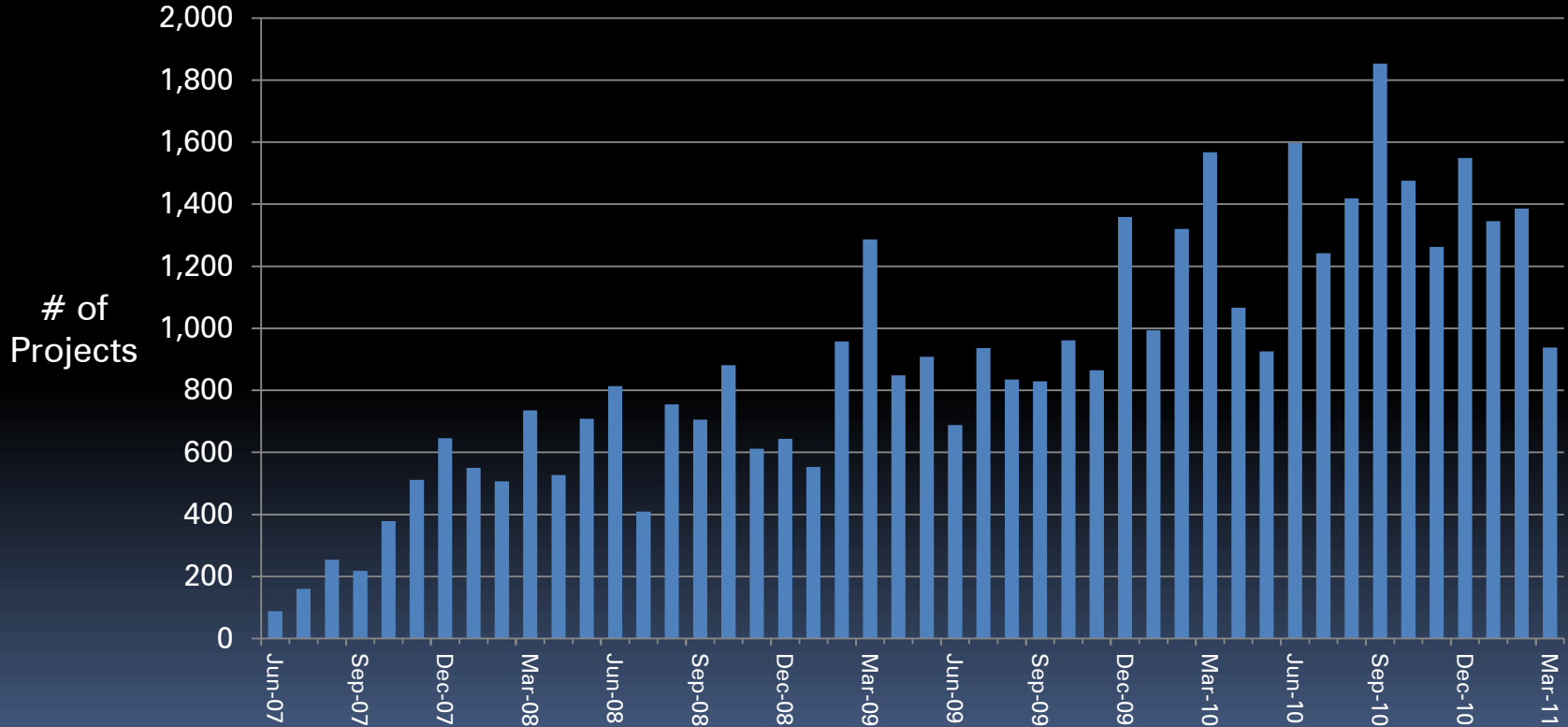
Cumulative Activity of Residential Projects January 2007 thru March 2011

The residential program has delivered steady results. However based on the rate of new Reservation Requests and Confirmed Reservations there are indications of a gradual slowdown in activity.



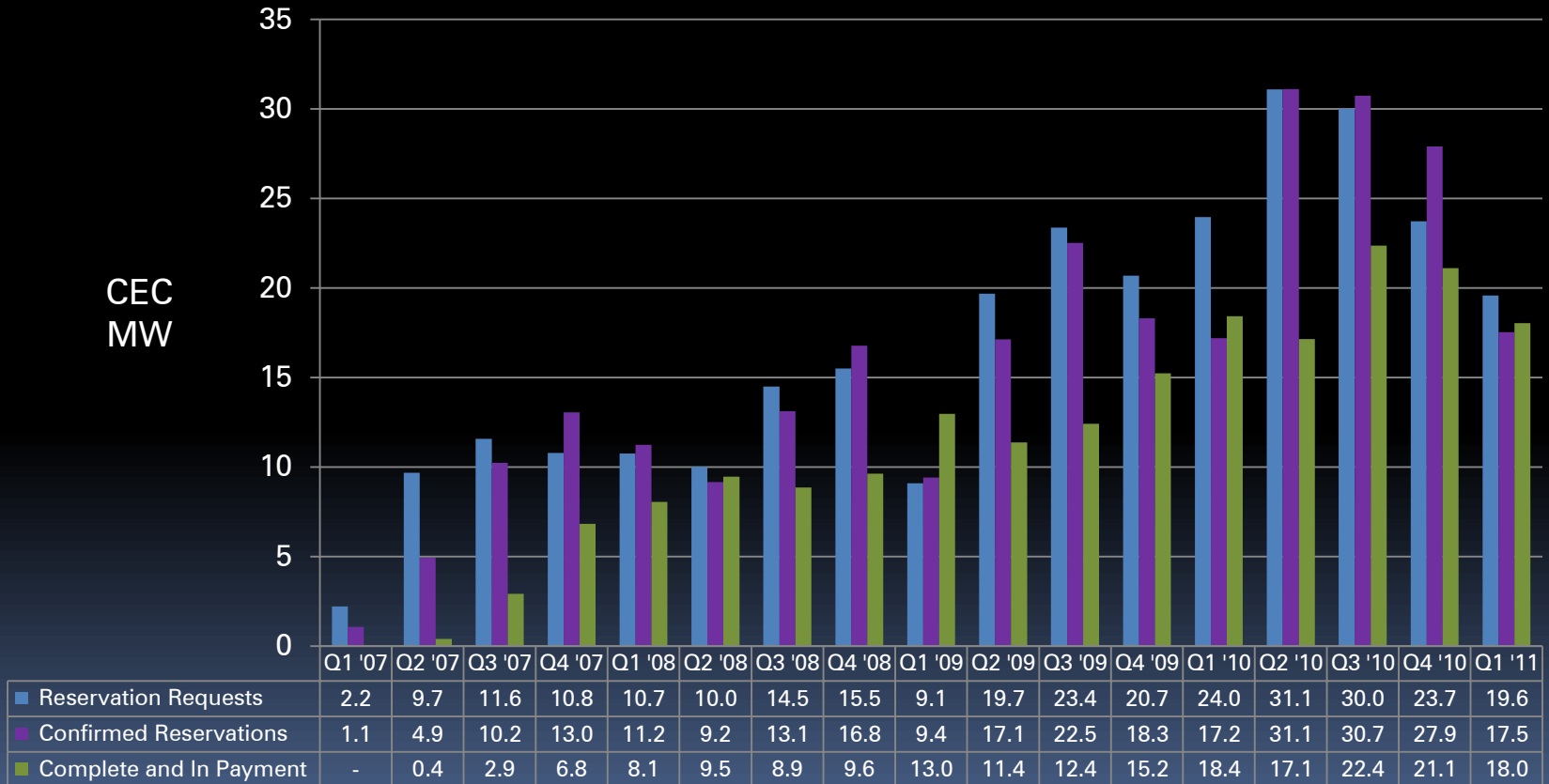
Residential Projects Completed each Month January 2007 thru March 2011

There appears to be a downward trend in completed projects since September 2010.



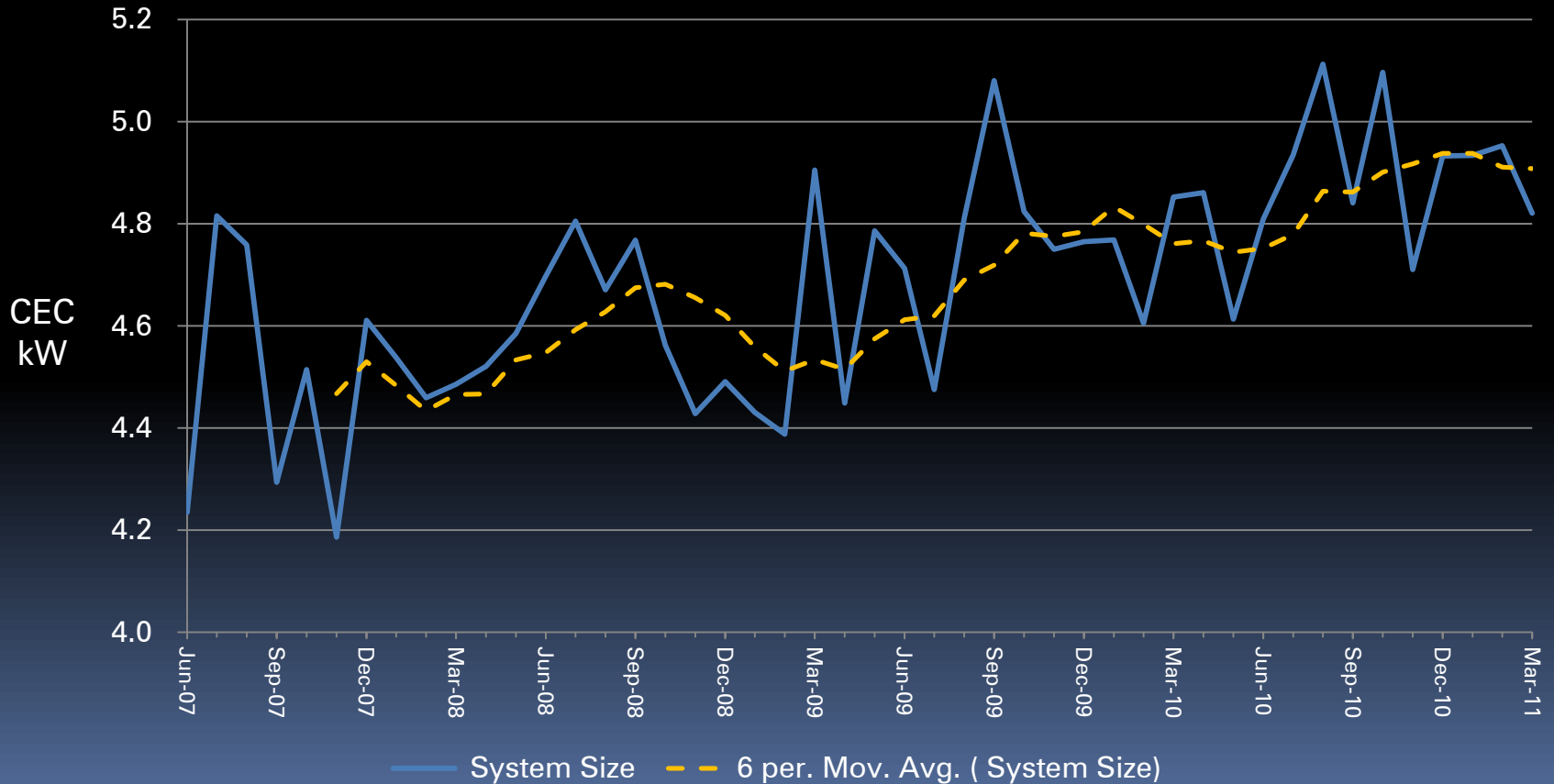
Quarterly MW Activity of Residential Projects Q1 2007 thru Q1 2011

There appears to be a downward trend in residential program activity since Q2' 2010.



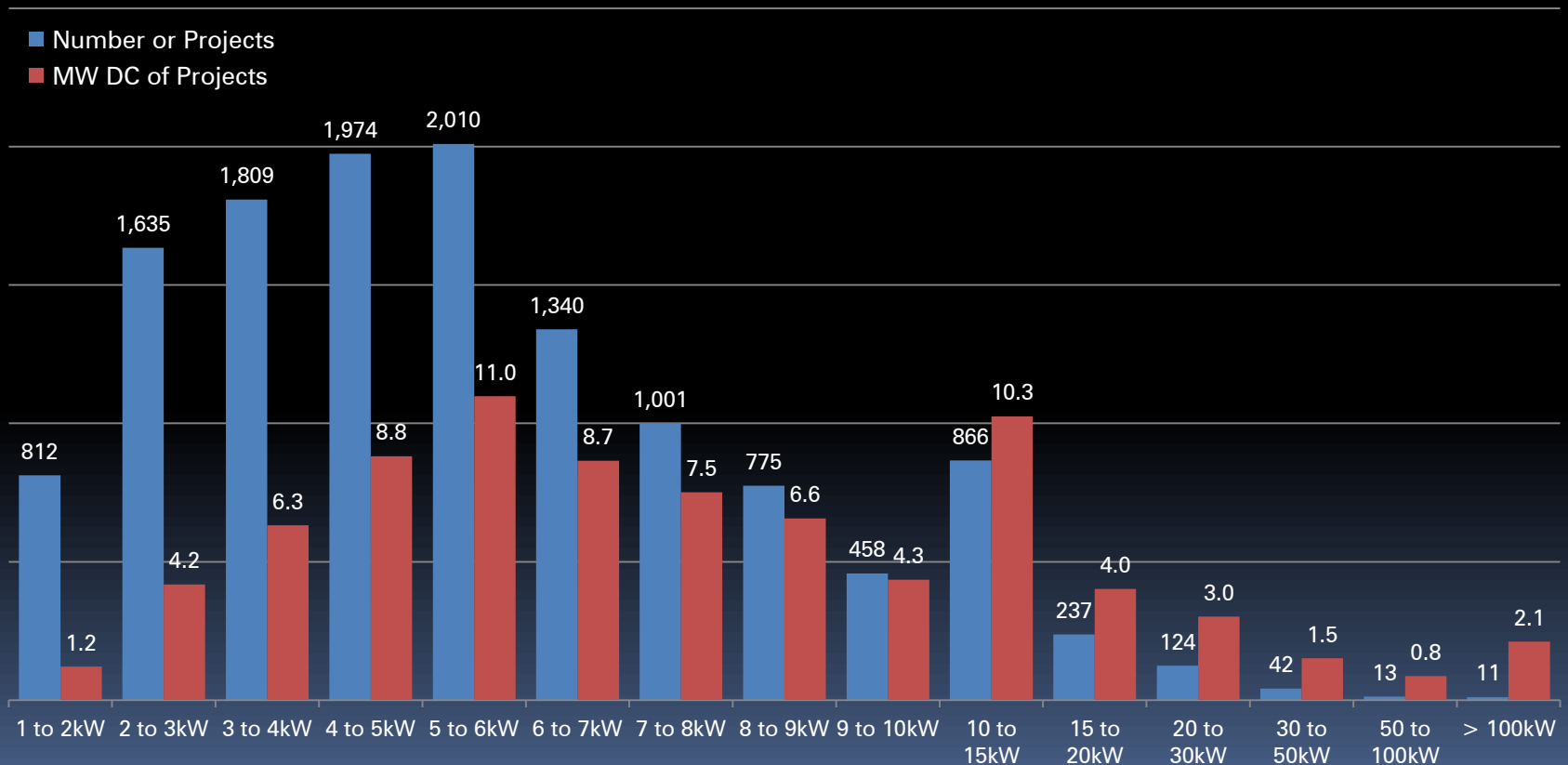
Average Size of Completed Residential Systems In CEC kW

As system cost has come down and system efficiency has gone up, the average residential system size has increased a few hundred watts.



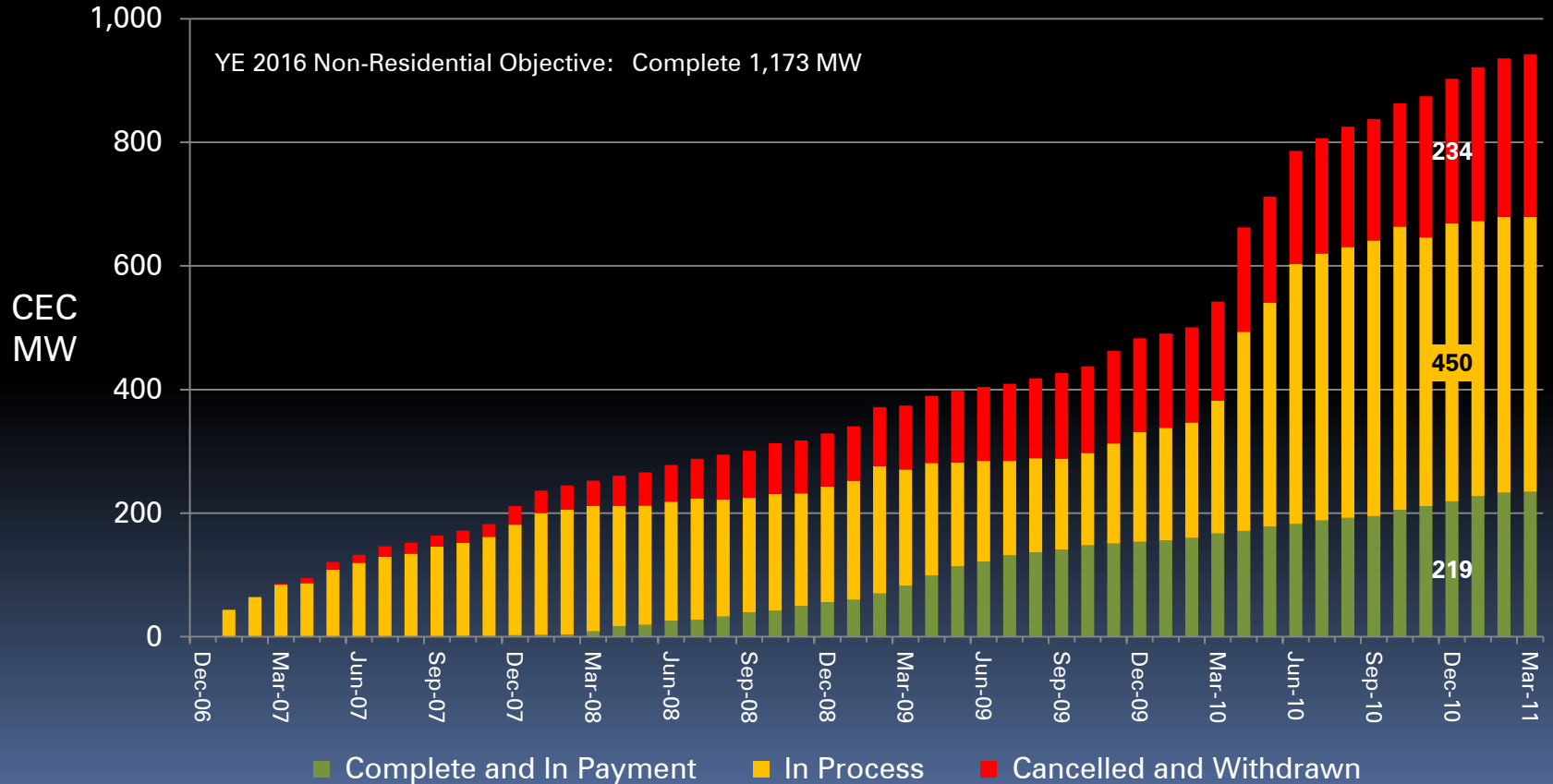
Number of Residential Projects and MW DC In Process, by Project Size – at the end of March 2011

About 13,100 projects and 80 MW DC are now In Process



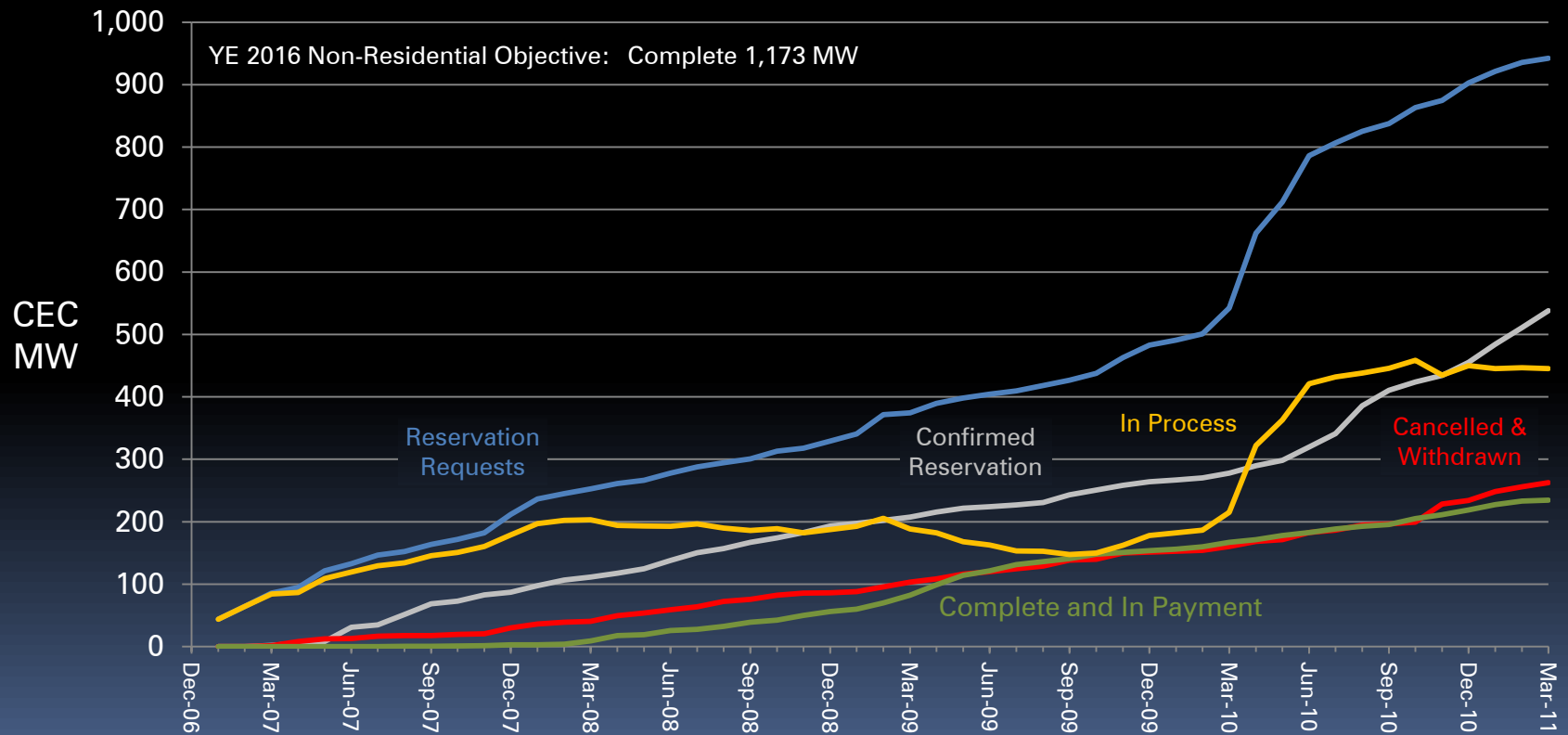
Cumulative Activity of Non-Residential Projects January 2007 thru March 2011

At the end of 2010, the 4 year mark of the the 10 year program, the Non-Residential program has completed only 219 MW or 19% of its 1,173MW objective.

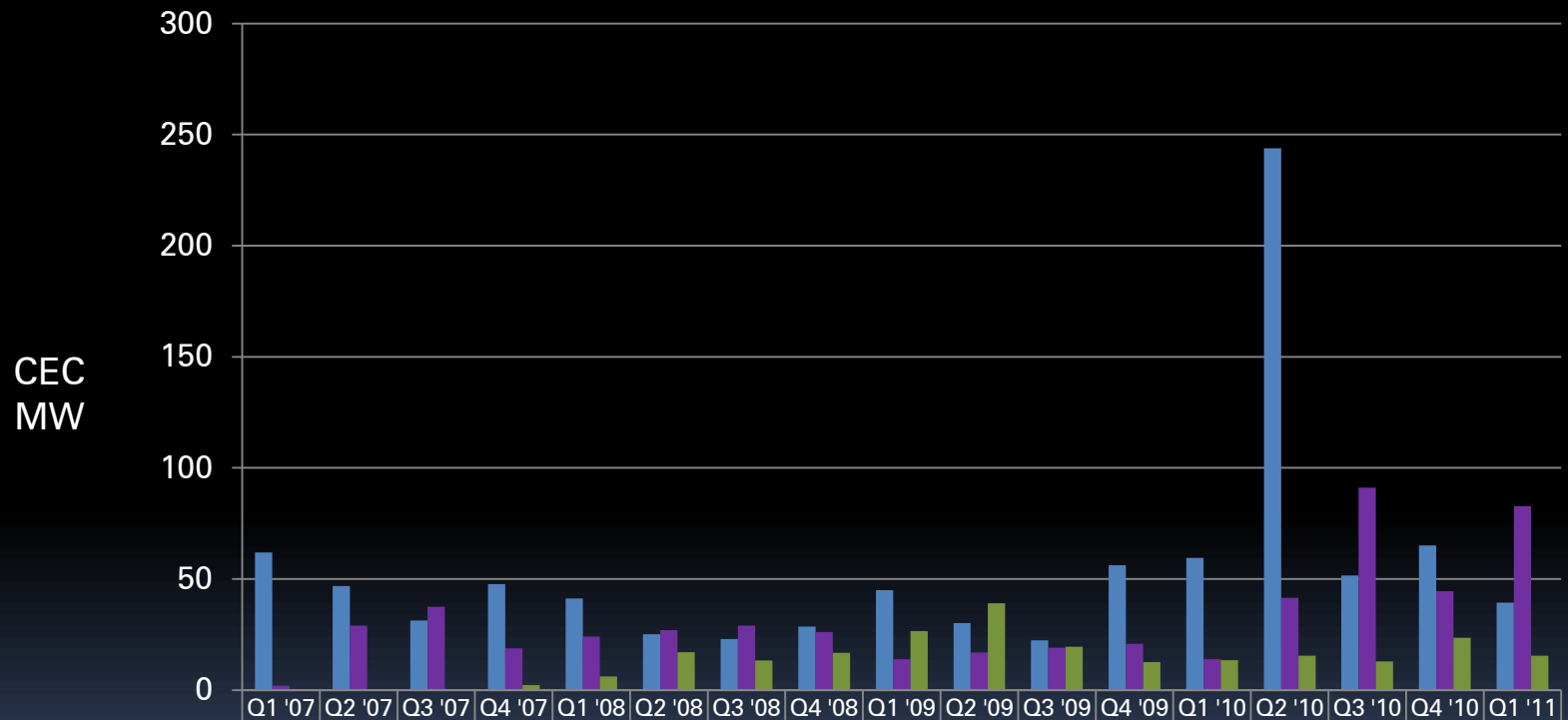


Cumulative Activity of Non-Residential Projects January 2007 thru March 2011

Notice that more MW have been Cancelled than have been Completed. This trend will likely continue. The Reservation Request surge in 2010 was caused by coming incentive reductions and the potential that the Federal grant would expire.

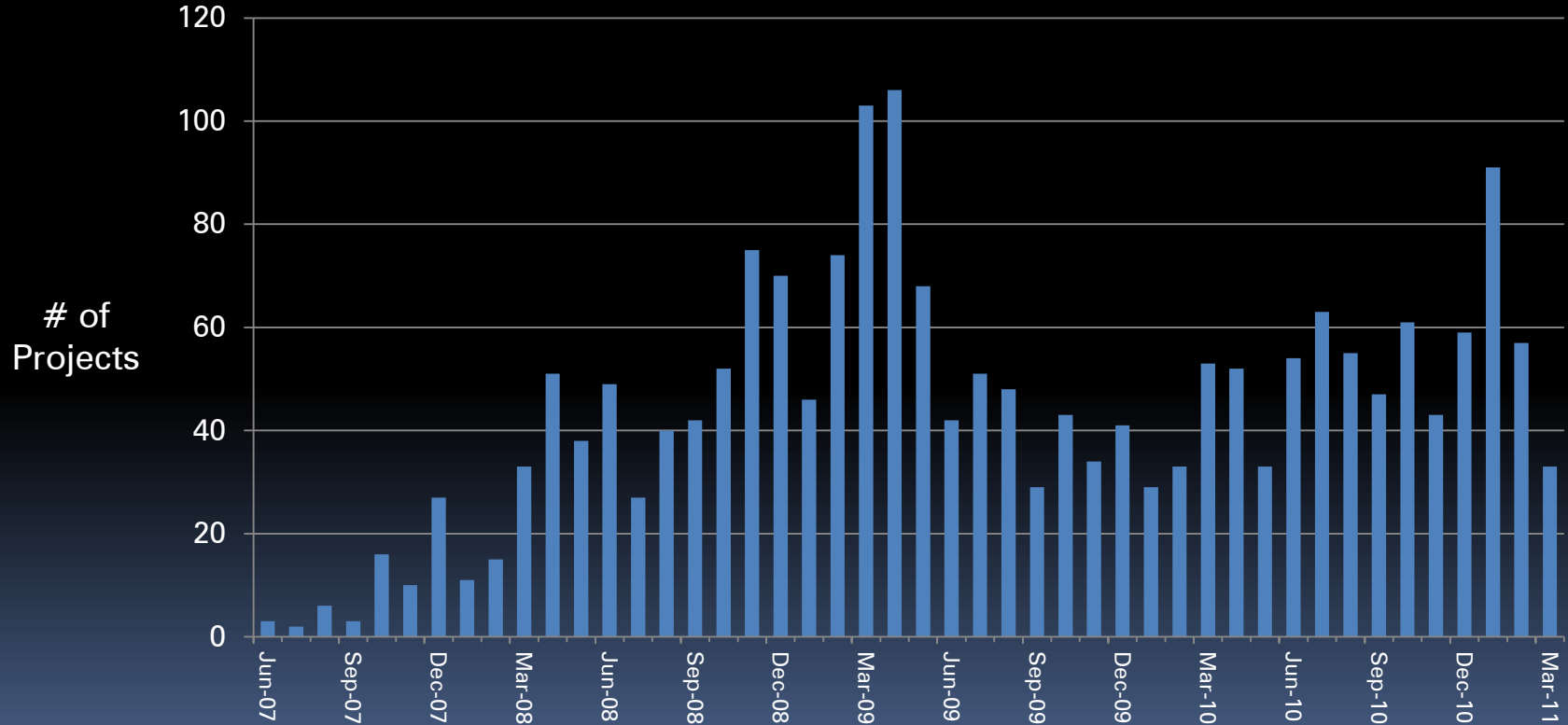


Quarterly Activity of Non-Residential Projects Q1 2007 thru Q1 2011

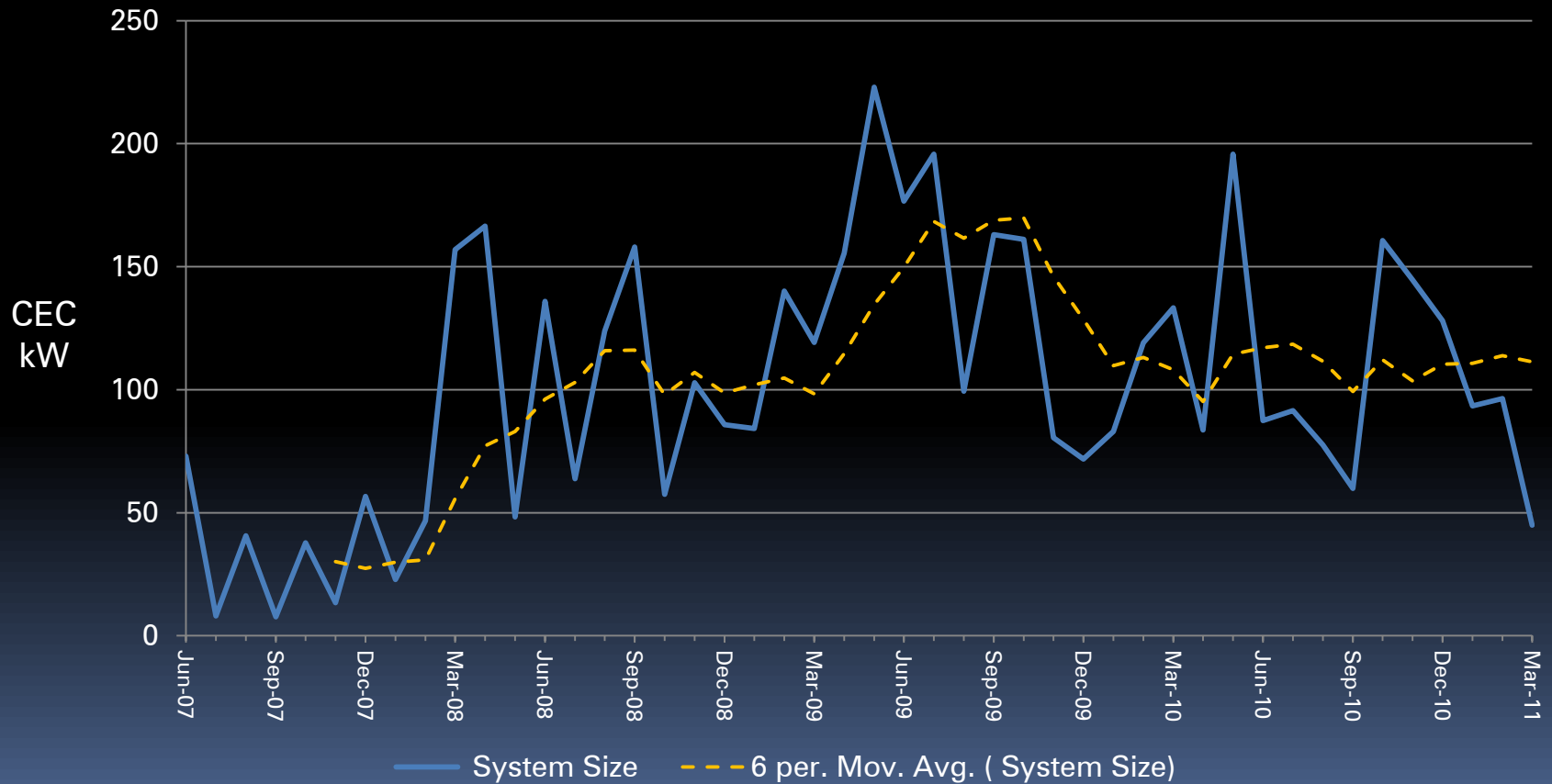


| | | | | | | | | | | | | | | | | | |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------|------|------|------|
| Reservation Requests | 62.0 | 46.8 | 31.2 | 47.7 | 41.2 | 25.1 | 22.9 | 28.6 | 44.9 | 30.1 | 22.4 | 56.2 | 59.5 | 243.9 | 51.5 | 65.1 | 39.4 |
| Confirmed Reservations | 2.0 | 29.0 | 37.5 | 18.7 | 24.1 | 27.0 | 29.0 | 26.1 | 14.0 | 16.9 | 19.1 | 20.8 | 13.8 | 41.5 | 91.1 | 44.5 | 82.7 |
| Complete and In Payment | 0.0 | 0.2 | 0.3 | 2.3 | 6.1 | 17.0 | 13.3 | 16.7 | 26.5 | 39.1 | 19.5 | 12.6 | 13.4 | 15.5 | 12.9 | 23.6 | 15.5 |

Non-Residential Projects Completed each month January 2007 thru March 2011

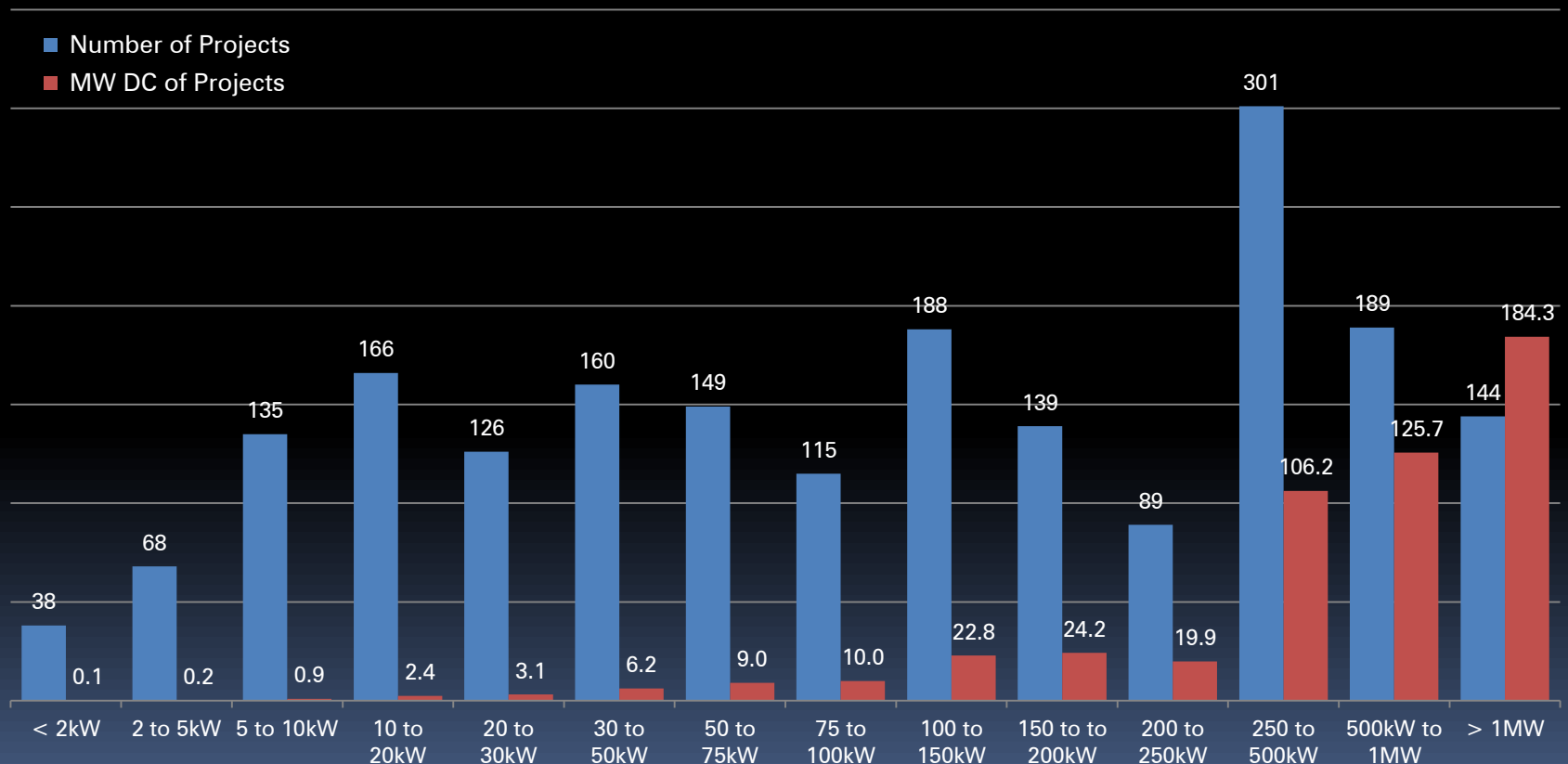


Average Size of Completed Non-Residential Systems In CEC kW



Number of Non-Residential Projects and MW DC In Process, by Project Size – at the end of March 2011

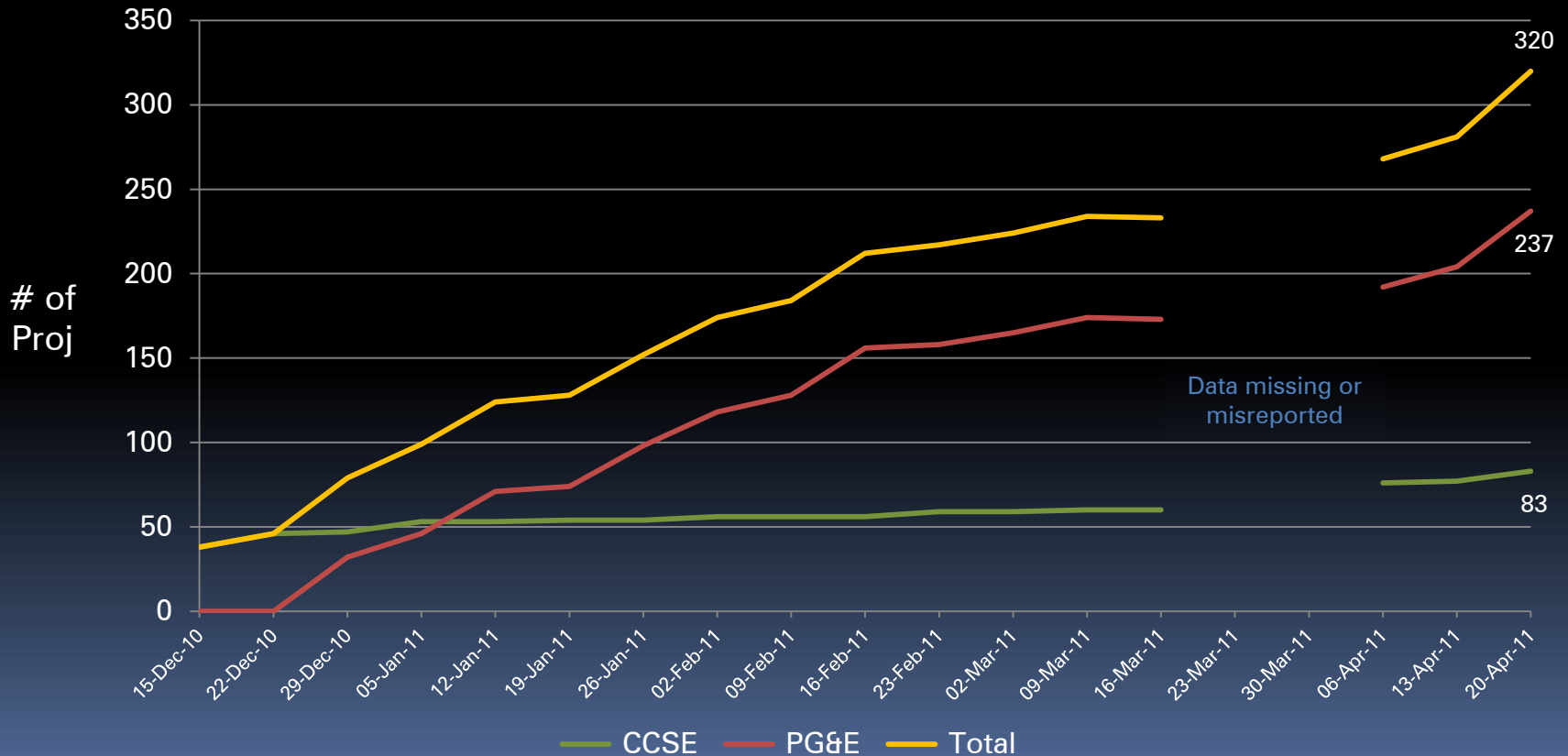
About 2,000 projects and 510 MW DC are now In Process



Wait Listed PG&E and CCSE Non-Residential Projects

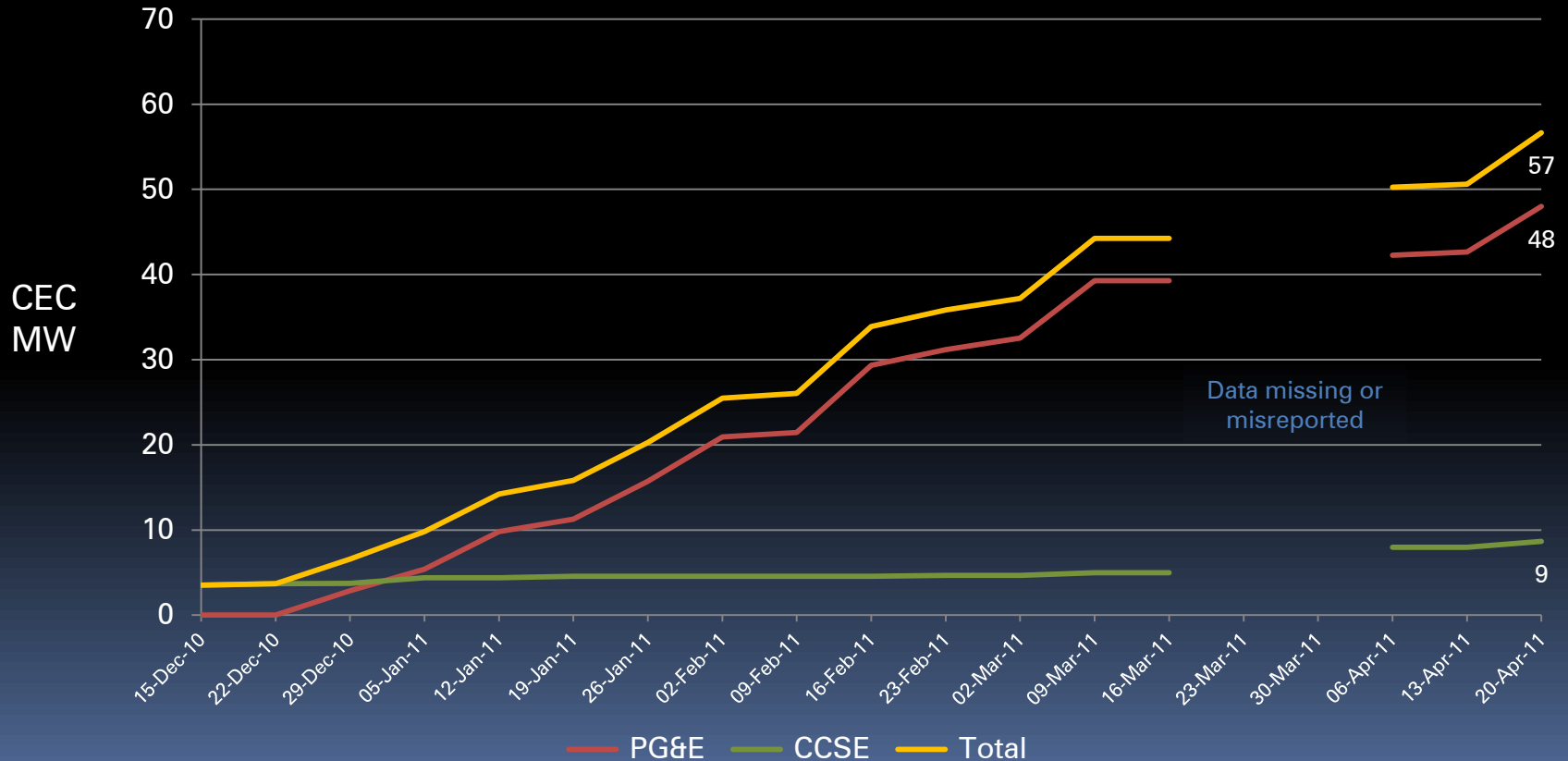
Weekly cumulative Dec 15, 2010 thru Apr 20, 2011

Due to incentive budget concerns the program managers have implemented a new Non-Residential program step. It is called Wait List. These projects have not been accepted into the program, but may receive a reservation after projects now In Process are cancelled. By mid April 320 projects were on the Wait List.



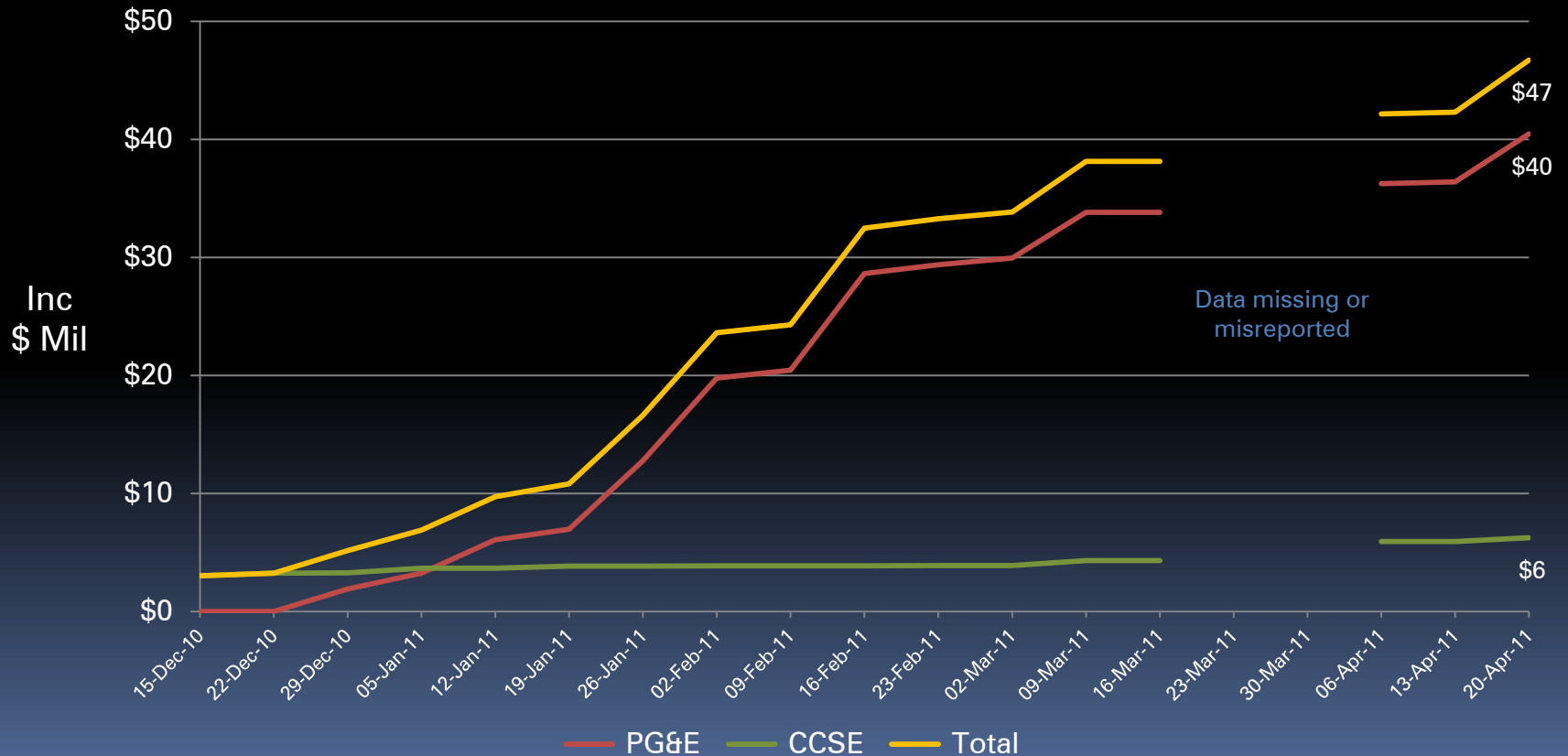
Wait Listed PG&E and CCSE Non-Residential CEC MW Weekly cumulative Dec 15, 2010 thru Apr 20, 2011

More than 57 MW are now on the Wait List.



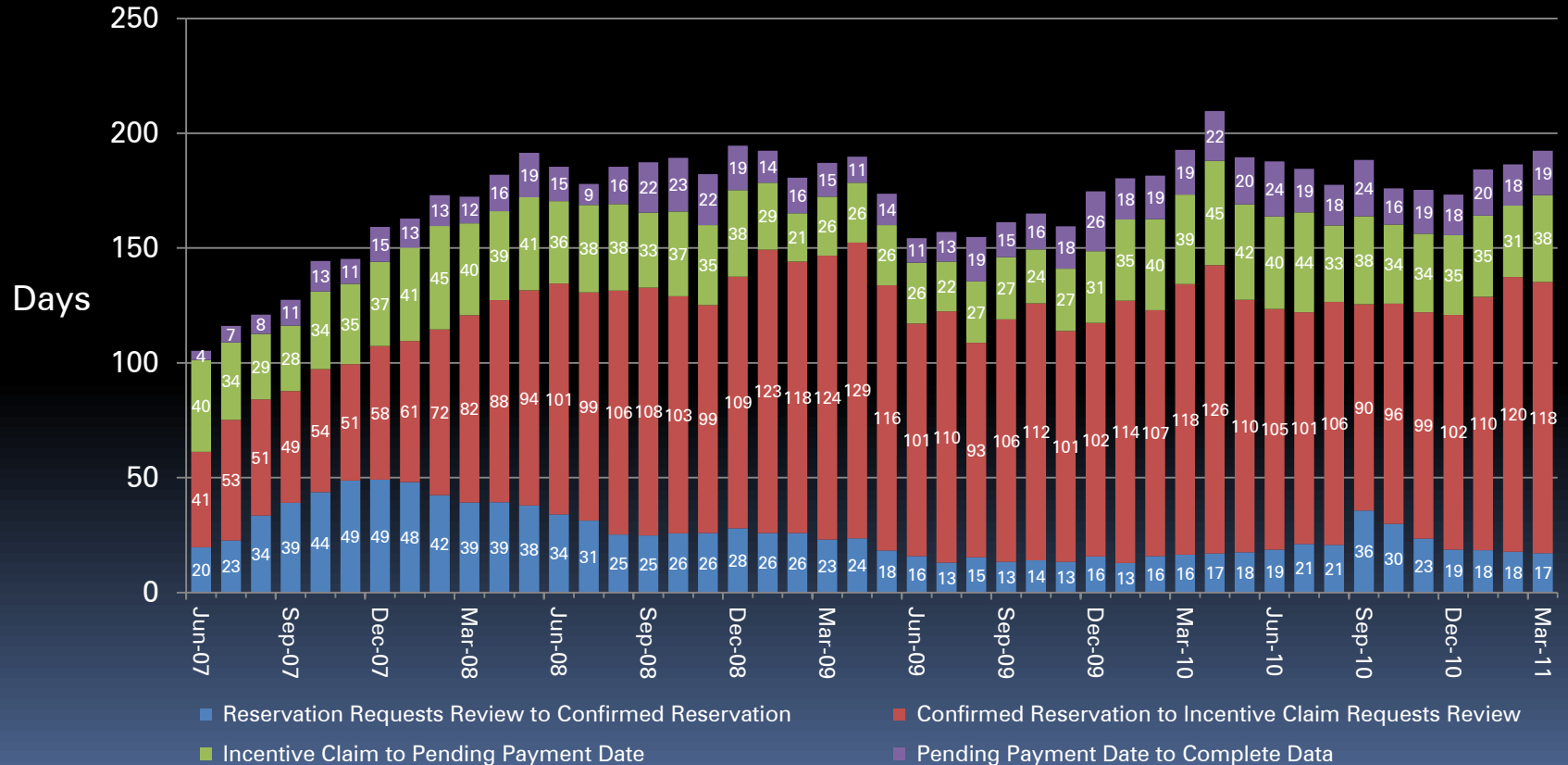
Wait Listed PG&E and CCSE Non-Residential Incentive \$ Million – Weekly cumulative Dec 15, '10 thru Apr 20, '11

About \$47 million of incentives are on the Wait List.

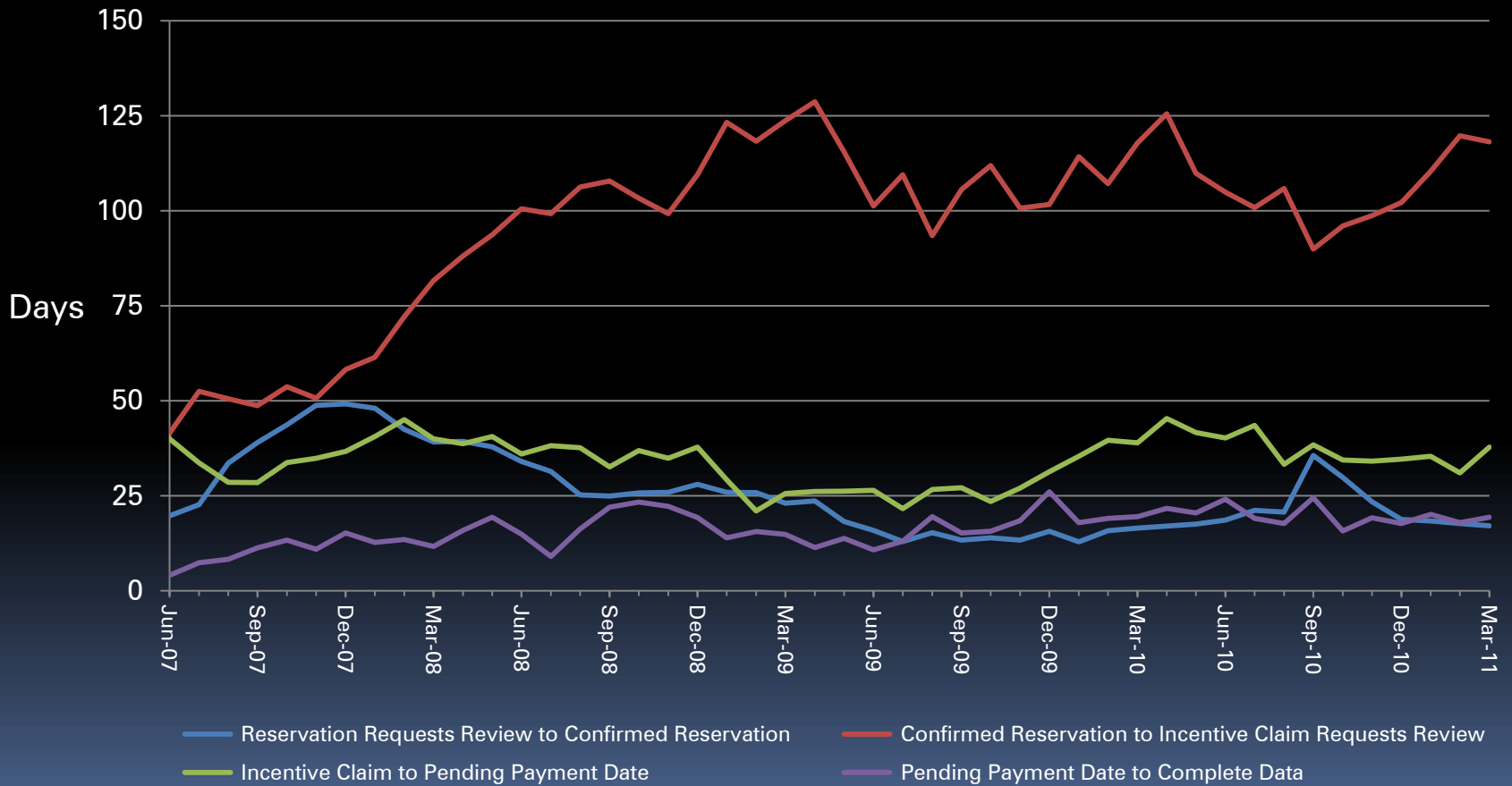


Average Total Days in Process for Residential Projects Completed in the Month of...

Despite high awareness of the time it takes to complete a project, no consistent improvements have been seen so far. A Residential project takes about 180 days...after the customer says YES.

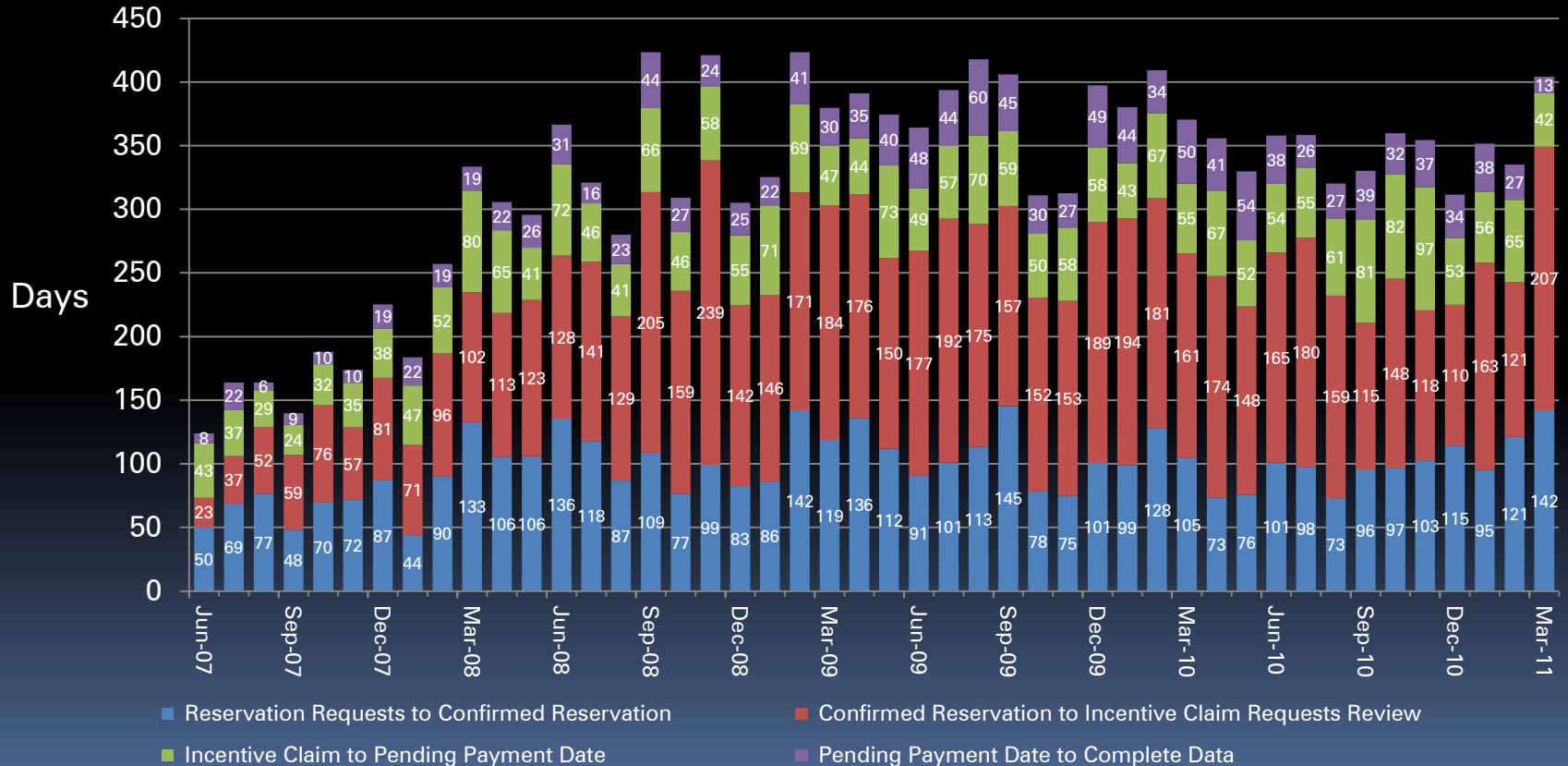


Days in Process for Residential Projects Completed in the Month of...

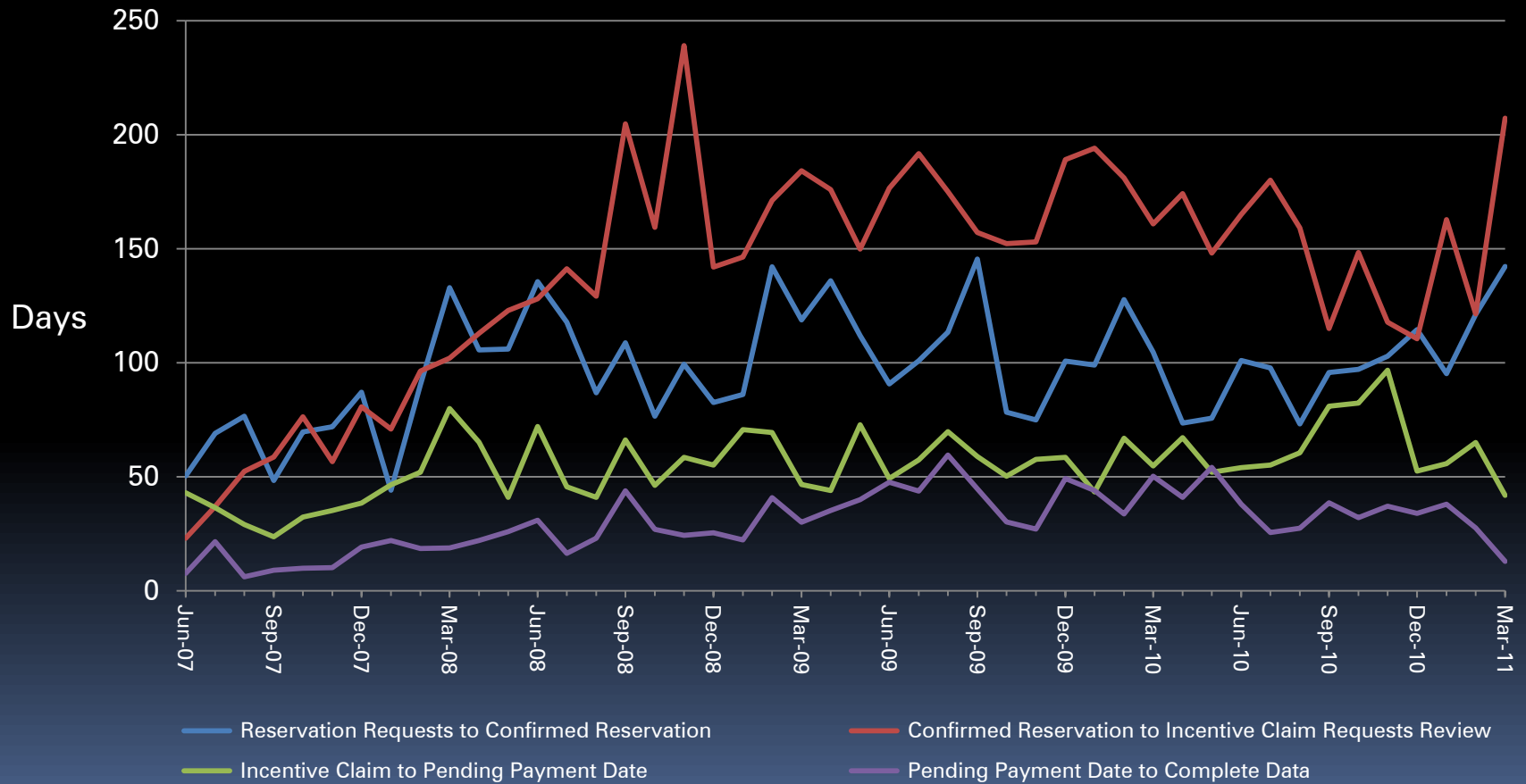


Average Total Days in Process for Non-Residential Projects, Completed in the Month of...

Despite high awareness of the time it takes to complete a project, it is not clear if there is long term improvement. We notice that from December 2009 to February 2011 there was a gradual downward trend. A Non-Residential project still takes about 350 days.

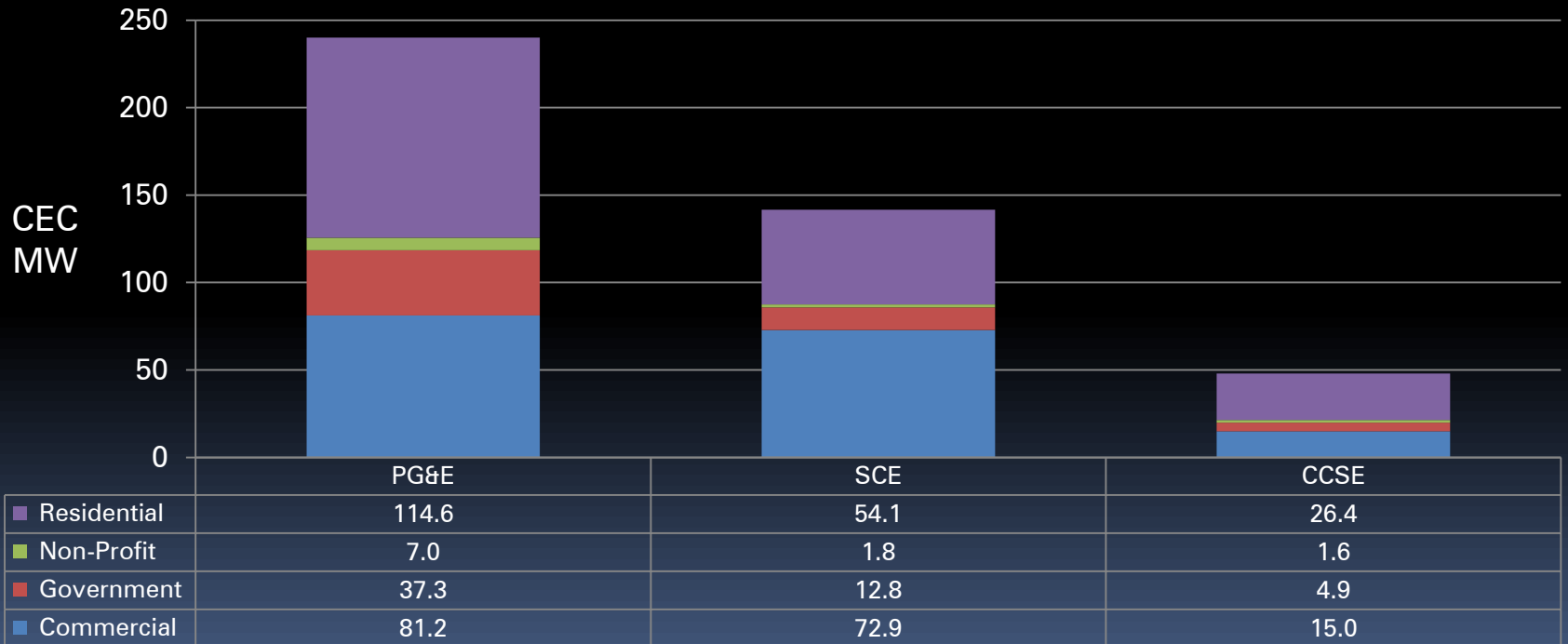


Days in Process for Non-Residential Projects Completed in the Month of...

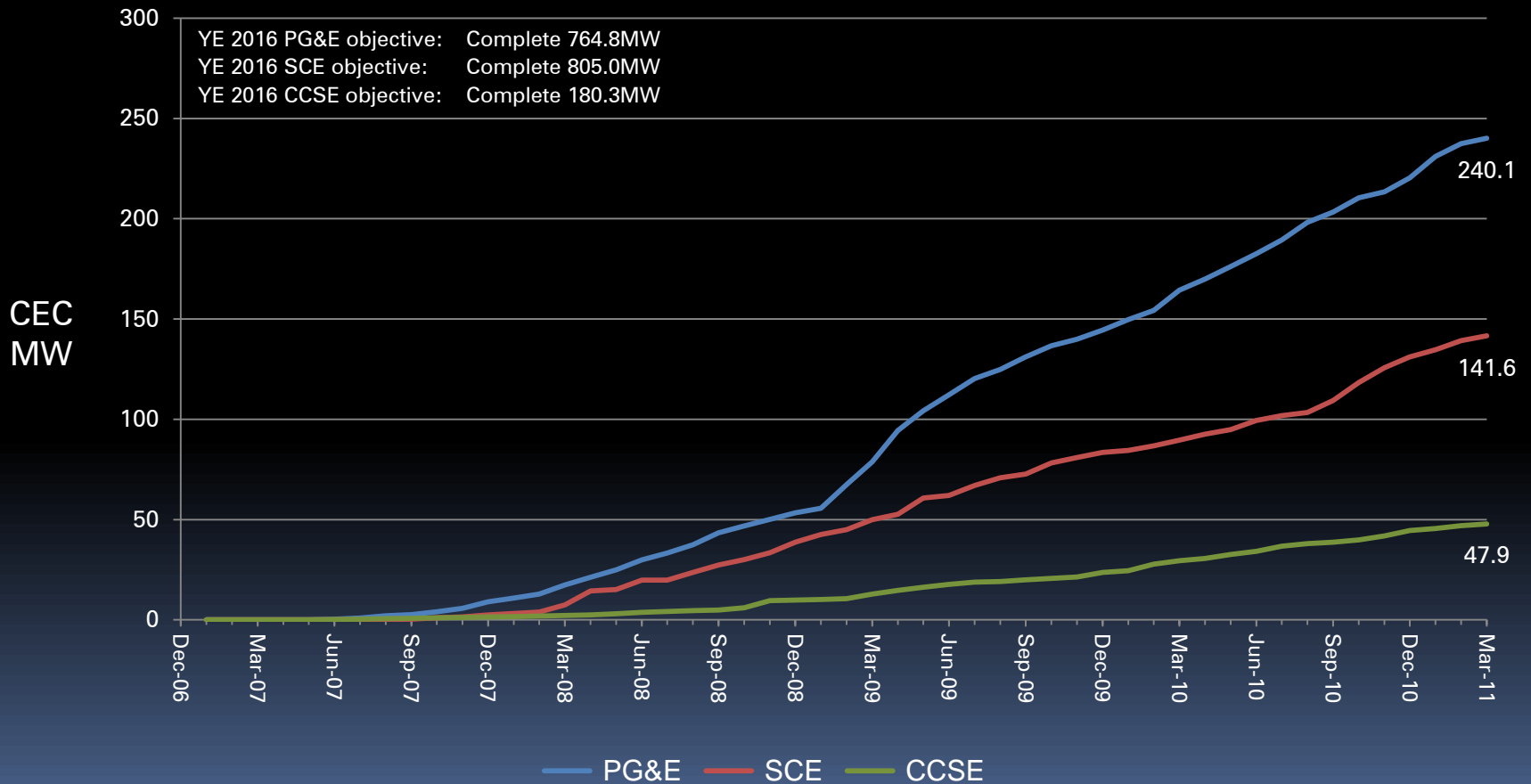


CEC MW Completed by Utility for each Host Customer type – thru March 2011

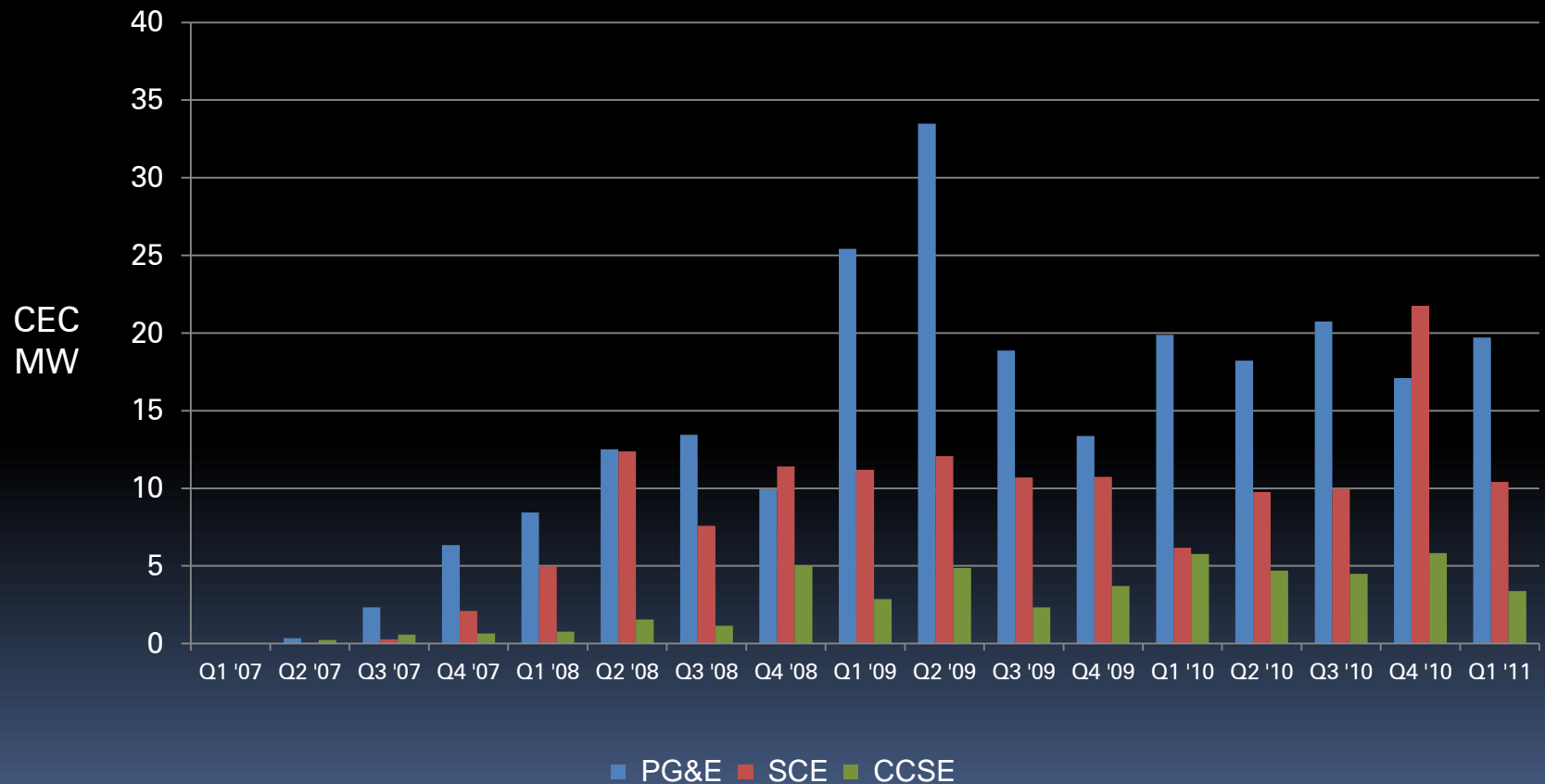
| | PG&E | SCE | CCSE |
|-----------|---------|---------|---------|
| Objective | 764.8MW | 805.0MW | 180.3MW |
| Completed | 240.1MW | 141.6MW | 47.9MW |
| % so far | 28.4% | 15.9% | 24.7% |



Cumulative CEC MW Completed by Utility thru March 2011

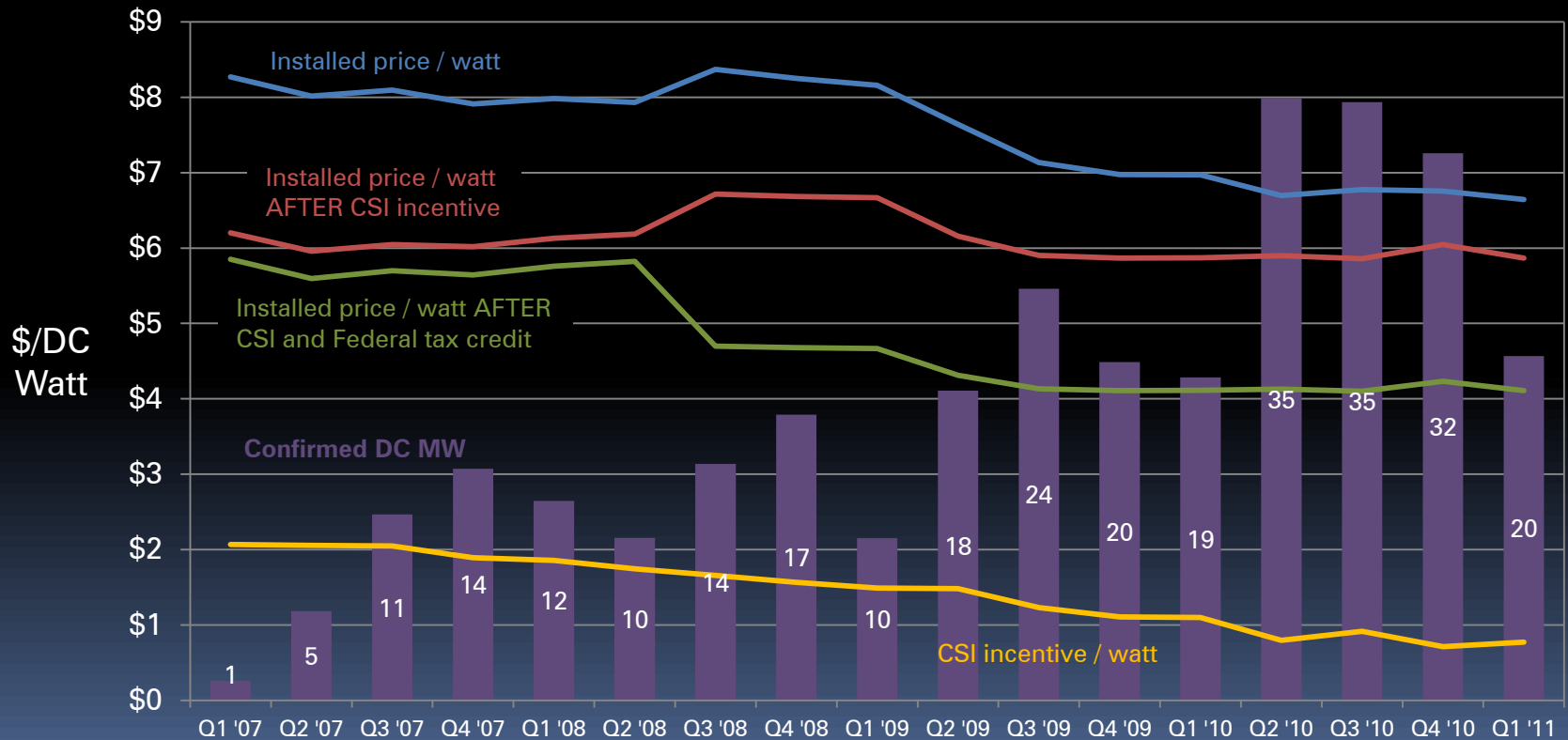


CEC MW Completed by Utility by Quarter Q1 2007 thru Q1 2011



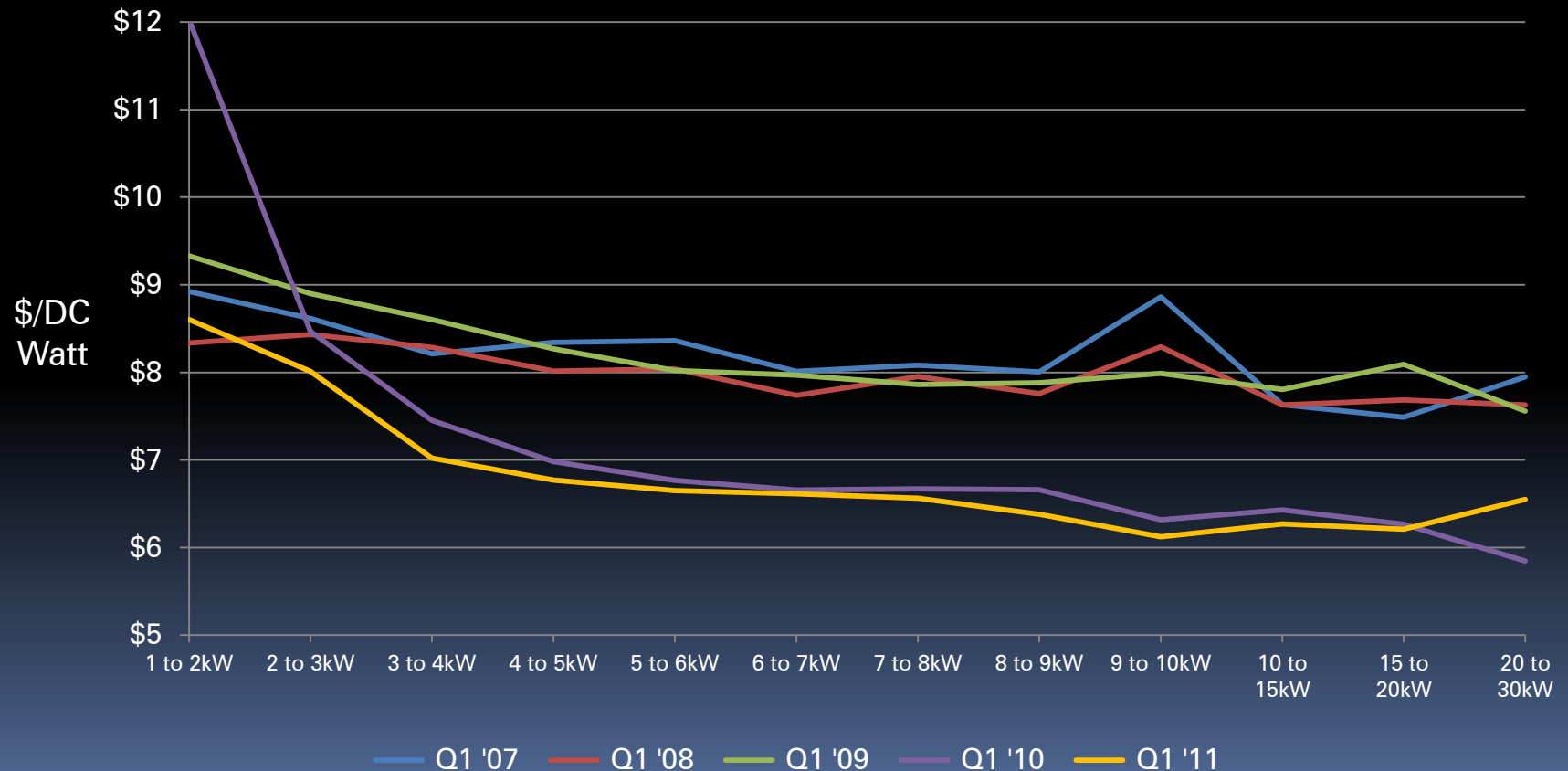
Residential Price and Demand Confirmed Projects – Q1 2007 thru Q1 2011

Residential prices have stabilized. There have been many new MW of confirmations since the Federal tax credit was increased in Q3 '08. At current prices it appears that demand may be moderating or declining.



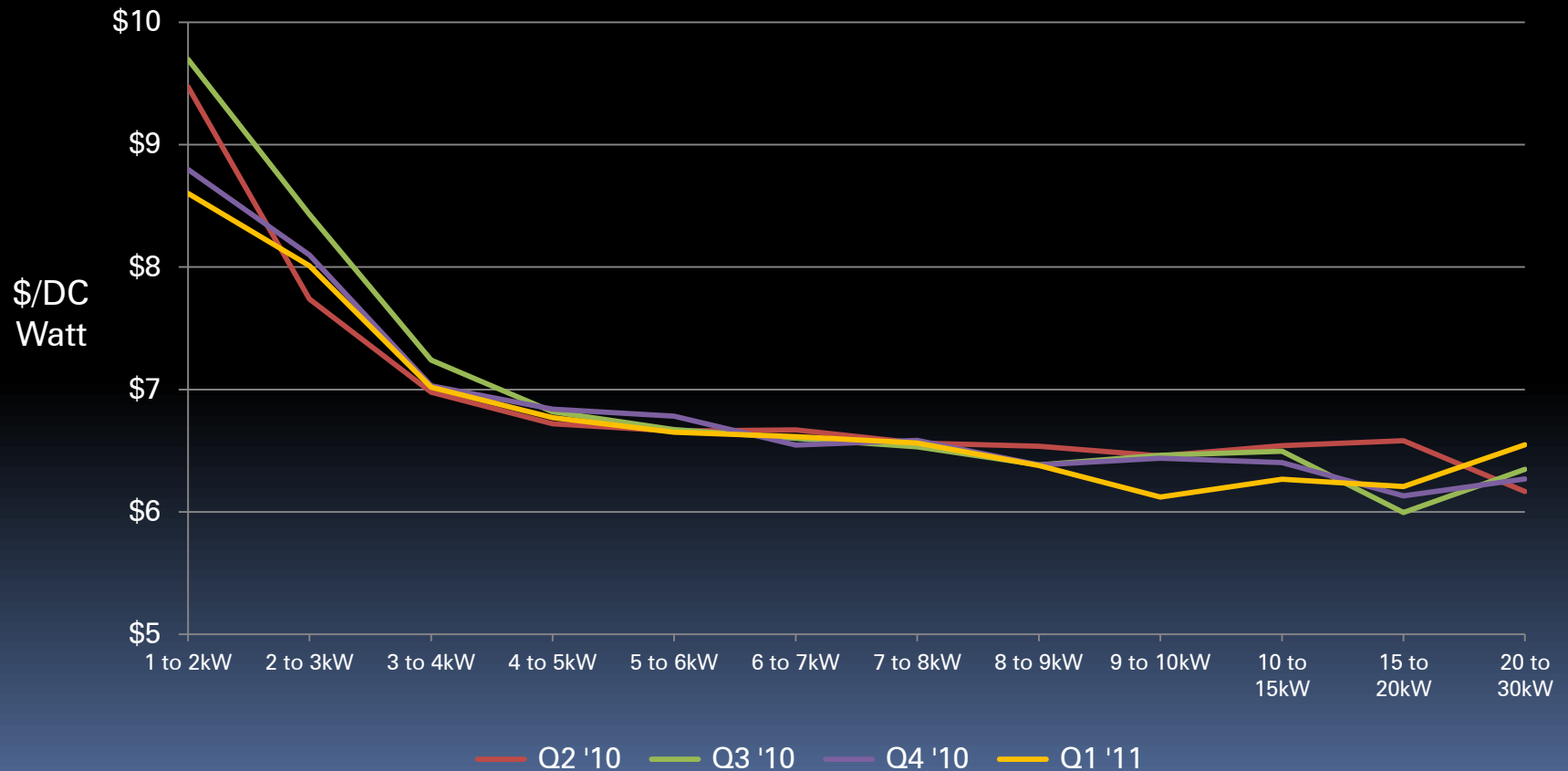
Change in Residential price by system size Q1 Comparison 2007 thru 2011

A comparison of each Q1 since the program began in 2007 shows that the installed \$/DC watt price has fallen across all size ranges. A significant decline is noted between Q1 2009 and Q1 2010.



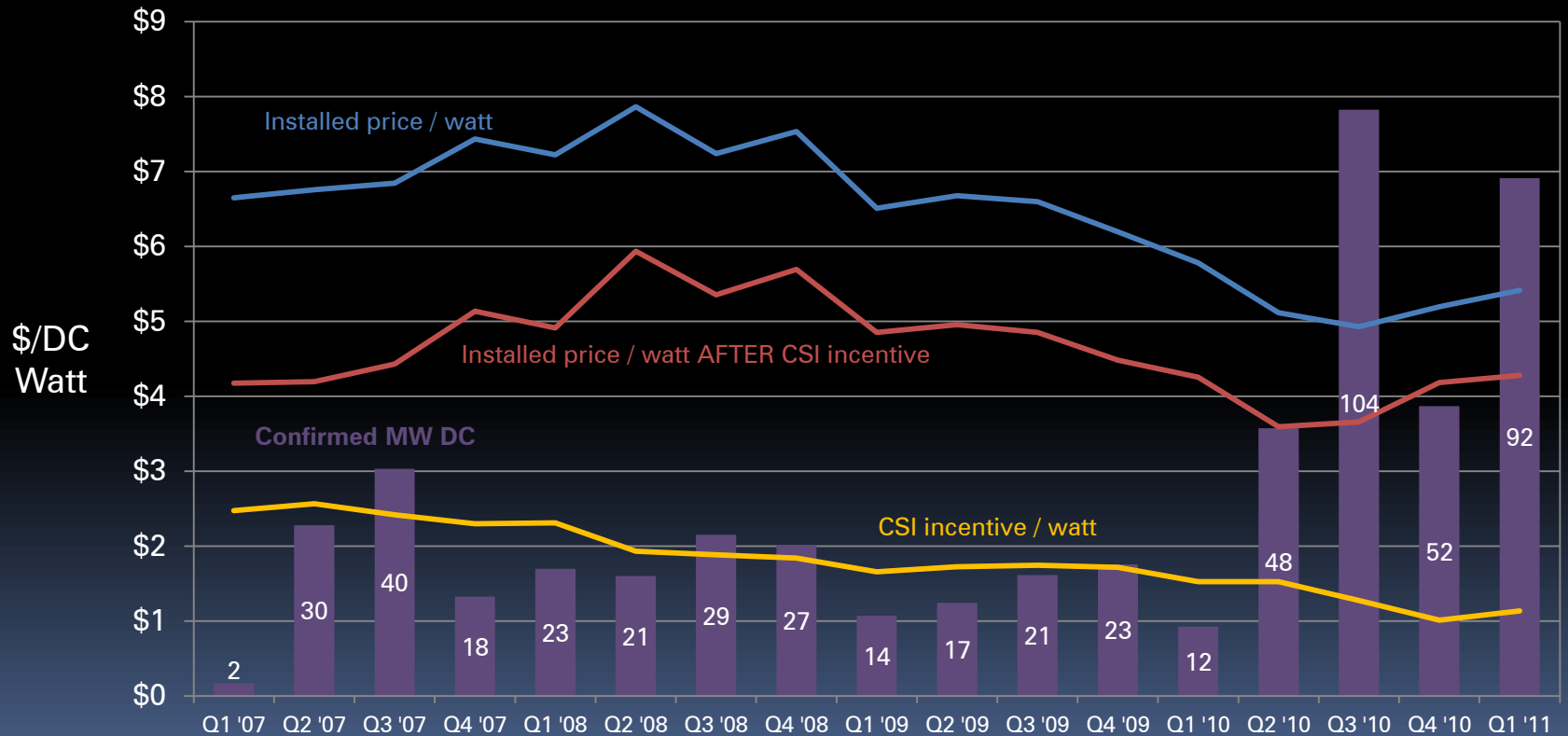
Change in Residential price by system size Comparison Q2 '10 thru Q1 '11

Over the past four quarters the installed price has stabilized across most size categories.



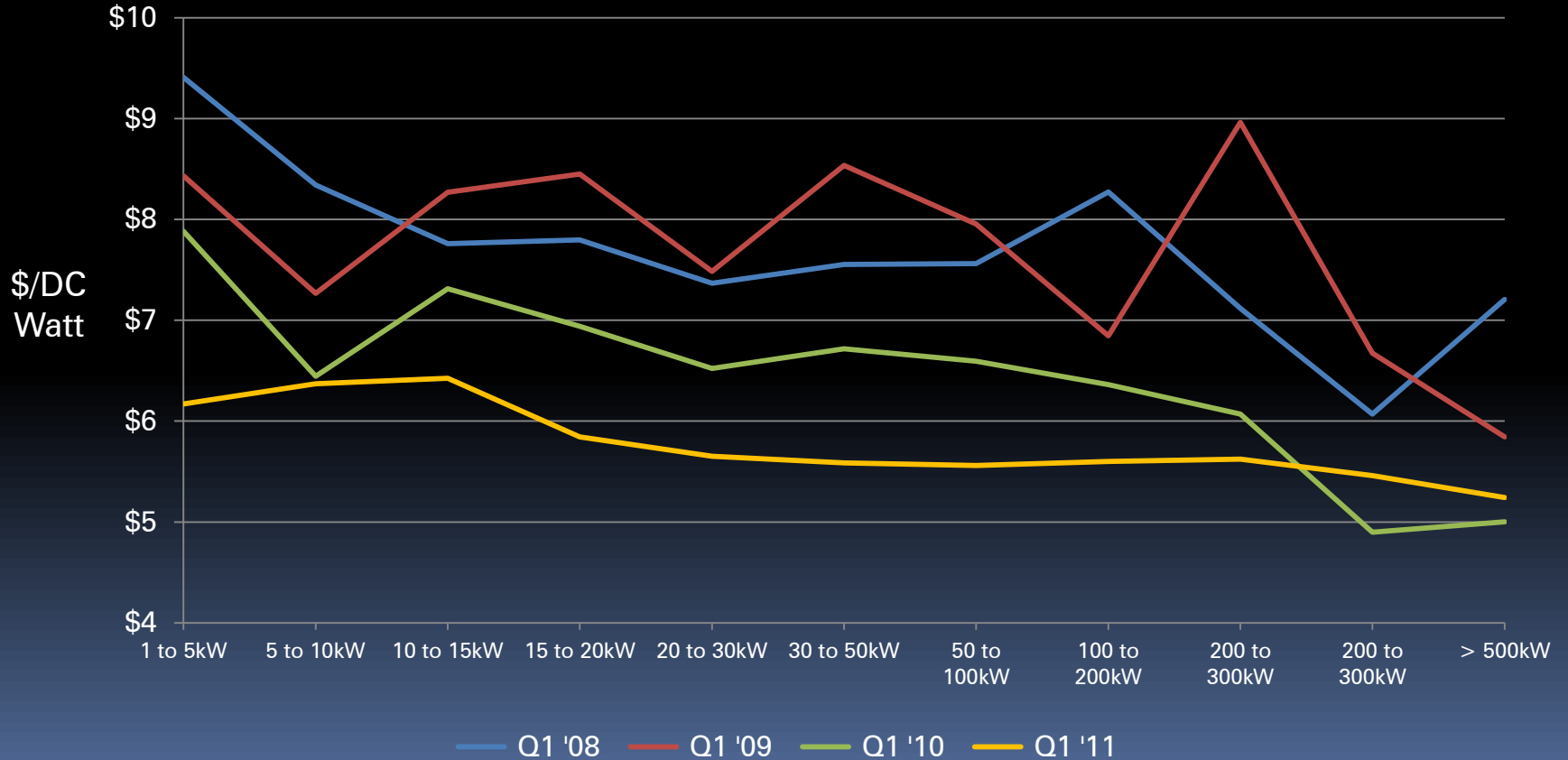
Non-Residential Price and Demand Confirmed Projects – Q1 2007 thru Q1 2011

After a period of decline, prices have moderated and appear to be trending up a bit. Current prices, and the Federal cash grant, stimulated demand in 2010 and in Q1 2011. The value of the Federal tax credit, or cash grant, which substantially reduces the system price, is not included in this view.



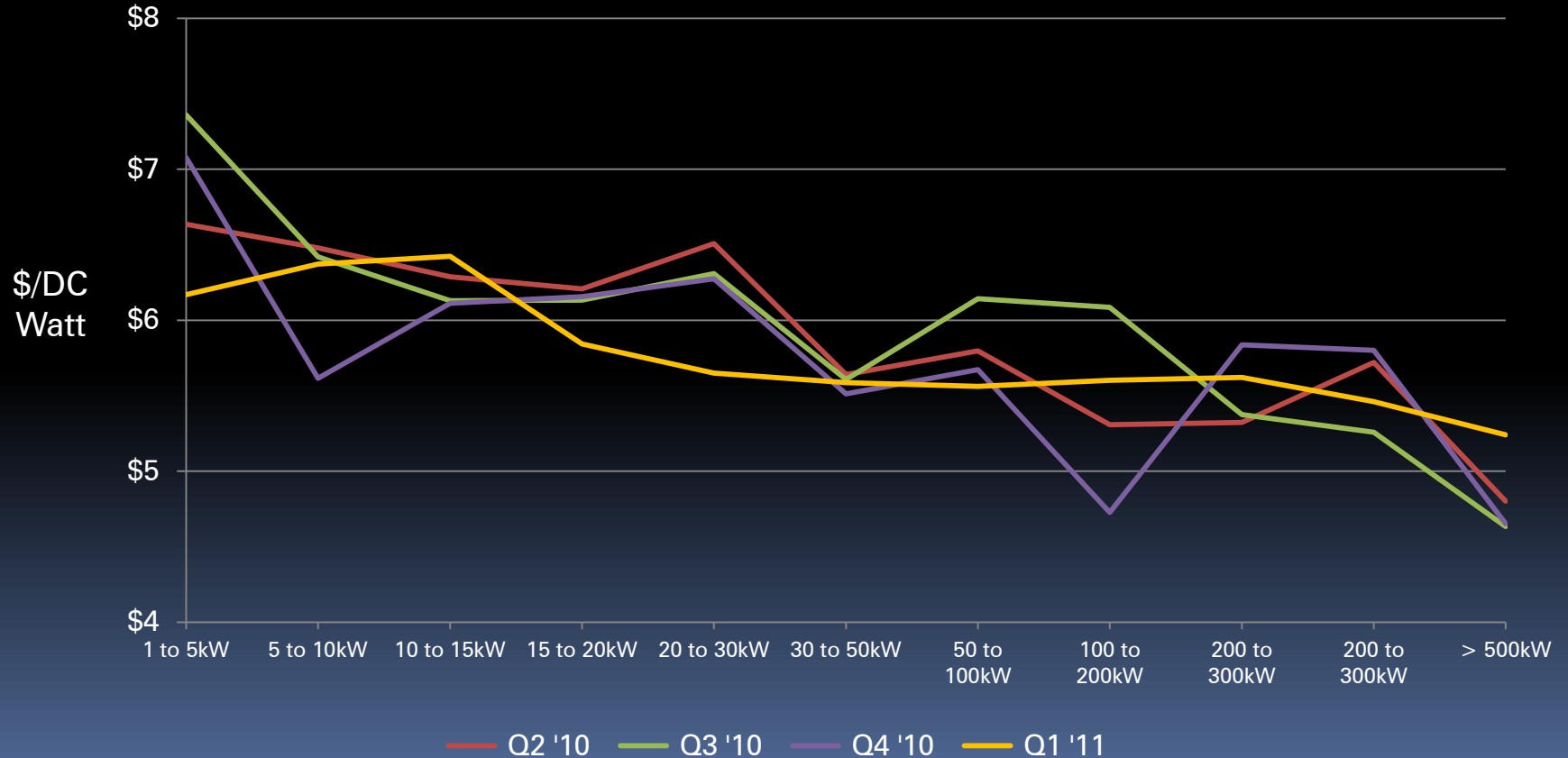
Change in Non-Residential price by system size Q1 Comparison 2008 thru 2011

A comparison of each Q1 since the program began in 2007 shows that the installed \$/DC watt price has fallen across all size ranges. Some of the "bumpiness" is due to small amounts of data in a given size group.



Change in Non-Residential price by system size Comparison Q2 2010 thru Q1 2011

Over the past four quarters the installed price has stabilized across most size categories. Some of the "bumpiness" is due to small amounts of data in a given size group.



Summary of results by Contractor thru Q1 2011

- Over 1,950 contractors have participated in the program so far
- Of the 1,950 contractors more than 1,100 have 3 or less projects reserved
- The Top 150 contractors have done about 85% of All Projects

| | All Projects | | | | | In Process | | | | | Complete and In Payment | | | | | Cancelled and Withdrawn | | | | |
|-------------------------------------|---------------|-------------------|-------------------|----------------|--------------|---------------|-------------------|------------------|--------------|--------------|-------------------------|-------------------|------------------|--------------|--------------|-------------------------|-------------------|------------------|--------------|--------------|
| | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW |
| Summary | | | | | | | | | | | | | | | | | | | | |
| Total First 50 | 30,352 | \$6,083.1 | \$ 1,556.9 | 898.9 | 73.2% | 8,070 | \$2,380.2 | \$ 518.6 | 392.0 | 76.2% | 19,739 | \$2,337.3 | \$ 610.6 | 285.2 | 66.4% | 2,543 | \$ 1,365.6 | \$ 427.6 | 221.6 | 77.9% |
| Total Second 50 | 7,669 | \$ 747.4 | \$ 186.4 | 109.6 | 8.9% | 1,058 | \$ 178.0 | \$ 34.5 | 30.7 | 6.0% | 5,960 | \$ 380.5 | \$ 88.4 | 44.8 | 10.4% | 651 | \$ 188.8 | \$ 63.5 | 34.0 | 12.0% |
| Total Third 50 | 5,548 | \$ 423.0 | \$ 87.1 | 55.9 | 4.5% | 1,119 | \$ 142.7 | \$ 31.8 | 21.6 | 4.2% | 4,031 | \$ 212.9 | \$ 40.1 | 25.1 | 5.9% | 398 | \$ 67.4 | \$ 15.2 | 9.2 | 3.2% |
| Total of the Top 150 | 43,569 | \$7,253.5 | \$ 1,830.4 | 1,064.3 | 86.6% | 10,247 | \$2,701.0 | \$ 584.9 | 444.4 | 86.4% | 29,730 | \$2,930.8 | \$ 739.1 | 355.2 | 82.7% | 3,592 | \$ 1,621.7 | \$ 506.4 | 264.8 | 93.0% |
| All Others - More than 1,800 | 19,877 | \$1,221.5 | \$ 227.8 | 164.0 | 13.4% | 4,885 | \$ 444.8 | \$ 78.7 | 69.8 | 13.6% | 13,365 | \$ 629.3 | \$ 118.7 | 74.4 | 17.3% | 1,627 | \$ 147.3 | \$ 30.4 | 19.8 | 7.0% |
| Program Total | 63,446 | \$8,474.9 | \$ 2,058.2 | 1,228.3 | 100.0% | 15,132 | \$3,145.8 | \$ 663.6 | 514.2 | 100.0% | 43,095 | \$3,560.1 | \$ 857.8 | 429.6 | 100.0% | 5,219 | \$ 1,769.1 | \$ 536.8 | 284.6 | 100.0% |

Summary results for the Top 150 follows on the next three slides

Results by Contractor thru March 2011 – First 50

| Ranked All Proj CEC MW | Contractor Name - First 50 | All Projects | | | | | In Process | | | | | Complete and In Payment | | | | | Cancelled and Withdrawn | | | | |
|---------------------------------|------------------------------------|------------------|-------------------------|---------------------|----------------|-------------------|------------------|-------------------------|---------------------|--------------|-------------------|-------------------------|-------------------------|---------------------|--------------|-------------------|-------------------------|-------------------------|---------------------|--------------|-------------------|
| | | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW |
| 1 | SunPower Corporation Systems | 311 | \$ 884.9 | \$ 265.5 | 129.6 | 10.6% | 101 | \$ 262.8 | \$ 73.2 | 40.4 | 7.9% | 100 | \$ 331.2 | \$ 102.2 | 42.7 | 9.9% | 110 | \$ 290.9 | \$ 90.1 | 46.5 | 16.4% |
| 2 | Sun Edison/Team Solar Inc | 257 | \$ 671.6 | \$ 180.2 | 104.0 | 8.5% | 89 | \$ 270.7 | \$ 40.4 | 45.3 | 8.8% | 101 | \$ 238.1 | \$ 90.4 | 30.9 | 7.2% | 67 | \$ 162.8 | \$ 49.3 | 27.7 | 9.7% |
| 3 | SolarCity | 7,087 | \$ 668.7 | \$ 96.9 | 74.8 | 6.1% | 2,779 | \$ 397.5 | \$ 49.9 | 47.7 | 9.3% | 3,675 | \$ 210.2 | \$ 36.0 | 20.7 | 4.8% | 633 | \$ 61.0 | \$ 11.0 | 6.4 | 2.3% |
| 4 | Chevron Energy Solutions Inc | 227 | \$ 546.8 | \$ 153.4 | 73.0 | 5.9% | 99 | \$ 208.0 | \$ 53.8 | 29.3 | 5.7% | 47 | \$ 150.3 | \$ 35.5 | 15.0 | 3.5% | 81 | \$ 188.5 | \$ 64.1 | 28.7 | 10.1% |
| 5 | REC Solar Inc | 4,004 | \$ 348.7 | \$ 85.5 | 52.2 | 4.2% | 534 | \$ 84.2 | \$ 17.0 | 14.9 | 2.9% | 3,255 | \$ 214.9 | \$ 54.4 | 28.5 | 6.6% | 215 | \$ 49.5 | \$ 14.2 | 8.8 | 3.1% |
| 6 | None Listed | 410 | \$ 256.2 | \$ 87.7 | 50.6 | 4.1% | 167 | \$ 84.0 | \$ 23.2 | 18.7 | 3.6% | 45 | \$ 11.1 | \$ 2.1 | 1.0 | 0.2% | 198 | \$ 161.1 | \$ 62.4 | 30.9 | 10.9% |
| 7 | SPG Solar Inc | 693 | \$ 337.6 | \$ 97.2 | 50.1 | 4.1% | 36 | \$ 89.7 | \$ 24.2 | 16.3 | 3.2% | 565 | \$ 161.2 | \$ 47.3 | 20.7 | 4.8% | 92 | \$ 86.6 | \$ 25.6 | 13.1 | 4.6% |
| 8 | Real Goods | 3,733 | \$ 229.8 | \$ 48.5 | 28.2 | 2.3% | 897 | \$ 68.5 | \$ 11.5 | 8.4 | 1.6% | 2,683 | \$ 122.5 | \$ 23.7 | 14.4 | 3.4% | 153 | \$ 38.8 | \$ 13.3 | 5.4 | 1.9% |
| 9 | Borrego Solar Systems Inc | 703 | \$ 187.9 | \$ 46.1 | 26.2 | 2.1% | 41 | \$ 86.0 | \$ 18.5 | 15.0 | 2.9% | 596 | \$ 64.7 | \$ 16.1 | 6.6 | 1.5% | 66 | \$ 37.1 | \$ 11.4 | 4.6 | 1.6% |
| 10 | Rosendin Electric Inc | 44 | \$ 96.7 | \$ 28.2 | 18.7 | 1.5% | 44 | \$ 96.7 | \$ 28.2 | 18.7 | 3.6% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 11 | Swinerton Builders Inc | 20 | \$ 67.8 | \$ 26.2 | 14.3 | 1.2% | 13 | \$ 42.1 | \$ 18.9 | 10.3 | 2.0% | 3 | \$ 1.1 | \$ 0.1 | 0.2 | 0.0% | 4 | \$ 24.6 | \$ 7.2 | 3.7 | 1.3% |
| 12 | PermaCity Construction Corp. | 153 | \$ 86.4 | \$ 26.1 | 14.1 | 1.1% | 38 | \$ 32.1 | \$ 10.3 | 5.9 | 1.2% | 104 | \$ 49.9 | \$ 14.5 | 7.2 | 1.7% | 11 | \$ 4.4 | \$ 1.2 | 0.9 | 0.3% |
| 13 | Conergy Construction Inc | 80 | \$ 87.4 | \$ 26.1 | 14.1 | 1.1% | 16 | \$ 9.8 | \$ 2.4 | 2.8 | 0.6% | 51 | \$ 56.3 | \$ 18.5 | 7.5 | 1.7% | 13 | \$ 21.3 | \$ 5.3 | 3.7 | 1.3% |
| 14 | Akeena Solar Inc | 2,159 | \$ 111.6 | \$ 23.8 | 13.9 | 1.1% | 57 | \$ 9.4 | \$ 3.0 | 1.4 | 0.3% | 1,955 | \$ 93.8 | \$ 18.0 | 10.7 | 2.5% | 147 | \$ 8.4 | \$ 2.9 | 1.8 | 0.6% |
| 15 | Stellar Energy Solutions Inc | 44 | \$ 92.7 | \$ 17.8 | 13.6 | 1.1% | 28 | \$ 52.0 | \$ 10.0 | 9.1 | 1.8% | 7 | \$ 31.3 | \$ 4.1 | 2.4 | 0.6% | 9 | \$ 9.4 | \$ 3.6 | 2.1 | 0.8% |
| 16 | PsommasFMG, LLC | 31 | \$ 68.0 | \$ 10.1 | 13.5 | 1.1% | 31 | \$ 68.0 | \$ 10.1 | 13.5 | 2.6% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 17 | BP Solar International Inc | 31 | \$ 95.4 | \$ 29.3 | 12.2 | 1.0% | 5 | \$ 11.0 | \$ 3.0 | 1.7 | 0.3% | 22 | \$ 75.7 | \$ 23.8 | 9.4 | 2.2% | 4 | \$ 8.7 | \$ 2.4 | 1.1 | 0.4% |
| 18 | BAP Power Corporation | 32 | \$ 53.4 | \$ 14.6 | 11.8 | 1.0% | 19 | \$ 37.5 | \$ 10.4 | 8.5 | 1.7% | 10 | \$ 15.2 | \$ 4.0 | 3.0 | 0.7% | 3 | \$ 0.7 | \$ 0.2 | 0.3 | 0.1% |
| 19 | Self-Install | 1,172 | \$ 68.8 | \$ 19.4 | 11.4 | 0.9% | 257 | \$ 31.5 | \$ 9.4 | 5.6 | 1.1% | 812 | \$ 28.3 | \$ 7.2 | 4.3 | 1.0% | 103 | \$ 8.9 | \$ 2.8 | 1.6 | 0.5% |
| 20 | Suntech America Inc | 31 | \$ 67.4 | \$ 23.7 | 10.2 | 0.8% | 1 | \$ 0.8 | \$ 0.2 | 0.1 | 0.0% | 11 | \$ 31.0 | \$ 10.6 | 3.8 | 0.9% | 19 | \$ 35.6 | \$ 12.9 | 6.4 | 2.2% |
| 21 | Petersen-Dean Inc | 1,213 | \$ 64.2 | \$ 10.7 | 9.8 | 0.8% | 652 | \$ 40.3 | \$ 6.4 | 6.3 | 1.2% | 512 | \$ 17.5 | \$ 2.8 | 2.6 | 0.6% | 49 | \$ 6.4 | \$ 1.6 | 1.0 | 0.3% |
| 22 | Premier Power Renewable Energy Inc | 461 | \$ 65.2 | \$ 15.9 | 9.5 | 0.8% | 61 | \$ 16.9 | \$ 4.1 | 3.4 | 0.7% | 362 | \$ 43.0 | \$ 9.7 | 4.9 | 1.1% | 38 | \$ 5.3 | \$ 2.0 | 1.3 | 0.5% |
| 23 | Cupertino Electric Inc | 39 | \$ 42.0 | \$ 11.2 | 7.9 | 0.6% | 20 | \$ 24.5 | \$ 7.1 | 5.4 | 1.1% | 12 | \$ 10.2 | \$ 2.6 | 1.2 | 0.3% | 7 | \$ 7.4 | \$ 1.6 | 1.3 | 0.5% |
| 24 | Pacific Power Management, LLC | 16 | \$ 57.4 | \$ 18.9 | 7.8 | 0.6% | - | \$ - | \$ - | - | 0.0% | 11 | \$ 32.1 | \$ 10.0 | 4.7 | 1.1% | 5 | \$ 25.3 | \$ 8.9 | 3.2 | 1.1% |
| 25 | Solar Power Systems | 96 | \$ 46.3 | \$ 15.3 | 7.5 | 0.6% | 15 | \$ 20.0 | \$ 6.3 | 3.2 | 0.6% | 63 | \$ 13.0 | \$ 3.9 | 1.9 | 0.4% | 18 | \$ 13.4 | \$ 5.1 | 2.4 | 0.9% |
| 26 | Acro Energy Technologies Inc | 1,040 | \$ 51.2 | \$ 10.6 | 6.9 | 0.6% | 173 | \$ 7.3 | \$ 0.7 | 1.1 | 0.2% | 699 | \$ 35.3 | \$ 7.2 | 4.3 | 1.0% | 168 | \$ 8.6 | \$ 2.6 | 1.5 | 0.5% |
| 27 | Erickson Construction Co. | 20 | \$ 42.4 | \$ 9.3 | 6.0 | 0.5% | 2 | \$ 5.4 | \$ 1.1 | 1.0 | 0.2% | 14 | \$ 19.7 | \$ 4.8 | 2.5 | 0.6% | 4 | \$ 17.3 | \$ 3.4 | 2.5 | 0.9% |
| 28 | Milender White Construction Co | 49 | \$ 29.1 | \$ 4.3 | 5.5 | 0.4% | 45 | \$ 27.6 | \$ 4.1 | 5.2 | 1.0% | - | \$ - | \$ - | - | 0.0% | 4 | \$ 1.6 | \$ 0.3 | 0.3 | 0.1% |
| 29 | CSI Electrical Contractors Inc | 19 | \$ 28.3 | \$ 5.1 | 5.5 | 0.4% | 18 | \$ 28.2 | \$ 5.1 | 5.4 | 1.1% | 1 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 30 | Granite Bay Energy | 119 | \$ 37.3 | \$ 8.1 | 5.4 | 0.4% | 14 | \$ 11.8 | \$ 2.7 | 2.2 | 0.4% | 91 | \$ 21.0 | \$ 4.5 | 2.6 | 0.6% | 14 | \$ 4.5 | \$ 0.9 | 0.6 | 0.2% |
| 31 | HelioPower Inc | 709 | \$ 38.3 | \$ 8.7 | 5.4 | 0.4% | 159 | \$ 10.6 | \$ 2.2 | 1.7 | 0.3% | 508 | \$ 24.5 | \$ 5.7 | 3.3 | 0.8% | 42 | \$ 3.2 | \$ 0.7 | 0.4 | 0.1% |
| 32 | Sun Nanosys | 421 | \$ 41.1 | \$ 8.4 | 5.3 | 0.4% | 45 | \$ 13.6 | \$ 3.0 | 2.3 | 0.4% | 354 | \$ 25.8 | \$ 5.0 | 2.7 | 0.6% | 22 | \$ 1.6 | \$ 0.5 | 0.3 | 0.1% |
| 33 | Chico Electric | 74 | \$ 35.8 | \$ 8.2 | 5.3 | 0.4% | 15 | \$ 12.2 | \$ 2.2 | 1.8 | 0.4% | 55 | \$ 18.9 | \$ 4.8 | 2.7 | 0.6% | 4 | \$ 4.8 | \$ 1.2 | 0.7 | 0.3% |
| 34 | Independent Energy Solutions Inc | 41 | \$ 31.9 | \$ 10.5 | 5.2 | 0.4% | 7 | \$ 13.2 | \$ 4.6 | 2.7 | 0.5% | 30 | \$ 17.8 | \$ 5.5 | 2.4 | 0.6% | 4 | \$ 1.0 | \$ 0.4 | 0.1 | 0.1% |
| 35 | Stronghold Engineering Inc | 9 | \$ 30.8 | \$ 9.1 | 5.2 | 0.4% | 5 | \$ 27.2 | \$ 8.0 | 4.6 | 0.9% | 1 | \$ 1.9 | \$ 0.5 | 0.2 | 0.0% | 3 | \$ 1.6 | \$ 0.6 | 0.4 | 0.1% |
| 36 | Martifer Solar USA Inc | 92 | \$ 27.0 | \$ 8.0 | 5.1 | 0.4% | 22 | \$ 5.7 | \$ 1.4 | 1.2 | 0.2% | 58 | \$ 5.5 | \$ 1.9 | 0.8 | 0.2% | 12 | \$ 15.8 | \$ 4.7 | 3.1 | 1.1% |
| 37 | Johnson Controls | 22 | \$ 28.3 | \$ 10.1 | 5.1 | 0.4% | 19 | \$ 26.4 | \$ 9.7 | 4.8 | 0.9% | 1 | \$ 0.8 | \$ 0.2 | 0.1 | 0.0% | 2 | \$ 1.0 | \$ 0.3 | 0.2 | 0.1% |
| 38 | DRI Energy | 13 | \$ 27.6 | \$ 5.6 | 5.1 | 0.4% | 7 | \$ 23.8 | \$ 4.6 | 4.5 | 0.9% | 5 | \$ 3.9 | \$ 0.9 | 0.5 | 0.1% | 1 | \$ - | \$ 0.1 | 0.1 | 0.0% |
| 39 | Verengo | 1,180 | \$ 39.1 | \$ 7.4 | 5.0 | 0.4% | 590 | \$ 19.0 | \$ 3.3 | 2.5 | 0.5% | 567 | \$ 19.2 | \$ 3.9 | 2.4 | 0.5% | 23 | \$ 0.9 | \$ 0.2 | 0.1 | 0.0% |
| 40 | SunWize Technologies Inc | 407 | \$ 37.4 | \$ 9.7 | 4.6 | 0.4% | 37 | \$ 4.0 | \$ 0.7 | 0.5 | 0.1% | 328 | \$ 27.0 | \$ 7.3 | 3.2 | 0.8% | 42 | \$ 6.4 | \$ 1.7 | 0.9 | 0.3% |
| 41 | AECOM Technical Services | 20 | \$ 13.7 | \$ 5.1 | 4.6 | 0.4% | 20 | \$ 13.7 | \$ 5.1 | 4.6 | 0.9% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 42 | SolarCraft Services Inc | 426 | \$ 31.6 | \$ 6.6 | 4.5 | 0.4% | 57 | \$ 6.6 | \$ 1.7 | 1.5 | 0.3% | 355 | \$ 20.4 | \$ 3.8 | 2.4 | 0.6% | 14 | \$ 4.5 | \$ 1.2 | 0.6 | 0.2% |
| 43 | Sullivan Solar Power | 513 | \$ 31.4 | \$ 6.9 | 4.2 | 0.3% | 108 | \$ 11.1 | \$ 2.4 | 1.8 | 0.3% | 392 | \$ 19.5 | \$ 4.3 | 2.4 | 0.6% | 13 | \$ 0.8 | \$ 0.2 | 0.1 | 0.0% |
| 44 | Sunlight Electric LLC | 44 | \$ 19.5 | \$ 7.4 | 4.2 | 0.3% | 7 | \$ 0.9 | \$ 0.9 | 0.6 | 0.1% | 19 | \$ 14.3 | \$ 3.4 | 1.6 | 0.4% | 18 | \$ 4.3 | \$ 3.1 | 1.9 | 0.7% |
| 45 | Bass Electric Company | 20 | \$ 23.2 | \$ 4.6 | 3.9 | 0.3% | 10 | \$ 11.1 | \$ 2.4 | 2.1 | 0.4% | 5 | \$ 6.7 | \$ 1.7 | 0.8 | 0.2% | 5 | \$ 5.4 | \$ 0.4 | 0.9 | 0.3% |
| 46 | Desert Solar | 38 | \$ 23.2 | \$ 8.3 | 3.9 | 0.3% | 10 | \$ 13.2 | \$ 6.2 | 2.4 | 0.5% | 21 | \$ 1.2 | \$ 0.3 | 0.2 | 0.0% | 7 | \$ 8.8 | \$ 1.8 | 1.3 | 0.5% |
| 47 | Sungevity Inc | 972 | \$ 37.2 | \$ 3.2 | 3.7 | 0.3% | 460 | \$ 20.9 | \$ 1.5 | 2.0 | 0.4% | 482 | \$ 15.6 | \$ 1.6 | 1.6 | 0.4% | 30 | \$ 0.7 | \$ 0.1 | 0.1 | 0.0% |
| 48 | Permacity Solar Inc | 6 | \$ 17.4 | \$ 4.3 | 3.5 | 0.3% | 4 | \$ 10.4 | \$ 2.2 | 2.1 | 0.4% | 1 | \$ 2.2 | \$ 0.7 | 0.4 | 0.1% | 1 | \$ 4.8 | \$ 1.3 | 1.0 | 0.4% |
| 49 | The Solar Company | 598 | \$ 30.3 | \$ 4.0 | 3.5 | 0.3% | 170 | \$ 9.1 | \$ 0.8 | 1.1 | 0.2% | 391 | \$ 18.3 | \$ 2.7 | 2.1 | 0.5% | 37 | \$ 2.8 | \$ 0.4 | 0.3 | 0.1% |
| 50 | Solar Technologies | 453 | \$ 27.0 | \$ 5.3 | 3.4 | 0.3% | 66 | \$ 3.3 | \$ 0.4 | 0.5 | 0.1% | 359 | \$ 14.7 | \$ 2.5 | 1.8 | 0.4% | 28 | \$ 8.9 | \$ 2.4 | 1.2 | 0.4% |
| Total First 50 | | 30,352 | \$ 6,083.1 | \$ 1,556.9 | 898.9 | 73.2% | 8,070 | \$ 2,380.2 | \$ 518.6 | 392.0 | 76.2% | 19,739 | \$ 2,337.3 | \$ 610.6 | 285.2 | 66.4% | 2,543 | \$ 1,365.6 | \$ 427.6 | 221.6 | 77.9% |
| Program Total | | 63,446 | \$ 8,474.9 | \$ 2,058.2 | 1,228.3 | | 15,132 | \$ 3,145.8 | \$ 663.6 | 514.2 | | 43,095 | \$ 3,560.1 | \$ 857.8 | 429.6 | | 5,219 | \$ 1,769.1 | \$ 536.8 | 284.6 | |
| % of Program Total | | 47.8% | 71.8% | 75.6% | 73.2% | | 53.3% | 75.7% | 78.2% | 76.2% | | 45.8% | 65.7% | 71.2% | 66.4% | | 48.7% | 77.2% | 79.7% | 77.9% | |

Results by Contractor thru March 2011 – Second 50

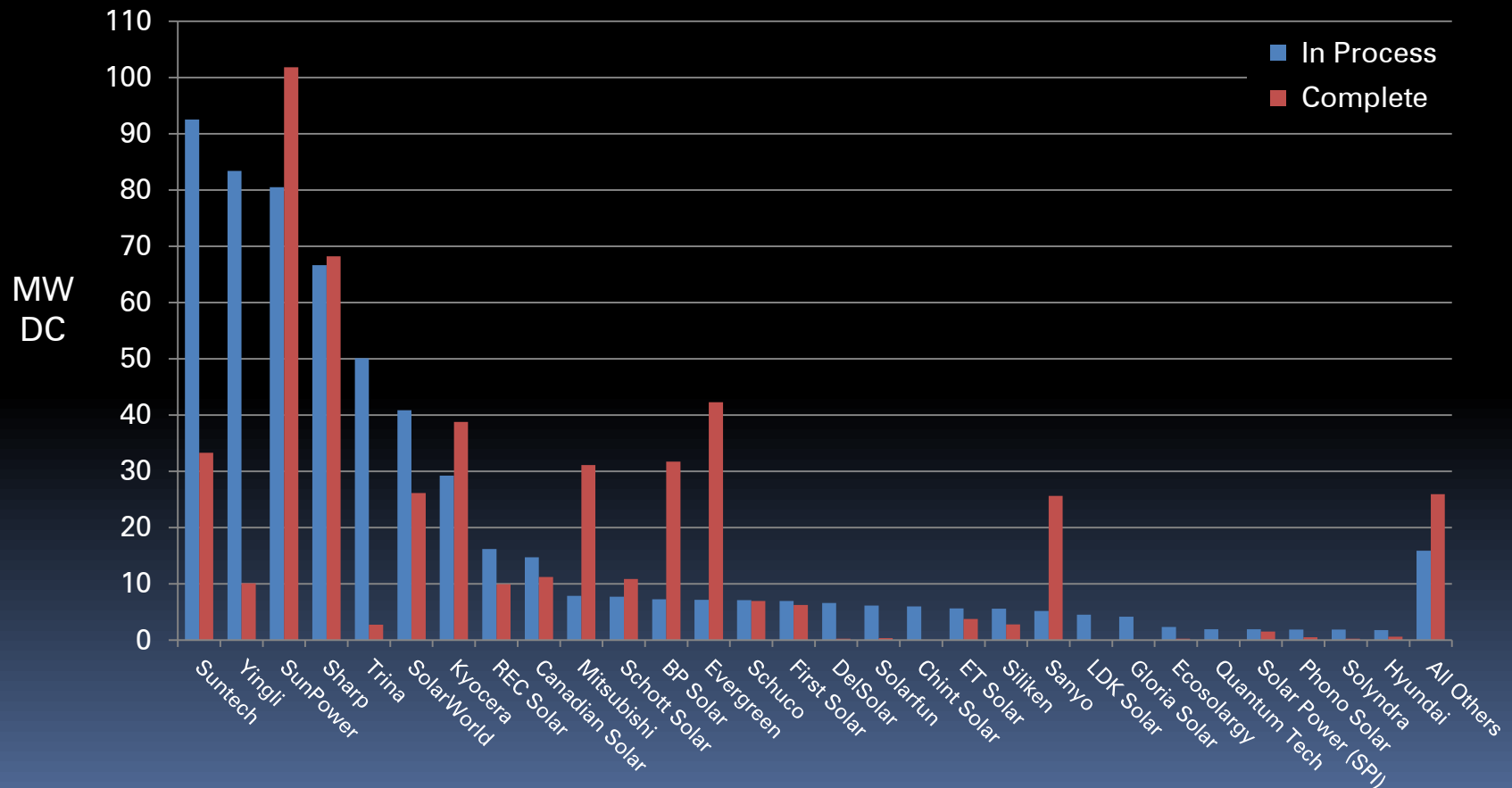
| Ranked All Proj CEC MW | All Projects | | | | | | In Process | | | | | Complete and In Payment | | | | | Cancelled and Withdrawn | | | | | |
|---------------------------------|---|------------------|-------------------------|---------------------|----------------|-------------------|------------------|-------------------------|---------------------|--------------|-------------------|-------------------------|-------------------------|---------------------|--------------|-------------------|-------------------------|-------------------------|---------------------|--------------|-------------------|------|
| | Contractor Name - Second 50 | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | |
| | | | | | | | | | | | | | | | | | | | | | | |
| 51 | TMAG Industries dba Stellar Solar | 265 | \$ 21.9 | \$ 5.3 | 3.4 | 0.3% | 33 | \$ 7.6 | \$ 2.3 | 1.6 | 0.3% | 214 | \$ 9.7 | \$ 1.9 | 1.2 | 0.3% | 18 | \$ 4.6 | \$ 1.1 | 0.6 | 0.2% | |
| 52 | Advanced Solar Electric Inc | 632 | \$ 31.2 | \$ 6.8 | 3.4 | 0.3% | 40 | \$ 1.5 | \$ 0.3 | 0.2 | 0.0% | 518 | \$ 23.9 | \$ 5.2 | 2.6 | 0.6% | 74 | \$ 5.8 | \$ 1.3 | 0.6 | 0.2% | |
| 53 | Unlimited Energy Inc | 259 | \$ 24.7 | \$ 8.7 | 3.3 | 0.3% | 21 | \$ 0.9 | \$ 0.1 | 0.2 | 0.0% | 195 | \$ 21.6 | \$ 8.0 | 2.8 | 0.7% | 43 | \$ 2.2 | \$ 0.6 | 0.3 | 0.1% | |
| 54 | WorldWater & Solar Technologies Corp | 14 | \$ 22.3 | \$ 11.2 | 3.3 | 0.3% | 1 | \$ - | \$ 0.0 | 0.0 | 0.0% | 9 | \$ 17.1 | \$ 8.3 | 2.0 | 0.5% | 4 | \$ 5.2 | \$ 2.9 | 1.3 | 0.4% | |
| 55 | Sierra Pacific Home & Comfort Inc | 560 | \$ 25.1 | \$ 4.1 | 3.2 | 0.3% | 83 | \$ 4.5 | \$ 0.5 | 0.6 | 0.1% | 399 | \$ 16.3 | \$ 2.7 | 2.0 | 0.5% | 78 | \$ 4.3 | \$ 0.9 | 0.5 | 0.2% | |
| 56 | Siemens Building Technologies | 294 | \$ 26.2 | \$ 6.7 | 3.0 | 0.2% | 13 | \$ 0.6 | \$ 0.1 | 0.1 | 0.0% | 256 | \$ 14.6 | \$ 3.3 | 1.6 | 0.4% | 25 | \$ 11.0 | \$ 3.3 | 1.2 | 0.4% | |
| 57 | Southern California Solar | 290 | \$ 24.6 | \$ 5.9 | 2.9 | 0.2% | 32 | \$ 5.7 | \$ 1.5 | 0.8 | 0.2% | 226 | \$ 12.8 | \$ 2.8 | 1.4 | 0.3% | 32 | \$ 6.2 | \$ 1.6 | 0.7 | 0.2% | |
| 58 | Genesis Renewable Energy | 4 | \$ 15.2 | \$ 3.2 | 2.8 | 0.2% | 4 | \$ 15.2 | \$ 3.2 | 2.8 | 0.5% | - | \$ - | \$ - | - | - | - | \$ - | \$ - | - | - | 0.0% |
| 59 | Bleyco Inc | 9 | \$ 19.7 | \$ 5.6 | 2.8 | 0.2% | - | \$ - | \$ - | (0.0) | 0.0% | 8 | \$ 17.7 | \$ 5.2 | 2.5 | 0.6% | 1 | \$ 2.0 | \$ 0.4 | 0.2 | 0.1% | |
| 60 | MB L & Sons Inc | 14 | \$ 24.8 | \$ 4.7 | 2.8 | 0.2% | 7 | \$ 18.3 | \$ 3.2 | 2.0 | 0.4% | 6 | \$ 6.5 | \$ 1.4 | 0.7 | 0.2% | 1 | \$ - | \$ 0.0 | 0.0 | 0.0% | |
| 61 | Cobalt Power Systems Inc | 435 | \$ 21.9 | \$ 3.3 | 2.7 | 0.2% | 72 | \$ 3.3 | \$ 0.2 | 0.4 | 0.1% | 362 | \$ 18.6 | \$ 3.1 | 2.3 | 0.5% | 1 | \$ 0.0 | \$ 0.0 | 0.0 | 0.0% | |
| 62 | Strong Electric & Solar | 11 | \$ 18.0 | \$ 3.9 | 2.7 | 0.2% | 3 | \$ 10.1 | \$ 1.8 | 1.7 | 0.3% | 2 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | 6 | \$ 7.8 | \$ 2.1 | 1.0 | 0.4% | |
| 63 | Regeness Power LLC | 4 | \$ 18.9 | \$ 7.2 | 2.7 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | - | 4 | \$ 18.9 | \$ 7.2 | 2.7 | 1.0% | |
| 64 | Bright Power Inc | 6 | \$ 14.0 | \$ 3.4 | 2.7 | 0.2% | 4 | \$ 7.0 | \$ 1.9 | 1.1 | 0.2% | 1 | \$ 3.9 | \$ 0.7 | 0.5 | 0.1% | 1 | \$ 3.1 | \$ 0.9 | 1.1 | 0.4% | |
| 65 | Global Solar Corporation | 345 | \$ 20.1 | \$ 4.0 | 2.6 | 0.2% | 42 | \$ 1.3 | \$ 0.1 | 0.2 | 0.0% | 291 | \$ 13.2 | \$ 2.5 | 1.7 | 0.4% | 12 | \$ 5.6 | \$ 1.3 | 0.7 | 0.2% | |
| 66 | Barrier Specialty Roofing & Coatings | 23 | \$ 10.2 | \$ 2.3 | 2.5 | 0.2% | 18 | \$ 7.7 | \$ 1.9 | 2.1 | 0.4% | 2 | \$ 2.4 | \$ 0.4 | 0.3 | 0.1% | 3 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | |
| 67 | Mohr Power Solar Inc | 541 | \$ 24.4 | \$ 5.0 | 2.4 | 0.2% | 62 | \$ 2.8 | \$ 0.4 | 0.3 | 0.1% | 411 | \$ 18.3 | \$ 3.9 | 1.8 | 0.4% | 68 | \$ 3.3 | \$ 0.7 | 0.3 | 0.1% | |
| 68 | NextEnergy Corp. | 452 | \$ 20.1 | \$ 3.5 | 2.4 | 0.2% | 42 | \$ 1.8 | \$ 0.2 | 0.3 | 0.0% | 394 | \$ 17.7 | \$ 3.2 | 2.1 | 0.5% | 16 | \$ 0.5 | \$ 0.1 | 0.1 | 0.0% | |
| 69 | Sunkiss Solar | 35 | \$ 17.2 | \$ 4.8 | 2.3 | 0.2% | 9 | \$ 0.6 | \$ 0.1 | 0.1 | 0.0% | 16 | \$ 0.9 | \$ 0.2 | 0.1 | 0.0% | 10 | \$ 15.7 | \$ 4.6 | 2.1 | 0.7% | |
| 70 | AMSOLAR Corporation | 9 | \$ 0.0 | \$ 1.9 | 2.2 | 0.2% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 0.0 | \$ 0.0 | 0.0 | 0.0% | 8 | \$ 0.0 | \$ 1.9 | 2.2 | 0.8% | |
| 71 | Solar Integrated Technologies Inc | 10 | \$ 17.0 | \$ 5.8 | 2.1 | 0.2% | 1 | \$ 0.3 | \$ 0.1 | 0.0 | 0.0% | 8 | \$ 16.2 | \$ 5.7 | 2.1 | 0.5% | 1 | \$ 0.5 | \$ 0.1 | 0.0 | 0.0% | |
| 72 | Valley Unique Electric DBA Solar Universe | 269 | \$ 14.5 | \$ 1.9 | 2.1 | 0.2% | 104 | \$ 6.8 | \$ 0.8 | 1.0 | 0.2% | 155 | \$ 7.4 | \$ 1.1 | 1.0 | 0.2% | 10 | \$ 0.3 | \$ 0.1 | 0.1 | 0.0% | |
| 73 | Panelized Structures dba Panelized Solar | 12 | \$ 13.1 | \$ 1.3 | 2.1 | 0.2% | 11 | \$ 12.6 | \$ 1.2 | 2.1 | 0.4% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 0.5 | \$ 0.1 | 0.1 | 0.0% | |
| 74 | 3rd Rock Systems & Technologies Inc | 9 | \$ 8.6 | \$ 4.5 | 2.1 | 0.2% | - | \$ - | \$ - | - | 0.0% | 2 | \$ 1.5 | \$ 0.4 | 0.2 | 0.0% | 7 | \$ 7.1 | \$ 4.1 | 1.9 | 0.7% | |
| 75 | Baker Electric | 13 | \$ 14.1 | \$ 2.8 | 2.1 | 0.2% | 12 | \$ 12.1 | \$ 1.9 | 1.9 | 0.4% | 1 | \$ 2.1 | \$ 0.9 | 0.2 | 0.1% | - | \$ - | \$ - | - | 0.0% | |
| 76 | Professional Electrical Contractors | 3 | \$ 11.0 | \$ 2.3 | 2.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 0.2 | \$ 0.0 | 0.0 | 0.0% | 2 | \$ 10.8 | \$ 2.2 | 2.0 | 0.7% | |
| 77 | AMG Energy Inc | 2 | \$ 7.6 | \$ 4.2 | 2.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | 2 | \$ 7.6 | \$ 4.2 | 2.0 | 0.7% | |
| 78 | Interior Electric Incorporated | 10 | \$ 14.0 | \$ 3.2 | 2.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | 3 | \$ 7.7 | \$ 2.4 | 1.0 | 0.2% | 7 | \$ 6.3 | \$ 0.8 | 1.0 | 0.4% | |
| 79 | Renewable Technologies Inc | 29 | \$ 15.3 | \$ 4.1 | 1.9 | 0.2% | 2 | \$ 0.4 | \$ 0.1 | 0.1 | 0.0% | 18 | \$ 5.0 | \$ 1.1 | 0.6 | 0.1% | 9 | \$ 9.9 | \$ 2.9 | 1.3 | 0.5% | |
| 80 | TBD - Pending RFP | 4 | \$ 0.2 | \$ 3.0 | 1.9 | 0.2% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 0.2 | \$ 0.1 | 0.0 | 0.0% | 3 | \$ - | \$ 2.9 | 1.9 | 0.7% | |
| 81 | Suntrek Industries Inc | 209 | \$ 12.7 | \$ 2.9 | 1.9 | 0.2% | 37 | \$ 3.6 | \$ 0.8 | 0.8 | 0.1% | 157 | \$ 7.6 | \$ 1.5 | 0.9 | 0.2% | 15 | \$ 1.5 | \$ 0.5 | 0.3 | 0.1% | |
| 82 | Harbison-Mahony-Higgins Builders Inc | 2 | \$ 15.6 | \$ 3.8 | 1.9 | 0.2% | 1 | \$ 6.2 | \$ 2.0 | 0.9 | 0.2% | 1 | \$ 9.4 | \$ 1.9 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | |
| 83 | SunPower Services | 2 | \$ 16.0 | \$ 1.9 | 1.9 | 0.2% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 0.0 | \$ 0.0 | 0.0 | 0.0% | 1 | \$ 15.9 | \$ 1.9 | 1.9 | 0.7% | |
| 84 | Solar World California LLC | 301 | \$ 14.8 | \$ 2.5 | 1.8 | 0.1% | 41 | \$ 1.7 | \$ 0.1 | 0.2 | 0.0% | 250 | \$ 12.7 | \$ 2.2 | 1.5 | 0.3% | 10 | \$ 0.4 | \$ 0.1 | 0.1 | 0.0% | |
| 85 | Trane Inc | 4 | \$ 4.7 | \$ 2.4 | 1.8 | 0.1% | 4 | \$ 4.7 | \$ 2.4 | 1.8 | 0.4% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | |
| 86 | Sequoia Solar Inc - Solana Beach | 205 | \$ 12.6 | \$ 2.9 | 1.8 | 0.1% | 20 | \$ 1.0 | \$ 0.1 | 0.1 | 0.0% | 169 | \$ 9.7 | \$ 2.1 | 1.2 | 0.3% | 16 | \$ 1.9 | \$ 0.7 | 0.4 | 0.1% | |
| 87 | Stout & Burg Electric Inc | 770 | \$ 23.3 | \$ 2.9 | 1.8 | 0.1% | 67 | \$ 2.7 | \$ 0.3 | 0.3 | 0.1% | 677 | \$ 19.7 | \$ 2.5 | 1.4 | 0.3% | 26 | \$ 0.9 | \$ 0.1 | 0.1 | 0.0% | |
| 88 | Pure Energy Systems Inc | 242 | \$ 10.8 | \$ 2.6 | 1.7 | 0.1% | 27 | \$ 1.2 | \$ 0.1 | 0.2 | 0.0% | 202 | \$ 9.2 | \$ 1.6 | 1.2 | 0.3% | 13 | \$ 0.4 | \$ 0.8 | 0.4 | 0.1% | |
| 89 | MC2 Engineering & Construction Svcs. Inc | 20 | \$ 10.4 | \$ 2.5 | 1.7 | 0.1% | 6 | \$ 4.9 | \$ 1.2 | 0.9 | 0.2% | 14 | \$ 5.5 | \$ 1.3 | 0.8 | 0.2% | - | \$ - | \$ - | - | 0.0% | |
| 90 | Horizon Energy Systems | 347 | \$ 14.2 | \$ 2.5 | 1.7 | 0.1% | 26 | \$ 1.1 | \$ 0.1 | 0.1 | 0.0% | 298 | \$ 12.2 | \$ 2.2 | 1.4 | 0.3% | 23 | \$ 1.0 | \$ 0.2 | 0.1 | 0.0% | |
| 91 | Solar Distributors Inc | 161 | \$ 14.1 | \$ 4.0 | 1.7 | 0.1% | 20 | \$ 1.6 | \$ 0.3 | 0.2 | 0.0% | 121 | \$ 10.4 | \$ 2.7 | 1.0 | 0.2% | 20 | \$ 2.1 | \$ 1.0 | 0.4 | 0.2% | |
| 92 | Adema Technologies dba Gloria Solar | 4 | \$ 6.9 | \$ 0.8 | 1.6 | 0.1% | 4 | \$ 6.9 | \$ 0.8 | 1.6 | 0.3% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | |
| 93 | MMA Renewable Ventures | 2 | \$ 13.9 | \$ 4.4 | 1.6 | 0.1% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | 2 | \$ 13.9 | \$ 4.4 | 1.6 | 0.6% | |
| 94 | Revco Solar Engineering Inc | 254 | \$ 13.9 | \$ 3.1 | 1.6 | 0.1% | 25 | \$ 2.0 | \$ 0.3 | 0.2 | 0.0% | 190 | \$ 9.1 | \$ 2.1 | 1.0 | 0.2% | 39 | \$ 2.9 | \$ 0.6 | 0.3 | 0.1% | |
| 95 | Compass Energy Solutions | 6 | \$ 1.4 | \$ 2.3 | 1.6 | 0.1% | 4 | \$ 0.9 | \$ 0.7 | 0.5 | 0.1% | - | \$ - | \$ - | - | 0.0% | 2 | \$ 0.5 | \$ 1.6 | 1.0 | 0.4% | |
| 96 | Elite Electric | 75 | \$ 8.9 | \$ 3.0 | 1.5 | 0.1% | 42 | \$ 2.1 | \$ 0.4 | 0.3 | 0.1% | 32 | \$ 1.6 | \$ 0.3 | 0.2 | 0.0% | 1 | \$ 5.2 | \$ 2.3 | 1.0 | 0.4% | |
| 97 | Contra Costa Electric Inc | 2 | \$ 7.9 | \$ 1.7 | 1.5 | 0.1% | 2 | \$ 7.9 | \$ 1.7 | 1.5 | 0.3% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | |
| 98 | Shamrock Renewable Energy Services Inc | 18 | \$ 7.2 | \$ 1.3 | 1.4 | 0.1% | 5 | \$ 3.8 | \$ 0.7 | 0.9 | 0.2% | 12 | \$ 3.4 | \$ 0.5 | 0.5 | 0.1% | 1 | \$ - | \$ 0.1 | 0.1 | 0.0% | |
| 99 | Solar Plus | 287 | \$ 11.6 | \$ 2.4 | 1.4 | 0.1% | 45 | \$ 1.9 | \$ 0.3 | 0.3 | 0.0% | 223 | \$ 8.8 | \$ 1.9 | 1.0 | 0.2% | 19 | \$ 0.9 | \$ 0.2 | 0.1 | 0.0% | |
| 100 | Blind Solar & Air Inc | 195 | \$ 10.4 | \$ 1.8 | 1.4 | 0.1% | 66 | \$ 2.6 | \$ 0.3 | 0.4 | 0.1% | 113 | \$ 5.7 | \$ 0.9 | 0.7 | 0.2% | 16 | \$ 2.1 | \$ 0.5 | 0.4 | 0.1% | |
| Total Second 50 | | 7,669 | \$ 747.4 | \$ 186.4 | 109.6 | 8.9% | 1,058 | \$ 178.0 | \$ 34.5 | 30.7 | 6.0% | 5,960 | \$ 380.5 | \$ 88.4 | 44.8 | 10.4% | 651 | \$ 188.8 | \$ 63.5 | 34.0 | 12.0% | |
| Program Total | | 63,446 | \$8,474.9 | \$ 2,058.2 | 1,228.3 | | 15,132 | \$3,145.8 | \$ 663.6 | 514.2 | | 43,095 | \$3,560.1 | \$ 857.8 | 429.6 | | 5,219 | \$ 1,769.1 | \$ 536.8 | 284.6 | | |
| % of Program Total | | 12.1% | 8.8% | 9.1% | 8.9% | | 7.0% | 5.7% | 5.2% | 6.0% | | 13.8% | 10.7% | 10.3% | 10.4% | | 12.5% | 10.7% | 11.8% | 12.0% | | |

Results by Contractor thru March 2011 – Third 50

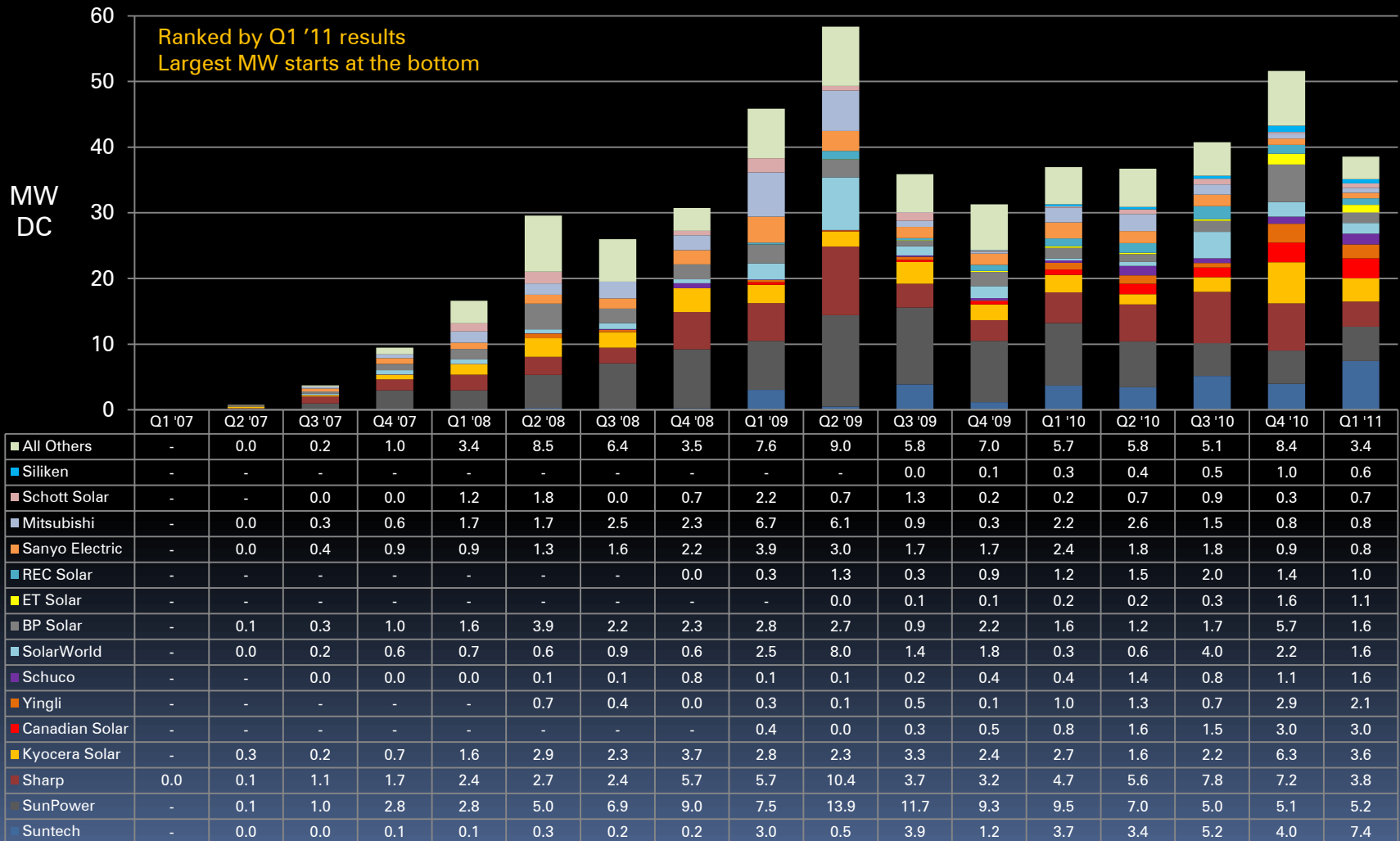
| Ranked All Proj CEC | All Projects | | | | | In Process | | | | | Complete and In Payment | | | | | Cancelled and Withdrawn | | | | | |
|---------------------------|--|-------------------------|---------------------|-------------------|-------------------|------------------|-------------------------|---------------------|-----------------|-------------------|-------------------------|-------------------------|---------------------|-----------------|-------------------|-------------------------|-------------------------|---------------------|-----------------|-------------------|----------------------------|
| | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | Project Count | Total Cost \$ Mil | Incentive \$ Mil | CEC MW | % of CEC MW | |
| | | | | | | | | | | | | | | | | | | | | | Contractor Name - Third 50 |
| 101 | Shorebreak Energy Developers | 11 | \$ 9.0 | \$ 1.8 | 1.4 | 0.1% | 11 | \$ 9.0 | \$ 1.8 | 1.4 | 0.3% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 102 | JKB Development Inc | 15 | \$ 11.5 | \$ 1.8 | 1.4 | 0.1% | 5 | \$ 1.7 | \$ 0.1 | 0.3 | 0.1% | 10 | \$ 9.8 | \$ 1.6 | 1.1 | 0.3% | - | \$ - | \$ - | - | 0.0% |
| 103 | Luminant Energy Corporation | 437 | \$ 12.3 | \$ 1.8 | 1.4 | 0.1% | 115 | \$ 3.0 | \$ 0.2 | 0.4 | 0.1% | 306 | \$ 8.0 | \$ 1.1 | 0.8 | 0.2% | 16 | \$ 1.2 | \$ 0.5 | 0.2 | 0.1% |
| 104 | Nova West Solar Inc | 181 | \$ 10.4 | \$ 1.8 | 1.4 | 0.1% | 36 | \$ 1.8 | \$ 0.2 | 0.3 | 0.1% | 125 | \$ 7.3 | \$ 1.4 | 0.9 | 0.2% | 20 | \$ 1.3 | \$ 0.3 | 0.2 | 0.1% |
| 105 | California Solar Electric | 212 | \$ 10.4 | \$ 2.4 | 1.3 | 0.1% | 18 | \$ 1.8 | \$ 0.3 | 0.3 | 0.1% | 182 | \$ 8.1 | \$ 1.9 | 1.0 | 0.2% | 12 | \$ 0.5 | \$ 0.1 | 0.1 | 0.0% |
| 106 | Plan It Solar | 254 | \$ 10.1 | \$ 1.6 | 1.3 | 0.1% | 24 | \$ 1.1 | \$ 0.1 | 0.2 | 0.0% | 222 | \$ 8.6 | \$ 1.4 | 1.1 | 0.2% | 8 | \$ 0.4 | \$ 0.1 | 0.0 | 0.0% |
| 107 | Allstate Solar Integration Inc | 15 | \$ 6.3 | \$ 2.5 | 1.3 | 0.1% | 3 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | 10 | \$ 0.4 | \$ 0.1 | 0.0 | 0.0% | 2 | \$ 5.8 | \$ 2.4 | 1.2 | 0.4% |
| 108 | Electricare Inc | 235 | \$ 11.3 | \$ 2.6 | 1.2 | 0.1% | 6 | \$ 0.3 | \$ 0.0 | 0.0 | 0.0% | 168 | \$ 7.9 | \$ 1.9 | 0.9 | 0.2% | 61 | \$ 3.0 | \$ 0.7 | 0.3 | 0.1% |
| 109 | NB Baker Electric Inc | 199 | \$ 9.2 | \$ 1.4 | 1.2 | 0.1% | 26 | \$ 1.4 | \$ 0.1 | 0.2 | 0.0% | 169 | \$ 7.6 | \$ 1.2 | 1.0 | 0.2% | 4 | \$ 0.3 | \$ 0.0 | 0.0 | 0.0% |
| 110 | Collins Electrical Company Inc | 3 | \$ 8.3 | \$ 2.6 | 1.2 | 0.1% | 2 | \$ 8.2 | \$ 2.6 | 1.2 | 0.2% | 1 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 111 | Galkos Construction Inc | 537 | \$ 15.8 | \$ 1.5 | 1.2 | 0.1% | 290 | \$ 9.0 | \$ 0.8 | 0.7 | 0.1% | 233 | \$ 6.4 | \$ 0.7 | 0.5 | 0.1% | 14 | \$ 0.4 | \$ 0.0 | 0.0 | 0.0% |
| 112 | Diamond Ridge Roofing Inc | 204 | \$ 10.3 | \$ 1.4 | 1.2 | 0.1% | 14 | \$ 0.6 | \$ 0.0 | 0.1 | 0.0% | 184 | \$ 9.3 | \$ 1.3 | 1.1 | 0.2% | 6 | \$ 0.4 | \$ 0.0 | 0.0 | 0.0% |
| 113 | Emard's EHT dba Solar Universe Network | 195 | \$ 8.8 | \$ 1.4 | 1.2 | 0.1% | 19 | \$ 0.8 | \$ 0.1 | 0.1 | 0.0% | 168 | \$ 7.7 | \$ 1.2 | 1.0 | 0.2% | 8 | \$ 0.3 | \$ 0.1 | 0.0 | 0.0% |
| 114 | Solarecity Electric | 245 | \$ 10.7 | \$ 1.7 | 1.2 | 0.1% | 14 | \$ 0.5 | \$ 0.0 | 0.1 | 0.0% | 219 | \$ 8.9 | \$ 1.5 | 1.0 | 0.2% | 12 | \$ 1.3 | \$ 0.1 | 0.1 | 0.0% |
| 115 | Natural Energy | 297 | \$ 10.7 | \$ 1.6 | 1.2 | 0.1% | 46 | \$ 1.4 | \$ 0.2 | 0.2 | 0.0% | 232 | \$ 8.4 | \$ 1.3 | 0.9 | 0.2% | 19 | \$ 0.8 | \$ 0.1 | 0.1 | 0.0% |
| 116 | Power Independence Electric | 160 | \$ 9.3 | \$ 2.1 | 1.2 | 0.1% | 34 | \$ 3.0 | \$ 0.6 | 0.4 | 0.1% | 103 | \$ 5.7 | \$ 1.4 | 0.6 | 0.2% | 23 | \$ 0.6 | \$ 0.2 | 0.1 | 0.0% |
| 117 | western solar | 26 | \$ 8.1 | \$ 1.7 | 1.1 | 0.1% | 11 | \$ 3.9 | \$ 0.7 | 0.5 | 0.1% | 13 | \$ 3.2 | \$ 0.8 | 0.4 | 0.1% | 2 | \$ 1.1 | \$ 0.3 | 0.2 | 0.1% |
| 118 | IEC-Corporation | 8 | \$ 7.2 | \$ 2.1 | 1.1 | 0.1% | 8 | \$ 7.2 | \$ 2.1 | 1.1 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 119 | Spears Construction Inc | 3 | \$ 6.1 | \$ 2.1 | 1.1 | 0.1% | 3 | \$ 6.1 | \$ 2.1 | 1.1 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 120 | Solar Service Center | 180 | \$ 9.6 | \$ 1.7 | 1.1 | 0.1% | 75 | \$ 3.7 | \$ 0.6 | 0.4 | 0.1% | 91 | \$ 5.2 | \$ 0.9 | 0.6 | 0.1% | 14 | \$ 0.8 | \$ 0.1 | 0.1 | 0.0% |
| 121 | Solarponics | 174 | \$ 8.7 | \$ 1.3 | 1.1 | 0.1% | 26 | \$ 1.2 | \$ 0.1 | 0.2 | 0.0% | 138 | \$ 6.9 | \$ 1.1 | 0.9 | 0.2% | 10 | \$ 0.6 | \$ 0.1 | 0.1 | 0.0% |
| 122 | Alternative Energy Systems Inc | 178 | \$ 8.7 | \$ 1.4 | 1.1 | 0.1% | 37 | \$ 1.6 | \$ 0.1 | 0.2 | 0.0% | 134 | \$ 6.9 | \$ 1.2 | 0.8 | 0.2% | 7 | \$ 0.2 | \$ 0.1 | 0.0 | 0.0% |
| 123 | M Kahn Solar Inc | 30 | \$ 10.2 | \$ 2.5 | 1.1 | 0.1% | 7 | \$ 0.7 | \$ 0.1 | 0.1 | 0.0% | 19 | \$ 3.7 | \$ 0.9 | 0.3 | 0.1% | 4 | \$ 5.8 | \$ 1.5 | 0.7 | 0.2% |
| 124 | Advanced Alternative Energy Solutions | 144 | \$ 8.4 | \$ 2.0 | 1.1 | 0.1% | 24 | \$ 1.6 | \$ 0.5 | 0.3 | 0.1% | 91 | \$ 5.0 | \$ 0.9 | 0.5 | 0.1% | 29 | \$ 1.7 | \$ 0.6 | 0.3 | 0.1% |
| 125 | West Coast Solar Energy | 130 | \$ 7.2 | \$ 0.9 | 1.1 | 0.1% | 34 | \$ 2.5 | \$ 0.2 | 0.4 | 0.1% | 86 | \$ 4.3 | \$ 0.6 | 0.6 | 0.1% | 10 | \$ 0.4 | \$ 0.1 | 0.1 | 0.0% |
| 126 | Morrow-Meadows Corporation | 6 | \$ 6.7 | \$ 0.8 | 1.1 | 0.1% | 3 | \$ 1.6 | \$ 0.3 | 0.3 | 0.1% | 2 | \$ 0.4 | \$ 0.1 | 0.1 | 0.0% | 1 | \$ 4.7 | \$ 0.3 | 0.7 | 0.3% |
| 127 | AMECO | 179 | \$ 9.2 | \$ 2.1 | 1.1 | 0.1% | 11 | \$ 0.5 | \$ 0.1 | 0.1 | 0.0% | 156 | \$ 7.3 | \$ 1.6 | 0.9 | 0.2% | 12 | \$ 1.5 | \$ 0.3 | 0.2 | 0.1% |
| 128 | Pacific Rim Construction | 175 | \$ 10.0 | \$ 1.4 | 1.1 | 0.1% | 65 | \$ 2.6 | \$ 0.1 | 0.3 | 0.1% | 102 | \$ 5.9 | \$ 1.0 | 0.6 | 0.2% | 8 | \$ 1.5 | \$ 0.3 | 0.2 | 0.1% |
| 129 | Advance: Solar, Hydro, Wind Power Co. | 26 | \$ 5.5 | \$ 1.9 | 1.1 | 0.1% | 8 | \$ 0.5 | \$ 0.0 | 0.1 | 0.0% | 10 | \$ 4.8 | \$ 1.7 | 0.9 | 0.2% | 8 | \$ 0.3 | \$ 0.2 | 0.1 | 0.0% |
| 130 | Fidelity Roof Co | 16 | \$ 8.6 | \$ 1.7 | 1.1 | 0.1% | 1 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | 13 | \$ 0.4 | \$ 0.1 | 0.0 | 0.0% | 2 | \$ 8.0 | \$ 1.6 | 1.0 | 0.4% |
| 131 | K2 Solar Inc | 14 | \$ 8.3 | \$ 1.6 | 1.1 | 0.1% | 5 | \$ 6.6 | \$ 1.3 | 0.9 | 0.2% | 7 | \$ 1.4 | \$ 0.2 | 0.2 | 0.0% | 2 | \$ 0.3 | \$ 0.0 | 0.0 | 0.0% |
| 132 | Heritage Solar, Inc | 149 | \$ 9.4 | \$ 1.8 | 1.1 | 0.1% | 14 | \$ 0.9 | \$ 0.1 | 0.1 | 0.0% | 117 | \$ 6.5 | \$ 1.3 | 0.7 | 0.2% | 18 | \$ 2.1 | \$ 0.4 | 0.2 | 0.1% |
| 133 | Marc Suacci | 11 | \$ 6.0 | \$ 1.9 | 1.1 | 0.1% | 2 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% | 6 | \$ 5.6 | \$ 1.9 | 1.0 | 0.2% | 3 | \$ 0.2 | \$ 0.0 | 0.0 | 0.0% |
| 134 | Solar Development Inc | 5 | \$ 8.4 | \$ 1.3 | 1.1 | 0.1% | 4 | \$ 7.0 | \$ 1.0 | 0.9 | 0.2% | 1 | \$ 1.3 | \$ 0.3 | 0.1 | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 135 | California Solar Systems Inc | 235 | \$ 9.5 | \$ 1.4 | 1.0 | 0.1% | 38 | \$ 1.4 | \$ 0.1 | 0.2 | 0.0% | 176 | \$ 7.0 | \$ 1.1 | 0.8 | 0.2% | 21 | \$ 1.1 | \$ 0.2 | 0.1 | 0.0% |
| 136 | System 3 Inc | 3 | \$ 6.3 | \$ 2.3 | 1.0 | 0.1% | 1 | \$ 6.0 | \$ 2.3 | 1.0 | 0.2% | 2 | \$ 0.2 | \$ 0.1 | 0.0 | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 137 | Vanir Construction Management Inc | 5 | \$ - | \$ 1.8 | 1.0 | 0.1% | 5 | \$ - | \$ 1.8 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 138 | Future Energy Corporation | 305 | \$ 11.2 | \$ 1.5 | 1.0 | 0.1% | 20 | \$ 0.8 | \$ 0.1 | 0.1 | 0.0% | 278 | \$ 10.2 | \$ 1.4 | 0.9 | 0.2% | 7 | \$ 0.2 | \$ 0.0 | 0.0 | 0.0% |
| 139 | Perpetual Power LLC | 1 | \$ 5.3 | \$ 0.8 | 1.0 | 0.1% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 5.3 | \$ 0.8 | 1.0 | 0.4% |
| 140 | AEE Solar | 3 | \$ 6.0 | \$ 2.3 | 1.0 | 0.1% | 1 | \$ 5.9 | \$ 2.3 | 1.0 | 0.2% | 1 | \$ 0.0 | \$ 0.0 | 0.0 | 0.0% | 1 | \$ 0.1 | \$ 0.0 | 0.0 | 0.0% |
| 141 | Ambassador Energy Inc | 144 | \$ 7.4 | \$ 1.3 | 1.0 | 0.1% | 29 | \$ 1.6 | \$ 0.2 | 0.2 | 0.0% | 102 | \$ 5.2 | \$ 1.0 | 0.6 | 0.1% | 13 | \$ 0.6 | \$ 0.2 | 0.1 | 0.0% |
| 142 | Arthur Grover Widner | 1 | \$ 3.9 | \$ 1.9 | 1.0 | 0.1% | 1 | \$ 3.9 | \$ 1.9 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 143 | Jet Propulsion Laboratory | 1 | \$ 10.0 | \$ 2.1 | 1.0 | 0.1% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% | 1 | \$ 10.0 | \$ 2.1 | 1.0 | 0.4% |
| 144 | Pacific Power Renewables Inc | 1 | \$ 5.0 | \$ 1.2 | 1.0 | 0.1% | 1 | \$ 5.0 | \$ 1.2 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 145 | West Hills Construction | 22 | \$ 9.7 | \$ 2.0 | 1.0 | 0.1% | 1 | \$ 5.5 | \$ 1.0 | 0.4 | 0.1% | 16 | \$ 3.9 | \$ 1.0 | 0.5 | 0.1% | 5 | \$ 0.3 | \$ 0.1 | 0.0 | 0.0% |
| 146 | Vidortx Inc DBA Aircon Energy | 8 | \$ 9.0 | \$ 2.2 | 1.0 | 0.1% | 1 | \$ 6.5 | \$ 1.5 | 0.7 | 0.1% | - | \$ - | \$ - | - | 0.0% | 7 | \$ 2.6 | \$ 0.8 | 0.3 | 0.1% |
| 147 | Helix Electric Inc | 1 | \$ 5.0 | \$ 1.9 | 1.0 | 0.1% | 1 | \$ 5.0 | \$ 1.9 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 148 | MC Construction | 3 | \$ 8.9 | \$ 2.4 | 1.0 | 0.1% | - | \$ - | \$ - | - | 0.0% | 2 | \$ 7.7 | \$ 2.1 | 0.8 | 0.2% | 1 | \$ 1.3 | \$ 0.3 | 0.1 | 0.0% |
| 149 | REP Energy Inc | 5 | \$ 6.8 | \$ 0.6 | 1.0 | 0.1% | 5 | \$ 6.8 | \$ 0.6 | 1.0 | 0.2% | - | \$ - | \$ - | - | 0.0% | - | \$ - | \$ - | - | 0.0% |
| 150 | Renewable Power Solutions Inc | 156 | \$ 8.1 | \$ 1.1 | 0.9 | 0.1% | 14 | \$ 2.1 | \$ 0.1 | 0.3 | 0.1% | 136 | \$ 5.6 | \$ 1.0 | 0.6 | 0.1% | 6 | \$ 0.4 | \$ 0.1 | 0.0 | 0.0% |
| Total Third 50 | | 5,548 | \$ 423.0 | \$ 87.1 | 55.9 | 4.5% | 1,119 | \$ 142.7 | \$ 31.8 | 21.6 | 4.2% | 4,031 | \$ 212.9 | \$ 40.1 | 25.1 | 5.9% | 398 | \$ 67.4 | \$ 15.2 | 9.2 | 3.2% |
| Program Total | | 63,446 | \$ 8,474.9 | \$ 2,058.2 | 1,228.3 | | 15,132 | \$ 3,145.8 | \$ 663.6 | 514.2 | | 43,095 | \$ 3,560.1 | \$ 857.8 | 429.6 | | 5,219 | \$ 1,769.1 | \$ 536.8 | 284.6 | |
| % of Program Total | | 8.7% | 5.0% | 4.2% | 4.5% | | 7.4% | 4.5% | 4.8% | 4.2% | | 9.4% | 6.0% | 4.7% | 5.9% | | 7.6% | 3.8% | 2.8% | 3.2% | |

All MW DC In Process and Complete PV Manufacturers – thru March 2011

There have been changes in leadership during the program based mostly on the decision to supply the market and price. Today MW DC In Process is led by Chinese manufacturers who are surging to the front. As seen in Complete, some of the former leaders are falling behind. 592 MW DC are in process, 493 MW DC are complete.

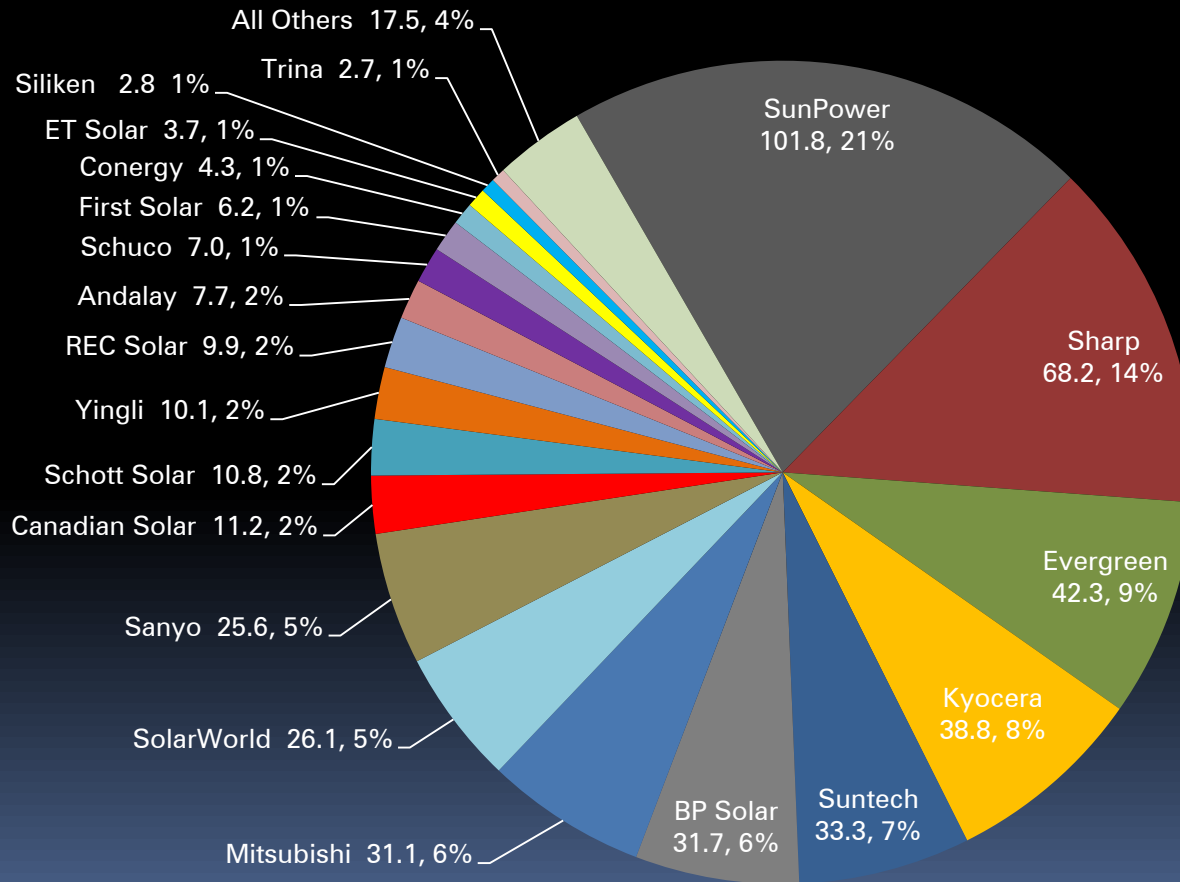


All Completed MW DC by Quarter by PV Manufacturer – Q1 2007 thru Q1 2011



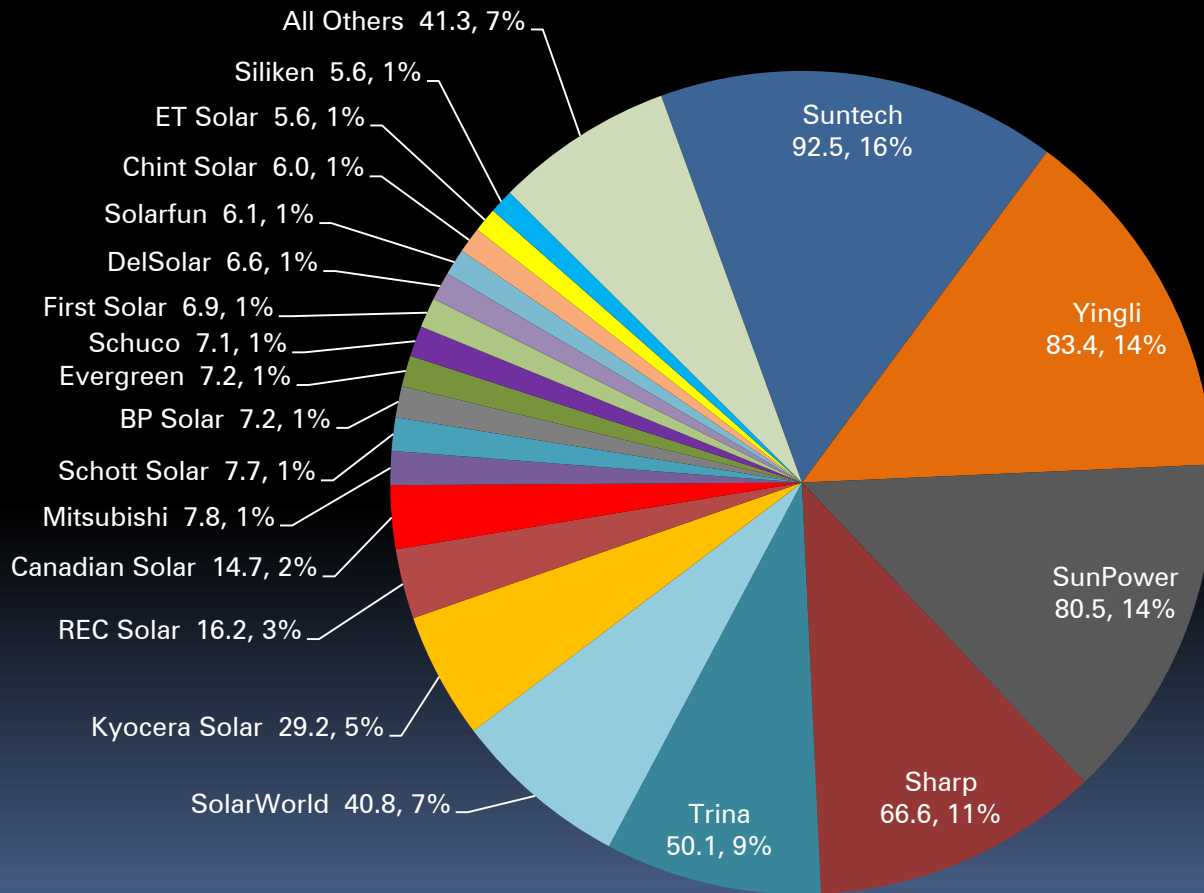
All Completed MW DC and % Share by PV Manufacturer – January 2007 thru March 2011

493 MW DC Completed



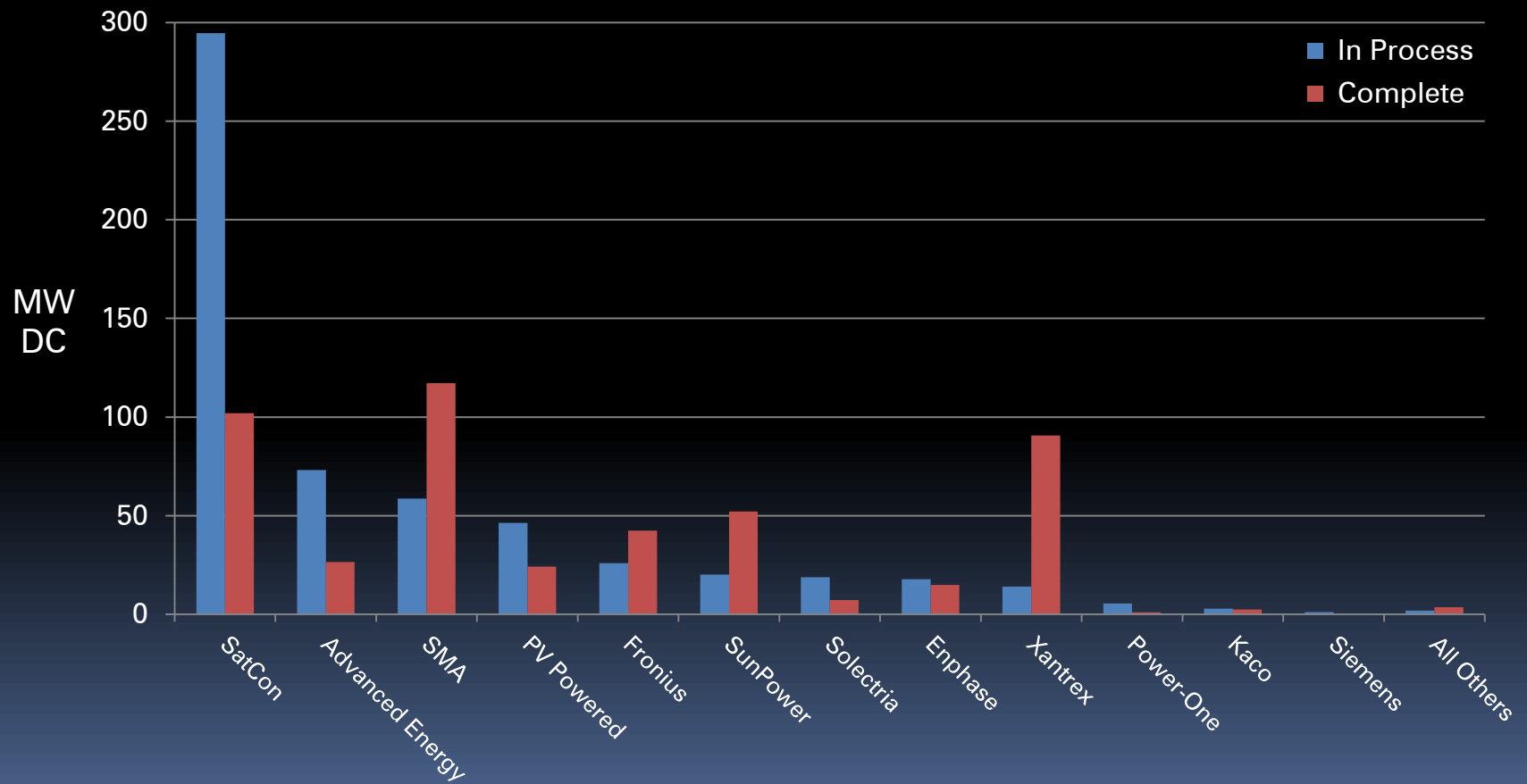
All MW DC Now In Process and % Share by PV Manufacturer – thru March 2011

592 MW DC In Process

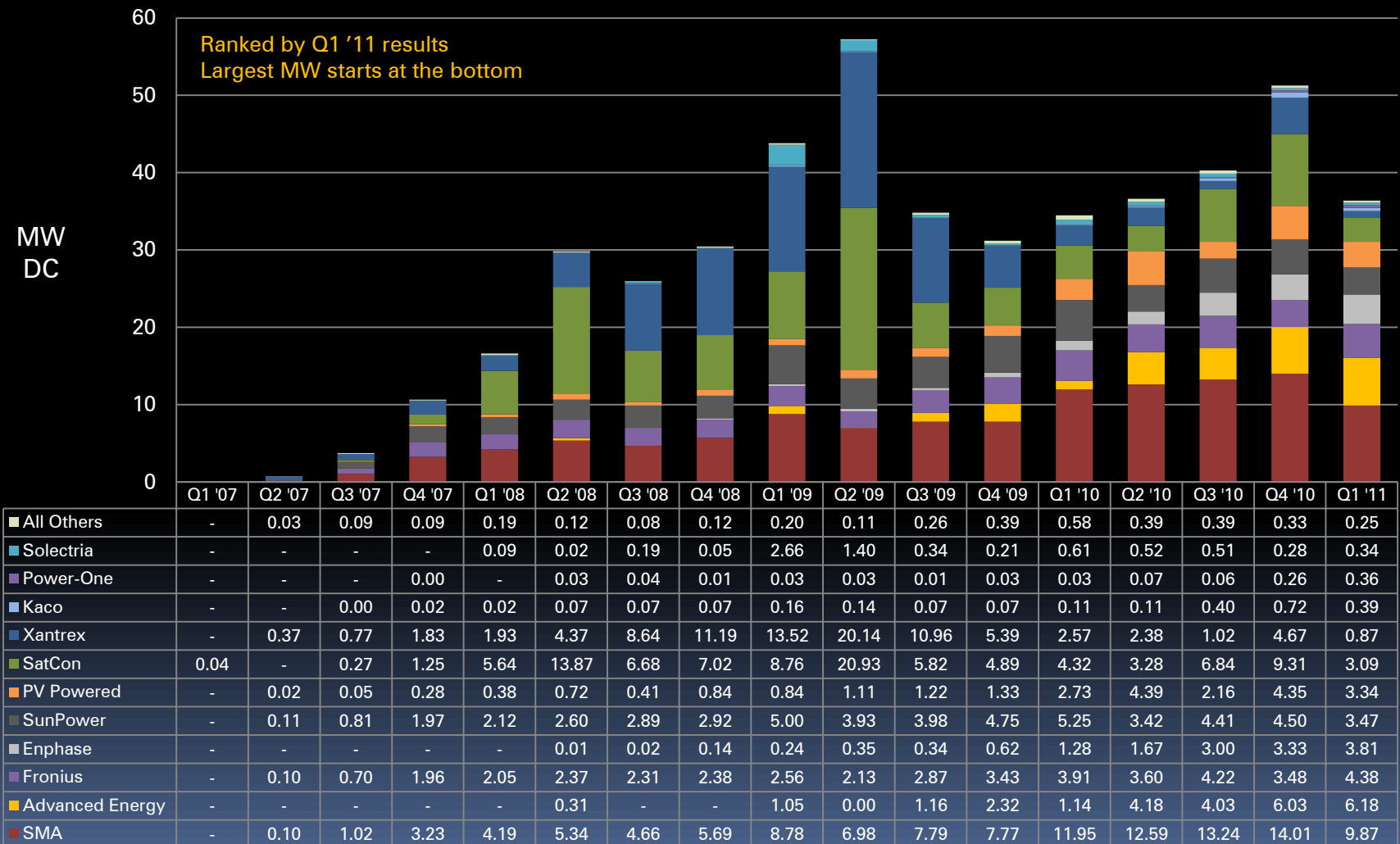


Note: At the end of March 2011 the PV manufacturers had these MW assigned to projects that were In Process. In the past PV modules have been changed during the project based on availability and other factors. Projects may also be cancelled. This snapshot represents only a potential outcome.

All MW DC In Process and Complete Inverter Manufacturers – thru March 2011

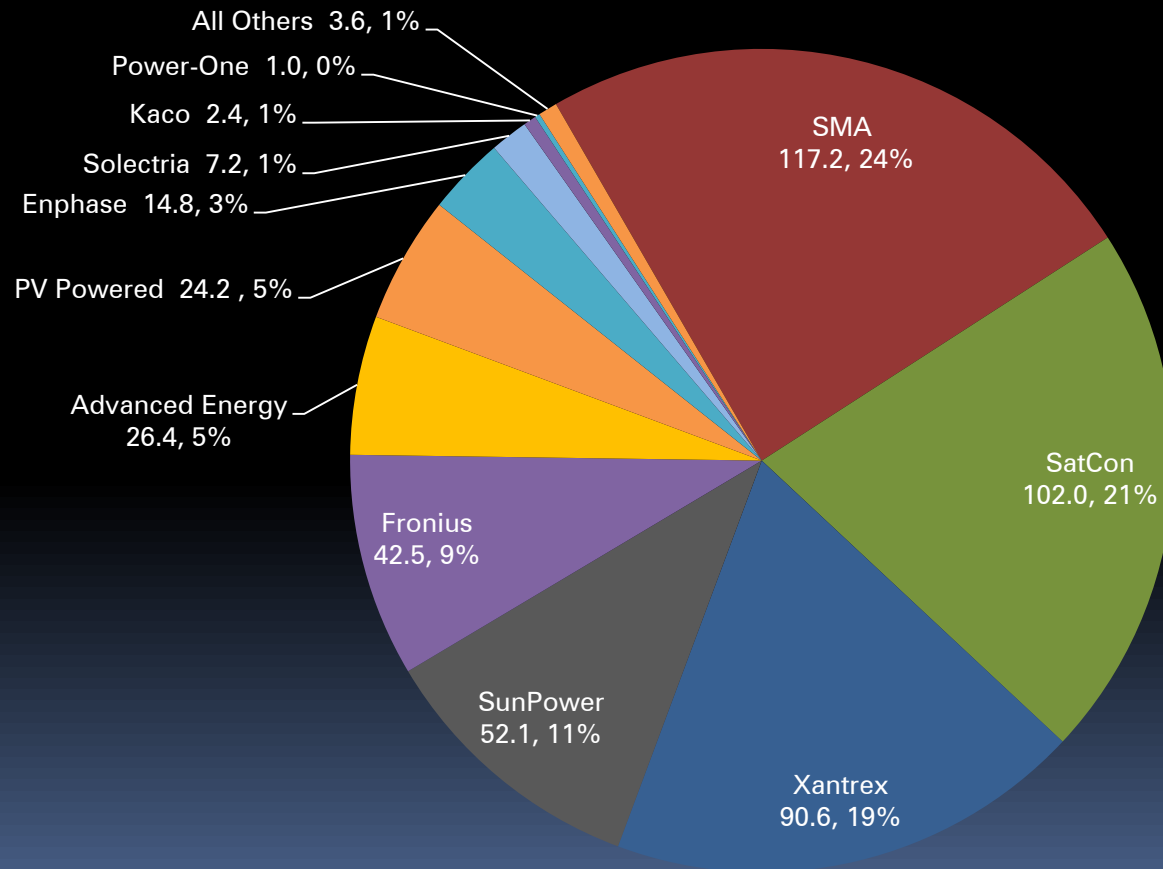


All Completed MW DC by Quarter by Inverter Manufacturer – Q1 2007 thru Q1 2011



All Completed MW DC and % Share by Inverter Manufacturer – January 2007 thru March 2011

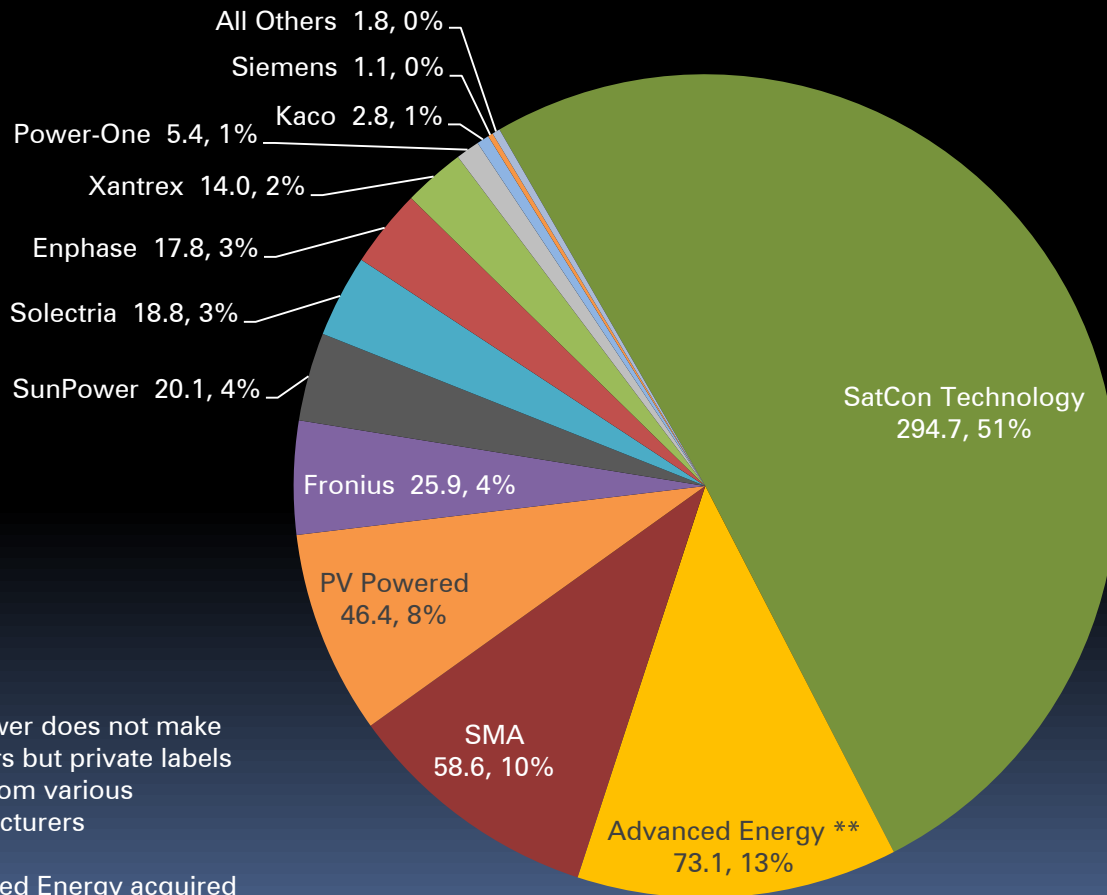
484 MW DC Completed



* SunPower does not make inverters but private labels them from various manufacturers

All MW DC Now In Process and % Share by Inverter Manufacturer – thru March 2011

581 MW DC In Process



Note: At the end of March 2011 the Inverter manufacturers had these MW assigned to projects that were In Process. In the past inverters have been changed during the project based on availability and other factors. Projects may also be cancelled. This snapshot represents only a potential outcome.

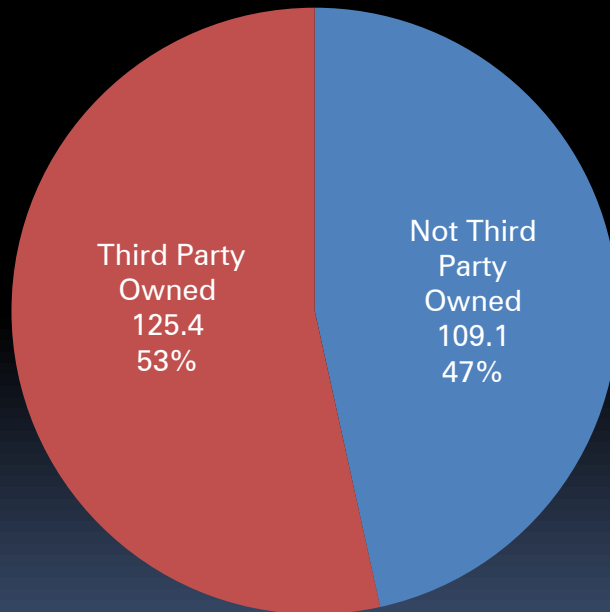
* SunPower does not make inverters but private labels them from various manufacturers

** Advanced Energy acquired PV Powered

Ownership in CEC MW of completed Non-Residential and Residential projects thru March 2011

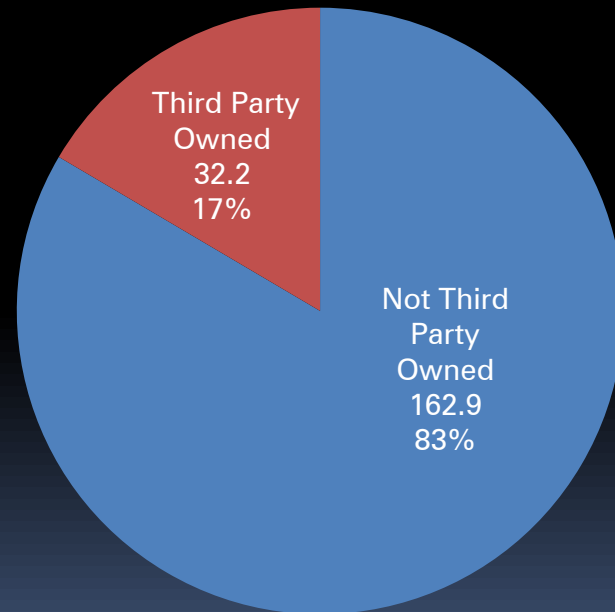
Non-Residential

234.5 CEC MW Total

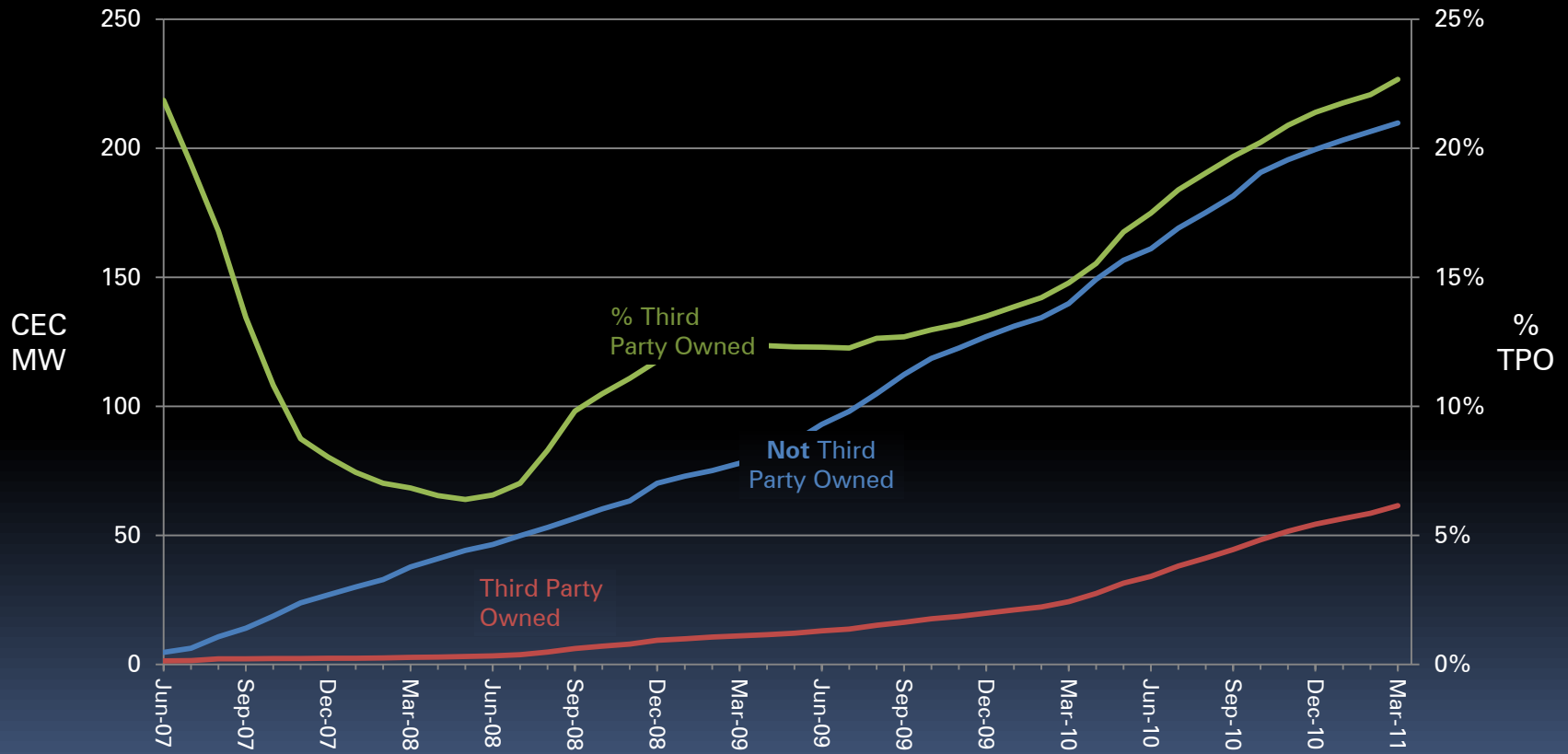


Residential

195.1 CEC MW Total



Cumulative Ownership of confirmed Residential projects in CEC MW – January 2007 thru March 2011

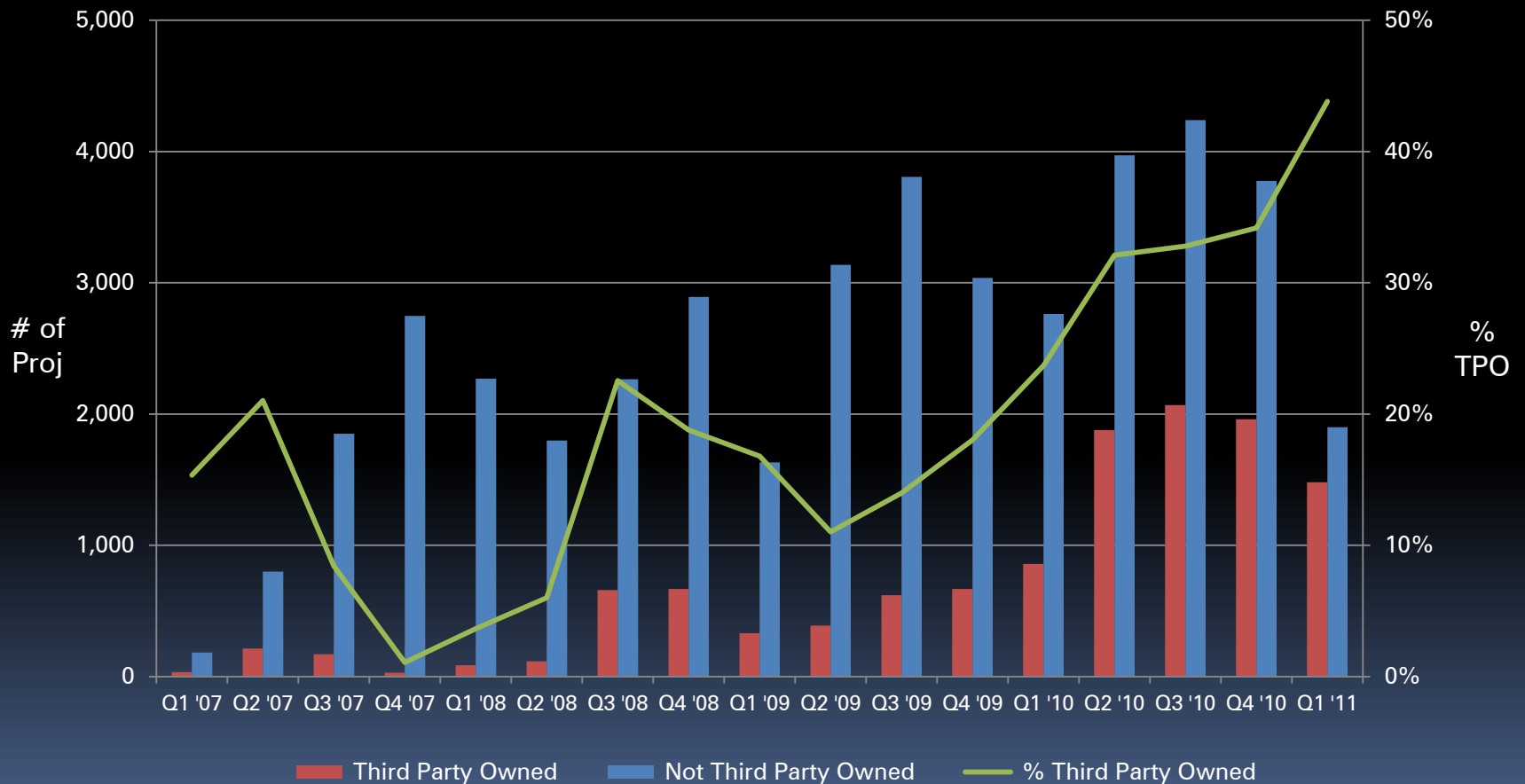


Ownership of confirmed Residential projects in CEC MW – January 2007 thru March 2011

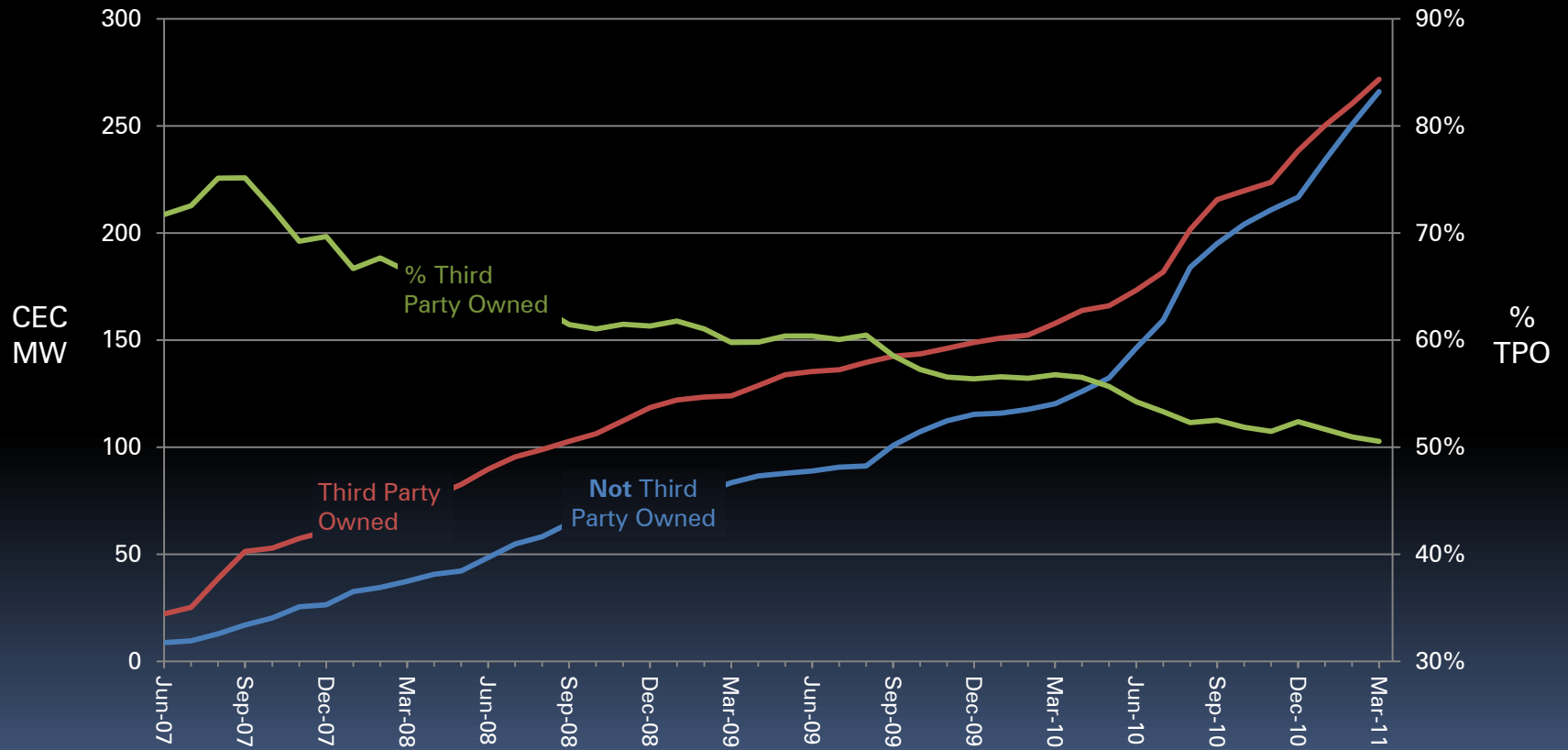


Ownership of confirmed Residential projects

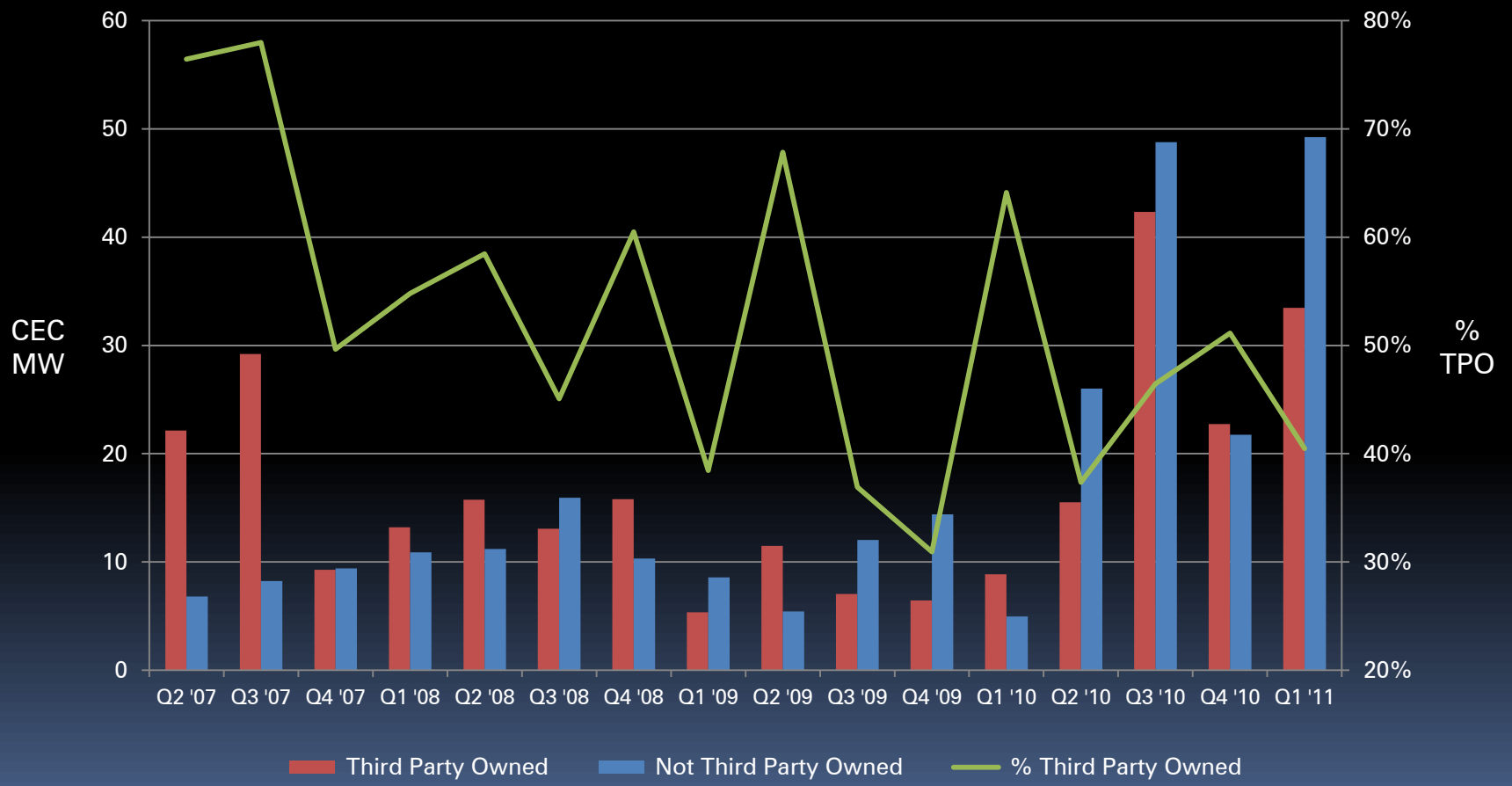
Number of projects – January 2007 thru March 2011



Cumulative Ownership of confirmed Non-Residential projects in CEC MW – January 2007 thru March 2011

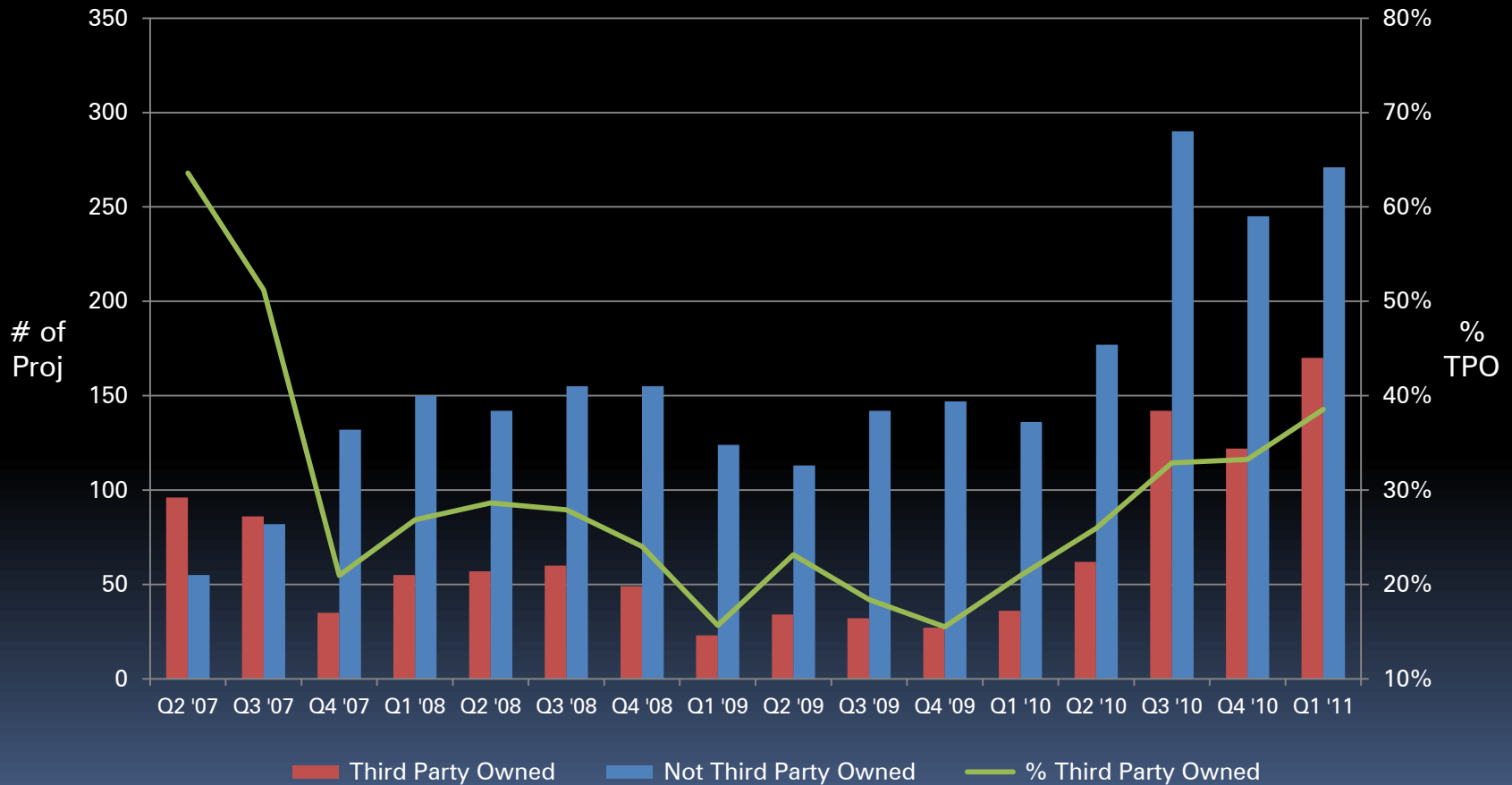


Ownership of confirmed Non-Residential systems in CEC MW – January 2007 thru March 2011



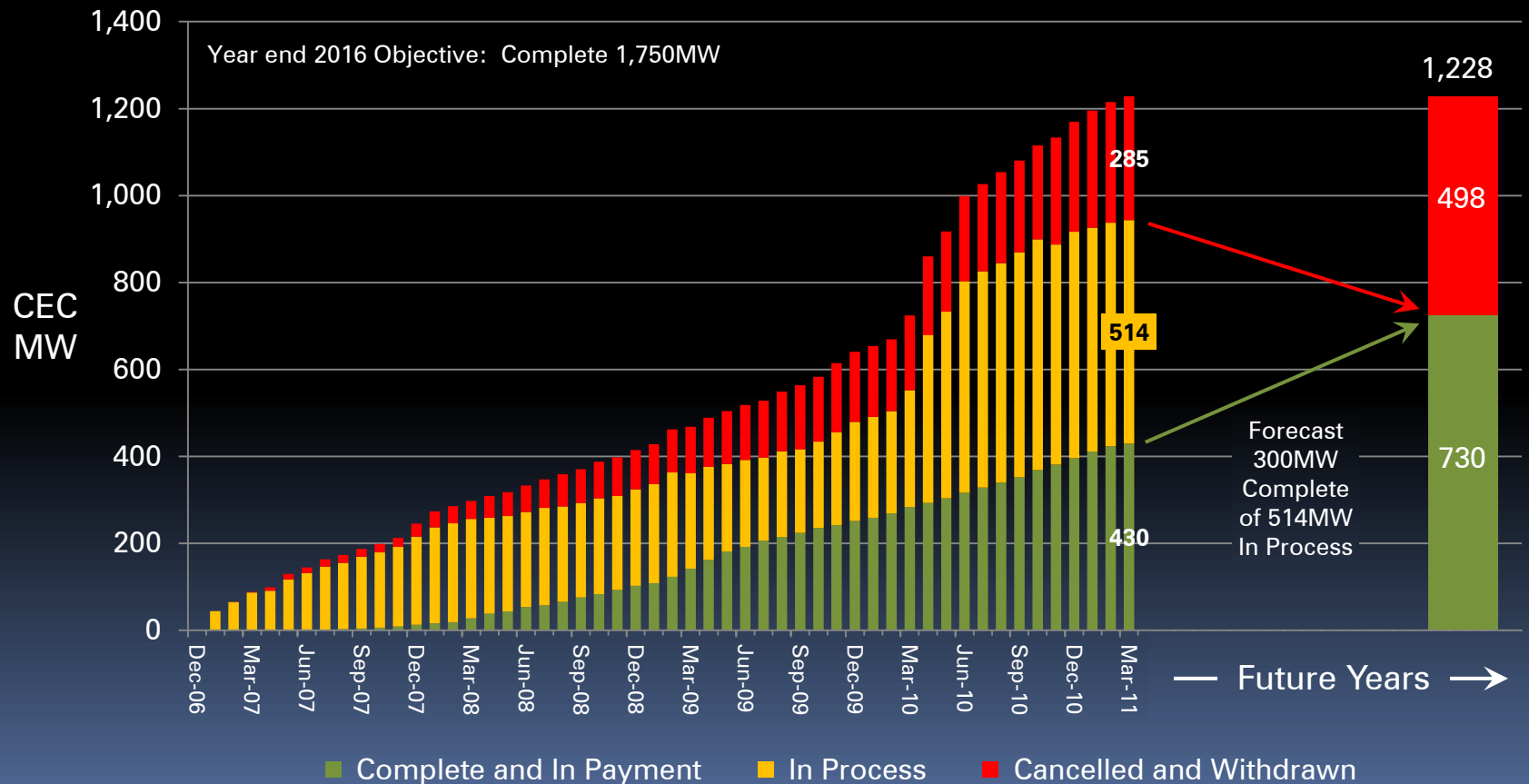
Ownership of confirmed Non-Residential projects

Number of Projects – January 2007 thru March 2011



Of the projects that are In Process how many MW will likely be completed?

Of the 514 MW In Process at the end of March 2011 we project about 300 MW will ultimately be completed. This means that at the end of March 2011 the program has enough activity to complete about 730 MW or 42% of program objective.



The CSI's cumulative \$ Incentive and MW budget plan

The program has a budget of about \$1,748 million to complete 1,750 MW. The plan is not time based, demand causes the change in Step. As the Steps increase the program is designed to provide less incentive for each MW.



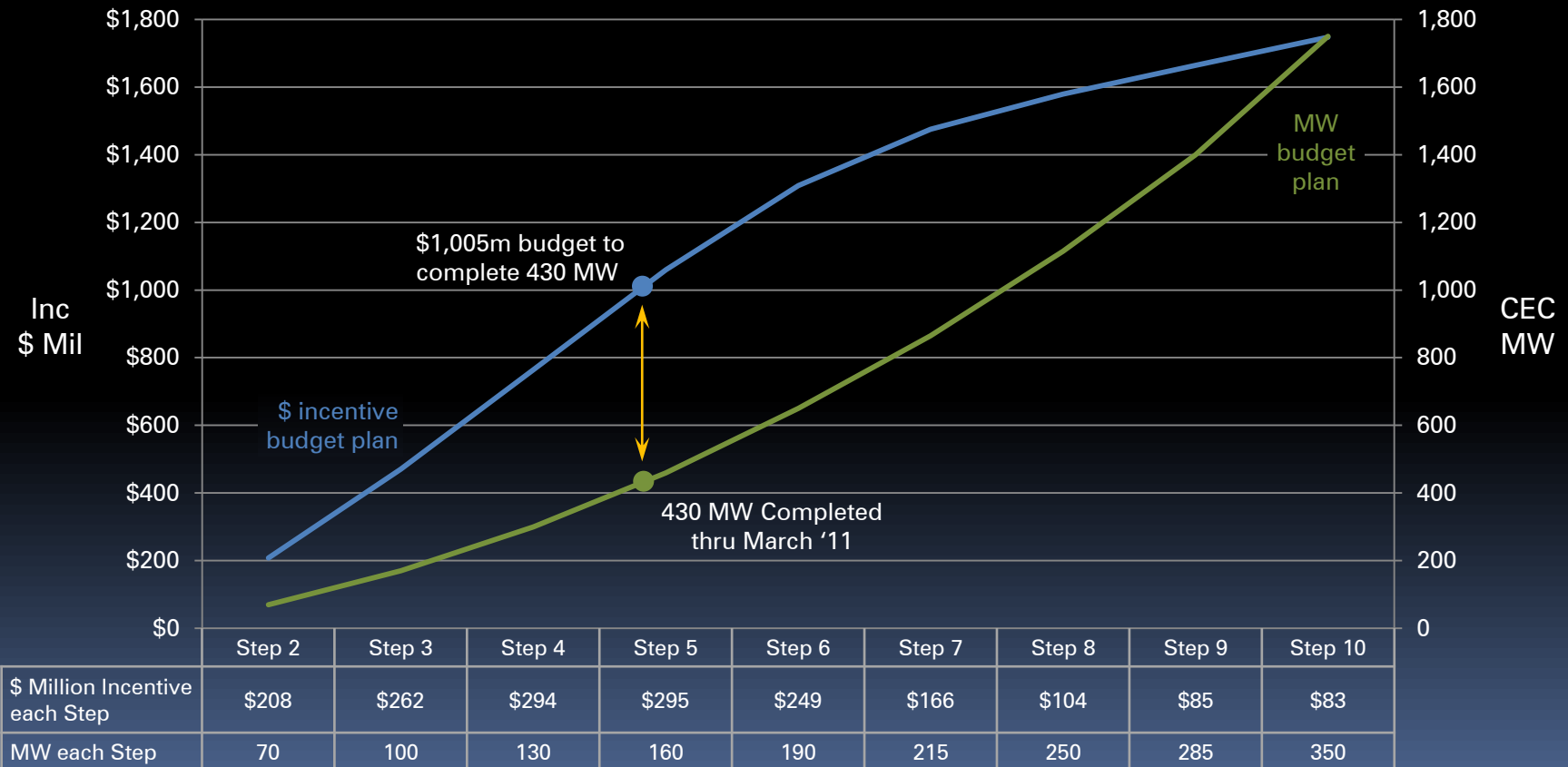
Cumulative Incentive and MW budget plan with actual MW thru March 2011

At the end of March 2011 the program had completed 430 CEC MW.



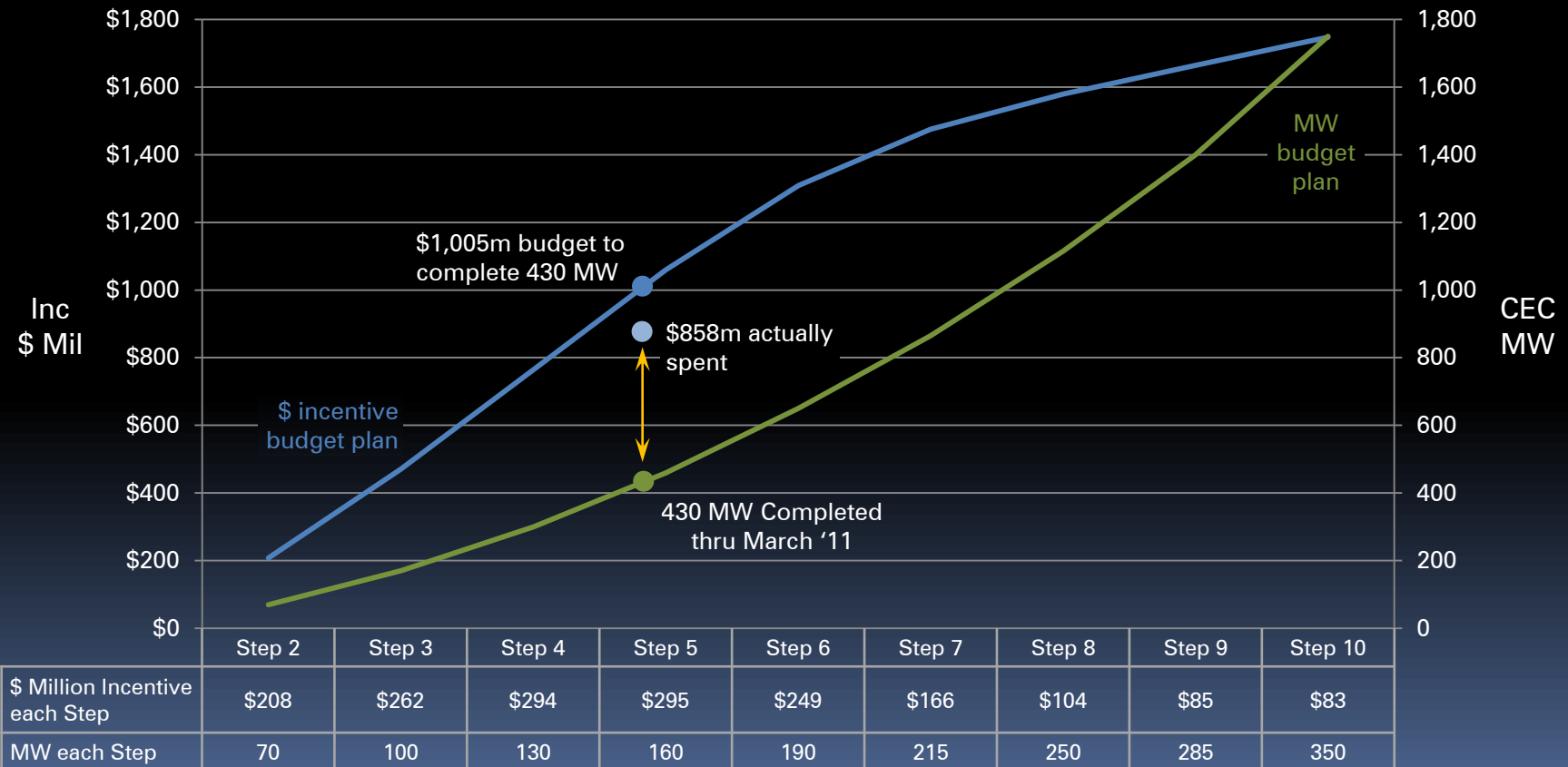
Cumulative Incentive and MW budget plan with \$ Incentive budget and actual MW results thru March '11

The program planned to spend about \$1,005 million to complete 430 MW. A one time incentive payment is made to small system owners. Money is reserved for performance based incentive (PBI) systems of any size and is paid to the system owner over 5 years.



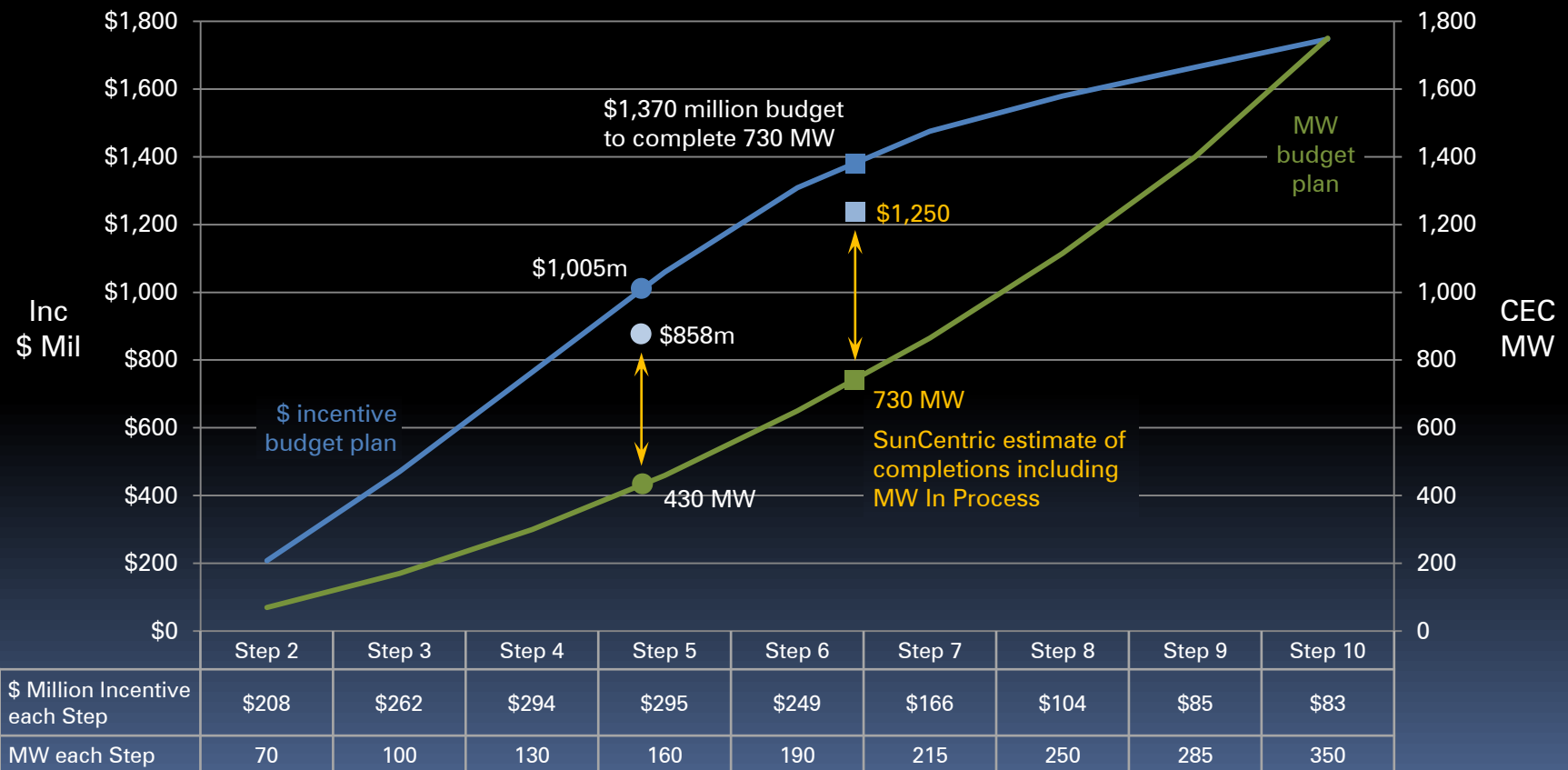
Cumulative Incentive and MW budget plan with actual \$ incentive and MW results thru March 2011

In fact the program did not spend \$1,005, but spent, or reserved for PBI payments \$858 million. This is \$147 million less than budget, and a positive variance. This situation was predictable because early on a policy was put in place that allowed cancelled MW to come back into the program. When the cancelled MW are re-reserved they receive the Step incentive available then, which is frequently much lower.



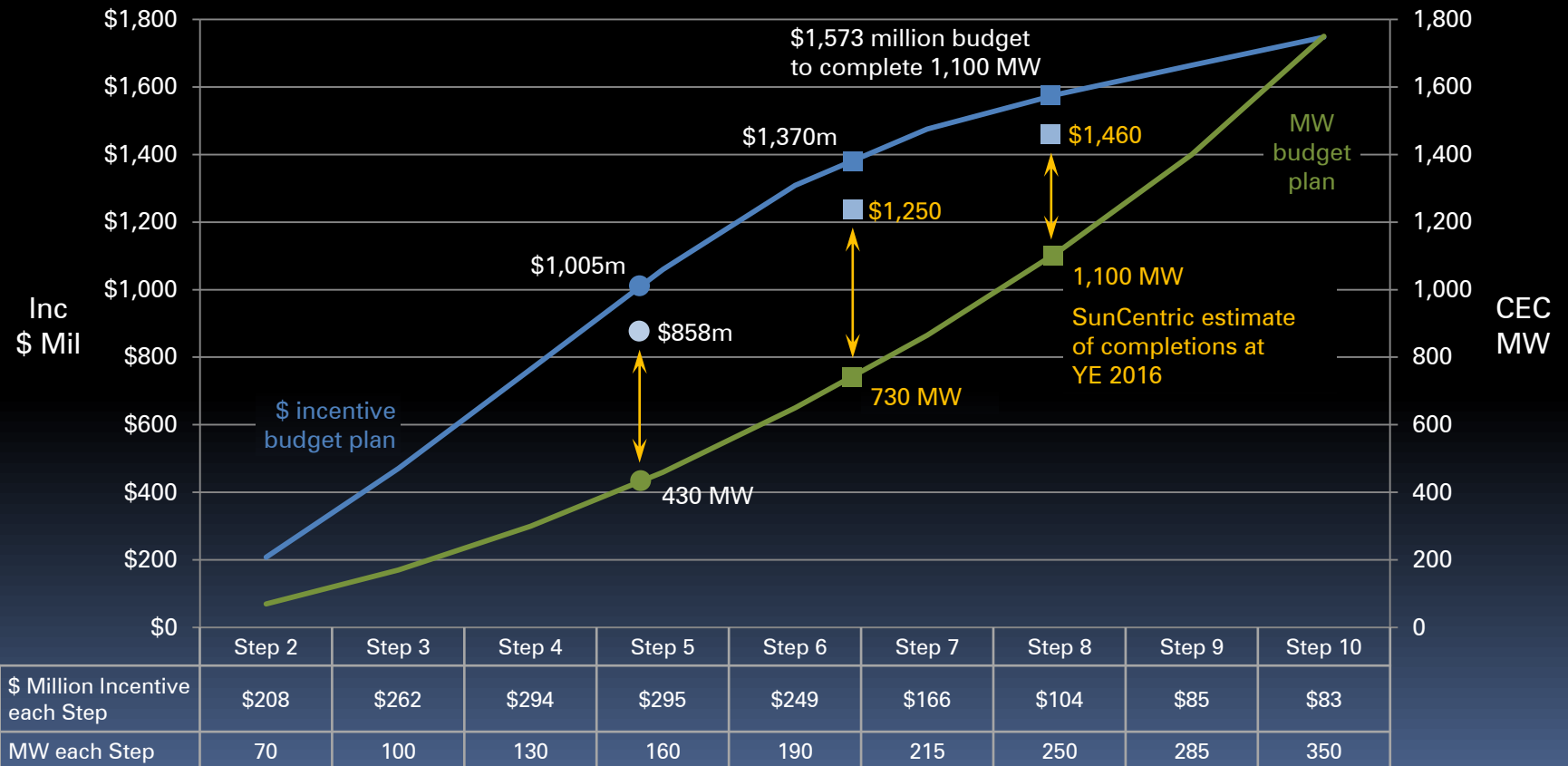
Incentive and MW forecast including projects In Process at the end of March 2011

Chart 70 shows that including projects in process at the end of March 2011, 730 MW will be completed sometime in the future. The program has a budget of about \$1,370 million to complete 730 MW. We estimate that only \$1,250 million will be needed to complete 730 MW. The program will be under budget by \$120 million.



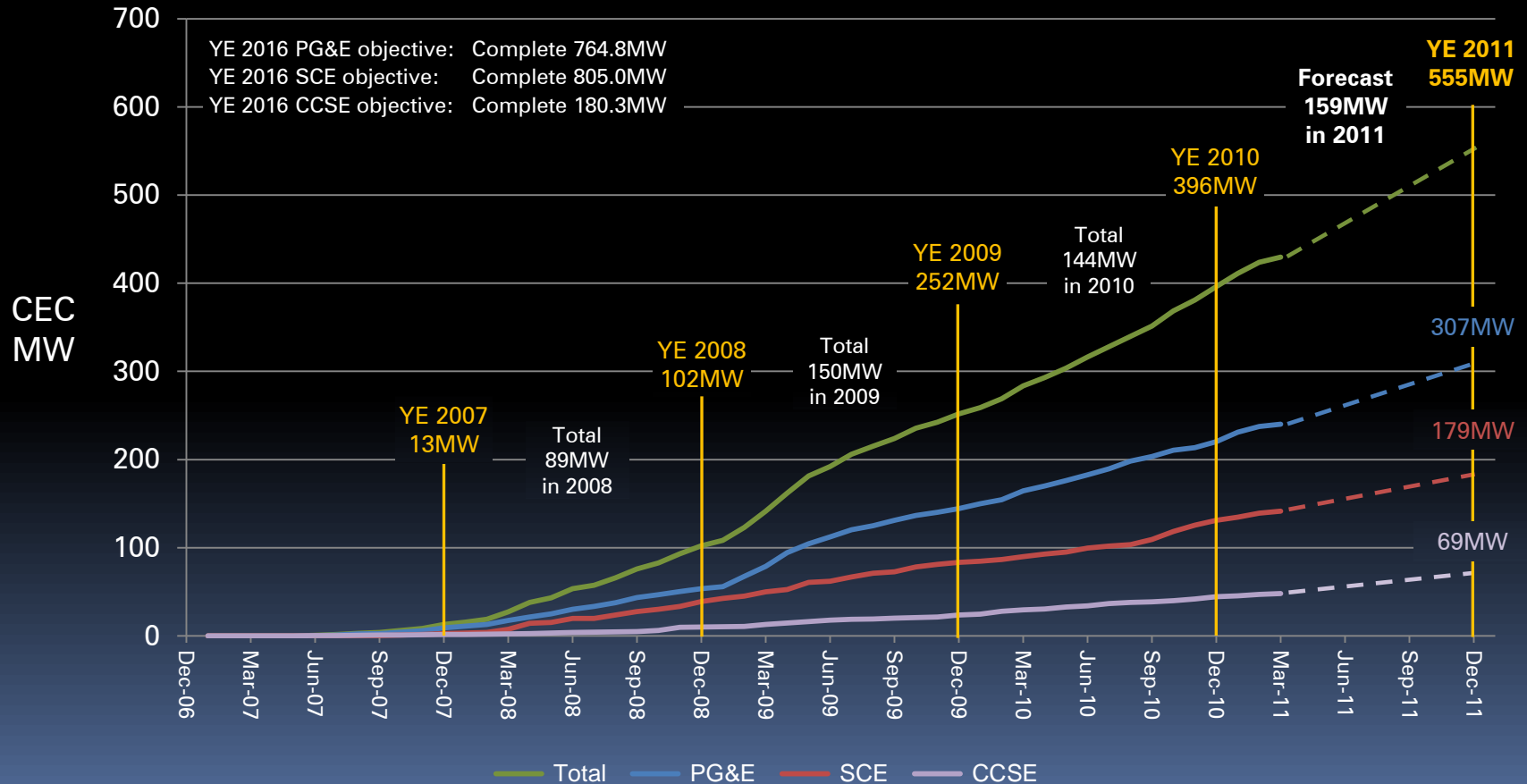
Incentive and MW forecast at the end of 2016

We project that 1,100 MW will be completed at year end 2016 – the sunset date for the program. The program has a budget of about \$1,573 million to complete 1,100 MW. We estimate that only \$1,460 million will be needed to complete 1,100 MW. The program will be under budget by \$113 million.



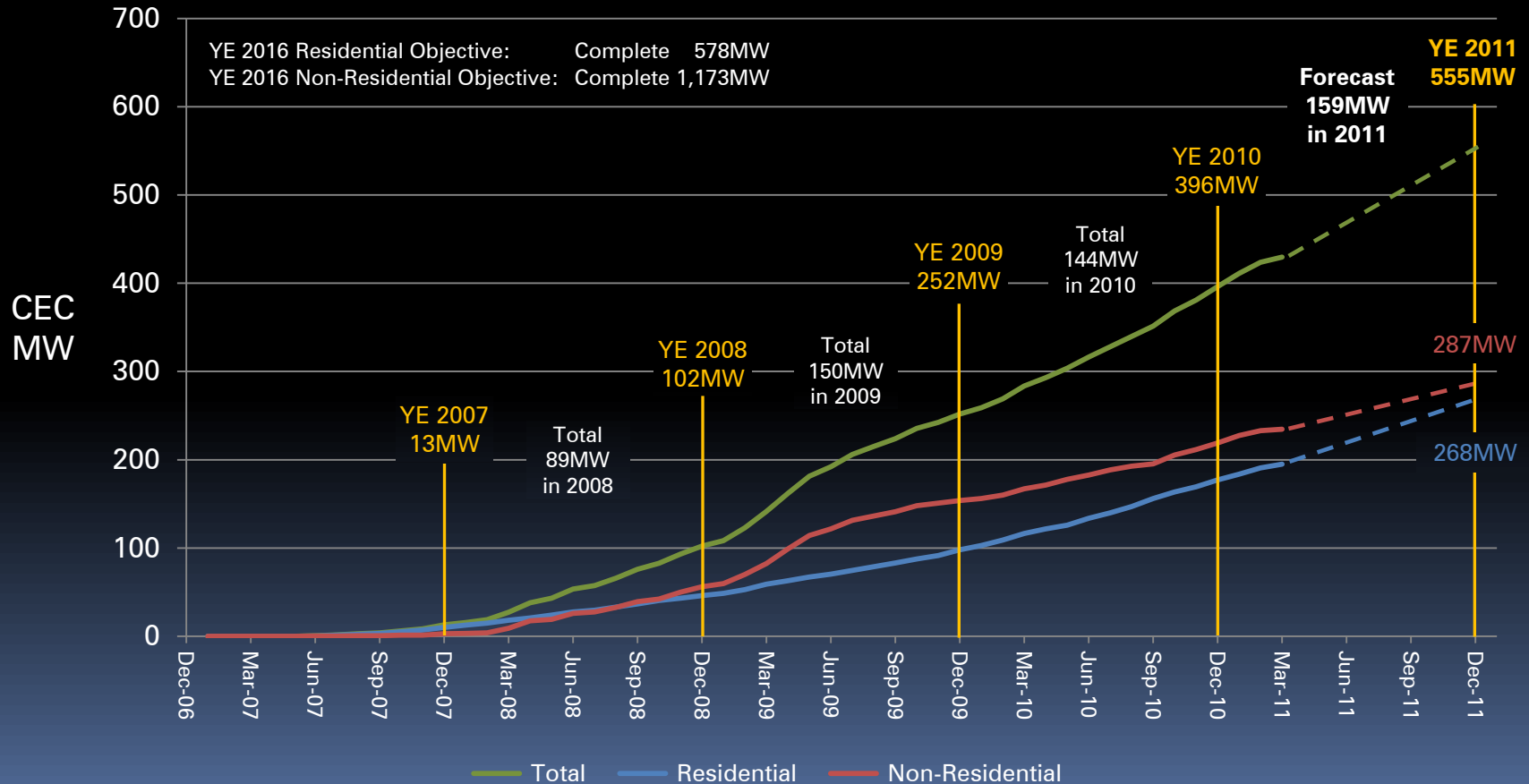
Year end 2011 forecast of completions by Utility

We forecast 159 CEC MW will be completed in 2011. This will bring the total completed to 555 CEC MW, or about 32% of objective at the half way point of the program. PG&E will be at 40%, SCE will be at 22% and CCSE will be at 38% of their part of the CSI's program objective.



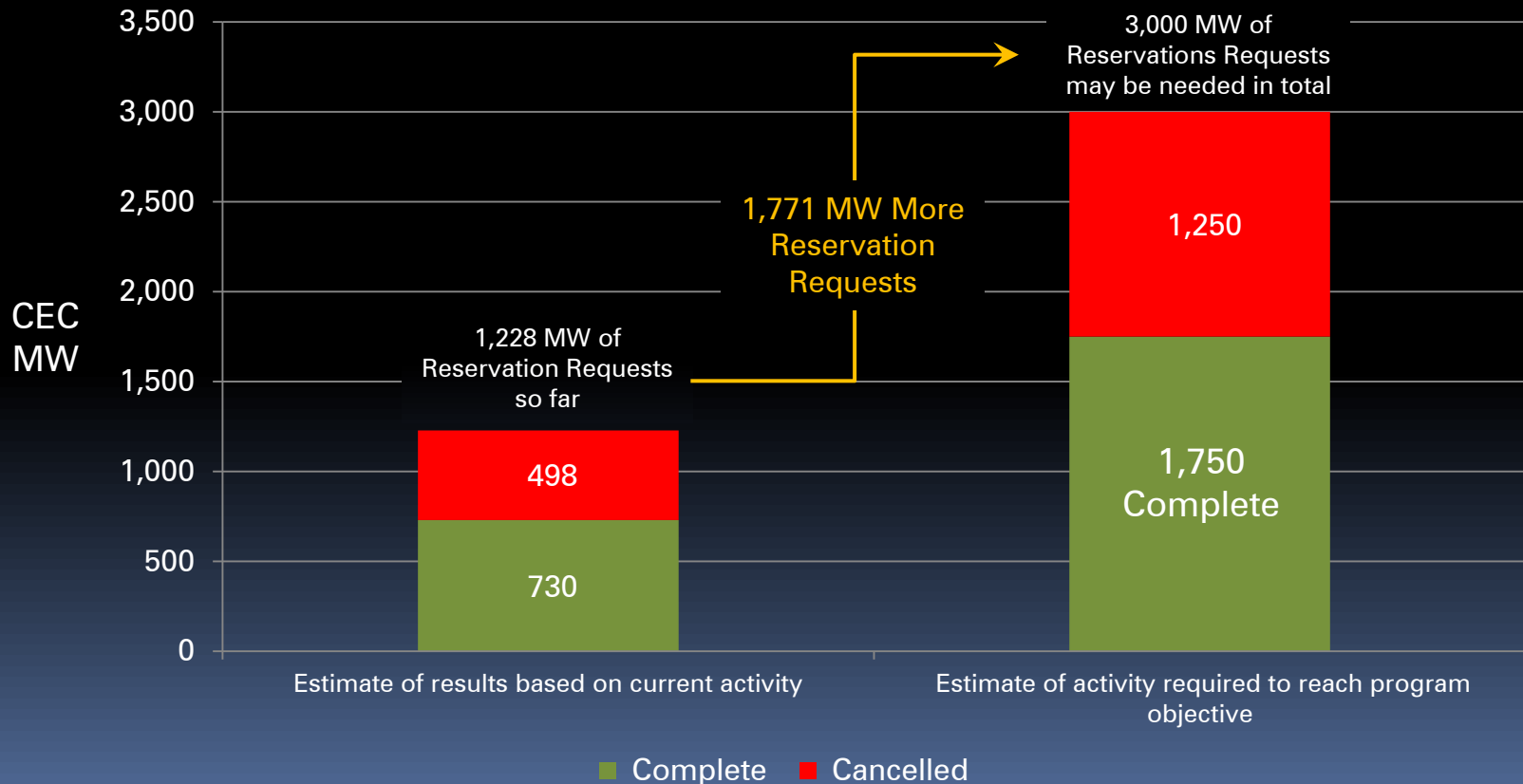
Year end 2011 forecast of completions for the Residential and Non-Residential programs

We forecast 159 CEC MW will be completed in 2011. This will bring the program total to 555 CEC MW or about 32% of objective at the half way point of the program. The Residential program will reach 46% and the Non-Residential program will reach 24% of the CSI's program objective.



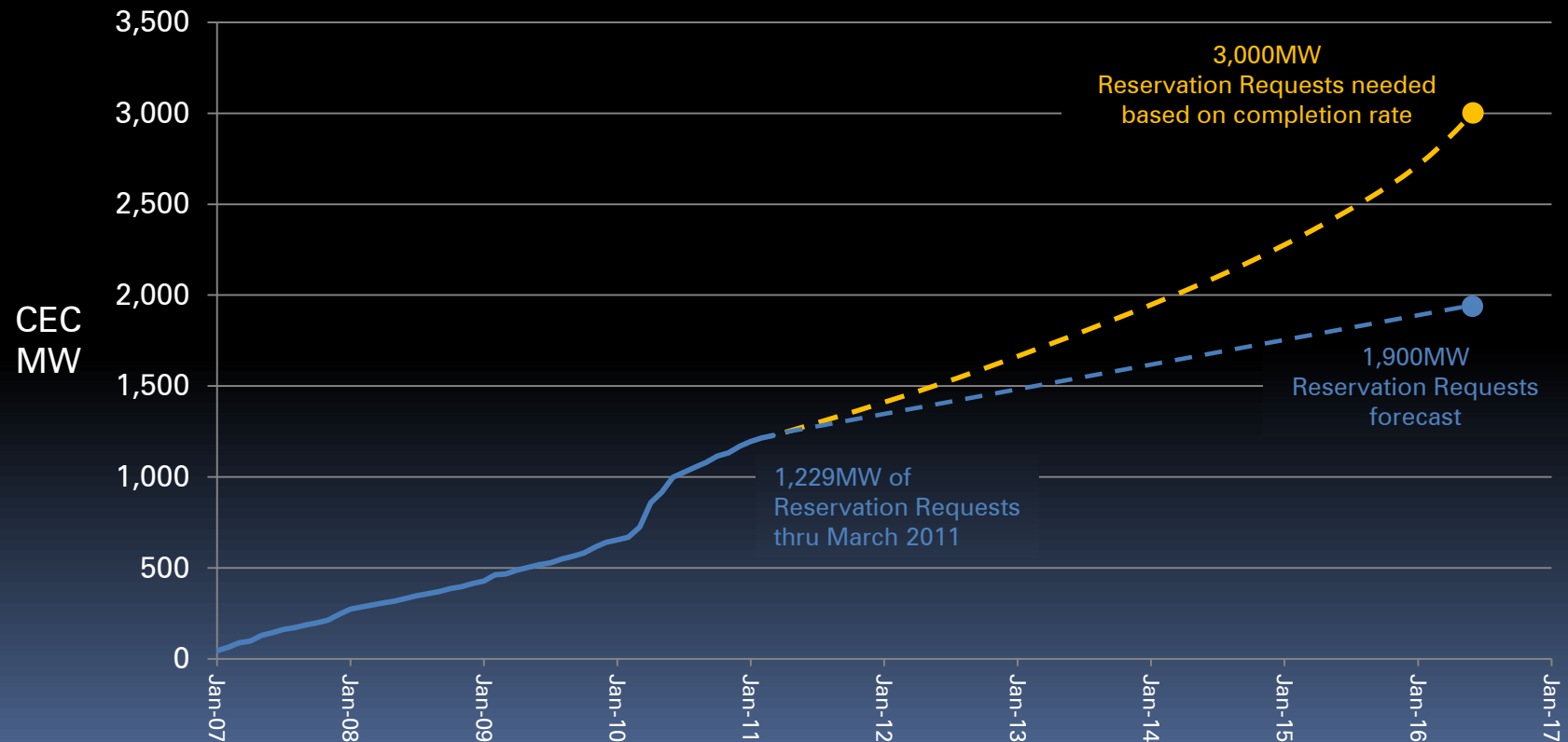
How many more MW of reservation requests will be needed to reach the 1,750 MW completion requirement?

Our current projection is that about 58% of all projects requesting a reservation will be completed. This means that 42% will drop out. At these ratios the program needs about 1,771 MW more new reservation requests, 3,000 MW in total, to achieve 1,750 MW of completions by the end of 2016. Because projects take 6 to 12 months to complete these reservations will need to be issued not later than the middle of 2016.



Forecast of Reservation Requests at the end of the CSI in 2016

As shown on Chart 79, the program will need a significant increase in Reservation Requests (demand) to allow any chance of reaching the 1,750 MW objective. Our estimate is that in total 3,000 MW of reservation requests will be needed. Based on declining incentives and other factors we see program demand softening and forecast the program will have about 1,900 MW of reservation requests by mid year 2016.



Forecast of Completed CEC MW at the end of the CSI in 2016

The program is not completing MW at the rate needed to achieve the 1,750 MW objective at the end of 2016. Our forecast is that the program will complete 1,100 MW by the end of 2016. If the sunset date was lifted and the program was allowed to continue, we estimate that 1,750 might be completed by the middle of 2022.

