

K A C O



new energy.

SUN

Fall/Winter 2009

Net Zero Emissions • KACO Monitoring • The Event Calendar



The **XP100** Central Inverter
Read More.

Pages 12 and 13

blueplanet

... a new inverter











- Best quality-control measures world wide
- Most reliable product available

- Carbon neutral manufacturing process
- Superior customer support

... from an old friend.

Read more on pages 10 -11.

	KACO NEWS	
	· Letter from our CEO	4
	· Report from Mexico City	5
	· Net Zero Emissions Manufacturing	6
	· Matchbridge	7
	KACO WORLDWIDE	
	· KACO Opens Several New Subsidiaries	8
	· Solar Energy prevents blackout on Myconos	9
	KACO RESIDENTIAL	
	· Please Welcome The blueplanet 3502xi and 5002xi	10-11
	KACO COMMERCIAL	
	· Hook up. Move on.	12
	· The XP 100 Central Inverter	13
	KACO MONITORING	
	· A Monitoring Overview	14
	· The watchDOG	15
	· The inSIGHT	16
	KACO GOVERNMENT AFFAIRS	
	· Government Affairs	17
	KACO EVENTS	
	· The Event Calendar	18
	KACO TRAINING CENTER	
	Boots on the Roof - Literally	19



Peter Flachsmann, CEO KACO new energy, Inc., Ralf Hofmann, CEO KACO new energy GmbH, Tal Neumann, CEO Altitude Energy, in Masada, Israel after the opening of KACO's new subsidiary in Israel.

Dear KACO Partner,

I would like to personally welcome you to the fall / winter issue of the *KACO Sun*, the magazine of KACO new energy, Inc. We are proud to present this edition to you in time for the Solar Power Conference 2009.

The SPI '09 Conference is one of the most important events to the PV industry in the US. So we at KACO new energy are looking forward to introducing several new projects to the US Market at this event. Apart from the newest edition of our in house magazine, we will be introducing our new line of central Inverters as well as our newest residential inverters. New communication tools will also be on display such as the iphone compatible RSS feed for monitoring your PV System.

But the Solar Power International 2009 Conference is just one further step in our relentless progress in the US market. Only 2 years ago KACO launched its first inverters on the US market. We have come a long way since then. In the mean time we have established a loyal following of enthusiastic KACO installers who value our reliable and high yield inverters. We have expanded our distribution base, so that KACO inverters are now available in most parts of the North American continent. As the world's second largest PV inverter manufacturer KACO new energy is now well established in the world's most promising PV Market.

But also our product line has changed since the early days of our market entry into the US. KACO has used the good relationship with its installer base to identify a short list of the most critical features that matter to the US PV professional. We are proud to announce that

we have integrated all of these features in the new **blueplanet** 02xi Series of residential inverters. Please take the time to learn more about our integrated, NEC approved AC/DC disconnects as well as our integrated 'plug and play' ethernet web monitoring.

KACO new energy sold over 480MW of inverters world wide in 2008. This success was largely due to the XP Series of central inverters. And now this advanced generation of commercial inverters is also available in the United States. The XP 100U-H4 (pages 12-13) is the first of 6 models to be available for sale as of October. The XP series has several very distinguishing features that set it apart from the competition. Its main distinction is the fact it is a fully digital inverter which guarantees highest levels of energy harvest, reliability and control.

We at KACO new energy are excited about the months to come. Both of our new product groups enable us to capitalize on the strong growth in the US market this year and next by offering some of the most advanced and innovative PV product in North America.

I cordially invite you to browse this edition of the *KACO Sun* and hope that inside you will find useful and insightful information into not only the goings-on at KACO but also a wide range of PV related topics and products.

Sincere Regards,

Peter Flachsmann
CEO KACO new energy, Inc

Mexico is Poised for Growth

Do you do business in Mexico? Have you ever wanted to do business in Mexico? Contact us about our new presence in Mexico. KACO exhibited our new 02xi series inverter that has country specific settings for the Mexican electric grid at the Green Expo in Mexico City September 29th through October 1st. There were literally thousands of visitors and over a hundred exhibitors. We have a sales representative for the KACO group in Guadalajara and the www.kaco-newenergy.com.mx website is up and running. It's easy to navigate for our Spanish speaking customers. There is a growing demand for photovoltaic energy systems in Mexico and KACO new energy is there to make sure that the installers have access to the great new line of KACO **blueplanet** inverters.

blueplanet

un nuevo inversor...



- Interruptor con desconexión de CA/CC integrado
- Ligero y fácil de instalar
- Selector de voltaje de corriente (240 / 208 VCA)
- Selector de corriente a tierra positivo o negativo
- Pantalla LCD programable
- Opción de monitoreo por internet
- Interfase RS485 standard
- Diseño NEMA 3R para su instalación en interiores y exteriores
- Enfriamiento por convección, mayor confiabilidad

...para un nuevo mercado

- Más de 60 años de experiencia en el mercado
- Más de 10 años de experiencia en sistemas fotovoltaicos
- Líder mundial en tecnología fotovoltaica
- Más de 100,000 sistemas operando con productos KACO alrededor del mundo
- Más de 1.3 GW instalados mundialmente
- Hecho en Alemania

K A C O



new energy.

www.kaco-newenergy.com.mx

KACO's Net Zero Emissions Manufacturing

KACO has long stressed the importance of high quality manufacturing processes in the production of our inverters. Now we'd like to showcase the tireless dedication of our German owner and management to the principles of carbon reduction and sustainable manufacturing techniques. KACO has been a leader in the PV inverter field for many years and as an industry leader has found it necessary to provide guidance to other manufacturers that have not yet realized this in the solar business model according to KACO president Ralf Hofmann.

KACO has redesigned all of the manufacturing facilities to ensure proper implementation of sustainability oriented manufacturing principles. All manufacturing takes place in Germany, where we have direct control over the environmental impact of our operations. The president of KACO has commented that it is of utmost importance to him and to the company that KACO provide **clean energy** producing products made from **clean energy**.

The employees at KACO in Germany are encouraged to ride public transportation whenever possible and are given free train tickets for personal use if they ride public transportation on business trips. The group has been given a fleet of bicycles and small electric cars to travel between our separated facilities, located within the same town. Tree planting days near the factories are

common place to help capture local CO2 emissions.

Components for the inverters are sourced from the most environmentally ethical of business partners. KACO insists on using PV and a combined heat and power facility generating the warm water and the electricity they consume. KACO uses no fossil fuel or nuclear generated energy to make their inverters. The onsite PV system now generate over 350,000 kWh of electricity annually.

This has made KACO one of the few manufacturers on the planet that can rightly claim a net zero carbon footprint for their business operations.

KACO USA operates out of San Francisco's Presidio near the Golden Gate bridge and is officially a "San Francisco Green Certified Business". After facility tours and many weeks of collaboration with SF Environment our office is now proven to be one of the greenest in the Bay Area.

We've also brought online a 22kW PV system on the Grass Valley facility using four of our 3601xi inverters, a 1502xi inverter and two of our 2502xi inverters. We are now producing solar energy with KACO inverters on our own facility. This is something that KACO USA is extremely happy to share with you and we hope that you will share this with your partners and friends.



Matchbridge - Success for Businesses and Jobs for Youth

MatchBridge is a local, community-based partnership made possible through United Way of the Bay Area and San Francisco's Department of Children, Youth and their Families. MatchBridge contributes to the development of San Francisco's emerging 21st century workforce by connecting pre-screened, qualified youth (ages 16 to 21) to entry level jobs, professional development, career counseling and internship opportunities across industries in San Francisco.

MatchBridge offers employers with convenient, one-stop access to school and community training programs. The free program saves HR staff significant time by referring only qualified youth applicants who have been prescreened for job openings. Companies retain control of the employment process by making the final hiring decisions.

MatchBridge can also assist companies with payroll services, hiring tax credits, work permit and child labor law information.

By providing young people with greater access to private sector opportunities, MatchBridge helps youth to understand

the relevance of their education and begin to focus on their future goals. At MatchBridge, youth are screened for work readiness, ability, and interest. Based on their skills, youth are then referred to either an appropriate job opening, or more training.

This summer KACO new energy and MatchBridge partnered to develop an internship placement for the Summer Youth Employment Program (SYEP). SYEP was made possible by the American Recovery and Reinvestment Act and coordinated by the Mayor's Office of Economic and Workforce Development. The intent of the SYEP was to preserve and create jobs, provide work opportunities to low-income youth, and connect youth to employment opportunities that expose them to career pathways of interest. KACO new energy created an internship placement that allowed a young participant to learn about customer relations, marketing strategies, and the benefits to alternative energy.



New Energy, New Website

KACO Solar, Inc. is officially KACO new energy, Inc.. We have updated our website and our corporate identity in the United States and abroad. This massive overhaul of our name and image is in line with KACO's recent shift into the wider energy marketplace. The most noteworthy example of this expansion



is the announcement of a KACO and Volkswagen deal that will place a KACO inverter in every electric Volkswagen rolled out into the worldwide market place. This innovative inverter will allow for two way transfer of energy from the Volkswagen's battery. It's a prime example of how KACO has expanded our focus to solve problems across a broad range of energy related issues. We're still focused on offering the innovative and reliable KACO PV grid tied inverter line in the United States. However, it's not going to be the only realm of energy related issues that the team at KACO will tackle in the coming years.

The KACO new energy website www.kaco-newenergy.com has brought the KACO online presence to new heights. We have established a continuously updated blog and we're active members of the Twitter community. It is now easier than ever to stay up to date on all the events and KACO news. If you haven't had a chance to check us out online take a moment and visit the site. It's a great place to learn about our products, our specials, and our training program.

KACO's Train Your Way program has been successful all over the US and we look forward to showing you all the opportunities we offer solar enthusiasts interested in becoming solar professionals. We have expanded our training offerings in all areas and we hope that you will find the time to take advantage of these services in the near future.

A Great Start for 2009 – KACO opens up several new Subsidiaries

Photovoltaics is not only growing strongly in the US - it also encounters high growth rates on a world-wide level. Even the Chinese Government now takes steps to support the development of solar energy. Therefore, KACO new energy has founded new subsidiaries not only in Italy, France and Spain, but also in China and Turkey.

For some time now, KACO has been represented in the central European markets by strong partners. As a result of the ever increasing demand, however on-site presence and direct availability of our own staff members is required in even more countries, so as to ensure fast response to our customers' needs and even more qualified consultancy. Our subsidiaries offer enhanced service: if customers have a problem, KACO will be able to provide a solution within the shortest time possible by employing its own, perfectly trained and skilled personnel.

Since March 2009, KACO new energy GmbH Italy has assumed its activities at its new business seat in Prato near Florence. Our on-site manager there is Giuseppe Mangione, an experienced service technician. Since April 2009, KACO new energy GmbH Sucursal en Espana, under the management of Daniel Eder, has started to take care of our Spanish customers. The Spanish branch office is located in the Coslada district of Madrid.

And since this summer we have an office in Lyon, France. Photovoltaic plants which are

integrated in buildings are especially made attractive by the French government – it offers the highest feed-in-tariffs in Europe.

At the end of March 2009 the Treasury Department of the People's Republic of China initiated a support program for solar power plants. With immediate effectiveness, modules installed at or on top of buildings and having a rated power of at least 50 kilowatts are now state-funded up to an amount of 20 Yuan (which corresponds to 3.23 dollars) per Watt of installed power capacity. This step marks the start of the first major solar program on China's domestic market.

Since KACO new energy wants to take part in the solar boom to be expected in China from the very beginning, it has established its own sales office in Beijing. A huge task lies ahead of our experienced and trusted colleague, Dr. Fu Guichen.

And finally, our Turkish branch will be managed by CEO Caner Sentürk, who already welcomed the Turkish Minister of Energy during the Solar Exhibition in Istanbul at the end of February.



Daniel Eder (l.) and Rainer Kaas in Coslada at KACO new energy in Spain.



KACO new energy in China.



Giuseppe Mangione for KACO new energy in Italy.



From left: Ralf Hofmann, CEO KACO new energy, Energy Minister Hilmi Güler, Caner Sentürk, CEO KACO new energy Turkey.

GREECE

Solar Energy prevents Blackout on Myconos

• MYKONOS

The great number of power failures occurring on the Greek Islands - especially during the high season when all the hotels are fully booked - has continued to cause resentment amongst tourists. Therefore, to save his guests further stress and ensure proper electrical supply, a Myconos hotel owner has installed a 19.25 kW photovoltaic plant. As a matter of fact, each photovoltaic plant provides additional energy and therefore, helps to support the unstable public grid and reduce the risk of blackouts.

The project has been planned and implemented by the Greek company, ECO//SUN in cooperation with our subsidiary, KACO new energy Hellas. The installation essentially consists of three KACO solar inverters of the type Powador 5000xi and 110 Kyocera modules KC 175 with a rated power of 175 watts. In return for its "grid support of the special kind", the hotel now expects an annual income of € 12,000 – made possible by the fairly high feed-in tariff of 75 cents per kilowatt hour offered on the Greek islands. As a special feature the modules were installed horizontally on the rooftop, so as to hide them from the hotel guests' view.

We think that there is no reason to be ashamed – quite on the contrary! One should be proud of a photovoltaic plant which keeps the public grid stable.



As always: Solar modules enjoy the beautiful view while solar inverters are doing the dog-work in the basement.



Please **welcome** the KACO blueplanet 3502xi and 5002xi

- Highest efficiency in its class - over 95.5%
- Plug and play web monitoring option
- Integrated and lockable AC/DC disconnect included
- Field selectable grid voltage (240 / 208 V_{AC})
- Field selectable positive or negative grounding
- Programmable LCD display with night switch
- Convection cooled aluminum housing - high reliability
- NEMA 3R enclosure - for indoor or outdoor installation
- 1/2" or 3/4" knockouts on sides, bottom & rear of unit
- easyInstall light weight single penetration installation
- easyLink data interface includes RS485 connection
- easySwap 10 year warranty with service reimbursement

Fall is in the air and this means the biggest trade show of the year is right around the corner. By the time you are reading this article "Solar Power International 2009" has either happened already or you are currently there, taking a well deserved break to refill your tank, reading our magazine. Well, thanks for taking the time. We'll make it worth your while.

We have a few more additions to the **blueplanet** family of residential inverters, just in time to launch at the show in Anaheim.

We are delighted to hear the many beta units installed are producing excellent results; we are very happy to have received the UL listing on the 3502 and 5002 inverters and we look forward to shipping them to one of your installation sites.

The KACO **blueplanet** 3502xi and 5002xi like the 1502xi and 2502xi will be a perfect solution for the new breed of systems to be installed in the coming years.

- **Lightweight**
- **Easiest to install**
- **Super efficient**
- **Ultra reliable**

... the **blueplanet** 02 series inverters are all of these and more.

Keep it advanced but super-easy to install. At all times.

We are excited to speak about the simplicity of installing the **blueplanet** 02xi series inverters. Unlike other brands, these inverters will be very easy to install, just mount and connect!

The **blueplanet** 02xi series will include an integrated AC/DC disconnect switch that the installer will not have to wire up or install on to the inverter.

Yes, that's right, just mount the inverter and connect the AC and DC wiring and **move to the next job.**

We shall continue to use the high frequency transformers so they remain lightweight, no fans to cool, just the air we breathe. These units will work in a positive or negative ground array and 240V or 208V grids. They are selectable on the fly for super fast installation.

Please keep an eye out for the KACO **watchDOG** (page 15) option which will monitor your PV system with up to three inverters per card. The cost which will beat the competition and allow the customer to have peace of mind, since their system is producing optimal power at all times. If there is a lack of power, the customer and installer will receive an email instantly so that a closer look can be taken. This works with the inverters RS 485 communication protocol which is already a standard feature in the KACO inverters, another bonus feature to the **blueplanet** 02 series of inverters.

Make sure you have a look at the KACO **inSIGHT** (page 16). This option will allow the end user to monitor its PV system anywhere in one's home without installing wires or unsightly cables. Imagine a wireless picture frame displaying your family pictures in addition to your PV system output. Keep your eyes peeled for the shipping dates for the 3502xi and 5002xi as they will be available beginning the start of the Solar Power International 2009 trade show.

The KACO 02xi series represents the latest generation of PV inverters.

- The units come pre-assembled to a connection box including an NEC compliant AC/DC disconnect switch. The inverter can be easily removed from the connection box. The connection box allows conduit to connect from both sides, the bottom or the rear for increased installation flexibility. Using the rear knockouts will hide all conduits for a clean install.
- Installation is as simple as mounting a "T" bracket to the wall and hanging the inverter. The inverter is lightweight and easy to lift onto the bracket.
- The CEC efficiency has been increased to 95.5%. The internal electronic design has been simplified and made more reliable using the latest generation of Digital Control technology.
- Field selectable grid voltages 240 / 208V_{AC} with or without neutral sensing and field selectable positive or negative grounding simplify installs.
- Conveniently monitor your PV system with our integrated plug and play web monitoring option.



Hook up.
Move on.
He's a big boy.
He can handle it.



WHY?

Well, let me explain this in a simple and effective way. Let's think about this for a moment:

Imagine yourself at the installation site now. The panels are ready and waiting. Everyone involved in this project needs the system to run immediately. But experience tells them, it's not that easy. All the set-up and adjustments. The situation is tense.

But you are calm and confident.

All eyes are on the inverter. It gets hooked up. Hearts are racing.

Bingo!

It's done! You sigh, satisfied. The XP100 has succeeded handsomely. Again. The system is online and running perfectly. A dream? Absolutely not. Let's continue.

You're home. You've just checked the system's performance on your phone. Of course, it's running optimally since the hook up, even though the weather didn't keep up. It's so great to work with **intelligent equipment**, you think, almost tempted to **pat yourself on the back**.

Your phone beeps. A text message from the engineers at KACO. They've just remotely updated the software. And they're monitoring the system. **24/7.**

You start thinking about all the free time you have now. Another installation? Vacation first? Consult other companies and share the knowledge? **Hawaii perhaps?** Hawaii sounds just fine for the moment.

BUT here's the thing. You are who you are, smart and curious, so you can't help but wonder.

How is this possible? Technically. What's behind all this? How can this inverter master all challenges single-handedly?

Alright, already. We promised short and simple. You have 3 options:

- Play **Sherlock Holmes and Einstein** at the same time and simply come up with the riddle's answer yourself.
- Continue reading the next page and get involved in **some serious tech talk**.
- Contact **Karsten Mall**. kmall@kaco-newenergy.com 415-931-2046 ext. 109



Jake Ocker (pictured 3rd from the right) at the installation site in Davis, California.

KACO: Jake, You've recently installed your first XP100 in Davis, California. Are there any obvious benefits when installing this unit compared to other central inverters?

Jake Ocker (JO): Some of the benefits of using the Kaco XP100 inverter were the accessibility of the wiring terminations, points of wire entry on the cabinet in relation to their landings, size of the cover plate for conduit entry and the logical placement of the bus bars inside the unit.

KACO: Generally speaking – what are the most important features an inverter has to come with these days?

JO: Multiple locations for conduit entry (below & sides), excellent ventilation, solid points for terminating wires (lugs, threaded studs or holes in bus bars), labeling of easy identification of components, safety labels, nameplate rating & serial number external to the unit, fused DC bus (even as only an option), monitoring or terminal for data collection.

Blue Oak Energy (BOE) is a full service provider of solar photovoltaic systems. BOE employees bring more than 50 years of combined experience in the solar industry. Our services include project planning and feasibility, design and engineering, turn-key installation, and system maintenance. We have been the project lead or a key team member for over 100 projects, from 50kW to 35MW in size. In the past six years, Blue Oak Energy has provided a range of services for projects with a cumulative total of over 75MW. Company principals hold active Professional Engineering licenses in multiple states and the BOE staff includes Licensed California General Electricians, NABCEP Certified Installers and Project Managers, and LEED Accredited Professionals.



Central Inverter XP100 Tech Talk with Jake Ocker, Project Manager at Blue Oak Energy, Inc.

KACO: What features make this unit stand out the most?

JO: The clean exterior look, good color scheme, the inside was very well designed and organized, the addition of Plexiglas internal panels.

KACO: Is it important that an inverter provides monitoring this advanced? If so, why?

JO: Yes, some projects have performance guarantees to the power being supplied and it is very important to minimize any down time.

KACO: Would you recommend the XP100 and why?

JO: Yes, the inverter is well organized, well labeled and installer friendly. As an installer, I could tell that there was good thought during the engineering process to ensure the unit not only performed well but was able to be efficiently installed.

KACO blueplanet XP 100 kW

- Highest efficiency in its class - over 96.5%
- Interactive TFT touch screen
- Wide MPPT tracking with pulse width modulation (PWM)
- Redundant control board power supply
- JAVA enabled web monitoring included

grid-tied inverter

- Field selectable country specific grid voltage options
- Variable speed fan - ultimate longevity
- NEMA 3R enclosure - for indoor or outdoor installation
- easyLink data interface includes RS485 connection
- easySwap 10 year warranty with service reimbursement

KACO Monitoring

Watch a movie, cook a meal, learn to draw, play a game, email a friend, learn a new language. Whatever it is you do with your free time, using KACO's integrated tools for monitoring your solar system lets you get on with living. Reliable, accurate data, when you need it, and right at your fingertips with KACO's innovative portfolio of accessory options. View historic, current and production trend data or proudly review your environmental savings. Or use the integrated KACO **watchDOG** to monitor up to three inverters in one system to produce the same visual graphic representation of your PV production data. The easily integrated KACO **inSIGHT** RSS feed will provide you with mobile access to the data that matters most when reviewing the return on your solar investment. State of the art monitoring is available through your preferred inverter partner KACO. Regardless of which you choose you will have peace of mind knowing that you will receive an instant email warning if your system malfunctions or problems arise. Our monitoring options are easy to install, broad reaching and offer KACO's superior warranty and support. So go ahead. Pick up that book, call that friend, or just sit down and relax, smiling with the satisfaction of knowing you are protecting your investment, ensuring maximum energy yield and able to access your PV system data with the push of a button.



KACO watchDOG

The KACO **watchDOG** monitors PV system performance from inside the connection box housing. There is no need to purchase additional external hardware. All that is needed is an active Ethernet internet connection. The **watchDOG** will help to ensure that your system is performing to it's full potential.

This is the integrated monitoring feature our partners have asked us for. Coupled with the embedded digital control processor by KACO we have created a powerful monitoring tool that will accurately and reliably provide the most pertinent data that you need. Now it's even easier to know that your PV system is operating at it's optimum level.

Through the KACO **blueplanet** web portal you will be able to remotely view your current production, historical production data and production trends. Your status alarms can be configured to email or text message you the moment that a problem arises. This will help to maximize system uptime, overall performance and increase savings.

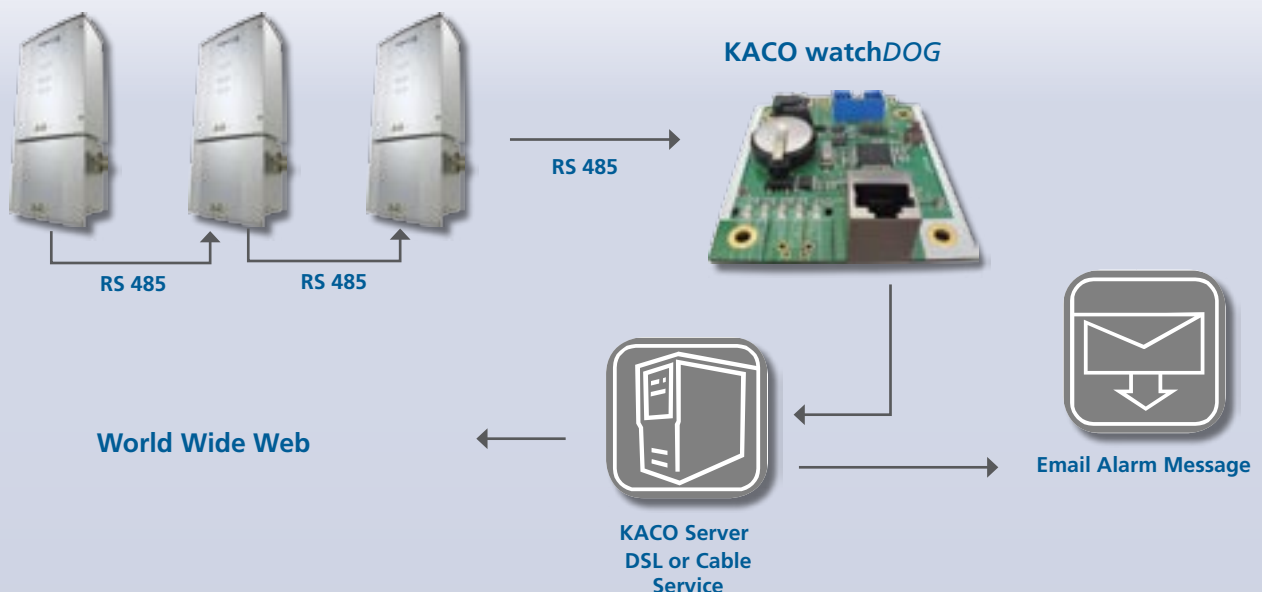
The data can be accessed remotely by Performance Monitoring Reporting Service (PMRS) providers to report your system data for solar incentive reporting.



features

- Easy field installation inside the 02xi series connection box
- Energy output graphs include hourly, daily, weekly, monthly and annual production graphs
- Voltage vs. Power output graphs available
- Data can be taken from individual inverters or from the entire system
- Production data can be exported to .csv format
- Data can be configured for use by solar incentive program administrators and PMRS providers
- Technical assistance via telephone 9 - 5 Monday through Friday

Remote System Monitoring with KACO watchDOG



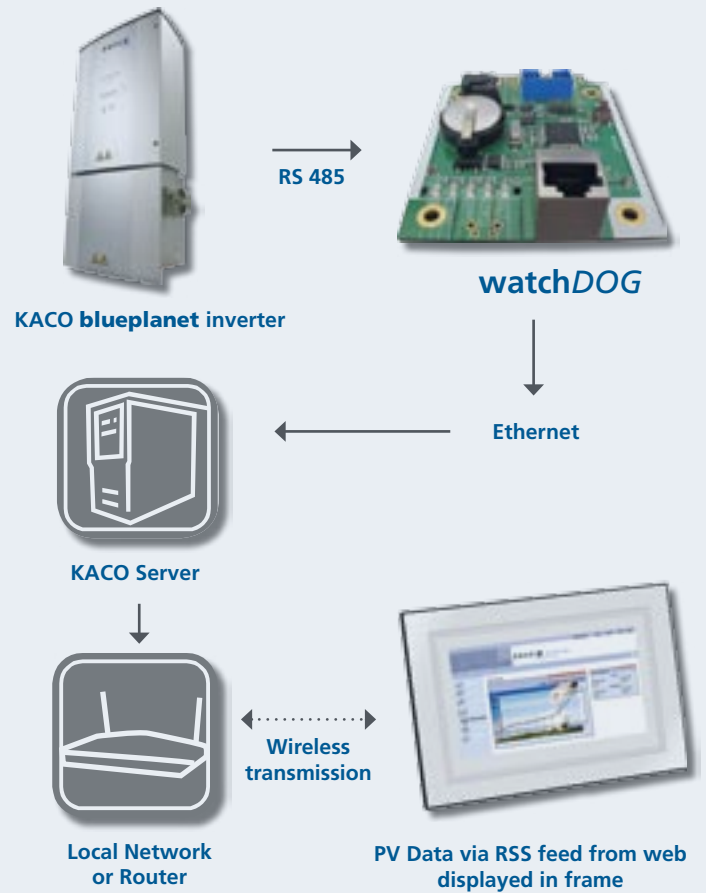
KACO *inSIGHT*

The KACO *inSIGHT* is the future of PV monitoring. A live RSS feed will continuously feed your real time PV data to a wireless picture frame. The KACO *inSIGHT* frame is the industry leader in wireless PV monitoring technology.

Make it easy to access your most important PV information with other cherished possessions including movies, pictures and music. The *inSIGHT* RSS feed and frame will make your PV system the most talked about and viewed possession in your home.



Monitoring with KACO *inSIGHT*



You need to be able to monitor and show the system's performance at all times and just about everywhere?

Just use the *inSIGHT* RSS feed on your iphone.

features

- Live RSS feed to your PV data
- 15 minute data refresh
- 8" LCD screen (10" option)
- Wi-Fi enabled monitoring device
- Receive data from multiple PV systems
- Upload personal pictures, music, movies and more from your PC
- Watch your PV data from anywhere in your home
- Access stock quotes, weather and more while you see how much electricity your PV system produces
- Historical and current PV data displayed

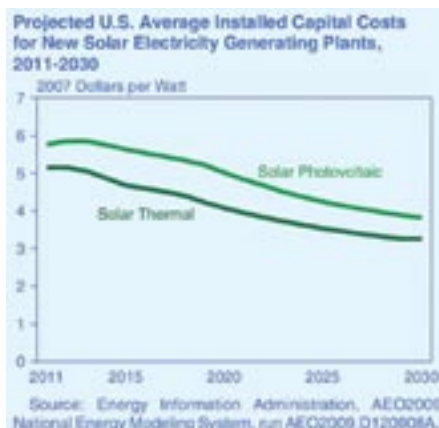
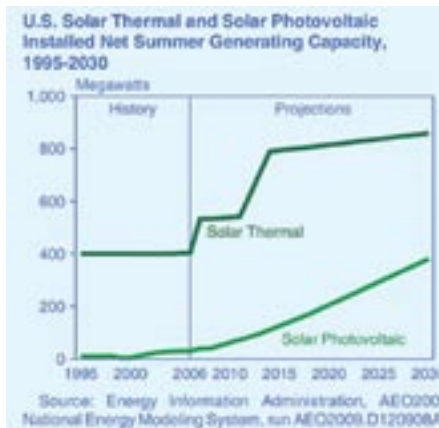


FITs in the USA?

The political landscape of the United States can be described as precarious to say the least. Programs come and go at the drop of a dime and the industry reacts directly in line day in and day out. You can't turn on the television, drive down the road or look online without seeing solar. New programs are being discussed on almost all fronts. It's great news. The news is hard to follow all the time, but ultimately our stature as a reliable energy generation option is solidified.

That being said one can discern from the myriad of press releases and legislative announcements from all corners of this great country that not only are state governments figuring their way to provide solid incentive programs but the federal government is on board as well. It's a safe bet to count on the inclusion of Feed in Tariff (FIT) incentives in many states by 2010. The Energy Information Administration of the United States has faith that solar energy will become cheaper and more ingrained in the energy mix of the US over the next decades. They recently released the following data that provides some clarity as to how the industry could grow and as it grows the price per kWh will inevitably make direct subsidies for solar generation equipment unnecessary. At the point that the industry reach grid parity the incentives necessary to maintain the industry will surely be no greater than the tax credits that other types of energy generation have historically enjoyed for decades.

California has implemented a FIT pilot that has been operational for well over a year. There is currently talk at the California Public Utilities Commission (CPUC) of implementing a FIT designed for the state that will target systems in the 1-10MW range. This proposal has incorporated budgetary caps that make for intelligent decreases in the kWh payment based on market variables that give the CPUC the flexibility it



needs to quickly and accurately decrease payment levels to account for market innovation and installation cost reductions. Gainesville Florida enacted a FIT that sold out until 2013 within a week. Washington and Vermont have also enacted FIT programs. Hawaii and other state governments are researching the appropriate Feed in Tariff incentive method for their states. In addition, a whole new myriad of incentive structures will no doubt roll out which may provide additional stability and innovation in the industry on the subsidy front.

The Berkeley First program was initiated in early 2009 and did very well (while money was available to fund the applications) and now has been enacted in Sonoma County. The same type of program may soon be rolled out in a modified form in New York

City. The NYC Economic Development Corporation has plans to offer a tax abatement program that is different but still similar to the Berkeley tax easement incentive.

These tax easement and tax abatement incentive structures provide homeowners the flexibility to offset the up front capital requirements for the installation of a solar system through the use of bond funds that are repaid by the consumer with a predetermined amount lumped into their property taxes. The abatement program provides less risk for the government entity that offers the program by allowing the consumer to receive a deduction off their property tax due to offset the cost of the solar system over time. The tax easement approach offers cash strapped consumers the option of paying a little more on their property tax bill for a set number of years instead of forking over the large up-front sum currently required for most installations. We will surely see this incentive structure in modified form in a number of cities throughout the US.

The political world in the United States is complex. Luckily for us in the solar industry the www.dsireusa.org website has been retooled to provide solar professionals direct access to the most relevant incentive information at www.dsireusa.org/solar. Take a look if you haven't already browsed the site and learn more about the financial incentives available to you in your area. A quick visit to the web site of the program manager will lead you to the contact information of the person in charge of the program. Give them a call today and get involved. Educated activists will always be able to enact positive change. Be a part of the movement and get involved with the creation of the incentive for solar in your state now!

Boots on the Roof, Literally

The premier US wind and solar training provider

KACO is always excited to get to know new industry partners and friends! The company we're about to introduce to you is very special and more than noteworthy. We are extraordinarily impressed by Boots on the Roof from Fremont, CA.

Boots on the Roof is the premier Wind and Solar training provider in the US, with the mission of training the next wave of renewable energy contractors, engineers, architects, sales professionals and business entrepreneurs. KACO appreciates this mission statement since we think that Boots on the Roof is exactly the kind of training company this industry needs.

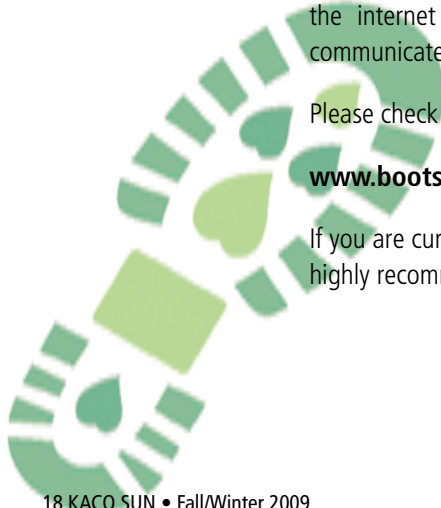
The training facility in Fremont is absolutely state of the art. The many classrooms are incredibly well equipped and the spaces and equipment they provide for the hands-on training are simply top notch! While walking through their facility, everyone was convinced immediately that this is the way to go if you consider becoming a solar contractor, installer or sales person.

Boots on the Roof not only takes care of their students while they are joining the courses by providing transportation, hotel rooms and a fantastic lunch area so the students can completely focus on the classes - they actually take it a step further by organizing an "Alumni-Network" on the internet where former students can communicate with each other to exchange news, ideas, requests etc.

Please check out their information on the following links:

www.bootsontheroof.com, <http://twitter.com/bootsontheroof>

If you are currently considering an education in the field of renewable energy, KACO highly recommends this company.



KACO TRAIN YOUR WAY

We want to help you and your team work confidently with the **KACO blueplanet** brand inverters. In order to facilitate this mission we've decided to let you tell us when and where the best time is to train you and your team on the KACO products.

Contact us directly to set up training at your facility. We are happy to consider any facility in any of the continental United States.

The cost for the training is \$125 per attendee with a 10 person minimum.

CALIFORNIA

Solar Power International

www.solarpowerinternational.com/

Anaheim, CA

October 27th - 29th

Anaheim Convention Center

Booth #2138

Product highlights: XP100 kW launch, official announcement of the 3502xi and the 5002xi

ONTARIO

CANSIA Expo

<http://www.cansia.ca/2009CanSIASolarConference>

Ontario, Canada

December 7th - 8th

Westin Harbour Castle

Booth #422

Product highlights: XP100 kW training

2010 UPCOMING SHOWS:

TEXAS

Renewable Energy World Conference & Expo

Power Shift

<http://www.renewableenergyworld-events.com/>

Austin, TX

February 23rd – 25th

Austin Convention Center

MASSACHUSETTS

Building Energy

www.nasea.org

Boston, MA

March 9th – 10th

Seaport World Trade Center

Publisher
Editor
Layout & Design
Pictures
Printing

KACO new energy Inc.
Svea Jeske
Deirdre Nemmers
KACO new energy, Inc., Svea Jeske
Visual Media Solutions



Printed on 100% post consumer material using soy based inks.

K A C O



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