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August 23, 2011

Mr. Byron Washom
Director, Strategic Energy Initiatives
Vice Chancellor Office of Resource Management Planning
University of California, San Diego
9500 Gilman Drive MS #0057
La Jolla, CA 92093-0057

Re: CleanTECH San Diego Support for UCSD Proposal to the California Solar Initiative Solicitation III for Market Connection, Information Dissemination, Education and Public Outreach

Dear Mr. Washom:

I am writing to express the support of CleanTECH San Diego for UCSD's proposal to the California Solar Initiative for Market Connection, Information Dissemination, Education and Public Outreach.

CleanTECH San Diego is a nonprofit association focused on accelerating the greater San Diego region's transition to a clean energy economy. We have a broad and diverse membership that includes the private sector such as General Atomics, Bank of America, Kyocera, and Viridity Energy, as well as local governments, nongovernmental agencies and universities and research institutes such as UC San Diego, San Diego State and the Scripps Institution of Oceanography.

CleanTECH San Diego has a strong relationship with UC San Diego that is marked by collaboration on multiple projects. We are pleased to support UC San Diego's proposal and look forward to the partnership opportunity with the University and the multiple stakeholders it has assembled to support this effort.

Specifically, we are pleased to partner with UC San Diego on the tasks to support San Diego's IHub designation for solar energy storage. Since receiving the designation in June 2010, CleanTECH San Diego has worked closely with the private sector, the University and other IHub partners to lay the groundwork for creating a robust solar energy storage cluster. To this end, CleanTECH San Diego has already undertaken the following tasks: a) quantified and categorized the greater region's robust business creation activity--the region is currently home to over 180 solar businesses and 20 storage businesses; b) reached out to survey representatives of the business clusters to understand their opportunities and challenges and c) provided discrete networking opportunities

to these constituencies to enable direct business to business connections and partnerships.

This proposal provides the opportunity to strengthen these initial efforts with the belief that concentrated regional cluster growth leads to state and national economic growth. The goal of the task is to create a robust, regional ecosystem to accelerate the convergence of solar energy and energy storage within two years in San Diego/Imperial Counties. Due to the early stage nature of this convergence, this proposal identifies specific needs to enable the IHub to accomplish economic development and job growth, underdeveloped business training and mentoring, technology transfer and a commercialization chain.

Task 1: Economic Development, Job Growth and Cluster Support

- 1.1. Continue to quantify and categorize on a quarterly basis the solar energy and energy storage clusters.
- 1.2. Create a baseline analysis of the direct and indirect economic impacts of the solar energy and energy storage clusters including job growth on an annual basis.
- 1.3. Design semi-annual programs to support the maturation of the cluster with particular relevance to the solar/generation, materials science and high tech sectors. Programs will leverage the multitude of national conventions that San Diego site hosts to strengthen educational forums, networking events and technology transfer.

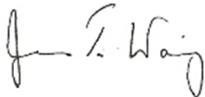
Task 2: Business Support and Mentoring

- 2.1. Establish semi-annual mentoring programs, industry led training seminars and networking opportunities with seasoned entrepreneurs to help potential high-growth solar energy storage businesses.
- 2.2. Continue to encourage business to business and lab to business strategic partnerships that explore and demonstrate the convergence of solar/renewables and energy storage.
- 2.3. Design annual programs that examine trends associated with the flow of private and public capital needed to support a robust solar energy storage sector.

As a consequence, CleanTECH San Diego is prepared to provide \$25,000 of concurrent, relevant and uncommitted match funding of in-kind labor to this effort.

Thank you for the opportunity to participate in this important work.

Warm Regards,

A handwritten signature in black ink, appearing to read "Jim Waring". The signature is fluid and cursive, with the first name "Jim" and last name "Waring" clearly distinguishable.

Jim Waring