



October 24, 2012

Ignacio
00 Street name
City, State 00000

Subject: Invitation to join our strategic alliance for HREDV Electric Vehicle Charging Station Smart Grid Proposal

Dear Mr. Ignacio:

My name is Stephen Lasher, I am the Director of Business Development for R&D Projects at Satcon. Satcon, a leading provider of utility scale power solutions for the Renewable Energy market, is pursuing the demonstration of Renewable Energy-powered Electric Vehicle Charging Stations using Smart Grid technologies in Hawaii.

Recently we won an HREDV project on Lanai, where we are developing and demonstrating the necessary hardware to achieve bidirectional DC-DC charging of electric vehicles and energy storage for PV ramp rate control. Currently, we are in the last stages of a new proposal bid to HREDV to use the existing 100 kW PV array at the Hilo County Building to demonstrate rapid and renewable electric vehicle charging with Vehicle-to-Grid (V2G) capabilities. Satcon is working closely with the County of Hawaii on the proposal for the Big Island demonstration project.

HNU Energy, Chrysler, and perhaps other electric vehicle OEMs, are offering to partner with us in a strategic alliance to better position ourselves to be the winning bidders for the project.

My colleagues at Satcon, Will Rolston at the County of Hawaii, and I have been talking with Curt Beck about our proposed HREDV project on the Big Island, and he suggested I send you this letter to introduce our project and see if HELCO would be interested in participating either as an observer or as a more involved partner. If so, we would very much like to have a Letter of Support from you, indicating HELCO's interest in the demonstration project. I've attached a summary document outlining the benefits and some more details about the technology for your information. We would be happy to have a brief conference call with you at your earliest convenience if you have any questions or would like additional information.

Thank you in advance for your consideration.

Sincerely,

Steve

Stephen Lasher

Director of Business Development, R&D

SL/nri

Encl. Renewable Electric Vehicle Charging and Smart Grid Proposal Summary