



INDUSTRY NEWS

FLASEIA SELECTS 2005–2006 OFFICERS & DIRECTORS

On Sunday, August 7, 2005, the 2005–2006 FlaSEIA Board of Directors held a board meeting. The first order of business was to elect the officers for the 2005–2006 term.

The FlaSEIA Officers for 2005–2006 are: President – Tom Harriman, Harrimans, Inc.; First Vice President – Bob Zrallack; Solar Energy Systems; Second Vice President – Dillon Daniels, Solar Source; Secretary – Colleen Kettles, Florida Solar Energy Research & Education Foundation; Treasurer – Victor Eyal, Heliocol U.S.A., Inc.; and Immediate Past President – Dave Bessette; Allsolar Service Company, Inc.

The FlaSEIA Directors for 2005–2007 are: Dillon Daniels, Solar Source; Victor Eyal, Heliocol U.S.A., Inc.; Steve Gorman, Thermal Conversion Technologies; Tom Harriman, Harrimans, Inc.; and Buzz Schaberg, The LeverEdge. The FlaSEIA Directors for 2004–2006 are: Dave Bessette; Allsolar Service Company, Inc.; Dr. Charles Cromer, Florida Solar Energy Center; Pete DeNapoli, Shell Solar Industries; Tom Lane, Energy Conservation Services of North Florida; and Bob Zrallack; Solar Energy Systems.

FlaSEIA looks forward to a very productive and active year.

FLASEIA TO HOLD AUCTION, ANNUAL MEETING AND DINNER

On Thursday, November 17, 2005, FlaSEIA will be holding an Auction, Annual Meeting and Dinner at The Country Club at Heathrow in Heathrow (Lake Mary). Social Hour begins at 5:30 p.m., Dinner and Annual Meeting begins at 6:30 p.m. and the Live Auction begins at 7:30 p.m. The cost to attend the Auction, Annual Meeting and Dinner is \$37.00 per person. Reservations must be made with the FlaSEIA office no later than Monday, October 31, 2005. Reservations made after Monday, October 31, 2005 will be an additional \$5.00 per

person. Join us for some great fun and auction items.

The deadline to submit donations to the FlaSEIA office is Monday, October 31, 2005 in order for the donation to be listed in the Auction brochure. Any donation of \$250.00 or more will receive a business card ad in the Auction brochure.

For your convenience, the Donation Form and a Registration Form are attached to this newsletter. If you have any questions, please contact the FlaSEIA office at (407) 339–2010.

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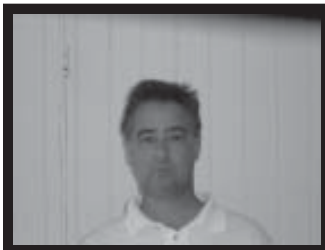
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TOM HARRIMAN
FLASEIA PRESIDENT

Just like that, with a stroke of a pen, on August 8, President George W. Bush approved the "Energy Policy Act of 2005"! So what does this mean for our industry? Under this legislation, homeowners are entitled to receive a federal tax credit worth 30% for a qualifying solar energy system, capped at a maximum of \$2,000.00. Additionally, a business that installs a system will also receive the same credit with the bonus of no cap.

The question is what qualifies? Under the new energy act, photovoltaic (PV), solar water heating, concentrating solar power and solar hybrid lighting qualify (unfortunately solar pool heating is exempt). These federal tax credits will apply for the above mentioned installations placed in service from January 1, 2006 through December 31, 2007. The key here is "placed in service." A solar energy system can be installed before the first of the year; however, to qualify for the credit, it must be activated on or after January 1, 2006.

Fellow members, this has been a monumental task and a tremendous victory for SEIA, FlaSEIA and our industry as a whole. Congratulations to all who have contributed and worked hard for the passage of this bill.

So what's next for FlaSEIA? As gas prices hover at \$3.00 per gallon, recurring requests by our utility companies for rate hike increases, and the tipper, Governor Jeb Bush parking his gas guzzling Excursion in favor of a Ford Hybrid Escape, it appears like this may truly be a very pro-energy, pro-solar 2006

Legislative Session. This has been made even more evident by our recent meeting with members of our board and Senator Ken Pruitt. The thinking here is that this is the time to be pro-active! Currently, our board is working on strong solar energy related legislative issues for the upcoming 2006 Legislative Session.

Fellow FlaSEIA members, I urge you to get involved in several ways.

- 1) Donate to the Solar Power PAC, our solar political action contribution fund. This truly does enhance FlaSEIA's relationship with legislators that support our views.
- 2) Attend our general membership meeting/annual auction dinner (fund raiser) on Thursday, November 17, 2005 at The Country Club at Heathrow in Heathrow (Lake Mary).
- 3) Help us increase our membership – a larger membership means a greater voice. Who do you know that should join in the upcoming year? Ask them to be a member.

In conclusion, the future looks bright for our association and industry.

Best regards,

Tom Harriman
FlaSEIA President

2005/2006 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

PRESIDENT	2005 – 2007	2004 – 2006
Tom Harriman Harrimans, Inc.	Dillon Daniels Solar Source	David Bessette Allsolar Service Company, Inc.
1st VICE PRESIDENT Bob Zrallack Solar Energy Systems	Victor Eyal Heliocol U.S.A., Inc.	Dr. Charles Cromer Florida Solar Energy Center
2nd VICE PRESIDENT Dillon Daniels Solar Source	Steve Gorman Thermal Conversion Technologies	Pete DeNapoli Shell Solar Industries
SECRETARY Colleen Kettles Florida Solar Energy Research & Education Foundation	Tom Harriman Harrimans, Inc.	Tom Lane Energy Conservation Services of North Florida
TREASURER Victor Eyal Heliocol U.S.A., Inc.	Vacancy	Bob Zrallack Solar Energy Systems Vacancy
IMMEDIATE PAST PRESIDENT Dave Bessette Allsolar Service Company, Inc.		

DEADLINE FOR "GRANDFATHERING" OF REGISTERED CONTRACTORS EXTENDED UNTIL NOVEMBER 1, 2005

Effective October 1, 2005, and pursuant to Senate Bill 1012, which was signed by Governor Jeb Bush on June 17, 2005, a person holding a valid state registered contractor's license may apply for certification if licensed in one of the contractor categories defined in Section 489.105(3)(a)-(p), Florida Statutes.

The department will begin accepting applications on October 1, 2005. Applications must be postmarked by November 1, 2005. The November 1, 2005 deadline is required per Florida Statutes. Neither the department nor the Construction Industry Licensing Board (CILB) has the authority to extend a statutory deadline. If you do not have five years of experience

by November 1, 2005, you will not qualify to grandfather your license. However, your registered license will remain valid.

In order to obtain certification, the applicant must be able to demonstrate the following:

- The applicant, for the category of certification sought, has passed a written examination that the board finds to be substantially similar to the examination required to be licensed as a certified contractor. For purposes of grandfathering only, a written, proctored examination such as that produced by the National Assessment Institute, Block and Associates, NAI/Block,



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Exterior Assessments, Professional Testing, Inc., or Assessment Systems, Inc., shall be considered to be substantially similar. **If you did not pass a written examination prior to obtaining state registration, you must pass an applicable examination prior to filing your grandfathering application.**

- The applicant has at least five years of experience as a registered contractor in that contracting category, or as a licensed inspector or building administrator with oversight over that category, at the time of application. Only the time period in which the contractor's license is active and the contractor is not on probation shall count toward the five years required by this subsection.
- The applicant has not had his or her contractor's license revoked at any time; had his or her contractor's license suspended within the last five years; or been assessed a fine in excess of \$500 within the last five years.
- The applicant is in compliance with the insurance and financial responsibility requirements in Section 489.115(5), Florida Statutes.

Applications are available on the CILB website:
www.myflorida.com/dbpr/pro/cilb/cilb_index.shtml.

FSEC TO HOLD 30TH ANNIVERSARY OPEN HOUSE

The Florida Solar Energy Center (FSEC) will celebrate its 30th Anniversary on Saturday, October 29, 2005 with a free Open House from 10:00 a.m. to 4:00 p.m. at the center in Cocoa.

The day's events will feature several general interest presentations by FSEC staff on home energy-saving tips, information on tax incentives and rebates, ways to use solar energy for emergencies and disaster relief, and other information on renewable energy technologies, including an overview of hydrogen and fuel cells. There will also be informal chat sessions with researchers, a variety of videos on energy, tours



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around the center, displays of alternative-fueled vehicles, and many student activities including solar car demonstrations, solar cooking and entertainment.

The event is free and open to the public, so come out and bring your questions on energy to talk with the experts. The event will be held rain or shine.

FlaSEIA members are invited to exhibit during the Open House on Saturday as well. The Open House and Exhibits will be open to the public. If you are interested in exhibiting at the FSEC Open House, please contact Colleen Kettles via e-mail at cmkettles@cfl.rr.com or phone at (407) 620-7613.

NOTICE OF NONPAYMENT . . . AN IMPORTANT CHANGE

House Bill 509, also identified as Chapter 2005-230 (Prompt Pay and Retainage), amends existing laws and creates many new sections of laws. The law will take effect on October 1, 2005. The new law will not apply to public construction contracts in existence, pending approval by a governmental entity or advertised for bid on or before October 1, 2005.

The new law contains a provision that will make a change on notices of nonpayment. Effective October 1, 2005, every notice of nonpayment must set forth separately the amount claimed that represents retainage. Go ahead and change your standard form for a notice of nonpayment now! Specifically, the law now states that "any notice of nonpayment served by a claimant who is not in privity with the contractor which includes sums for retainage must specify the portion of the amount claimed for retainage."

For a sample copy of a notice of nonpayment that complies with the new law, please feel free to contact the FlaSEIA office at (407) 339-2010.

LIEN LAW CHANGES TAKE EFFECT OCTOBER 1, 2005

Several changes were made by the Legislature to the Construction Lien Law this year. Those changes took effect October 1, 2005. Most notable of the changes is the Construction Lien Law Notice. The Legislature reduced the font size from 18 to 14 pt. In addition, the notice must now be on the front page of the contract.

Make sure your contracts are up-to-date and comply with the recent changes made to the Florida Construction Lien Law.

In addition to the above, the Lien Law includes the following changes that took effect October 1, 2005:

- elevates the misapplication of construction funds less than \$20,000 but more than \$1,000 from a third degree felony to a second degree felony.
- restores the requirement that lenders provide a construction lien law notice to an owner any time they make a disbursement on a loan.
- increases the administrative fines that can be assessed by the Construction Industry Licensing Board (CILB) from \$5,000 to \$10,000 per violation. These fines have been the same for over 20 years and are supported by the CILB that discipline contractors.
- specifies that a claim of lien must be served on an owner. Current law requires service but is silent as to who must be served.



Industry News is published quarterly by the Florida Solar Energy Industries Association (FlaSEIA). Ideas, opinions and views expressed herein are not necessarily those of FlaSEIA.

JESSICA LUNSFORD ACT

The FlaSEIA office has received numerous inquiries as to the status of the Jessica Lunsford Act which took effect on September 1, 2005. The Act requires every person entering school property, under contract with the school board, be fingerprinted and pass a Level 2 Screening. This well intended law was amended on the Senate Floor during the final days of the Legislative Session to require fingerprinting for contactors. This amendment was approved without discussion, even though the fiscal impact was never determined. Be assured that FISEIA and The Construction Coalition is working on this important construction issue. Thousands of construction employees are engaged in construction and renovation of public schools around the state each and every day, and the magnitude of the law is tremendous. In addition, Legislative leaders, as well as the staffs of the House and Senate Committees of Criminal Justice, Education and the respective Appropriations Committees, are all involved with this issue.

Additional concerns:

- School districts are not implementing the requirements of the law in a consistent fashion.
- Some school districts apply the law to new construction when no students are present while others do not.
- No reciprocity among school districts exists, so contractors who work in multiple counties are faced with a Class II Security Clearance in every county they work.

Current Status:

The Florida Department of Law

Enforcement (FDLE) has been asked by the Legislature to implement a system that will allow for criminal history information provided to a school district to be shared with other districts. This system is being developed by FDLE and is scheduled to be available to school districts September 30. The system was proposed in order to give school districts an automated option for sharing criminal history information with other school districts. However, school districts are not mandated to use this system and may have other local policy that applies.

Please go to http://www.fdle.state.fl.us/alerts/attach/JLA_schools_explanation_to_contractors.pdf for FDLE Shared School Results Information for Contractors. **Please do not call the phone number provided in the link until after September 30 as the FDLE staff will be busy establishing the system.**

There may be a Legislative Special Session in late November or early December to address other legislative issues such as Medicaid. If so, be assured that FlaSEIA and The Construction Coalition will work with Legislative leaders to include a bill to address the industry’s concerns with the Jessica Lunsford Act such as:

- Utilizing the FDLE Sex Offender and Sexual Predator List and the National Sex offender Public Registry.
- Providing for reciprocity among school districts.
- Delaying (further) implementation until April 2006.

The FlaSEIA office will keep you informed of any changes or developments on this law as they evolve.

WELCOME NEW MEMBERS

JULY-SEPTEMBER 2005

F laSEIA extends a hearty welcome to the following new members who have joined the association in 2005. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

Contractors

Advance Solar & Spa, Inc.

Aaron Fields
2431 Crystal Drive
Fort Myers, FL 33907
Phone: 239/939-7446
FAX: 239/939-2946
E-mail: aadoc7@yahoo.com
License Number: CW C056664,
CV C056657

Counties Served: BROWARD,
CHARLOTTE, COLLIER, DADE,
GLADE, HENDRY, LEE, MANATEE,
MONROE, PALM BEACH,
SARASOTA

Mirasol FAFCO Solar, Inc.

Scott Egglefield
508 East Colonia Lane
Nokomis, FL 34275
Phone: 941/484-0130
FAX: 941/483-3297

E-mail: mirasol@comcast.net
Website: www.mirasolfafco.com
License Number: CF C025586
Counties Served: DESOTO,
HARDEE, HIGHLANDS, MANATEE,
SARASOTA

Solar Direct

Kirk Maust
5919 21st Street East
Bradenton, FL 34203
Phone: 941/359-8228
FAX: 941/359-3848
E-mail: kirk@solardirect.com
Website: www.solardirect.com
License Number: CW C029795
Counties Served: RESIDENTIAL
AND COMMERCIAL JOBS
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Solar Lights and More

Kevin McMonigle
5640 S.W. 6th Place, Suite 400
Ocala, FL 34474
Phone: 352/690-9664
FAX: 352/690-9662
E-mail: sales@solarlightsinc.com
Website: www.solarlightsinc.com
License Number: CA 22619
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Tallahassee Energy & Construction, Inc.

David Marsh
173 Oakwood Trail
Crawfordville, FL 32316
Phone: 850/575-0021
FAX: 850/926-1510
E-mail: dbmmrsh@netscape.net
License Number: CW C056634
Counties Served: BAKER,
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GADSDEN, HAMILTON, HOLMES,
JACKSON, JEFFERSON, LEON,
MADISON, NASSAU, OKALOOSA,
SANTA ROSA, WALTON

Manufacturers

AET/Thermafin Manufacturing

Billy Byrom
1057 North Ellis Road, Suite 4
Jacksonville, FL 32254
Phone: 904/781-8305
FAX: 904/781-1911
E-mail: billy@aetsolar.com
Website: www.aetsolar.com

Solar Energy, Inc.

David Smith
5191 Shawland Road
Jacksonville, FL 32254
Phone: 904/786-6600
FAX: 904/786-1775
E-mail:
david.smith@solarenergy.com
Website: www.solarenergy.com

Associates

Triangle of Technology Academy, Inc.

Dale Simmons
1 Pecan Drive
Pensacola, FL 32534-3043
Phone: 850/476-1884
FAX: 850/476-1262; 866/294-3626
E-mail:
dale.simmons@triangleacademy.com
Website:
www.triangleacademy.com

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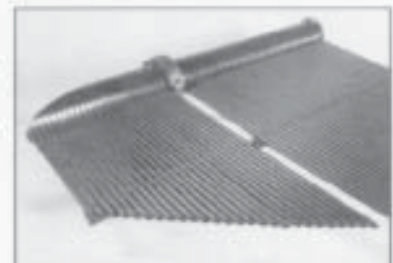
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NCCI LOWERS WORKERS' COMPENSATION RATES

The National Council on Compensation Insurance (NCCI) announced that it anticipates the Florida Workers Compensation Insurance Guaranty Association (FWCIGA) to decrease its assessment from 2% to 0% effective January 1, 2006. As a result, NCCI is amending its pending workers' compensation rate filing to reflect the change. NCCI has adjusted its proposed overall rate change from -4.5% to -7.2% for the industrial classes. The revised overall average change proposed for each of the five industry groups is as follows:

Manufacturing -4.0%
Contracting -4.8%
Office & Clerical -8.1%
Goods & Services -7.8%
Miscellaneous -11.1%

As previously mentioned, this is the third consecutive rate decrease filed by NCCI since the SB 50A reform in 2003 (-14% approved 10/1/03; -5.2% approved 1/1/05). If NCCI's amended filing for 1/1/06 were to be approved as filed, the cumulative overall average rate decrease for Florida employers since 2003 would be 24.3%. The cumulative overall average rate decrease since 2003 for each of the five industry groups would be as follows:

Manufacturing -19.5%
Contracting -25.4%
Office & Clerical -19.9%
Goods & Services -29.5%
Miscellaneous -24.3%

The filing is currently under review by the Office of Insurance Regulation.

The FlaSEIA office will keep you informed of any further information regarding this filing.

FREQUENTLY ASKED QUESTIONS ON THE NEW FEDERAL SOLAR TAX CREDITS

This FAQ sheet should answer many of the questions facing companies in the solar energy industry about the federal solar tax credits. **While we have to be very clear that SEIA cannot offer you tax advice, which can ultimately only come from your tax professional,** this document should provide some initial guidance based on the legislative text.

In the coming weeks, SEIA will be working with the IRS to obtain formal guidance on these issues, and will keep you informed about the forms and procedures you will need to claim this valuable credit.

We encourage you to send questions to us at info@seia.org, so that we can obtain clarity on these key issues for you as soon as possible.

1. What are the dates of the credit? Is it applicable to existing systems?

The credits become available for systems that are "placed in service" – activated between January 1, 2006, and December 31, 2007. If the installation is on a new home, the "placed in service" date is the date of occupancy by the homeowner.

Systems that have already been installed are not eligible.

2. What about systems that have been purchased but not installed?

Should you sell/buy a system and even start work this year, but do not complete "original installation" of the system or "place it in service" until January 1, it will qualify for the credit.

3. Can this credit be applied to capacity additions? (i.e. I have a 1.5 kW system, and I want to add 1.5 kW more.) Similarly, can I apply this credit to used equipment going into a new installation?

This is not entirely clear at present. However, the language would suggest that both scenarios are allowed – the credits apply to the amount of expenditure on solar energy property in a given year. SEIA will work with the IRS to develop regulations favorable to the solar industry. We will pass on additional information as it becomes available.

4. How does the residential cap on expenditures operate?

An individual can take the 30% credit up to a \$2,000 cap for photovoltaics, while also taking the credit up to a separate \$2,000 cap for solar water

heating. The credit may be carried over to future years.

Business entities have no cap on the total credit amount, provided they have a sufficient tax liability. Businesses have two years in which to take the credit.

5. How does the credit work with existing state credits or utility incentives?

The credit applies to the basis remaining after any state or utility incentives available to the taxpayer have been taken.

Example: a \$10,000 system that receives \$5,000 in state incentives would be eligible for a \$1,500 Federal credit.

6. Are there any changes to the business solar tax credit other than percent?

The business solar tax credit will continue to be administered as before; all that has changed is the percentage increase to 30%. Operation and legal technicalities of the business credit are well established. An accountant or tax professional familiar with these rules should be able to inform you on any specific issues.

	Old Incentive	New Incentive	Credit Window	Cap	Eligible Technologies
Business credit	10%	30%	1/1/06 - 12/31/07 at 30%; reverts to permanent 10% thereafter	No cap	PV, CSP, solar hybrid lighting, solar domestic water heating (excluding pool heating)
Residential credit	None	30%	1/1/06 - 12/31/07	\$2,000 per system/ for each solar technology	PV, solar domestic water heating (excluding pool heating)

Initiative:

FlaSEIA wishes to thank the following companies for their financial commitment to FlaSEIA and the Florida solar energy industry as participants in the Florida Manufacturers' Initiative (FMI) program.

DHW COLLECTORS

AET d/b/a Thermafin Manufacturing
SunEarth, Inc.
Thermal Conversion Technology, Inc.

POOL COLLECTORS

FAFCO, Inc.
Heliocol USA, Inc.
Solar World, Inc.

PUMPS AND CONTROLS

Ivan Labs, Inc.

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Horizon:

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Board of Director's Meeting
Annual Meeting and Auction
The Country Club at Heathrow in Lake Mary
November 17, 2005

The 2006 International Builders' Show, Orange County Convention
Center, Orlando, Florida
January 11-14, 2006

Board of Director's Meeting
March (TBA), 2006

Southeast Building Conference Trade Show, Orange County Convention
Center, Orlando, Florida
August 3-6, 2006

Board of Director's Meeting
July or August (TBA), 2006

Board of Director's Meeting
Annual Meeting and Auction
November (TBA), 2006

For additional information on the above meetings and/or events, please
contact the FlaSEIA office at (407) 339-2010.



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