

INDUSTRY NEWS

FLASEIA BOARD AND MEMBERS ATTEND BOARD MEETING IN TALLAHASSEE

On Monday, March 27, 2006, FlaSEIA held its Board of Director's Meeting in Tallahassee. On Tuesday morning, March 28, several of the board members joined FlaSEIA Executive Director R. Bruce Kershner at the Capitol walking the halls and attending committee meetings. During a committee meeting, Pete DeNapoli (Shell Solar) answered questions by the committee members regarding cost of photovoltaic systems.

Some of the issues that FlaSEIA is working on include:

Energy Bill: SB 888 by Senator Lee Constantine (R – Altamonte Springs) and others & HB 1473 By Representative Adam Hasner (R – Delray Beach) and others. FlaSEIA supports the creation of a Florida Solar Energy Incentives Program and Solar Thermal Pool Heater Incentive Program.

Florida Solar Energy Incentive Program: SB 2478 by Senator Paula Dockery (R – Lakeland) and HB 713 by Representative Dorothy Hukill (R – Daytona Beach Shores). FlaSEIA supports the creation of a Florida Solar Energy Incentive Program.

Florida Energy Technology Center, Inc.: SB 572 by Senator Mike Bennett (R – Bradenton) and HB 701 by Representative Charlie Justice (D – St. Petersburg). FlaSEIA questions the creation of the Florida Energy

Technology Center, Inc., a not-for-profit corporation. FlaSEIA believes that the Florida Solar Energy Center (FSEC) has expanded their research and development to include other alternative energy sources.

Jessica Lunsford Act: SB 2280 by Senator Argenziano (R – Crystal River) & HB 7117 by the House Criminal Justice Committee. Anyone who works on public school construction projects is required to meet level two screening requirements. The passage of HB 1877, known as the Jessica Lunsford Act, was approved by the Legislature during the 2005 Legislative Session and signed into law by **Governor Jeb Bush** on May 2, 2005. The bill had a September 1, 2005 effective date.

The well intended bill has resulted in unintended consequences and is being interpreted differently by school districts across the state.

Construction Contracts/Insurance: SB 682 by Senator Mike Bennett (R – Bradenton) & HB 173 by Representative Dennis Ross (R – Lakeland). FlaSEIA supports eliminating the practice of misuse of Certificate of Insurance by certain general contractors.

Joint & Several Liability: SB 2006 by Senator Dan Webster (R – Winter

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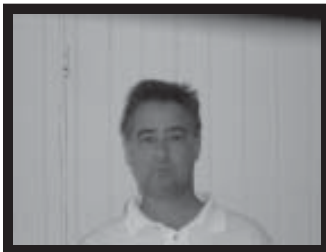
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TOM HARRIMAN
FLASEIA PRESIDENT

Dear Fellow Members:

The first quarter of 2006 has been action packed, beginning with President Bush. Remarkably, he is the first president in 25 years to voice support for solar research and development in the State-of-the-Union address. His "Solar America Initiative," if approved, would increase current funding for solar research and development by a robust 65 million dollars.

In last month's week long spotlight on solar, President Bush and members of his cabinet made visits to various solar manufacturing facilities across the nation. Here are just a few comments President Bush made on solar technology:

"Our nation is addicted to oil and it needs to develop alternatives."

"Solar technology is commercial . . . This technology right here is going to help us change the way we live in our homes."

"The ultimate goal is to have solar technology on your home, and that home will become a little power-generating unit unto itself, and that if you have extra electricity, that you could put it back in your grid, so you become a power producer, but you're using renewable sources of energy to power your homes and to fire up your refrigerators. And this is real."

On a state level, Governor Jeb Bush unveiled his own legislative proposal to diversify our energy portfolio. The plan calls for reducing Florida's dependency on natural gas and oil and includes establishing a hefty five million dollar rebate program for photovoltaic, solar thermal and energy efficiency. Governor Bush said "Florida is the sunshine state,

and we should also be the solar state because of that."

This support suggests that Florida could be likely to join a host of other states that have tailored state level incentives to complement the current 30% federal tax incentive. FlaSEIA will be very active in the upcoming legislative session emphasizing the need to piggy back on the federal tax incentives in order to increase the use of solar technology in Florida.

Overall, our industry is enjoying a very favorable policy mood swing toward solar technologies at both the state and federal levels. This positive civic support and press can only help to increase consumer awareness about the benefits of solar energy and energy efficiency. Hopefully, 2006 will be the year when a true transition toward renewable energy really begins.

Best Regards,

Tom Harriman
President

Watch your mail
for information on
the FlaSEIA
Annual Meeting,
Dinner and Auction
in November.

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.
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2nd VICE PRESIDENT Dillon Daniels Solar Source	Steve Gorman Thermal Conversion Technologies	Pete DeNapoli Shell Solar Industries
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TREASURER Victor Eyal Heliocol U.S.A., Inc.	Chris Maingot Superior Solar Systems, Inc.	Tom Lane Energy Conservation Services of North Florida
IMMEDIATE PAST PRESIDENT Dave Bessette Allsolar Service Company, Inc.	Buzz Schaberg The LeverEdge	Bob Zrallack Solar Energy Systems

(FlaSEIA Board and Members Attend Board Meeting in Tallahassee Continued from front cover)

Garden) & HB 145 by Representative Don Brown (R – DeFuniak Springs). FlaSEIA supports a fair and balanced legal system in Florida – joint and several liability **MUST** be abolished. Joint and several liability has created a “deep pocket” mentality where defendants are often sought out based on their *ability to pay*, not on the degree of fault – this is wrong. This discourages both personal responsibility and focus on prevention of harm or injury.

Out of control litigation costs are limiting job growth and forcing consumers to pay higher prices. Elimination of joint and several liability is needed NOW to control prices of goods and services, improve job growth and keep businesses in Florida.

Citizens should continue to have the right to sue parties whose actions cause injury, but the system needs to be fair, and each party needs to be responsible only for his or her own

portion of fault.

Notification of State Minimum Wage: SB 786 by Senator Tony Hill (D – Jacksonville) & HB 7001 by the House Judiciary Committee. FlaSEIA supports adopting posting requirements similar with those required by the Federal Minimum Wage Law.

Statute of Repose: SB 1940 by Senator Charlie Clary (R – Destin) & HB 1089 by Representative Bill Galvano (R – Bradenton). FlaSEIA supports reducing the time on the statute of repose for actions found on the design, planning or construction of an improvement to real property from 15 years to 10 years.

Florida’s current 15-year limit on liability is considerably longer than most states, some of which have adopted limits as low as five years and most of which have adopted a 10-year limit.

We appreciate those who visited Tallahassee this year. We hope to see more of you next year in Tallahassee.



Industry News is the official newsletter of the Florida Solar Energy Industries Association (FlaSEIA), a nonprofit, professional association of companies involved in the solar and energy conservation industries. Industry News is published four times per year and distributed to all member companies of FlaSEIA and a broad range of other interested parties.

ONE HOUR ADVANCED CODE NOW AVAILABLE!

Effective with the August 31, 2006 Certified Contractor's License renewal with the Department of Business & Professional Regulation (DBPR), all contractors are required to obtain 14 hours of continuing education. Of the 14 hours, one hour must be on workers' compensation, one hour must be on workplace safety, one hour must be on business practices and **one hour must be on the advanced building code.**

Contractors Institute is offering a one hour Building/Structural Code Course for **FREE** to all contractors.

Click on the following link: <https://contractorslearning.com/signup/>.

Click on the Board that you are licensed under (i.e. "Construction").

Then follow the prompts to enter the necessary information, and continue on to the course . . .

You will see a series of slides, and the instructor will talk to you about what is on the current slide. Click the right arrow at the bottom of the screen to progress to the next slide. When you are on the LAST slide, you will see a link to the "Affidavit of Compliance", which you will need to sign, write in the name of the course and fax to Contractors Institute. A Certificate of Completion will be e-mailed to you at the e-mail address you entered when you began the course. Contractors Institute will electronically submit the course completion to the state as well.

Hope this information helps. If you have any questions or need additional information, please do not hesitate to contact the FlaSEIA office via e-mail or phone at (407) 339-2010.

CERTIFIED CONTRACTOR LICENSE RENEWALS

Just a reminder that Certified Contractor licenses issued by the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2006. Current law requires licenseholders to obtain 14 hours of continuing education with at least one hour in



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workplace safety, one hour in workers' compensation, one hour in business practices and one hour in the advanced building code.

Don't forget to notify the DBPR office of any address change. Section 489.124(2) gives sole responsibility to the licensee for notifying DBPR in writing of the licensee's current mailing address and phone number. Failure to notify the department of a change of address shall constitute a violation of this section. In addition, if your address changes and you do not notify the department, you may not receive important mailings from the department such as your renewal notice.

Advertising of License Number

According to Rule 61G4-12.011 Definitions, a certified and registered contractor is required to advertise his license number. The terms "advertise" and "advertises" shall apply to business cards, business proposals, contracts, construction site signs, all newspapers, airwave transmission (other than internal company communications), any electronic media including Internet sites, phone directory, and other media including handbills, billboards, flyers, shopping and service guides (coupon offerings), magazines (including trade association publications), classified advertisements, manufacturer's "authorized dealer" listings, and signs on vehicles. They shall not apply to balloons, pencils, pens, hats, articles of clothing, shirts, or other promotional novelties. Neither shall the terms apply to any single line phone directory listing; nor to free phone directory listings (regardless of page color) of one, two or three lines, which display nothing more than the proper name, company name, address, and telephone numbers in whole and in part in an unbolded or unhighlighted print or without further textural or pictorial

elaboration or touting in its overall display.

Contractors can be fined \$100.00 per instance if reported to the Department of Business & Professional Regulation (DBPR) Unlicensed Activity Division.

Earn Continuing Education Credits

The Construction Industry Licensing Board (CILB), which regulates contractors in Florida, holds their monthly board meetings around the state of Florida January through November. If a state certified or registered contractor attends the Final Disciplinary Action Meeting, they will receive up to four hours of continuing education credits. The CILB Final Disciplinary Action Meetings are held on every Thursday morning of each board meeting. In order for you to register for the Final Disciplinary Action meetings, you must contact the FlaSEIA office three weeks prior to the meetings. FlaSEIA will submit your name to the CILB.

If you are interested in attending any of these meetings to receive continuing education, please contact the FlaSEIA office at (407) 339-2010.

CILB Meeting Dates

- May 10-12
Embassy Suites Hotel, USF, Tampa
- June 14-16
Embassy Suites Orlando Downtown
- July 12-14
Four Seasons Resort, Palm Beach
- August 9-11
Embassy Suites Hotel, USF, Tampa
- September 13-15
Embassy Suites Orlando Downtown
- October 11-13
Embassy Suites Deerfield Beach Resort, Deerfield Beach
- November 8-10
TBA



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.

• **SEIA Releases Updated Tax Manual**

• SEIA has released an updated Version 1.1 of the tax manual. Version 1.1:

- Includes improved explanation of acquisition vs. construction for solar equipment.
- Incorporates new state taxation office interpretation of commercial solar installations under the Hawaii state tax credit.
- Includes new discussion of model homes.
- Typographical correction in Commercial Tax Credit Section 11, Example # 3

• Go to www.seia.org to download the newest version of the manual.

• Also, SEIA worked with the DOE/EPA ENERGY STAR program to issue a correction on ENERGY STAR's explanation of the tax credits for solar water heaters. EPAAct 2005 states that SWH property on which spending is being claimed must obtain at least 50% of the energy it uses to heat water from the sun. This is **not** a requirement for the SWH system to deliver half of the home's hot water. SEIA clarified for ENERGY STAR that the statute intended that homeowners only be able to claim spending on the solar water heating system property, and not the entire water heating system of the household. ENERGY STAR has modified their summary of the tax credit for solar water heaters, which will help prevent confusion among potential SWH customers.

• **Senator Conrad Introduces Bill to Extend Solar Tax Credits, Other Renewable Energy Provisions**

• With energy independence and renewable energy development a legislative priority for

Congressional leaders, this week saw the introduction of another pro-solar legislative proposal. Senator Kent Conrad (D-N.D.)'s "Bold Energy Act," a comprehensive energy plan, includes a five-year extension of the solar investment tax credit for businesses through 2012. The residential credit, however, was not included in the bill. Conrad's "BOLD Energy Act" would also establish a federal RPS with a modest goal of 10% renewables by 2020, with a triple-credit multiplier for distributed generation projects of < 1 MW in size. We do not anticipate this bill to move forward in its current form.

Senator Conrad is now the third member of the Senate Finance Committee in the last month to introduce legislation to extend the solar ITC. As mentioned previously in the SEIA newsletter, Senators Charles Grassley and Max Baucus have proposed the Alternative Energy Extender Act, S. 2401, which would extend both the residential and the commercial investment tax credits for solar for an additional three years, creating a total of five years for both credits.

Although both bills provide a shorter window than the 8-year extender we are advocating for, it is encouraging that the Senate is willing to push extenders this year in a bipartisan fashion. We will keep all SEIA members informed of breaking developments on the progress of these and other bills that we expect to be introduced in the next several weeks.

While the text of the Conrad legislation is currently not available online, the text of the Grassley-Baucus legislation may be found at <http://thomas.loc.gov/cgi-bin/query/z?c109:S.2401>.

WELCOME NEW MEMBERS

JANUARY-MARCH 2006

FlaSEIA extends a hearty welcome to the following new members who have joined the association between January 1–March 31, 2006. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

Contractors

Energy Structures & Systems, Inc.

Rand Eckhart
1236 S.E. St. Lucie Boulevard
Stuart, FL 34996
Phone: 772/419-6055
FAX: 772/419-6054
E-mail: solarpve@att.net
License Number: CV C56670,
CG C059757
Counties Served: RESIDENTIAL AND
COMMERCIAL JOBS STATEWIDE

Splash Pool Products, Inc.

Tony Quesada
14220 66th Street North
Clearwater, FL 33764-7201
Phone: 727/532-4407
FAX: 727/532-4512
E-mail:
tony@splashpoolproducts.com
Website:
www.splashpoolproducts.com
License Number: CF CA24523
Counties Served: HERNANDO,

HILLSBOROUGH, PASCO,
PINELLAS, POLK

Distributor

Solar Technology Systems, Inc.

Kolawole Adebayo
1926 Hollywood Boulevard, Suite 216
Hollywood, FL 33020-4538
Phone: 954/620-7037
FAX: 954/252-2544
E-mail: info@solartechsystems.com
Website: www.solartechsystems.com

FlaSEIA 2006 Membership Dues

Your 2006 dues to FlaSEIA are now past due. If you have not paid your 2006 Membership Dues invoice, your membership has been dropped and your company has been removed from the membership list.

If you would like to reinstate your dues, submit a check for your 2006 Dues and mail to the FlaSEIA office ASAP. If you need a copy of the invoice, please contact the FlaSEIA office at (407) 339-2010.

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DEP Hosts Energy Day AT CAPITOL

FUEL CELL CAR, EXHIBITS INFORM PUBLIC OF ENERGY INITIATIVES AROUND FLORIDA

Lt. Governor Toni Jennings joined Senator Lee Constantine, Representative Adam Hasner and Department of Environmental Protection (DEP) Secretary Colleen M. Castille on March 27 to celebrate Energy Day at the Florida State Capitol. The event provided state officials and the public an opportunity to learn about initiatives and programs designed to reduce Florida's dependence on imported oil and spur the development of alternative energy sources.

According to a 2001 study by the United States Energy Information Administration, as the fourth most populous state, Florida ranks third nationally in total energy consumption.

Florida uses 8.6 billion gallons of gasoline per year, with consumption growing by 300 million gallons per year, and less than one-tenth of one percent of Floridians own automobiles that use alternative fuels. In addition, the State's need for electrical generation is expected to grow by approximately 58 percent between 2002 and 2020.

"To protect our quality of life and growing economy, we must continue exploring alternative

ways to provide power and fuel," said Lt. Governor Jennings. "Diversifying our energy portfolio, reducing our reliance on foreign oil and promoting new technologies will ensure a reliable supply of power for the long-term."

At the event, exhibits were displayed by the Florida Energy Office, the Florida Department of Agriculture, University of Florida Institute of Food and Agriculture Science, the UF Program for Resource Efficient Communities, the Jacksonville Electric Authority, the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy, the Florida Solar Energy Industries Association, Progress Energy, Plug

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Solar Exam**

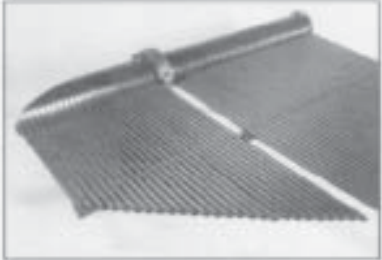
June 20-21, 2006

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Power, Air Products, Chevron Hydrogen, BP and the Florida Solar Energy Center. Displays provided information on topics including the ENERGY STAR™ program and the Farm-to-Fuels program.

“We are committed to finding innovative solutions to address the state’s growing energy needs,” said DEP Secretary Colleen M. Castille. “An adequate, reliable, diverse, efficient and affordable energy supply, coupled with a long-term commitment to energy conservation, is vital for maintaining Florida’s growing economy.”

In February, Governor Jeb Bush introduced the 2006 Florida Energy Act. The comprehensive strategy is the first step toward establishing a diverse, secure and reliable energy future. The four-year, \$75 million plan removes unnecessary regulatory barriers and provides rebates, grants and tax incentives to create a more balanced energy portfolio by increasing Florida’s investment in the development of

alternative fuel technologies.

The initiatives outlined within the legislation represent a sound investment in the state’s future. Grant programs and targeted investments for emerging technologies will speed up the development of viable alternative energies such as solar, hydrogen and biofuels and stimulate opportunities for new industrial activities and services, providing high paying jobs for more Floridians.

The Florida Energy Office is the state’s primary center for energy policy under Governor Bush. In addition to developing and implementing Florida’s energy policy, the Energy Office coordinates all federal energy programs delegated to the state, including energy supply, demand, conservation and allocation.

For more information about the Florida Energy Office or the Florida Energy Act, visit www.FloridaEnergy.org.

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 FAX: 904-781-1911
www.aetsolar.com

AET is an OEM manufacturer of flat-plate solar collectors and solar thermal water heating systems. Our products are available through our worldwide dealer network. View our product offerings, on the web, at www.aetsolar.com.

SEBC

As in past years, FlaSEREF has secured prime exhibit space at the Southeast Building Conference (SEBC) being held August 3–5, 2006 at the Orange County Convention Center in Orlando, Florida. FlaSEREF is selling a few 10' x 10' booth spaces to FlaSEIA's membership at \$2,000.00 each. A deposit of \$1,000.00, along with the Exhibitor Registration Form, must be mailed to the FlaSEIA office **no later than June 1, 2006.**

For companies who do not need a 10' x 10' booth space but want to participate in the SEBC trade show, FlaSEIA is selling 1' x 1' spaces on a table at \$200.00 per space in the FlaSEREF booth. Payment must be submitted to the FlaSEIA office not later than June 1, 2006.

Imagine the benefits of tapping into the marketing power of the largest building industry trade show in the Southeast. The SEBC attracts over **10,000 qualified purchasers** in the residential construction industry, including builders, remodelers, developers, architects, designers, and other housing professionals from **12 Southeastern states**. With over **800 exhibits** all under one roof for a one-stop shopping spree of the latest in new-generation products and services, the SEBC is geared to **help you increase sales**. This is your opportunity to **reach new customers, reinforce existing customer relationships, build brand awareness, and increase customer loyalty.**

The show hours are as follows:

Thursday, August 3
2:00 p.m. – 7:00 p.m.
(5:00 p.m. – 7:00 p.m. – Welcome Reception in Exhibit Hall)

Friday, August 4
12:00 noon – 6:00 p.m.

Saturday, August 5
10:00 a.m. – 4:00 p.m.

Popular college basketball analyst and ambassador Dick Vitale – a man who defines enthusiasm on a national stage – has been selected as the keynote speaker for the 2006 Southeast Building Conference (SEBC).

Vitale, who makes his home in Sarasota, has been a fixture at ESPN since he joined the cable network shortly after its 1979 launch. A former college and professional basketball coach, Vitale's thorough knowledge of the game is delivered in an enthusiastic, passionate, sometimes controversial – but never boring – style.

This is the 27th Anniversary of the Aurora Awards! The theme this year is Designs of Distinction.

Each year, the Aurora Awards are presented to outstanding builders, planners, architects, developers, designers, interior merchandisers and other housing-related professionals in a 12-state region.

These awards show the very BEST of the industry and provide an invaluable tool for marketing. The Aurora's are a must for all and honor the best of the best.

There are over 76 categories to enter – from "Best" single-family home to master planned communities, to kitchens and bath.

Start planning now as your entries must be submitted by Friday, April 28, 2006. Plan to attend the truly spectacular Aurora Awards gala on Saturday, August 5, 2006 in Orlando during the SEBC.

If you need more information on SEBC, please feel free to visit their website at www.sebcshow.com.

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.

You can best show your appreciation by buying products from these manufacturers and by urging unlisted manufacturers to participate in the FMI program.

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(904) 358-3720



Horizon:

**FlaSEIA Board of Director's Meeting
June (TBA), 2006**

**Southeast Building Conference Trade Show, Orange
County Convention Center, Orlando, Florida
August 3–5, 2006**

**FlaSEIA 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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