



Florida Solar Energy Industries Association

INDUSTRY NEWS

FLASEIA HOLDS SUCCESSFUL AUCTION, ANNUAL MEETING AND DINNER

On Tuesday, November 13, 2007, FlaSEIA held its Auction, Annual Meeting and Dinner at the Timacuan Country Club in Lake Mary. Social Hour began at 5:30 p.m., the Dinner and Annual Meeting began at 6:30 p.m., a presentation began at 7:30 p.m. and the Live Auction began at 8:00 p.m.



FlaSEIA was privileged to have Senator Lee Constantine give a presentation on the

legislative recommendations of the Florida Building Commission as well as bills that he will be filing during the 2008 Legislative Session pertaining to solar.

Those who attended were able to place bids on a vast array of items including solar industry related items (i.e., solar panels), attraction tickets, golf packages and much more. Everybody had a great time and left with the satisfaction of knowing the money they would have spent elsewhere instead helped their association.

FlaSEIA would like to thank the following individuals who helped secure items for the Auction: Dave Bessette with Allsolar Service Company, Inc. and Dillon Daniels with Solar Source.

FlaSEIA also thanks Dave Bessette with Allsolar Service Company, Inc. and Chris Maingot with Superior Solar for being the auctioneers. They did a great job.

Entertainment during the social hour and dinner was provided by Colleen Clark with United Marketing Associates, Inc. and Helen Daniels with Solar Source. They were wonderful.

FlaSEIA would like to thank all of the companies who attended this function. We also want to thank the following companies who donated items for the auction: Advance Solar & Spa, Inc.; Aquatherm Industries, Inc.; Aquatherm Pool Heating Supply; Central Florida Zoological Park; Congo River Golf; DNC Parks & Resorts at KSC, Inc.; Florida Solar Energy Research & Education Foundation; Harrimans, Inc.; Heliocol U.S.A., Inc.; Key Power Services, Inc.; Lakeland Electric; MetroWest Golf Club;

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2007

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VICTOR EYAL
FLASEIA PRESIDENT

In preparing my notes for my first Board Meeting as the new President FlaSEIA, it struck me as to how much the solar industry has changed since the mid 1980's when the initial Federal Tax Credits came to end.

Yesterday's solar industry suffered from government indifference, some would even say, contempt, virtually no positive public awareness and historically low fossil-fuel prices. Yet through these dark times, solar professionals in Florida adapted their business models and product mix to this difficult environment. They not only survived, but they flourished.

Today's solar industry is enjoying a renaissance. Politicians at all levels are building their campaign strategies on being "green" and environmentally friendly. The Federal government has stepped-up with a tax credit and several states, including Florida, have followed suit with incentives, credits or rebates of their own. Even some utilities have realized, with a great deal of help from FlaSEIA, that becoming a solar advocate is good for their business. Progress Energy is actually providing a financial incentive to their customers to buy a solar hot water system. This would have not been even thought-of only a few years ago.

There have been widely acclaimed documentaries expounding on global warming. Through traditional channels and the Internet, the importance of dealing with the environmental issues facing our planet are finally being discussed in a constructive, wide reaching manner. What we have known for years as solar professionals is that we have to embrace renewable energy and change how we supply energy, or we risk catastrophic consequences for ourselves and our children, is finally making it to the televisions, newspapers, magazines and computer screens of most Americans.

Fuel costs have soared over the last few years making renewable, solar alternatives incredibly cost effective. Even if setting aside the environmental and social benefits of solar energy as compared to fossil fuels, the potential economics of solar projects cannot

be ignored.

These are very exciting times for all of us. It is my sincere belief that the direction and scope of tomorrow's solar industry is completely up to us as solar professionals. We can shape the future. To do this, we want to focus on completing some specific local and national tasks.

- * Increase the dollar amount of the Florida rebate program for ALL solar systems.
- * Establish a true "Net-Metering" program for Florida.
- * Strengthen the partnerships with municipalities and utility companies.
- * Create a solar training infrastructure through trade schools and universities.
- * Increase public awareness of environmental issues and how solar energy helps.
- * Extend the Federal Residential Tax Credit to 2016.
- * Establish SRCC as THE authority for solar qualification for incentives.
- * Enforce the existing law that allow commercial pools to heat with fossil fuels only as a secondary source to renewable heating source, unless the pools are covered.
- * Promote legislation to ensure that SOLAR, or other renewable energy is the PRIMARY energy source, for all swimming pools. Gas or electric may be allowed only as "back-up" energy source.
- * Enforce the existing law that disallows Homeowner Associations to prevent solar systems installations.

We have a great deal to do, but we are confident that we can get the job done.

As the new FlaSEIA President, I am committed to seeing these initiatives through to reality. I am also fully committed to increasing FlaSEIA membership and participation.

Thank you, once again, for granting me the honor and privilege of serving FlaSEIA and the entire solar industry.

Sincerely,
Victor Eyal
FlaSEIA President

2007/2008 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

PRESIDENT	2007 – 2009	2006 – 2008
Victor Eyal Heliocol U.S.A., Inc.	Dillon Daniels Solar Source	David Bessette Allsolar Service Company, Inc.
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(FlaSEIA Holds Successful Auction, Annual Meeting and Dinner Continued from Page 1)

OneWorld Renewable Energy Systems, Inc.; Orlando Science Center; Progress Energy Florida, Inc.; R. Bruce Kershner Company; Remington Golf Club; Rheem Water Heaters; Ridgewood Lakes Golf and Country Club; Sak Entertainment; Silver Springs; Solar-Cool Corporation; Solar-Fit; Solar Source; Tallahassee Energy & Construction, Inc.; Thermal Conversion Technology; and Timacuan Golf Club.

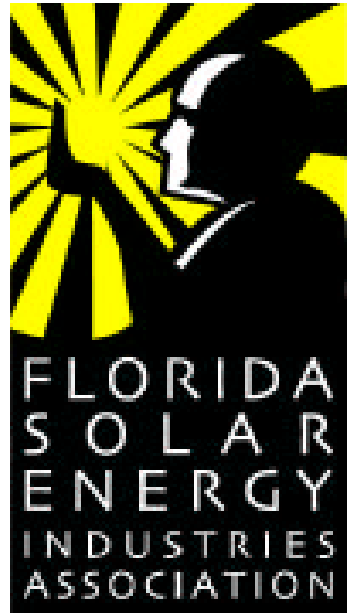
Many thanks to everyone who helped. This year's event was very successful.

For the first time ever, FlaSEIA also held a Golf Tournament on Tuesday, November 13. There were 25 golfers in attendance for a beautiful fall day.

FlaSEIA was honored to have a

special guest at the golf tournament. Elizabeth Stuart, Duramed FUTURES Touring Professional, provided suggestions to the golfers on how to improve their golf game. Elizabeth also teed off from one hole for each of the golfers. Many thanks to Dillon Daniels with Solar Source for securing Elizabeth Stuart for this event.

FlaSEIA would also like to thank the sponsors of the Golf Tournament. Without their help, this event would not have been successful. **Hole Sponsors:** Solar Source; Solar-Fit; and SunWize Technologies, LLC. **Tea Sponsors:** Advanced Green Technologies; and SunWize Technologies, LLC. **Beverage Cart Sponsors:** Allsolar Service Company, Inc.; and SunWize Technologies, LLC. **Lunch Sponsors:** Advanced Green Technologies; Progress Energy Florida, Inc.; and Heliocol U.S.A., Inc. **Other Donations:** DiPasqua Enterprises – Coupons for free 6" sub.



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.

Total Number of Solar Energy System Incentives Program Applications Received (July 1, 2006 to December 18, 2007)

Solar Technology Type	Applications Received		Applications Processed		Applications Approved for Payment		Total Funds Approved by Technology	CERES/EEIT Annual kWh's Deferred from System
	Commercial	Residential	Commercial	Residential	Commercial	Residential		
Water Heaters	10	2,876	8	2,385	\$9,252	\$1,182,508	\$1,108,852	7,119,090
Percent of Total					8.701%	88.258%		
Swimming Pool Heaters	0	2,481	4	1,907	\$408	\$198,708	\$191,100	43,897,883
Percent of Total					8.801%	89.707%		
Photovoltaic Systems	37	279	34	188	\$1,320,912	\$2,721,879	\$4,842,790	1,394,183
Percent of Total					32.723%	87.875%		
Solar Energy System Incentives Program	42	5,045	36	4,482	\$1,332,564	\$4,909,879	\$6,427,740	\$2,110,883
Percent of Total					34.833%	75.467%		

Test through Batch Number 21

(FOUO)

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Ontario, CA 91761
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Fax: (909) 605-5613

kWh deferred	MW deferred	Total kWh
22,686,128	53	3,919

1 MW equivalent to 10⁶ kWh produced

Source: Florida Energy Office



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Hometown Democracy: "Utterly Unworkable"

Growth is an important challenge facing Floridians, but the so-called Hometown Democracy amendment is an unworkable solution.

Today, our elected leaders decide complex local planning decisions in consultation with expert planners, neighborhood associations and impacted residents. Hometown Democracy proposes to outsource these technical issues to the ballot box, requiring Floridians to 'Vote on Everything.' If this amendment passes, every Floridian will vote two to three hundred times each year on comprehensive plan changes. Far beyond controversial new development concerns, voters will be asked to decide minor plan changes like punctuation and sentence structure.

In addition, voters will be asked to make highly complex land use decisions without technical or legal counsel. It would not be uncommon for county governments to fall out of compliance with state mandates after elections. Furthermore, it is entirely possible that local landowners on the losing side of an election will take their case to the courts. This will expose local governments – and therefore, taxpayers – to this new and unavoidable liability.

Experts will even disagree on how Hometown Democracy fits within the existing process, how it functions in tandem with state laws, and how many elections it would require. The full scope of the amendment is not certain either. Some suggest it applies only to comprehensive plan changes while others argue it may also include hundreds of additional zoning

changes as well. One thing is clear: Hometown Democracy is a "one-size-fits-all" meat-cleaver approach to growth management. Regardless of if you live in Marianna or Miami, Orlando or Okeechobee, or Tallahassee or Titusville, Hometown Democracy has one straightjacket approach in mind. In the long run, this proposal is utterly unworkable.

Should it become law, this amendment will lead to hundred-page ballots, each filled with 75 word summaries and 15 word titles for every proposed plan change. Regardless of how long or complicated these proposed changes are, voters will be asked to cast their ballots based on those 75 word summaries. Voter education materials will run to thousands of pages for each voter; staff and printing costs alone will be in the millions. Some will vote without self-education, responding to campaign commercials instead. Many will opt out of the resulting mess and choose to not vote at all. As the local planning process is turned into a political process, 30-second sound-bites will dominate the debate on growth-management. Ultimately, Hometown Democracy is a recipe for a voting system meltdown worse than 2000.

In the resulting electoral chaos, Hometown Democracy's extreme backers will get what they truly want: no growth, at all costs.

In fact, most Floridians disagree with this extreme view – we just want smarter growth. But we need solutions that don't abandon long-held principles nor endanger Florida's unique quality of life. Floridians for Smarter Growth (FSG) offers a different approach, giving communities a louder voice in how they will grow without making them a slave to the ballot. A diverse coalition formed by Sunshine State business and community leaders, FSG is dedicated to alerting



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

• communities to the dangers of
• Hometown Democracy and the
• extreme special interests behind it.

• Rule Requires • Employers • Pay for PPE

• On November 16, 2007, the
• Occupational Safety and Health
• Administration (OSHA) published
• their final rule on “Employer
• Payment for Personal Protective
• Equipment”. The Rule must be
• implemented by May 15, 2008 and
• is available at www.osha.gov. The
• Rule provides specifics for a policy
• adopted in 1999 that employers are
• required to pay for PPE, with
• limited exceptions. The exceptions
• include non-specialty safety toe
• protective footwear; non-specialty
• prescription safety eyewear; shoes
• with integrated metatarsal
• protection; and all everyday
• clothing, including outerwear for
• weather conditions. Contractors
• should review the rule to
• determine how it applies to their
• trade.

• New I-9 Form • Deadline for • Employees/ • New Hires

• A revised Form I-9, *Employment
• Eligibility Verification*, has been
• released for immediate use with a
• new M-274, Handbook for
• Employers, Instructions for
• Completing the Form I-9.

• The new I-9 eliminates some
• documents as being acceptable
• proof of citizenship and added one
• document. The new I-9 should be
• used immediately as the previous
• I-9 form was only accepted
• through December 7, 2007. With

the change in documents
accepted, all employers should
recomplete the new form for all
current employees and new hires.
The new I-9 can be found at [http://
www.uscis.gov/files/form/I-9.pdf](http://www.uscis.gov/files/form/I-9.pdf)
and the new Handbook can be
found at [http://www.uscis.gov/files/
nativedocuments/m--274.pdf](http://www.uscis.gov/files/nativedocuments/m--274.pdf).

New CE Requirements for Certified and Registered Contractors

House Bill 7163 (2007 Legislative
Session) revised the continuing
education requirements for
certified and registered
contractors licensed by the Florida
Construction Industry Licensing
Board. All certified and registered
contractors must now complete
one hour of laws and rules –
related continuing education as
part of the 14 hours that is
currently required during each
licensure cycle.

Wind Mitigation Methodologies Continuing Education

Senate Bill 1864 further revised the
continuing education requirements
for certain contractors licensed by
the Florida Construction Industry
Licensing Board. Based on this
statutory change, the Board filed a
notice of proposed rule
development which would affect
Rule 61G4-18.001, Florida
Administrative Code. The proposed
rule language is currently set for
adoption and became effective on
November 15, 2007.

The new rule requires all general,
building, residential, roofing,
specialty structure and glass and
glazing contractors to complete

one hour of continuing education related to wind mitigation methodologies as part of the 14 hours that is currently required. Wind mitigation methodology courses are defined as those topics listed in Section 553.844(2)(b)1.–5., Florida Statutes.

Enforcement of these new one hour requirements will begin with the expiration of certified licenses on August 31, 2008 and the expiration of registered licenses on August 31, 2009. Those licensees not in compliance with all continuing education requirements by the expiration date of their licenses may face non-renewal or disciplinary action.

New Fingerprinting Requirement

Beginning November 1, 2007, all applications for initial licensure as construction contractors will be required to have a criminal background check performed by the Florida Department of Law Enforcement. This requirement

applies to applications for initial licensure, change of status, additional business and endorsement. Each applicant will be required to submit electronic fingerprints through the department's vendor Promissor. Starting October 1, 2007, the fingerprint fee for Promissor is \$56.25. You may contact Promissor at www.promissor.com.

For additional information regarding this requirement, please visit www.myflorida.com/dbpr/pro/cilb/faq.html.

Financially Responsible Officer Bond Reduction

The Construction Industry Licensing Board (CILB) has decided to lower the bond requirement for Financially Responsible Officers from \$500,000 to \$100,000. The new bond form is currently available as part of the Financially Responsible Officer Application Package.

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FlaSEIA 2008 Membership Dues Invoices

On October 15, 2007, FlaSEIA mailed out 2008 Membership Dues invoices. Please address your dues responsibility promptly. FlaSEIA depends upon your dues to provide the services that you have come to expect. Dues must be paid to the FlaSEIA office **as soon as possible**.

In 2006, the FlaSEIA Board of Directors adopted the following Dues Payment Policy: Dues payment must be received by March 15. After March 15, those who have not paid their dues will lose their rights and privileges as a member. The policy further states that any dues paid after March 15 will have to pay an additional 10% of their dues as a reinstatement fee.

If you have any questions, misplaced your invoice or need additional information, please do not hesitate to contact the FlaSEIA

office at (407) 339-2010.

Certified Contractor License Renewals

Just a reminder that the Certified Contractor licenses issued by the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2008. Current law requires licenseholders to obtain 14 hours of continuing education with at least one hour in workplace safety, one hour in workers' compensation, one hour in business practices, one hour of the advance code module and one hour of laws and rules.

If you have any questions or need additional information regarding continuing education or the renewal process with DBPR, please do not hesitate to contact the FlaSEIA office at (407) 331-2010.

State Certified Solar Exam

February 19–20, 2008
June 17–18, 2008

Applications may be
obtained by logging on
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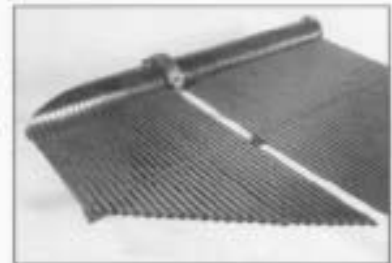
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WELCOME NEW MEMBERS

OCTOBER–DECEMBER
2007

F laSEIA extends a hearty welcome to the following new members who have joined the association from February 3, 2007 through December 31, 2007. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

Contractors

KS Geisler, Inc.

Steven Geisler
2120 North 56th Terrace
Hollywood, FL 33021
Phone: 954/966-1646
FAX: 954/966-1647
E-mail: steve@ksgeislerinc.com
Website: www.ksgeislerinc.com
License Number: EC 13002006
Counties Served: STATEWIDE

Pure Energy Solar International, Inc.

Wayne Irwin
777 S.E. 70th Street
Gainesville, FL 32641
Phone: 352/377-6527
FAX: 352/377-6527
E-mail: info@pureenergysolar.net
Website: www.pureenergysolar.net
License Number: CV C56695
Counties Served: STATEWIDE,
CARIBBEAN AND COSTA RICA FOR
COMMERCIAL AND RESIDENTIAL

S & S Electric Co., Inc.

Shawn Smith
105 Douglas Road, East
Oldsmar, FL 34677
Phone: 813/855-6692
FAX: 813/855-4284
E-mail: ssmith@ss-electric.com
Website: www.ss-electric.com
License Number: ES 12000202,
ER 13012671, ES 12000420,
ES 12000372
Counties Served: COLLIER,
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HILLSBOROUGH, LEE, MANATEE,
PASCO, PINELLAS, POLK,
SARASOTA



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

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• **SDI Solar, Inc.**
• David Burrows
• P. O. Box 14864
• North Palm Beach, FL 33408
• Phone: 561/722–3088
• FAX: 561/842–8967
• E-mail: burrows98@aol.com
• License Number: CV C56704
• Counties Served: BROWARD,
• MARTIN, PALM BEACH, ST. LUCIE,
• CARIBBEAN & MEXICO. WILL
• TRAVEL STATEWIDE.

• **Retailer**
• **Solarus Energy Group**
• Dan Kozan
• 9858 Clint Moore Road
• Boca Raton, FL 33496
• Phone: 561/482–4058
• FAX: 561/208–8025
• E-mail: dkozan@bellsouth.net
• Website:
• www.solarusenergygroup.com

• **Manufacturer**
• **Kyocera Solar, Inc.**
• Cecilia Aguillon, Julie Capeloto
• 7812 East Acoma Drive
• Scottsdale, AZ 85260
• Phone: 800/544–6466
• FAX: 800/523–2329
• E-mail:
• julie.capeloto@kyocera.com
• Website: www.kyoceralsolar.com

• **Sharp Electronics Corp., Solar
Energy Solutions Group**
• Chris O'Brien
• 3808 Alton Place, N.W.
• Washington, D.C. 20016
• Phone: 202/486–3427
• FAX: 714/903–4858
• E-mail: obrienc@sharpsec.com
• Website: www.solarsharpusa.com

• **Distributor**
• **Advanced Green Technologies**
• Michael Kornahrens
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• Fort Lauderdale, FL 33311
• Phone: 954/735–2641
• FAX: 954/735–2644
• E-mail:
• michaelk@advancedgreentech.com
• Website:
• www.advancedgreentech.com

Eco Technologies, Inc.
d/b/a Eco Solar
Peter Laughlin, Andrew Tanner
333 South Pineapple Avenue
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Phone: 941/365–8880
FAX: 941/365–8881
Website: www.ecosolarusa.com

Utility Company
Gainesville Regional Utilities
Bill Shepherd
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FAX: 352/334–2731
E-mail: shepherdwj@gru.com
Website: www.gru.com

Consultant
Buzz Schaberg
25 Lighthouse Point Drive
Longboat Key, FL 34228
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FAX: 941/383–4912
E-mail: brschaberg@aol.com

Associate
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Jon Klongerbo
121 Triple Diamond Boulevard, #16
North Venice, FL 34275
Phone: 941/488–1700
FAX: 941/488–3834
E-mail: jklongerbo@cfl.rr.com
Website: www.calcs-plus.com

Energy Alternatives, LLC
Sandra Williams
P. O. Box 437
Deland, FL 32724
Phone: 386/736–4434
E-mail:
thequeen@queenofgreen.net
Website: www.queenofgreen.net

Solar Financing, LLC
Daniel Barberio
7448 Monte Verde
Sarasota, FL 34238
Phone: 941/587–6692
E-mail: danbarberio@verizon.net

Patron
Candace Keller–Raber
Clermont, Florida

Roy Wasson
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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./The LeverEdge

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Horizon:

2008

The International Builders' Show,
Orange County Convention Center, Orlando, FL
February 13–16

Power-Gen Renewable Energy & Fuels, Rio Casino &
Resort, Las Vegas, NV
February 19–21

FlaSEIA Board of Director's Meeting
April TBA
Tallahassee

ASEA Solar 2008, Town and Country Resort &
Convention Center, San Diego, CA
May 3–8

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

Southeast Building Conference,
Orange County Convention Center, Orlando, FL
July 31 – August 2

FlaSEIA Board of Director's, Annual Meeting & Auction
November (TBA)

FlaSEIA Board of Director's Meeting, Longwood
August (TBA)

Solar Power 2008, San Diego, CA
October 13–14

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



231 West Bay Avenue
Longwood, FL 32750-4125
Phone: (407) 339-2010
FAX: (407) 260-1582
Website: www.FlaSEIA.org