



## INDUSTRY NEWS

# FlaSEIA Members Walk The Halls of the Capitol

**O**n Monday, March 9 and Tuesday, March 10, 2009, FlaSEIA Executive Director Bruce Kershner, Assistant Executive Director Julie Kershner, FlaSEIA members and Solar Alliance members had a dozen or so meetings scheduled with key members and staff of the Governor's office, Legislators and the Governor's Energy Office.

The turn out was more than we expected. FlaSEIA had its largest turn out ever in Tallahassee. Couple this with the excellent showing from Solar Alliance; we were a force to be reckoned with. We hit the ground Monday morning with a meeting with Steve Adams, Deputy Director, Florida Energy and Climate Office. He gave an excellent overview of the federal stimulus dollars earmarked for Florida. Even though Washington has not finalized the allocations for the state, it's obvious that Steve is in constant contact with the Department of Energy (DOE) folks that are calling the shots.

FlaSEIA had an opportunity to meet with Kathy Mears, Deputy Chief of Staff and Legislative Affairs Director for Governor Charlie Crist. Kathy Mears encouraged the group to help the Governor's office by pushing the RPS as proposed by the PSC.

We want to thank Brecht Heuchan, Janet Gagnon and Todd Foley for participating with FlaSEIA at the office of Southern Strategy Group for lunch on Tuesday. Attending the luncheon were House Majority Leader Representative Adam Hasner, Representative Debbie Mayfield and Senator Jim King. Representing FlaSEIA were Chris Maingot, Bill Gallagher and Bruce Kershner. Representatives Hasner's and Mayfield's schedule did not allow for them to stay for the entire meeting. However, Senator King did stay and surprisingly discussed with us in length and candor the RPS issue. He seemed quite comfortable in speaking openly with the group and asking questions. It is hard to put a dollar value on sitting down with the former President of the Florida Senate and Chairman of the Senate Communications, Energy & Public Utilities Committee.

In addition to above, FlaSEIA members also met with Representative Charles Van Zant; Representative Clay Ford; Representative Debbie Mayfield's Legislative Aide Jaimee Sheehan; Representative Seth McKeel; Senator Jim King; Representative Kurt Kelly; Representative

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# Message:

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**DAVE BESSETTE**  
**FLASEIA PRESIDENT**

**T**he Long and Winding Road  
Do you remember as a kid riding in your parent's car and asking the question, "Are we there yet?"

Over the weekend, I found myself asking that very question. It seems as though after a bazillion conference calls and meetings, we should be; but in reality, we just pulled out of the driveway!

For those of us that have endured and for those of you just coming aboard, it is time to buckle up and get ready for the long haul.

Every well planned trip needs a map and for this trip the map comes in the form of the Legislative Agenda. Now if everyone would pull out their maps (you'll find it on page 4 of this newsletter) and use it when traveling to speak to your local representative, senator, customers and to anyone that will listen, you'll know the way.

Of course, there will always be the proverbial detour, bumps and humps that will come in the form of misinformed legislators and commissions and misguided policies. However, the map will help guide you through successfully.

If we all sing the same song on the trip, we will eventually get to where we all want to go. And that is a vibrant solar industry that is sustainable and provides opportunities for all of us in this association.

By the way, we may be asking for gas money. Please be generous when called upon. It's a long trip, and the driver (FlaSEIA) needs fuel in the form of contributions, donations and your time.

I want to thank all of you in advance for your support. And I would

especially like to thank the entire Legislative Committee which is chaired by Chris Maingot of Superior Solar Systems, Inc.

Take care and GOD Bless,

**Dave Bessette**  
**FlaSEIA President**

## Registered Contractor License Renewal Reminder

Just a reminder that the Registered Contractor licenses issued by the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2009. 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 in the advance building code module, one hour in laws and rules (Chapter 489) and one hour in wind mitigation.

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.

**2008/2009 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS**

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**(FlaSEIA Members Walk the Halls for the Capitol Continued from Front Cover)**

Jennifer Carroll's Legislative Aide Michelle Fowler; Representative Scott Randolph; Senator Lee Constantine; Representative Dorothy Hukill; House Minority Leader Representative Franklin Sands; Attorney for the House Energy & Utilities Policy Committee Cochran Keating; and Staff Director for the House Energy & Utilities Policy Committee Lucretia Collins.

At all of the meetings, we stressed adopting a 20% RPS by the year of 2020 as this will help create jobs. We also stressed that the solar industry is "ladder-ready" to stimulate the economy.

On Tuesday morning, FlaSEIA Legislative Chairman Chris Maingot testified before the House Energy & Utilities Policy Committee. Chris did an excellent job and pointed out that the approval of an RPS could

grow the solar industry tremendously here in Florida. Chris was scheduled to speak to the Senate Communications, Energy & Public Utilities Committee as well; however, the committee ran out of time. Chairman Jim King invited Chris back the following week to address the Senate Committee.

FlaSEIA thanks the following members who attended the Board of Director's Meeting and/or walked the halls: Karen Allain, Steve Allain, Dave Bessette, Charlie Cromer, Jeff Curry, Dillon Daniels, Pete DeNapoli, Martha Dugan, Scott Egglefield, Todd Foley, Janet Gagnon, Bill Gallagher, Steve Gorman, Tom Harriman, Tom Lane, Peter Laughlin, Chris Maingot, Troy Millar, Donnie Nolley, Mike Troutner, Yessica Vargas and Wayne Wallace.

We hope to see you and other members of FlaSEIA again 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.

# FLASEIA 2009 LEGISLATIVE AGENDA

## 1. Renewable Portfolio Standard

FlaSEIA supports the establishment of a Renewable Portfolio Standard (RPS) that achieves a 20 percent goal by 2020, with a set aside for solar. We favor policy mechanisms that are consistent with renewable energy payments through a standard offer contract that affords long term sustainable funding and continuity. At the customer's option, the provision of an upfront payment for small systems (residential solar water heating, small commercial solar water heating or PV systems less than 15 kW) is recommended.

## 2. Renewable Energy Payment/Feed-In-Tariff

FlaSEIA supports the development of a Renewable Energy Payment (also known as Feed in Tariff) to foster the growth of small- and medium-size energy producers to stimulate the wide-scale, fast-track deployment of solar energy installations in Florida.

## 3. Funding for the Solar Rebate Program

FlaSEIA supports the creation of a Public Benefits Fund to finance the solar rebate program. FlaSEIA supports the extension of the state solar rebate program. FlaSEIA supports an increase in the caps on the residential and commercial solar water heating rebates and a decrease in the minimum size of photovoltaic systems eligible for the rebate.

## 4. Streamlined Solar Permitting System

FlaSEIA supports legislation to establish a streamlined permitting system for solar energy installations, including reduced permit fees.

## 5. Commercial Property Tax Exemption

FlaSEIA supports a ballot initiative to reinstate the property tax exemption for commercial solar installations.

## 6. Funding for Research and Education Programs

FlaSEIA supports the creation of a Public Benefits Fund to support solar energy education initiatives as well as research and development activities.

*(Continued on Page 7)*



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The 2009 Legislative Session began on Tuesday, March 3, 2009. The 60-day session will adjourn, Sine Die, on Friday, May 1, 2009. With Florida's economy in a fiscal free fall and trust funds already largely depleted from previous budget balancing during the Special Session, the Legislature's focus will be on the 2009 Budget (the only bill the Legislature is required to pass) and whether the state will attempt to raise additional revenue through passage of an additional cigarette tax, taxing internet transactions or eliminating some exemptions.

Although committees have met over the past several months, few bills have been heard and most committee time was spent bringing members up to speed on various issues under the jurisdiction of the new committees that have been formed. There are thirty-five new House members learning their way around the Capitol.

Some discomfort and reorganization occurred in the House of Representatives resulting from the resignation of **House Speaker Ray Sansom (R – Fort Walton)** due to an ongoing ethics investigation. Subsequent to his resignation, **Representative Larry Cretul (R – Ocala)**, the Speaker Pro Tem, was chosen by House Republicans to replace **Sansom** as Speaker. The Senate is being led by **Senate President Jeff Atwater (R – Palm Beach Gardens)**.

A large number of bills were filed over the last week of February with the filing deadline being noon on the first day of Session.

The following is a list of some of the bills that we will be tracking throughout the Legislative Session:

## **Energy Bills**

**SB 1154** - Renewable Energy/

Public Service Commission. This bill deletes a requirement that the Public Service Commission adopts rules for Renewable Portfolio Standards (RPS).

**HB 519** and **SB 256** – Relating to Electrical Journeymen/New Construction Sites. These bills are promoted by the labor unions and would require an electrical journeyman to be present for electrical work on all commercial projects.

**HB 1317** and **SB 2392** – Relating to Renewable Energy. These bills will direct the PSC to establish a Renewable Energy Dividend (RED) also known as a Feed-in-Tariffs.

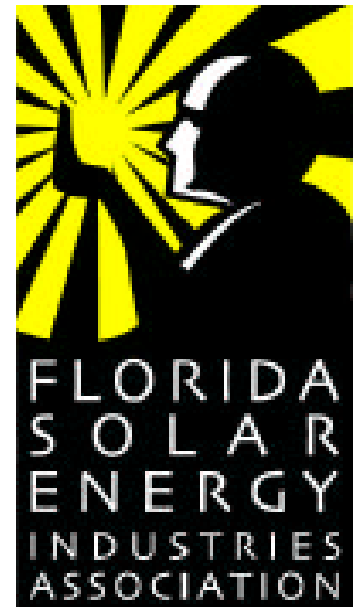
**HB 1319** and **SB 2490** – Relating to Energy and Relating to Renewable Energy Policy. These bills will ratify the PSC draft rule on RPS.

**HB 1353** and **SB 2326** – Relating to Go Green Florida and Relating to Renewable Energy & Technologies/Go Green Florida. These bills will direct the Florida Energy and Climate Commission to develop grant and recognize awards programs.

**HB 1533** and **SB 2300** – Relating to Florida Energy and Climate Commission. These bills will require the Florida Energy and Climate Commission to prepare a report on energy efficiency on low-income households and rental housing properties.

**SB 2328** – Clean Energy/Clean Portfolio Standards Act. This bill requires each electric utility to ensure that at least 20% of all retail electric sales be derived from clean energy, including nuclear.

**SB 2454** – Implementation/Changes to the State Constitution. This bill will implement the changes made to the state constitution by Amendment 3.



*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.

# OIR Issues Order on NCCI’s Florida Law Only Filing in Response to *Emma Murray vs. Mariner Health*

## Workers’ Compensation Rate Changes Effective January 1, 2009

Code Number	Description	2008 Rate	1/1/2009 Rate	Percentage Change
5606	Construction Executive Superintendent	2.74	2.08	-24.09%
8810	Clerical	.37	.28	-24.32%

On October 23, 2008, the Florida Supreme Court issued its opinion in the case of *Emma Murray vs. Mariner Health Inc.* and ACE USA, No. SC07-244 (“*Emma Murray*”). The Supreme Court interpreted the statutory attorney fee changes included in Senate Bill 50A (“SB 50A”), a comprehensive workers’ compensation reform bill implemented on October 1, 2003. The impact of the Supreme Court’s decision is to eliminate the statutory schedule for claimant attorney fees and to return Florida to pre-SB 50A law on claimant attorney fees, namely hourly fees.

On November 14, 2008, NCCI submitted a workers’ compensation rate filing to the Office of Insurance Regulation (OIR) in response to *Emma Murray*. The filing proposed an increase of 8.9% to the January 1, 2009 rate level. NCCI estimated that the full impact of *Emma Murray* would be an increase in overall Florida workers’ compensation system costs of 18.6%. NCCI anticipated that it would take two years for the full impact to be realized, and therefore proposed a first-year increase of half of the full impact or 8.9% in overall system costs. NCCI proposed an effective date of March 1, 2009 applicable to new, renewal and outstanding

policies. On January 26, 2009, the OIR issued an order denying the 8.9% increase and requested that NCCI make an amended filing for an overall workers compensation rate level increase of 6.4% applicable only to new and renewal policies effective April 1, 2009 (not applicable to outstanding policies).

The OIR’s order requested that NCCI amend its filing by February 2, 2009. NCCI has the option to appeal. NCCI is currently in the process of reviewing the order and making a decision on how to respond.

The rates shown above are effective with policies that renew between January 1, 2009 and March 31, 2009. New rates will apply to policies that renew on or after April 1, 2009.

Effective April 1, 2009, the state will increase workers’ compensation rates by 6.4%. The rate increase will affect all workers’ compensation policies written or renewed on or after April 1, adding about \$172 million in insurance costs for Florida employers.

It is estimated that rates will need to go up as much as 18.6% over the next two years unless changes are made

to the workers' compensation system to minimize the impact of attorney involvement. This is very bad news for Florida's construction industry given the state of our economy.

As additional information becomes available, the FlaSEIA office will keep you posted.

**(FlaSEIA 2009 Legislative Agenda Continued from Page 4)**

**7. Notice of Commencement**  
FlaSEIA supports legislation to increase the threshold for a Notice of Commencement (NOC) to \$7500 for solar thermal installations.

**8. Building Code Improvements to Encourage Solar Applications**  
FlaSEIA supports revisions to the Florida Building Code and Energy Code to: require the incorporation of solar ready plumbing; and, encourage the use of solar water heating to increase home energy efficiency.

**9. Solar in State Buildings**  
FlaSEIA supports the implementation of existing legislation that encourages or requires the installation of solar

energy systems in state buildings and educational facilities.

**10. Solar in Affordable Housing**  
FlaSEIA supports a requirement that affordable housing funded by the Florida Housing Finance Corporation include solar water heating.

**SEBC**

The Southeast Building Conference and Green Building Show will be held July 30 – August 1, 2009 at the Orange County Convention Center. SEBC/Green Building Show is committed to educating and inspiring building industry professionals through seminars, workshops, meet-the-experts sessions, hands-on demonstrations and networking opportunities . . . all of which lead to real-world solutions to real-world challenges. FlaSEREF has reserved six prime booth spaces as the Solar Showcase for FlaSEIA members. Builders are looking more closely at solar and other energy efficiency measures to help them stand out in the crowd, so now is a great time to showcase your products and services.

For more information, contact Colleen Kettles at [cmkettles@cfl.rr.com](mailto:cmkettles@cfl.rr.com).

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# ARE YOU THINKING ABOUT CHANGING YOUR COMPANY NAME?

If you answered yes, there are some things that you need to know. Besides the obvious (i.e., changing your name with the Division of Corporations, changing your letterhead and business cards, etc.), you must change the entity name that your license qualifies with the Department of Business & Professional Regulation (DBPR). Once this process is completed, then you must provide notice to the FlaSEIA office along with a copy of the new license and proof of workers' compensation or exemption illustrating the new company name.

Accordingly to F.S. 489, you, as the licenseholder, are required to notify DBPR of any changes to your license. If you start to write proposals, contracts or place your license number on the new company letterhead and business cards without qualifying the company through DBPR, you could

be reported to DBPR for unlicensed contracting.

If you are going to keep your original company name and qualify a second company with your existing license, then you will need to complete and submit the Qualifying Additional Business Organization Application Package to DBPR. If you are changing the original company name to the new company name, then you will need to complete and submit the Request for Name Change for Construction Qualified Business Entities to DPBR. You can find the forms by going to <http://www.myflorida.com/dbpr/pro/cilb/forms.html>.

Once you have received approval for the company name change with DBPR, please submit a copy of the new license and proof of workers' compensation insurance or exemption to the FlaSEIA office so that we can update our records.

**State Certified Solar Exam**

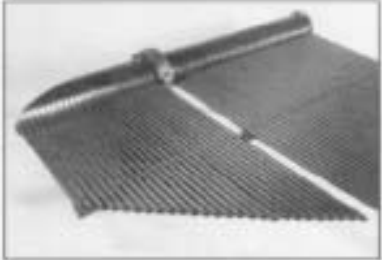
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# WELCOME NEW MEMBERS

JANUARY–MARCH 2009

**F** laSEIA extends a hearty welcome to the following new members who have joined the association from December 23, 2008 through March 17, 2009. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

## **Contractors**

### **Eco Solar, Inc.**

Andrew Tanner, Peter Laughlin  
2101 47th Street  
Sarasota, FL 34234-3140  
Phone: 941/364-5900  
Fax: 941/365-8881  
E-mail:  
[andrew@ecotechnousa.com](mailto:andrew@ecotechnousa.com),  
[peter@ecotechnousa.com](mailto:peter@ecotechnousa.com)  
Website: [www.ecotechnousa.com](http://www.ecotechnousa.com)  
License Number: CV C56744  
Counties Served: Bradenton,  
Charlotte, Collier, DeSoto, Hardee,  
Hillsborough, Lee, Manatee,  
Pinellas, Polk, Sarasota

### **FL Green Team, a division of Comfort Temp LLC**

Reed Wilson  
2213 Andrea Lane, Unit 106  
Fort Myers, FL 33912  
Phone: 239/432-1500  
Fax: 239/482-7737  
E-mail: [reed@embarqmail.com](mailto:reed@embarqmail.com)  
Website: [www.flgreenteam.com](http://www.flgreenteam.com)  
License Number: CV C56739  
Counties Served: Lee, Charlotte,  
Collier

### **Greenlaw Solar Group, Inc.**

Douglas Greenlaw  
7621 15th Street East, Unit 2B  
Sarasota, FL 34243  
Phone: 941/351-1620  
Fax: 941/351-4881  
E-mail:  
[dgreenlaw@greenlawsolargroup.com](mailto:dgreenlaw@greenlawsolargroup.com)  
Website:  
[www.greenlawsolargroup.com](http://www.greenlawsolargroup.com)  
License Number: CV C56693  
Counties Served: Statewide

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[www.aetsolar.com](http://www.aetsolar.com)

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• **Lakeside Plumbing, Inc.**  
• Peter Bartolomeo  
• 103 Douglas Road East, Unit D  
• Oldsmar, FL 34677  
• Phone: 813/855-2220  
• Fax: 813/855-2913  
• E-mail: [lakesideinc@aol.com](mailto:lakesideinc@aol.com)  
• License Number: CF C052682  
• Counties Served: Hillsborough,  
• Pasco, Pinellas

• **MGI-Morgan General  
Mechanical Group, Inc.**  
• Robert Morgan  
• 1128 South Powerline Road  
• Deerfield Beach, FL 33442  
• Phone: 954/360-9808  
• Fax: 954/360-9833  
• E-mail: [rlm@mgi-morgan.com](mailto:rlm@mgi-morgan.com)  
• License Number: CV C56692  
• Counties Served: Statewide

• **The Energy Outlet, Inc.**  
• William Garity  
• P. O. Box 312  
• Bunnell, FL 32110  
• Phone: 386/437-2671  
• Fax: 386/437-4219  
• E-mail: [solarbill05@aol.com](mailto:solarbill05@aol.com)  
• Website: [www.theenergyoutlet.net](http://www.theenergyoutlet.net)  
• License Number: CV C56703  
• Counties Served: Statewide

• **Zager Plumbing, Inc.**  
• Dale Zager  
• 149 Southeast 4th Street  
• Deerfield Beach, FL 33441  
• Phone: 954/481-2629  
• Fax: 954/481-1654  
• E-mail: [dale@zagerplumbing.com](mailto:dale@zagerplumbing.com)  
• Website: [www.zagerplumbing.com](http://www.zagerplumbing.com)  
• License Number: CF C041677  
• Counties Served: Statewide

• **Retailer**  
• **Florida Solar Power  
Group, Inc.**  
• Joseph Bolognese  
• 6301 Porter Road, Suite 8  
• Sarasota, FL 34240  
• Phone: 941/378-2600

• **Solar-Ray, Inc.**  
• Michael Brown  
• 1609 Camerbur Drive  
• Orlando, FL 32805  
• Phone: 407/443-4404  
• Fax: 407/835-8050  
• E-mail: [solarray@solar-ray.net](mailto:solarray@solar-ray.net)  
• Website: [www.solar-ray.net](http://www.solar-ray.net)

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Caribbean Technical  
Services, Inc.**

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Fax: 954/495-8125  
E-mail:  
[erosario@caribbeantechnical.com](mailto:erosario@caribbeantechnical.com)

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E-mail:  
[kklipstein@lutgertinsurance.com](mailto:kklipstein@lutgertinsurance.com)  
Website: [www.lutgertinsurance.com](http://www.lutgertinsurance.com)

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## Sunsational EarthFest

The Florida Solar Energy Center (FSEC)/UCF and Brevard Community College Green Team present Sunsational Earthfest on April 18, 2009 from 9:00 a.m. – 4:00 p.m. at FSEC and Brevard Community College, Cocoa Campus.

This event is designed with the whole family in mind. Admission is free! There will be a wide variety of activities offered, ranging from games for children to practical strategies for homeowners, to high-tech information for science buffs and engineers.

- Presentations on Green Buildings, Solar Power, Alternative Fuels and More!
- Hydrogen Fuel Cell Car Race for Middle School Students
- Tours of FSEC
- Solar Exhibits and Vendors
- Local Organic Food & Clothing
- Eco Films
- Children's Activities
- Earth Friendly Vendors
- Demonstrations of Renewable Energy Technologies
- Planetarium Movie - "The Living Sea" Filmed in IMAX

For more information, contact Susan Schleith at (321) 638-1017.

# Initiative:

**F**laSEIA 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  
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Thermal Conversion Technology, Inc.

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Heliocol USA, Inc.  
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Jacksonville, Florida 32204  
(904) 358-3720



# **Horizon:**

## **2009 Calendar of Events**

**Sunsational EarthFest, FSEC, Cocoa, FL  
April 18**

**ASES Solar 2009, Buffalo Niagara Convention Center, NY  
May 14–15**

**Building Officials Association of Florida (BOAF) 57th Annual  
Educational Conference & Trade Show, Daytona Hilton  
Oceanfront Resort, Daytona Beach, FL  
May 17–21**

**Board of Director's Meeting  
Superior Solar Systems, Inc. office in Longwood  
June 2**

**Southeast Building Conference  
Orange County Convention Center Orlando, FL  
July 30–Aug. 1**

**Board of Director's Meeting  
Solar Source office in Largo  
August 25**

**Solar Power International 2009  
Anaheim Convention Center, CA  
October 27–29**

**Annual Golf Tournament, Auction/Dinner and Board of  
Director's Meeting  
November (TBA)**

**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](http://www.FlaSEIA.org)**