



Florida Solar Energy Industries Association

INDUSTRY NEWS

FLASEIA HOLDS AUCTION, ANNUAL MEETING, DINNER AND GOLF TOURNAMENT

On Thursday, November 11, 2010, FlaSEIA held its Auction, Annual Meeting and Dinner at Falcon's Fire Golf Club in Kissimmee. Social Hour began at 5:30 p.m., the Dinner and Annual Meeting began at 6:30 p.m. and the Live Auction began at 8:00 p.m.

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 Chairman Dave Bessette with Allsolar Service Company, Inc. and Chris Maingot with Superior Solar Systems, LLC for being the auctioneers. They did a great job.

FlaSEIA really appreciates all of the companies who attended this function.

We also want to thank the following companies who donated items for the auction:

- AAA Solar Source
- Aquatherm Solar Supply
- Central Florida Zoo & Botanical Gardens

- Chris Maingot
- Daytona International Speedway
- Eco Solar, Inc.
- Energy Conservation Services of North Florida, Inc.
- Fantasy of Flight
- Florida Solar Energy Center
- Harrimans, Inc.
- Insurance by Ken Brown, Inc.
- Key Power Services, Inc.
- Pirate's Island – Pirate's Cove
- R. Bruce Kershner Company
- Ridgewood Lakes Golf & Country Club
- Solar Hardware
- Solar-Fit
- The LeverEdge
- The Jacksonville Jaguars
- Timacuan Golf Club
- UMA Solar

we would like to take this opportunity to thank the following companies who made a donation toward the auction. Their additional support is sincerely appreciated. With their donation, along with the donations from others and the proceeds from the Auction, FlaSEIA was able to raise \$9,775.00. FlaSEIA will be able to continue providing great service and benefits to its members through your generosity.

- AAA Solar Source

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BILL GALLAGHER
FLASEIA PRESIDENT

As we approach the Christmas/Holiday Season, it is a great time to reflect on the events of the past year. It has been an interesting year, to say the least.

The uncertainty in the financial market, combined with the conventional challenges associated with operating small businesses, has tested everyone's resolve.

I often speak with friends who, like me, have been involved in the solar industry for over 30 years. Our discussions sometimes sound like two members of a brotherhood, who are devoted to a cause so right and just, that we know eventually everyone will "see the light" through our eyes.

After all, what is more wholesome and patriotic than Mom, apple pie, our flag and the sun's free energy? Knowing this is true, why has it been so difficult for others to embrace the common sense approach of utilizing renewable energy?

There are many factors that have slowed the growth of the solar industry in Florida. I am certain that most people reading this message are aware of the issues that need to be addressed, and we are all anxious for a resolution.

Several polls have been taken over the last few years. Each one illustrates that the public supports the use of solar energy here in Florida. In addition to the popularity of solar, the polls also indicate that consumers are willing to pay an additional fee on their electric bills to promote the use of our most abundant source of free energy, the

sun.

If this is indeed the case, what is preventing us from moving forward and fostering a robust industry that creates thousands of jobs and reduces our dependency on fossil fuels and foreign oil supplies while protecting our environment?

The solution requires developing a long term, sustainable, renewable energy policy which encourages and rewards homeowners, business owners, independent energy producers and utilities for taking steps to safeguard our energy future.

Governor Elect Rick Scott has made it clear that job creation is on the top of his list as he assumes his role as the leader of our state. In addition, Senate President Mike Haridopolos and House Speaker Dean Cannon have indicated that it is their top priority as well.

I am optimistic that these new leaders will view the solar industry as the vehicle to achieve their collective goals of reviving our economy and producing job opportunities that are so desperately needed here in Florida.

FlaSEIA is dedicated to working with every member of the Legislature to help make this vision a reality in 2011.

Merry Christmas and Happy Holidays!

Sincerely,

Bill Gallagher
FlaSEIA Chairman

2010/2011 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

	2009 – 2011	2010 – 2012
PRESIDENT Bill Gallagher Solar-Fit	Bill Gallagher Solar-Fit	David Bessette Allsolar Service Company, Inc.
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PAST PRESIDENT Chris Maingot Superior Solar Systems, Inc.		

ADDITIONAL BOARD MEMBERS

Dr. Charles Cromer Florida Solar Energy Center	Colleen Kettles Florida Solar Energy Research & Education Foundation
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(FlaSEIA Holds Auction, Annual Meeting, Dinner and Golf Tournament Continued from Page 1)

- Allsolar Service Company, Inc.
- Aquatherm Industries, Inc.
- Mirasol FAFCO Solar, Inc.
- Solar-Fit
- Solar Hydronics Corp/The LeverEdge
- Superior Solar Systems, LLC
- UMA Solar

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

FlaSEIA also held a Golf Tournament on Thursday, November 11. There were 24 golfers in attendance for a beautiful fall day. Congratulations to the following winners:

First Place Team

- John McFall
- John Bates
- Troy Millar
- Jamie Ressler

Second Place Team

- Doug Hagg
- Joe Swyer
- Ryan O'Leary
- Loren Zucconi

Longest Drive

- Henry Manna

Closest to the Pin

- John McFall

FlaSEIA would also like to thank the sponsors of the Golf Tournament. Without their help, this event would

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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.

Solar Power PAC Score Card

Both the 2010 Primary and General Elections are over.

The Solar Power PAC has worked hard this election cycle meeting and interviewing candidates and attending fundraisers.

The Solar Power PAC Committee elected to make contributions toward the candidates during the Primary and General Election cycle which is listed on page 5.

The Solar Power PAC had a successful Primary and General Election cycle, supporting 13 candidates. A number of members of the Florida Legislature who were elected or re-elected, received critical support from the Solar Power PAC, demonstrating the impact the solar industry can have for the Florida Legislature. The Solar Power PAC overall score card indicates 11 wins and two losses for an 85% success rate.

As you can see, FlaSEIA has a great win-loss record. This represents our PAC dollars at work for you. So, the next time you are asked to make a contribution to the Solar Power PAC, you will know your money is being invested wisely.

One of the top priorities for FlaSEIA will be to implement the 2008 Constitutional Amendment that would allow a property tax exemption for residential properties for solar energy installations. FlaSEIA will also be working on a Constitutional Amendment for the 2012 Ballot to reinstate the property tax exemption for

commercial properties for solar energy installations.

FlaSEIA will be monitoring other construction and business legislative issues that could include:

- changes to Competitive Bid, Florida Statute 255.20.
- revising the statutory formula for the Workers' Compensation Special Disability Trust Fund.
- DBPR will probably introduce a legislative package that could address pre-licensure education and contractor licensing bonds.
- proposed changes to the Florida Construction Lien Law.
- anti-geographic bid preference.
- immigration tied to e-verify
- revisions to the Notice of Nonpayment statute.



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(909) 605-5610, FAX (909) 605-5613

Candidates

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Candidate	Office	Primary Contribution	General Election Contribution	Result
Michelle Rehwinkel Vasalinda (D)	HD 9	\$500.00	\$500.00	Won
Lake Ray (R)	HD 17	\$500.00	\$0.00	Won
Dorothy Hukill (R)	HD 28	\$0.00	\$500.00	Won
Steve Barnes (D)	HD 34	\$0.00	\$500.00	Defeated
Dean Cannon (R)	HD 35	\$500.00	\$500.00	Won
Steve Precourt (R)	HD 41	\$0.00	\$500.00	Won
Larry Ahern (R)	HD 51	\$0.00	\$500.00	Won
Keith Fitzgerald (D)	HD 69	\$0.00	\$500.00	Defeated
Doug Holder (R)	HD 70	\$0.00	\$500.00	Won
Trudi Williams (R)	HD 75	\$0.00	\$500.00	Won
Mike Horner (R)	HD 79	\$0.00	\$500.00	Won
Franklin Sands (D)	HD 98	\$0.00	\$500.00	Won
Ron Saunders (D)	HD 120	\$0.00	\$500.00	Won



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.

IS YOUR COMPANY NAME DIFFERENT FROM WHAT YOU QUALIFIED WITH DBPR?

If you answered yes, there are some things that you need to know. Your company name must be identical to the entity name that your license qualifies with the Department of Business & Professional Regulation (DBPR). Therefore, your license with DBPR cannot qualify a company name (i.e., ABC Plumbing), but you list your company name on your website and with FlaSEIA as another company name (i.e., ABC Solar). Through Chapter 489, this would classify the non-qualified company (i.e., ABC Solar) as an unlicensed contractor.

Using the example above, you would have three options:

- 1) Eliminate the second company name and transfer everything over to the original qualified company name listed with DBPR (i.e., check book, contracts, proposals, business cards, etc.).
- 2) Maintain the original qualified company name with DBPR as the first entity under your current license number and qualify the second company name as an additional entity under your current license number. You will be required to file paperwork with DBPR and may be required to appear before the board.
- 3) Eliminate qualifying the original entity through DBPR with your current license number and qualify the second entity with DBPR. You will be required to file paperwork with DBPR.

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. 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.

According to Rule 61G4-12.011(3), it defines the terms of "advertise" and "advertises" shall apply to business cards, business proposals, contracts, construction site signs, all newspaper, airwave transmission (other than internal company communications), any electronic media including Internet sites, phone directory. This means that companies who have a website are required to list their license number on their website. Your license number should be listed in a very conspicuous place (preferably right under your company name at the top of the website on the home page). Rule 61G4 was implemented to further define Chapter 489.

Division of Workers' Compensation Offers Free Classes

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The Florida Department of Financial Services, Division of Workers' Compensation, is offering free classes regarding Florida's workers' compensation laws and workplace safety to business owners, licensed contractors and employers.

Workers' compensation topics covered include:

- Review of Key Statutory Definitions
- Contractor Responsibilities
- Exemptions
- Insurance Coverage Requirements
- Enforcement Provisions

Workplace safety topics presented by OSHA (U.S. Dept. of Labor, Occupational Safety and Health Administration) include:

- Direct and Indirect Costs
- Inspections

- Florida Fatalities

The following is a list of class locations, dates and times for future sessions.

January 13, 2011

Tampa
State Office Building
1313 North Tampa Street, Suite 605
Tampa, FL 33603

January 19, 2011

Pompano Beach
Workforce One
2301 West Sample Road,
Building 4, Conference Room C
Pompano Beach, FL 33073

January 20, 2011

Ocala
Construction Education
Enhancement, Inc.
1644 N.E. 22nd Avenue, Building B
Ocala, FL 34470-7748

January 28, 2011

Miami

SOLAR WATER HEATERS - INSTANT HOT WATER CIRC. - RADIANT FLOOR ZONE and INJECTION PUMPS

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FSED LISTED
FVEEIA MEMBER
N.E. PARTICIPANT
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PV Panel Direct DC - 0.1A - 12 Volt Battery - 0.1A - AC/DC Adapter

• State Office Building
• 401 N.W. 2nd Avenue, North
• Tower, Room 423
• Miami, FL 33128

• **February 4, 2011**

• Lakeland
• Lakeland Public
• Library
• 100 Lake Morton
• Drive, Meeting
• Room
• Lakeland, FL
• 33801

• **February 10, 2011**

• Fort Myers
• State of Florida Office Building
• 2295 Victoria Avenue, Room 165A
• Fort Myers, FL 33901

• **February 10, 2011**

• Pensacola
• Alabama Associated General
• Contractors Northwest Florida
• Section
• 201 South F Street
• Pensacola, FL 32502

• **February 24, 2011**

• Orlando
• State Office Building, Hurston
• Complex
• 400 West Robinson Street, South
• Tower, Conference Room C & D
• Orlando, FL 32801

• **March 10, 2011**

• Jacksonville
• Florida Dept of Law Enforcement
• 921 North Davis Street, Building E,
• Room A
• Jacksonville, FL 32209

• **March 11, 2011**

• West Palm Beach
• Central Career Center
• 1951 North Military Trail, West
• Palm Beach, FL 33409

• **March 15, 2011**

• Tallahassee
• Southwood Complex, Betty Easley
• Conference Center
• 4075 Esplanade Way, Room 180
• Tallahassee, FL 32399

• The Division of Workers'
• Compensation is an authorized

provider (Provider Number:
0004354) for continuing education
purposes through the CILB. Course
Number: 0010118 – one hour
satisfies the workers'
compensation requirement and
Course Number: 0010630 – one
hour satisfies the workplace safety
requirement.

Advanced registration is required.
The form is available on the
Division's website at
www.myflorida.com/WC. For additional
information, e-mail
bocseminars@MyFloridaCFO.com, or call (813) 221-6518.

**(FlaSEIA Holds Auction,
Annual Meeting, Dinner and
Golf Tournament
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not have been successful.

Hole Sponsors

- OUC – The Reliable One
- Solar-Fit
- Superior Solar Systems, LLC

Tee Sponsors

- Advanced Green Technologies
- Superior Solar Systems, LLC

Beverage Cart Sponsor

- Allsolar Service Company, Inc.
- Alternate Energy Technologies

Lunch Sponsor

- TWC Distributors, Inc.

*Happy
Holidays!*



**State Certified
Solar Exam**

February 22–23, 2011
June 21–22, 2011

Applications may be
obtained by logging on
to
www.proftesting.com

Secretary of Labor Hilda Solis Announces Partnership with U.S. Department of Transportation to Combat Distracted Driving by Workers

OSHA Launching initiative to Discourage Texting While Driving on the Job

Because motor vehicle crashes are a leading cause of worker fatalities, Secretary of Labor Hilda L. Solis today announced a partnership between the U.S. Department of Labor's Occupational Safety and Health Administration and the U.S. Department of Transportation to combat distracted driving.

"It is imperative that employers eliminate financial and other incentives that encourage workers to text while driving," said Secretary Solis. "It is well recognized that texting while driving dramatically increases the risk of a motor vehicle injury or fatality."

Prohibiting texting while driving is the subject of an executive order signed by President Barack Obama last year for federal employees and the subject of rulemaking by the Department of Transportation.

OSHA is launching a multi-pronged initiative that includes:

- An education campaign for employers, launched during "Drive Safely Work Week" in early October, will call on employers to prevent occupationally related distracted driving, with a special focus on prohibiting texting while driving.

- An open letter to employers to be posted on OSHA's website, <http://www.osha.gov> during "Drive Safely Work Week." The website also will showcase model employer policies and encourage employer and labor associations to communicate OSHA's message.
- Alliances with the National Safety Council and other key organizations as outreach to employers, especially small employers, aimed at combating distracted driving and prohibit texting while driving.
- Special emphasis on reaching younger workers by coordinating with other Labor Department agencies as well as alliance partners and stakeholders.
- Investigate and issue citations and penalties where necessary to end the practice when OSHA receives a credible complaint that an employer requires texting while driving.

"We call upon all employers to prohibit any work policy or practice that requires or encourages workers to text while driving," said Assistant Secretary of Labor for OSHA Dr. David Michaels. "The Occupational Safety and Health Act is clear; employers must provide a workplace free of recognized hazards."

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to assure these conditions for America's working men and women by setting and enforcing standards, and providing training, education and assistance. For more

information, visit <http://www.osha.gov>.

OSHA 300–A Form – Summary of Work– Related Injuries and Illnesses – Must be Posted

This is a reminder that all companies are required to post the *Summary of Work–Related Injuries and Illnesses (Form 300–A)* — by February 1 of the year following the year covered by the form and keep it posted until April 30 of that year.

The OSHA 300–A Form, along with OSHA Forms 300 and 301, is available on OSHA’s website at <http://www.osha.gov/recordkeeping/RKforms.html>.

Employers must keep a Log of Work–Related Injuries and Illnesses and Summary for each establishment or site. If you have more than one establishment, you must keep a separate and for each physical location that is expected to be in operation for one year or longer. Note: you can use a workers’ compensation or insurance form, if it contains the same information.

Note that your employees have the right to review your injury and illness records. You must keep the *Log* and *Summary* for five years following the year to which they pertain.

OSHA Interpretation

July 26, 2010

Letter # 20071001–7893

Re: English language proficiency at construction sites.

Question: Is there an OSHA requirement that obligates employers to ensure that their

employees can communicate with supervisors and co–workers in English at construction sites so that they can understand safety training and instructions and coordinate safely with co–workers?

Answer: While there are construction standards that require training and instructions, there are no OSHA construction

Registered Contractor License Renewal Reminder

Just a reminder that the Registered Contractor licenses from the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2011. 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 (this requirement only affects general, residential, building, roofing and glass and glazing contractors).

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.

standards that specifically require that such information be conveyed and understood in English. For example, 29 CFR 1926.21(b)(2) states:

The employer shall instruct each employee in the recognition and avoidance of unsafe conditions and the regulations applicable to his work environment to control or eliminate any hazards or other exposure to illness or injury.

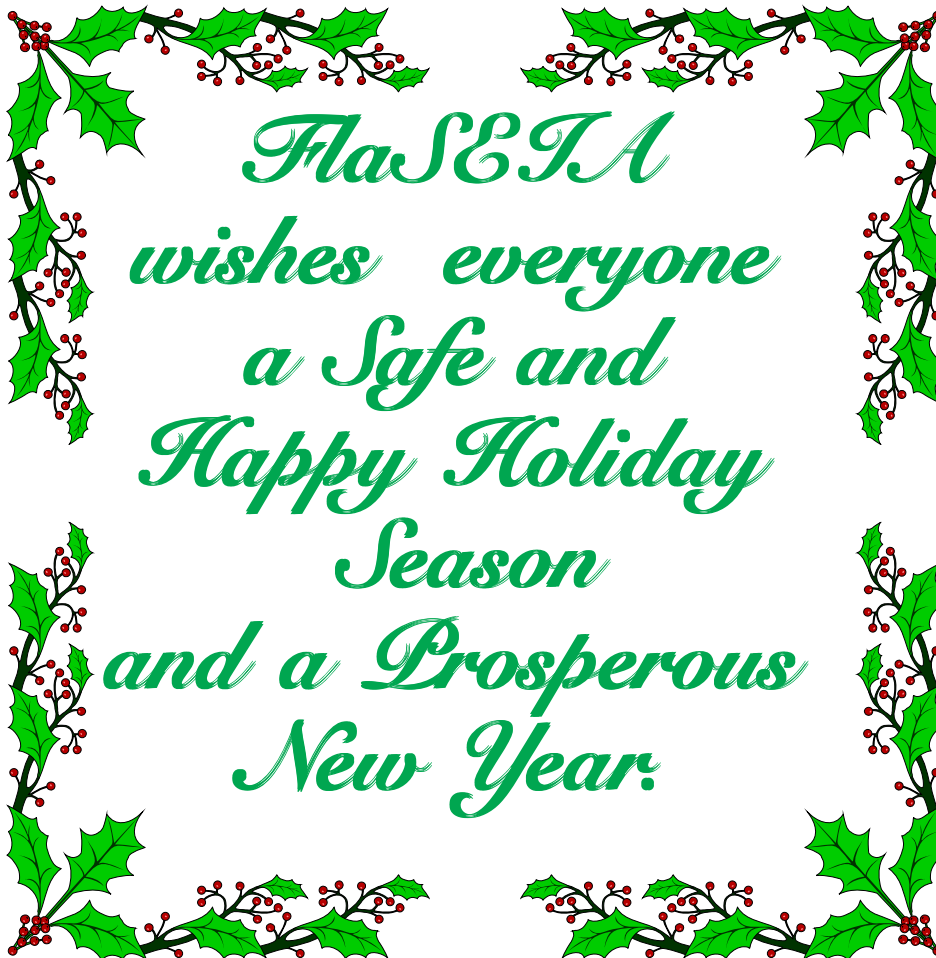
Certain OSHA construction standards supplement the requirement of 1926.21(b)(2) by requiring that employees receive training in specific topics. One example is 29 CFR 1926.503(a)(1), which provides:

The employer shall provide a training program for each

employee who might be exposed to fall hazards. The program shall enable each employee to recognize the hazards of falling and shall train each employee in the procedures to be followed in order to minimize these hazards.

The employer's duty under the construction standards to train and instruct employees in how to comply with OSHA standards and to avoid hazards in the work environment necessarily means that employers must present information in a manner that employees are able to understand. As OSHA stated in the OSHA Training Standards Policy Statement, dated 04/28/2010:¹

[R]egardless of the precise regulatory language, the terms "train" and "instruct," as well as



other synonyms, mean to present information in a manner that employees receiving it are capable of understanding.²

In addition, it is common that, for safety reasons, construction employees need to be able to communicate with supervisors and co-workers. However, an OSHA obligation in that regard would be met by any system in which that communication could reliably occur; there is no OSHA requirement that the communication system be based on the English language.

*Ben Bare, Acting Director
Directorate of Construction*

¹ <http://www.osha.gov/dep/OSHA-training-standards-policy-statement.pdf>

² To assist employers in their training obligations, OSHA publishes many materials in Spanish, many of which are available on the OSHA website as well as in printed form. They can be found by visiting the OSHA homepage and, under the topic “Compliance Assistance,” clicking on the “Hispanic” tab. Spanish-language outreach resources on the OSHA website can also be reached by clicking on “Quick Start” under “Compliance Assistance” and then clicking on “Hispanic Outreach.”

2011 Orlando Pool & Spa Show February 11- 12, 2011

The Orlando Pool & Spa Show will be held on February 11–12, 2011 at the Orange County Convention Center in Orlando, Florida. This is an opportunity for building relationships and your business with the swimming pool and spa industry. Attendance has been steady over the past years and again expect more than 4,000

qualified buyers of industry related products and services.

Be among the more than 225 industry manufacturers and distributors exhibiting at the 2011 Orlando Pool & Spa Show. Contact Wendy Parker at (800) 548-6774 today to get your booth!

Product Showcase

Outside the exhibit hall will be the Product Showcase, a designated area for manufacturers to display information about new products, energy efficient products, VGB products or really Great products which you would like to get extra attention.

For just \$150, exhibitors can set up the product with literature and information. Each manufacturer's tabletop area in the Showcase will have a sign with their logo and booth number. Attendees can vote for the best product in each group and the winners are announced to industry trade publications following the Show.

Online Trade Show

The Orlando Pool & Spa Show includes an online trade show for all exhibitors. This means that everyone has 24/7 access to your company's product information and website.

Take advantage of promoting your company all year through the Show website. Once booths are assigned attendees will be able to use a search function to find specific products and the site will remain live for up to two months after the event as well.

Make your hotel reservations

Be sure to make your hotel reservations at an official Orlando Show Hotel. There are two options this year – the Rosen Plaza Hotel and the Rosen Inn at Pointe Orlando. These hotels offer different price points for all budgets. [Click here for hotel information.](#)

DBPR and Jacksonville Sheriff's Office "Sting" Unlicensed Contractors in Jacksonville

At the end of September, the Department of Business and Professional Regulation (DBPR), in partnership with the Jacksonville Sheriff's Office and the State Attorney's Office for the Fourth Judicial Circuit, completed a three-day sting called "Operation Hammerdown" targeting unlicensed contractors. Twenty-two unlicensed contractors were issued cease and desists notices by DBPR and notices to appear by JSO.

"We are committed to taking proactive measures to keep the public safe and protect them from unlicensed and unscrupulous contractors," said Secretary Charlie Liem. "We will continue partnerships with local law enforcement to ensure Floridians are protected."

DBPR investigators gathered advertisements for construction work from online classifieds, such as Craigslist.org. Suspected unlicensed contractors were asked to come to the "sting" house to give estimates for work that requires licensure. When the individuals failed to provide their contractor licenses, they were issued notices and cease and desist and notices to appear for unlicensed contracting. Investigators also provided information on how to obtain a license. The ultimate goal is to bring the individuals into compliance with state law and protect consumers.

Below are precautions that consumers can take to help protect themselves from unlicensed individuals:

- Always ask to see the State of Florida license.
- Note the license number and verify that the license is current. To check a license, call (850) 487-1395 or visit www.MyFloridaLicense.com.
- Ask for references and check each one.
- Do not pay cash and be cautious of writing checks made payable to individuals, especially when dealing with a company.
- Get everything in writing, including a detailed description of the work to be completed, a completion date and the total cost.
- Report suspected unlicensed activity at www.MyFloridaLicense.com or toll-free at (866) 532-1440.

DBPR's mission is to license efficiently and regulate fairly. DBPR licenses more than one million businesses and professionals ranging from real estate agents, veterinarians, and accountants to contractors and cosmetologists. For more information, please visit www.MyFloridaLicense.com.

Minimum Wage Will Not Increase for 2011

The Florida minimum wage rate for calendar year 2011 will stay the same as the current minimum wage of \$7.25 an hour. This means for the second year in a row, both the Federal minimum wage and Florida minimum wage are the same rate.

• All Florida employers should
• continue paying their employees at
• least the minimum wage of \$7.25
• per hour.

• Even though the Federal minimum
• wage and Florida minimum wage
• are the exact same, Florida
• employers are still required to
• display two minimum wage
• posters: a federal poster and a
• state-specific poster.

• Every time a new poster is required
• for Florida businesses, private
• poster companies will send you
• mail to scare you into buying
• expensive “compliance packages.”
• Be very wary of these companies,
• and please do not spend any money
• until you fully understand what you
• need and whatever you are buying.

Workers’ Compensation Rates Going Up for 2011

• For the first time since 2003, the
• rates Florida businesses pay for
• workers’ compensation insurance
• will increase for new and renewal
• policies effective January 1, 2011.
• Even with this slight rate increase,
• workers’ compensation rates are
• still down more than 60% over the
• last seven years, and Florida has
• the lowest rates in the southeast.

• Florida Insurance Commissioner
• Kevin McCarty approved the rate
• filing to increase Florida’s workers’
• compensation insurance rates by
• 7.8 percent. Commissioner
• McCarty’s action is technically a
• denial of NCCI’s recent rate filing
• that sought an 8.3 percent
• increase.

• “The rate increase that has been
• justified would still give Florida the
• lowest rates in the southeast, and
• likely keep us in the top 10 states
• nationally for most affordable
• workers’ compensation

insurance,” said Commissioner
McCarty. “The NCCI’s prior seven
annual filings represent the largest
consecutive cumulative decrease
in rates in our state’s history.”

As a reminder, your workers’
compensation premiums are
determined by multiplying your
payroll by the specific rate for the
classification(s) for your business.
The rate for your particular
business may increase more or
less than 7.8%; this figure is an
average rate increase for all job
classes in the state of Florida. The
rate increase for your individual
business may be higher or lower.

If you have any questions about the
new rates and how they apply to
your workers’ compensation
policy, you can call your local
insurance agent or your workers’
compensation carrier.

Unemployment Tax Update

Florida Employers are required by
law to pay unemployment taxes on
their company’s payroll into the
Florida Unemployment
Compensation Trust Fund. Most
employers must report and pay the
tax each quarter. Employers may
not require employees to pay any
part of this tax. The Trust Fund is
used to pay benefits to those
workers who lose their jobs.

Because of the recession, there
have been unprecedented
demands on the Trust Fund. The
Trust Fund is insolvent and is
having to borrow money from the
federal government to pay benefits
to workers. For these reasons,
employers’ tax rates for calendar
year 2010 were set to increase
dramatically. The tax rate for
employers at the minimum tax rate
was going to increase from \$8.40
an employee to over \$100 an
employee. Thanks to a bill passed
by the Florida Legislature last
March, however, the tax increase
was limited. Also, the bill allowed

businesses to make their unemployment tax payments over the full calendar year.

However, because unemployment is still high and with many businesses going out of business, employers are again set to see an increase in their unemployment taxes for 2011. The state expects employers paying the minimum tax rate to increase from \$25.20 per employee to \$72.10 per employee. This is an increase of \$44.90 a year per employee. In addition to this increase of at least \$44.90, Florida employers will also face a special assessment of approximately \$13 per employee to make payments on the interest owed to the federal government for money loaned to the Florida Trust Fund.

The state has already mailed tax notices to employers, as well as information explaining the interest assessment. The first quarterly unemployment tax payment will be due April 30. The special interest assessment will be due June 30.

Health Care Tax Credit Available

Small businesses that pay at least half the cost of health insurance for their employees in 2010 may be eligible for a new credit on their 2010 tax return. The credit is available for employers with 25 or fewer employees and less than \$50,000.00 in average wages. For tax years 2010 to 2013, the maximum credit is 35% of premiums paid by eligible small businesses. The maximum credit goes to smaller employers – those with 10 or fewer full-time equivalent employees and paying annual average wages of \$25,000 or less.

For more information, go to the Internal Revenue Service's website at www.irs.gov, or consultant

with your local tax professional.

IRS Delays Reporting of Group Health Plan Cost on W-2

In March of this year, Congress passed the Affordable Care Act, which requires employers to report the cost of health insurance coverage provided to their employees on Form W-2. The Internal Revenue Service (IRS) has issued a one-year delay of this requirement to give employers additional time to comply with this new reporting requirement. It will not become effective until 2012. Employers may still voluntarily comply with the new requirement by reporting this information on the W-2 for 2011.

Solar Rebate Update

Thousands of solar energy customers are in line to receive rebates from the state under a new law (*Chapter Law: 2010-282*) passed November 16 by the Legislature and immediately signed into law by the governor. However, it could be a few months before they see those checks, according to the Governor's Energy Office.

Qualifying applicants who upgraded their air conditioning systems are eligible to receive rebates of \$1,500 each. Qualifying solar rebate homeowner applicants were originally in line to receive rebates of \$100 for solar swimming pool heaters, \$500 for solar water heaters and \$4 per watt of energy produced from eligible solar panel systems, up to \$20,000 per homeowner. Businesses were in line to receive up to \$5,000 for

• solar water heaters and up to \$100,000 for solar panels.

• The Legislature is relying upon \$31.4 million in federal stimulus funding to meet the obligations of both the HVAC and solar rebate programs.

• The Energy Office will first process applications for the HVAC Rebate Program. Applications are due by November 30, 2010. Here are the guidelines, according to a news release from the Governor's office:

- The HVAC or geothermal system must have been purchased or contracted for purchase with a Florida-licensed contractor between August 30, 2010 and September 14, 2010.
- The new HVAC or geothermal system must be fully installed on or before November 30, 2010.
- A complete application (with the four required documents included) must be submitted to the rebate administrator on or before November 30, 2010.

• To process those applications, the Energy Office is re-activating its toll-free hotline (877-521-2140) effective Monday, November 22, 2010. More information is available at <http://www.rebates.com/floridahvac/>.

• The Legislature set aside \$2,467,244 in federal stimulus monies for HVAC rebates, but is making additional federal stimulus money available if applications exceed that amount. That money will come from a second pot of money — a total of \$28.9 million in federal stimulus funds — that lawmakers

earmarked for the Solar Energy System Incentives Program (solar rebate program).

The remaining dollars will be shared among applicants who purchased solar energy systems for their homes and businesses. The money will be distributed on a pro rata basis. Nearly \$52 million in unpaid solar energy rebates have been submitted by some 13,000 people. It is estimated that over 50 percent of the value of each solar rebate will be paid back to consumers.

Note: final solar allocation and rebate percentage cannot be determined until HVAC rebate funds are allocated.

The Energy Office will review applications to make sure they meet state and federal guidelines. It expects to issue rebates well into January 2011 or beyond.

The Florida Energy & Climate Commission requested the Governor's Energy Office to submit

(Continued on Page 18)



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OCTOBER–DECEMBER
2010

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Are you receiving the *Industry News* but are not a member of the Florida Solar Energy Industries Association (FlaSEIA)? [Click here for a Membership Application.](#)

Some of the FlaSEIA Membership Benefits include:

Legislative Awareness

- SEIA Legislative Alerts
- Voting Records
- Weekly updates during the Legislative Session
- Participated in the development of a statewide Energy Future
- Political Action Committee: Solar Power PAC

Publications

- Quarterly Newsletter, Industry News
- Membership Directory

Business Development

- Local Referral Network
- State Referral Network
- Annual Dinner/Auction

Safety Training/Education

- Continuing Education courses for license holders are being offered

Advertising Opportunities

- Florida Manufacturers Initiative

- Program (FMI Program)
- Annual Auction
- Annual Golf Tournament
- Website

Regulation

- Construction Industry Licensing Board (CILB)
- Public Service Commission (PSC)
- Florida Energy & Climate Commission

Other

- Website: www.flaseia.org
- Opportunity to participate in the Southeast Building Conference (SEBC) – Exhibitor Space
- Consumer Hotline – Provide referrals to solar contractors in their area

Please consider joining FlaSEIA today! We anticipate an active Legislative Session. We are hopeful that the Legislature, as well as the Governor, will support a strong solar energy initiative this session. Your participation in Florida's only solar industry trade association is essential to the success of these efforts.

If you have any questions or need additional information, please do not hesitate to contact the FlaSEIA office at (407) 339-2010.



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Welcome New Members

FlaSEIA extends a hearty welcome to the following new members who have joined the association from October 1, 2010 through December 21, 2010. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

Contractor

Miller Electric Company

William Foley, Jr.
2251 Rosselle Street
Jacksonville, Florida 32204
Phone: 904/388-8000
FAX: 904/389-8653
E-mail: bfoleyjr@mecojax.com
Website: www.mecojax.com
License: EC 000011
Service Area: Statewide

Prestige Solar

Robert Scavuzzio
21113 Johnson Street, Unit 118
Pembroke Pines, Florida 33029
Phone: 305/827-1935
FAX: 305/575-1587
E-mail: info@prestigesolar.net
Website: www.prestigesolar.net
License: CV C56769
Service Area: Broward, Dade, Palm Beach

Utility Company

Progress Energy

Joseph Pietrzak
4359 S.E. Maricamp Road
Ocala, Florida 34480
Phone: 352/694-8515
FAX: 352/694-8538
E-mail: joseph.pietrzak@pgnmail.com
Website: www.progress-energy.com

Project Developer - IPP

Gestamp Solar

Richard Moretz
5800 Beach Boulevard,
Suite 203, #208
Jacksonville, Florida 32207
Phone: 803/600-9390
E-mail: richard.moretz@gestampren.com
Website: www.gestampren.com

Patron

Daytona State College
Alireza Rahrooh
Advanced Technology College,
1770 Technology Boulevard
Daytona Beach, Florida 32117
Phone: 386/506-4106
FAX: 386/506-4191
E-mail: rahrooa@daytonastate.edu
Website: www.daytonastate.edu

(Solar Rebate Update Continued from Page 16)

a periodic report at each subsequent FECC meeting until the funds are approved in **Chapter Law 2010-282** are fully expended. Each staff report to the Commission should include, but not limited, to the following:

HVAC Rebates

- total number of approved applications (to date).
- total dollars to pay approved applications (to date).
- estimated date first set of rebate cards will be mailed.
- estimated date final set of rebate cards will be mailed.

Solar Rebates

- estimated dollars available to pay solar rebates.
- total number of approved applications (to date).
- total dollars to pay approved applications (to date).
- estimated pro rata share of each rebate to be paid.
- estimated date first set of rebate checks will be mailed.
- estimated date final set of rebate checks will be mailed.

FlaSEIA will continue to provide updates from the Governor's Energy Office as they become available.

FLORIDA MANUFACTURERS' Initiative:

OCTOBER—DECEMBER
2010

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.

POOL COLLECTORS

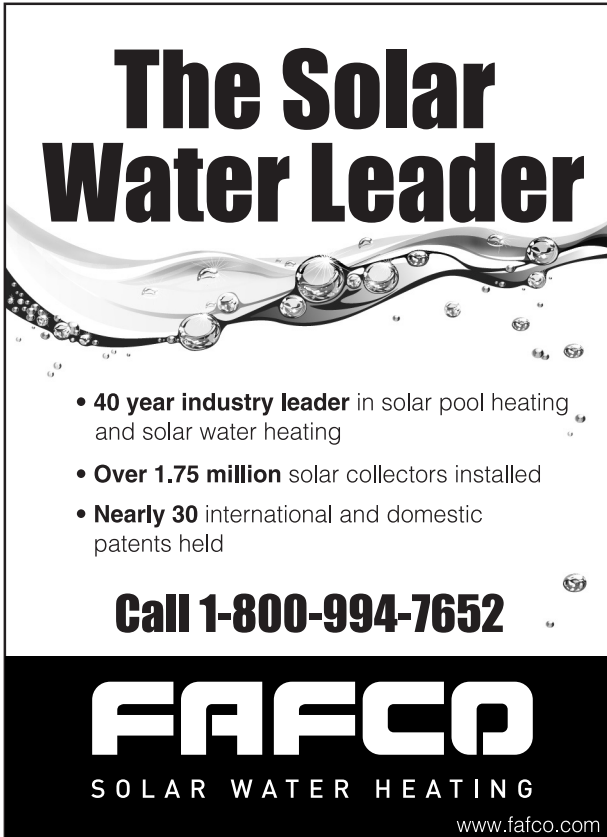
FAFCO, Inc.
Heliocol USA, Inc.
Solar Hydronics Corp/The LeverEdge

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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Horizon:

2011 Calendar of Events

**The International Builders' Show,
Orange County Convention Center – West Concourse,
Orlando, FL
January 12–15**

**Orlando Pool and Spa Show,
Orange County Convention Center, West Hall E1
February 11–12**

**Renewable Energy World North America Conference &
Exposition, Tampa Convention Center,
Tampa, FL
March 8–10**

**FlaSEIA Board of Director's Meeting
March (TBA)**

**PV America, Solar Photovoltaic's Leading Conference and
Trade Show, Philadelphia, PA
April 3–5**

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



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