



Florida Solar Energy Industries Association

## INDUSTRY NEWS

# FlaSEIA Holds Annual Golf Tournament, Meeting, Dinner and Auction

**O**n Wednesday, November 9, 2011, FlaSEIA held its Auction/Annual Dinner Meeting at the Florida Solar Energy Center in Cocoa. 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, 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 Energy Technology Services, Inc. and Dillon Daniels with Allsolar Service Company, Inc. 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:

- AAAA Solar Source

- Advanced Green Technologies, Inc.
- Arabian Nights
- DNC Parks & Resorts at KSC, Inc.
- ECS Solar Energy Systems (Energy Conservation Services of North Florida, Inc.)
- Falcon's Fire Golf Club
- Florida Solar Energy Center
- Harrimans, Inc.
- Key Power Services, Inc.
- MetroWest Golf Club
- Orlando Science Center
- R. Bruce Kershner Company
- Ridgewood Lakes Golf & Country Club
- Solar-Fit
- Superior Solar Systems, LLC
- The Energy Store
- The Jacksonville Jaguars
- The Tap Room at Dubsdread
- UMA Solar

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

FlaSEIA also held a Golf Tournament on Wednesday, November 9 at the Cocoa Beach Country Club. There were 24 golfers in attendance for a beautiful fall day. Congratulations to the following winners:

*(Continued on Page 4)*

- President's Message  
• PAGE 2
- President Signs 3 Percent  
• Withholding Tax Repeal  
• PAGE 5
- Lawson: Don't Hire  
• Unlicensed Professionals  
• PAGE 5
- State Licensing Agency  
• Announces First Free  
• iPhone App  
• PAGE 5
- CILB Board Increases Time  
• Limit to Pass All of  
• Examination Parts  
• PAGE 6
- CILB Frequently Asked  
• Questions  
• PAGE 6
- Minimum Wage Update  
• PAGE 8
- Workers' Compensation Rates  
• Going Up for 2012  
• PAGE 8
- Unemployment Tax Update  
• PAGE 8
- Poster Update  
• PAGE 9
- Division of Workers'  
• Compensation Offers Free  
• Classes  
• PAGE 9
- Survey for Florida Businesses  
• PAGE 11
- IRS Announces 2012 Standard  
• Mileage Rates, Most  
• Rates Are  
• the Same as in July  
• PAGE 11
- OSHA Update  
• PAGE 12
- Not a Member of  
• FlaSEIA?  
• PAGE 17
- 2012 Membership  
• Investment Dues  
• PAGE 18
- Welcome New Members  
• PAGE 19
- On The Horizon  
• PAGE 20

# Message:

2



**BILL GALLAGHER**  
**FLASEIA PRESIDENT**

**M**erry Christmas and Happy Holidays to all FlaSEIA members and friends!

I hope that this message finds everyone in good health and enjoying the season. We really do have so much to be thankful for. We live in the greatest country in the world where our freedom is assured by the brave members of our military, past and present, and our personal liberties are protected by our Constitution. There is truly no country on earth like America. We also have the good fortune to live in Florida where the weather is pleasant year round, and the sun shines nearly every day. (More on the sun later.)☺

Taking time to consider our blessings, such as good health, family and friends, makes it easier to bring our challenges into perspective. 2011 presented a few such challenges for our industry. The problems stemming from the Solyndra collapse were unexpected and unfortunate. At the time of this message, there is still a lot to learn about the precise cause of this event, and it is too early to speculate. We do know that the solar industry has been caught in the crosshairs, not so much by the failure of the company as by the spin that has been occurring, and continues to a smaller degree today.

Our friends on the radio, TV and some politicians have taken this incident and used it as a means of posturing for political reasons. We have heard everything from “solar does not work, we are wasting good money supporting solar energy, there is not enough sunshine in Florida, to we need to surrender to China . . . they are going to

dominate solar anyway”. This type of rhetoric is not only untrue, it also serves to mislead the public and act as a deterrent to solar development in our country and state. The fact of the matter is that 85-90% of Americans feel that supporting solar initiatives is good for our country. Their reasons are obvious and many: solar energy is clean, inexhaustible, provides a permanent hedge against increasing utility costs, enhances energy security, can be deployed on individual rooftops (distributed solar generation) eliminating conventional electrical transmission lines and line losses and the energy produced is provided every day for FREE courtesy of the sun. We need to enable the public with accurate information concerning these benefits, and they will carry the word to our elected officials. It is time to put politics aside and make intelligent choices for our energy future.

I want to take a moment to thank Mr. Vincent Biel and Mr. Patrick Altier, FlaSEIA members from Solar Trek in Ocala, for inviting Congressman Cliff Stearns to their facility to see “first hand” how Florida and the United States cannot only produce its own free energy, it can lead the world in doing so. Upon completion of the Congressman’s tour of the Solar Trek facility, he was gracious and provided a short film clip of his opinion of solar utilization for our state and our country. Our special thanks to Dan Larkin, Channel 20 in Gainesville, for stopping by for the Congressman’s visit and filming his response. Please take a moment to visit FlaSEIA’s website to see the clip. If you like what you see, send along a thank you to Vincent and



2010/2011 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

	2011–2013	2010–2012
<b>PRESIDENT</b> Bill Gallagher Solar-Fit	Bill Gallagher Solar-Fit	Carsten Bethge Advanced Green Technologies
<b>1st VICE PRESIDENT</b> Scott Egglefield Mirasol FAFCO Solar, Inc.	Tom Harriman Harrimans, Inc.	Jeff Curry Lakeland Electric
<b>2nd VICE PRESIDENT</b> Reed Wilson Aquatherm Solar Supply	Steve Kaufman Kaufman Lynn, Inc. General Contractors	Pete DeNapoli SolarWorld Industries
<b>SECRETARY</b> Steve Kaufman Kaufman Lynn, Inc. General Contractors	Chris Maingot Superior Solar Systems, Inc.	Scott Egglefield Mirasol FAFCO Solar, Inc.
<b>TREASURER</b> Colleen Kettles Florida Solar Energy Research & Education Foundation	Wayne Wallace Solar Source	Clayton Eigenmann Alternative Energy Services, Inc.
<b>PAST PRESIDENT</b> Chris Maingot Superior Solar Systems, Inc.	Reed Wilson Aquatherm Solar Supply	Monica Kennedy Elite Solar Services
		Bob Zrallack Solar Energy Systems
<b>ADDITIONAL BOARD MEMBERS</b>		
Dr. Charles Cromer Florida Solar Energy Center		Colleen Kettles Florida Solar Energy Research & Education Foundation

Patrick for bringing visibility and credibility to the solar industry. These two guys are devoted to our industry, and we are fortunate to have them as members.

I would also like to thank everyone on the FlaSEIA Events Committee for all of their hard work in putting together our Annual Golf Tournament and Dinner/Auction. It was a fun night and a great “get together” for our industry friends. Thanks also to our guest speaker, Mr. John Leeds, Grant Manager, Office of Energy. John did a great job of bringing us up-to-date on the changes since the Florida Department of Agriculture and Consumer Services have taken over the reins for the Office of Energy.

As most folks are aware, the 2012 Legislative Session will start early. Our Executive Director, R. Bruce Kershner, has been busy in preparation to represent our industry. This preparation started several months ago when Bruce and I met with Mary Bane, Governor Scott’s Special Advisor on Energy Policy. Mary’s directive to us was to “find a method where the state could support renewable energy without any additional cost to the taxpayer or the ratepayer.” Initially this seemed like a pretty tall order. But, there is only one group tougher and more determined than the folks in the solar industry in Florida and that is the sword fishermen off the

*(Continued on Page 4)*



**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 Holds Auction,  
• Annual Meeting, Dinner and  
• Golf Tournament  
• Continued from Page 1)

• **First Place Team**

• Rusty Spradley, Matt Gass, Mike  
• Zenke and Don Gillmore with  
• Gexpro.

• **Longest Drive**

• Don Gillmore with Gexpro

• **Closest to the Pin**

• Mark Maher with UMA Solar

• FlaSEIA would also like to thank the  
• sponsors of the Golf Tournament.  
• Without their help, this event would  
• not have been successful.

• **Hole Sponsors**

- AAA Solar Source
- Advanced Energy
- Insurance by Ken Brown, Inc.
- Superior Solar Systems, LLC

• **Tee Sponsors**

- Advanced Energy
- Gexpro
- Solar-Fit

• **Beverage Cart  
Sponsor**

- Energy Technology  
Services, Inc.

• (President's  
• Message  
• Continued from  
• Page 3)

• coast of Maine. We  
• have weathered many  
• a storm . . . and we  
• were going to find a  
• way to answer this  
• challenge.

• We were able to  
• identify two methods  
• of supporting  
• renewable energy  
• initiatives for Florida  
• which met the criteria  
• that Governor Scott  
• and Mary Bane had  
• requested. One is

through a low interest solar loan program, and the other was through a Renewable Energy Benefit Fund (REBF). We are in the process of outlining details on each of these programs, so stay tuned. When these initiatives are finalized, we will need your support to see them enacted.

As the year draws to a close, I want to personally thank all of our members and industry friends for their help this year as we work toward developing long term, sustainable renewable energy policies for our state. FlaSEIA's well-deserved reputation as the "voice for solar energy in Florida" is a function of the efforts of our current and past members. Thanks to those that paved the way . . . and thanks to you . . . as the leaders today.

*Best regards,*

*Bill Gallagher  
FlaSEIA President*



# SunEarth

The Standard in Flat Plate Collectors

- **Empire** Liquid Flat Plate Collectors
- **CopperHeart** Integral Storage Collectors
- **SunSiphon** Closed & Open Loop Thermosiphons Systems
- **SunBurst** Standard & Custom Absorber Plates
- **Oasis** All Copper Pool Plates
- **RexRack** Mounting Systems
- **SunEarth SolarStation** Integral Pump Station

Complete Systems and Component Distribution  
Please Direct All Dealer and Sales Inquires to  
[sales@sunearthinc.com](mailto:sales@sunearthinc.com)

**SunEarth, Inc.**  
8425 Almeria Ave, Fontana CA 92335  
Phone: 909-434-3100, Fax: 434-3101

## President Signs 3 Percent Withholding Tax Repeal

More than five years after the Tax Increase Prevention and Reconciliation Act of 2005 (TIPRA) was enacted, President Barack Obama signed a bill into law Monday, November 21 that repeals the 3 percent withholding requirement contained in section 511.

The bill, H.R. 674, was passed in a 422-0 vote by the U.S. House of Representatives on November 16 and was approved a week earlier by a unanimous vote in the Senate. H.R. 674 amends the Internal Revenue Code to repeal the 3 percent withholding tax for government contractors.

The withholding mandate, hidden in the fine print of TIPRA, would have required 3 percent to be withheld on all payments for goods and services made by federal, state and local governments with total expenditures of \$100 million or more beginning January 1, 2013. Implementation of the provision had been subject to annual delays by Congress and regulators, respectively, until bipartisan support for repeal coalesced during the recent focus on jobs legislation.

## Lawson: Don't Hire Unlicensed Professionals

The Department of Business and Professional Regulation wants consumers to check that

professionals are licensed before hiring them. DBPR Secretary Ken Lawson on Tuesday rolled out a new public education campaign hoping to raise awareness of professional work that requires a license. Among the professions that require licenses are construction work, electrician work, cosmetology, cutting hair, selling real estate and appraising it, and doing public accounting. "The most effective way to stop unlicensed activity is to hire only licensed Florida professionals," Lawson said. Consumers can verify professional licenses online at [www.myfloridalicense.com](http://www.myfloridalicense.com).

## State Licensing Agency Announces First Free iPhone App

*DBPR unveils iPhone, Android apps to promote consumer access to license information*

The Florida Department of Business and Professional Regulation (DBPR) announced in March 2011 that it had developed the first free smartphone apps for a Florida state agency. The iPhone and Android apps for DBPR will allow consumers to search for state licenses by name or license number, enabling people to check instantaneously whether an individual has a business or professional license in the State of Florida.

In addition to licensing information, both apps will also feature the department's weekly newsletter, which includes a message from the department's Secretary and



*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.*

important announcements from the department and its divisions. A second version with additional consumer tools is already in development.

The iPhone app is available in the Apple iTunes marketplace, online at: <http://itunes.apple.com/us/app/dbpr-mobile/id421389533?mt=8>.

The Android app is available in the Android marketplace, online at: [https://market.android.com/details?id=us.fl.state.dbpr&feature=search\\_result](https://market.android.com/details?id=us.fl.state.dbpr&feature=search_result).

The Department of Business and Professional Regulation's mission is to license efficiently and regulate fairly. The department licenses more than one million businesses and professionals ranging from real estate agents, veterinarians, and accountants to contractors and cosmetologists. More information about the department and its divisions is available online at <http://www.MyFloridaLicense.com>.

## CILB Board Increases Time Limit to Pass All of Examination Parts

The Construction Industry Licensing Board (CILB) has amended Rule 61G4-16.009, Florida Administrative Code, to grant candidates more time to complete all portions of the initial licensure examination. Beginning November 1, 2011, examination candidates will be permitted four years from the date he or she initially sat for the initial licensure examination to pass all portions of the examination and will not be limited in the number of times they

may re-take a test during the four year period.

If you have any question regarding the Board's change, you may visit [www.myfloridalicense.com/dbpr/pro/cilb/index.html](http://www.myfloridalicense.com/dbpr/pro/cilb/index.html) or call (850) 487-1395 for more information.

## CILB Frequently Asked Questions

### **Loss of a Qualifying Agent**

Do you know what to do if your company's qualifying agent dies? If your qualifying agent dies, you must notify the Construction Industry Licensing Board (CILB) office within 30 days, if not immediately. You can request a temporary, nonrenewable license that will allow you to continue any jobs contracted prior to the qualifying agent's death, regardless of whether a permit had already been obtained.

Do you know what to do if your company's qualifying agent resigns or has been fired? When a qualifying agent resigns or is fired, the company must obtain another qualifying agent within 60 days. The company can request a temporary, nonrenewable license that will allow it to continue working for up to 60 days to complete any existing contracts.

Do you know how to obtain a temporary, nonrenewable license? You must send a request in writing to the Executive Director of the Construction Industry Licensing Board, 1940 North Monroe Street, Tallahassee, Florida 32399-1039.

Do you know what the qualifications are to request a temporary, nonrenewable license? If the qualifying agent dies, you have to demonstrate that you have

personal knowledge of the projects, along with the ability to complete them. If the qualifying agent resigns or is fired, you must indicate that you are an officer or partner of the company, and must state that you will assume all the responsibility of a primary qualifying agent.

Do you know if there is an expiration date on the temporary, nonrenewable license? If the qualifying agent dies, the temporary, nonrenewable license is good until all projects are finished. If the qualifying agent resigns or is fired, the temporary, nonrenewable license is good for 60 days and cannot be extended.

Do you know what to do if you, as the qualifying agent, resign or are fired from a company? You must file a change of status application. You may access the application online at [www.MyFloridaLicense.com](http://www.MyFloridaLicense.com) > Apply For/Update Licenses.

### **Special Board Issues Advertising**

Do you know when you, as a contractor, are required to display your license number? Each certified contractor must include his or her license number on any application for building permit;

offer of service; business proposal; bid; contract; advertisement; sign; vehicle that displays the name of the contractor or qualified business; or vehicle that displays graphics or text that would lead a reasonable person to believe the vehicle is being used for construction purposes.

Do you know what the term "advertise" includes for license number purposes? The term "advertise" applies to business cards, business proposals, contracts, construction site signs, newspaper ads, airwave transmissions, electronic media including Internet sites, phone directories and other media. Other media includes handbills, billboards, flyers, shopping and service guides (coupon offerings), magazines (including trade association publications), classified advertisements, manufacturer's "authorized dealer" listings, and signs on vehicles. The term does not apply to balloons, pencils, pens, hats, shirts, and articles of clothing or other promotional novelties.

Do you know who is responsible for mailing address changes with DBPR? Section 489.124(2) gives sole responsibility to the licensee

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

# THE FUTURE IS NOW!

A DRIVER WITH NO MOVING PARTS USE AC/DC

A PUMP WITHOUT SEALS, STAINLESS AND BRONZE

**BELIEVE IT!** RUNS ON LOW-COST 4 WATT PV PANEL

IVAN LABS INC. JUPITER, FLORIDA USA  
TEL. 561-747-5354 • FAX: 561-746-9760  
ivandelsol@junc.com

3.5 Watt - 5 Watt - 10 Watt - Max. Head = 3 feet - Max. Flow = 3 gpm

3.5 Watt Direct DC - DR - 12 Volt Battery - DR - AC/DC Adapter

- FSEC LISTED
- FVEPIA MEMBER
- M.I. PARTICIPANT
- SINCE 1975

for notifying DBPR in writing or through its website 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.

If you have any additional questions regarding Florida Statute 489 or Rule 61G4 which pertain to your certified glass and glazing license, please do not hesitate to contact the SEGA office at (407) 831-7342.

## Minimum Wage Update

Starting January 1, 2012, the Florida minimum wage for calendar year 2012 will go up to \$7.67 an hour. This is an increase of 36 cents over the current Florida minimum wage of \$7.31 an hour.

Because the minimum wage for Florida is going up for 2012, this means there will be a new minimum wage poster for 2012. On January 1, you should replace your current Florida-specific minimum wage poster with a new one for 2012.

## Workers Compensation Rates Going Up for 2012

The rates Florida businesses pay for workers' compensation insurance will increase an average of 8.9% for new and renewal policies effective January 1, 2012. Even with this rate increase,

workers' compensation rates are still down almost 60% over the last seven years, and Florida continues to have the lowest rates of any state in the Southeast.

The average rate increase broken down by industry group is as follows:

- Manufacturing: +9.6% (down 54.0% since 2003)
- Contracting: +8.7% (down 61.5% since 2003)
- Office and Clerical: +7.0% (down 59.9% since 2003)
- Goods and Services: +9.9% (down 57.2% since 2003)
- Miscellaneous: +8.5% (down 56.5% since 2003)

The workers' compensation premium for your business is determined by multiplying your total payroll by the specific rate for the classification(s) for your business. The rate for your particular business may increase more or less than 8.9%; 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.

## Unemployment Tax Update

Florida employers are required by law to pay unemployment taxes on their company's payroll. There are two components to this tax: there is a federal unemployment tax imposed by and paid directly to the Federal Government (often called "FUTA" for Federal Unemployment Tax), and there is a Florida Tax (often called "SUTA" for State Unemployment Tax), which is paid to the state and used to fund unemployment benefits paid from the Florida Unemployment Compensation Trust Fund.

**Federal Unemployment Tax**  
Beginning July 1, 2011, the federal unemployment tax rate has been reduced from 6.2% to 6.0% and is

### State Certified Solar Exam

February 21–22, 2012  
June 19–20, 2012

Applications may  
be obtained by  
logging on to

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

paid on a wage base for each employee of \$7,000. Employers in good standing receive a 5.4% credit against this tax. Because Florida still has loans from the federal government that we haven't paid back, employers will start to lose this credit in .3% increments. Therefore, tax owed on wages paid from January through June will be taxed at the effective rate of 1.1% (\$77) if the workers was paid \$7,000 during the first six months of the year. If tax is still owed on wages paid during the second half of the year, the effective rate of 0.9% (\$63 on \$7,000) would apply.

### **State of Florida Unemployment Tax**

The state calculates unemployment taxes differently than the federal government. New businesses pay a fixed tax rate of 2.7% for the first several years of their existence. Otherwise, businesses pay a rate that is determined in large part by their own experience. The maximum tax rate is capped by state law at 5.4%. Because there continues to be unprecedented demand on the Trust Fund, employers' state unemployment tax rates for calendar year 2012 are again set to increase dramatically. The tax rate for employers at the minimum tax rate was \$72.10 per employee; it is predicted to be over \$170 per employee for calendar year 2012.

In addition to this increase of around \$100 per employee, Florida employers will again pay 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 will be mailing tax notices to employers in mid December. The notifications of the interest payments will be sent in February 2012. The first quarterly unemployment tax payment will be due April 30. The special interest assessment will be due June 30.

We will again be asking the Florida Legislature to stop this unemployment tax increase on businesses during the upcoming legislative session that starts in January 1, and will keep you updated on the situation.

## **Poster Update**

The National Labor Relations Board (NLRB) has postponed its new requirement that all private businesses to post a notice of their employee's right to unionize.

Originally, this new poster requirement was scheduled to become effective on November 14, 2011; however, the NLRB has pushed this date back to January 31, 2012. A lawsuit trying to get the new poster requirement thrown out is still proceeding.

## **Division of Workers' Compensation Offers Free Classes**

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 dates and times for future sessions.

• **January 9, 2012**

• Port St. Lucie  
• 9:00 a.m. – 12:00 noon EST  
• St. Lucie County Workforce Solutions  
• 584 N.W. University Boulevard, Suite 300  
• Port St. Lucie, FL 34986

• **January 11, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workers' Compensation  
• WEB Based class

• **January 12, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workplace Safety  
• WEB Based class

• **January 18, 2012**

• Miami  
• 9:00 a.m. – 12:00 noon EST  
• State Office Building  
• 401 N.W. 2nd Avenue, North Tower, Room 423  
• Miami, FL 33128

• **January 19, 2012**

• Fort Myers  
• 9:00 a.m. – 12:00 noon EST  
• State of Florida Office Building  
• 2295 Victoria Avenue, Room 165  
• Fort Myers, FL 33901

• **January 19, 2012**

• Jacksonville  
• 9:00 a.m. – 12:00 noon EST  
• FL Department of Law Enforcement  
• 921 North Davis Street, Building E, Room A  
• Jacksonville, FL 32209

• **February 8, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workers' Compensation  
• WEB Based class

**February 9, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workplace Safety  
• WEB Based class

**February 7, 2012**

• Pensacola  
• 9:00 a.m. – 12:00 noon EST  
• Alabama Associated General Contractors, Northwest Florida Section  
• 201 South F Street  
• Pensacola, FL 32502

**February 10, 2012**

• Pompano Beach  
• 9:00 a.m. – 12:00 noon EST  
• Workforce One  
• 2301 West Sample Road, Building 4, Conference Room C  
• Pompano Beach, FL 33073

**February 16, 2012**

• Tampa  
• 9:00 a.m. – 12:00 noon EST  
• State Office Building  
• 1313 North Tampa Street, Ste. 605  
• Tampa, FL 33603

**March 7, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workers' Compensation  
• WEB Based class

**March 8, 2012**

• 2:00 p.m. – 3:00 p.m. EST  
• Workplace Safety  
• WEB Based class

**March 14, 2012**

• Tallahassee  
• 9:00 a.m. – 12:00 noon EST  
• Southwood Complex, Betty Easley Conference Center  
• 4075 Esplanade Way, Room 178  
• Tallahassee, FL 32399

**March 20, 2012**

• West Palm Beach  
• 9:00 a.m. – 12:00 noon EST  
• Central Career Center  
• 1951 North Military Trail  
• West Palm Beach, FL 33409

**March 27, 2012**

Orlando  
9:00 a.m. – 12:00 noon EST  
State Office Building,  
Hurston Complex  
400 West Robinson Street, South  
Tower, Conference Room A & B  
Orlando, FL 32801

**April 11, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workers' Compensation  
WEB Based class

**April 12, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workplace Safety  
WEB Based class

**May 9, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workers' Compensation  
WEB Based class

**May 10, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workplace Safety  
WEB Based class

**June 13, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workers' Compensation  
WEB Based class

**June 14, 2012**

2:00 p.m. – 3:00 p.m. EST  
Workplace Safety  
WEB Based class

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.myfloridacfo.com/WC](http://www.myfloridacfo.com/WC). For additional information, e-mail [bocseminars@MyFloridaCFO.com](mailto:bocseminars@MyFloridaCFO.com), or call (813) 221-6518.

## Survey for Florida Businesses

In an effort to improve Florida's business climate, the Florida Legislature wants to hear from business owners about burdensome rules and regulations on their businesses. To accomplish this, they have set up an on-line survey called "Your Voice" that will collect feedback from Florida's businesses. You can access the survey at

[www.surveymonkey.com/s/FloridaRegReformSurvey](http://www.surveymonkey.com/s/FloridaRegReformSurvey).

Information given in the survey is not confidential and is subject to Florida's Public records law.

## IRS Announces 2012 Standard Mileage Rates, Most Rates Are the Same as in July

The Internal Revenue Service recently issued the 2012 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

Beginning on Jan. 1, 2012, the standard mileage rates for the use of a car (also vans, pickups or panel trucks) will be:

- 55.5 cents per mile for business miles driven

### Certified Contractor License Renewal Reminder

Just a reminder that the Certified Contractor licenses from the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2012. 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 DBPR 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 DBPR of a change of address shall constitute a violation of this section. In addition, if your address changes and you do not notify DBPR, you may not receive important mailings such as your renewal notice.

- 23 cents per mile driven for medical or moving purposes
- 14 cents per mile driven in service of charitable organizations

The rate for business miles driven is unchanged from the mid-year adjustment that became effective on July 1, 2011. The medical and moving rate has been reduced by 0.5 cents per mile.

The standard mileage rate for business is based on an annual study of the fixed and variable costs of operating an automobile. The rate for medical and moving purposes is based on the variable costs as determined by the same study. Independent contractor Runzheimer International conducted the study.

Taxpayers always have the option of calculating the actual costs of using their vehicle rather than using the standard mileage rates.

A taxpayer may not use the business standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS) or after claiming a Section 179 deduction for that vehicle. In addition, the business standard mileage rate cannot be used for more than four vehicles used simultaneously.

These and other requirements for a taxpayer to use a standard mileage rate to calculate the amount of a deductible business, moving, medical or charitable expense are in *Rev. Proc. 2010-51*.

**Notice 2012-01** contains the standard mileage rates, the amount a taxpayer must use in calculating reductions to basis for depreciation taken under the business standard mileage rate, and the maximum standard automobile cost that a taxpayer may use in computing the allowance under a fixed and

variable rate plan.

## OSHA Update

### [OSHA Animated Educational Videos Show How to Protect Workers from Construction Hazards](#)

The U.S. Department of Labor's Occupational Safety and Health Administration has released **12 educational videos** about potential hazards in the construction industry. The educational videos are easy to understand, short segments and geared to employers and workers. Each year, nearly 800 construction workers die on the job; one in every five workplace fatalities occurs within the construction industry. The videos are based on real-life incidents and include detailed depictions of hazards and the safety measures that would have prevented these injuries and fatalities.

"I urge anyone who works in the construction industry or operates a construction business to watch the videos. Share them with your co-workers and friends in the construction industry; organize screenings for your workers; and post them to your web pages," said Assistant Secretary of Labor for Occupational Health and Safety Dr. David Michaels. "Every step we take to educate workers about their rights and the safety measures employers must take to protect workers in construction helps us avoid preventable injuries and the tragic loss of life."

These videos cover falls in construction, workers who are struck by vehicles and heavy equipment, sprain and strain injuries, trenching and excavation hazards, and carbon monoxide poisoning. These videos are written for workers and employers, including workers with limited English proficiency.

Most of the videos are two to four minutes in length, and all but one are animated. Each video is available in English and Spanish for Web viewing or downloading. All video scripts are also available online in English and Spanish. The videos are located at <http://www.osha.gov/dts/vtools/construction.html> (Spanish-language videos are available at [http://www.osha.gov/dts/vtools/construction\\_sp.html](http://www.osha.gov/dts/vtools/construction_sp.html)). After selecting a video from this page, users may choose to watch the video online, download the videos for future screenings, or view the videos on the U.S. Department of Labor's [YouTube channel](#).

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 ensure 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>.

### **Personal Protective Equipment**

Personal protective equipment, or PPE, is designed to protect workers from serious workplace injuries or illnesses resulting from contact with chemical, radiological, physical, electrical, mechanical, or other workplace hazards. Besides face shields, safety glasses, hard hats, and safety shoes, protective equipment includes a variety of devices and garments such as goggles, coveralls, gloves, vests, earplugs, and respirators.

### **Employer Responsibilities**

OSHA's primary personal protective equipment standards are in Title 29 of the Code of Federal Regulations (CFR), Part 1910 Subpart I, and equivalent regulations in states with OSHA approved state plans, but you can

find protective equipment requirements elsewhere in the General Industry Standards. For example, 29 CFR 1910.156, OSHA's Fire Brigades Standard, has requirements for fire fighting gear. In addition, 29 CFR 1926.95–106 covers the construction industry. OSHA's general personal protective equipment requirements mandate that employers conduct a hazard assessment of their workplaces to determine what hazards are present that require the use of protective equipment, provide workers with appropriate protective equipment, and require them to use and maintain it in sanitary and reliable condition.

Using personal protective equipment is often essential, but it is generally the last line of defense after engineering controls, work practices, and administrative controls. Engineering controls involve physically changing a machine or work environment. Administrative controls involve changing how or when workers do their jobs, such as scheduling work and rotating workers to reduce exposures. Work practices involve training workers how to perform tasks in ways that reduce their exposure to workplace hazards.

As an employer, you must assess your workplace to determine if hazards are present that require the use of personal protective equipment. If such hazards are present, you must select protective equipment and require workers to use it, communicate your protective equipment selection decisions to your workers, and select personal protective equipment that properly fits your workers.

You must also train workers who are required to wear personal protective equipment on how to do the following:

- Use protective equipment properly,

- Be aware of when personal protective equipment is necessary,
- Know what kind of protective equipment is necessary,
- Understand the limitations of personal protective equipment in protecting workers from injury,
- Put on, adjust, wear, and take off personal protective equipment, and
- Maintain protective equipment properly.

#### **Protection from Head Injuries**

Hard hats can protect your workers from head impact, penetration injuries, and electrical injuries such as those caused by falling or flying objects, fixed objects, or contact with electrical conductors. Also, OSHA regulations require employers to ensure that workers cover and protect long hair to prevent it from getting caught in machine parts such as belts and chains.

#### **Protection from Foot and Leg Injuries**

In addition to foot guards and safety shoes, leggings (e.g., leather, aluminized rayon, or other appropriate material) can help prevent injuries by protecting workers from hazards such as falling or rolling objects, sharp objects, wet and slippery surfaces, molten metals, hot surfaces, and electrical hazards.

#### **Protection from Eye and Face Injuries**

Besides spectacles and goggles, personal protective equipment such as special helmets or shields, spectacles with side shields, and faceshields can protect workers from the hazards of flying fragments, large chips, hot sparks, optical radiation, splashes from molten metals, as well as objects, particles, sand, dirt, mists, dusts, and glare.

#### **Protection from Hearing Loss**

Wearing earplugs or earmuffs can help prevent damage to hearing.

Exposure to high noise levels can cause irreversible hearing loss or impairment as well as physical and psychological stress. Earplugs made from foam, waxed cotton, or fiberglass wool are self-forming and usually fit well. A professional should fit your workers individually for molded or preformed earplugs. Clean earplugs regularly, and replace those you cannot clean.

#### **Protection from Hand Injuries**

Workers exposed to harmful substances through skin absorption, severe cuts or lacerations, severe abrasions, chemical burns, thermal burns, and harmful temperature extremes will benefit from hand protection.

#### **Protection from Body Injury**

In some cases workers must shield most or all of their bodies against hazards in the workplace, such as exposure to heat and radiation as well as hot metals, scalding liquids, body fluids, hazardous materials or waste, and other hazards. In addition to fire-retardant wool and fire-retardant cotton, materials used in whole-body personal protective equipment include rubber, leather, synthetics, and plastic.

#### **When to Wear Respiratory Protection**

When engineering controls are not feasible, workers must use appropriate respirators to protect against adverse health effects caused by breathing air contaminated with harmful dusts, fogs, fumes, mists, gases, smokes, sprays, or vapors. Respirators generally cover the nose and mouth or the entire face or head and help prevent illness and injury. A proper fit is essential, however, for respirators to be effective. Required respirators must be NIOSH-approved and medical evaluation and training must be provided before use.

#### **Additional Information**

For additional information concerning protective equipment

view the publication, *Assessing the Need for Personal Protective Equipment: A Guide for Small Business Employers* (OSHA 3151) available on OSHA's web site at [www.osha.gov](http://www.osha.gov). For more information about personal protective equipment in the construction industry, visit [www.osha-slc.gov/SLTC/constructionppe/index.html](http://www.osha-slc.gov/SLTC/constructionppe/index.html).

#### **Contacting OSHA**

To report an emergency, file a complaint or seek OSHA advice, assistance or products, call (800) 321-OSHA or contact your nearest OSHA regional or area office.

#### **Statement from Secretary of Labor Hilda L. Solis on Reported Decline in Workplace Injuries and Illnesses**

The U.S. Department of Labor's Bureau of Labor Statistics **announced** that nonfatal workplace injuries and illnesses among private industry employers declined in 2010 to a rate of 3.5 cases per 100 equivalent full-time workers, down from a total case rate of 3.6 in 2009. Nearly 3.1 million injuries and illnesses were reported among private sector industry employers in 2010, down from 3.3 million reported in 2009. Secretary of Labor Hilda L. Solis issued the following statement:

"We are encouraged by the reported decline in incidence rates for workplace injuries and illnesses, which is reflective of the joint effort of government, business, unions and other organizations. Nevertheless, 3.1 million injuries and illnesses in the workplace is too high. Serious injuries and illnesses can knock a working family out of the middle class. Workers should not have to sacrifice their health and safety to earn a paycheck.

"We remain concerned that more workers are injured in the health care and social assistance industry

sector than in any other, including construction and manufacturing, and this group of workers had one of the highest rates of injuries and illness at 5.2 cases for every 100 workers. The Department of Labor's Occupational Safety and Health Administration will continue to work with employers, workers and unions in this industry to reduce these risks.

"Illness and injury rates for public sector workers also continue to be alarmingly high at 5.7 cases for every 100 workers, which is more than 60 percent higher than the private sector rate. We must continue to work with state and local governments to ensure the safety of our public employees.

"A report like this also highlights the importance of accurate record keeping. Employers must know what injuries and illnesses are occurring in their workplaces in order to identify and correct systemic issues that put their workers at risk. We are concerned with poor record-keeping practices and programs that discourage workers from reporting injuries and illnesses. That's why OSHA is working hard to ensure the completeness and accuracy of these data, which are compiled by the nation's employers.

"As our economy continues to rebound and grow, we must ensure that safety and health are a part of that growth. Let's all remember that no job is a good job unless it is also a safe job."

#### **U.S. Department of Labor Improves Enforcement Database** **Updated site includes Increased Search Capabilities and Visual Enhancements**

The U.S. Department of Labor announced enhancements to its online enforcement database designed to improve public access

to and understanding of the department's enforcement actions. The updated website includes a number of new features, including map displays of inspection and violation data from the department's Occupational Safety and Health Administration (OSHA) and its Mine Safety and Health Administration, as well as the ability to view individual inspection records and the enforcement history of a particular company or mine.

"These improvements to our online enforcement database are part of our commitment to open, transparent enforcement," said Secretary of Labor Hilda L. Solis. "By making this information available and easy to use, we're helping to ensure a level playing field for employers who follow the law."

In addition to mapping capabilities, the updated site allows users to easily view important agency metrics; perform keyword searches; filter data by year, violations or penalties; and export search results or an entire data set into downloadable formats. A new "labs" feature allows users to create data visualizations and animations using several decades of MSHA data.

The Labor Department created the enforcement database, available at <http://ogesdw.dol.gov>, to increase transparency, participation and collaboration as part of the administration's Open Government Initiative.

**U.S.**  
**Department**  
**of Labor's**

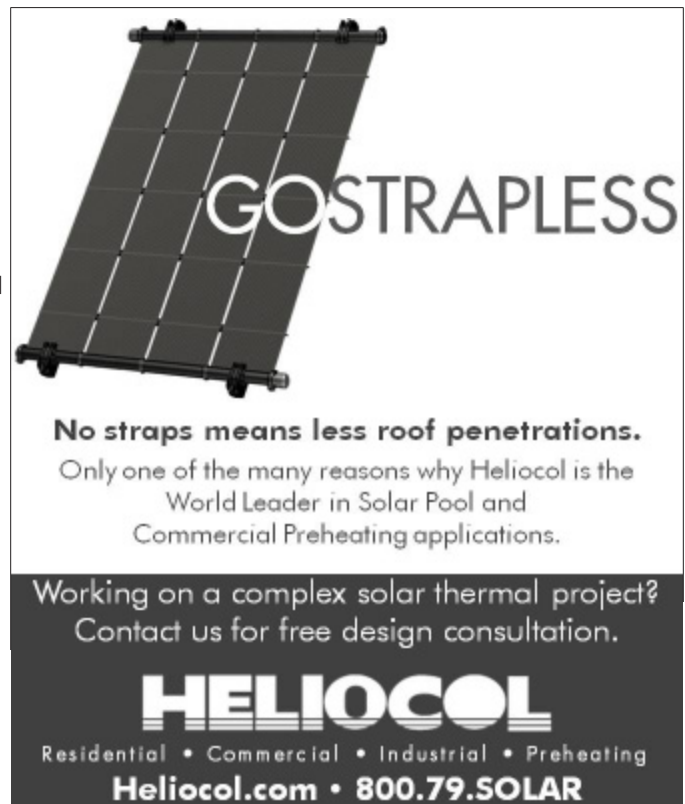
## **OSHA Releases Mobile App to Help Protect Workers From Heat-Related Illnesses**

As part of continuing educational efforts by the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) about the dangers of extreme heat, Secretary of Labor Hilda L. Solis announced a free application for mobile devices that will enable workers and supervisors to monitor the heat index at their work sites in order to prevent heat-related illnesses.

"Summer heat presents a serious issue that affects some of the most vulnerable workers in our country, and education is crucial to keeping them safe," said Secretary of Labor Hilda L. Solis. "Heat-related illnesses are preventable. This new app is just one way the Labor Department is getting that message out."

The app, available in English and

*(Continued on Page 18)*



**GOSTRAPLESS**

**No straps means less roof penetrations.**  
Only one of the many reasons why HelioCol is the  
World Leader in Solar Pool and  
Commercial Preheating applications.

Working on a complex solar thermal project?  
Contact us for free design consultation.

**HELIOCOL**  
Residential • Commercial • Industrial • Preheating  
Helicol.com • 800.79.SOLAR

# Not a Member of FlaSEIA?

OCTOBER—DECEMBER  
2011

**A**re 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
- 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

### 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 Office (formerly known as Florida Energy & Climate Commission)

### Other

- Website: [www.flaseia.org](http://www.flaseia.org)
- 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.



**ALTERNATE ENERGY TECHNOLOGIES, LLC**

*America's Choice for Solar Thermal Collectors*

**RENEWABLE ENERGY  
THAT MAKES CENTS**

www.aetsolar.com  
Phone: 800-674-2190  
Fax: 904-781-1911  
1057 Ellis Rd N Jacksonville, FL 32254

• (OSHA Update  
• Continued from Page 16)

• Spanish, combines heat index data  
• from the U.S. National Oceanic and  
• Atmospheric Administration with  
• the user's location to determine  
• necessary protective measures.  
• Based on the risk level of the heat  
• index, the app provides users with  
• information about precautions they  
• make take such as drinking fluids,  
• taking rest breaks and adjusting  
• work operations. Users also can  
• review the signs and symptoms of  
• heat stroke, heat exhaustion and  
• other heat-related illnesses, and  
• learn about first aid steps to take in  
• an emergency. Information for  
• supervisors is also available through  
• the app on how to gradually build up  
• the workload for new workers as  
• well as how to train employees on  
• heat illness signs and symptoms.  
• Additionally, users can contact  
• OSHA directly through the app.

• The app is designed for devices  
• using an Android platform, and  
• versions for BlackBerry and iPhone  
• users will be released shortly. To  
• download it, visit [http://  
go.usa.gov/KFE](http://go.usa.gov/KFE).

• More than 30 workers died from  
• heat stroke in 2009. Thousands  
• become ill from heat exhaustion  
• and other heat illnesses every year.  
• Some of the highest illness rates  
• occur among construction workers,  
• farmworkers, roofers, landscapers,  
• baggage handlers and other air  
• transportation workers.

• Effective heat illness prevention  
• requires simple planning.  
• Employers are responsible for  
• protecting workers by providing  
• plenty of water, scheduling rest  
• breaks in the shade or air-  
• conditioned spaces, planning heavy  
• work early in the day, preparing for  
• medical emergencies, training  
• workers about heat and other job  
• hazards, taking steps to help  
• workers – especially those who are  
• new to working outdoors or who  
• have been away from work for a  
• period of time – acclimatize to the  
• heat, and gradually increasing

workloads or allowing more  
frequent breaks during the first  
week of an outdoor project.

Information for employers about  
using the heat index to calculate  
and address risks posed to workers  
also is available through OSHA's  
new Web-based tool "Using the  
Heat Index: Employer Guidance,"  
which is accessible at [http://  
www.osha.gov/SLTC/  
heatillness/heat\\_index/  
index.html](http://www.osha.gov/SLTC/heatillness/heat_index/index.html). OSHA's other  
educational and training tools  
about heat illnesses prevention,  
available in English and Spanish,  
can be found at [http://  
www.osha.gov/SLTC/  
heatillness/index.html](http://www.osha.gov/SLTC/heatillness/index.html).

"OSHA's prevention message is  
clear: Water. Rest. Shade. These  
are three little words that make a  
big difference for outdoor workers  
during the hot summer months,"  
said Assistant Secretary of Labor  
for OSHA Dr. David Michaels.

Under the OSH Act of 1970,  
employers are responsible for  
providing safe and healthful  
workplaces for their employees.  
OSHA's role is to ensure 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](http://www.osha.gov).

## 2012 Membership Investment Dues

On October 15, 2011, FlaSEIA  
mailed out 2012 Membership  
Investment Dues invoices. Please  
address your dues responsibility  
promptly. FlaSEIA depends upon  
your dues to provide the services  
that you have come to expect.

If you have any questions or need  
additional information, please

# FLORIDA MANUFACTURERS' Initiative:

OCTOBER—DECEMBER  
2011

19

**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  
SunEarth, Inc.

#### POOL COLLECTORS

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.

contact the FlaSEIA office at (407) 339-2010 **as soon as possible.**

## Welcome New Members

FlaSEIA extends a hearty welcome to the following new members who have joined the association from October 1, 2011 through December 24, 2011. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

#### Contractors

##### **Sunco Energy Solutions**

Beth Hogarth  
11420 U.S. Highway 1, #104  
North Palm Beach, FL 33408  
Phone: 561/841-4141  
FAX: 866/212-3171  
License Number: CV C56864  
E-mail: [beth.hogarth@suncoenergysolutions.com](mailto:beth.hogarth@suncoenergysolutions.com)  
Website: [www.suncoenergysolutions.net](http://www.suncoenergysolutions.net)  
Service Area: Palm Beach

##### **Solar Direct, Inc.**

Kirk Maust  
6935 15th Street East, Suite 120  
Sarasota, FL 34243  
Phone: 941/359-8228  
FAX: 941/359-3848  
License Number: CV C56728, EC 13002053, CP C042916  
E-mail: [sales@solardirect.com](mailto:sales@solardirect.com)  
Website: [www.solardirect.com](http://www.solardirect.com)  
Service Area: Statewide

## Happy Holidays!



# Horizon:

20

## 2012 Calendar of Events

**Board of Director's Meeting Conference Call**  
January (TBA)

**MiaGreen Expo & Conference, Miami Convention Center,**  
Miami, FL  
January 26–27

**Walk the Halls of the Capitol, Tallahassee, FL**  
February 1

**The International Builders' Show, Orange County Convention**  
Center, Orlando, FL  
February 8–11

**Renewable Energy World North America Conference &**  
Exposition, Long Beach Convention Center, Long Beach, CA  
February 14–16

**FSPA Orlando Pool & Spa Show, Orange County Convention**  
Center, Orlando  
February 24–25

**PV America, San Jose Convention Center, San Jose, CA**  
March 19–21

**Power Up Energy Expo, Hilton Pensacola Beach Gulf Front in**  
Pensacola Beach, FL  
March 19–21

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)



January 26–27, 2012