



INDUSTRY NEWS

PSC Poised to Adopt Draft RPS

By Chris Maingot, FlaSEIA Legislative Chairman

At the FlaSEIA Board of Director's meeting on August 28, a motion was made and approved by the board regarding FlaSEIA's position on the incentive streams for a Renewable Portfolio Standard (RPS) (see attached) in our great state. In June, FlaSEIA had a meeting with The Solar Alliance and Vote Solar. Our intention was to form a coalition to take the solar industry's position to the Legislature and the Public Service Commission (PSC) for Demand Side solar energy and solar energy in the RPS. The Energy Bill, HB 7135, that the Governor signed in Miami at his Climate Change Summit had provisions in the bill for Demand Side solar PV and hot water. There was also instructions for the PSC to draft a rule for an RPS that would have to come back to the Legislature for ratification.

At the June meeting, FlaSEIA, along with The Solar Coalition, came up with incentive streams for the Demand Side solar energy and RPS. Those incentive streams were REP (Renewable Energy Payment) and PBI (Performance Based Incentive) with net

metering. These incentive streams were agreed to by all parties to be the preferred mechanisms to make these programs work. The board and membership felt this message was not being relayed to the PSC through the Solar Coalition's representative at the PSC hearings.

Suzanne Brownless was hired by the Coalition to represent us at the PSC meetings. Suzanne is a former PSC staff lawyer who has trained a lot of the current staff at the PSC. Suzanne gets direction from the Solar Coalition as to our position through weekly conference calls. Colleen Kettles, Bruce Kershner and myself represent FlaSEIA on those calls.

The PSC has drafted a REC (Renewable Energy Credit) rule in their interpretation of the Legislature's intent in the Energy Bill 7135. FlaSEIA does not feel that the REC model is the best model to drive an RPS. It has been proven in studies done by independent technical research facilities that the REC model is the

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DAVE BESSETTE
FLASEIA PRESIDENT

At a time when there is much uncertainty surrounding our state's and country's State of Affairs, the Board of Directors and members have united under one voice. With an unprecedented number of members attending and participating, the board was able to reach a unanimous decision on the direction our organization needs to go legislatively. Details of this decision will be made available through the FlaSEIA office.

This "Unity" could not have been achieved without solid leadership and a strong foundation. I would like to thank the entire Board of Directors, our Executive Director and staff, the Executive Committee, the entire membership and FlaSEREF for their support this past year. And special recognition to Chris Maingot for his tireless contributions as the Chair of the Legislative Committee and to Dillon Daniels for stepping in as the Interim President.

In order for our Industry to prevail and prosper, it will require continued support from the membership in the form of volunteering, donations and contributions. I believe in order to accomplish this, FlaSEIA will need to communicate better than it has in the past. So, be looking for updates on the website as to what we are doing for you. We fully understand that the most important part of business is communication, and we will be making a huge effort to keep you, the membership, apprized of all board activities.

With so many opportunities at the local, state and federal levels that can help our industry grow, FlaSEIA has hired professionals, joined coalitions and expanded our outreach like no other time in our history. These efforts are ongoing

and give us the best opportunity for success. I especially want to let all the members know that we recognize that our membership is made up of small businesses and our actions will reflect that of which is in best interest of all concerned.

I am looking forward to serving you.

*God Bless,
Dave Bessette
FlaSEIA President*

FlaSEIA Interim President Message

Dear Friends:

**CIVILITY, INTEGRITY and
PROFESSIONALISM**

The visibility of the solar industry, its association FlaSEIA and its members is at the highest and most critical point in history. We no longer fly below the radar.

It is a time for solar companies and their employees to represent themselves with integrity . . . and enthusiasm! It is also the time for your association, its staff, elected Board of Directors and Officers to represent and serve your needs! Please share your concerns and ideas and participate in the committee and Board Meeting process. Reach out to your Legislators, both state and federal, to promote and encourage solar initiatives and encourage your customers to do the same!

Funding for the state Solar Rebate Program continues to be a challenge. General revenue is clearly not the answer. FlaSEIA staff and the FlaSEIA Legislative Committee, chaired by Chris Maingot, are working diligently to establish alternative sources – it is

2008/2009 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

PRESIDENT	2007 – 2009	2008 – 2010
Dave Bessette Allsolar Service Company, Inc	Dillon Daniels Solar Source	David Bessette Allsolar Service Company, Inc.
1st VICE PRESIDENT Chris Maingot Superior Solar Systems, Inc.	Victor Eyal Heliocol U.S.A., Inc. Bill Gallagher Solar-Fit	Dr. Charles Cromer Florida Solar Energy Center
2nd VICE PRESIDENT Bill Gallagher Solar-Fit	Steve Gorman Thermal Conversion Technologies	Jeff Curry Lakeland Electric
SECRETARY Colleen Kettles Florida Solar Energy Research & Education Foundation	Tom Harriman Harrimans, Inc. Chris Maingot Superior Solar Systems, Inc.	Pete DeNapoli SolarWorld Industries Buzz Schaberg
TREASURER/ IMMEDIATE PAST PRESIDENT Dillon Daniels Solar Source		Bob Zrallack Solar Energy Systems

a daunting task, but one in which we are making substantive progress.

These are challenging times, full of opportunity! Let's continue to move forward with character and integrity!

Sincerely,

Dillon Daniels
FlaSEIA Interim President

(PSC Poised to Adopt Draft RPS Continued from Page 1)

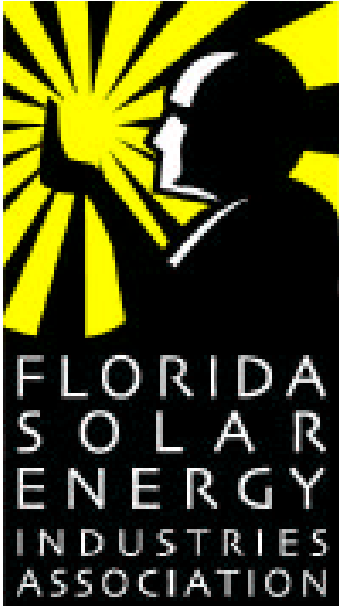
most expensive way to run an RPS. The PSC, however, feels that this is what has been given to them by the Legislature and this is how they are approaching the draft rulemaking.

The board and membership did not think that our message of REP's and PBI's being our preferred incentive stream in an RPS was being carried to the PSC. As such, at the Board of Director's meeting

on August 28, the board approved a motion to ask the Solar Coalition to affirm their support of the position adopted by all parties at our June meeting and to ask Suzanne Brownless to take that position statement to the PSC as part of our comments on the draft rule. The motion also stated that if the rest of the Solar Coalition was not in favor of doing this, FlaSEIA would then independently take that position paper to the PSC.

There was a conference call on August 28 with the Solar Coalition and this subject was broached. The Coalition has agreed to have this position in our final comments on the draft rule. Suzanne has also informed us that she presented an eight page document (see attached) to the PSC after our first workshop in July.

I can assure you that Colleen Kettles, Bruce Kershner and Chris Maingot are watchdogs for the state industry.



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 2008/2009 Officers and Directors

Ballots were sent out in June to elect the 2008-2010 Directors of the Board. The results of the election are as follows:

- Dave Bessette, Allsolar Service Co., Inc
- Dr. Charles Cromer, Florida Solar Energy Center
- Jeff Curry, Lakeland Electric
- Pete DeNapoli, SolarWorld Industries
- Buzz Schaberg
- Bob Zrallack, Solar Energy Systems

The FlaSEIA Board of Directors held its first meeting of the 2008/2009 term at the offices of Superior Solar Systems, Inc. in Longwood on August 28. We would like to take this opportunity to express our appreciation to Superior Solar for hosting the meeting. During the meeting, the board elected the new officers for 2008/2009. The new officers are as follows:

2008/2009 Officers

- Dave Bessette, President
- Chris Maingot, First Vice President
- Bill Gallagher, Second Vice President
- Colleen Kettles, Secretary
- Dillon Daniels, Treasurer/Immediate Past President

There were 12 FlaSEIA members who attended the meeting. We were fortunate to have many of those members volunteer to serve on committees. If you would like to volunteer to serve on a committee, please contact the FlaSEIA office at (407) 339-2010 or e-mail Julie Kershner at julie@flaseia.org.

The 2008/2009 Committee members are as follows:

Auction

- Dillon Daniels, Chair
- Ben Bentley
- Scott Egglefield
- Troy Millar

Convention/SEBC/Fair/Trade Show

- Colleen Kettles, Chair
- Dillon Daniels
- Pete DeNapoli
- Scott Egglefield
- Doug Hagg
- Tom Harriman
- Linda Tozer
- Wayne Wallace

Education

- Colleen Kettles, Chair
- Dave Bessette
- Colleen Clark
- John Drndak
- Roger Messenger
- Bob Zrallack



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 Charlie Cromer
 Scott Egglefield
 Bill Gallagher
 Tom Harriman
 Colleen Kettles
 Carl Moody
 Bob Zrallack

Legislative/Regulatory

Chris Maingot, Chair
 Dave Bessette
 Jeff Curry
 Dillon Daniels
 Peter DeNapoli
 Scott Egglefield
 Bill Gallagher
 Steve Gorman
 Tom Harriman
 Colleen Kettles
 Roger Messenger
 Troy Millar
 Wayne Wallace
 Bob Zrallack

Membership/Retention

Buzz Schaberg, Chair
 Jeff Curry
 Pete DeNapoli
 Victor Eyal
 Steve Gorman
 Tom Harriman
 Troy Millar
 Wayne Wallace

Nominating

Bob Zrallack, Chair
 Jeff Curry
 Dillon Daniels
 Pete DeNapoli

Research/Technical

Charlie Cromer, Chair
 Dave Bessette
 Pete DeNapoli
 John Drndak
 Bill Gallagher
 Steve Gorman
 Kimandy Laurence
 Roger Messenger
 Carl Moody
 Bob Zrallack

Solar Power PAC Committee

Dillon Daniels, Chair
 Steve Gorman, Co-Chair
 Tom Harriman
 Chris Maingot, Secretary/Treasurer
 Wayne Wallace
 Bob Zrallack

FlaSEIA Annual Golf Tournament, Meeting, Dinner and Auction

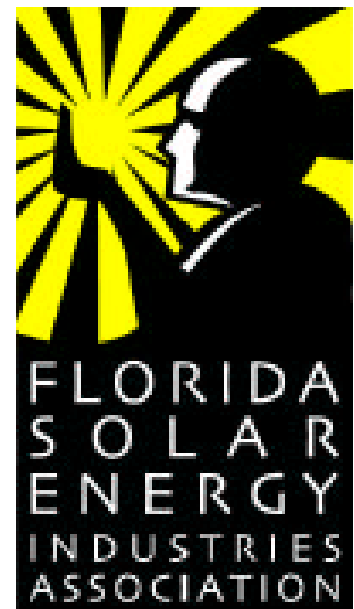
The FlaSEIA Second Annual Golf Tournament will be held on Tuesday, November 11 at the Dubsdread Golf Club in Orlando with a shotgun start at 11:00 a.m.

The cost is \$100.00 per person which includes green fees, cart, range balls, three beverage tickets while on the course and a boxed lunch. After the tournament, there will be an awards presentation with prizes for First Place Team Low Gross, First Place Team Low Net, Closest to the Pin and Longest Drive. The scoring format will be a scramble.

FlaSEIA will be holding an Auction, Social Gathering, Dinner and Annual Meeting on Tuesday, November 11 at Dubsdread Golf Club in Orlando. An update on legislative changes made during the 2008 Legislative Session will be presented at the annual meeting. Due to the gravity of the legislative issues at hand, it is imperative to have full participation and cooperation of the membership and other groups that have a vested interest in our Industry.

Join us for some great fun, prizes and auction items. The Social Gathering begins at 5:30 p.m., Dinner and Annual Meeting begins at 6:30 p.m. and the Live Auction begins at 8:00 p.m.

The cost to attend the Auction, Social Gathering, Dinner and Annual Meeting is \$50.00 per person. Reservations should be made **no later than Monday, October 20, 2008**. Reservations made after Monday, October 20,



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.

• 2008 will be an additional \$5.00 per person. For your convenience, registration and donation forms are attached to this newsletter.

• If you would like to make a donation to the Auction, the deadline to submit the donation form and item to the FlaSEIA office is **Monday, October 20, 2008**. Donations will be accepted after that time; however, we cannot guarantee that they will be printed in the brochure. Any donation of \$250.00 or more will receive a business card ad in the Auction brochure.

• Second German American Solar Day

• Learn about cutting-edge solar technologies from Germany at the Second German American Solar Day being held at the Embassy Suites Orlando Downtown on October 20, 2008.

• Attendees will hear from Germany's leading experts regarding current trends in solar energy in Europe. Florida's experts will increase solar energy usage in the state.

• Conference attendees will have the opportunity to learn more about solar energy, "Made in Germany," and Germany's success in its solar industry growth. The conference will also enable German and U.S. companies to discuss possible opportunities for partnering on solar energy projects around the world.

• Upon request, attendees will also have the opportunity to meet with forum speakers and company representatives one-on-one.

• Details on this event are still being

worked out. For more information, please contact the FlaSEIA office at (407) 339-2010.

Governor Crist Appoints Charles "Chuck" Drago to Head Department of Business and Professional Regulation

Governor Charlie Crist named Charles "Chuck" Drago as Secretary of the Department of Business and Professional Regulation (DBPR). He has served as Interim Secretary since Governor Crist appointed Holly Benson to head the Agency for Health Care Administration in February 2008.

"Chuck has proven throughout his career that he can implement creative solutions, increase efficiency and develop partnerships that achieve positive results," Governor Crist said. "I am confident his leadership skills will enable us to continue improving our service to Florida's business community and professionals."

"Governor Crist understands the importance of creating a business friendly environment that also regards the safety and protection of the consumer as a top priority," Drago said. "I am eager to serve the people of Florida and our business community and professionals."

DBPR Secretary Extends August 31 Renewal Deadline for Construction Licensees

The Department of Business and Professional Regulation (DBPR) Secretary Charles W. Drago extended the license renewal deadline for all Certified Construction and Electrical and Alarm Contractor licensees by one month, from August 31 to September 30, due to Tropical Storm Fay's recent sweep across Florida.

"I understand that some of our licensees may have spent the past several weeks preparing for Tropical Storm Fay, evacuating their homes and making storm-related repairs. By extending this renewal deadline, we are ensuring that our licensees have every opportunity to remain in

compliance with state regulation," stated Secretary Drago. Certified Construction and Electrical and Alarm Contractor licensees who have not yet renewed will have until September 30. The extension of the renewal deadline will not affect the expiration date on the license, which will remain August 31, 2010. Licensees who have already renewed do not need to do anything.

Licensees must complete all required continuing education in order to renew their licenses. Any continuing education completed prior to renewal, regardless of whether the licensee renews on August 31 or September 30, will apply to the 2006-2008 license cycle. As long as the licensee completes all continuing education requirements for 2006-2008, any continuing education taken after renewal but prior to September 30 will apply to the 2008-2010 cycle.

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. For more information, please visit www.MyFloridaLicense.com.

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WELCOME NEW MEMBERS

F laSEIA extends a hearty welcome to the following new members who have joined the association from April 1, 2008 through September 3, 2008. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

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Fax: 239/498-7797
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Website: www.afcelectric.com
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Counties Served: Lee

GoSunAndWind, LLC
David Stein
1009 Casuarina Road, #101
Delray Beach, FL 33483
Phone: 561/860-0716
E-mail: davidstein@gosunandwind.com
Website: www.gosunandwind.com
License Number: CV C56723
Counties Served: Broward, Dade, Indian River, Martin, Okeechobee, Palm Beach, St. Lucie

Heichel Plumbing, Inc.
William Heichel
647 Business Park Boulevard
Winter Garden, FL 34787
Phone: 407/905-0014
Fax: 407/656-7073
E-mail: bill@heichelplumbing.com
Website: www.benjaminfranklinplumbing.com
License Number: CF C056690
Counties Served: Lake, Orange, Osceola, Seminole

State Certified Solar Exam

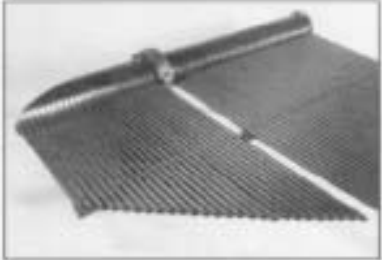
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February 17-18, 2009
June 16-17, 2009

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FAX: 561/394-8660
E-mail: carlos.romero@ms.com
Website: www.ms.com

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Alex Rivera
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Branchburg, NJ 08876
Phone: 908/534-8855
FAX: 908/534-7854
E-mail: alexrivera@noveda.com
Website: www.noveda.com

Standard Renewable Energy, LP
Tom Knighten
544 Maple Drive
Niceville, FL 32578
Phone: 850/980-4884
E-mail: tknighten@sre3.com
Website: www.sre3.com

Sunshine State Solar Power, LLC
Thomas Sutton
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Phone: 561/624-1627
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NCCI Proposes Reduction for Workers Compensation Rates in Florida

On August 27, 2008, the National Council on Compensation Insurance (NCCI) delivered its annual workers' compensation rate filing to the Florida Office of Insurance Regulation (OIR). Based upon its review of the most recent data available, NCCI has proposed, effective January 1, 2009, an overall workers' compensation rate level decrease of 14.1%.

This is the sixth decrease NCCI has proposed since Florida workers' compensation rates hit a high point prior to the 2003 workers' compensation reform. The previous rate reductions approved by the OIR are as follows: -14% (10/1/03), -5.1% (1/1/05), -13.5% (1/1/06), -15.7% (1/1/07) and -18.4% (1/1/08).

Assuming the filing is approved as proposed, the overall average rate impact at an industry group level would be as follows:

	Filing 1/1/09	Cumulative 10/1/03-1/1/09
Manufacturing	-15.0%	-55.5%
Contracting	-15.8%	-59.6%
Office & Clerical	-15.1%	-58.2%
Goods & Services	-14.1%	-58.4%
Miscellaneous	-8.5%	-57.0%
Total	-14.1%	-57.0%

The OIR is expected to schedule a public rate hearing in October.

SOLAR POWER CONFERENCE & EXPO 2008

Solar Power Conference & Expo 2008, October 13-16, San Diego Convention Center. Top vendors presenting the state-of-the-art in solar energy technologies and services; 60+ conference sessions and workshops; world-renowned CEO Panel plenary session; extensive exhibits and industry networking opportunities including manufacturers, project developers and contractors, electric utilities and large buyers such as big box stores. Solar Power 2008 will encompass the full range of solar energy technologies, including photovoltaics, concentrating photovoltaics, concentrating solar power and solar hot water and



space heating and cooling. Last year's event sold out in advance, so organizers encourage early registration. For more information, please visit www.SolarPowerConference.com.

Initiative:

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.
Thermal Conversion Technology, Inc.

POOL COLLECTORS

FAFCO, Inc.
Heliocol USA, Inc.
Solar World, Inc./The LeverEdge

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Horizon:

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2008

**Florida Renewable Energy Association (FREA)
Renewable Energy Expo and Fair
Orlando Science Center and Cultural Park
October 4**

**Solar Power Conference & Expo 2008
San Diego, CA
October 13-14**

**Second German American Solar Day
October 20**

**FlaSEIA Golf Tournament and Annual Meeting & Auction
Dubsdread Golf Club, Orlando
November 11**

**FlaSEIA Board of Director's Meeting
Dubsdread Golf Club, Orlando
November 12**

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



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