



INDUSTRY NEWS

FlaSEIA To Hold Annual Golf Tournament, Meeting, Dinner and Auction

The FlaSEIA Third Annual Golf Tournament will be held on Tuesday, November 10 at the Heathrow Country Club in Heathrow (Lake Mary), Florida with tee times starting at 11:30 a.m.

The cost is \$95.00 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. The scoring format will be a scramble.

FlaSEIA has set up different golf sponsorship categories for this Golf Tournament in which your company can participate. Your support is greatly appreciated.

The following sponsorships are available: Hole Sponsors at \$100.00 each (18 holes available); Tee Sponsors at \$100.00 each (18 tees available); Lunch Sponsors at \$250.00 each (Three sponsors available); and Beverage Cart Sponsors at \$100.00 (Three sponsors available).

The deadline to register for or sponsor the FlaSEIA Golf Tournament is **Monday, October 19, 2009**. For your convenience, [click here for the Golf Tournament Registration Form](#)

and [click here for the Golf Tournament Sponsorship Form](#).

FlaSEIA will also be holding its Auction, Social Gathering, Dinner and Annual Meeting on Tuesday, November 10 at the Heathrow Country Club in Heathrow (Lake Mary, Florida). An update on legislative changes made during the 2009 Legislative Session as well as future legislation 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 that has a vested interest in our Industry.

Join us for some great fun and auction items. The Social Gathering begins at 5:30 p.m., Silent Auction 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 \$45.00 per person. Reservations should be made **no later than Monday, October 19, 2009**. Reservations made after Monday, October 19, 2009 will be an additional \$5.00 per person. For

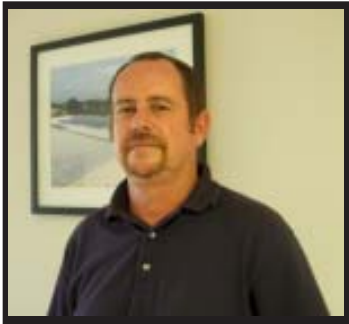
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CHRIS MAINGOT
FLASEIA PRESIDENT

What an exciting time to be in the solar industry in Florida! Renewables and solar in particular seem to be at the forefront of the Global Energy Debate. Not a week goes by where there is not a news article in the press or on television mentioning our industry.

Here in Florida, we have seen the demand for solar hot water and solar electric as witnessed by the State Rebate Program's success. Unfortunately, the funding has not been able to keep up with the demand and this has created uncertainty in the mind of the consumer as to whether he or she is going to get their rebate. This has hurt the industry as this uncertainty has led to lost sales. Finding the necessary funding the industry needs to survive and grow is a challenge we face in the immediate future.

We also have other issues that need to be addressed in the short term. Solar permitting has become a challenge throughout the state. The need for multiple permits and multiple inspections has increased job costs and has put an unnecessary burden on the consumer and the contractor. Education and training is another issue we face as a growing industry. The general public needs to be educated as to what solar can do for them and what programs are available to them, and industry needs training for new people wanting to become a part of the Solar Industry.

We also need to work with the Florida Solar Energy Center (FSEC) to see how both parties can help each other with system certification and training.

As I said before, it is an exciting time to be in the solar industry in Florida. We have a lot of challenges we face at this time, and I feel that we have the resources with our Board of Directors and membership to meet the challenges we face and come out the other side with industry continuing to grow into what a lot of

us envisioned the solar industry in Florida being.

I look forward to the challenges of the upcoming year, and I am very optimistic for our future.

I am accessible to any member by phone or e-mail to discuss any industry related issue.

Thank you all for your support!

Sincerely,

Chris Maingot
FLASEIA President

SOLAR POWER INTERNATIONAL 09

Solar Power International 09 will be held on October 27-29 at the Anaheim Convention Center, Exhibit Halls B - D in Anaheim, CA. This is the largest business-to-business solar trade event in North America. There will be

- Top vendors will be presenting state-of-the-art solar energy technologies and services;
- 900 plus exhibitors and an exhibit hall that includes all solar technologies: PV, CSP, solar hot water, solar heating and cooling and solar pool heating ;
- 25,000 plus attendees which includes sellers, buyers and stakeholders including manufacturers, integrators, installers, utilities, investors, builders, architects, large energy users and policymakers;
- 200plus speakers, 65plus education sessions, two CEO panels and two keynotes; and Education tracks on finance, policy, markets, technology, crosscutting and implementation/execution.

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

2008/2009 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

	2009 – 2011	2008 – 2010
PRESIDENT Chris Maingot Superior Solar Systems, Inc.	Bill Gallagher Solar-Fit	David Bessette Allsolar Service Company, Inc.
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TREASURER Colleen Kettles Florida Solar Energy Research & Education Foundation	Wayne Wallace Solar Source	Roger Messenger Vergona/Bowersox Electric, Inc.
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ADDITIONAL BOARD MEMBERS

Dr. Charles Cromer Florida Solar Energy Center	Colleen Kettles Florida Solar Energy Research & Education Foundation
--	---

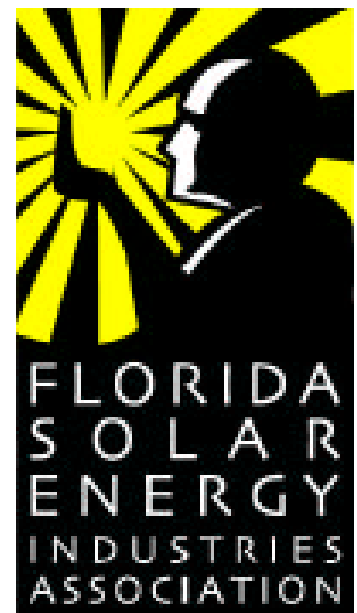
(FlaSEIA To Hold Golf Tournament, Meeting, Dinner and Auction Continued from Page 1)

your convenience, [click here for the Annual Dinner Meeting Registration Form.](#)

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 19, 2009**. 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. For your convenience, [click here for the Auction Donation Form](#) and [click here for the Suggested List of Items to Donate.](#)

This is an opportunity to show your support for your association which works hard advancing solar here in the “sunshine state.” Your financial support of this event is critical if FlaSEIA is going to continue to represent the solar industry in Florida. FlaSEIA is a respected organization in Tallahassee among Legislators, state agencies and the Public Service Commission (PSC). There is much more work ahead for the solar industry, and we cannot complete the mission without your support. We need the support of each and every member now more than ever.

Please take this time to make that commitment to pledge your support to FlaSEIA. **Don't compromise your voice for tomorrow . . . support FlaSEIA today!**



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.

Third German American Solar Energy Conference

The German American Chamber of Commerce of the Southern United States in conjunction with the Florida Solar Energy Industries Association (FlaSEIA) and Solar Energy Industries Association (SEIA) as well as Enterprise Florida, is holding a one-day conference on solar energy on Tuesday, September 29, 2009 at the Embassy Suites Orlando Downtown from 9:00 a.m. – 5:30 p.m. The entrance fee is complimentary. Please register on-line at www.gacctexas.com.

The conference speakers will be U.S. and German solar industry experts, business representatives and Florida Legislative leaders. Representative Steve Precourt, District 41 and chair of the Florida House Energy & Utilities Policy Committee, will provide attendees with an overview of Florida's Energy Policy. Representative Mike Horner, District 79, will participate in a panel discussion on "Renewable Portfolio Standard" (RPS) and current developments in Florida's Solar Legislation. Representative Horner is also a member of the House Energy & Utilities Policy Committee.

The morning session will focus on current solar technology developments as well as legislative changes and provide insights into the solar industries in Florida and Germany.

- 9:00 a.m. Registration
- 9:30 a.m. Introduction/Conference
- 9:35 a.m. Welcome Addresses
- 9:40 a.m. Dr.-Ing. Dipl.-Kfm.

Andreas H. Hermelink, Consultant, Ecofys Germany GmbH – *"Overview of the German Solar Market & Technologies"*

10:00 a.m.

Scott Hennessey, Manager for Climate and Energy Markets (SEIA) – *"The US Solar Market – Update from Washington"*

10:20 a.m.

Markus Hehner, Founder and CEO, EuPD Research – *"Development of PV Technologies in Germany"*

10:40 am.

Networking Opportunity/Coffee Break

11:00 a.m.

Representative Steve Precourt, District 41 and chair of the Florida House Energy & Utilities Policy Committee

"Targeting A Green Recovery for Florida – An Overview of Florida's Energy Policy"

11:20 a.m.

Dr. Christine Wörlen, Owner, Arepo



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Consult – *"Current Developments in the German Solar Thermal Technologies"*

11:40 a.m.

John Crider, Strategic Planning, Gainesville Regional Utilities – *"American's First Feed-in Tariff – Experiences and Outlook"*

In the afternoon, eight German solar companies will give presentations about their products and cutting-edge technologies. These companies are currently looking for business partners in the U.S.A.

12:00 noon

Panel Discussion – *"Renewable Portfolio Standard (RPS) and Current Developments in Florida's Solar Legislation"*

Panelists:

R. Bruce Kershner, FlaSEIA Representative Mike Horner, District 79

Scott Hennessey, SEIA

John Crider, GRU

Dr. Christine Wörlen, Arepo Consult

12:40 p.m.

Lunch Buffet /Networking

2:00 p.m.

Steffen Bayer, Presentation of the company Mage Solar

2:15 p.m.

Paul DeKleermaeker, Presentation of the company Dr. Valentin EnergieSoftware GmbH

2:30 p.m.

Andreas Fürst, Presentation of the company EUROSOL GmbH

2:45 p.m.

Martin Hausner, Presentation of the company Schletter Inc.

3:00 p.m.

G.J. Pierman, Presentation of the company Wirsol Solar, Inc.

3:15 p.m.

Sören Harrer, Presentation of the company AEROLINE Tube Systems Baumann GmbH

3:30 p.m.

Marco Widemann, Presentation of the company MW Solar

3:45 p.m.

TBD

4:00 p.m. – 5:30 p.m.

Networking Reception/One-on-One Meetings

Following the conference will be a

solar networking reception offering further opportunity to connect with the conference participants.

Additionally, upon request, attendees will have the opportunity to meet with forum speakers and company representatives one-on-one.

If you are interested in setting up a meeting, please contact Thomas Schwegmann at (832) 384-1204 or e-mail tschwegmann@gaccsouth.com.

FSPA Orlando Pool & Spa Show

The Florida Solar Energy Industries Association (FlaSEIA) is proud to announce that we will be partnering with the Florida Swimming Pool Association (FSPA) in the 2010 Orlando Pool & Spa Show.

The annual show will be held February 19–20, 2010 in the West Hall E located in the East/West Complex of the Orange County Convention Center in Orlando, Florida. This annual event attracts approximately 4,000 attendees, including pool professionals, general contractors and architects for three days of education, events and the expo.

FlaSEIA is excited to partner with FSPA in this most prestigious show. By doing so, we will have an excellent opportunity to showcase the solar industry to thousands of attendees. The focus will not only be on solar pool heating but all solar technologies. FlaSEIA encourages all of its members to take advantage of this opportunity to exhibit in the Orlando Pool & Spa Show. Plans have been finalized to have our own Solar Energy Showcase in the exhibit hall.

FlaSEIA has also partnered with FSPA to provide nine solar energy courses during the show. All continuing education courses have been approved by the Construction Industry Licensing Board (CILB) and are being taught by industry experts.



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.

- Take advantage of this opportunity to learn from the experts while satisfying your continuing education requirements for renewal of your license. Not a contractor – still a great opportunity to learn more about the solar industry.

- Please take a moment to review the [Orlando Pool & Spa Show Exhibitor Information](#). Then sign up today and be part of the Orlando Pool & Spa Show. For FlaSEIA to be credited for its members who exhibit in this show, we ask that you **please type in FlaSEIA in the Referred By box on the Exhibit Space Application & Contract**. By exhibiting in the Orlando Pool & Spa Show, you will be able to showcase your solar technology to pool and building professionals.

- Additional links pertaining to the Orlando Pool & Spa Show: [Rules](#); [Booth Cancellation Policy](#); [IAEE Display Guidelines](#); [Download a pdf of exhibitor information](#); [Exhibitor List](#); [Floor Plan](#); [Courses listed by date](#); [Courses listed by category](#); and [Course Descriptions](#).

- The Show schedule is as follows:
Thursday, February 18
 Exhibitor move-in
 Annual Golf Tournament
 Education sessions
 Welcome Reception/Design Awards

- **Friday, February 19**
 Education sessions
 Exhibit Hall open
 Private Industry Party @ NASCAR
 Sports Cafe at Universal CityWalk

- **Saturday, February 20**
 Education sessions
 Exhibit Hall open
 Exhibitor move-out

NCCI Proposes Workers Compensation Rate Reduction

- On August 20, 2009, 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, 2010, an overall workers compensation rate level decrease of 6.8%. The overall average rate impact for contracting being proposed is -10.8%. The OIR is expected to schedule a public rate hearing in October.

FlaSEIA 2009–2011 Directors and 2009–2010 Officers

Ballots were sent out in May to elect the 2009–2011 Directors of the FlaSEIA Board of Directors. The results of the election are as follows:

- Bill Gallagher, Solar-Fit
- Steve Gorman, Thermal Conversion Technologies
- Tom Harriman, Harrimans, Inc.
- Chris Maingot, Superior Solar Systems, Inc.
- Wayne Wallace, Solar Source
- Reed Wilson, Aquatherm Solar Supply

The FlaSEIA Board of Directors held its first meeting of the 2009/2010 term at the offices of Superior Solar Systems, Inc. in Longwood on August 25. We would like to take this opportunity to express our appreciation to Superior Solar Systems, Inc. for hosting the meeting. During the meeting, the board elected the new officers for 2009/2010. The new officers are as follows:

- Chris Maingot, President
- Bill Gallagher, First Vice President
- Roger Messenger, Second Vice President
- Scott Egglefield, Secretary
- Colleen Kettles, Treasurer
- Dave Bessette, Immediate Past President

ARE YOU THINKING ABOUT CHANGING YOUR COMPANY NAME?

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

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

contracting.

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

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

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WELCOME NEW MEMBERS

FlaSEIA extends a hearty welcome to the following new members who have joined the association from June 17, 2009 through September 22, 2009. We thank them for joining our association and look forward to their participation in helping this association achieve its goals.

Contractors

Elite Solar Services

Monica Kennedy
640 Apex Road
Sarasota, FL 34240
Phone: 941/343-6100
FAX: 941/343-9007
E-mail: monica@elitesolar.com
Website: www.elitesolar.com
License Number: CV C56772
Counties Served: Charlotte, Collier, DeSoto, Hardee, Highlands, Hillsborough, Lee, Manatee, Pinellas, Polk, Sarasota

Eric Elkins Electric, Inc.

Eric Elkins
1012 West Beacon Road
Lakeland, FL 33803
Phone: 863/686-4996
Fax: 863/248-8158
E-mail: eric@elkinselectric.com
Website: www.elkinselectric.com
License Number: EC 0002925
Counties Served: Hillsborough, Lake, Orange, Osceola, Polk

Freedom Energy Solutions, LLC

Stepan Groninger
5526 Hayden Boulevard
Sarasota, FL 34232
Phone: 941/232-3972
Fax: 941/371-4223
E-mail: stepan@freedomenergysolutions.net
Website: www.freedomenergysolutions.net
License Number: CV C56753, ER 13013960
Counties Served: Charlotte, Hillsborough, Lee, Manatee, Pasco, Sarasota

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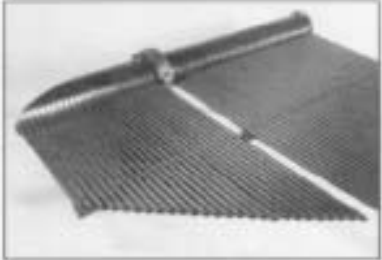
June 16-17, 2009
October 6-7, 2009

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<http://www.heliocol.com>

Platinum Solar Homes, Inc.

James "Scott" Tombaugh
1265 Olympia Road
Venice, FL 34293-4803
Phone: 941/408-1870
Fax: 941/244-0881
E-mail: scott@platinumsolarhomes.com
Website: www.platinumsolarhomes.com
License Number: CV C56762
Counties Served: Statewide

Schroeders Solar Homes, Inc.

David Schroeders
141 Pond Cypress Road
Venice, FL 34292
Phone: 941/485-7040
FAX: 941/485-7757
E-mail: davids@dshroeders.com
Website: www.dschroeders.com
License Number: CV C56705
Counties Served: Statewide

Solar Kings, Inc.

Aaron King
3795 Fantasy Way
Brooksville, FL 34604
Phone: 352/796-0707
FAX: 352/796-1575
E-mail: contact@solarkinghomes.com
Website: www.solarkinghomes.com
License Number: CV C56779
Counties Served: Citrus, Hernando, Pasco

Southern Plumbing, Inc.

Craig Mobley
4069 43rd Avenue
Vero Beach, FL 32960
Phone: 772/564-6980
Fax: 772/978-9843
E-mail: southernplumbing@aol.com
License Number: RF 0067100
Counties Served: Brevard, Indian River, Martin, Okeechobee, Osceola, St. Lucie

Splash Pool Products, Inc.

Tony Quesada
956 Fay Avenue
Largo, FL 33771
Phone: 727/532-4407
Fax: 727/532-4512
E-mail: info@splashpoolproducts.com
Website: www.splashsolar.com
License Number: CF CA24523
Counties Served: Hernando, Hillsborough, Manatee, Pasco, Pinellas, Polk

Tri-City Electrical Contractors, Inc.

Joel Kean
430 West Drive
Altamonte Springs, FL 32714
Phone: 407/788-3500
Fax: 407/332-1791
E-mail: joel.kean@tcelectric.com
Website: www.tcelectric.com
License Number: EC 0000981
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Jacksonville, Florida • USA
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www.aetsolar.com

AET is an OEM manufacturer of flat-plate solar collectors and solar thermal water heating systems. Our products are available through our worldwide dealer network. View our product offerings, on the web, at www.aetsolar.com.

• **Vanguard Energy Partners, LLC**

• Alex Rivera
• 100 S.E. Salerno Road
• Stuart, FL 34997
• Phone: 772/781–9912
• E-mail:
• alex@vanguardenergypartners.com
• Website:
• www.vanguardenergypartners.com
• License Number: CV C56773
• Counties Served: Statewide

• **Welker's Electric, Inc.**

• Kenneth Welker
• 2950 State Road 46
• Mount Dora, FL 32757
• Phone: 866/953–8766
• Fax: 352/383–0499
• E-mail: welkerelectric@aol.com
• License Number: EC 0002897
• Counties Served: Brevard, Citrus,
• Hernando, Hillsborough, Lake, Levy,
• Marion Orange, Osceola, Pasco,
• Pinellas, Polk, Seminole, Sumter,
• Volusia

• **West Coast Solar Service, Inc.**

• Larry Crawford
• 1912 58th Avenue Drive West
• Bradenton, FL 34207
• Phone: 941/755–8015
• Fax: 941/755–8015
• E-mail: westcoastsolar@verizon.net
• License Number: CW C043080
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• Jeffrey Johnston
• 4116 McKinley Street
• Hollywood, FL 33021
• Phone: 954/914–6107
• Fax: 954/983–1002
• E-mail: info@solarjeff.com
• Website: www.solarjeff.com
• License Number: CV C56735
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• Miami, FL 33132
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• Fax: 305/371–2353
• E-mail: info@sunelec.com
• Website: www.sunelec.com

Manufacturer's Representative
Brunson & Associates, Inc.
d/b/a Aten Power Services

Ed Brunson
2626 Crystal Cove Court
Jacksonville, FL 32224
Phone: 904/504–5395
Fax: 904/992–6814
E-mail: e_brunson@bellsouth.net
Website: www.atenpower.com

Consultant

Hollywood Engineering, Inc.

Robert Weinstein, P.E.
428 South Dixie Highway
Hollywood, FL 33020
Phone: 954/920–6260
FAX: 954/920–1876
E-mail: bobwpe@bellsouth.net

Lariat Organization Company

Mark Maher
502 Kanuga Drive
West Palm Beach, FL 33401
Phone: 561/756–8006
Fax: 561/361–2999
E-mail: lariat@bellsouth.net

Original Equipment Manufacturer
Solarsa, Inc.

Scott Jorgensen
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Tampa, FL 33611
Phone: 813/258–4488
Fax: 813/258–5488
E-mail: scott.jorgensen@solarsa.com
Website: www.solarsa.com

Associate

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Michael Otis
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Lakewood Ranch, FL 34202
Phone: 508/250–2363
E-mail: cpaconstruction@comcast.net

Patron

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Orlando, FL

Allen Frishman
New York, NY

Initiative:

FlaSEIA wishes to thank the following companies for their financial commitment to FlaSEIA and the Florida solar energy industry as participants in the Florida Manufacturers' Initiative (FMI) program.

DHW COLLECTORS

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(904) 358-3720



Horizon:

2009 Calendar of Events

**German American Chamber of Commerce of the Southern United States Solar Conference
Embassy Suites Orlando Downtown
September 29**

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

**Annual Golf Tournament and Auction/Dinner
Heathrow Country Club, Heathrow (Lake Mary)
November 10**

**FlaSEIA Board of Director's Meeting
Heathrow Country Club, Heathrow (Lake Mary)
November 11**

2010 Calendar of Events

**The International Builders' Show & NextBuild
Las Vegas Convention Center, Las Vegas, NV
January 19-22**

**FSPA Orlando Pool & Spa Show
Orange County Convention Center - West Hall E, Orlando
February 19-20**

**Renewable Energy World North America Conference & Exposition
Austin, TX
February 23-25**

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**