

CAL SEIA

SOLAR ENERGY INDUSTRY REPORT

UTILITY FINANCING OF SOLAR

John Bryson, President of the California Public Utilities Commission (PUC) announced last week that the Commission will order the state's four major investor-owned utilities to set up a substantial number of experimental financing programs so homeowners can install solar water heating systems.

Bryson said a consensus of commission members agreed on the order December 19 during a conference on a PUC report to the Legislature on utility financed solar systems. The report represents the first state-conducted study of its kind in the country. Bryson said that the four major utilities should have their programs approved by the PUC and underway by the summer. He said that the utilities will experiment with about six financing methods in specified service areas and that approved plans should reflect variations in family income, climate, geography and type of housing to see which plan works best for which area.

Homeowners in designated demonstration areas who agree to participate would pick a particular solar system and contractor in the service area and select from the utility's offered finance plans. Such a plan could allow a homeowner to install a solar system with no obligation to him; the utility would pay all costs, with costs averaged out in customer bills and utility stockholders earning a rate of return on the cost as an investment. Or, since the PUC makes rate-of-return decisions every two years, the utility may elect to "expense" the cost so it can recover the costs more quickly, forfeiting return to investors.

Another plan would have the utility paying some or all interest on the homeowner's bank home improvement loan. Such interest rates generally center on 16 percent. Bryson said one utility plan may offer to pay part or all of that interest.

OAT TO PUBLISH SOLAR
INSTALLER'S CURRICULUM

Early this year the California Office of Appropriate Technology (OAT) will release its Solar Installer's Curriculum. Werner Schmidt and Janis Philbin of OAT developed the six-month course, with funds from California CETA, to be used in programs that train CETA-eligible people to install solar equipment. The course, which is currently in publication, will also be available to other training groups.

The curriculum will be distributed by Werner Schmidt through the Solarwork Institute, another joint project funded by CETA and administered by OAT. OAT and CETA will determine the exact charge for the course when it is published.

The course will be the first developed for mass distribution to community groups and community colleges to train installers. It is divided into two parts: an introduction to solar energy and a step-by-step training course. Slide shows accompany each section. The training course is further divided into four parts: domestic water heating systems, hydronic space heating systems, blueprint reading, some plumbing, some carpentry, and some electrical skills, outside the course. The course teaches them only the procedures to use with solar systems; nearly all procedures are taught in the part on domestic water heating, and then are used and modified if necessary in the other parts.

For further information on the curriculum, including its expected release date (now projected for mid-February), contact Werner Schmidt, Office of Appropriate Technology, 1530 Tenth Street, Sacramento, California 95814.

NEW CAL SEIA MEMBERS

- PROGRESSIVE SOLAR PRODUCTS
- SOLEN CORPORATION
- SOLAR PACIFIC
- COMPLETE SOLAR SYSTEMS, INC.

WELCOME TO CAL SEIA!!!

PRESIDENT'S MESSAGE

Let me express my thanks to the membership for allowing me to serve as CAL SEIA President during the critical year of 1980.

1980 is the beginning of the Solar Decade. The problems and the challenges we in the solar industry will continue to face are extraordinary. But now we have reason to believe that the rewards and satisfactions of solar will be equally extraordinary.

In our next newsletter, I shall begin a series of messages on CAL SEIA's services, methods and positions on issues. This publication will be available in its entirety from CAL SEIA's publications department within three

(cont. Page 3)

3. PRESIDENT'S MESSAGE (cont.)

weeks. We hope you will request it, read it and forward us your insight into the many issues which we must resolve collectively, successfully and soon.

BRIAN LANGSTON
President

PG&E CONTRACTOR REFERRAL PROGRAM

SOLAR CONTRACTORS: CAL SEIA is administering a program for Pacific Gas and Electric which may interest you. Read on:

DAWSON CO.

333 GLENDALE BLDG.,
LOS ANGELES, CALIF. 90026

213 / 483-3181

SALES ENGINEERS, DISTRIBUTORS
MANUFACTURERS REPRESENTATIVES
FOR

Bell & Gossett

1/12 to 500HP pumps

3" dia to 30" dia heat exchangers

Demco

2" thru 36" butterfly valves

manual, air, electric operated

Jacks-Evans

7/64 thru 3" port solenoid valves

Peterson Equipment Co.

" Pete's Plug " temp & pressure
measurement

Refrigeration Research

refrigeration heat recovery

freon/solar components

Slant/Fin

finned tube radiation

REFERRAL PROGRAM (cont.)

PG&E's regional offices are now issuing lists of local qualified solar contractors to consumers interested in purchasing and installing solar energy systems. The local, or regional, lists are taken from a master list prepared by CAL SEIA for PG&E.

To be eligible for inclusion on the master list, a solar contractor or installation firm must meet the following four criteria:

- 1) possess a valid and appropriate state contractors license;
- 2) maintain a business address in PG&E service territory (which is most of Northern and Central California);
- 3) agree to adhere to a Code of Ethics and set of workmanship standards; and
- 4) participate in the Cal Seal program.

If you would like more information and/or an application form for this referral program, please notify BRET HEWITT in the CAL SEIA office.

SOLAR LAW COURSE

Beginning January 16, 1980 a course in solar law will be taught at the Whittier College School of Law in Los Angeles. The course is the first of its kind and at present is limited only

to law students, but it is hoped that the course will be offered to other technical people in the future. For more information please contact MR. ROBERT DANZIGER 400 Oak Grove Drive 506-316, Pasadena, Calif. 91103, (213) 577-9398

The prices for the brochures are;

- 1 - 50 copies, 50¢ each
- 51 - 100 copies, 45¢ each
- 101 or more, 40¢ each

When ordering, please add \$2.00 per 100 copies ordered for postage and handling. Checks should be made payable to CAL SEIA PR FUND. Order now!

CAL SEIA CONSUMER BROCHURE

Have you ordered your new CAL SEIA consumer brochure! The brochure, created by our own public relations committee and Hoefer-Amidei, CAL SEIA's public relations agency, is now available to all CAL SEIA members. All members should have received a copy of the brochure along with an order form.

The brochure was specifically designed to compliment your own company literature and addresses points of interest that might not be covered in your own material. CAL SEIA hopes, through this brochure and our own media campaign, to see more good public relations for the industry.

The brochures are in demand and available through our Sacramento office. So that we could produce a professional looking brochure, CAL SEIA determined that it should be self-liquidating -- made available to members at the cost of producing it.

THE CALIFORNIA SOLAR BUSINESS DIRECTORY

The California Solar Business Office is currently taking orders for The California Solar Business Directory. With over 1,200 listings of solar business in the State, and nearly 100 pages of informative text, this 250 page directory is designed to appeal to audiences ranging from solar buyers and sellers to home builders and bankers.

The California Solar Business Directory covers areas such as consumer protection, obtaining loans for solar businesses, construction projects, and home improvements, and guidelines for buying and selling the solar home.

The largest and most comprehensive state directory to be found in the nation, the fully illustrated California Solar Business Directory promises to be one of the most useful documents of its kind to appear in the solar industry.

5. SOLAR BUS. DIRECTORY (cont.)

The directory will be available in February, 1980. The cost is \$10.00; there is a special rate of \$5.00 per book for businesses participating in the 1979 Solar Business Office survey of solar businesses. The names of these participants will appear in the directory.

For a copy, please send a check for the appropriate amount to:

Solar Business Office
921 - 10th Street
Sacramento, Calif. 95814
(916) 322-9725

ENERGY FORUM

CAL SEIA member ANCOUSH MIZANY of San Rafael has been invited to serve on the steering committee of the local Forum in Marin County. Mizany reports that Energy Forum is a nationwide program designed to help the general public learn more about the history of energy issues, about how our value systems effect the issues, and about what alternatives there are for the future. The Forum is intended to be informative and educational.

Utilizing the existing network of community and junior colleges the goal of the Forum is to reach virtually every U.S. citizen so that he or she may

be better prepared, both as an individual and as a member of a group, to understand and act upon the issues of alternative energy sources.

Forum activities will take place during a ten-week period beginning February 10, 1980 and ending April 19, 1980. The forums will be presented at participating colleges. Funding for the Energy Forum national office and the ten coordinating colleges has been provided by the National Endowment for the Humanities and the U.S. Department of Energy. Support will also come through local fundraising efforts and matching funds for NEH.

If you would like more information or would like to offer your ideas or volunteer your time, you may either call the Energy Forum Office at (415) 883-2211 or you can call ANOOSH at (415) 479-5977.

BOARD MEMBER PROMOTED

JIM DICKENSON has been promoted to Supervisor of PG&E's Division of Energy Conservation. Jim will be working out of PG&E's San Jose Office effective immediately. Congratulations, Jim!

CONGRESSIONAL HEARING HELD IN SAN MATEO

CAL SEIA was represented January 3 in San Mateo at a House

Subcommittee hearing on Energy Development and Applications by TERRY BUFFUM (Alten Corp.) and WALT HAYS (Hays, Sanford & Latta).

Three committee members: Congressman Richard Ottinger (Chairman), Hamilton Fish and Bill Royer heard testimony from industry and government officials on the appropriate federal government role in the development of a viable market for solar technologies in California and how Western Sun can fulfill this role through their federal appropriations.

CAL SEIA's testimony centered on the role government could play in advertising, education and promotion of the solar industry. Thanks to TERRY and WALT for representing the Association.

NOTICE OF AMENDMENT TO SWIMMING POOL HEATING REGULATION

On October 24, 1979, the California Energy Commission adopted the following revised wording to the "Energy Conservation Standards for New Residential Buildings, Title 24, Part 6, Article 1, Section T20-1406(c)" of the California Administrative Code. This regulation has been filed with the Secretary of State and is now part of the Commission's building regulations. Please note Subsection (c)1b shall become effective after January 1, 1980 and Section T20-1406 (c)(7) has been deleted. For further information contact

Jim Miwa (916) 920-6321. 6.

T20-1406(c) Swimming Pool Heating

(1) Any new or replacement fossil fueled swimming pool heater system shall be equipped with all of the following:

- (a) An ON-OFF switch mounted on the outside of the heater for easy access to allow shutting off the operation of the heater without adjusting the thermostat setting and to allow restarting without relighting the pilot light.
- (b) A permanent weatherproof plate or card, easily readable giving instructions for the energy efficient operation of the swimming pool and for the proper care of swimming pool water when a swimming pool cover is used. This subsection shall apply after January 1, 1980.
- (c) A length of plumbing (36" minimum) between the filter and the fossil fuel heater to allow for the future addition of solar heating equipment.

(2) Any new or replacement fossil fueled swimming pool heater installed after January 1, 1982 shall have a thermal efficiency of at least 75% when tested in accordance with ANSI Z21.56-1975.

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7. POOL HTG. REGULATION (cont.)

(3) Outdoor pools equipped with a fossil fuel heater shall also be equipped with a pool cover.

(4) Time clocks shall be installed on any new or replacement pool circulation pump not already so equipped so that the pump can be set to run in the off-peak electric demand period (unless required to operate an active solar pool heating system) and for the minimum time necessary to maintain the water in a clear and sanitary condition in keeping with applicable public health standards. Where public health standards require twenty-four hour operation, time clocks shall not be required.

(5) All new pools shall be equipped with directional inlets for good mixing of the pool water.

TAX CREDIT SEMINARS!

CAL SEIA and Superior California Solar Consultants are again presenting a series of tax credit seminars throughout California. These seminars proved very successful in October and many people who missed the first series have asked for this second series.

The seminars are presented by M.E. "MIKE" BOYLSON, a founding Director of CAL SEIA and newly elected Vice-President. Mike is also owner of Superior

California Solar Consultants.

This group of seminars will consist of a general (non-technical) session in the morning from 9:00 a.m. till Noon. Registration for the morning session is only \$50.00 including the workbook. The afternoon session will be technical only. Fee for the afternoon session (1:30 p.m. to 4:30 p.m.) is \$50.00 and includes the workbook. Registrants wanting to attend both morning and afternoon sessions may for a fee of \$75.00 including the workbook. MR. BOYLSON requests that those attending the afternoon session should attend the morning session first, since the afternoon session is technical. If you attended a seminar in October, then you would need only attend the afternoon session this time, and if you bring your own workbook, the afternoon session would then only be \$20.00.

You will find a registration form on Page 8 for the seminars. Please indicate which session(s) you intend to attend.

CAL SEIA members attending the entire day (both morning and afternoon sessions) receive a \$15 reduction.

The cities, dates and locations of the seminars are as follows (as the newsletter goes to print, we are completing the final arrangements for exact locations for the seminars in Orange County, Feb. 20, San Fernando Valley, Feb. 22, and San Francisco, Feb. 27):

Please reserve space for a party of ___ at session(s) checked below:

- | | | | |
|--------------------------|--------------------------|--------------------------|---|
| AM: | PM: | Both: | |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | San Diego, February 19, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Orange County, February 20, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Los Angeles (Downey, CA), February 21, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | San Fernando Valley, February 22, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | San Jose, February 26, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | San Francisco/Oakland, February 27, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Santa Rosa, February 28, 1980 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Sacramento, February 29, 1980 |

Name: _____ Position: _____

Organization: _____ Telephone: _____

Address: _____ City: _____ State _____ ZIP _____

I am/am not a member of CAL SEIA.

Please make check payable to CAL SEIA (\$50 for morning session only; \$75 for both morning and afternoon session for non-CAL SEIA members; \$60 for CAL SEIA members; \$50 for afternoon session only; \$25 for afternoon session without workbook).

Mail to: CAL SEIA, 926 Jay St., #820, Sacramento, CA 95814 (916) 443-1877. Please enclose payment for each registrant.

San Diego, Feb. 19
(Travellodge - Harbor Island,
1960 Harbor Island Drive,
San Diego)

Orange County, Feb. 20
(location to be announced)

Los Angeles, Feb. 21
(Downey Auditorium, 9240
Firestone Blvd., Downey, CA)

San Fernando Valley, Feb. 22
(location to be announced)

San Jose, Feb. 26
(PG&E Auditorium, 111 Almaden,
San Jose)

San Francisco/Oakland, Feb. 27
(location to be announced)

Santa Rosa, Feb. 28
(PG&E Auditorium, 39650 Occiden-
tal Road, Santa Rosa)

Sacramento, Feb. 29
(PG&E Auditorium, 5555 Florin-
Perkins Road, Sacramento)

Checks should be made payable to
CAL SEIA and sent with the regis-
tration form to 926 Jay St.,
#820, Sacramento, Calif. 95814

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9. TAX CREDIT SEMINARS (cont.)

SPECIAL NOTE: CAL SEIA wishes to express special thanks to Pacific Gas & Electric Company, San Diego Gas & Electric Company, So. Cal. Gas Company and So. Cal Edison for their tremendous support and contributions to these tax credit efforts.

CONTRACTORS LEARN FACTS ABOUT SOLAR CREDITS (Taken from: "Indoor Comfort News" 1/80)

Los Angeles - Area contractors learned how to apply state and federal solar tax credit regulations during a seminar hosted here on Dec. 12 by the Institute of Heating and Air Conditioning Industries (IHACI) and the Southern California Gas Co.

Speaker **MIKE BOYLSON** of Superior California Solar Consultants, Sacramento, Calif. told the group, "The entire cost of adding active and passive solar energy systems, together with extensive conservation measures, can now be completely offset by the combined solar tax credits and incentives available to the builder and the buyer of a new home or condominium unit."

New Program

This is possible, he explained, because of the Pacific Gas and Electric's new "Sun Therm" solar awards program and the recent ruling of the Franchise Tax Board which confirms that the owner-developer (builder) of new homes may take the full state solar tax credit, while the buyer of the new home may independently take the full federal

residential solar tax credit.

The state solar tax credit available to the builder is 55 per cent of eligible installed costs, up to a maximum of \$6,000 for systems providing both solar domestic water and space heating. Eligible costs may include a number of items the builder would be installing in any event, such as the backup water and space heaters, glazing, etc. he explained.

The federal solar tax credit available to the buyer ranges from 30 per cent on the first \$2,000 expended down to 22 per cent on \$10,000 or more.

Credits Totaled

Counting the "Sun Therm" awards which generally amount to 16 2/3 to 20 per cent of the installed costs up to a maximum of \$1,000 per home, the builder and buyer of a new solar home can receive between them as much as 105 per cent of the installed costs!"

"Even when the full costs are not completely offset, they will in almost all cases be reduced by more than 75 per cent," he said. "Adding solar to new homes has become an offer builders cannot refuse."

BOYLSON encouraged contractors to expand their solar activities because solar energy systems will increase in demand and will become a very popular item as the price of energy increases.

CAL SEIA wishes all of its members and subscribers a Happy and Prosperous New Year!!!!

CAL SEIA MEMBERSHIP

(916) 443-1877

926 Jay Street, Suite 820

Sacramento, CA 95814

Yes, I want to become a member of CAL SEIA. Enclosed is my check for \$100.00 _____ \$200.00 _____ \$400.00 _____ to cover my yearly dues.

Company Name _____

Representative _____

Address _____

City _____ State _____ ZIP _____

Phone (_____) _____

I am a current S.E.I.A. member now. Yes _____ No _____

Mark the category below that best describes your solar business.

Manufacturer _____	Distributor _____	Retailer _____
Installer _____	Engineer _____	Architect _____
Consultant _____	Financing _____	Trucking _____
Mfg. Rep. _____	Jobber _____	Builder _____
Contractor _____	Other (describe) _____	

CAL SEIA MEMBERSHIP DUES STRUCTURE:

- \$100 per year - Installers, Engineers, Architects, Consultants, Contractors, etc.
- \$200 per year - Manufacturers, Wholesalers, Distributors, Utilities (including companies involved in above categories)
- \$400 per year - Manufacturers receiving \$500,000 in revenue per year from the sale of solar equipment in California.

DATES TO REMEMBER:

- Feb. 19 - CAL SEIA/Superior California Solar Consultants
- 29 Tax Credit Seminars
- Mar. 10 - CAL SEIA Board of Directors meeting, Sacramento, CA
(Hotel El Rancho Racquet Resort, Sacramento
8:30 a.m. - 5:00 p.m.)
- Mar. 10 - CAL SEIA Legislative Reception -
Hotel El Rancho Racquet Resort, Sacramento
5:30 p.m. - 7:30 p.m.
-

- OPPORTUNITY -

Northern California
area

Leading solar contractor has openings for field construction supervisors.

Responsible individuals; minimum two years experience in pool and domestic hot water systems installation.

Respond with experience and salary history to:

CAL SEIA
Dept. D
926 Jay Street, Ste. 820
Sacramento, Calif. 95814

PLACE AN AD:

2 x 2 - \$35.00 Monthly

2 x 4 - \$45.00 Monthly

Full page ad - \$270.00
Monthly

Place a one-year ad and
get a 10% discount!

Place a full-page ad for
one year and get a
15% discount!

CONTACT:

MS. AGGIE JAMES
Executive Vice President
California Solar Energy
Industries Association
926 Jay St., Suite 820
Sacramento, CA 95814
(916) 443-1877



CALIFORNIA SOLAR ENERGY INDUSTRIES ASSOCIATION

926 Jay Street, Suite 820
Sacramento, Calif. 95814

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