

**April 26-27, 2011**

~limited seating~

**SCHÜCO**

**REGISTER AT**  
**[www.solareducationcenter.com](http://www.solareducationcenter.com)**  
**or call 215.305.8000**

**2 DAY**  
**SOLAR THERMAL**  
**SEMINAR & WORKSHOP**

**Sponsored and hosted by**  
**Broadway Electric Supply Co**

**\$695/pp**

- Solar Pool heating systems
- Hybrid SHW systems
- Balance of System components

## **Performing a Site Evaluation**

- Taking the proper measurements
- Producing a Solar Pathfinder report
- Determining the energy production and cost savings of a SHW system

## **Cost Analysis of SHW Systems**

- Incentives for SHW systems
- SRECs for SHW
- The real value of SHW

## **Successful Solar Contracting**

- What it means to be a solar contractor
- Several possible business models
- What it takes to be a successful solar contractor
- In-house capabilities vs. outsourcing

## **DAY TWO - HANDS ON WORKSHOP**

## 2 Day Solar Thermal Seminar and Workshop (16 hr)

### ➤ Summary Description

This 2 Day seminar is designed for those considering getting into the Solar Thermal (Solar Hot Water) industry. The seminar will introduce participants to the technology of SHW systems and address questions regarding the growth of the industry, the market for SHW and what it takes to be successful as a solar contractor. Hands on workshop is on a SCHUCO Solar Hot Water System Set up. The course fits very well in the overall course offering as it is aligned towards renewable energy and the rapidly expanding green market. It prepares students for an entry level position of installers and assistants, jobs that are currently in extremely high demand and with the highest projected job growth over the next 5 years.

The instructor brings over 17 years of experience in the industry, certified NABCEP Thermal Installer, certified NABCEP PV Installer, Board member of MD-SEIA

### ➤ The Course Agenda

#### DAY ONE - CLASSROOM

##### **A Basic Introduction to Solar Hot Water**

- What SHW is and how it works
- The history of SHW
- The growth of the industry
- How solar compares to other fuel sources
- Solar Hot Water vs. Concentrated Solar Power (CSP)

##### **SHW System Components and The Different System Configurations**

- Solar collector technologies
- How to determine which collector technology is best
- Integrated collector storage (ICS) systems
- Open loop systems
- Drainback systems
- Closed loop glycol systems
- Geyser pump systems