



Date:

Thursday, March 25, 2010

Time:

2:30pm - 3:25pm

Presenter:

“How To Start a Solar Business”

William Guiney

Program Manager - Solar, Johnson Controls

This presentation is geared to entrepreneurs and companies that are interested in developing a solar business. We will briefly look at where the solar industry is today and where it is expected to be in the future. Bill will share with participants the skills that are necessary for a successfully managed solar contracting company, operations responsibilities, and associated management capability requirements. Information will include the development of a business plan, financing, investment, and other financial considerations necessary to provide short term operations and material purchases to obtain capital for project financing. He share where installation technicians' population will come from and what type of training is necessary to ensure quality installations with minimum call backs.

Presenter Biography:

William Guiney

Areas of responsibility include both photovoltaics and solar thermal technologies. Oversees the applications, design, engineering, and installation of all solar projects on a national level and provides solar energy systems training to project development engineers, sales personnel, and customers throughout the United States and Canada. He has more than 27 years of experience in the solar industry as a contractor, educator, distributor and manufacturer and business owner of solar energy systems.