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**MAY 13, 2010**

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**THIS WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 20** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Harvey Tulchinsky** of Harvey's Cleaners and **Jason Cooke** of Herrmann Financial Services.

The VALUE will be given by **Terry Johnston** of R&S Landscape.

New member, **Jerry Raney** of Raney Insurance will be giving the CLASSIFICATION.

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**MEMBER NEWS:**

**Harvey Tulchinsky** of Harvey's Cleaners will be getting married on June 6<sup>th</sup> to former TVEA member, Karen Johnson. Congratulations, Harvey!

**Dave Sanchez, Sr.** of B&S Hacienda Auto Body had knee replacement surgery on May 3. He's had some complications, but is mending... to slowly, if you ask him. He'll return to TVEA in a month or two. Meanwhile, **David Sanchez, Jr.** will also be out, taking care of the triplets while Cristin is at the meeting, as they won't be spending Wednesday nights at Dave & Dolores' house any time soon. We all wish Senior well and send good thoughts and prayers for a quick recovery.

Health tip: **Jim Bowen** of Pleasanton Auto advises to leave car windows open slightly to allow the cancer-causing toxic emissions from the interior escape and keep clean air in circulation.

**Roman Holiday Salon** has moved; the new address is 4625 First Street, Suite 225 in Pleasanton. They are having trouble with the phone company, so if you need to contact either Mike or Sherri, here are their cell phone numbers: Mike 325-2942, Sherri 325-2941.

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**THE WEEKLY "POT" REPORT:** TVEA's 50/50 raffle is now up to **\$72.00**.

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**Who can you invite to a meeting this week?**

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**NEW MEMBER: WELCOME!**

*Classification:* Insurance – Medical/Dental

*Member:* Raney Insurance

*Represented by:* **Jerry Raney**

*Address:* 5994 W. Las Positas #107, Pleasanton 94588

*Phone:* (925) 469-9000, *Cell:* (925) 895-4335

*E-mail:* [jerry@raneyinsurance.com](mailto:jerry@raneyinsurance.com)

*Website:* [raneyinsurance.com](http://raneyinsurance.com)

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**DID YOU GIVE A LEAD THIS WEEK?**

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**CLASSIFICATION:**

**Jeff Johnson** of NextEnergy Solar is excited about the future of solar energy, which is growing by leaps and bounds. A surge in people converting to solar has been caused by the government credits and rebates, as well as rising electric rates.

NextEnergy Solar, as it was renamed in 2000, has been in business since 1960. They installed their first thermal solar system in Hayward in 1978. In 1985 the first high-efficiency solar cell was developed by SunPower, who in 2005 partnered with NextEnergy to become one of the first SunPower dealers in the country. In 2008 more California homeowners installed solar energy systems than any other year in history. Today, NextEnergy has helped over 1,000 households convert to solar. Their goal is long-term efficiency as opposed to just getting the tax credits/rebates.

PG&E bills customers according to usage, and now using Smart Meters can bill according to the time of use. If you use very little electricity at off-peak hours, you would be billed at Tier 1 or Tier 2 rates, which have

barely increased since 2005; these are people who typically have an electric bill of less than \$150. For most families, PG&E categorizes them as Tier 3, 4 and 5. From 2005-2009 the rates for these customer has risen 55% in Tier 3, 85% in Tier 4 and 116% in Tier 5.

In the summer months, the energy is stored as credits with PG&E. Those credits are used during the winter months when less energy is being captured by the sun. PG&E sends a monthly bill, but as a True-up customer, you pay one bill at the end of your year for any electricity used without credits. The industry is working with PG&E to get buy-backs, at a proposed rate of \$0.085 per kilowatt, for those who use less electricity than has been stored, which is set to go into effect January 1, 2011.

A quote from NextEnergy, unlike many so-called solar companies, includes everything: permits, labor, material and tax. Anyone looking into a solar system should be concerned with the methodology of the quote you receive. Many other companies give quotes based on Google Earth photos; whereas, NextEnergy will physically take their computer to the site, take exact measurements, assess the condition and slope of the roof and do a shade analysis.

They have 3 crews; the meticulous installers are all employees, covered by their workman's comp. insurance, and since the company has been around for 50 years, you can be sure that they will be there to service your system and assure your warranty.

The cost to buy and install solar varies greatly depending how much electricity is used in a home. Starting prices can be \$25,000-28,000 for a household that pays \$150-\$200 monthly, or can be \$70,000 to \$90,000 for those whose bill is \$500 per month. Financing is available, but the monthly payment would only afford you a 15% savings on your electric bill.

The average clients of NextEnergy are affluent families who have electric bills of more than \$150 per month. A good lead for Jeff is anyone complaining about their electric bill, or environmentally-conscious "green" people.

Jeff was born and raised in Castro Valley with very strong family ties. A couple of years ago, he moved to San Ramon with his wife of 17 years and their children, a 16-year-old son and a 14-year-old daughter. He is very active in his church and loves baseball. His closest friends are former baseball greats, both players and coaches. He spends his down time on the baseball field where his son is a year-round player on a private traveling baseball team.

For a free energy analysis or to refer someone, call Jeff Johnson of NextEnergy Solar at 510-331-6624.

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#### COMMUNITY EVENTS:

Dave Cherry of Big O Tires still has **Giants tickets** available; please call him at 462-7650 to see if the game you want is still available.

**Spirit Run:** The Pleasanton Rotary Club is holding its annual 5K/10K run to raise scholarship funds for college-bound youth on June 10<sup>th</sup>. As in past years, Jan Batcheller will be serving mimosas in her front yard to TVEA members who join the run. More information at: [www.spiritrn.com](http://www.spiritrn.com).

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