LIFE AFTER 2016
IGSHPA’s Role
(According to Me!)
Local and State Codes
Local and State Requirements
Adoption of Codes/Requirements
IGSHPA is the LEADER in training.
- Accredited Installer
- CGD
- Other
What single item makes it an easy sale?
What single item costs the most?
TAX CREDITS
TAX CREDITS – THE "GOOD"

Market Awareness
Tax Credits – The “Bad”

- Increased Competition
- Increased Regulation -
  - Warranty
  - EPA/DOE Control
Tax Credits – “Why?”

- Wind and Solar
  - Tax credits are necessary to justify payback
Tax Credits – Alternatives??

- Average job of $18,000
  - Tax credit (30%) = $6000
What if...
- ½ of $6000 is $3000
- $3000 to marketing, $3000 to consumer???
After Effects of Tax Credits

- Increased competition = lower margins
- Increased competition = lower standards
- Increased regulation = lower margins
- Increased market awareness = over-inflated sales numbers/artificial market
Challenge to IGSHPA

- More trainers/more classes
- More involvement in R&D
- Push for regulation in local governments
- More training/more classes
- Still more training/more classes!!!
We MUST Support IGSHPA!