



Glass Facts

October - December 2014

SEGA Chairman's Message



Well, another year has just about come to a close as we enter the final month of the year. I am sure you will all agree with me when I say that this year has been probably one of the most challenging years of our business careers. We have had to deal with the all-

encompassing Obamacare and the ever increasing cost it has created on our businesses. Yes I will say it; it is an additional tax on our businesses and one that may yet be ruled as unconstitutional by the Supreme Court of the United States. "Only in America, right!" Let's hope that the third time is the charm in invalidating this beast. Round 2 of this multi-legged monster is starring us in the face starting in 2015 and thousands of people will find themselves without insurance and unable to pay for government provided insurance.

Enough of my rant on Obamacare. We as glass dealers have enough headaches dealing with the ever rising cost of aluminum and glass along with forever lead times on glass stretching out some 26 weeks after order. Something has to give folks! Then we have the lack of finding qualified installers as we attempt to increase our labor force to work on an increasing number of new projects that have now come off the boards and become real projects as we know them. Finally, the contractor wants us to meet an unrealistic schedule to make-up for his inability to supervise and manage his subcontractors that precede the installation of our work. In addition, he wants us to make out of square openings or a 2" wide caulk joint to look finished and look good! They think we glass guys are magicians and can fix all the problems that they create.

Yes, maybe saying this year has been one of the most challenging years should be changed to the most challenging year! Regardless of all this, we have survived this onslaught of challenges; and I am thankful for all the hard work and loyalty of my employees and family as I am sure you are of yours.

In closing, I would also like to extend my sincere appreciation and thanks to our Executive Director team and the Board of Directors of SEGA as well as each one of the SEGA members for their continued support and membership in SEGA this year. I wish everyone the very best in the upcoming Christmas Holidays, and hope you all have a very Merry Christmas.

Until Next Time!

*Woody Watters
SEGA Chairman*



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Please submit your news releases, articles and comments for this publication to the SEGA office, attention: Julie, 231 West Bay Avenue, Longwood, FL 32750-4125. Advertising Space is also available. Please call the SEGA office at (407) 831-7342 for current rates and information.

SOUTHEAST GLASS ASSOCIATION CALENDAR OF EVENTS 2015

January

14....SEGA Board of Director's Meeting Conference Call
14-16CILB Board of Director's and Committee
Meetings, The Orlando Marriott Lake Mary, Lake Mary

February

11-13CILB Board of Director's and Committee
Meetings, Hyatt Regency Jacksonville Riverfront,
Jacksonville
TBA. SEGA Board of Director's Meeting Conference Call
TBA..... Glass & Glazing Specialty License Exam

March

11-13CILB Board of Director's and Committee
Meetings, TBA

April

8-10CILB Board of Director's and Committee
Meetings, TBA

May

13-15CILB Board of Director's and Committee
Meetings, TBA
TBA. SEGA Board of Director's Meeting Conference Call

June

10-12CILB Board of Director's and Committee
Meetings, The Bohemian Celebration Hotel, Celebration
TBA..... Glass & Glazing Specialty License Exam

July

8-10CILB Board of Director's and Committee
Meetings, One Ocean Resort & Spa, Atlantic Beach

August

12-14CILB Board of Director's and Committee
Meetings, TBA
TBA. SEGA Board of Director's Meeting Conference Call

September

9-11CILB Board of Director's and Committee
Meetings, Embassy Suites – Fort Lauderdale,
Fort Lauderdale
16-18GlassBuild America: The Glass, Window &
Door Expo, Las Vegas Convention Center in
Las Vegas, NV

October

14-16CILB Board of Director's and Committee
Meetings, TBA
TBA..... Glass & Glazing Specialty License Exam

November

11-13CILB Board of Director's and Committee
Meetings, Embassy Suites Orlando – North,
Altamonte Springs
TBA. SEGA Board of Director's Meeting Conference Call

SEGA Legislative Report

By R. Bruce Kershner – Director of Government Affairs

With the 2014 elections behind us, we now turn our attention to the 2015 Legislative Session. On November 18, 2014, our newly elected officials travelled to Tallahassee to meet and organize for the 2015 Legislative Session which begins on March 3. They will be shaping the future of the State of Florida, our job market, our infrastructure dollars and the health of our state's economy.

The political landscape in Tallahassee will, for the most part, stay unchanged. Governor Scott pulled out a victory over former Governor Crist and all of the Cabinet posts remained the same with incumbents winning easily. The House Republicans picked up six new seats giving them a super majority while the Senate maintained status quo.

To say the 2015 Legislative Session will be challenging would be an understatement. With changes to the lien law, implementation of Amendment 1, building code issues and other construction and business issues looming large, 2015 will be a busy year in Tallahassee.

Geographic Bid Preference (Fair Competition):

Proponents are preparing to file legislation which would preempt local ordinances that give a preference to companies who have a local place of business or hire a specified number of local employees. It will be very similar to the bill filed last year which died in committee.

Notarial Log Mandate: Proponents have indicated that they will bring this issue back in 2015. It is not clear if they will file the bill as originally filed in 2014 or a more narrow form that only addresses real property, wills and trust documents.

Statute of Repose: Moving from 10 to seven years, the latest in which a party must bring suit for a deficiency in construction or flaws in the materials used during construction, otherwise known as construction defects.

Workers' Compensation: This could potentially be a large issue depending on court actions. Recently, a Florida circuit court judge ruled that the state's workers' compensation law is unconstitutional because it no longer provides adequate benefits to injured

workers giving up their right to sue. An appeal has been filed by the Florida attorney general's office to overturn the ruling.

Continue funding the Unlicensed Activity Program at the Department of Business and professional Regulations (DBPR): For the past two years, the Florida legislature has provided additional funding to DBPR to conduct stings and sweeps in search of unlicensed activity.

Update on Representative Corcoran's Lien Law Initiative

The impending initiative by Representative Richard Corcoran to eliminate non-privity liens on residential homestead properties continues to be a hot button issue for the construction industry. I have been fully engaged in this issue since it first surfaced as an amendment during the final days of the 2014 Legislative Session. The amendment was ultimately withdrawn, but the message was received.

I have worked to raise awareness of this looming issue with other groups who will certainly have a stake in the fight – members of the Construction Coalition, title insurers, lenders, the Florida Bar Construction Law Committee and others.

In a past meeting, Representative Corcoran agreed that, where a lender is involved, the lender should assume full responsibility for making proper payments and protecting their customer. I can imagine the lenders will be up in arms over such a proposal. However, Representative Corcoran believes that he can pass such a proposal over their objections.

That still leaves projects without lenders as a point of contention. Options discussed have been requiring bonds or an escrow agent to handle receipt of notices and making proper payments. Of course, these options increase the costs of construction.

I will be meeting again with Representative Corcoran now that the elections are over. Incoming Speaker Crisafulli has appointed Representative Corcoran to oversee the full Appropriations; an incredibly powerful position overseeing all budget negotiations and allocations. In talking with Speaker Crisafulli recently, he confirmed that Representative Corcoran has spoken to him about this issue, and the Speaker has agreed that it should be addressed.

A lot can happen on this issue between now and the end of session on May 1, 2015. We are a long way

from the finish line . . . more to come.

State Minimum Wage Going Up in 2015

On January 1, 2015, the minimum wage that all Florida employees must be paid will increase to \$8.05 an hour, an increase of 12 cents an hour over the current Florida minimum wage of \$7.93 an hour.

Florida employers must pay their employees at least the hourly state minimum wage for all hours worked.

For tipped employees (like food servers), Florida employers are allowed to count the tips they receive towards the required hourly minimum wage. However, they are also required by law to pay tipped employees a direct cash wage. As the state minimum wage goes up, the hourly rate Florida employers have to pay their tipped employees also goes up.

Starting January 1, the direct cash wage Florida employers must pay their tipped employees will increase to \$5.03 an hour. This cash wage is equal to the minimum wage of \$8.05 minus the tip credit of \$3.02, which equals a direct cash wage of \$5.03 per hour as of January 1, 2015.

Because the minimum wage for Florida is going up for 2015, there will be a new Florida minimum wage poster. On January 1, Florida employers will need to replace their current Florida-specific minimum wage poster with a new one for 2015.

OSHA Revises Recordkeeping Rule

The Occupational Safety and Health Administration's revised recordkeeping rule includes two key changes:

First, the rule updates the list of industries that are exempt from the requirement to routinely keep OSHA injury and illness records, due to relatively low occupational injury and illness rates. The previous list of industries was based on the old Standard Industrial

Classification (SIC) system and injury and illness data from the Bureau of Labor Statistics (BLS) from 1996, 1997 and 1998. The new list of industries that are exempt from routinely keeping OSHA injury and illness records is based on the North American Industry Classification System (NAICS) and injury and illness data from the Bureau of Labor Statistics (BLS) from 2007, 2008, and 2009. Note: The new rule retains the exemption for any employer with ten or fewer employees, regardless of their industry classification, from the requirement to routinely keep records.

Second, the rule expands the list of severe work-related injuries that all covered employers must report to OSHA. The revised rule retains the current requirement to report all work-related fatalities within 8 hours and adds the requirement to report all work-related in-patient hospitalizations, amputations and loss of an eye within 24 hours to OSHA.

Establishments located in states under Federal OSHA jurisdiction must begin to comply with the new requirements on January 1, 2015. Establishments located in states that operate their own safety and health programs (State Plan States) should check with their state plan for the implementation date of the new requirements. OSHA encourages the states to implement the new coverage provisions on January 1, 2015, but some may not be able to meet this tight deadline.

The final rule will allow OSHA to focus its efforts more effectively to prevent fatalities and serious work-related injuries and illnesses. The final rule will also improve access by employers, employees, researchers and the public to information about workplace safety and health and increase their ability to identify and abate serious hazards.

Changes to reporting requirements: What needs to be reported to OSHA?

OSHA's updated recordkeeping rule expands the list of severe injuries that employers must report to OSHA.

As of January 1, 2015, all employers must report

1. All work-related fatalities within 8 hours.
2. All work-related inpatient hospitalizations, all amputations and all losses of an eye within 24 hours.

You can report to OSHA by

1. Calling OSHA's free and confidential number at (800) 321-OSHA (6742).
2. Calling your closest Area Office during normal business hours.
3. Using the new **online form** that will soon be available.

Only fatalities occurring within 30 days of the work-related incident must be reported to OSHA. Further, for an in-patient hospitalization, amputation or loss of an eye, these incidents must be reported to OSHA only if they occur within 24 hours of the work-related incident.

More information on new reporting requirements

Changes to recordkeeping requirements: Who is required to keep records? Who is exempt from keeping records?

OSHA regulations require certain employers to routinely keep records of serious employee injuries and illnesses. However, there are two classes of employers that are partially exempt from routinely keeping records. First, employers with ten or fewer employees at all times during the previous calendar year are exempt from routinely keeping OSHA injury and illness records. OSHA's revised recordkeeping regulation maintains this exemption.

Second, establishments in certain low-hazard industries are also exempt from routinely keeping OSHA injury and illness records. Since 1982, this list has been comprised of establishments in the divisions of retail trade; finance, insurance and real estate; and the service industry if the three year average lost workday case rate for their major industry group was 75 percent or less of the overall three year average of the lost workday case rate for private industry. OSHA's revised recordkeeping regulation provides an updated list of low-hazard industries that are exempt from routinely keeping OSHA injury and illness records. The new list of exempt industries is now classified by North American Industry Classification System (NAICS), which is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing and publishing statistical data related to the U.S. business economy. The injury and illness rate threshold is based on more recent BLS data.

More information on updated recordkeeping requirements.

What am I required to report under the new rule as of January 1, 2015?

Previously, employers had to report the following events to OSHA:

- All work-related fatalities
- All work-related hospitalizations of three or more employees

Now, employers have to report the following events to OSHA:

- All work-related fatalities
- All work-related in-patient hospitalizations of one or more employees
- All work-related amputations
- All work-related losses of an eye

Employers must report work-related fatalities within 8 hours of finding out about it.

For any in-patient hospitalization, amputation, or eye loss employers must report the incident within 24 hours of learning about it.

Only fatalities occurring within 30 days of the work-related incident must be reported to OSHA. Further, for an inpatient hospitalization, amputation or loss of an eye, then incidents must be reported to OSHA only if they occur within 24 hours of the work-related incident.

Employers have three options for reporting the event:

1. By telephone to the nearest **OSHA Area Office** during normal business hours.
2. By telephone to the 24-hour OSHA hotline (800) 321-OSHA or (800) 321-6742).
3. OSHA is developing a new means of reporting events electronically, which will be released soon and accessible on OSHA's website.

Who is covered by expanded reporting requirements?

All employers under OSHA jurisdiction must report these incidents to OSHA, even employers who are exempt from routinely keeping OSHA records due to company size or industry.

What information do I need to report?

For any fatality that occurs within 30 days of a work-related incident, employers must report the event within 8 hours of finding out about it.

For any in-patient hospitalization, amputation, or eye loss that occurs within 24 hours of a work-related incident, employers must report the event within 24 hours of learning about it.

Employers reporting a fatality, in-patient hospitalization, amputation or loss of an eye to OSHA must report the following information:

- Establishment name
- Location of the work-related incident
- Time of the work-related incident
- Type of reportable event (i.e., fatality, in-patient hospitalization, amputation or loss of an eye)
- Number of employees who suffered the event
- Names of the employees who suffered the event
- Contact person and his or her phone number
- Brief description of the work-related incident

Employers do not have to report an event if it:

- Resulted from a motor vehicle accident on a public street or highway, except in a construction work zone; employers must report the event if it happened in a construction work zone.
- Occurred on a commercial or public transportation system (airplane, subway, bus, ferry, street car, light rail, train).
- Occurred more than 30 days after the work-related incident in the case of a fatality or more than 24 hours after the work-related incident in the case of an in-patient hospitalization, amputation, or loss of an eye.

Employers do not have to report an in-patient hospitalization if it was for diagnostic testing or observation only. An in-patient hospitalization is defined as a formal admission to the in-patient service of a hospital or clinic for care or treatment.

Employers do have to report an in-patient hospitalization due to a heart attack, if the heart attack resulted from a work-related incident.

Fact sheet on updated reporting requirements
[PDF*]

FAQs on what must be reported

Who Keeps Records

Under OSHA's recordkeeping regulation, certain covered employers are required to prepare and maintain records of serious occupational injuries and illnesses using the **OSHA 300 Log**. This information is important for employers, workers and OSHA in evaluating the safety of a workplace, understanding industry hazards, and implementing worker protections to reduce and eliminate hazards.

However, there are two classes of employers that are partially exempt from routinely keeping injury and illness records. First, employers with ten or fewer employees at all times during the previous calendar year are exempt from routinely keeping OSHA injury and illness records. OSHA's revised recordkeeping regulation maintains this exemption.

Second, establishments in certain low-hazard industries are also partially exempt from routinely keeping OSHA injury and illness records. Starting on January 1, 2015 there will be a new list of industries that will be partially exempt from keeping OSHA records.

The previous list of partially exempt industries was based on the old Standard Industrial Classification (SIC) system and injury and illness data from the Bureau of Labor Statistics (BLS) from 1996, 1997, and 1998. The new list of partially exempt industries in the updated rule ([link](#)) is based on the **North American Industry Classification System (NAICS)** and injury and illness data from the Bureau of Labor Statistics (BLS) from 2007, 2008, and 2009.

Am I required to prepare and maintain records under the new rule?

To find out if you are required to prepare and maintain records under the updated rule, first determine your NAICS code by:

1. Using the search feature at the **U.S. Census Bureau NAICS main webpage**. In the search box for the most recent NAICS, enter a keyword that describes your business. Choose the primary business activity that most closely corresponds to you, or refine your search to get more choices.
2. Viewing the most recent complete NAICS tables on the **U.S. Census Bureau NAICS main webpage**. Select the two-digit sector code and choose a six-digit industry code to read its definition.

3. Using an old SIC code to find your NAICS code using the detailed conversion tables on the [U.S. Census Bureau Concordances page](#).
4. Contacting your nearest [OSHA office](#) or [State agency](#) for help.

Once you have found your NAICS code, you can use the following table to determine if your industry is exempt from the recordkeeping rule.

New list of industries exempt from OSHA recordkeeping requirements

NOTE: Establishments in companies with 10 or fewer employees at all times in the previous year continue to be exempt from keeping OSHA records, regardless of their industry classification. The partial exemption for size is based on the number of employees in the entire company.

The OSHA injury and illness recordkeeping forms are:

- the Log of Work-Related Injuries and Illnesses (OSHA Form 300),
- the Summary of Work-Related Injuries and Illnesses (OSHA Form 300A), and
- the Injury and Illness Incident Report (OSHA Form 301).

What forms do I need to complete?

Employers must fill out the Log and the Incident Report only if a recordable work-related injury or illness has occurred. Employers must fill out and post the Summary annually, even if no recordable work-related injuries or illnesses occurred during the year.

In place of the OSHA forms, employers may also use equivalent forms (forms that have the same information, are as readable and understandable, and are completed using the same instructions as the OSHA forms they replace). Many employers use an insurance form instead of the Incident Report, or supplement an insurance form by adding information required by OSHA.

- Forms 300, 300A, 301 and Instructions – Fillable Format [[PDF*](#) 2MB]
- Forms 300, 300A, 301 (Forms only) – Fillable Format [[PDF*](#) 2MB]
- Forms 300, 300A, 301 and Instructions [[PDF*](#) 462KB]
- Forms 300, 300A, 301 (Forms only) [[PDF*](#) 167KB]

- Forms 300, 300A, 301 Excel format does not include instructions [[XLS*](#) 150KB]

Fact sheet on who must keep records [[PDF*](#)]

FAQs on who must keep records

- ***New list of industries exempt from OSHA recordkeeping requirements***
- ***List of newly covered industries***
- ***Recordkeeping forms***
- ***Assistance for newly covered industries***
- ***Recordkeeping page***

OSHA Reminds Employers to Post Injury and Illness Summaries (300A)

The Occupational Safety and Health Administration (OSHA) is reminding employers to post OSHA Form 300A, which lists a summary of the total number of job-related injuries and illnesses that occurred during 2014. The form must be posted between February 1 and April 30, 2015.

The summary must include the total number of job-related injuries and illnesses that occurred in 2013 and were logged on OSHA Form 300, Log of Work-Related Injuries and Illnesses. To assist in calculating incidence rates, information about the annual average number of employees and total hours worked during the calendar year is also required. If a company recorded no injuries or illnesses in 2014, the employer must enter “zero” on the total line. The form must be signed and certified by a company executive. Form 300A should be displayed in a common area where notices to employees are usually posted.

Employers with 10 or fewer employees and employers in certain industries are normally exempt from federal OSHA injury and illness recordkeeping and posting requirements. A complete list of exempt industries in the retail, services, finance, insurance and real estate sectors can be found at <https://www.osha.gov/recordkeeping/ppt1/RK1exempttable.html>.

The Bureau of Labor Statistics may still select exempted employers to participate in an annual

statistical survey. All employers covered by OSHA need to comply with safety and health standards. All accidents that result in one or more fatalities or in the hospitalization of three or more employees must be reported verbally within eight hours to the nearest OSHA office.

Copies of OSHA Forms 300 and 300A are available at <https://www.osha.gov/recordkeeping/RKforms.html> in either Adobe PDF or Microsoft Excel Spreadsheet format. For more information on recordkeeping requirements, visit the **OSHA Injury and Illness Recordkeeping and Reporting Requirements** Web page.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions for America's working men and women by setting and enforcing standards, and providing training, education and assistance. For more information, visit www.osha.gov.

Commissioner McCarty Announces Decision on Workers' Compensation Rates for 2015

On November 5, Florida Insurance Commissioner Kevin McCarty issued an **Order** notifying the National Council on Compensation Insurance (NCCI) that its proposed 3.3% overall decrease in workers' compensation rates in Florida as filed was disapproved. NCCI, which files on behalf of approximately 250 workers' compensation insurers with Florida policyholders, could re-file an overall rate reduction of 5.2% instead by November 11 and receive final approval.

After a careful review and analysis by the Office, the filing reflected an increase in the underwriting profit and contingency provision from its current approved 2.5% to 4.5% that was deemed excessive and unsupported.

"Just last year, NCCI requested and was approved for a 2.5% profit and contingency provision and the record does not reflect any significant change in the economy in the past year that would justify a near doubling of the underwriting profit," said Commissioner McCarty. "Florida's Workers' Compensation market is functioning very well, taking into account current economic conditions, and we want to ensure it remains doing so."

The required re-filing by the Office was to include a negative 2% annual trend for indemnity costs and a positive 0.5% annual trend for medical costs. The new rates would be effective January 1, 2015 for new and renewal policies. For more information about the 2015 NCCI annual rate filing, visit the Office's "**Past Public Rate Hearings By Date**" website page.

On November 13, the Florida Office of Insurance Regulation (Office) approved an overall decrease of 5.2% in workers' compensation insurance rates in Florida, the first decrease in four years. The National Council on Compensation Insurance (NCCI), which represents about 250 insurers, submitted a corrected rate filing on November 11 at the direction of the Office, following its disapproval of NCCI's original rate filing request. Insurance Commissioner McCarty signed the **Final Order** on November 12, making the new rates effective January 1, 2015 for both new and renewal policies.

About the Florida Office of Insurance Regulation
The Florida Office of Insurance Regulation has primary responsibility for regulation, compliance and enforcement of statutes related to the business of insurance and the monitoring of industry markets. For more information about the Office, please visit www.floir.com or follow us on Twitter @FLOIR_comm and Facebook.

Have You or Your Employees Been a Victim of Unemployment Compensation Fraud?

Florida businesses need to be aware of a new type of

scam involving unemployment benefits. Using stolen identities, criminals are filing fake unemployment claims on behalf of innocent victims who are gainfully employed and who are unaware that an unemployment claim has been filed in their name. Once the claim for benefits is accepted by the state Department of Economic Opportunity, the criminal files a change of address so the benefit checks bypass the innocent victim and instead are paid right to the criminal's bank account.

When any claim for unemployment benefits is made (even legitimate ones), the state DEO notifies the claimant's employer that a claim has been filed against their business for reemployment assistance benefits (formerly called unemployment benefits). DEO sends the employer a document called Notice of Unemployment Compensation Claim Filed. Employers have 20 days to review the form, which asks the employer to verify that the claimant actually worked for the business, to verify the wages paid to the claimant, and to verify the reason the claimant is no longer working at the business.

Given the increase in the number of phony unemployment claims, it is more important than ever for business owners to review all communications from the DEO, especially all notices of an unemployment compensation claim being filed. If the state ends up paying a phony claim out of your account, it could increase your unemployment taxes for the following calendar year.

If you receive notification from the state about an unemployment claim that has been filed on behalf of an employee who is still employed by your business, and you suspect fraud, you can call the Department of Economic Opportunity at (800) 342-9909 to alert them to the fraud so they can make sure that no benefits are paid out on the phony claim.

Beware of Jury Duty Scams

An old scam, commonly known as the Jury Duty Scam, has been recirculating around Florida recently and has already defrauded consumers of thousands of dollars. Any caller asking for personal information should automatically be a red flag as potential fraud. Follow these tips to avoid becoming a victim.

How The Scam Works

Consumers receive a phone call from an individual

identifying themselves as an officer of the court. The "officer" says that an arrest warrant has been issued for failure to appear for jury duty. They state that in order to resolve the issue, information for "verification purposes" is needed. This information may include your date of birth, Social Security number and even a credit card number to pay the fine. Other instances include the scammer asking for payment of a fee, typically through a prepaid debit card or a Green Dot Money Pack card, to settle the outstanding warrant.

Some consumers fall victim to this fraud and before they realized what happened, the scammer opens new accounts and credit cards and is able to access personal banking and financial information.

Avoid Becoming Victim

- Court workers never request payments from jurors over the telephone, nor do they ask for personal information, such as Social Security or credit card numbers. If a consumer is unable to fulfill jury duty, they are typically asked to provide an explanation or directed to appear in court.
- Never give out personal information when answering an unsolicited phone call.
- If a consumer is contacted by someone requesting payments for failing to report for jury duty, hang up the phone, it's a scam.
- Anyone receiving this type of call should immediately contact the local law enforcement agency and the clerk's office at the nearest district court to notify them of this scam.

The Florida Department of Agriculture and Consumer Services is the state's clearinghouse for consumer information, protection and complaints. For additional information, contact the department's Consumer Assistance Center at www.800helpfla.com or call (800) HELP-FLA (435-7352) or (800) FL-AYUDA (352-9832) en Español.

New App from Department of Revenue to Verify Tax Exemption Certificates

Businesses that register with the Florida Department

of Revenue to collect the state sales tax are sent an Annual Resale Certificate each year, which allows businesses to buy or rent property or services tax-free, if the business is then going to re-sell or re-rent those purchases or rentals as part of their business.

Examples of these types of tax-free sales include:

- A business buys items that then become a component part of a product the business sells (Example: a business buys nails, fabric, and wood that are then incorporated into a chair made by the business).
- A business pays for services that will be resold as part of their regular business operations.
- A business rents real or tangible personal property that will then be re-rented.

Resale certificates cannot be used to make tax-exempt purchases or rentals of property or services that will be:

- Used in a business but not resold or re-rented.
- Used before selling or renting the goods.
- Used by a business or for personal purposes (Example: furniture, office equipment, computers, or office supplies).

Each time you buy or rent property or services that you intend to resell or re-rent as part of your business, the seller should ask for a signed copy of your resale certificate.

Likewise, if someone buys or rents something from your business, and the transaction is tax-free because that business intends to re-sell or re-rent it, you should get a copy of their Annual Resale Certificate.

The Florida Department of Revenue (DOR) has released a new app for Apple, Android and Windows devices that will allow businesses to make sure their customers' resale certificates are valid before making the sale. With DOR's new app, you no longer have to get hard copies of your customers' certificates; you can enter a customer's Florida sales tax or tax exemption certificate number, and the system will verify it for you. You will receive a response with a transaction authorization number if the certificate is valid, or a message if it is not valid.

The app also allows you to store a history record which includes customers' names, certificate numbers, date and time verified, verification response and the transaction authorization code. You can also e-mail

the history report from within the app to keep for your permanent business records.

For more information on this new app, please visit the Department of Revenue's website at <http://dor.myflorida.com/dor/mobile/>. To download the app, go to your device's app store. For more information in general on tax-exempt business purchases, visit DOR's website at http://dor.myflorida.com/dor/taxes/annual_resale_certificate_sut.html.

CILB Update

ADVERTISING: Signs to Social Media, License Numbers Required!

Advertising is important to Florida contractors and can make the difference between a great business year and just making ends meet. Florida contractors have many new ways of promoting their businesses with the increased use of internet websites and the advent of social media technologies. As advertising evolves, it is important for Florida contractors to remember that their license number must be included in all offers of service, bids, business proposals, contracts or advertisements, regardless of the medium. Pursuant to **Rule 61G4-12.011, F.A.C.**, advertisements include any electronic media including Internet sites. So please remember to include your license number on your websites, social media pages and other advertisements.

If you have any questions regarding advertising requirements please review the Construction Industry Licensing Board's **FAQs** or you may contact the Department's Customer Contact Center at (850) 487-1395.

Registered Contractor License Renewal Reminder

Just a reminder that the Registered Contractor licenses issued by the Department of Business and Professional Regulation (DBPR) are up for renewal on August 31, 2015.

Current law requires licenseholders to obtain 14 hours of continuing education with at least one hour in

workplace safety, one hour in workers' compensation, one hour in business practices, one hour in the advance building code module, one hour in laws and rules (Chapter 489) and one hour in wind mitigation (this requirement only affects general, residential, building, roofing and glass and glazing contractors).

Not a Member of SEGA?

Are you receiving the Glass Facts but are not a member of SEGA? Need help with the glass and glazing licensing process? Join SEGA today for as low as \$225 per year.

To take advantage of this pricing today and join the southeast's premier glass and glazing trade association, [**please click here for a SEGA Membership Application**](#) or contact the association office at (407) 831-7342 and request a membership application.

Division of Workers' Compensation Offers Free Classes

The Florida Department of Financial Services, Division of Workers' Compensation, is offering free classes regarding Florida's workers' compensation laws and workplace safety to business owners, licensed contractors and employers.

Workers' compensation topics covered include:

- Review of Key Statutory Definitions
- Contractor Responsibilities
- Exemptions
- Insurance Coverage Requirements
- Enforcement Provisions

Workplace safety topics presented by OSHA (U.S. Dept. of Labor, Occupational Safety and Health Administration) include:

- Direct and Indirect Costs
- Inspections
- Florida Fatalities

The following is a list of dates and times for future sessions.

December 2, 2014

Orlando
9:00 a.m. – 12:00 noon
State Office Building
Hurston Complex
400 West Robinson Street, North Tower, Conference Room N-101
Orlando, FL 32801

December 4, 2014

Fort Lauderdale
9:00 a.m. – 12:00 noon
1400 West Commercial Boulevard, Suite 195
Fort Lauderdale, FL 33309

December 10, 2014

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

December 11, 2014

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

December 11, 2014

Tallahassee
9:00 a.m. – 12:00 noon
Hartman Building
2012 Capital Circle S.E., Room 102
Tallahassee, FL 32399

January 7, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

January 8, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

January 13, 2015

Pensacola
9:00 a.m. – 12:00 noon
Division of Workers' Compensation
610 East Burgess Road
Pensacola, FL 32504

January 14, 2015

Fort Myers
9:00 a.m. – 12:00 noon
State of Florida

January 27, 2015

Jacksonville
9:00 a.m. – 12:00 noon
State of Florida Jacksonville Regional Service Center
921 North Davis Street, Building B, Room 350
Jacksonville, FL 32209

February 17, 2015

Tampa
9:00 a.m. – 12:00 noon
State of Florida Park Trammel Building
1313 North Tampa Street, Suite 605
Tampa, FL 33603

February 18, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

February 19, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

February 25, 2015

Miami
9:00 a.m. – 12:00 noon
State of Florida Rhode Building
401 N.W. 2nd Avenue, South Tower, Room S-123
Miami, FL 33128

March 4, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

March 5, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

March 18, 2015

Orlando
9:00 a.m. – 12:00 noon
State Office Building
Hurston Complex
400 West Robinson Street, North Tower, Conference
Room N-101
Orlando, FL 32801

March 19, 2015

Fort Lauderdale
9:00 a.m. – 12:00 noon
1400 West Commercial Boulevard, Suite 195
Fort Lauderdale, FL 33309

April 1, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

April 2, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

April 14, 2015

Pensacola
9:00 a.m. – 12:00 noon
Division of Workers' Compensation
610 East Burgess Road
Pensacola, FL 32504

April 21, 2015

Jacksonville
9:00 a.m. – 12:00 noon
State of Florida Jacksonville Regional Service Center
921 North Davis Street, Building B, Room 350
Jacksonville, FL 32209

May 6, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

May 7, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

May 19, 2015

Miami
9:00 a.m. – 12:00 noon
State of Florida Rhode Building
401 N.W. 2nd Avenue, South Tower, Room S-123
Miami, FL 33128

May 19, 2015

Tampa
9:00 a.m. – 12:00 noon
State of Florida Park Trammel Building
1313 North Tampa Street, Suite 605
Tampa, FL 33603

June 2, 2015

Lantana
9:00 a.m. – 12:00 noon
Gold Coast Schools
6216 South Congress Avenue, Classroom A
Lantana, FL 33462

June 9, 2015

Tallahassee
9:00 a.m. – 12:00 noon
Hartman Building
2012 Capital Circle SE, Room 102
Tallahassee, FL 32399

June 10, 2015

2:00 p.m. – 3:00 p.m. EST
Workers' Compensation
WEB Based class

June 11, 2015

2:00 p.m. – 3:00 p.m. EST
Workplace Safety
WEB Based class

June 15, 2015

Orlando
9:00 a.m. – 12:00 noon
State Office Building
Hurston Complex
400 West Robinson Street, North Tower, Conference
Room N-101
Orlando, FL 32801

The Division of Workers' Compensation is an authorized provider (Provider Number: 0004354) for continuing education purposes through the CILB. Course Number: 0010118 – one hour satisfies the workers' compensation requirement and Course Number: 0010630 – one hour satisfies the workplace safety requirement.

Advanced registration is required. The form is available on the Division's website at www.myfloridacfo.com/WC. For additional information, e-mail bocseminars@MyFloridaCFO.com, or call (813) 221-6518.

