



# SPF Roofing & Photovoltaic Systems

A Roofing Contractor's Perspective



## ANTITRUST POLICY STATEMENT FOR SPRAY POLYURETHANE FOAM ALLIANCE MEETINGS

- It is and shall remain the policy of the Spray Polyurethane Foam Alliance (“SPFA”), and it is the continuing responsibility of every SPFA member company, SPFA meeting or event participant, as well as SPFA staff and leadership to comply in all respects with federal and state antitrust laws. No activity or discussion at any SPFA meeting or other function may be engaged in for the purpose of bringing about any understanding or agreement among members to (1) raise, lower or stabilize prices; (2) regulate production; (3) allocate markets; (4) encourage boycotts; (5) foster unfair or deceptive trade practices; (6) assist in monopolization; or (7) in any way violate or give the appearance of violating federal or state antitrust laws.
- Any concerns or questions regarding the meaning or applicability of this policy, as well as any concerns regarding activities or discussions at SPFA meetings should be promptly brought to the attention of SPFA’s Executive Director and/or its legal counsel.

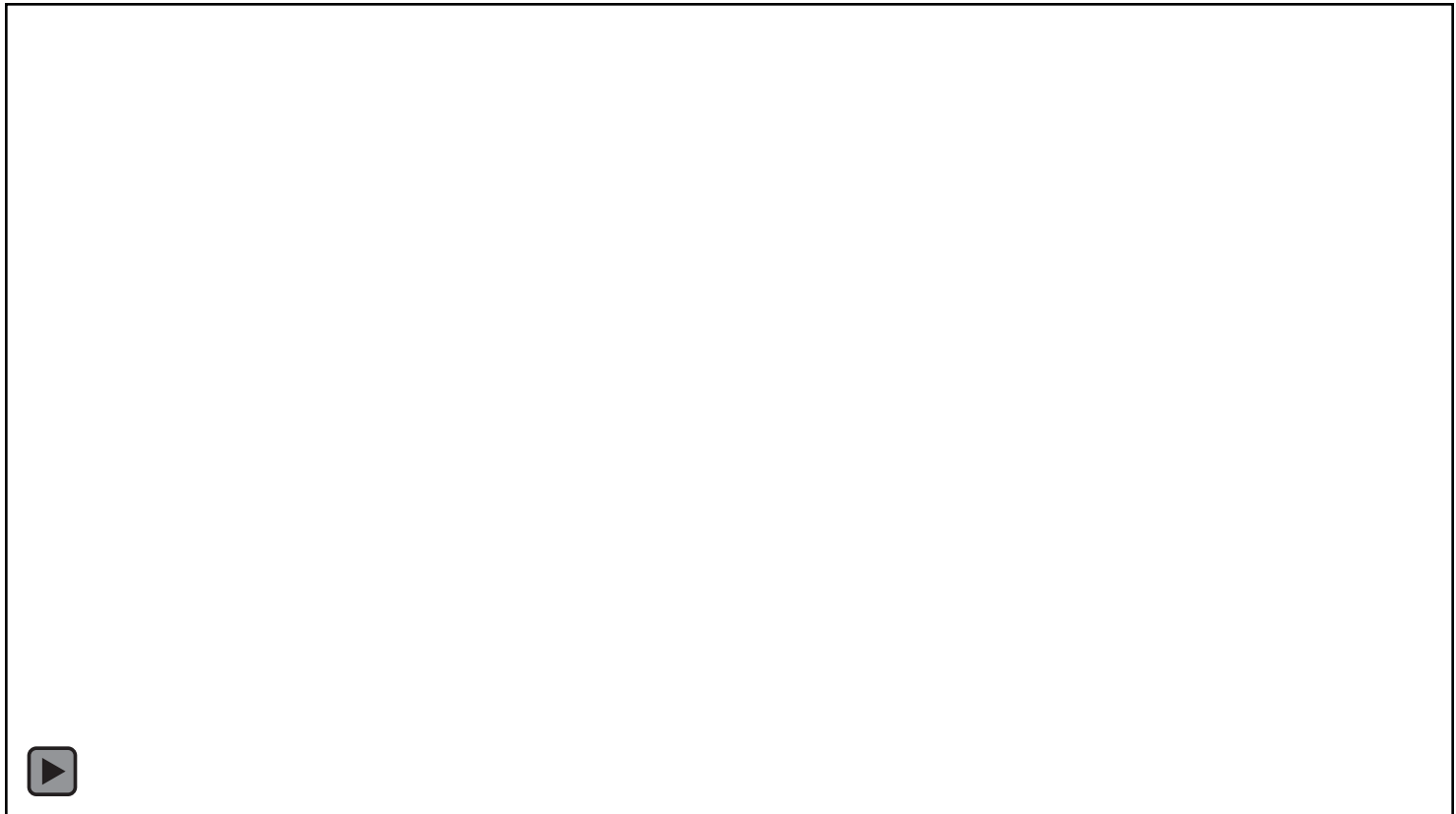


# A Perfect Partnership

- SPF Roofing and solar can be a perfect partnership.
- SPF Roofing saves energy. Solar creates energy.
- SPF Roofing easily addresses roof penetrations.
- SPF Roofing will last the life of the solar panels.



# SPF & Solar Roof Project





# Model of a Solar Project

- Buildings are typically owner occupied.
- Owners are typically interested in other energy efficiency measures besides solar.
- Owners are typically concerned about their roofs.







# Components of a Photovoltaic (PV) System:

- SPFA – New TechDoc on solar includes detailed information.
- Cells, modules, strings, arrays & systems.
- Disconnects & Inverters





# Types of racking systems: Penetrating



- Required for light construction, high wind zones & metal buildings.
- Typically requires fastening into roof structure.
- Penetrations readily sealed with SPF.



# Types of racking systems: Non-Penetrating, ballasted.

- Panels are supported by skids resting on roof surface.
- Panels are held in place by ballast, aka concrete blocks.
- Mounting panels in this way has not caused problems with the SPF roofs.
- Roofs cannot be fully inspected.

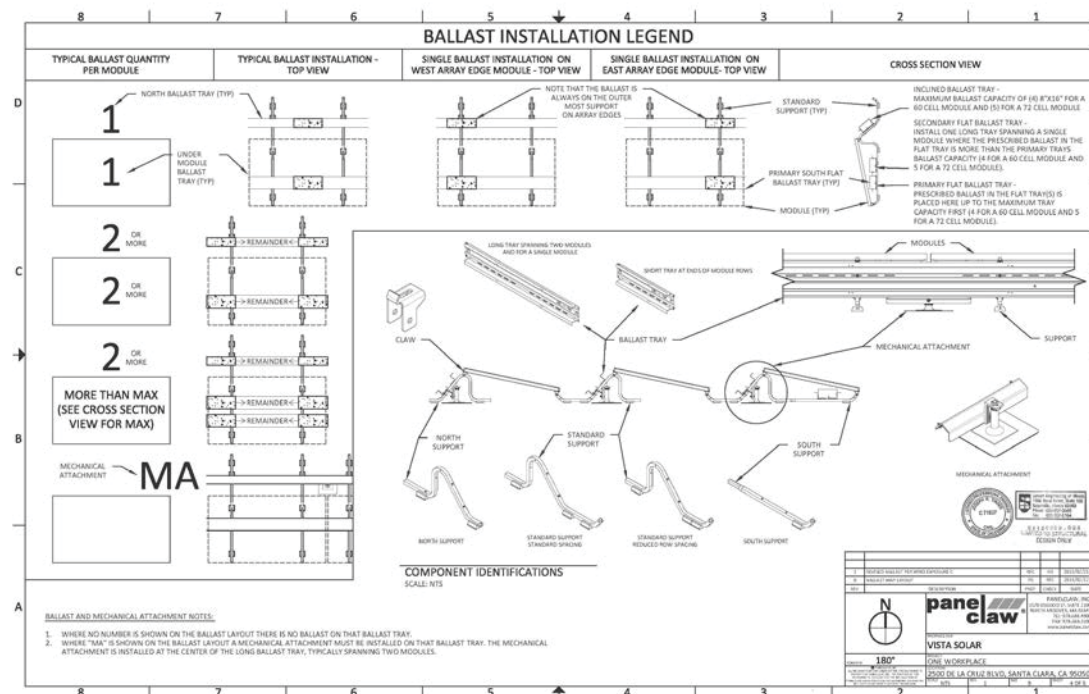






# Types of racking systems: Non-penetrating, anchored.

- Similar to ballasted systems.
- Instead of heavy ballast, panels are secured by anchors fastened to roof structure.





# Solar is Construction





# Project Coordination

- Commercial solar projects are in fact large construction projects which require significant coordination.
- Projects can be valued over \$5,000,000
- Many solar companies are not experienced general contractors.
- Take charge of your scope of work and how it fits with the schedule.
- Coordinate with the other trades.
- Match speed of solar installation with the pace of roof sealing.
- Be prepared for problems.





# New Roof vs. Existing Roof Projects

- Projects with new foam roofs present different challenges than existing roofs.
- An existing roof should be able to last for the life of the PV system, 25 years.
- Each will typically have a different sales process and client type.





# Limiting Roof Damage



- A properly executed installation will result in minimal roof damage.
- A poorly executed installation can cause thousands of dollars in roof damage





# Another Successful Project

