

Bellmore HERALD Life

Discovering Warhol at
Children's Museum
Page 16

Solar company
marks 15 years
Page 11

Town distributes
heroin antidote
Page 12

VOL. 19 NO. 31

AUGUST 4-10, 2016

\$1.00

Built Well Solar celebrates 15 years of lighting L.I.

By DAINE TAYLOR
dtaylor@herald.com

One of Long Island's first solar energy companies, Built Well Solar, at 2752 Grand Ave. in Bellmore, celebrated its 15th anniversary recently and commemorated the milestone with a special ribbon-cutting ceremony.

Built Well Solar began in 2001 when its chief executive officer and founder, Dan Sabia, a 9/11 first responder concerned about American dependence on foreign oil, realized that solar energy could save natural resources for the nation — and money for Long Islanders.

The retired U.S. Army National Guard officer was called to Lower Manhattan after the World Trade Center was destroyed on Sept. 11, 2001. Built Well Solar was an original participant in the Solar Pioneer incentive program offered by the Long Island Power Authority, which was later taken over by PSEG-Long Island.

"When I read about the Solar Pioneer program on my LIPA bill in 2001, I jumped at the chance to participate,"

Sabia said. "I founded Built Well Solar so that I could buy solar panels and the other equipment I needed, because the only company I could find that sold the equipment would not sell to individuals."

Built Well Solar installed its first photovoltaic system — the first 10-kilowatt residential PV system on Long Island — on Sabia's home in North Bellmore.

"That's how I got into the solar business," Sabia said. "I started part-time, starting with my house, then a friend's house, then a neighbor's house and so on, more friends, more neighbors. Before I knew it, I was in business."

"When Built Well Solar opened, there wasn't a solar panel in sight," he continued. "It was like the Wild West back then. Only two of us were providing solar energy on Long Island — just the two companies — our company in Nassau County, for the most part, and Go Solar, which has since folded, in Suffolk County, for the most part."

Built Well Solar does not engage in high-pressure sales, cold calls or door-knocking,

and advises homeowners to buy PV systems rather than lease them, said Nancy Hiller, Built Well Solar's chief operating officer and a former Bellmore Herald reporter.

"Our focus has always been on being straightforward with our customers," Hiller said in a news release. "It's about explaining how solar energy works, dispelling the many myths out there so that customers understand just how affordable solar is, how the payback is usually three to four years, and how incentives such as federal and state tax credits come into play."

"We're very pleased and proud to celebrate 15 years of helping thousands of fellow Long Island homeowners and business owners to cut or eliminate their electric bills, just so many happy customers," Sabia said. "We look forward as we add new customers every week, continuing to make a difference to our neighbors, their wallets and the planet we all live on."

For more information, call Built Well Solar at (516) 695-1000 or e-mail info@builtwellsolar.com.



Courtesy Built Well Solar

ONE OF LONG Island's first solar-energy companies, Built Well Solar, recently celebrated its 15th anniversary with a ribbon-cutting ceremony. On hand were State Sen. Michael Venditto, Michelle Parr, Nancy Hiller, Dan Sabia, Jim Spohrer, Town of Hempstead Clerk Nasim Ahmad, Sean Hughs, Debbie Izzo and Nassau County Legislator Steve Rhoads.

1:

BELLMORE HERALD LIFE - August 4, 2016