

NABCEP CERTIFICANT PROFILE

Steve Fulgham



Steve Fulgham is the Chief Executive Officer of Ambassador Energy located in Murrieta, California. Ambassador Energy is a solar training, support and distribution company, serving its family of Agencies through their Business-in-a-Box business model. Some of their services include: solar design and installation; business assistance; marketing support and brand-agnostic equipment distribution.

Steve started his work life in the computer industry, and when the commute became too harsh, he became a General Contractor in his hometown. When tax credits and incentives made renewable energy a viable option for residential building, he began putting solar systems on his building projects. "I started putting solar systems on houses and noticed that they all sold, even in a development where non-solar homes didn't."

"I became exposed to the importance of NABCEP when I was bidding on a large project in Texas. The Request For Proposal [RFP] required that either a NABCEP certificant or Master Texas Electrician be on the job site. To get this job, I would have to get NABCEP certified or I was out of the running. Since then, more and more states are requiring NABCEP certification in order to get full incentive credits," Steve explained. "I have found that, in regard to solar knowledge, a NABCEP certification carries the most weight of all licenses and certifications around the country. I liken the difference to earning a four-year degree vs. becoming a doctor."

Steve spent 80–100 hours on extra book studying in order to qualify for the exam. He passed on the first try. "This test is so good because it crosses so many boundaries. You need to know the National Electric Code, OSHA regulations, electrical circuitry and solar design."

"A NABCEP certification brings credibility to me, Ambassador Energy and our family of Authorized Agencies around the country. It's an elite group. In fact, there are fewer NABCEP certificants in this country than there are professional football players."

"We are seeing more and more that jobs are requiring NABCEP certification in order to win them and/or qualify for the maximum rebates. We are actively planning to have all of our field management team certified so that we may lead our Agencies by example. In addition, we intend to have everyone in our office take the NABCEP Entry Level exam so that the entire company has solid solar knowledge."

"While we provide incentive bonuses to employees who pass certifications, personal competitiveness takes over and everyone wants to get a higher level certificate. Multiple levels of certifications from NABCEP would be welcomed by our work force."

"I would recertify for NABCEP every year if I could. While other certification agencies offer a standard, NABCEP is the standard for the renewable energy industry."