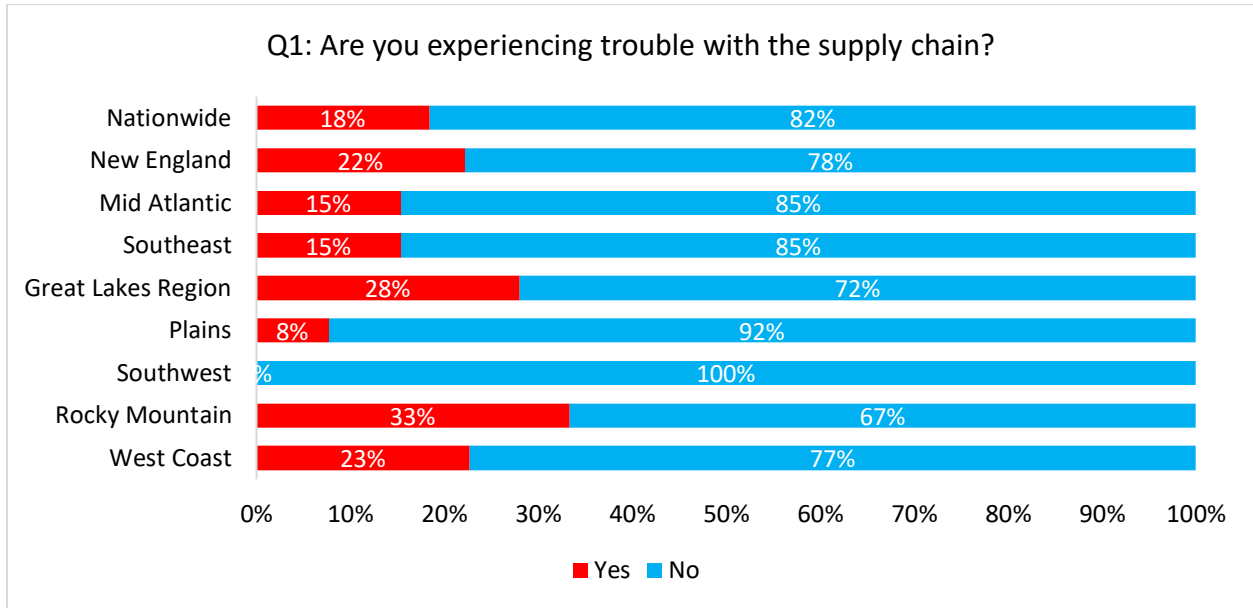


Residential and Light Commercial Insulation Contractor Survey 5.22.20
114 Respondents



Selected: Comments:

“100 and N95 masks that are needed for insulation. Disinfectant wipes etc. We have not had to order insulation materials yet, as had an ample warehouse supply, but need to order within the next 10 days.”

“Delivery issues”

“Credit departments tightening up because many insulators have closed their doors.”

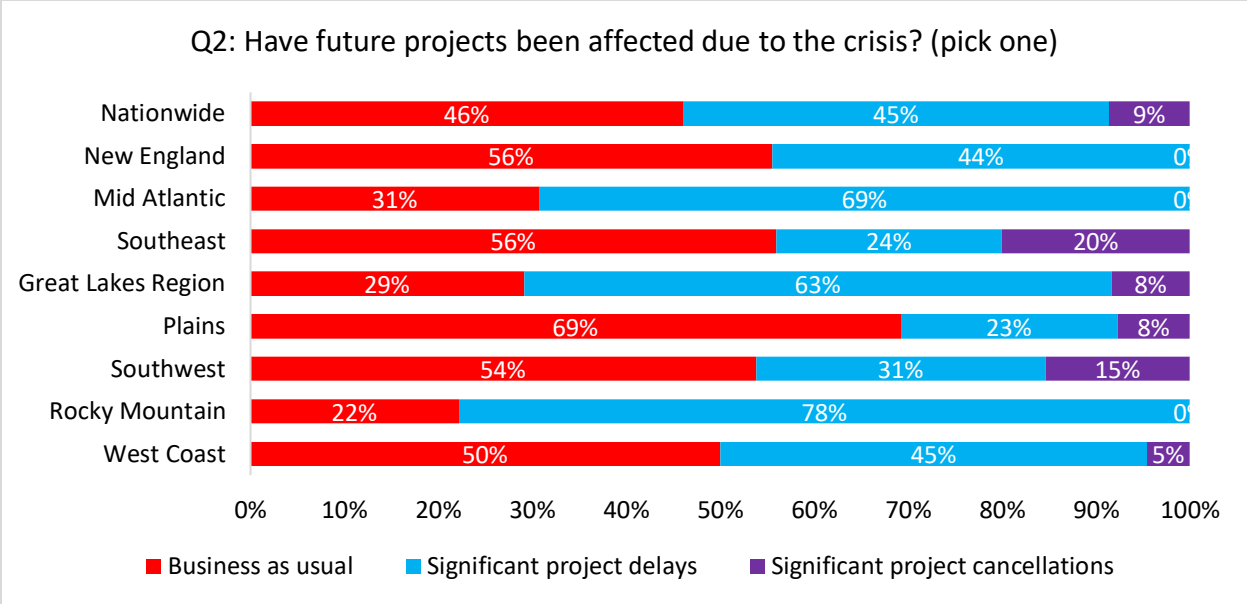
“Seems to be just fine. Trucking seems to be getting better. Masks are hard to get”

“Masks are almost impossible to find. Otherwise, most materials seem to be available without problems.”

“They all have plenty of insulation and we basically pay cash so we get what we want. PPE equipment can be a challenge but we are fine.”

“PPE Supplies are ridiculous to get. Now our Spray Fabric just went up 30%, due to companies buying this material up to make masks.”

“We have had some minor problems; mostly with distributors being too short-staffed to help quickly.”



Selected Comments:

“Nothing we have contracts on anyway. I think some projects that we have bid but haven't been started may be delayed though.”

“We have many customers in a wait and see pattern”

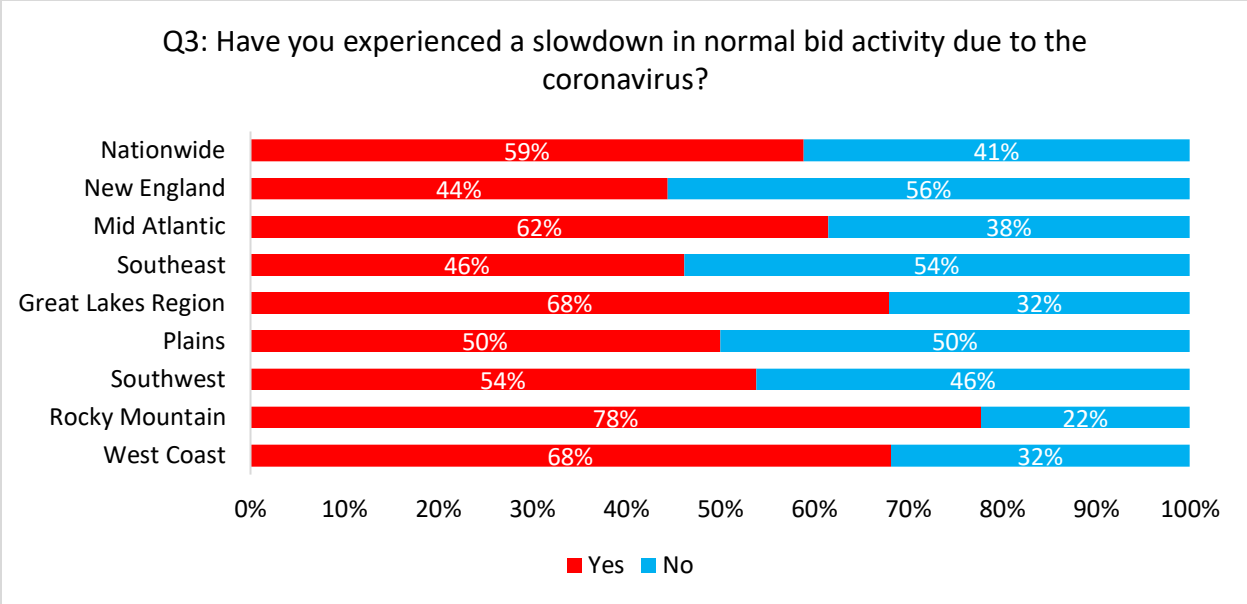
“Expect a slow down in the 4th quarter”

“I think bids and projects have been moving off. We seem to see most bids still bidding but I don't know entirely when we will begin the work.”

“Investors postponing for 90 days”

“There have been a number of cancellations I would estimate at 10-20 % postponed or cancelled.”

“This could change within 60 days. Too early to tell.”



Selected Comments:

“We are picking up now”

“More bids when things were shut down”

“Our bid activity (both new residential and retrofit) has stayed steady if not increased.”

“I see a slowdown, only in terms of current commercial work slowing for the meantime. I am hearing that project activity is picking up for the 3rd quarter”

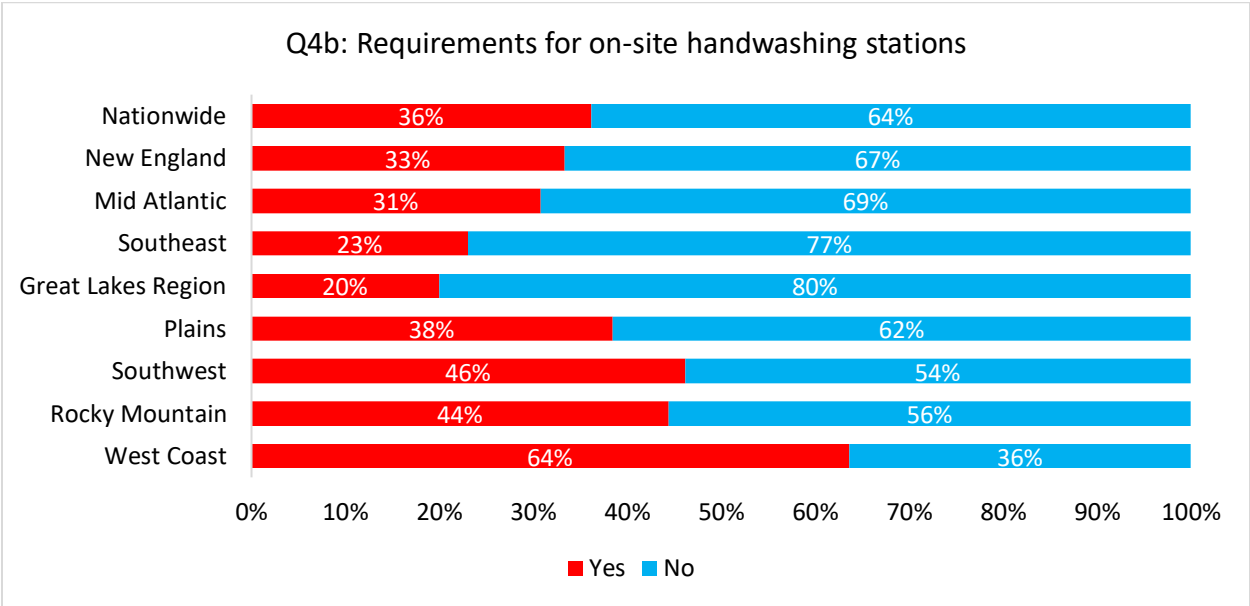
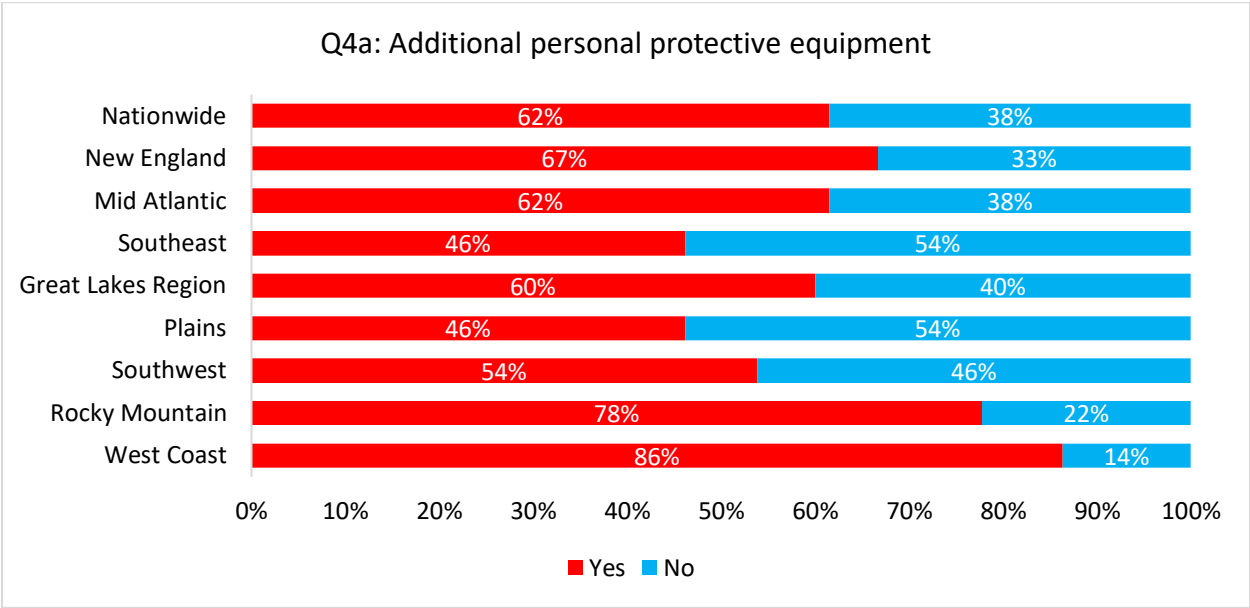
“Off 75%”

“At first yes, now we are receiving a lot of plans.”

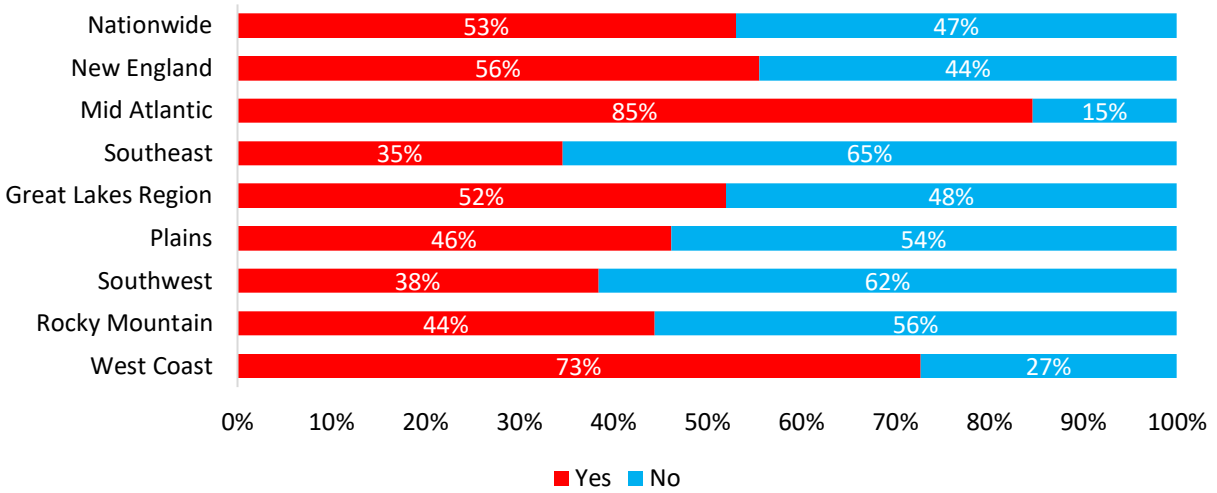
“Nothing new coming in to bid”

“Moderate slow down, not huge but concerning”

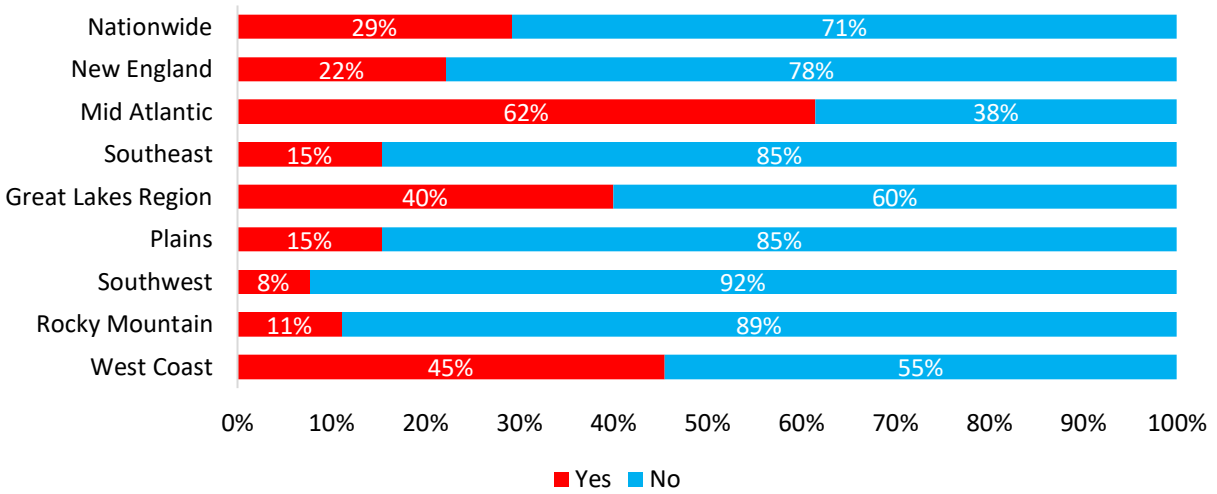
Q4: Has your state or local jurisdiction imposed new workplace safety measures that impact you? (Select all that apply)

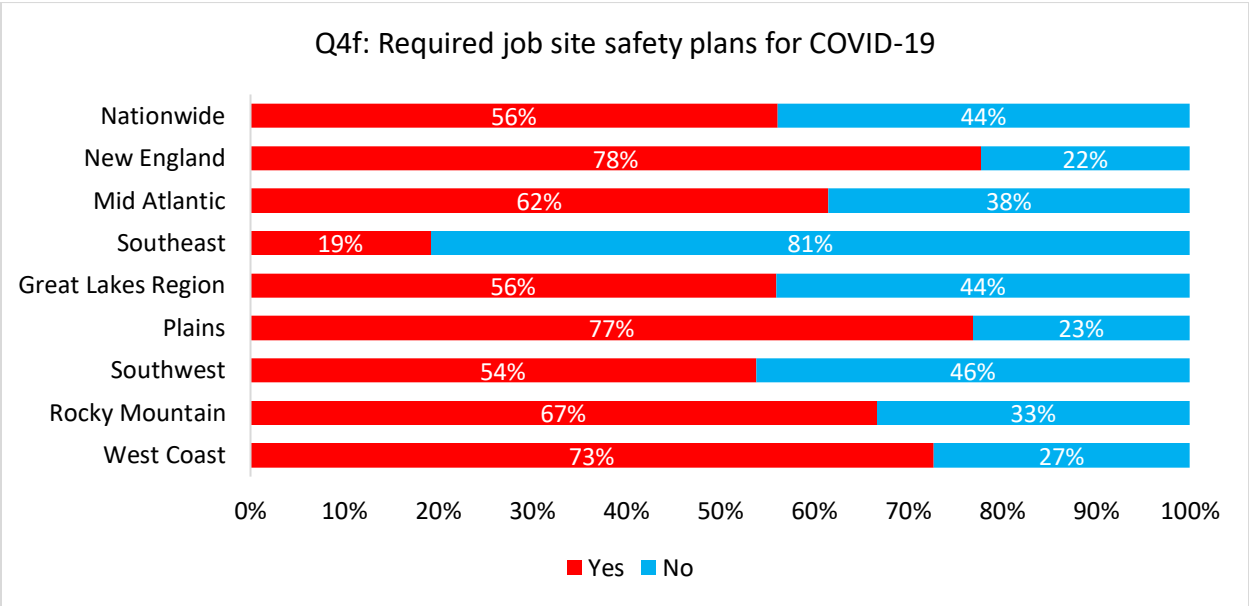
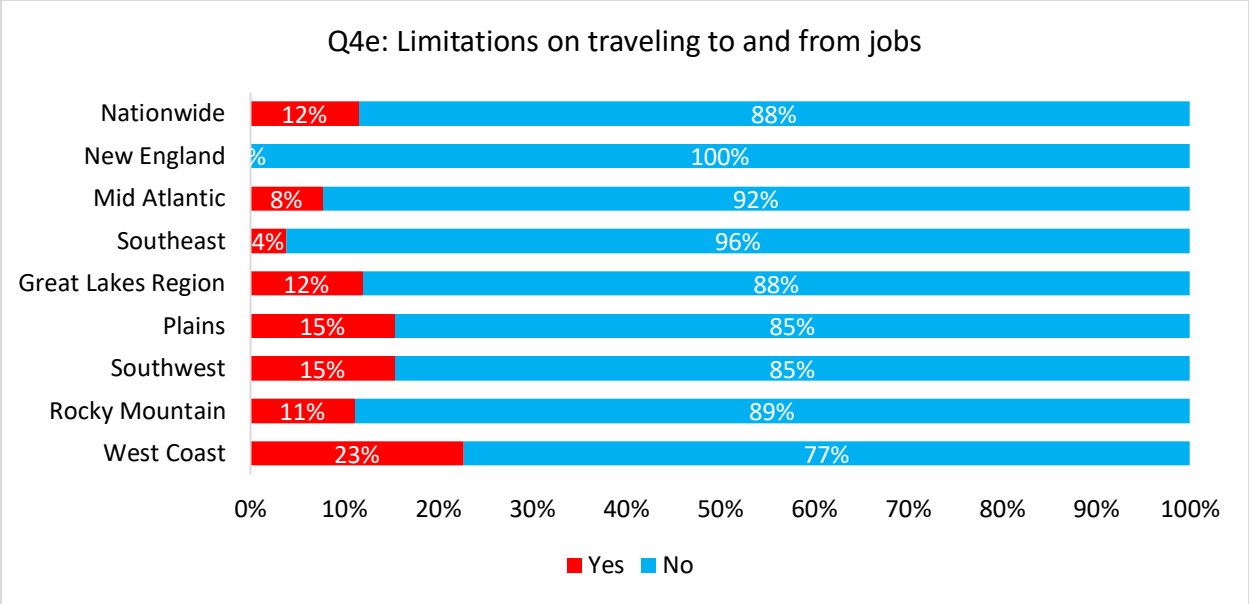


Q4c: Limitations on numbers of workers at a job site



Q4d: Only allowing one trade at a time on job sites



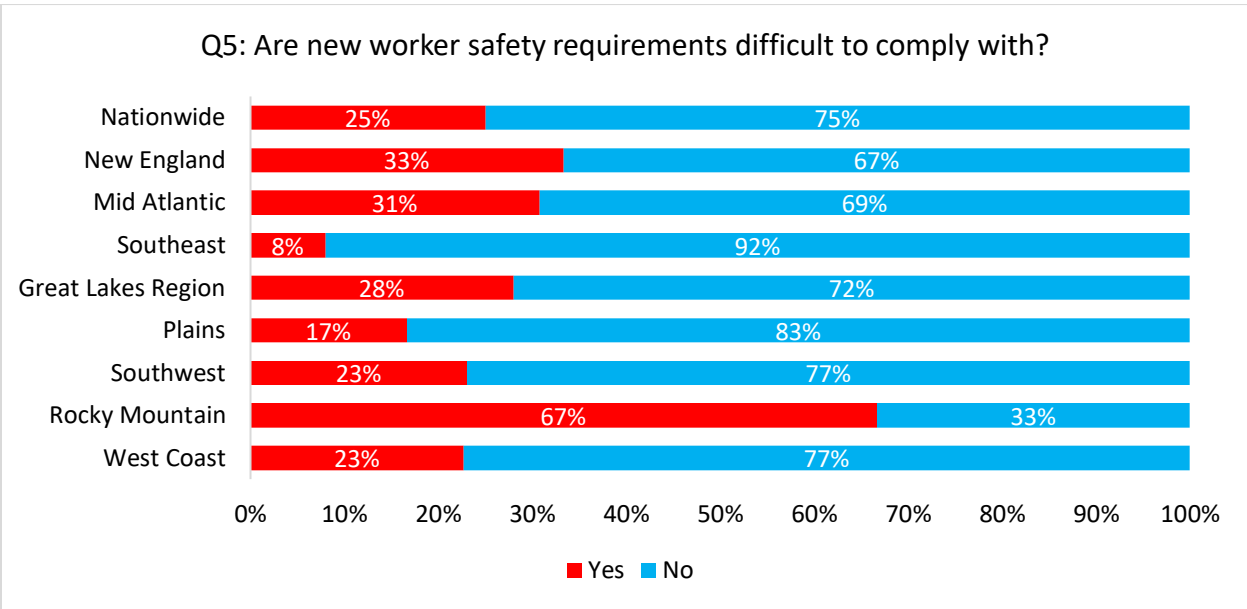


Selected Comments:

“Disinfectant wipes and other required items hard to obtain. We are a sub-contractor, so the hand washing stations are more the general contractors responsibility. Employees have had sanitizer with them. The "rules" change daily, so policy is difficult to maintain, and everyone's "rules" are different.”

“They are all have plans but once on site, back to usual. Nothing really has changed, just some lip service.”

“We have initiated our own practices including temperature checks. Builders each have their own plans in place some are time consuming which impedes productivity and profitability.”



Selected Comments:

“We regularly use most of the PPE required anyway; the availability and constant "rule" changing is frustrating. Most employees seems to be okay with everything.”

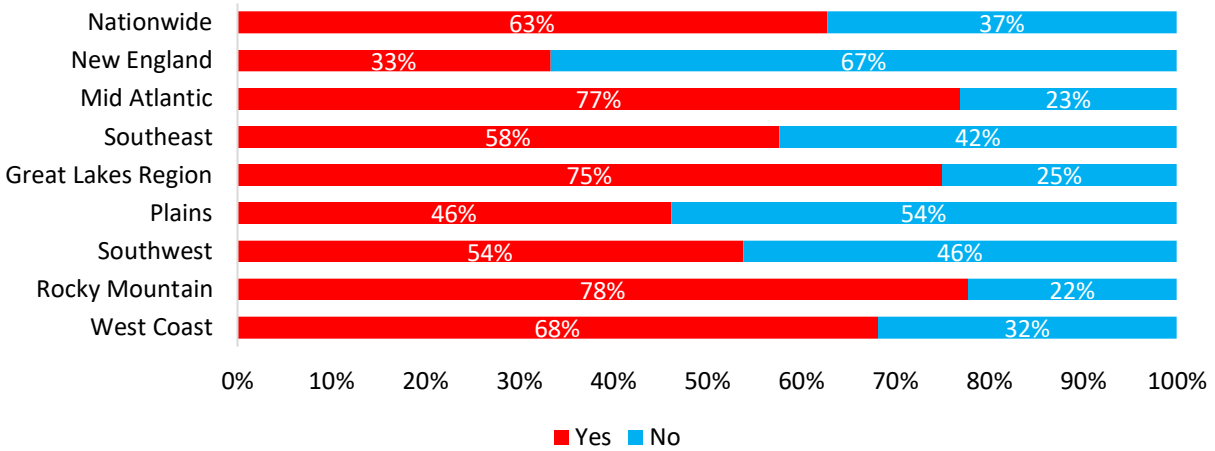
“Just difficult to get up to speed on.”

“They are doable but it took significant planning and resources just to plan coming back to work and monitoring the situation”

“Somewhat, it's difficult to have only one person per vehicle and also trying to complete our scope of work when they have limits to people in areas.”

“Difficult but... it is needed and we will comply.”

Q6: Is your company having difficulty obtaining personal protective equipment (PPE)?



Selected Comments:

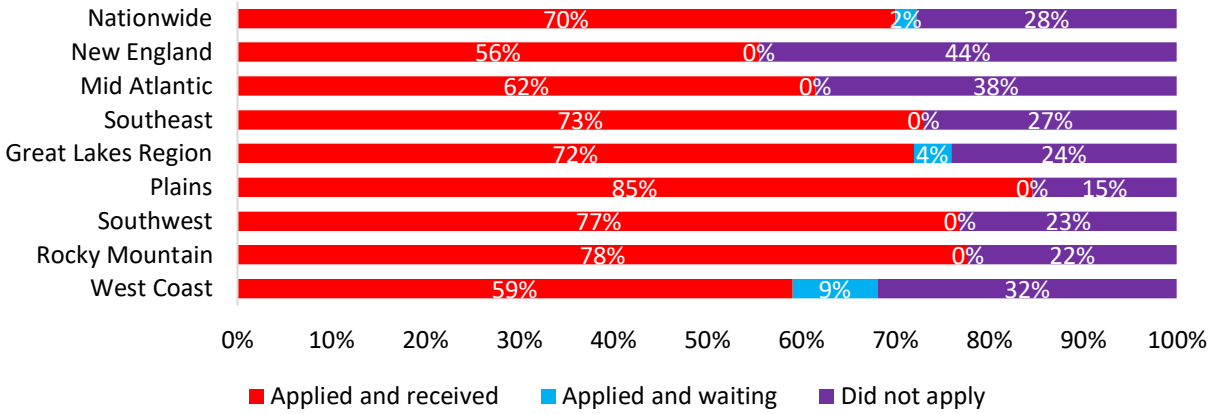
“N-95 Masks”

“Impossible to find the N95 masks we use every day.”

“Only issue is limits on purchases. I have multiple suppliers so I have not run out.”

“Challenging but we were well stocked going into this. Gave four cases N95 masks to local hospital”

Q7: Has your company sought financial support from the U.S. Small Business Administration's Paycheck Protection Program (PPP) or Economic Injury Disaster Loan (EIDL) program?

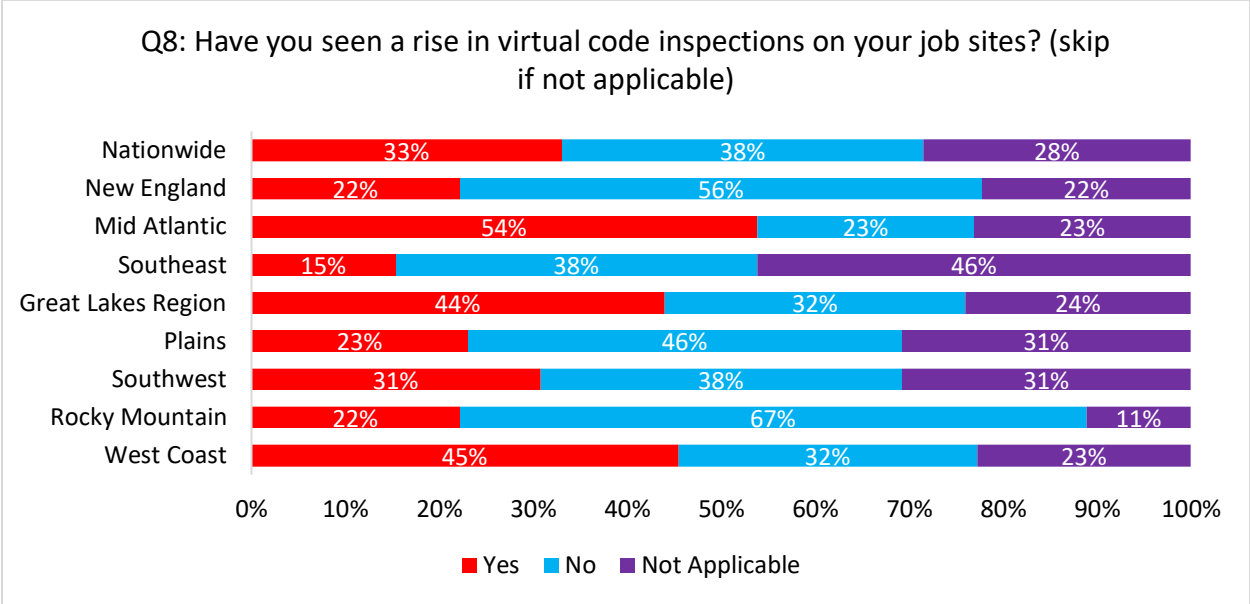


Selected Comments:

“Huge help! Thank you.”

“Don't want the Gov in my business any more than they already are.”

“It took one month to receive funds.”



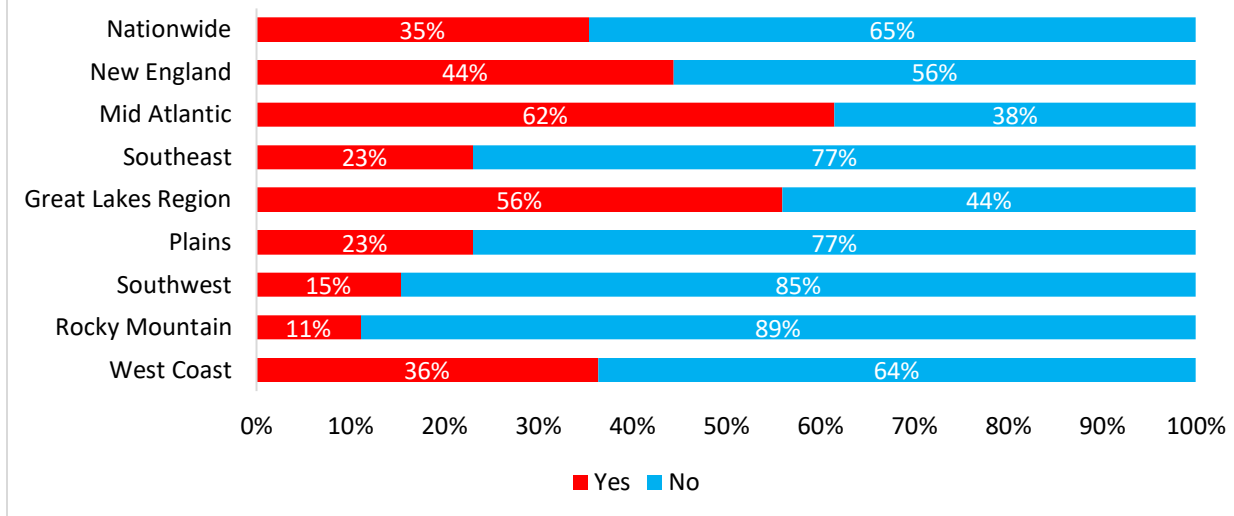
Selected Comments:

“They need to increase the use of virtual inspections”

“Inspectors are trying to do more facetime”

“Local officials are allowing those with builders licensees to do inspection”

Q9: Have you had to reduce worker headcount due to the crisis?



Selected Comments:

“We have paid our workers even if there is no work”

“Have not reduced workers because we received PPP money.”

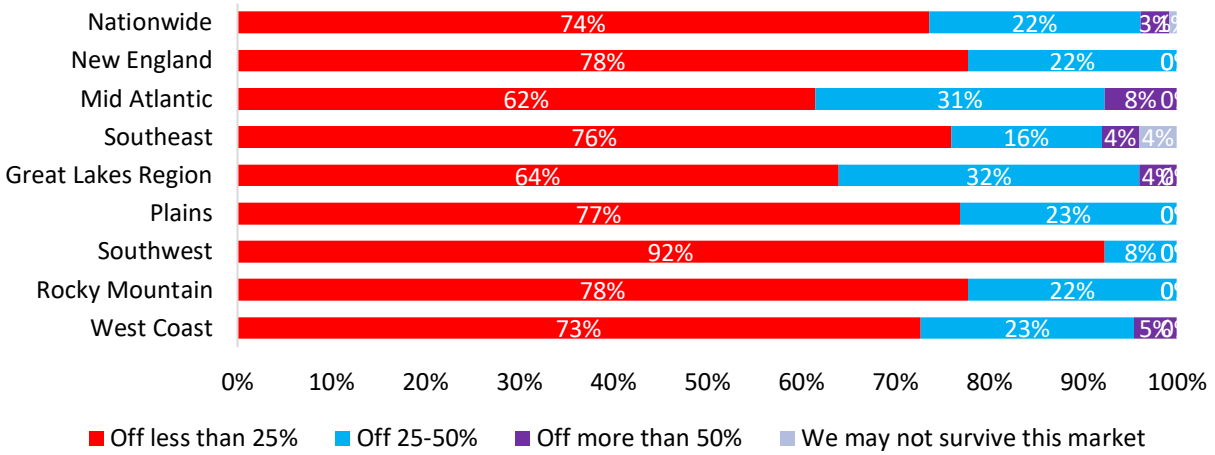
“We have shut down for two months. Still trying to reopen. Market condition is poor. Utility weatherization programs are still closed due to bureaucracy.”

“We did but brought them back because of PPP Loan”

“Some refused to return - in process of hiring replacements”

“However now that we received the PPP we have a full staff again”

Q10: What is the expected financial impact of this crisis on your business in 2020?



Selected Comments:

“As of now anyway. We had lots of residential and commercial new construction on the books that's going to get us through most of 2020, but I'm a little worried about the ripple effect this may have later in the year...”

“We are anticipating a drop off later in the summer due what is happening throughout the US.”

“Too early to tell. The third quarter could be a challenge.”