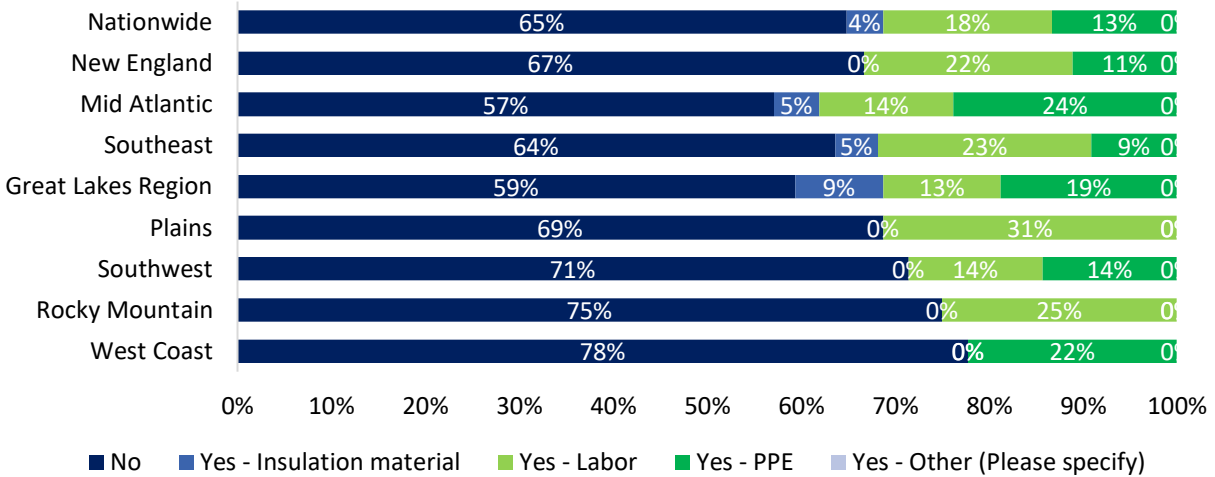
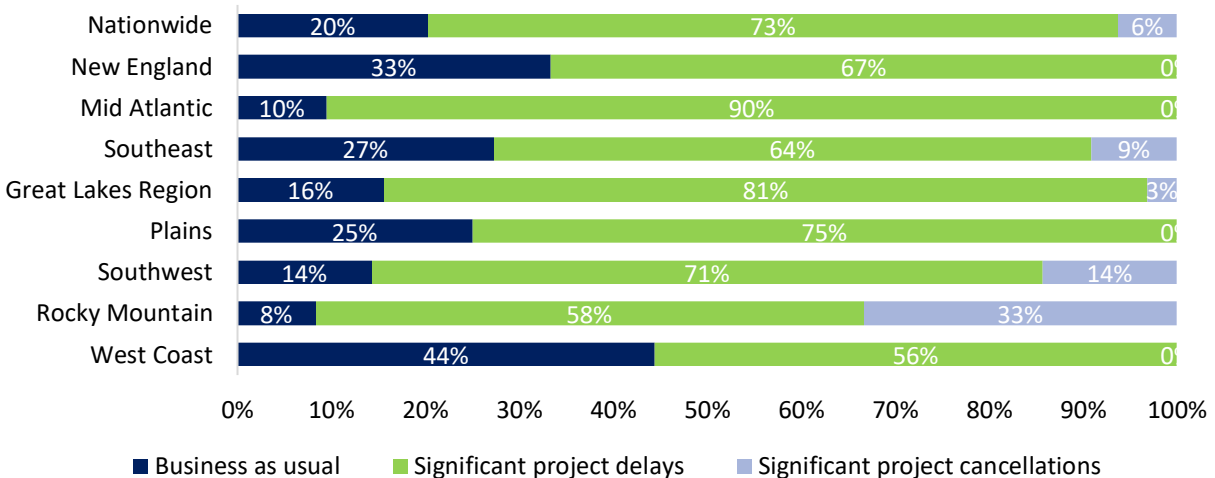


Commercial and Industrial Insulation Contractor Survey 8.7.20
89 Respondents

Q1: Are you currently experiencing trouble with the supply chain?



Q2: Have future projects been affected due to the crisis? (pick one)



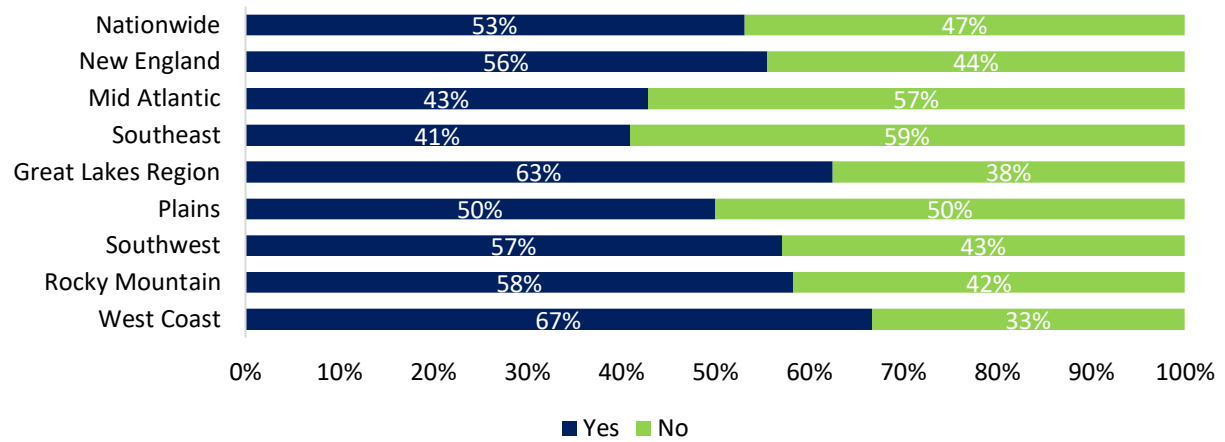
Selected Comments:

“Bidding has slowed significantly when compared to the past two years. Projects seem to be on hold.”

“The delayed project we had are starting in August....so we're told.”

“Mostly business as usual. Slight delays on some jobs but only a for a short time.”

Q3: Are you currently experiencing a slowdown in normal bid activity due to the COVID-19?



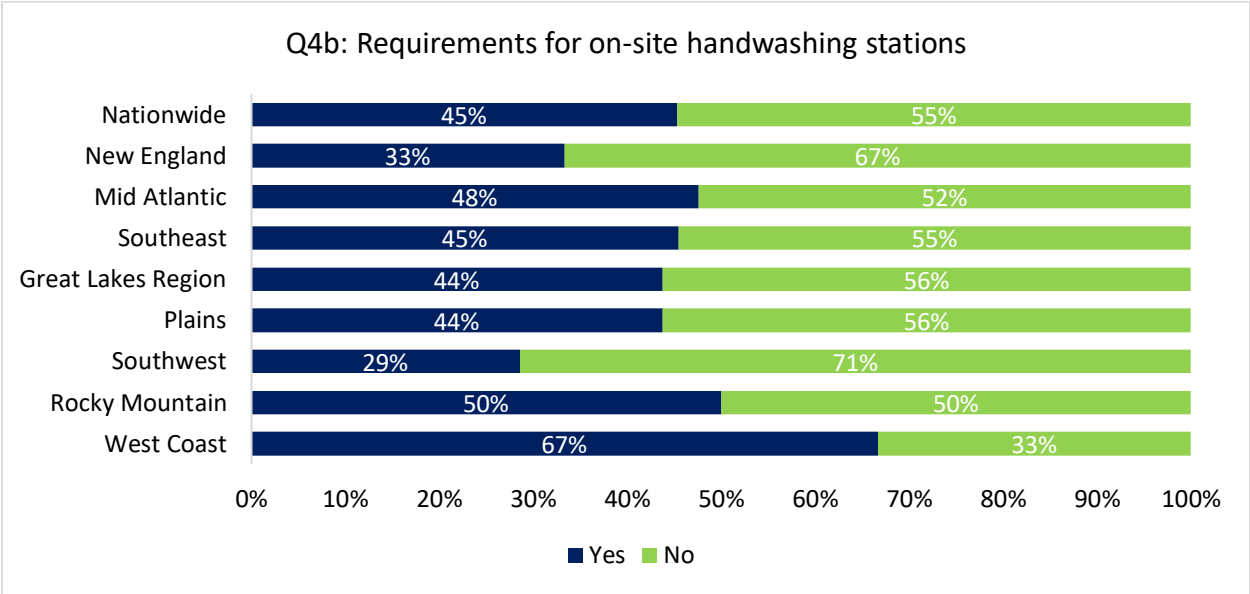
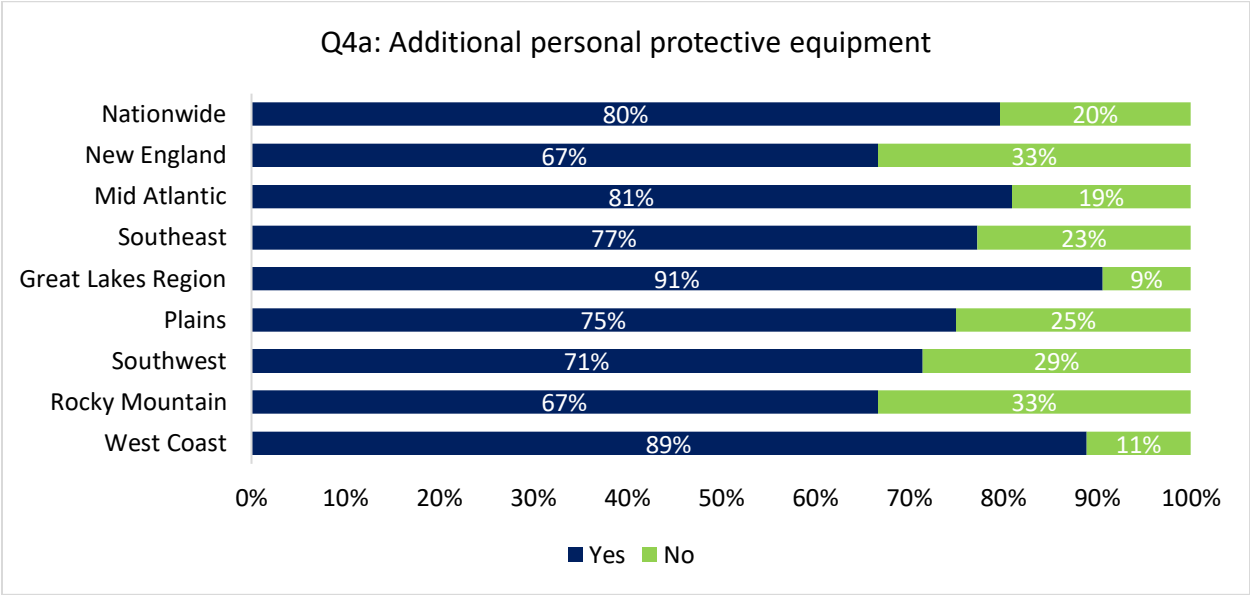
Selected Comments:

“Starting to pick up some on smaller bids.”

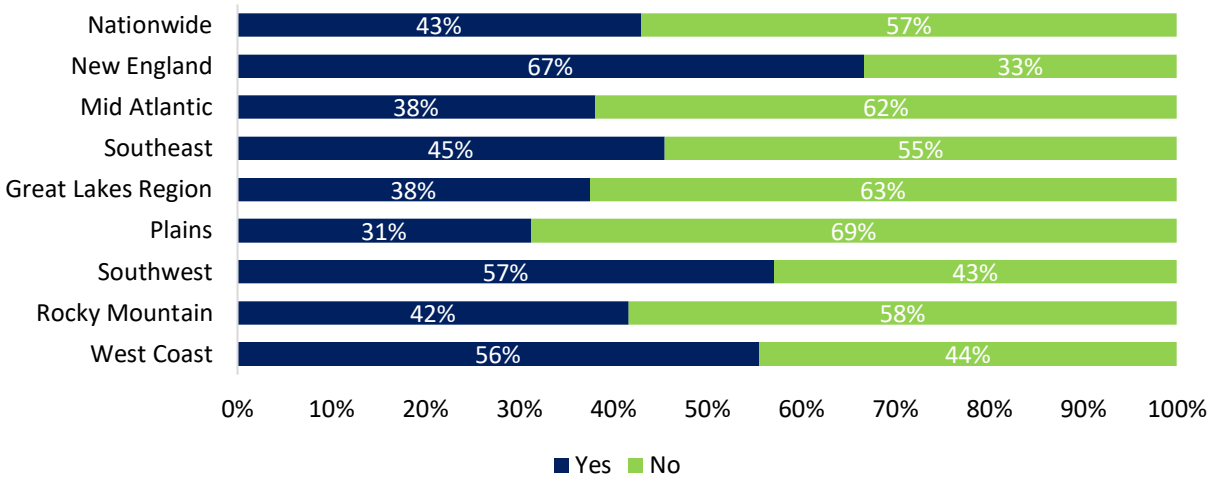
“Up and down.”

“Having trouble keeping up with the bidding but mostly smaller jobs.”

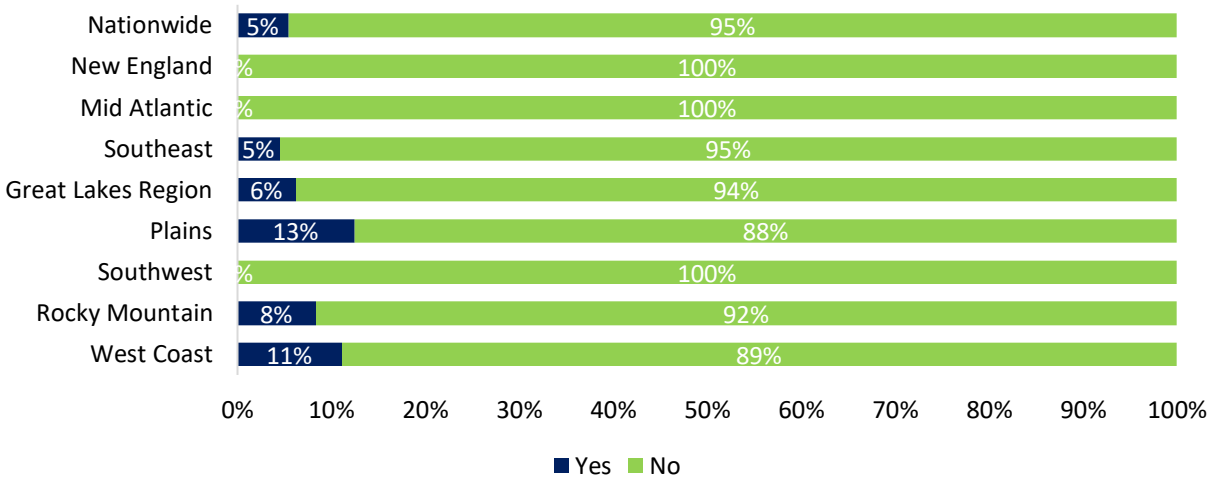
Q4: Has your state or local jurisdiction imposed new workplace safety measures that impact you? (Select all that apply)



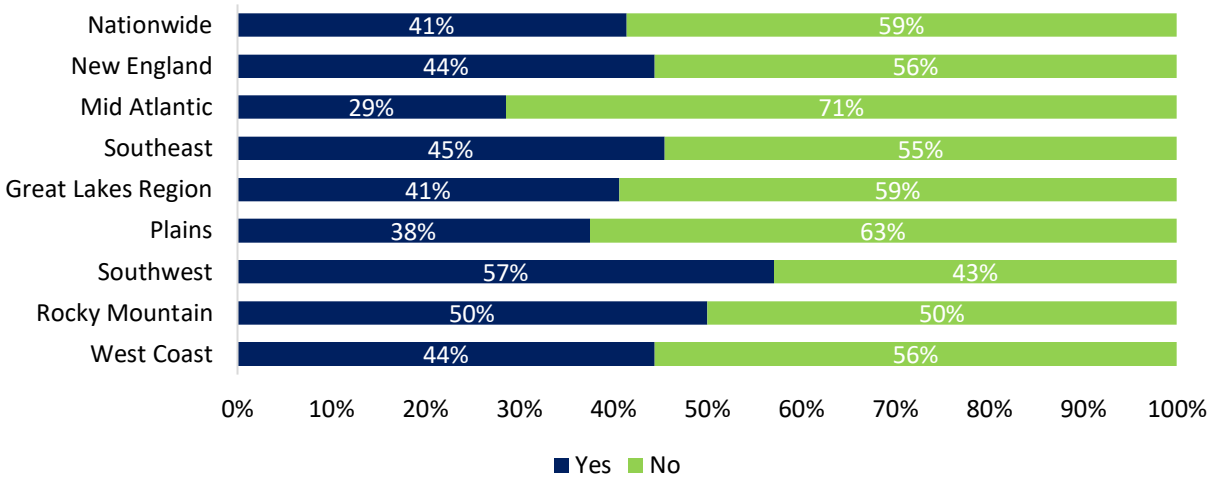
Q4c: Limitations on numbers of workers at a job site



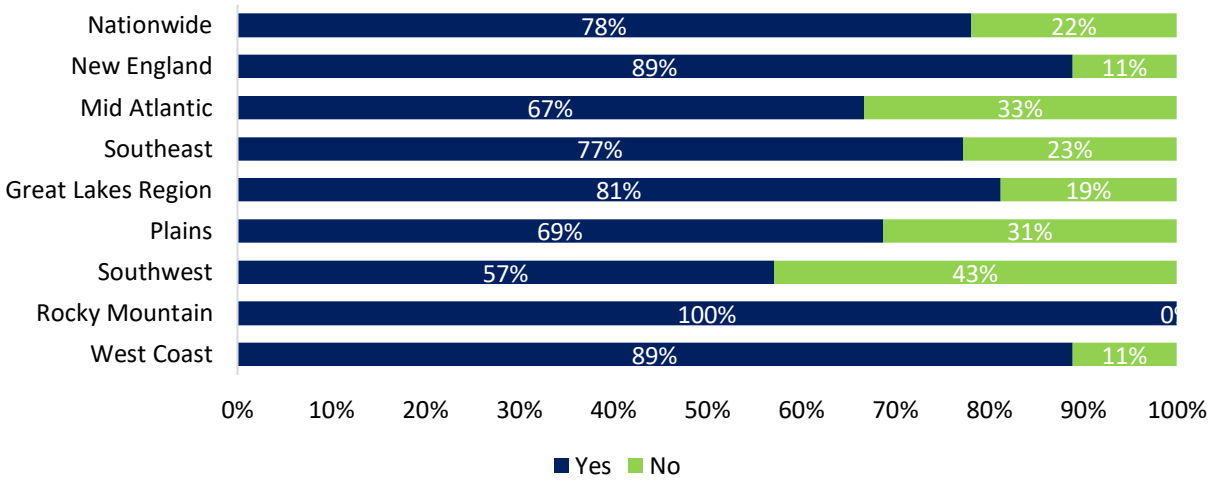
Q4d: Only allowing one trade at a time on job sites



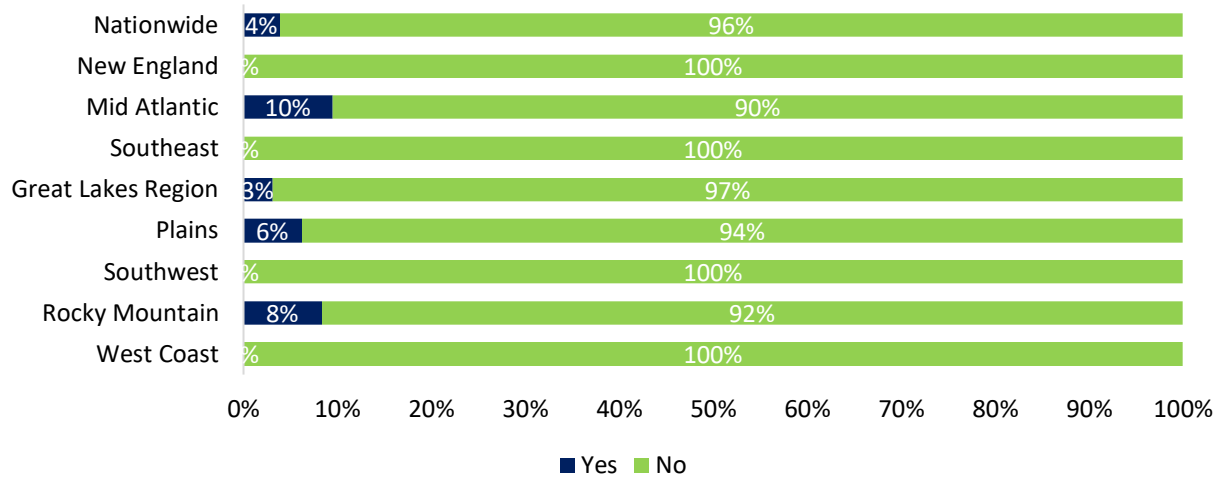
Q4e: Limitations on traveling to and from jobs



Q4f: Required job site safety plans for COVID-19



Q4g: Temporary COVID-19 related work requirements have been lifted

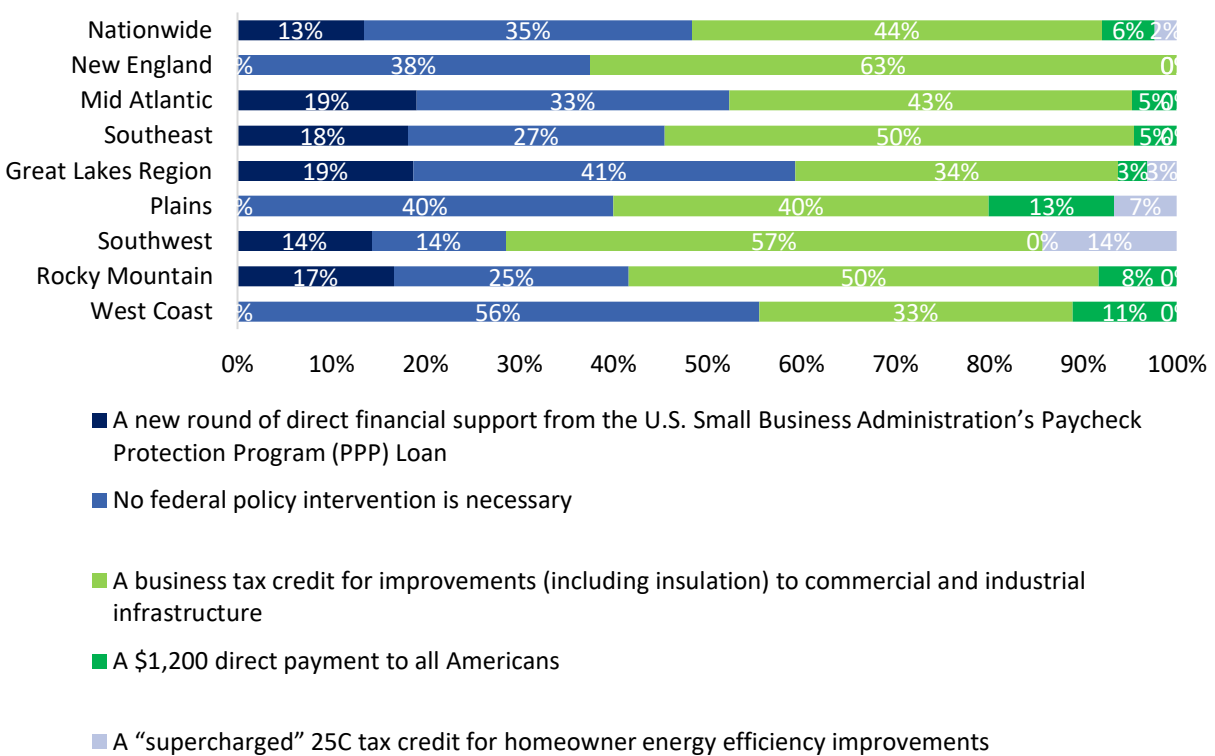


Selected Comments:

“Overwhelming COVID-19 protocol implemented by county. Each county may be slightly different from other surrounding counties.”

“It really has varied from project to project, county to county.”

Q5: What federal policy would best help your business deal with this crisis
(pick one)?



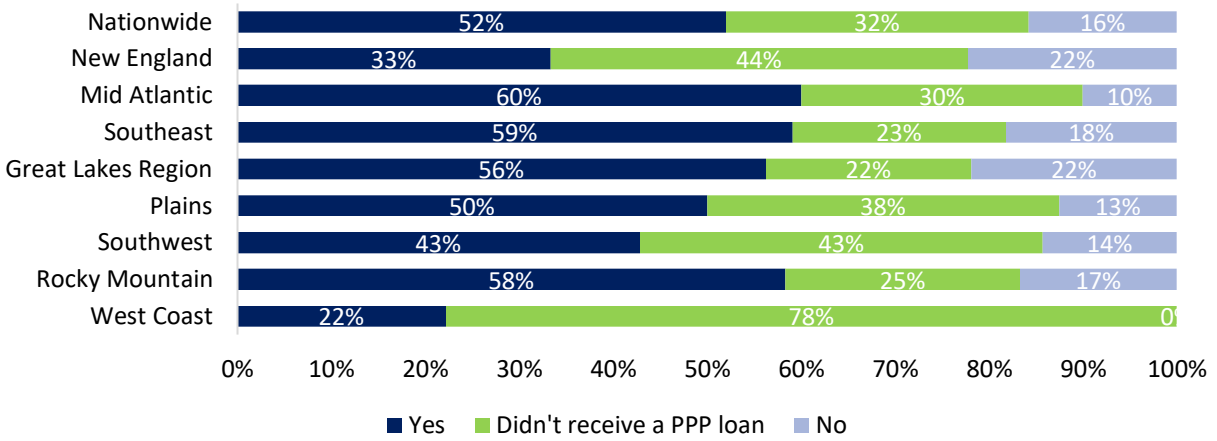
Selected Comments:

“Another round of PPP would obviously help with cashflow issues that may occur in the Spring of 21 but the only way to see projects go out for bid will be a return to normal in our economy. The quarantining needs to be stopped or reduced in order to move forward. The loss of income for many entities has caused them to hold off on new projects.”

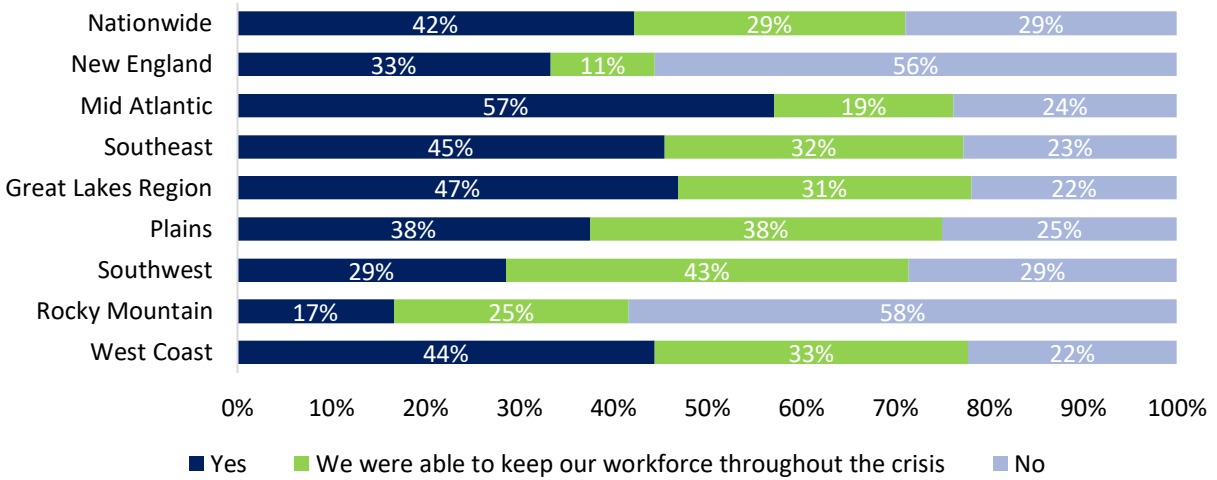
“Reduction of additional unemployment benefits.”

“Implement lower business taxes and payroll taxes instead of continuing to pay Federal unemployment compensation.”

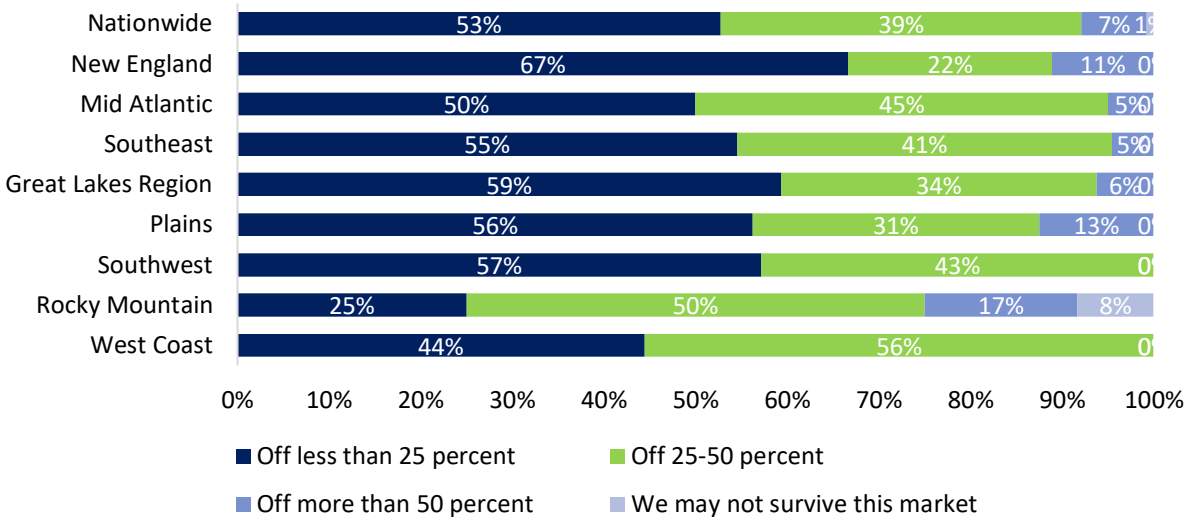
Q6: If you received a Paycheck Protection Program (PPP) loan, did it help keep your company in business?



Q7: Have you rehired or restored your workforce this summer?



Q8: What is the expected financial impact of this crisis on your business in 2020?



Selected Comments:

“Believe we will be impacted more in months to come than what we have experienced so far.”

“To be determined. Backlog is always the question.”

“Increase in industrial insulation sales 30 percent.”

“Down slightly from our projection but up from 2019 so far.”