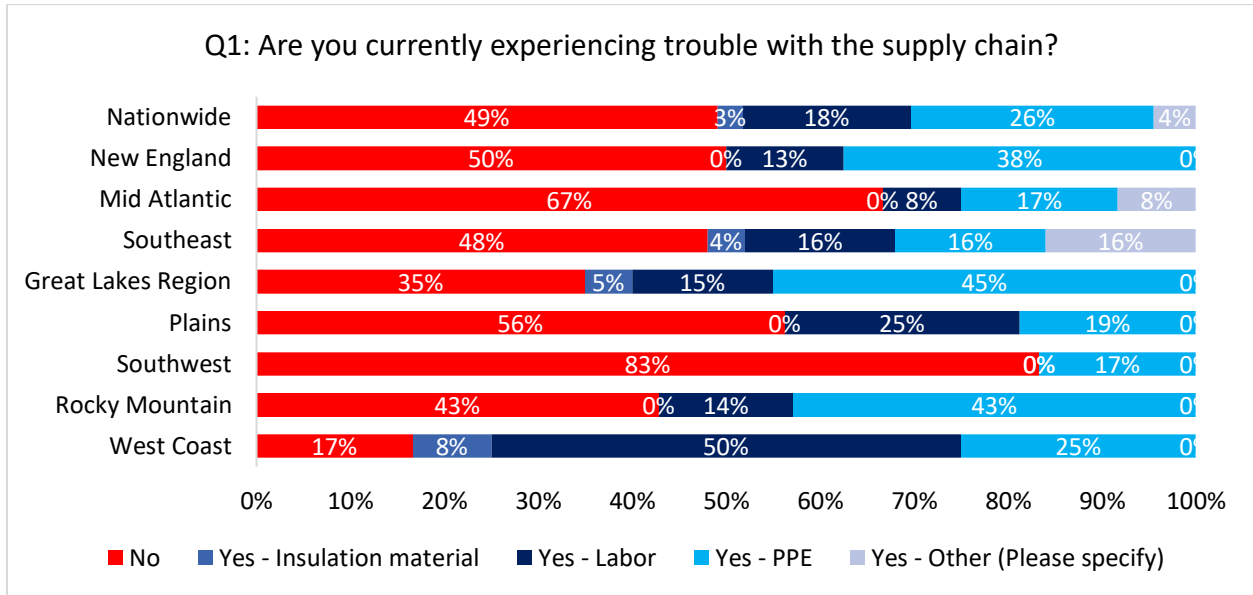


**Residential and Light Commercial Insulation Contractor Survey 8.7.20**  
**99 Respondents**



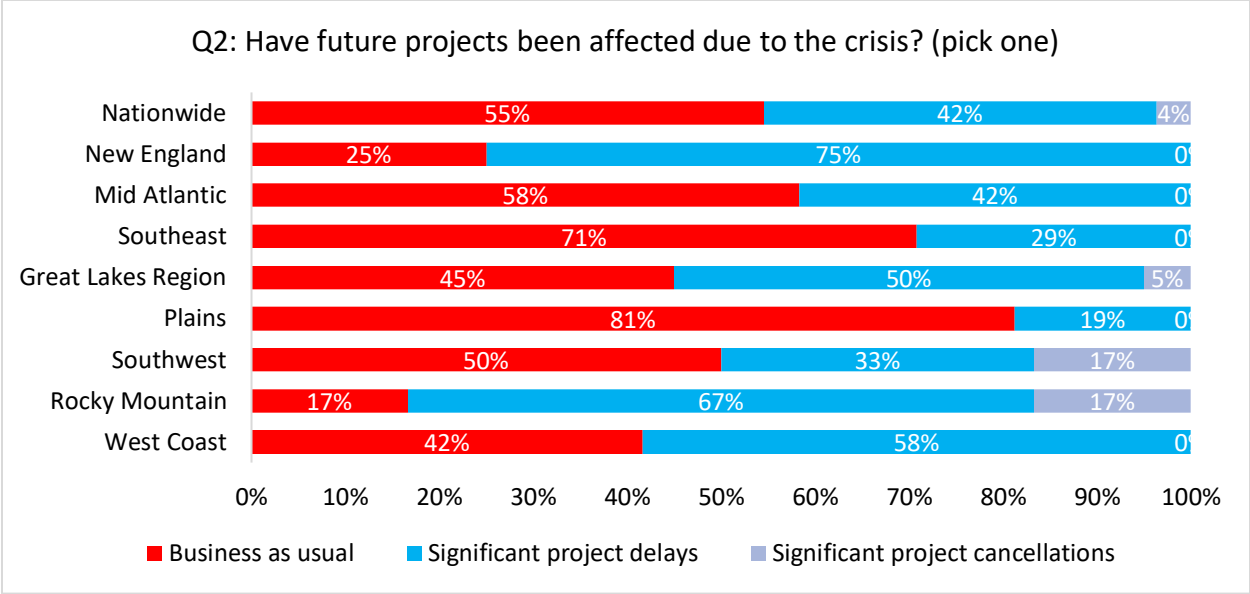
**Selected Comments:**

“Labor, Labor and more Labor.”

“With the government pumping money into people's pocket not to work it is hard to find employees in any position. Also, not being able to receive the "REAL" N-95 face mask has been a challenge.”

“Both PPE and Labor. Less ppl coming in for a job now then when unemployment was 3%.”

“PPE and Labor.”



Selected Comments:

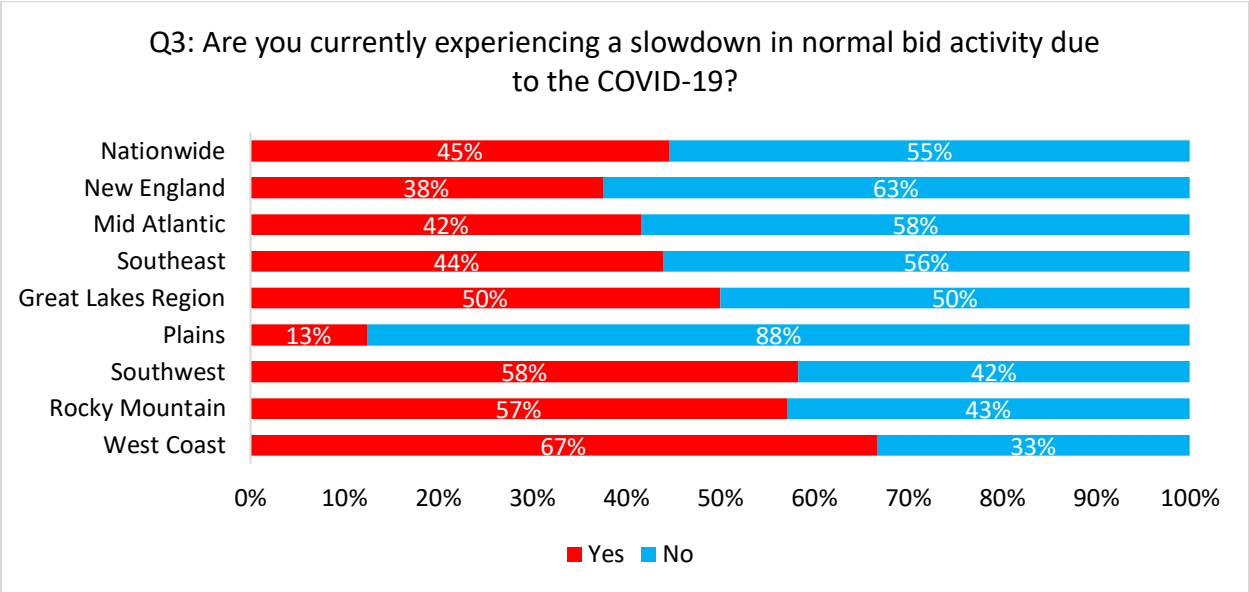
“Residential business as usual hearing from builders that siding roofing electrical and some plumbing items starting to run low on supply.”

“For us we are experiencing a bottleneck in the inspection departments from taking an extended length of time to issue permits to difficulties scheduling jobsite inspections.”

“2020 Business as usual. 2021 delays.”

“Not significant cancellations, but definitely a ‘softening’ in the marketplace.”

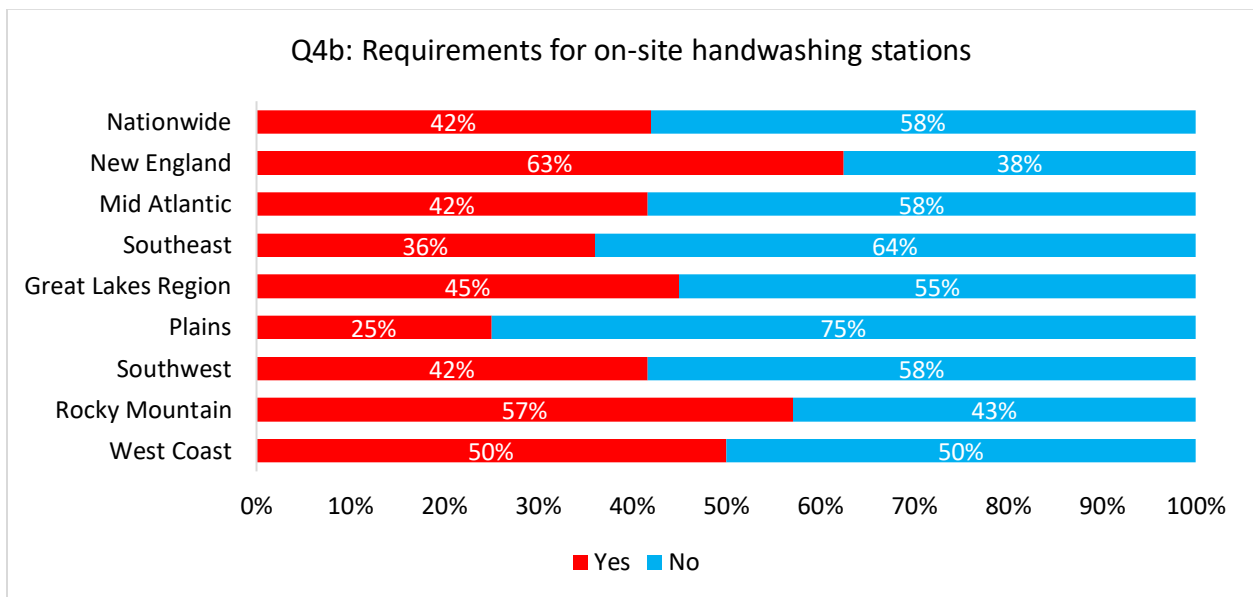
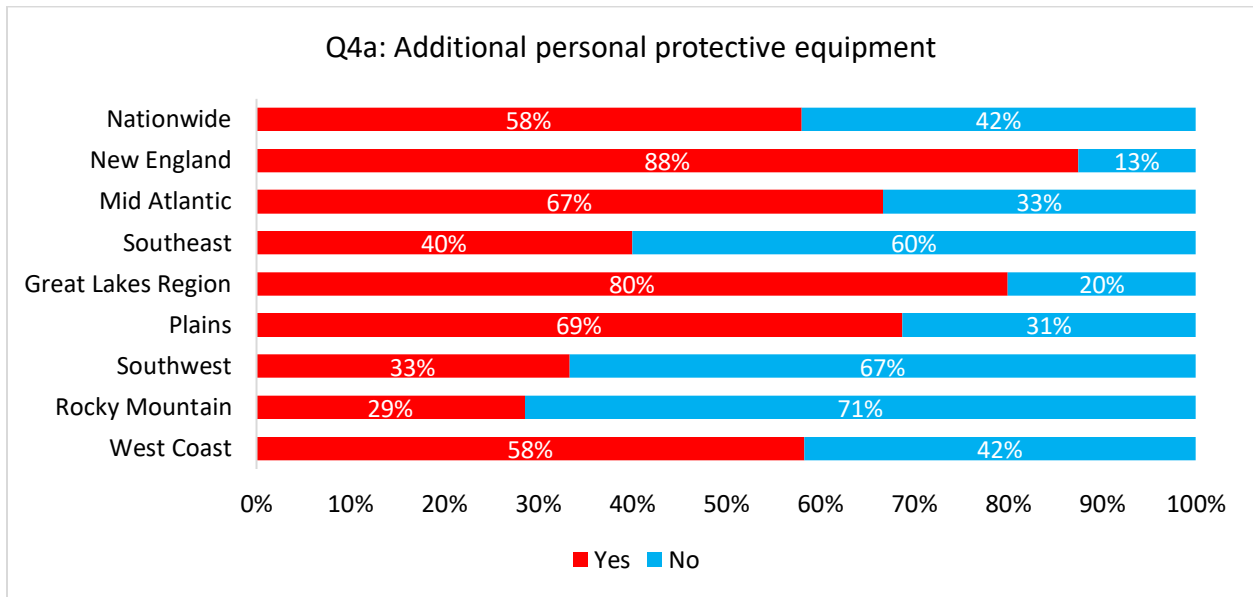
“Business is down but not significant.”



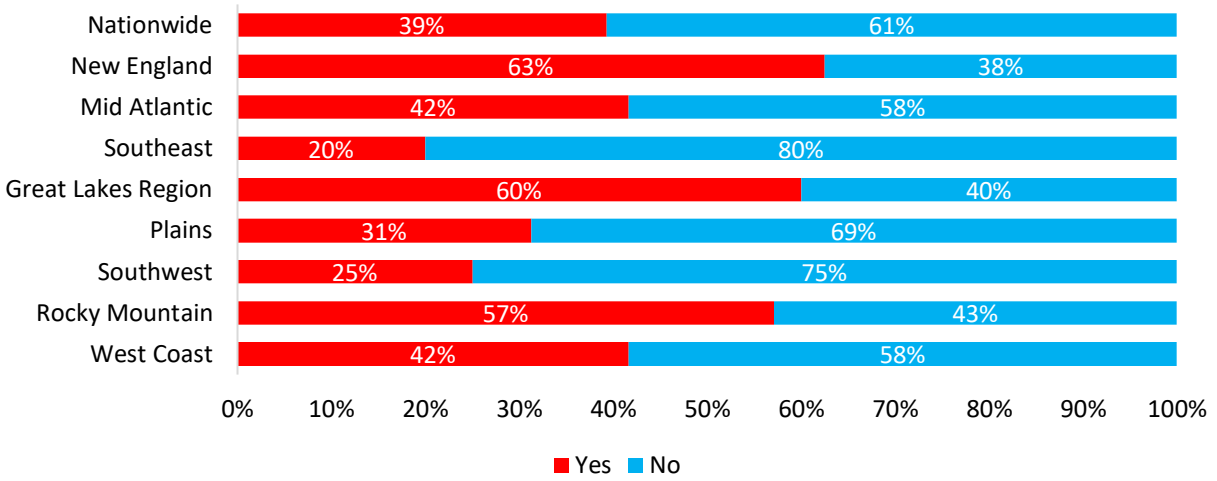
**Selected Comments:**

- “We are actually busier.”
- “The demand is there - the process and systems in place are the delay.”
- “Commercial bidding is pretty slow, new homes and retro are strong.”
- “We aren't bidding because we can't do the work we have with the lack of available labor.”
- “Residential business has been steady, but the light commercial business has slowed down.”
- “Slowdown on commercial bids only.”

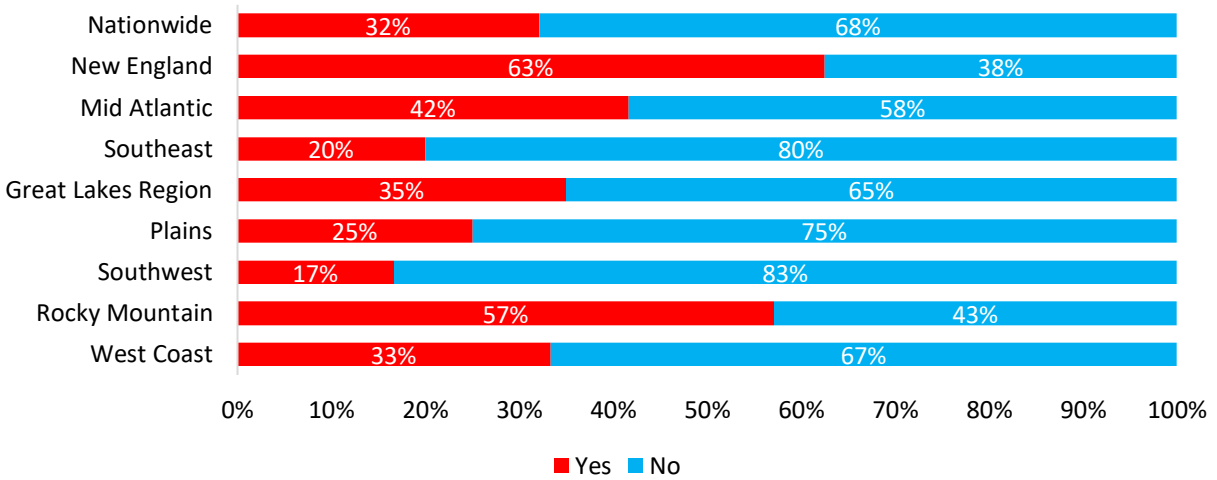
Q4: Has your state or local jurisdiction imposed new workplace safety measures that impact you? (Select all that apply)



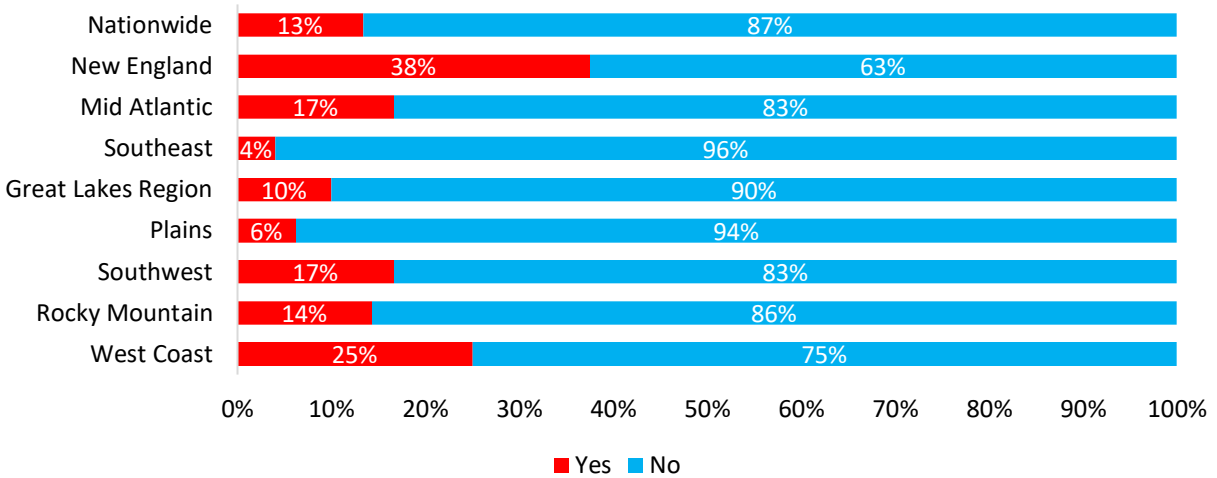
Q4c: Limitations on numbers of workers at a job site



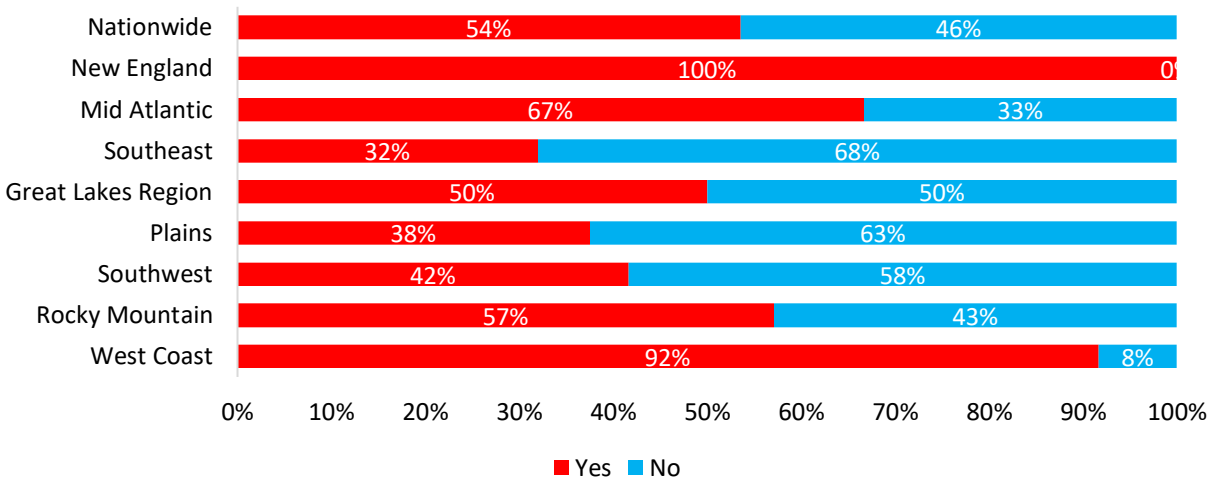
Q4d: Only allowing one trade at a time on job sites



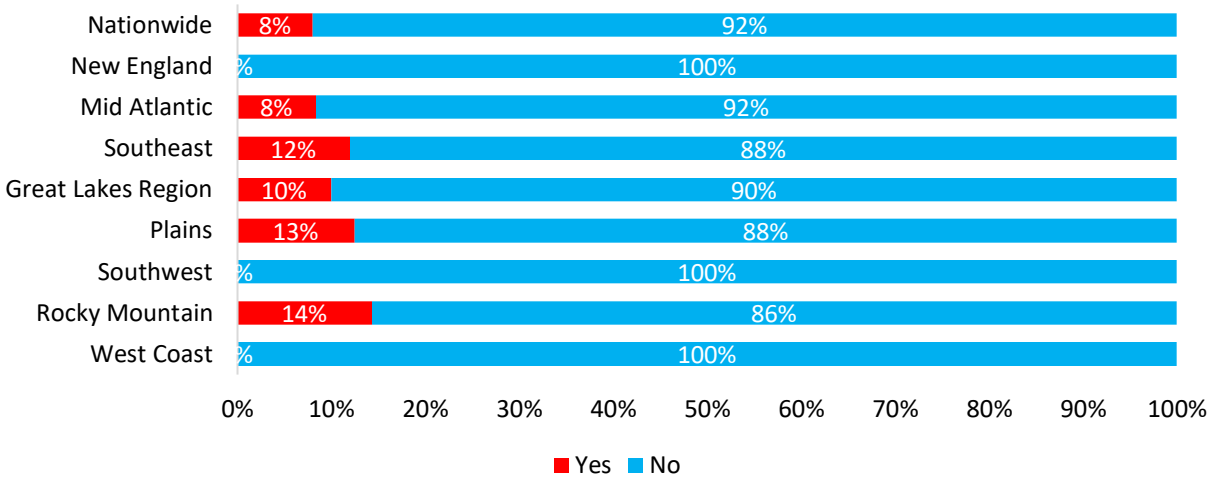
### Q4e: Limitations on traveling to and from jobs



### Q4f: Required job site safety plans for COVID-19



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



Selected Comments:

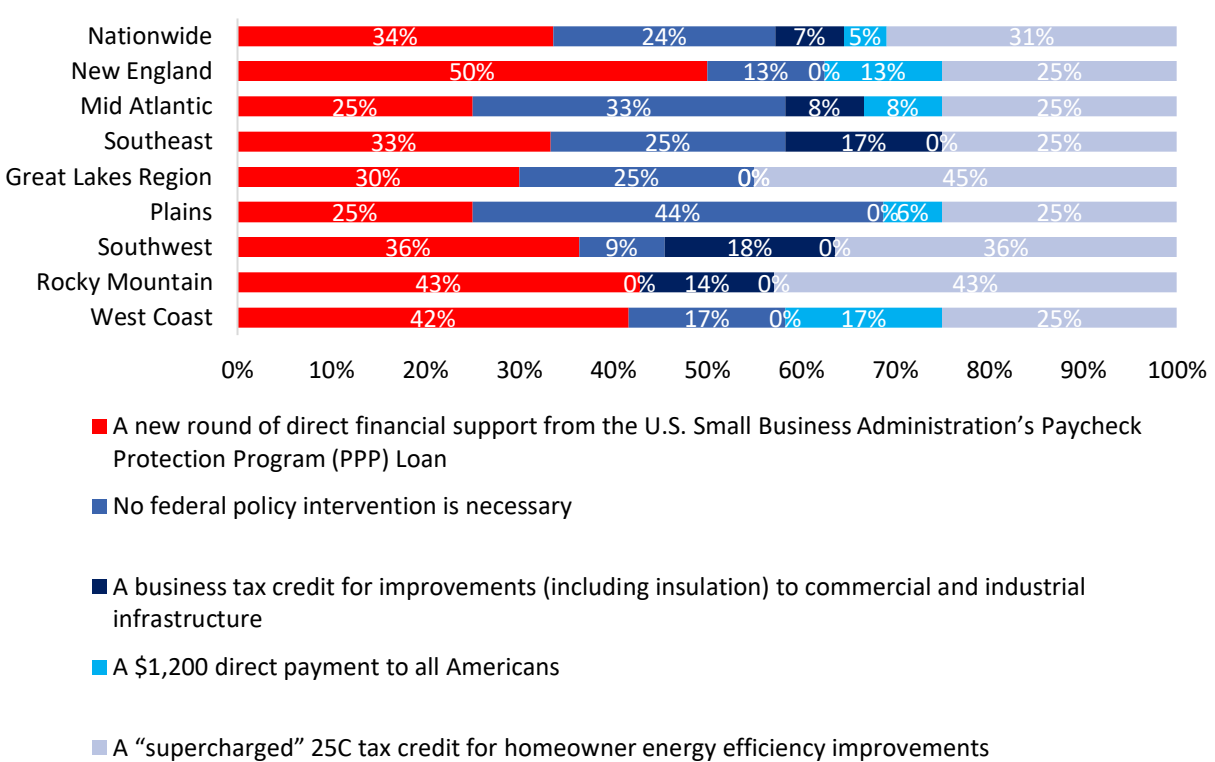
“We haven't seen much change other than a few projects our guys have had to fill out COVID questionnaires before going on site.”

“During the initial shutdown in March through May in NYS limitations on workers per site and allowing one trade drastically slowed down production. Restrictions has since been eased and getting back to "normal"”

“It varies from job to job. Some require nothing, others all of the above.”

“Primarily just mask requirements.”

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



Selected Comments:

“PPP if the supply chain slows enough to cause another shut down then PPP would help get through. also STOP any additional money to unemployment at max workers should receive what they were earning nobody is looking for work until that nonsense stops”

“They just need to open everything back up and start protecting confidence and stability. The fear and uncertainty needs to stop.”

“Stop giving money out and cut back on the amount of taxes taken from checks. for right now employees stop showing up for work when they get their checks from the government.”

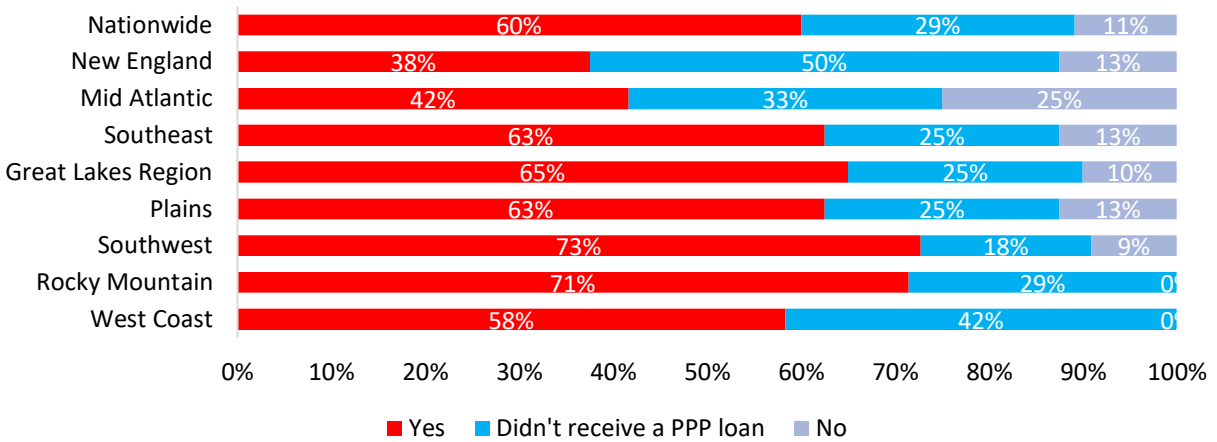
“Keep interest rates low.”

“Stop paying excessive unemployment benefits! When people can get paid the same amount of money to sit home, why would they work?? We pay a good starting rate of \$15 with excellent opportunity for growth and no one is applying for the 1st time ever!”

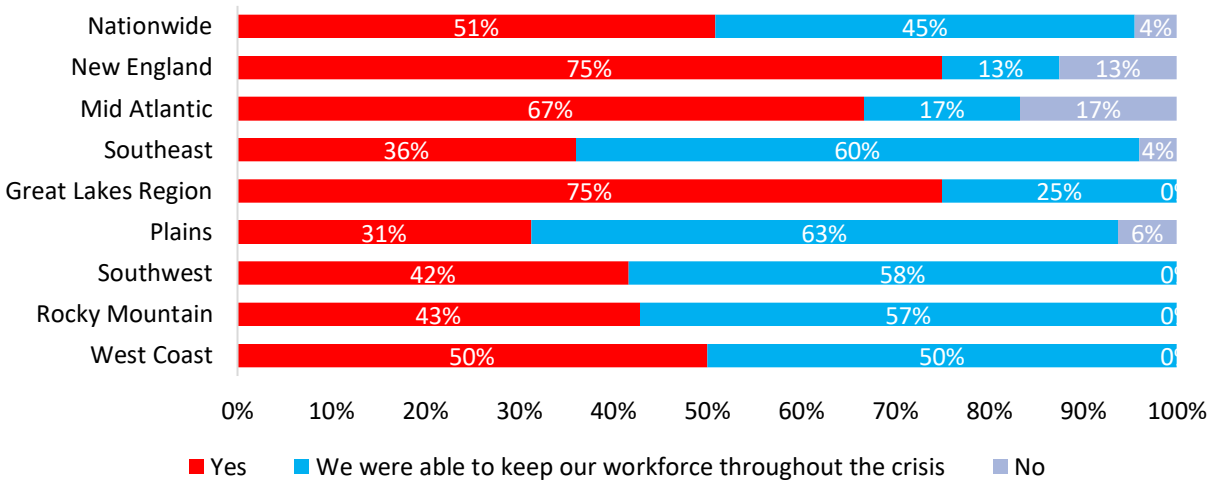
“Mirror a tax rebate program exactly like the Geothermal industry has for the insulation industry. 30% credit for material and labor on insulation projects.”



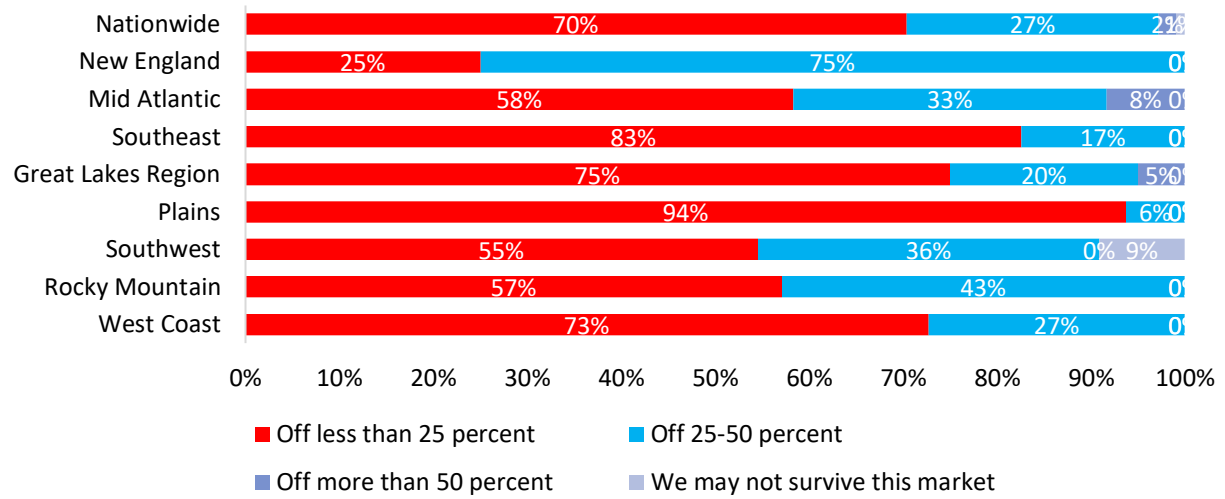
Q6: If you received a Paycheck Protection Program (PPP) loan, did it help keep your company in business?



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:

“We are currently up YOY.”

“We are up in sales.....no drop off.”

“Currently ahead of any previous year....”