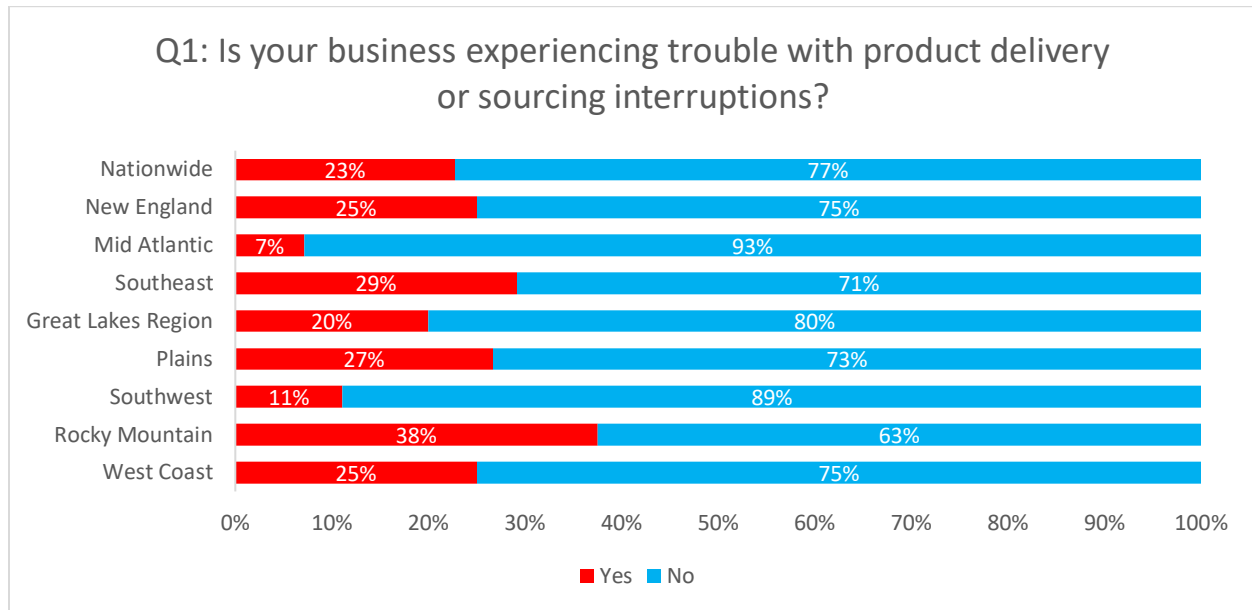


**RESIDENTIAL INSULATION CONTRACTORS SURVEY 4.17.20**  
**99 Respondents**



**Selected Comments:**

“No problem with material delivery... all projects in the SF Bay Area shut down with few exceptions.”

“We are shut down/not deemed essential”

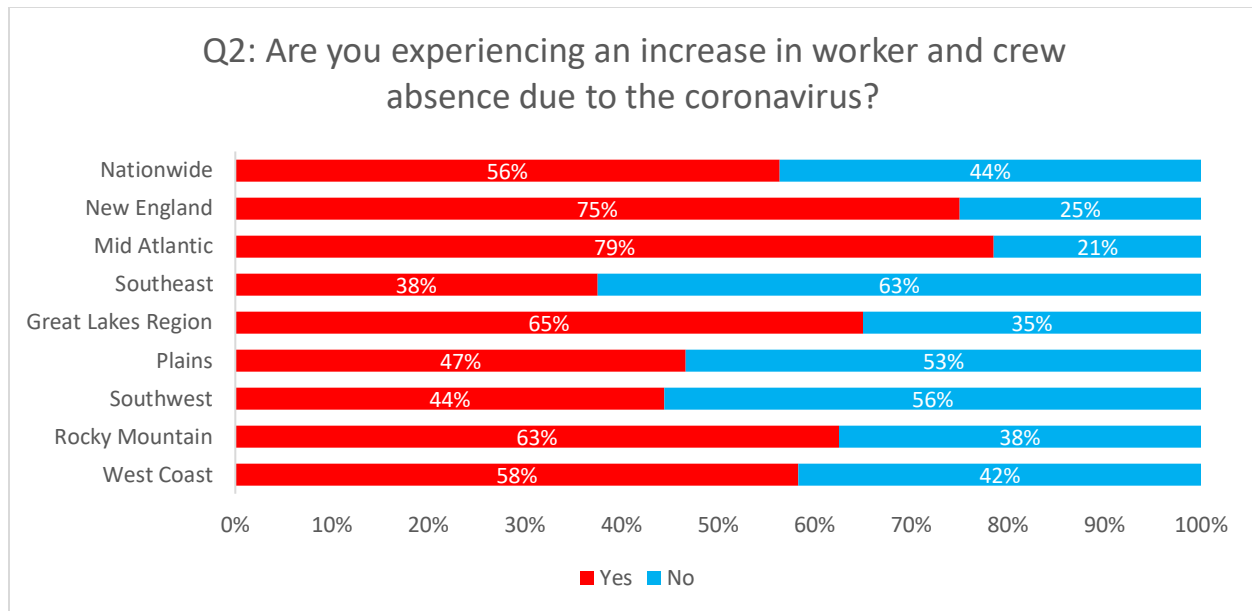
“Slowdown in deliveries”

“Only trouble is getting N95 masks for our installers”

“On select products, specifically masks”

“In State of PA completely closed. Per governor wolf. Our business is closed.”

“PPE's still in short supply, delivery dates for material have increased by a couple of weeks.”



Selected Comments:

“No need to worry about attendance since there are no projects open to perform work on.”

“Had to furlough all as we were deemed non-essential business”

“Complaining about wanting more money, saying they can draw more at home”

“About 25% of our team members are not wanting to work due to shelter in place. Not sick just nervous to be out.”

“While none of our employees have contracted covid-19, our increased focus on 'when in doubt, stay home' has meant that employees that normally would have come to work, have not come in.”

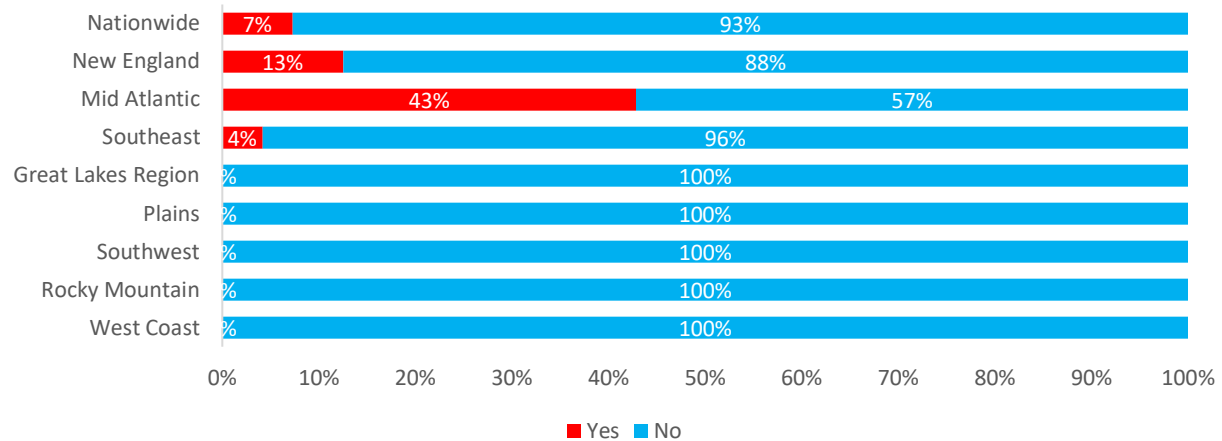
“I give them the option. We do daily temperature checks and provide the necessary ppe equipment.”

“Significant amount of workers unwilling to work because they are scared of getting the virus.”

“About 25 percent of our installers are off”

“I only have 40 employees but i have one installer out because of school closings and one out because of a current health condition where the doctor recommends he shelter in place. Most my office staff are working from home.”

### Q3: Has any worker in your organization tested positive for coronavirus?



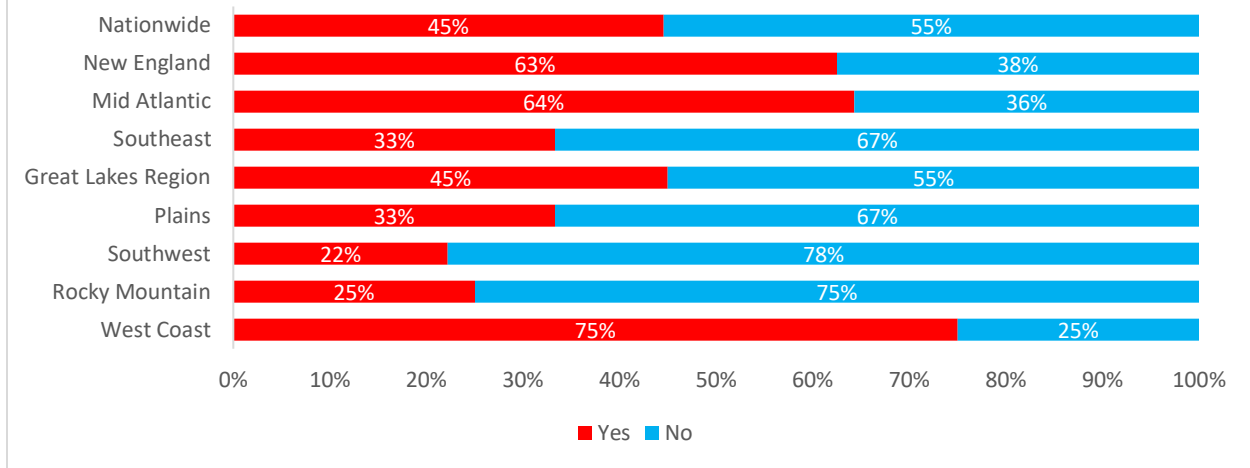
#### Selected comments:

“One said his wife had it so he was out 2 weeks....never any documentation. We are now on our second one...similar situation...no documentation...we won't let him back for 2 weeks unless he provides a negative test result”

“To our knowledge, everyone is staying healthy while under the stay at home order.”

“One person shows symptoms but they will not test unless the breathing becomes more labored.”

#### Q4: Have local jurisdictions stopped performing building site inspections?



#### Selected Comments:

“Some are allowing virtual inspections or third-party inspections.”

“Initially but has resumed albeit slower and behind”

“Yes slow down a lot adding 3 to 5 days longer for inspection.”

“The building or home has to be empty for the inspectors to go in.”

“One has put theirs on hold, another stopped building permits”

“Unsure because I work in some areas where inspections are not required, and in the area s where it is I think they are still doing them”

“So if you have a builders license, they will let you inspect, just take lots of pictures”

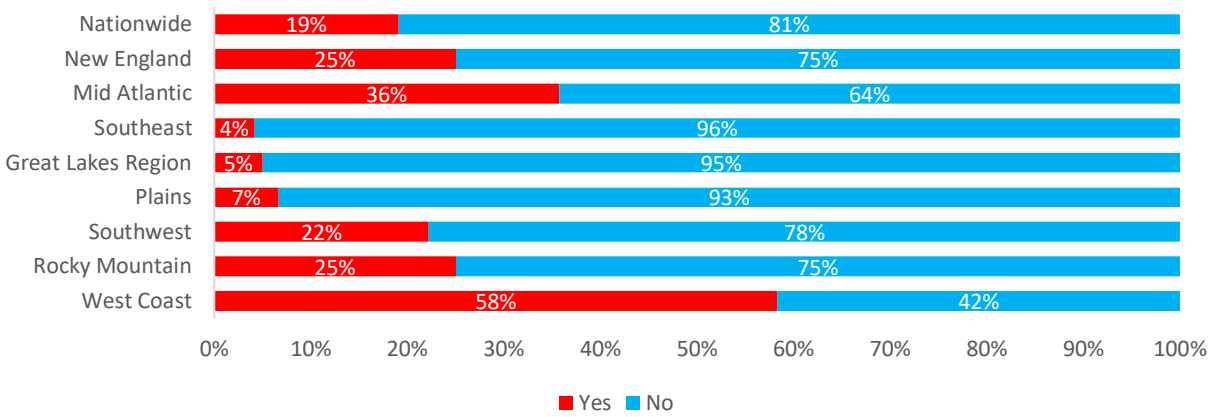
“Yes but they are doing Face time inspections.”

“Gone to virtual inspections via Facebook”

“They haven't stopped but they are delayed. Some inspectors won't enter and area to be inspected until it has been 72 hours after the workers leave that area.”

“Not stopped, but they have slowed down. Some inspectors will not come on a floor till all crews are off the floor”

Q5: Have local jurisdictions (or other authorities) indicated that they will issue stop work orders that apply to your operations? If yes, what jurisdiction(s)?



#### Selected Comments:

“Washington State Stay at Home orders from Governor Inslee that construction is non essential.”

“We cannot work on site with more than 5 people. If other trades get to a job site before us we have to leave or get fined.”

“Threatened fines of 1000.00 and jail time”

“City of Austin, Travis County. Summit County, UT. Boston, Cambridge and Somerville. However for smaller projects, they will let us work.”

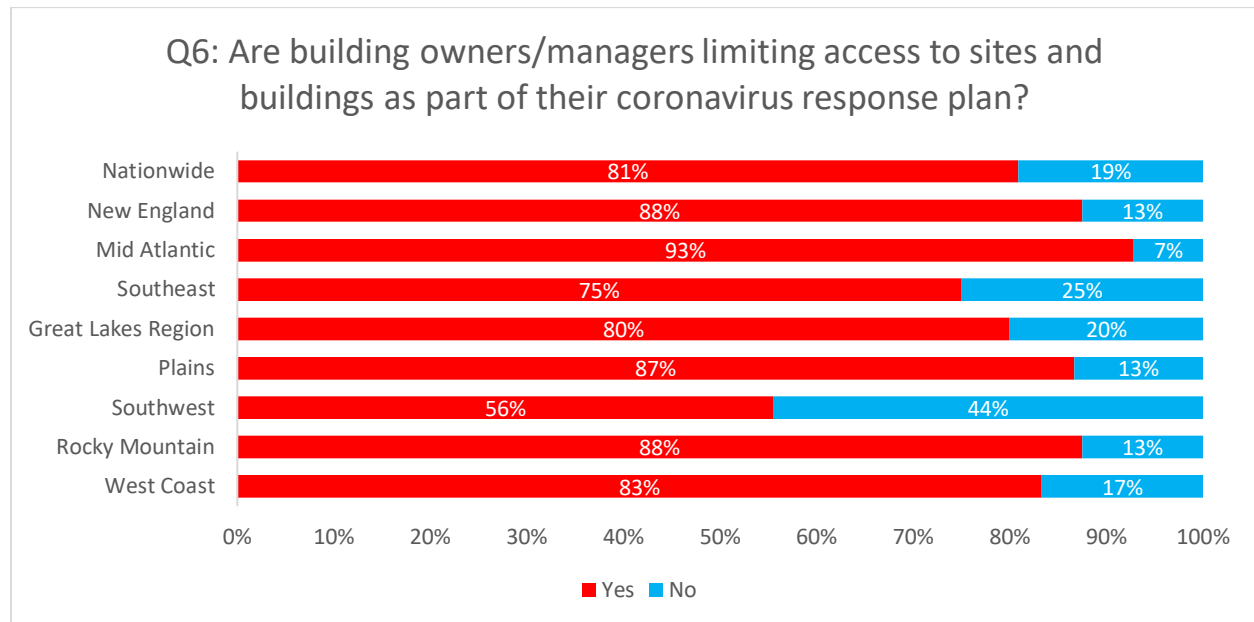
“Basically the five stated that deemed construction non-essential. Also the Bay Area in California.”

“Except we are not allowed to work in any habited building or home, has the retrofit market shut right down.”

“Boston, Cambridge and Somerville. However for smaller projects, they will let us work.”

“New York state stopped all construction. New Jersey stopped all construction except single family home sites that were in process when the pandemic began.”

“All non essential in NY - any more than 1 person / worker on a job site and the company will be issued a \$10,000 fine for the first offense. In NJ only single family home sites that began work before the outbreak can continue work.”



#### Selected Comments:

“Landlords fear liability of a tenant claiming exposure through workers”

“Yes, one trade at a time.”

“The fewer contractors and associates on the job site the better. We are seeing on some sites, one subcontractor at a time.”

“To one sub on a job site.”

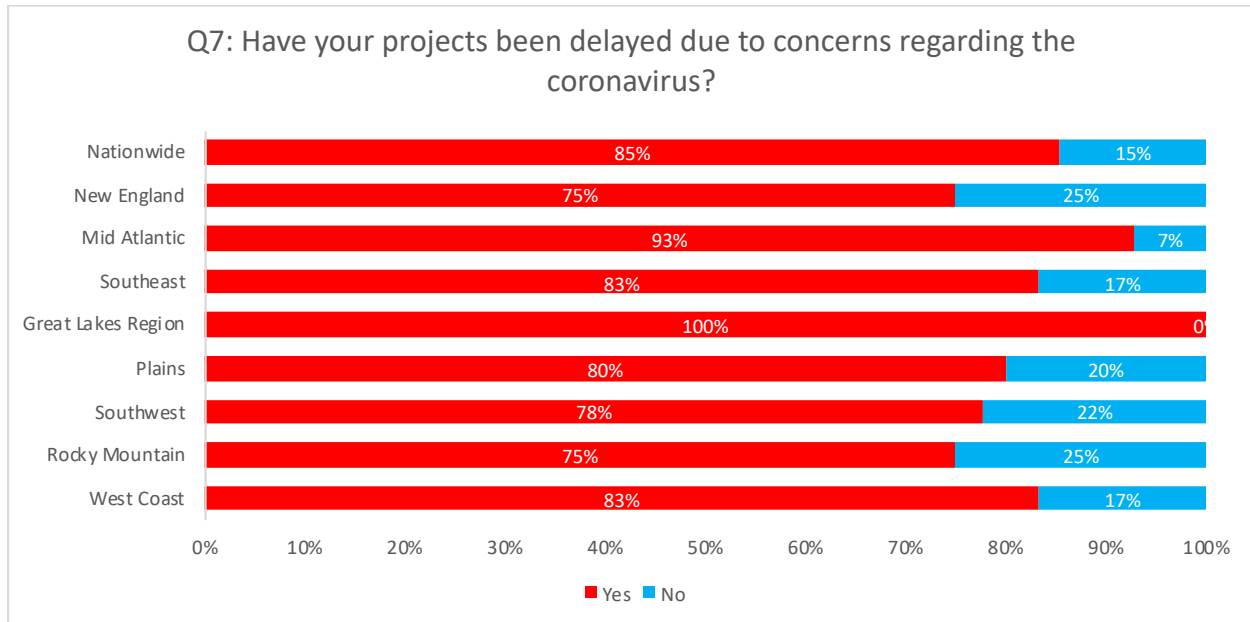
“Weekly job meetings have ceased.”

“Some are allowing exterior only. If someone tests positive they are closing to clean and sanitize.”

“Yes and no some are cheating letting drywall crews work most others are limiting to one worker per site and stopping at insulation”

“Some are. Residential is hit and miss. Most commercial jobsites are staying open but a few have closed.”

“Not the sites we're on, yet. As social distancing poses problems, that's when we'll see limited access.”



#### Selected Comments:

“Hesitancy to move forward as well as projects that were put on hold due to local authorities are now behind over 4 weeks”

“Mostly because of limiting people on site”

“Bid dates have been postpone to a later date.”

“Waiting longer on inspection”

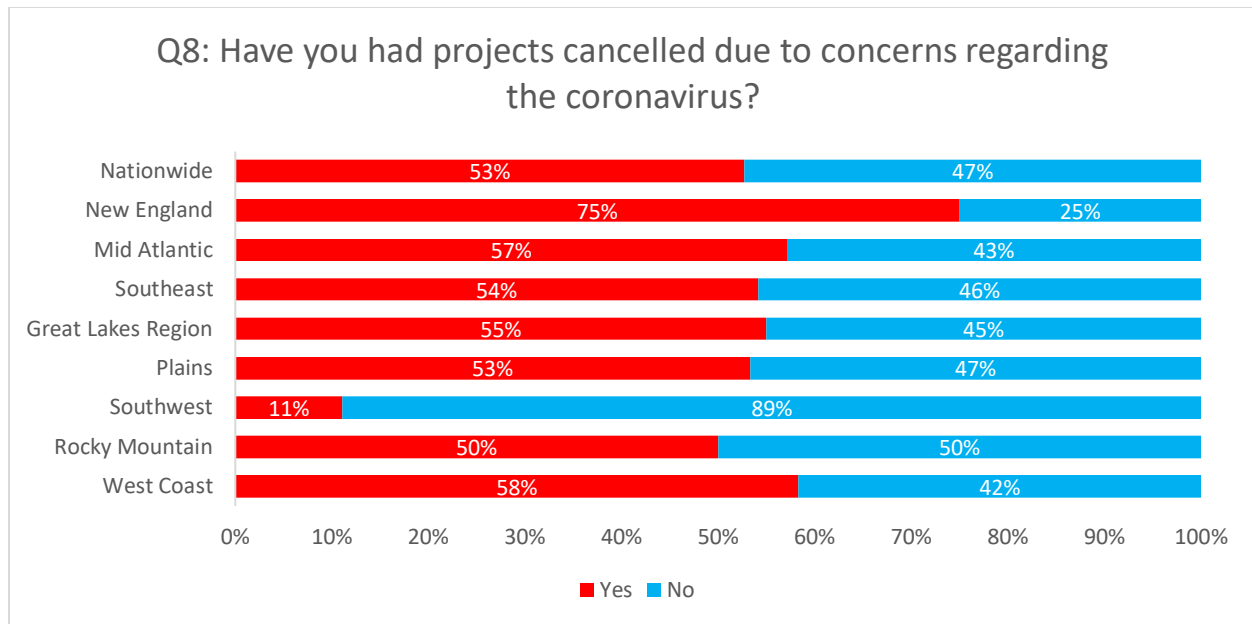
“Some work slid back because of restrictions of number of people/trades on a job site.”

“A number of remodel projects scheduled for install have been postponed by homeowners.”

“Several have been delayed in getting permits, others have been delayed due to other trades not having workers or materials that are coming from overseas.”

“Other trades coming down with something else or covid-19”

“We haven't seen any cancellations but a few have been put on hold”



Selected Comments:

"In the beginning. Now they are wanting us to come out."

"Postponed, but not cancelled."

"Couple of jobs which are not started framing are on hold for now."

"Yes have been cancel for now."

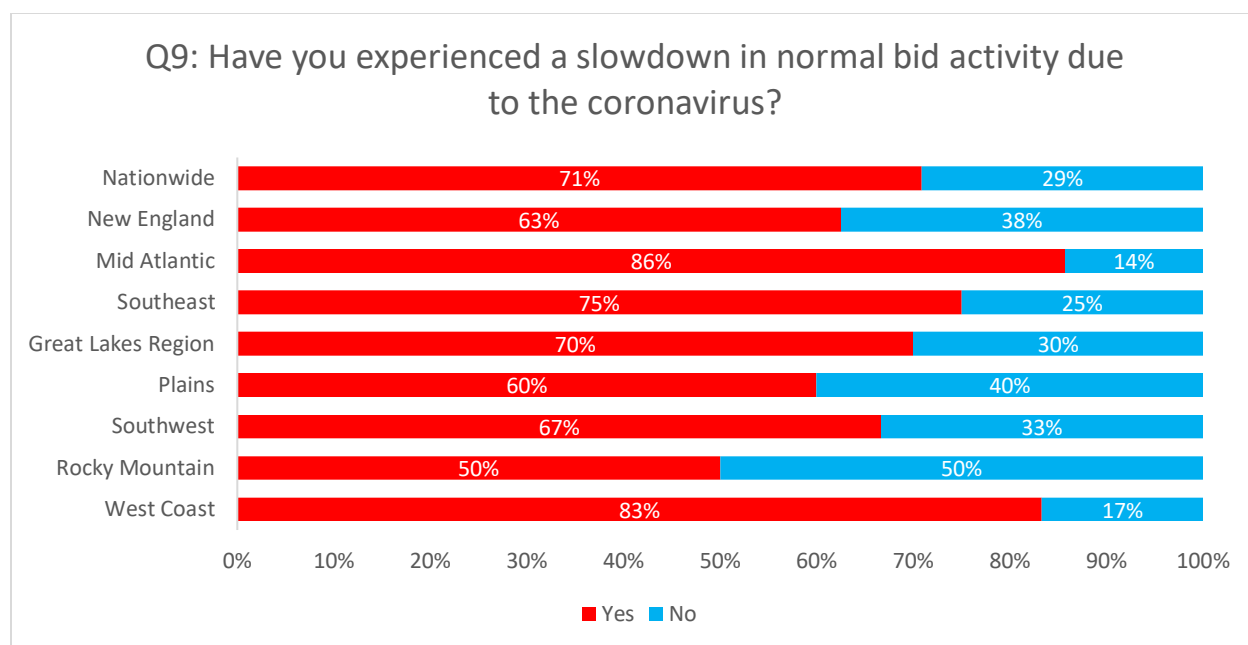
"Retrofit and remodel jobs on hold until further notice, retro fit insulation contractors hurt the most not so much in new building but some in large commercial building."

"Think there will be a lag time before we see a slowdown...Work is in the pipeline for a few months...Maybe"

"Yes, we have had several projects get postponed indefinitely and/or cancelled."

"Nothing canceled that i am aware of"





#### Selected Comments:

“Biggest drop off is in retrofit bidding. Most likely because people don't want others in the house they live in to give a bid or do retrofit work.”

“Decision makers seem to be unavailable. Responses are significantly delayed”

“Difficult to assess at this time. Definite decrease in incoming calls for residential work.”

“Not bidding homeowner work by choice”

“Most contractors are still trying to put bids together so that when the "all clear" is given they can jump right back to it.”

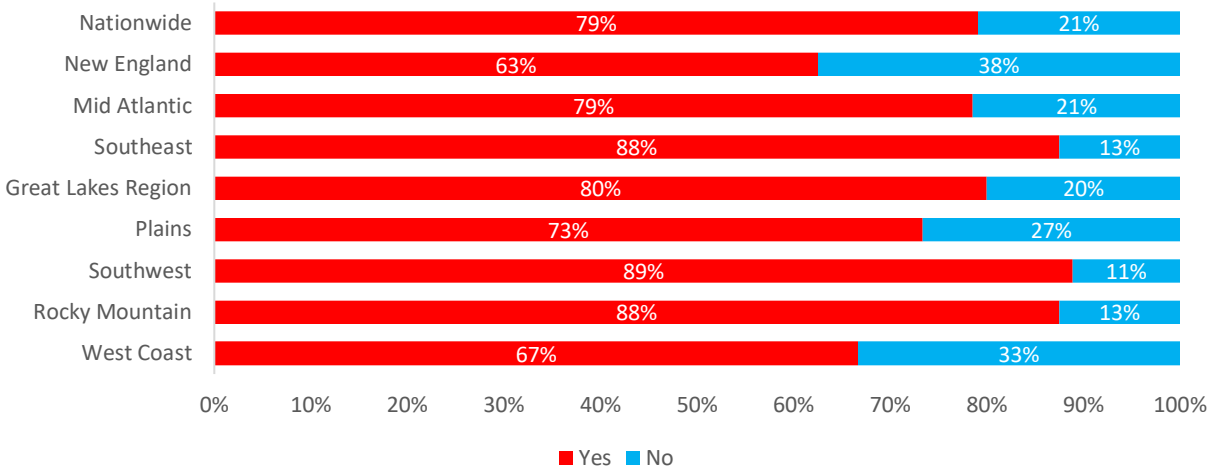
“Definite slowdown in bidding. Our backlog is not strong.”

“Bidding has been much slower in the last month both on the residential side as well as the commercial side.”

“Nothing is happening right now.”

“Bidding seems to be moving along”

Q10a: Has your company applied to the Paycheck Protection Program (PPP) recently created by Congress?



Selected Comments:

“Submitted but haven’t received neither as of today”

“Neither as we do not qualify for these programs.”

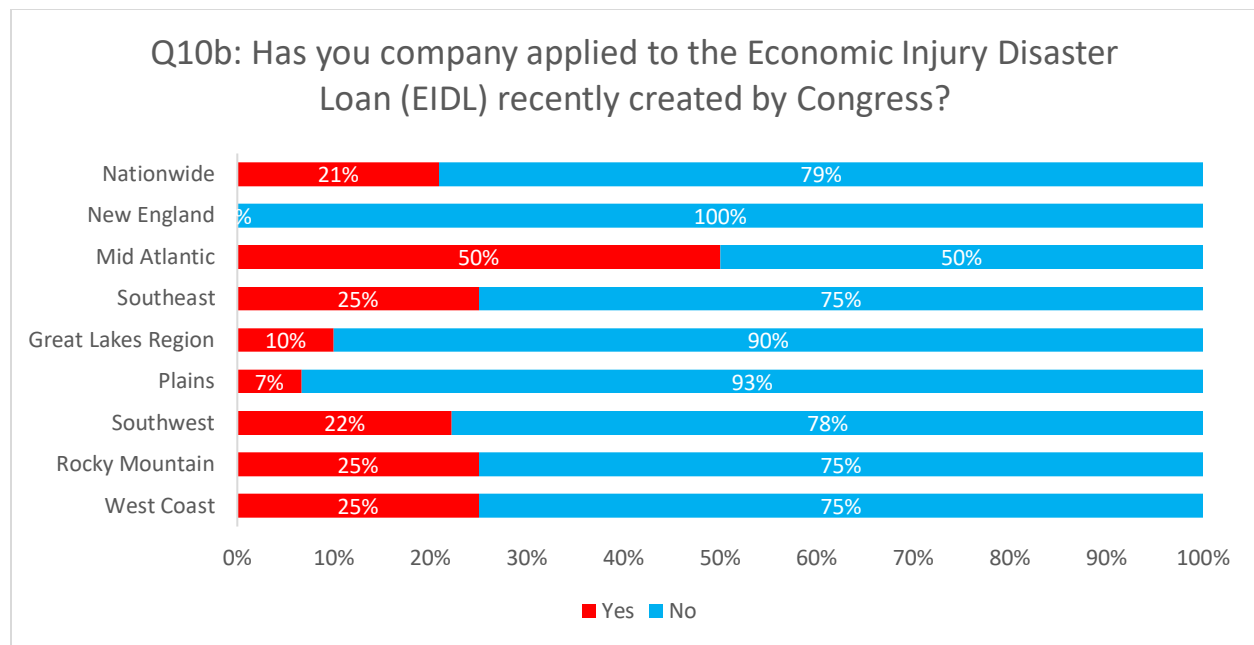
“And still haven't heard back from our bank”

“No word or money yet”

“Not needed”

“Got our money quickly. We are ready to work.”

“Applied, approved, and funds received”



Selected Comments:

“Received both”

“Sloooooow process.”

“Neither as we do not qualify for these programs.”

Raw Numbers									
Question		West Coast	Rocky Mountain	Southwest	Plains	Great Lakes Region	Southeast	Mid Atlantic	New England
Q1: Is your business experiencing trouble with product delivery or sourcing interruptions?	Yes	3	3	1	4	4	7	1	2
	No	9	5	8	11	16	17	13	6
Q2: Are you experiencing an increase in worker and crew absence due to the coronavirus?	Yes	7	5	4	7	13	9	11	6
	No	5	3	5	8	7	15	3	2
Q3: Has any worker in your organization tested positive for coronavirus?	Yes	0	0	0	0	0	1	6	1
	No	12	8	9	15	20	23	8	7
Q4: Have local jurisdictions stopped performing building site inspections?	Yes	9	2	2	5	9	8	9	5
	No	3	6	7	10	11	16	5	3
Q5: Have local jurisdictions (or other authorities) indicated that they will issue stop work orders that apply to your operations? If yes, what jurisdiction(s)?	Yes	7	2	2	1	1	1	5	2
	No	5	6	7	14	19	23	9	6
Q6: Are building owners/managers limiting access to sites and buildings as part of their coronavirus response plan?	Yes	10	7	5	13	16	18	13	7
	No	2	1	4	2	4	6	1	1
Q7: Have your projects been delayed due to concerns regarding the coronavirus?	Yes	10	6	7	12	20	20	13	6
	No	2	2	2	3	0	4	1	2
Q8: Have you had projects cancelled due to concerns regarding the coronavirus?	Yes	7	4	1	8	11	13	8	6
	No	5	4	8	7	9	11	6	2
Q9: Have you experienced a slowdown in normal bid activity due to the coronavirus?	Yes	10	4	6	9	14	18	12	5
	No	2	4	3	6	6	6	2	3
	Yes	8	7	8	11	16	21	11	5

Q10a: Has you company applied to the Paycheck Protection Program (PPP) recently created by Congress?	No	4	1	1	4	4	3	3	3
Q10b: Has you company applied to the Economic Injury Disaster Loan (EIDL) recently created by Congress?	Yes	3	2	2	1	2	6	7	0
	No	9	6	7	14	18	18	7	8