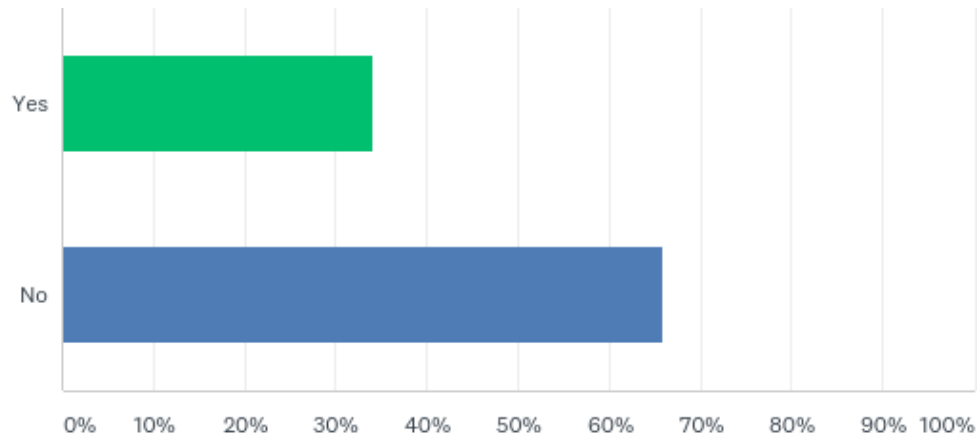


COMMERCIAL, MECHANICAL, AND INDUSTRIAL INSULATION CONTRACTORS SURVEY 4.2.20

Q1: Is your business experiencing trouble with product delivery or sourcing interruptions?



ANSWER CHOICES	RESPONSES	
Yes	34.09%	15
No	65.91%	29
TOTAL		44

Selected Comments:

“Not as of April 1st. “

“We cannot get certain abatement supplies, hepa filters etc, respirators -N95 masks, etc”

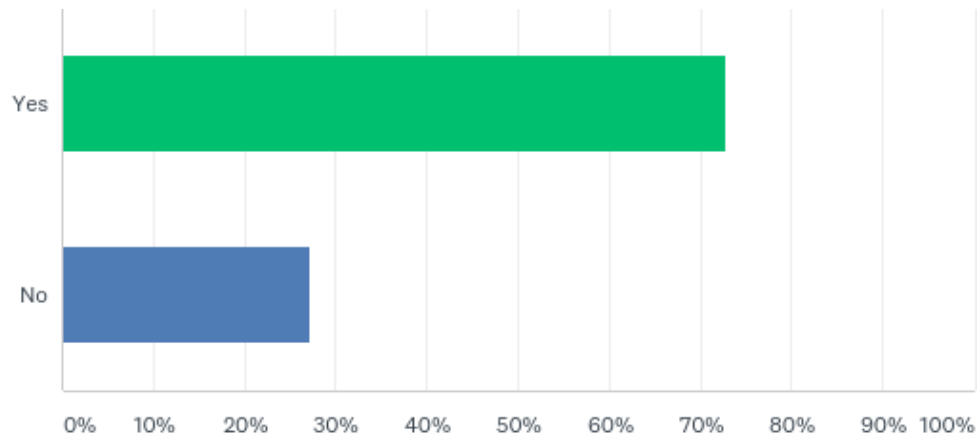
“Not yet.”

“Until able to get PPE”

“Seeing delays in product delivery because of short staffing.”

“Very minor at this point”

Q2: Are you experiencing an increase in worker and crew absence due to the coronavirus (e.g., illness, childcare disruptions)?



ANSWER CHOICES	RESPONSES	
Yes	72.73%	32
No	27.27%	12
TOTAL		44

Selected Comments:

“Employees are scared, plus customers are shutting down projects”

“People are afraid to go to work”

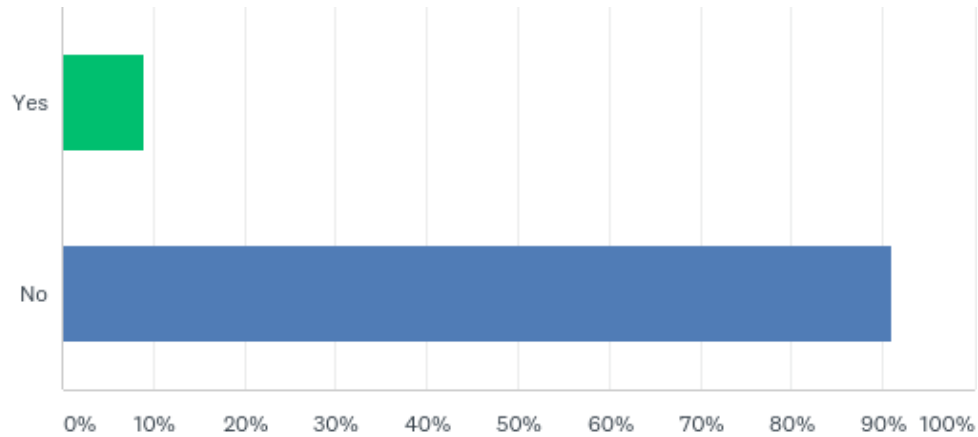
“Not as yet but anticipate it coming”

“Unemployment is now too attractive for a union worker who has his benefits paid up for several months. He can get laid off, make almost as much money as he makes working, and still maintain benefits.”

“very little at this time”

“Substantial. quarantine from doctors orders AND from when trade stacked employees get exposed to other trades who test positive or have taken quarantine measures.”

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



ANSWER CHOICES	RESPONSES	
Yes	9.09%	4
No	90.91%	40
TOTAL		44

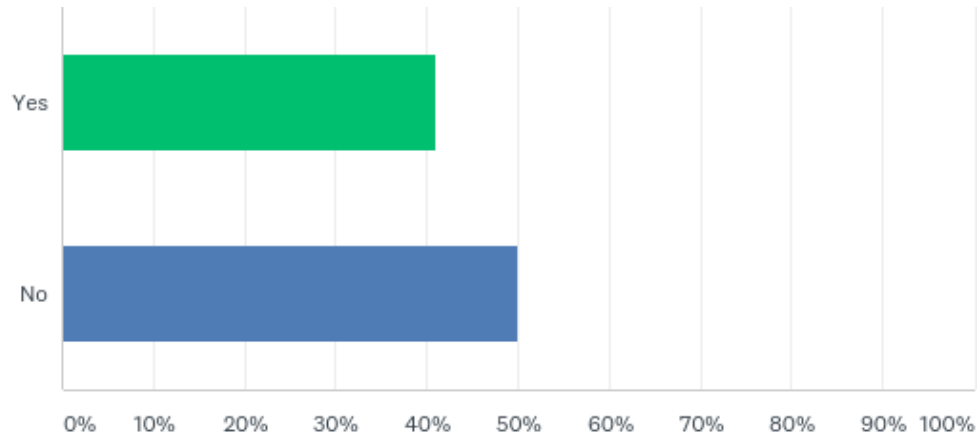
Selected Comments:

“Not yet and praying we don't”

“We were on a site that had a positive test and were not told the results until after 2 weeks of their taking the test.”

“One in quarantine”

Q4: Have local jurisdictions stopped performing building site inspections?



ANSWER CHOICES	RESPONSES	
Yes	40.91%	18
No	50.00%	22
TOTAL		44

Selected Comments:

“Not that I am aware of”

“No but city staff is limited.”

“Taking longer to get inspections”

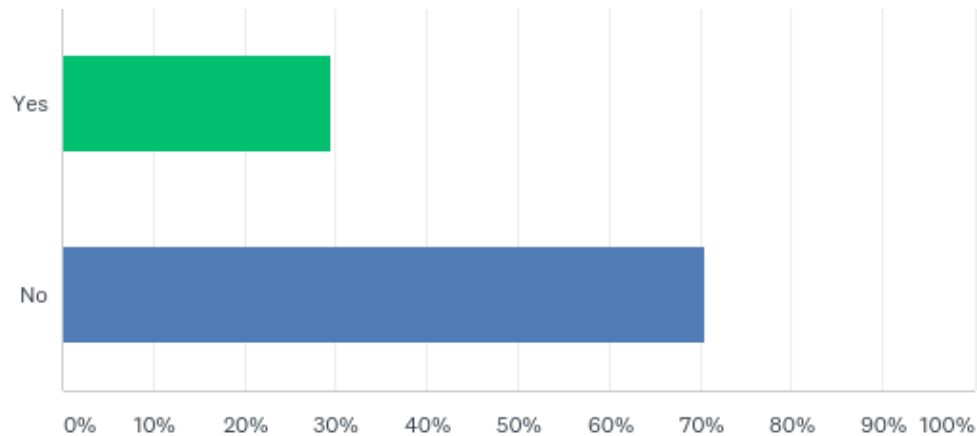
“Some have and some haven't”

“Not to my knowledge.”

“Not yet but they are much slower at scheduling”

“Very little to date”

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)?



ANSWER CHOICES	RESPONSES	
Yes	29.55%	13
No	70.45%	31
TOTAL		44

Selected Comments:

"In New York several local municipalities have indicated they will issue stop work orders if the jobs do not shut down however in upstate we don't have the problem they have down state but we do anticipate the spread."

"EO 202.6 9. Construction • All non-essential construction must shut down except emergency construction, (e.g. a project necessary to protect health and safety of the occupants, or to continue a project if it would be unsafe to allow to remain undone until it is safe to shut the site)."

"Various in Illinois"

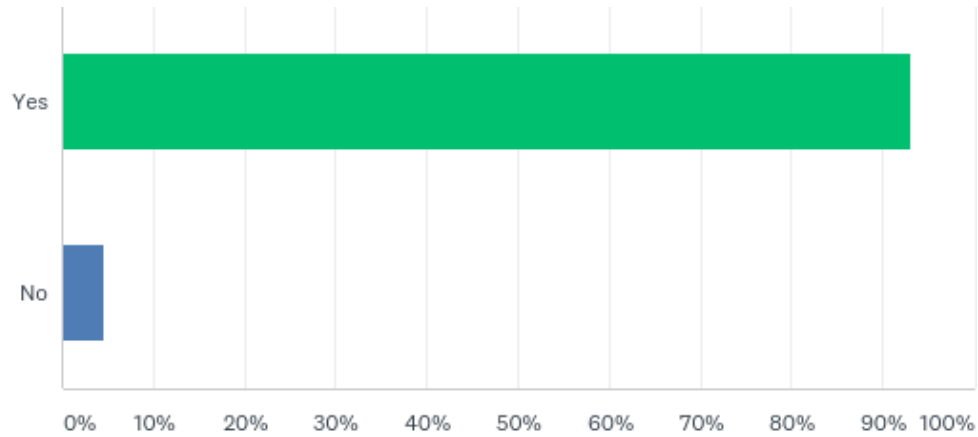
"Certain State as well as certain Cities have close to construction. Boston, Cambridge, Somerset, New York State"

"Wyandotte was supposed to be closed but some jobs have opened"

"Joliet WWTP (Joliet, IL)

"There is a lot of uncertainty with where construction fits in the world of "stay at home" orders from Government"

Q6: Are building owners/managers limiting access to sites and buildings as part of their coronavirus response plan?



ANSWER CHOICES	RESPONSES	
Yes	93.18%	41
No	4.55%	2
TOTAL		44

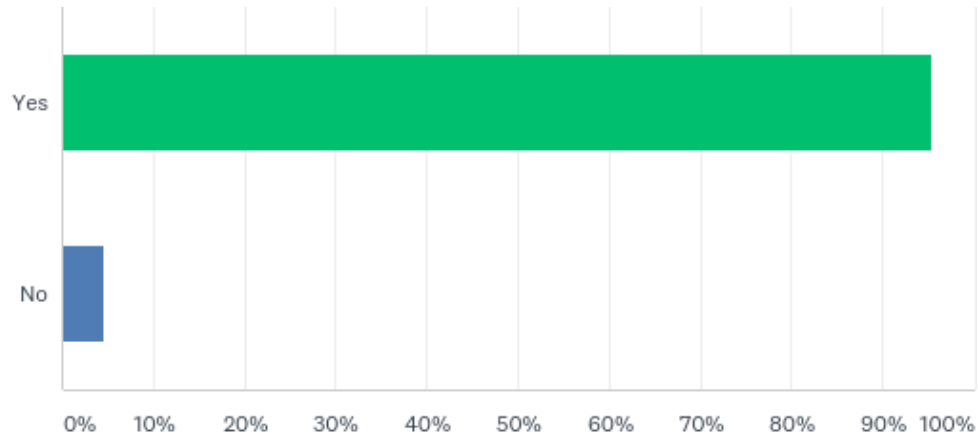
Selected Comments:

“See more facilities asking each employee to fill out information before being allowed on site.”

“Some plants we work in are not letting contractors in until further notice.”

“Some but not all”

Q7: Have your projects been delayed due to concerns regarding the coronavirus?



ANSWER CHOICES	RESPONSES	
Yes	95.45%	42
No	4.55%	2
TOTAL		44

Selected Comments:

“Several”

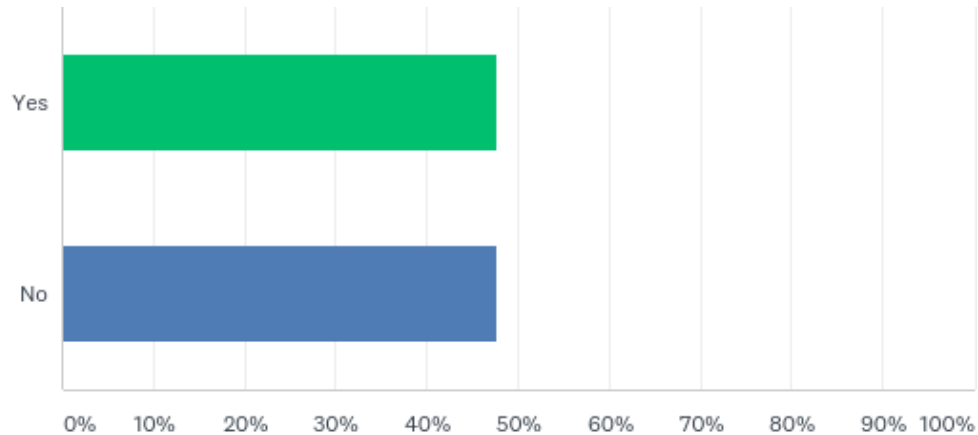
“Certain job sites have been completely shut down. That being said, in the state of PA if you are doing "healthcare construction" there is a waiver. Fortunately, for us much of what we do are hospitals, nursing homes, and VA's”

“Some projects, not all”

“Some have”

“Some but not all”

Q8: Have you had projects cancelled due to concerns regarding the coronavirus?



ANSWER CHOICES	RESPONSES	
Yes	47.73%	21
No	47.73%	21
TOTAL		44

Selected Comments:

“Not yet, but we could in the near future”

“Just delayed as of now”

“I had a project delayed at a Kraft plant because they had to increase production of lunch meat to meet demand.”

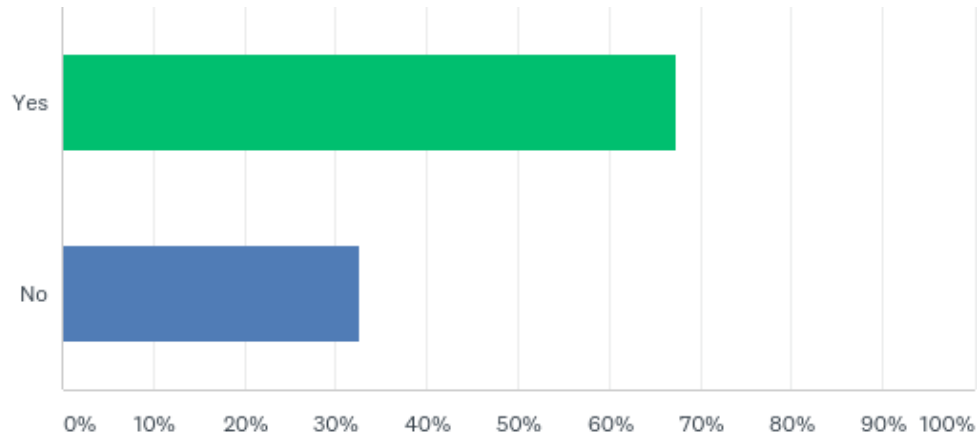
“Not cancelled just extended.”

“Not yet but several are suspending talks for now.”

“Delayed but possible cancelled.”

“Not cancelled yet but postponed due to response plan”

Q9: Have you experienced a slowdown in normal bid activity due to the coronavirus?



ANSWER CHOICES	RESPONSES	
Yes	67.44%	29
No	32.56%	14
TOTAL		43

Selected Comments:

“Down a bit so far. Next 90 days will tell the tale.”

“Bidding has been at an all time high as of late.”

“Not yet, but we expect it to happen.”

“Just started this week. Projects that were already in the pipeline are still bidding but the daily call for maintenance type bids has slowed down tremendously.”

“Extremely slower and an uncertainty has saturated the market place about the future of projects and their viability”

“Not really. Eventually I think it will”