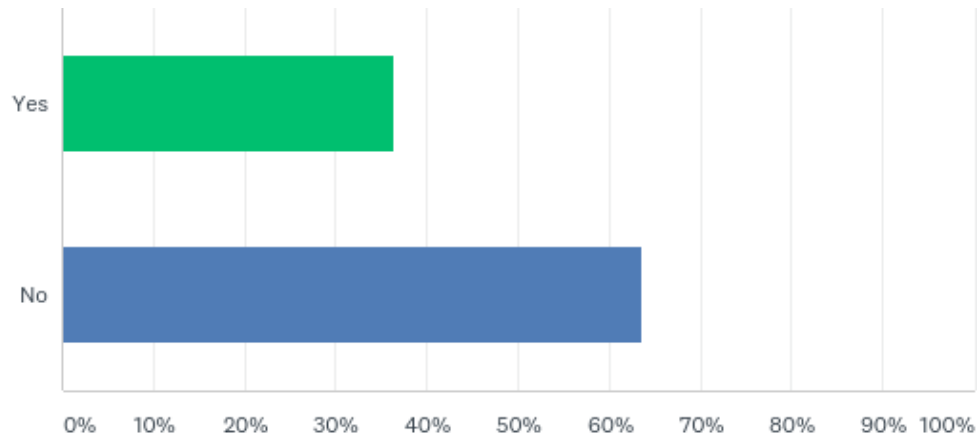


INSULATION CONTRACTORS SURVEY 3.25.20

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



ANSWER CHOICES	RESPONSES	
Yes	36.36%	56
No	63.64%	98
TOTAL		154

Selected Comments:

“No tyvek suits or masks available”

“Had to drive 3 hours one way to get material for a job”

“Delays on projects and overall volume of work is down”

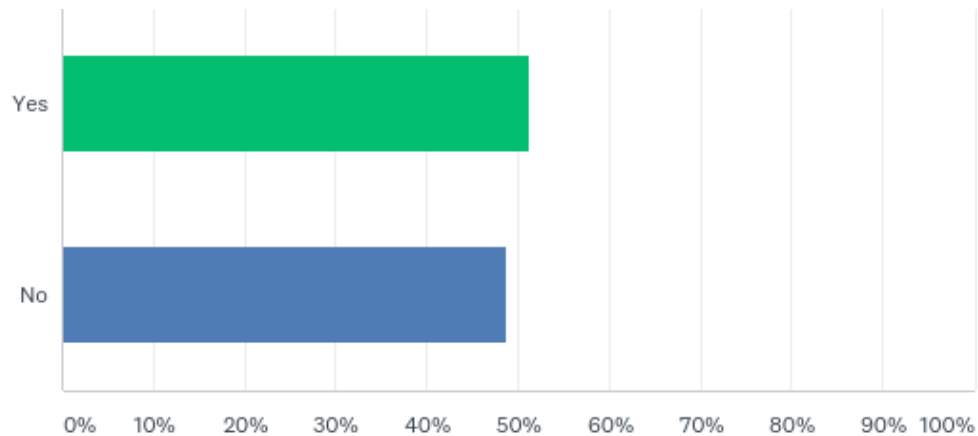
“All insulation plants appear to be running with the possible exception of cellulose plants in Michigan.”

“We have had a hard time acquiring the N95 masks ever since the virus hit China. My concern is that once we have moved past the quarantine phase of this virus and we are all returning to work, we will not have the proper PPE to do our jobs.”

“At this point we have not had any disruptions to supply”

“some-some foam products come from overseas”

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



ANSWER CHOICES	RESPONSES	
Yes	51.30%	79
No	48.70%	75
TOTAL		154

Selected Comments:

“Guys are having to stay home to look after their kids and are afraid of carrying the disease”

“this is a big issue, as a small company with 15 employees we are missing up to 50% of our crew daily.”

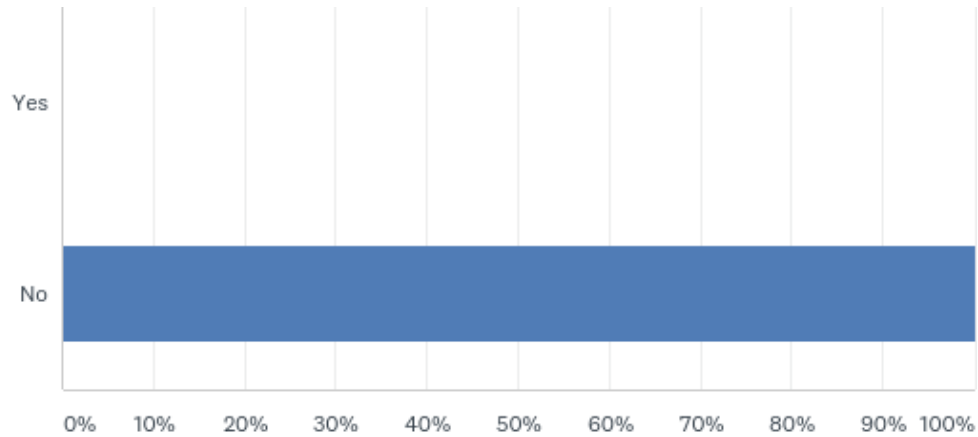
“Only approximately 10% of our men are willing to work right now. The others cite the Lock down and the concern for bringing the virus home to their families.”

“about 15 percent of our guys have decided to ride it out at home”

“Our workers are staying healthy but job sites are pushing off due to other illnesses and revising policies which is causing us to lay off people, hopefully temporarily.”

“25% of our employees had absences due to their children's school closings.”

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



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	100.00%	154
TOTAL		154

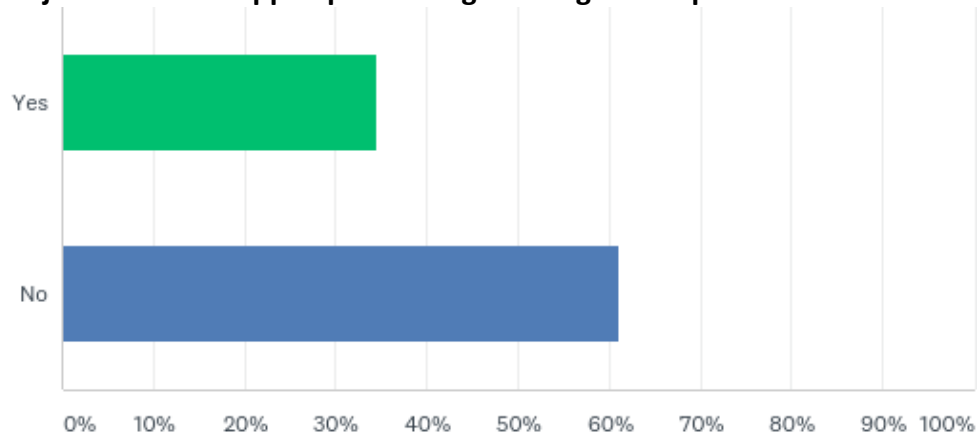
Selected Comments:

“One employee is self quarantined because his wife might have it. No test was issued, self assessed and told to stay home for 2 weeks by a doctor.”

“However 4 were sick at the beginning of March with fever and cough never tested because the Covid info wasnt so prevelent.”

“If it would occur, most likely will shut us down.”

Q4: Have local jurisdictions stopped performing building site inspections?



ANSWER CHOICES	RESPONSES	
Yes	34.42%	53
No	61.04%	94
TOTAL		154

Selected Comments:

“Down for 3 weeks”

“They are scheduled with no one in the building”

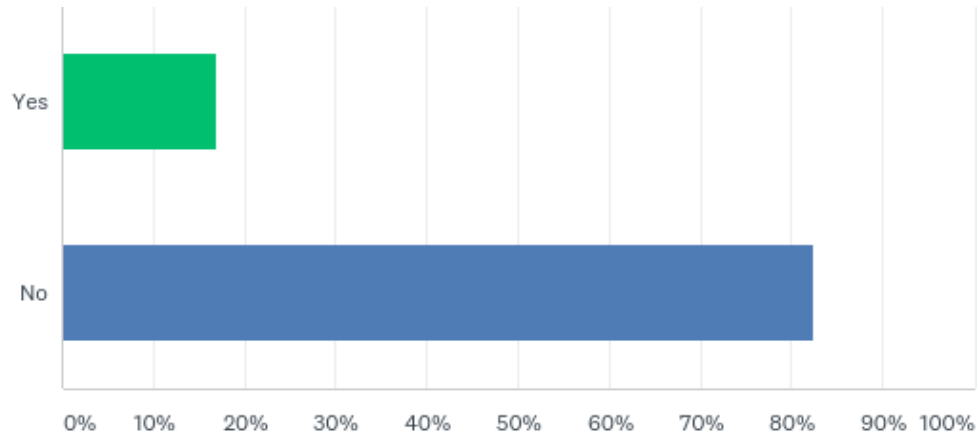
“Depends on which county we are in. Some county’s are still doing inspections as long as the job site is empty.”

“Many of them are requiring the jobsite to be vacated during the times of inspection. That's anywhere from a couple hours up to a full day.”

“This happened temporarily, but then the municipality created guidelines to safely inspect projects so we could all continue to work and keep the project moving along.”

“Some counties/cities struggling to get them scheduled and are encouraging 3rd party inspections”

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	16.99%	26
No	82.35%	126
TOTAL		153

Selected Comments:

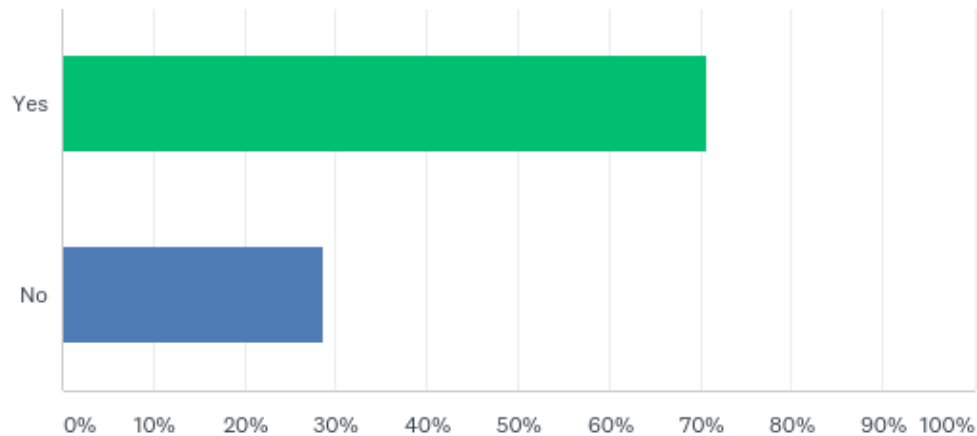
“Cities of Carmel and Fishers in Indiana have put in no entry orders. Counties are getting tighter and tighter on restrictions so we might be affected more as we move forward.”

“Philadelphia area has shut down "Non-life sustaining" construction but it seems like almost all of our projects have been able to obtain an exemption, even non critical ones like a Casino. This is bad. The Building Owners who are "safely" working from home are exposing construction workers to this life threatening virus so their pocketbook don't suffer. Construction Worker Lives Matter!”

“State of Delaware. As of now we are still operating with restrictions on number of contractors that can be present at the job site. If officials find that is not being complied with they will shut down work.”

“They have actually marked out that "residential construction" is essential in our counties of business that have been placed under restrictive orders.”

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



ANSWER CHOICES	RESPONSES	
Yes	70.78%	109
No	28.57%	44
TOTAL		154

Selected Comments:

“Some are. Most prominently in the industrial sector”

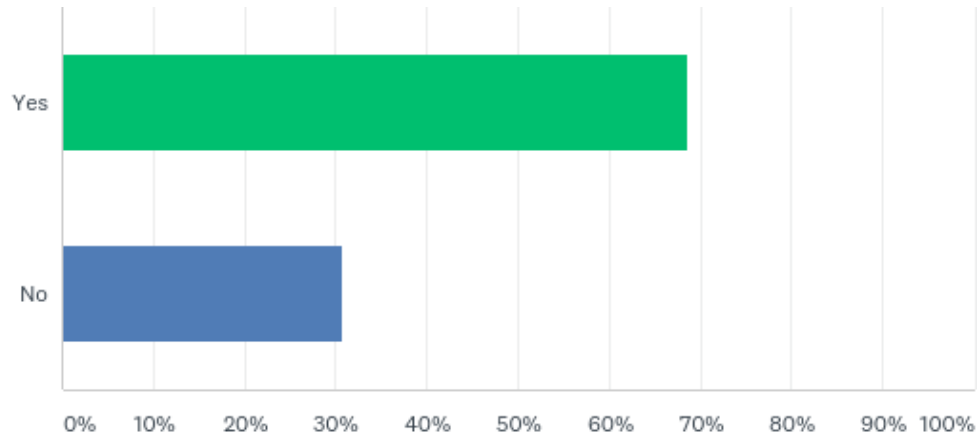
“We lost 6 retrofit jobs in 2 weeks. Nowhere for occupants to be for 24 hours after spray foam is complete. And they simply don’t want strangers in there house.”

“On our commercial job sites, they are just requiring different trades to be spread out throughout the building in an effort to not have the different trades come into contact with one another.”

“Varies. Many commercial job sites have closed in compliance with the shelter in place order. Others are violating that order and continuing to work as if nothing has changed. Others continue to work on a limited basis. We were told by one project manager that we could dispatch workers to their job only if we wanted to but if we do send people we need to notify them in advance since they are restricting the number of people to a maximum of 50 people on site at a time. So it's all over the ballpark.”

“Some contractors are saying not more than 10 people per jobsite”

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



ANSWER CHOICES	RESPONSES	
Yes	68.63%	105
No	30.72%	47
TOTAL		153

Selected Comments:

“Only by us. We are limiting the size of the work force per job so the jobs are taking longer.”

“Slow inspections are having a large impact on our projects.”

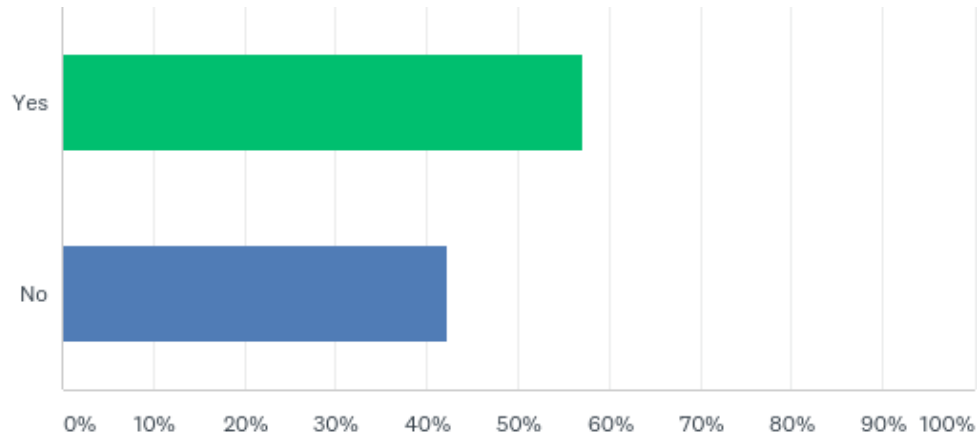
“Only private jobs, public works and hospitals still progressing.”

“Jobs have gotten pushed back or canceled. Large University projects that we were awarded are saying now that they might not move forward with the project.”

“One large residential project is on hold due to owners business being impacted (casinos in the gulf coast) shutting down caused him to stop making decision on his new construction home. Delayed until he can return and give direction to the GC”

“Not yet, right now people are trying to move projects forward faster then ever in case things shut down completely”

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



ANSWER CHOICES	RESPONSES	
Yes	57.14%	88
No	42.21%	65
TOTAL		154

Selected Comments:

“Not cancelled yet but postponed due to response plan”

“People don’t know what’s happening so they are cancelling jobs. We need normalcy.”

“Bids dates have been moved”

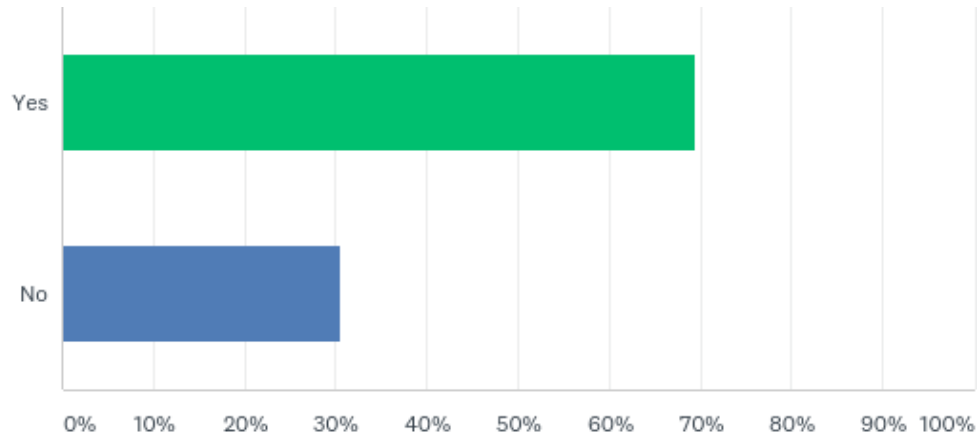
“Mainly retrofit so far. We have seen some new construction in Seattle get put on hold.”

“Existing single family homes only”

“delayed but not cancelled”

“Postponed yes- not canceled yet”

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



ANSWER CHOICES	RESPONSES	
Yes	69.48%	107
No	30.52%	47
TOTAL		154

Selected Comments:

“Not really Eventually I think it will”

“Residential work has almost completely stopped. Commercial requests for bids continue coming in.”

“From 20-30 calls a day to zero in the last week”

“I have not received a call in the past two weeks previously received 10 to 15 per week”

“New Construction and commercial bidding hasn't changed, our phones have stopped with people calling in for retro-fit work”

“Bidding new jobs has more or less stopped all together. There are still some requests to provide a price from plans but filed measures of jobs that will be ready in the near future have stopped altogether.”

“Significant downturn in calls, projects to bid, and already hearing builders talk about how they might have houses canceled that they were scheduled to start.”