



GREEN-TOPPERS

NATIONAL INSULATION COMPANY



Wednesday, March 18, 2009

To Whom It May Concern:

RE: Docket No. 09-057-T04

I'd like to begin this letter by qualifying myself a little bit. I've been a licensed Real Estate Agent with the Salt Lake Board of Realtors since 1998, have sold quite a few homes since I got my license, and have truly enjoyed the industry. In 2003, my Father and Myself started a construction company and specialized in semi-custom homes, building around 40-60 a year. Through experience, studies, and testing, I've also been fortunate enough to obtain by B-100 General Contractors License. I've earned an Associate Degree of Science and have enjoyed my studies and my work.

While cities started to slowly to enforce the 2007 res-check which is the required documentation in order to obtain a building permit, by the end of 2007, all cities were enforcing our use of the new qualifiers on a home. Simply put, the res-check evaluates any given homes energy consumption. We have found that in order to pass on any new residential build job, we've been required to have R-52 insulation in the attics, a 90% furnace, and Lowe glass on all of our windows. As you can see, our country is dedicated and working towards become less dependent on fuels, and more economical. Some of our bigger homes consume less fuels than those which are much smaller but older.

As I've learned about this opportunity to help current homeowners by lowering their energy bills, provide jobs to people who have been laid off, help Utah become more independent on fuel; I've been more excited about it than anything in which I've previously worked at. Though helping people get into homes has been fun and challenging, feeling like I was doing my part to help our little "Wasatch Front" as it becomes more independent and less crippled by our fuel needs has felt so much more fulfilling. As I've been in attics and seen the amount of insulation that are in them I'm completely flabbergasted. "The Department of Energy" of these fifty United States has recommended that the lowest amount of insulation that should be in any attic along the Wasatch Front should be at minimum of R-49 but as high as Alaska (R-49 – R60), which leaves us a lot of work to be done.

As many homes have less than an R-19 (in order to successfully qualify for both rebates, one's insulation must be less than R-19) it has shown me the amount of simple, easy, work there is to be done here.

Many homes have been built prior to codes changing. Many retro-fits are difficult, time consuming, and too expensive for most people. Blowing insulation into attics is simple and in my opinion the most adequate way of maintaining comfortable temperatures inside homes. It is common knowledge that heat rises, and the more insulation we have holding the heat in 6 months of the year, the less our furnaces will be running, the less natural gas we'll be using, the more successful the work will have been.

As economic times are difficult right now, adding insulation to attics is at the bottom of any homeowners "To-Do" list. I think that putting bread on the table and paying the mortgage is a little bit closer to the top. The bottom line is this, if Homeowners are paying a majority of the tab in increasing their insulation, they simply will not do it. This is not the time. They do not have the means. The majority don't. If their portion is a smaller portion, then it becomes easier to sell. If it becomes "free" – everybody buys it. If the Questar Gas rebate is reduced to \$.20, then we will see a program that has experienced great success, and a very high rate of users, to a rebate that is simply never used.

At \$.20 there is no room for marketing, for helping fill out rebate forms, for overseeing the jobs, for scheduling and laborers, for Social Security, Workman's Comp, and Public Liability insurance. To set a standard, a national big box home improvement store has its price at \$.99 a square foot for a blown R-19 Fiberglass. A local news company did an editorial which came across as very one sided, but made contractors who make a profit out to look like sinners, thieves, crooks, and cheats. We do need to make some profit on jobs, pay employees, market, and cover overhead in companies.

I think that all insulation companies that have been doing this retro-fit attic work will agree with me that if the rebate changes to \$.20 a square foot from Questar Gas, we will close our doors. The sale will be nearly impossible, perhaps 1 in 50 people participating in it, versus right now, 40 in 50 participate, at least. We will certainly be closing down our operation if Questar Gas Company's request to have it lowered is granted.

I have a dream here and have seen a vision. I've seen our fuel consumption lower itself substantially by completing the easiest retro-fit to a home that is possible, attic insulation, and we all know that heat rises. That dream can be fulfilled with help. Perhaps even help from the government, as that nearly over 70 million dollars has been earmarked for weatherization of Utah homes. Let's take all the attics to R-52, as code requires on new build jobs. If we need to set-up a different system, or change the current system to a specific rebate per R value that is raised thus allowing us to bring homes into compliance with current code on attic insulation, the ceiling is where we lose the most heat.

This will provide 1000's of jobs across the Wasatch Front for those who are currently jobless. This will provide a "Greener" Utah. We would be the state that others want to mimic, because we not only thought of it first, but did it first. This will provide homeowners with much more manageable utility bills. I don't think that right now is a good time to weaken these programs, but just the opposite, let's strengthen them. Let's make Utah better. Let's make adjustments to the programs, thus making them even simpler than they currently are, or let's even leave them alone, they are pretty simple as they are.

We just spent \$1000's setting up our own company for the next month's run. For some growth and hiring, additional forms, proper equipment to inspect homes, all the tools that are needed to do the job and do it correctly. We hope that the commission will see the wisdom in the program that is being shot at. The attic insulation rebate program is being shot at because it's simple enough that many people can do it. It makes sense, both common sense and logical sense. Doors, windows, furnaces, A/C units,

Water Heaters, etc. are quite a bit different and entail a bit more work, whereas insulation is easy. It's another 7 ½ inches of loose fill fiberglass, and carries the biggest return on investment of any of these.

This has letter has continued quite longer than it probably should have, and I know that the wisdom, prudence, diligence, and insight that the Commission has will see this for what it is. There may be a few bad apples in the barrel, but I don't think that there are too many. Perhaps more auditing of jobs would go a long way in sorting bad apples out. I don't think there are too many. Perhaps adjusting Rocky Mountain Powers rebate to include more homes would help. They only qualify homes that have less than R-19 insulation in their attics. That's below 40% of the recommendation of the Department of Energy or of R-52 code on new homes. There are a lot of people willing to work an 8-12 hour day to make enough money to sustain their families. These people are making our world brighter and better every day. With the right foresight and overseeing, these programs can and will work and I'm willing to say that I'm prouder of being part of this than of any of my other previous business ventures.

I have two partners, my Dad and my Cousin, and I think that you'll be hearing from them also. These are simply my feelings regarding the matter, and I don't speak fully on behalf of our company, but only on behalf of myself.

Thank you for your time and patience. I know it will all pay off in the end.

Sincerely,

Matt Milar

Vice President

Green-Toppers National Insulation Company