

From: Nate Murray
To: <tbehr@utah.gov>
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CC: Shelly Bouvang

To whom it may concern,

Multi-Family. From my experience as the Multi-Family Rep. for Energy Alliance if we lower the insulation rebates on Multi-Family we will not reduce the amount of participation we will eliminate it. Fact, 95%-99% of landlords/investors don't pay the utility bill and say that insulation adds no value to the property. The only incentive to upgrade the insulation is that it dose not cost them anything to do it after rebates. As a contractor that is properly insured to install insulation, Bonded, and current on workmans comp. I can justify installing at .35c based on one crew staying in the same place for days or weeks at a time. However; simply with the cost of labor and matireal no contractor that is insured, bonded, and currently paying workmans comp can justify doing the job at .20c.

My question with the proposal for the change would be. Dan Dent said in the last meeting that they can support/justify paying the current rates on insulation. "It meets the goal of dollars spent vs decatherms saved, but as a business if we can do it for less and get the same participation. Why not?" Well for one the participation has already reduced just based on the rebate re-assignment being taken away. (I apreciate that. We have always asked the customer to pay and wait for rebates). It will be reduced again from Rocky Mountain reducing their rebate incentive amount. (I also understand and agree with that reduction, less kilowatt hrs saved per sq ft than dollars spent in Utah.) One other thing to consider is that they are asking for an increase in budget for staffing and processing. If the reduction takes place participation will take a dramatic swing to the other end of the spectrum. Now as a Questar customer I don't want the money that I am paying into the tariff going to someones salary that doesn't have enough to keep them busy.

It would be beneficial to consider "if" making the change with the Questar insulation rates that the public and most contractors are unaware of the date that it will change. I would recommend making a soft changeover give everyone 60-90 days to change their advertising and take care of their customers. Otherwise Questar will have a Public Relations nightmare with thousands of customers thinking that they will get .35c per sq ft and they acually only get .20c because they got their application in after April,1.

Thank you for your time and consideration,

Nate Murray
Energy Alliance

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