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EQUAL OPPORTUNITY EMPLOYER

HAZARDOUS ABATEMENT
SELECTIVE DEMOLITION
INSULATION
FIREPROOFING
FIRESTOPPING
ACOUSTICAL CONTROLS
GENERAL CONTRACTING
CONSULTING

Date Feb 19, 2021

**FAVORABLE:
SB 738 -Income Tax – Mechanical Insulation Tax Credit
Talking Points - Notes**

Talking Points

- Patching or replacing mechanical insulation is not as important or sexy to a building owner as new aesthetics or another non-cost-effective but attractive element might be. Therefore, the need to incentivize owners to take action for this type of work becomes apparent.
- This BILL can help JOB CREATION for our local workforce and SMALL BUSINESSES while saving energy, cutting greenhouse gases, and introducing more recycled materials into our world.
- Workers can learn in the field, go through apprenticeship to become a journeyman making over \$70,000 per year, plus family insurance and a path to retirement.
- This is good for both private and public sectors as well. Savings of 30-70% on the energy costs are immediate and are reoccurring for many years.
- Economic benefits of replacing insulation systems can be found for nearly all structures; Schools, Hospitals, Universities, office buildings, municipal buildings, facilities, manufacturers, apartment complexes, etc.. This has an immediate return on the investment.
- Large facilities, like Hospitals, use an average of \$2.15/SF annually for energy or \$2.15-million/yr. If only making the system 10% more energy efficient, new mechanical packages could save \$215,000 each year. This is certainly worth considering.
- Cost savings outweighs the overall costs and then continues to keep your energy cost low for many years with proper maintenance.
- Less energy usage = Less energy consumption = less greenhouse gas/other emissions by the U.S.
- Efficient systems increase the longevity of the units improving lifecycle costs of systems.
- This tax credit helps owners recoup 30% of the upfront out of pocket costs, that otherwise would be only recognized through energy savings alone. This selling point encourages owners to take the step towards reducing their energy consumption, which will save on energy bills for many years, Nearly every business or building owner can benefit from this BILL and the TAX Incentives it provides.

- **Have your bldg. inspected by a certified insulation professional (NIA), minor damage or missing insulation can have huge efficiency losses. All of the data can be validated via National Insulation Association publications.**
- **The work creates jobs, incentivizes the owner immediately, and helps the state, the country, and the world. This BILL is a WIN-WIN**

Craig Miller
Director of Business Development
Southern Insulation, Inc