Why i would like to serve on EXCOM.

First of all I like participating in Excom. I have been attending council meetings since day one 15 years ago. This is my third term on the council. I have attended almost all EXCOM meetings during my tenure.

I believe there are two big problems the Massave program It is getting more difficult to attract customers and is getting more difficult to retain and expand the weatherization workforce.

It is critical that we can deliver the expanded level of weatherization given Massachusetts's very high goals to meet decarbonization targets. The workforce is the heart and soul of Masssave. It's success depends on contractor success and their continued interest. Most of them are very disappointed in the low level of profitibility and the way it functions

Contractors who have been in this program are leaving.

Those that stay are reducing crews and certainly not expanding

They do not believe that the PAs are responsive to their situation and thus are veryfrustrated. Many are actively looking for other opportunities.

Contractors face three. Recruitment, profitability and having enough work.

As most businesses are realizing today, it is very difficult to attract workers. This is especially true for weatherization contractors. Installers must work outside in the winter at 30 degrees and in attics in the summer at 120 degrees. It is a dirty and unhealthy job. Few candidates are interested in this type of work when the can easily get jobs making one's average $18 per hour at McDonald's or Home Depot.

A second problem for contractors is profitability. Prices of materials have skyrocketed and labor costs increased. The fees contractors get from installed measures in Masssave have not kept pace.

A third problem especially for the IICs is not having enough customers. The lead vendors no longer provide them at the levels as in the past. Some contractors go weeks in the prime season with no work. They now have to find many customers on their own. This is expensive for their marketing and sales staff. The fees they receive are inadequate for this new undertaking.

The market for westernization is shrinking and customers are harder to reach and costly to attain. The PAs made this point in a presentation three years ago.

Bottom line is that the Masssave program is not working for contractors. We will not have the workforce available to do the work to meet our aggressive decarbonization goals.. As a member of EXCOM I would seek to remedy this . From my experience participating in EXCOM, I know this is where the important decisions are made.

This is where I need to be.

////////////////background statement/////////

Given the rate of global warming, I feel that the work of EEAC is both vital and urgent.It is important that we act as quickly as we can to reverse some of the major trends of our time.Because of the importance of energy efficiency to me personally, I am committed to working to insure that our state achieves all feasible energy efficiency possibilities.

I feel that over the last ten years as a member of the EEAC I have worked hard toward goals I believe in deeply.I am proud not only to be on the council but to be the representative of the businesses that are carrying out the work in the field that will continue to save energy.As a life-long businessman myself I understand what the small businesses are up against and I am determined to make their work more effective and more rewarding.

I know personally how challenging the insulation business can be, and how precarious it's profitability often is, with ever-rising material costs, difficulty finding employees, and challenges in identifying and converting customers now that the long-hanging fruit is gone.My interest is to insure that working as a small business contractor in the Masssave program is a worthwhile endeavor—that it is a profitable, secure and satisfying business with a solid future.

Therefore my interest is in helping to craft the Masssave program so that it works for the small business contractors that work in it.I am determined to make sure that contractors make a fair profit for the work they do, that they are assured a dependable year-round flow of customers whether generated by the contractors themselves or by the lead vendor, that contractors are adequately compensated for their increasingly costly marketing efforts, that contractors can be confident that the rules of the game remain consistent over time, and that they will be supported in the effort of finding workers, training them, and paying them a living wage.

QUALIFICATIONS

My principal qualification for this position is my ten years on the Council.In fact I have been attending Council meetings since the Council began in 1998. As a Council member since 2013, I have an impressive attendance record, having missed only two meetings in ten years.I estimate I've contributed 250-300 hours per year to this work, including attending other Council-related meetings and workshops,studying lengthy reports, meeting with contractors and PAs, and monthly outreach to a range of contractors.

In addition to this practical experience as an HPC for 5 years, I am well versed in all aspects of green building as a LEED A.P., which certifies me to consult and monitor progress on applying for and achieving highest energy efficiency in commercial and residential buildings in pursuit of acquiring platinum, gold, or silver certification.

My personal experience in business supplies my qualifications for this position, but this experience has been greatly enhanced by working with the Council and talking with the contractors who have shared their issues with me.We no longer meet at IHOP to talk business over coffee and pancakes as we once did, but we stay in touch through phone calls and emails.I know their issues, I care about them and their problems, and I have been working hard to make working for MASSSAVE work for them.