



Insulation • Windows • Siding

Installers of Energy Efficient Exteriors for over 30 Years

May 17<sup>th</sup>, 2013

Lauren Farrell  
100 Cambridge Street, 9th Floor  
Boston, MA 02114

Dear Lauren,

Rogers Insulation Specialists is a 35 year old family owned and operated energy conservation business located in Framingham. We have been participating in Utility Demand Side Management programs for over 25 years. We provide insulation services for new construction, renovation and retrofit projects. Rogers Insulation proudly serves residential, commercial, builders and institutional clients throughout eastern and central Massachusetts.

The Green Communities Act has provided unique opportunities for homeowners to weatherize their homes to the highest of industry standards. I firmly believe that programs administered through Mass Save provide homeowners with a very high quality product that they can count on to provide high energy savings, greatly increased comfort and a reduced carbon footprint for years to come. Our clients are thrilled to be able to take advantage of the Mass Save opportunities and install measures with deeper energy savings due to the incentives that are offered to them through the Program. The deeper retrofits that we install every day would not be possible without the guidelines, training and incentives that are offered through the Mass Save Program. As a weatherization contractor, our level of expertise has leapt exponentially as a direct result of our partnership with Mass Save.

We also work in many towns and cities across Massachusetts who have been designated as "Green Communities". We work closely with homeowners, builders and engineers/architects to help newly constructed homes, renovations and additions become more energy efficient. I can honestly say that the Green Community Act has leapfrogged energy efficiency in new construction. Spray foam and blown-in cellulose have largely replaced fiberglass insulation in the Green Communities we serve. New homeowners are living in houses that are far more energy efficient and much more comfortable than homes we insulated just 5 years ago. There has been a paradigm shift in the way builders and architects think about insulation. Insulation is no longer just a "lowest cost option". It is now considered a high value product that homeowners and builders take considerable time and care in choosing the best option as opposed to the low-cost option. As a professional in this industry, I am convinced that the Green Communities Act is the major factor in this paradigm shift. The weatherization industry is at least 5 years further ahead in materials, technologies and installation standards as a direct result of the Green Communities Act.

Rogers Insulation has been fortunate to have been in a position to support and promote high-quality/high-value new construction and retrofit weatherization projects throughout our service territory. Our business has grown over the past several years as a direct result of the Green Communities Act. During this time we have hired and trained an additional 15 employees from an applicant pool in our local community. We look forward to continuing to support and promote the Mass Save weatherization programs well into the future.

Sincerely,

Rick Taglienti  
Rogers Insulation Specialists Co., Inc



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