

My name is Pete Ielmini, and I am the Executive Director of the Insulators Labor Management Cooperative Trust (LMCT), Lanham, MD. After completing an Engineering Degree, I have immersed myself in numerous positions in the mechanical insulation industry. I am excited to offer testimony in support of the Maryland Tax Incentive Bill SB0738

The Maryland tax incentive bill would be a huge step to increase work opportunities for Maryland and all the same time reducing harmful air pollutants. Mechanical insulation increases energy efficiency, reducing operating cost and lowers the carbon footprint. There is no doubt that energy technology will lead us to a path of alternative fuel sources, but we must be realistic and reasonable with the timeline of expectations. Dependency of fossil fuel will still be part of energy use in commerce and transportation but having it utilized efficiently is smart energy stewardship. Mechanical insulation is used in all buildings and incentives are needed to raise awareness of this ignored and misunderstood engineered science of the mechanical insulation industry. Ignorance about insulation and awareness of its benefits is unfortunately all too common. Please do not assume that building codes and other regulations automatically incorporate proper and monitoring mechanical insulation specifications because it does not. This incentive tax bill will offer awareness that will motivate building owners and they will quickly realize the benefits well beyond the tax credit with an increase of business and lowering their carbon footprint. This will ultimately result with more careers for the people of Maryland. Good paying and high skill careers were used as opposed to jobs. "Jobs" is a term that is overused and usually results in temporary employment. The application of mechanical insulation will require training and experience, usually through a US DOL Registered Apprenticeship Programs to develop lifelong careers.

There are approximately 2500 mechanical insulators and a multitude of businesses that are associated with mechanical insulation in Maryland. This tax incentive bill if passed will increase those opportunities while the state would increase state revenue by the increased commerce. More work opportunities result with more businesses that results with an enlarged Maryland's social-economic landscape. Generating careers, conserving energy, increase business activity and reducing air pollutants all benefit Maryland, a good return of investment. A win for all.

The state of Montana conducted a statewide survey of just their schools and hospitals, addressing the how the lack of insulated impacted the state's operational costs. It was determined that investing with a strategic mechanical insulation plan was needed. This and other studies have been concluded with the same realizations of attention to Mechanical Insulation: [Mechanical Insulation Energy Audits](#). Mechanical Insulation Energy Audits offer the scientific engineered data that demonstrate the jaw dropping energy savings and the value return on investments that mechanical insulation offers.

Thank you for allowing me to share my thoughts and recommendation for this particularly important incentive. Please feel free to contact me if more information is needed.

Thank you.

Pete Ielmini  
Executive Director  
Insulators LMCT

