

Fulmore, Janice

From: smtprelay
Sent: Friday, July 19, 2019 3:11 PM
To: Statements
Subject: Statement of Position Submitted by Jermaine Wilkins

Statement of Position Submitted

Name

Jermaine Wilkins

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Docket

E7 Sub 1155

Message

As the Division Trade Relations and Purchasing head, I am writing on behalf of the Raleigh Division of Smith Douglas Homes as a satisfied participant of the Duke HERO program. Since entering the Raleigh market in 2016, Smith Douglas has set out to fulfill our company's mission of Enhancing the Lives of all People we encounter through the delivery of affordable, attractive, energy efficient homes. It's no secret that the Raleigh market has experienced record growth; unfortunately one of the side effects of this growth is an affordability crisis. To counteract the affordability issue, we at Smith Douglas consistently scour the market at large to find trade partners, suppliers and products that will offer the most value to our customer and afford the working men and women of our community the opportunity to fulfill the dream of home ownership. The HERO program has been a game changer in helping us to fulfill that mission. With the help of the HERO program, Smith Douglas has been able to affordably incorporate energy efficient, cost saving features such as Radiant Barrier sheathing and Heat Pump Water Heaters at a net cost savings to us. We pass this savings directly to our customers in the Sales price of the home itself as well as providing a benefit that continues to pay the homeowner back for the life of the home through lower monthly operating costs. The HERO program allows us to deliver higher quality, energy friendly homes at a lower cost to Smith Douglas than if we installed substantially inferior, non energy efficient products. This is what we call a 'Win-Win' at Smith Douglas Homes. Should there be an opportunity to further expand this program, I would wholeheartedly support it. Jermaine Wilkins 919-247-7790

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