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February 8, 2013

TO: Whom It May Concern

RE: House Bill No. 2024 - Kansas Roofing Contractor Registration Act

We have been a roofing and exterior remodeling contractor in Wichita and the surrounding area since 1987 and have seen a dramatic change in the business climate that has the potential to produce risk to the consumer as well as to good, legitimate local contractors.

A great deal of roofing work in Kansas is storm related, most particularly hail, but also strong wind and even tornado damage. These severe weather occurrences have been much more frequent in the last several years. Consumers find themselves in need of a roofing contractor at a time when they are feeling vulnerable and stressed due to what Mother Nature has dealt them.

When these storms hit, we find our state overwhelmed with "contractors" who use any and all sorts of unethical tactics to solicit roofing jobs. In addition, once they have secured a job they engage in business practices that can be potentially detrimental to the Kansas consumer.

These issues affect the entire state and though some local governmental agencies have regulations in place to license roofers these licensing processes are neither stringent enough nor adequate to ensure the protection of all the citizens of Kansas who may find themselves in need of roofing services.

We are in favor of House Bill No. 2024 in the hopes that it will help subside the influx of unscrupulous out of state contractors who are nothing but opportunists taking advantage of a tragic situation. Surrounding states have enacted similar legislation and therefore Kansas has become a safe haven for unregulated out of state contractors. Additionally, it would be interesting to know how many millions of income tax dollars are leaving the State of Kansas when these contractors "storm" our state and then flee.

Thanks for your consideration

Mike Heiland, President

Heiland Enterprises, Inc. (dba Heiland Roofing and Exteriors)