



**Spotlight On:**



**Clint B. Allen is the Principal Owner and CEO of Energy One America**, which has been recognized as one of South Carolina's Fastest Growing Companies in 2012, 2014, and 2015, a SC Best Place to Work in 2015, and winner of an ABAA Award for Excellence in 2015. His highly qualified team is responsible for over 100,000 successful spray foam installations in the east coast market alone. Clint is a trailblazer in the construction insulation and building envelope industry as well as a respected building materials industry executive.

**What is the background of Energy One America and what services do you provide?**

Energy One America is a leading installer of foam insulation, fiberglass insulation, and air infiltration management solutions for residential and commercial clients throughout the East Coast of the Country. We provide services in SC, NC, GA, TN, DC, VA, MD, NY, MA, NJ presently and are actively looking to grow that footprint of delivery.

**How has Energy One America grown over the years?**

We focus both on natural organic growth in our regional markets as well as targeted acquisitions of other insulating companies. We started in 2011 and are proud to have grown to over 250 team members serving our valued clients.

**Attracting and retaining an installer workforce is challenging. How does Energy One America meet this challenge?**

Without question, this is the most challenging aspect of our business. We love our team members and we focus on a culture of merit-based compensation and vertical opportunity through growth for our team members. We do tough work in a market that demands a consistent focus on quality and customer service. When we meet potential team members who share our values, we do all possible to train, retain, and advance their careers. Without question EOA is one of the best companies in the industry for strong performers to work.

**Marketing takes on a special meaning at Energy One America. Can you share with us some of your innovations in marketing?**

We are very proud of our marketing team. We strive to combine technology, industry knowledge, and strong editorial writing skills to promote our

services. We hope that our clients can utilize the information and content we share to enhance their overall knowledge of our industry and meet our goal of differentiating ourselves in the market. With a full-time team on board to help our marketing goals, we are happy to be a source of project profiles, safety examples, and equipment trials for our vendor partners.

**How do you see the market maturing for air barriers in commercial construction?**

This market is in transition. A lot of the market is still transitioning from paper or other materials to fluid-applied systems. Clients are making good progress towards systems that have more durability and fewer failure points. Those clients who were more "leading edge" oriented adopted fluids already and are now transitioning to closed-cell foam to replace the fluid air barrier and rigid board insulation assemblies that are common in our market. We see a combination of fluid-applied coatings and closed-cell foams being commonplace and consistent for the foreseeable future. 



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