



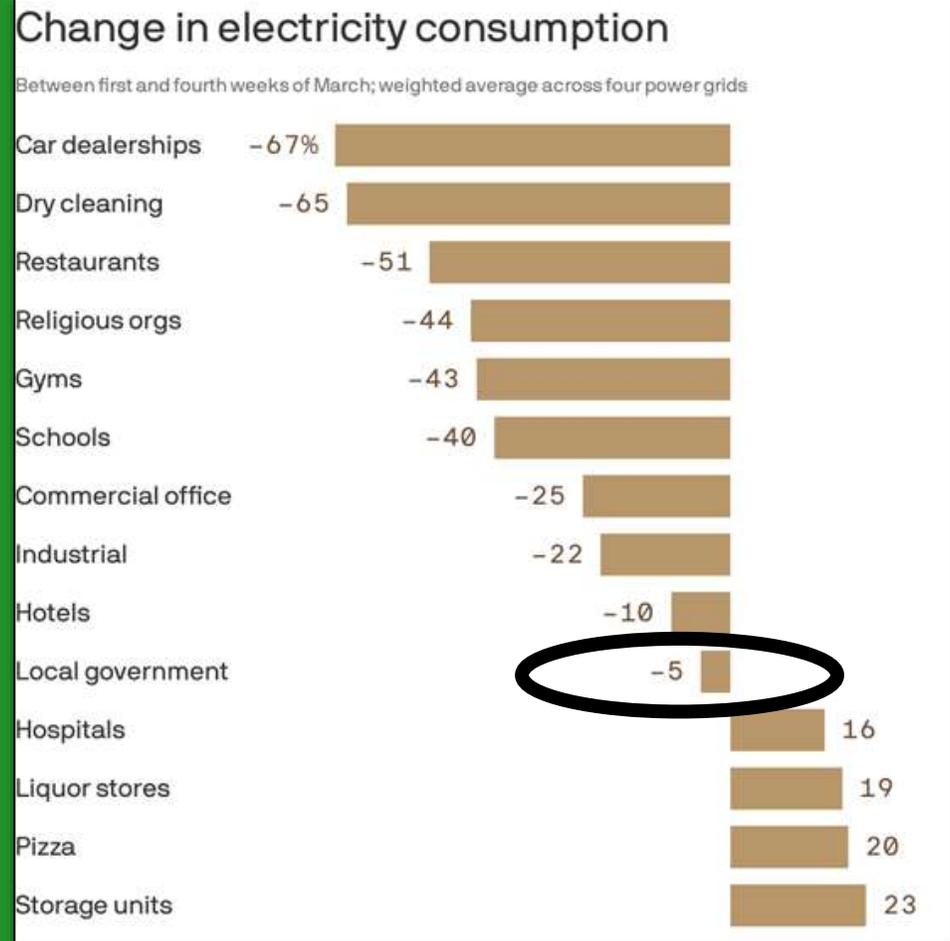
# NAESCO UPDATE

April 30, 2020

# AGENDA TODAY

- Review of issues as they relate to ESCOs
- Review of Congressional COVID ‘Relief’ Packages
- Update on NAESCO Advocacy Efforts
- Federal Update from Jeff Genzer

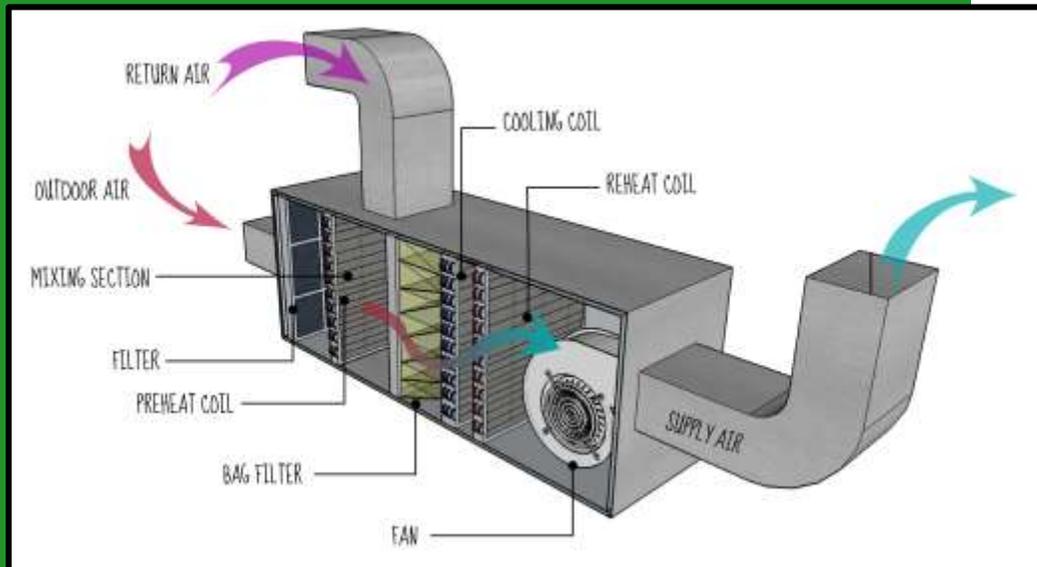
# ESCO IMPACT



- Energy consumption changes from the pandemic and stay at home orders will impact ESCOs
  - Baseline development
    - How to compute savings when current use is not characteristic
  - Change in existing project energy use
    - While during this time, we expect consumption to be down, when people return, operational changes may increase something like outside air flow, requiring more than 15 cfm/person
  - Building occupancy decreases
    - Changes in building occupancy will affect not just energy use, but also water consumption and savings potential

# ESCO IMPACT

- Other Building-related things that will impact ESCOs
  - Indoor air quality and air flows
    - May need more airflow per person than traditional design
    - May need implementation of airflow sanitizing equipment
  - Density of contractors working on-site
    - Maintaining distance to employees and others
  - Security system updates
    - Possible desire to detect employee location, etc.
  - Safety of employees, material delays, contractor availability



# WHERE ARE WE NOW?

Much has been done by Congress to pass four Covid-19 “Relief” packages.

While it is never clear what future packages will be available, we believe there will eventually be some package that will focus upon “Stimulus.”

- COVID-1: \$8.3 Billion on March 6
  - Boosted resources for Vaccine, testing and medical supplies
- COVID-2: (Families First) -- \$150 Billion on March 18
  - Mandated Sick Leave, Expanded Medical Leave, Tax day delayed, among others
- COVID-3: (CARES Act) -- \$2.2 Trillion on March 30
  - Paycheck Protection Program (PPP), Disaster Relief Loans, Specific Industry Bailouts, among others
- COVID-3.5: (CARES 2) -- \$484 Billion on April 24
  - Additional funding for Small Businesses and Hospitals

# WHAT DOES THIS TOTAL MEAN

- Total COVID Funding so far:
  - $\$8.3 + \$150 + \$2,200 + \$484 = \$2.842$  Trillion
- The Total US Economy in 2019 was \$21.410 Trillion
- Thus, the “Relief” packages are about 13.3% of the total economy, plus other measures provided!
- QUESTION: When/Will there be a COVID-4?

## Army engineers now eyeing 100-plus sites for COVID-19 response

By Saeed Khatami, Army News Service | March 27, 2020



WASHINGTON -- The U.S. Army Corps of Engineers has identified over 100 sites across the country it could retrofit to help local hospitals deal with patient overflow amid the COVID-19 outbreak, its commander said Friday.

## Coronavirus stimulus package to exceed \$6T, Larry Kudlow says

By Ebony Bowden

March 24, 2020 | 7:40pm | Updated



## Fed Unveils Additional \$2T Coronavirus Stimulus Plan

America's central bank will purchase notes from states and counties while propping up small- and mid-size businesses.



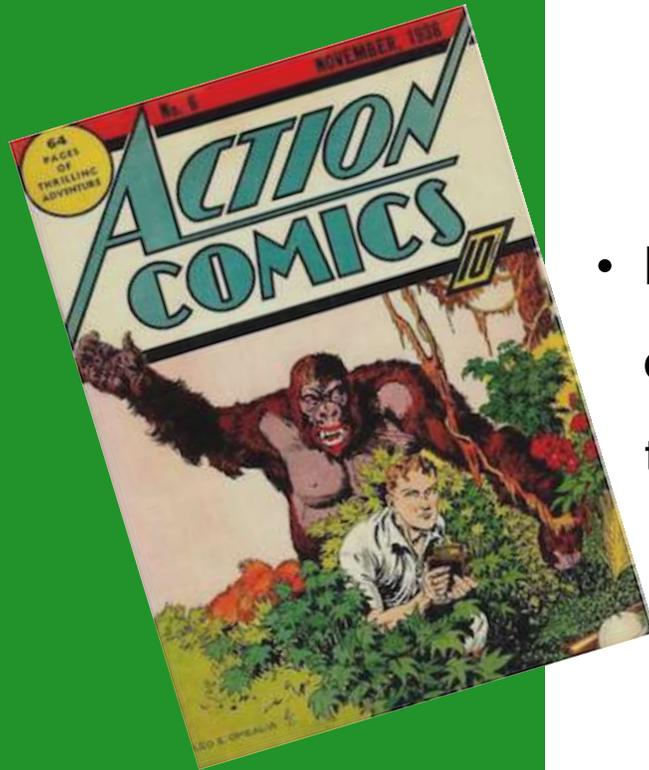
By Andrew Ross Sorkin, Senior Writer, Economics | April 1, 2020, at 2:24 p.m.



Federal Reserve Chairman Jerome Powell announced new Federal Reserve stimulus on Thursday as the coronavirus weeks have at the domestic economy. JACOBALYN MARTIN/AP

# BEST PLAN: ACT LIKE IT IS COMING!

We must take ACTION



- NAESCO and its Energy Efficiency Allies have acted as though an infrastructure-based stimulus package will be coming. NAESCO has TWO KEY MESSAGES:
  - Buildings are Infrastructure and Must be Included
  - Performance Contracting will Leverage Taxpayer funds by 400-500%
- NAESCO has called upon its members to actively communicate with members of congress to stress these two key messages.

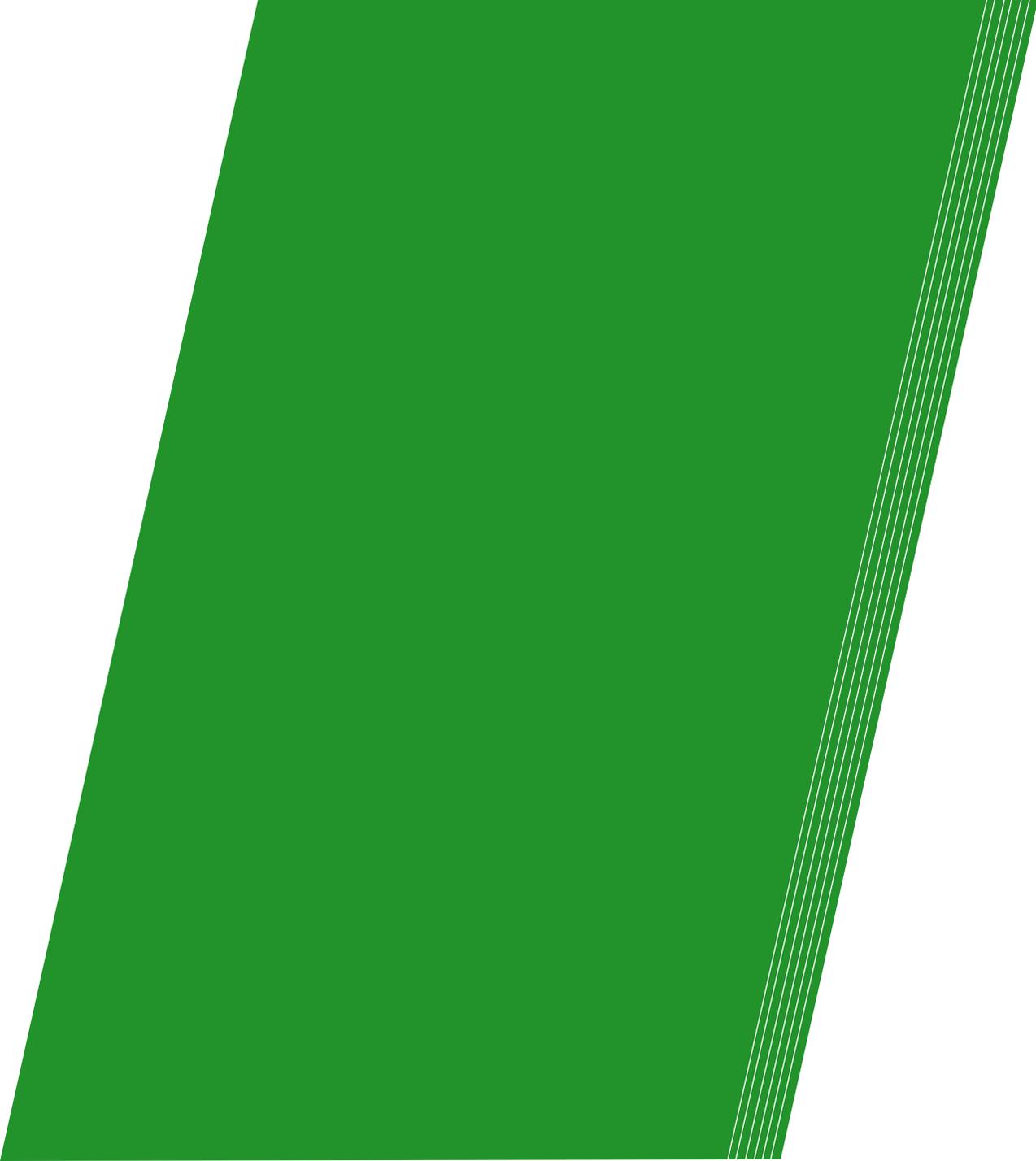
# JEFF GENZER

## Guest Speaker



He presently serves as President of the DWGP law firm. His practice has concentrated on energy and environmental counseling, project development, legislative advocacy and litigation. He has worked on electric and natural gas ratemaking, energy project development, bulk power supply, transmission system issues, contract negotiation, franchise issues, alternative energy resources (including wind, solar, geothermal, ocean, biomass, waste, etc.) and conservation and energy efficiency programs.

Mr. Genzer also has an active federal legislative practice. He has worked with several local and state governments throughout the United States from New York to Hawaii. He has spoken on numerous occasions, especially on federal legislative activities, energy, environmental and utility issues. Mr. Genzer presently serves as General Counsel to the following organizations: the National Association of State Energy Officials, the National Association of Energy Service Companies, the National Energy Assistance Directors' Association and the Energy Programs Consortium.

A large green graphic on the left side of the slide, consisting of a solid green trapezoidal shape and several thin, parallel white lines that create a sense of depth and movement.

# FEDERAL UPDATE

Jeff Genzer

A large green graphic on the left side of the slide, consisting of a solid green trapezoidal shape and several thin, parallel green lines extending from its right edge towards the center of the slide.

# QUESTIONS?