



WAYPOINT
ENERGY

The 2020 Gauntlet: HOW PROGRAMS CAN BEST ACCOUNT FOR AN EVERCHANGING WORLD

Midwest Energy Solutions Conference – February 2021



WAYPOINT ENERGY

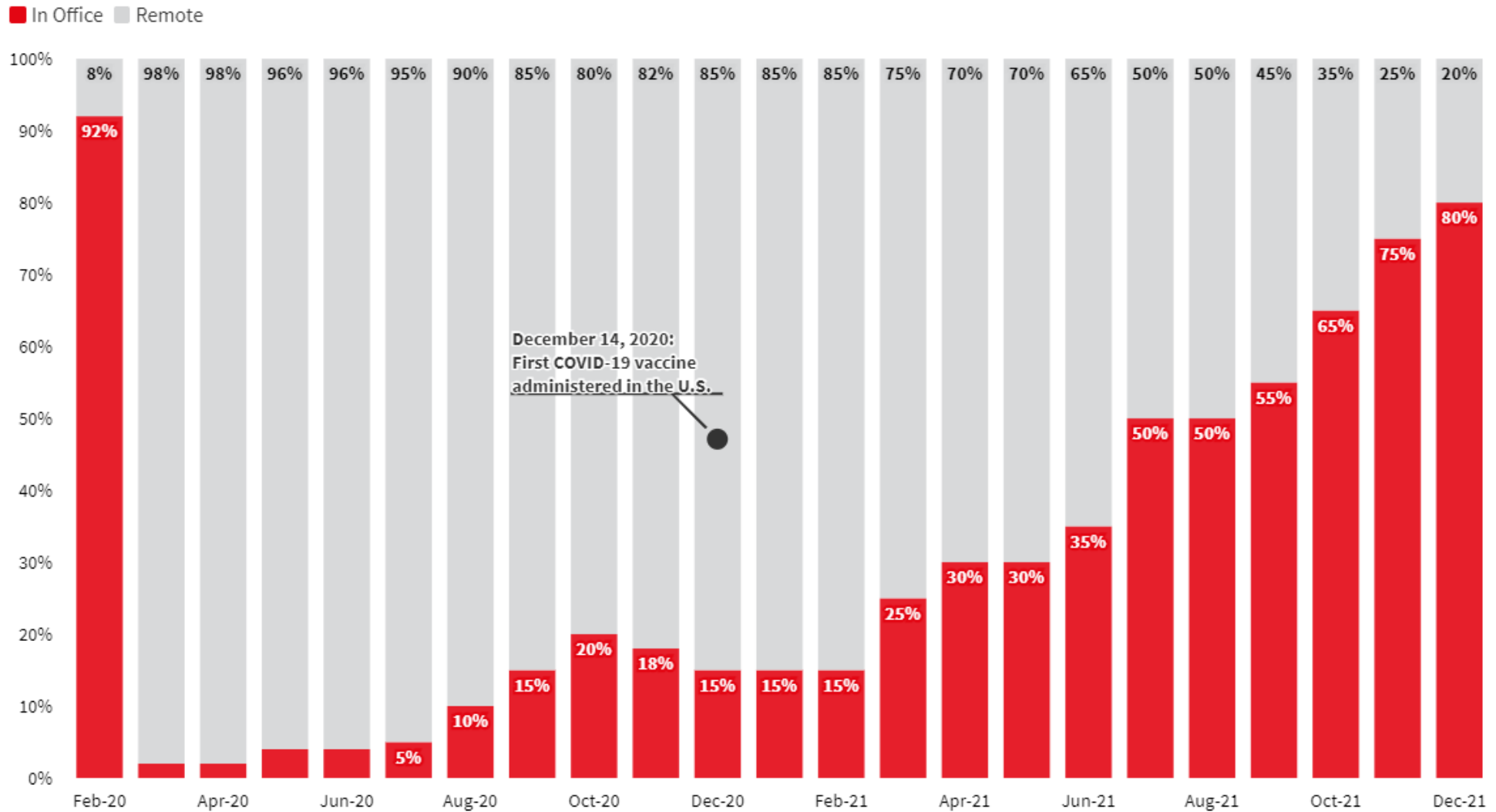
- **Woman-Owned Business founded in 2009**
- **Specialize in Energy Efficiency and Commercial Real Estate**
- **Operations throughout the US with national & regional partners**



2020 Program
Footprint



COMMERCIAL OCCUPANCY RATES





RECESSION COMPARISON

The Great Recession (2008–2010)

- Financial market crash-induced
- Housing market collapse
- Impacted lending / access to capital

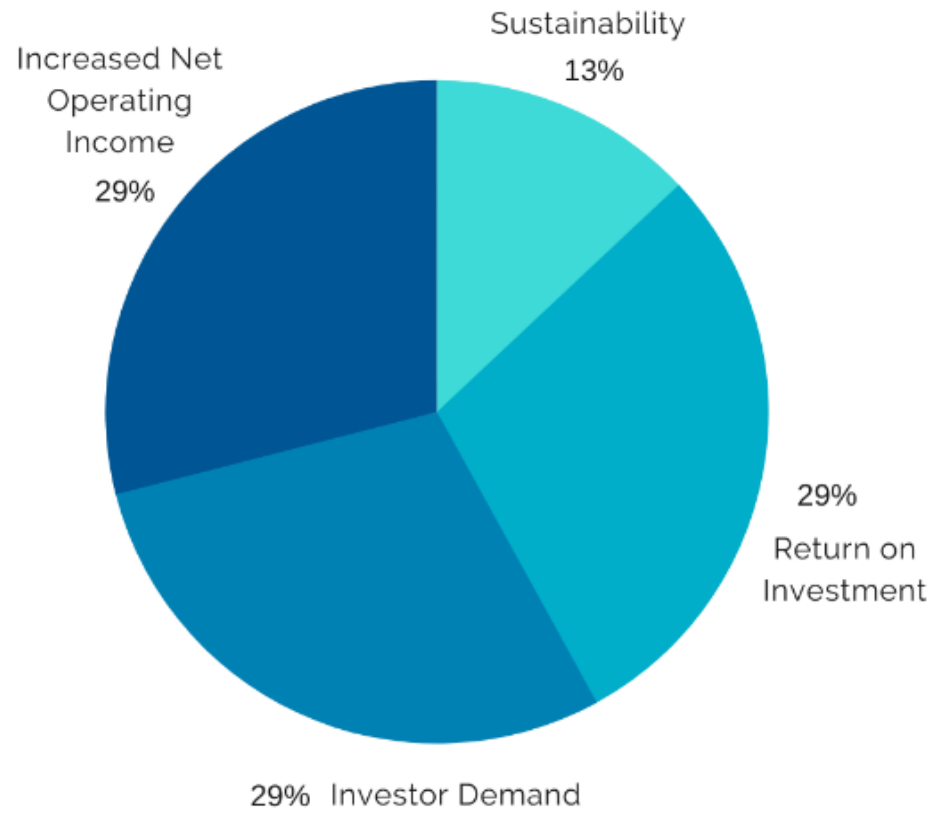
COVID-19 Recession (2020–?)

- Stay-at-Home orders
- Service industry impacts
- Spurred remote work
- Supply-chain adaptation
- Impacts vary drastically by industry

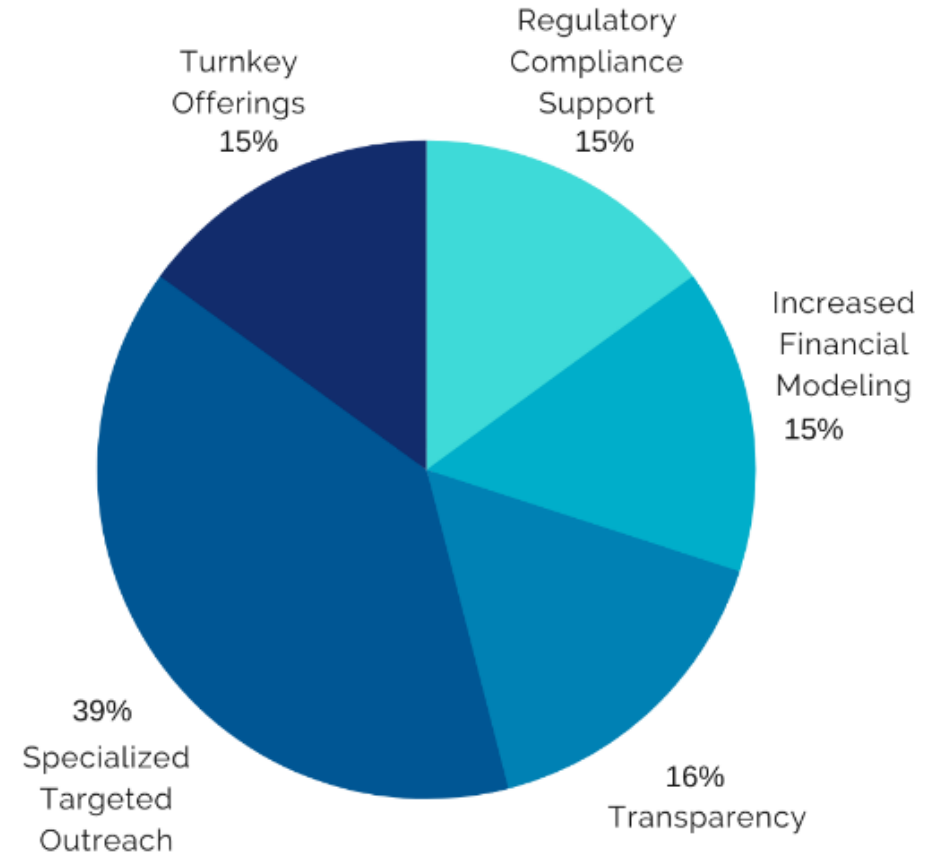


EE PROGRAM MOTIVATORS

Investment Motivators



Participation Motivators





MARKET CHANGES DURING COVID-19



**Decreased
Occupancy**



**Staggered
Shifts**



**Projects
Halted**



**Roadmap
Planning**



RE-OPENING PRIORITIES



Health and safety protocols are top priority

- **Indoor air quality monitoring systems**
- **Improved operational strategies for better cleaning procedures**
- **Robotic UV cleaning**
- **Bipolar ionization technology**



PROGRAM DESIGN OPPORTUNITIES

- **Bundled Incentives**
- **Virtual and operational opportunities**
- **Energy efficiency road maps/long term plans**
- **Understand ownership/portfolio structures**







THANK YOU

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