



Connecting Leaders.  
Amplifying Voices.

## May Featured Member



Our May Featured Member **Franklin Energy** is an implementer of grid optimization and energy efficiency programs that provides utility customers with a deep understanding of the end-use customer journey, extensive industry expertise and forward-thinking services and products under one roof. By helping utilities achieve their savings and performance goals, Franklin Energy focuses on living out their purpose to help all people use our world's precious resources more efficiently.

[Learn More](#)

## COVID-19 News

### Pandemic Resources



While the COVID-19 pandemic continues to rock the energy efficiency industry nationwide, VAEEC members are stepping up to support their communities and employees. Though Virginia has not been hit as hard as some states, particularly others in the Southeast, the effects are still felt throughout our membership, presenting unprecedented challenges and set-backs. A [report](#) from E4TheFuture shows that the clean energy industry as a whole has lost more than double the gains made since 2017. Despite the current challenges, the VAEEC remains committed to finding opportunities for recovery and growth.

## Members Sound Off

“Just like that, we watched our business, built over 40-plus years, grind to a halt,” said Tina Bennett, president and CEO of CMC Energy Services, in an interview with the [Indiana Environmental Reporter](#). Energy efficiency accounted for 70% of all clean energy job losses in April, with a total of ~310,000 unemployment claims filed nationwide.

The hands-on nature of much of the energy efficiency work - replacing light bulbs, blowing insulation, installing windows - is part of what makes these jobs so potentially dangerous. "It's all inside work and fundamentally too risky to embark on right now," Lee Householder, CEO of Richmond-based Project:HOMES said in an interview with [E+E News](#). Project:HOMES was also covered in [Energy News Network](#).



For commercial buildings, some VAEEC members see opportunities in spite of the pandemic. Several members, including VAEEC Board member George Barnes of Trane, have made the case that now- when offices and buildings are empty- is the best possible time to replace the lights and make other

upgrades. This sentiment has been echoed by Chris Rawlings, founder of Veteran LED, who says many communities and businesses are resistant to starting projects, whether due to safety concerns or cash flow. "{Clients} don't want to make moves. They're solely focused on staying alive."

## Moving Forward

As cities and counties across Virginia slowly begin to reopen, the biggest question is, what's next?

The Alliance to Save Energy is working on multiple [policy initiatives](#) to drive federal investment in energy efficiency relief. These include enhanced tax incentives for energy efficiency improvements, funding for public building retrofits, and a new small business energy efficiency program that would provide matching grants to existing utility efficiency programs.

## Getting Back to "Normal"

[VAEEC COVID-19 Resources](#)

[USGBC Launches Global Economic Recovery Strategy](#)

[Franklin Energy Resources](#)

Closer to home, policy makers and advocates are looking to the recently passed Virginia Clean Economy Act to bolster economic recovery. “As we recover from the health and economic impacts of COVID-19, we need to revitalize Virginia’s economy with a future-focused plan,” Senator Jennifer McClellan said in a recent [Charlottesville Today article](#). “That means making Virginia into a national leader for jobs in clean energy.”

While uncertainty reigns at the moment, Householder remains optimistic for the future. **“When we get (beyond this), we’re going to be stronger. I’ve heard it referred to as post-traumatic success. You lead with that attitude.”**

[TRC Back-to-Business Self Assessment Tool](#)

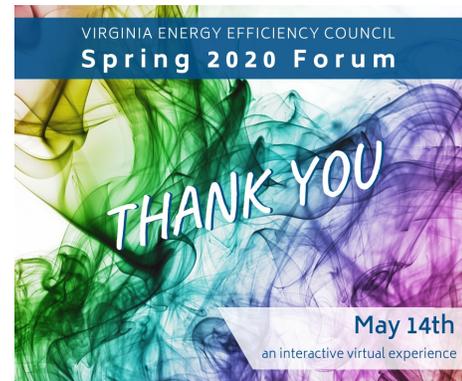
[Trane Services Help Building Owners Resume Business Safely](#)

[Work/Life Balance During Quarantine](#)  
(Clark Nexsen)

## Good News and Interesting Perspectives

### Spring 2020 Forum

We want to say a big THANK YOU to all of the speakers, sponsors, and attendees that made our first-ever virtual Spring Forum a success! Congratulations to **Henrico County** and the **UVA Delta Force Program** for receiving the 2020 Virginia Energy Efficiency Leadership Awards, and to **David Steiner** for recognition of his outstanding service to the VAEEC. Read about the award winners at [NBC12](#) and [Henrico Citizen](#).



We would also like to welcome **Maggie Kelley** and **Leigh Anne Ratliff** to our Board of Directors, and thank **George Barnes** for serving a second term. As with all of our work, the VAEEC Spring Forum would not be possible without the continuing support of our remarkable members and sponsors.

If you attended and have not already filled out our post-event survey, please do so! We rely on your feedback to make each VAEEC event better than ever.

[Read Our Blog Post](#)

[Take the Survey](#)

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### In the News

[VAEEC Executive Director discusses building codes in Charlottesville Weekly](#)

[Clark Nexsen named ENR MidAtlantic Design](#)

[Firm of the Year](#)

[EnergyCAP receives Inc. Magazine Best Workplaces Award](#)

[PEG, LLC wins ENERGY STAR Partner of the Year Sustained Excellence Award](#)

[Viridiant acquires Richmond Region Energy Alliance](#)

[Energy codes for a green economy](#)(NEEP)



## Upcoming Webinars



### **Navigating the NEW VAEEC Member Resource Portal**

Join the VAEEC on **June 15th** for an in-depth walk-through of our new Member Resource Portal. This new tool will allow members to take advantage of member benefits more easily than ever. During the webinar, we'll explore how to:

- Use the improved Member Directory and Event Calendar
- Register for events
- Renew your membership
- Add employees to your membership
- Access committee or membership resources
- Submit success stories

We **strongly encourage** at least one person from each member organization participate in the webinar

### **Financing C-PACE with Regional and Local Lending Partners**

Commercial Property Assessed Clean Energy (C-PACE) is a versatile financing tool for property owners looking to upgrade commercial or multifamily buildings, or find a low-cost alternative to mezzanine debt or preferred equity for new construction projects.

Join the Mid-Atlantic PACE Alliance (MAPA) for their next webinar on **June 9th**, featuring two community-based lenders with experience in closing C-PACE financing for new construction and retrofit projects.

Find out why local/regional banks and lending institutions are jumping into C-PACE financing as a promising new line of business to enhance customer relationships and drive

so you can best take advantage of the Portal. Registration will open soon, so keep an eye on the website and social media

environmentally-friendly economic development in the region.

Register Today

## New Members

The VAEEC Board and staff welcome our newest members!



## Renewing Members

Our work would not be successful without the continued support from our members!



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