AGENDA

Introductions / Meeting Objectives (Mike Dimitriou, Council Chairman) 12:30 – 12:45 p.m.

Open Discussion of Topics 12:45 – 3:30 p.m.

- **COVID-19 Impacts**
  - Health/Liability
    - OSHA requirements for reporting COVID cases
    - Employer legal risks/liability (i.e. employee gets sick at work)
    - Employee safety
  - Operational Changes
    - Office set-up/remote work
    - New trends in business operations as outcome of working through pandemic
    - Travel
  - Sales/Marketing
    - Evolution of sales roles vs. marketing activities in COVID-19 world
    - Customer expectations for in-person vs. virtual sales calls and service support
  - Funding
    - Local and state funding challenges today and in the post COVID-19 world
    - Impacts on new project activity

- **Infrastructure**
  - Status of infrastructure funding in Congress
  - Potential stimulus package
  - Role manufacturers can play

- **Economic Outlook**
  - Post-COVID Market Projections
    - Project funding and timelines (risks associated with inflation on contracts)
    - Demand outlook for 2021/2022
  - Supply chain issues (tightening of material supply like steel?)
  - Industrial market spending
  - Recovery or recession?
  - Buy America / Buy American / AIS and Waivers

- **November Elections**
  - Effect of elections on market projections - inc/dec regs, inc/dec funding
  - Impacts of status quo or an Administration change
Trade
- Status of Phase 1/Phase 2 agreement with China
- Tariffs (Canada)
- USMCA

Procurement
- Project completion and warranty – success tactics to get paid when equipment is installed, rather than project is completed
- P.E. sealing of equipment – are you complying or taking exception?
- Digital transformation at utilities – what does it mean for equipment suppliers?

Legislative / Regulatory Update

Trade Shows
- Future of in-person conferences/trade shows
- Update on WEFTEC 2020
- Virtual exhibitions of the future
- Virtual meetings – effectiveness and increased use by WWEMA

Adjourn 3:30 p.m.