



PRESIDENTS COUNCIL

September 17, 2020
12:30 – 3:30 p.m. EDT

GoToMeeting

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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.