

TechWerx BUILT Nonprofits Office Hours #1 Transcript

10/30/2024

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00:01:51.510 --> 00:02:10.440

Shane Hamstra: Good afternoon. Good morning, everyone depending on where you're joining from today. Just a quick message of a few logistical announcements before we begin today the chat is disabled. So, we would like you to funnel your questions and comments to the Q&A. This is a better way for us to help manage and see the questions that come in and also respond to things that we're unable to get to.

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00:02:10.639 --> 00:02:18.329

Shane Hamstra: Today's session is being recorded and will be posted for Archival, viewing upon completion. And you'll be notified via email when that is ready.

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00:02:18.920 --> 00:02:34.439

Shane Hamstra: Lastly, if you like to use the captions today, you can click the "CC" button in your Zoom toolbar, and if you wish, you can also use that that toolbar to select a different language other than English, if you prefer to see your captions in a language of your preference.

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00:02:34.900 --> 00:02:40.479

Shane Hamstra: So that's it for me. If you need anything, let me know in the Q&A. I'll be monitoring that for any technical issue you might experience.

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00:02:40.520 --> 00:02:43.119

Shane Hamstra: So, I'll happily hand things over to our moderator to get us going.

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00:02:44.280 --> 00:03:08.149 ; 00:03:08.360 --> 00:03:25.560

Adam Klich: All right. Thank you, Shane.

Good afternoon, or good morning, everyone. We're excited to host this office hours for the BUILT Nonprofits, opportunity being funded by the office of State and Energy Programs and Department of Energy. Just very briefly, if you're still not familiar with TechWerx, we are a new innovation hub that's managed by RTI International in support of the Department of Energy. Our goal is really to facilitate connections among Federal Government, academia, nonprofits and small businesses across the US. So, to hear about any new opportunities that might be launched through our hub. We recommend following our page on LinkedIn or signing up to our newsletter via the join our ecosystem link on our web page.

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00:03:25.700 --> 00:03:29.507

Adam Klich: So today we're here for the BUILT Nonprofits opportunity.

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00:03:30.020 --> 00:03:32.130

Adam Klich: Shane, can you go to the next slide, please.

11-14

00:03:32.553 --> 00:04:07.240

Adam Klich: We had an info webinar that was recorded a couple of weeks ago, that is posted on our website on the opportunity page for BUILT (nonprofits).as well as the transcript. And a lot of the questions that have been captured. So, we have an FAQ all the way in the bottom of the page, with about 120 questions and answers there.

So, we recommend going there, for you know, as a 1st place to see if a similar question has been answered. If not, then please do send us an email at [info@techworks.org](mailto:info@techworks.org), or via the contact Us form on our website.

15-18

00:04:07.690 --> 00:04:19.079

Adam Klich: There will be another office hours in another week or so before the deadline of November 12th for the opportunity.

Shane, next slide, please.

19-21

00:04:23.120 --> 00:04:35.870

Adam Klich: A couple of housekeeping items. As Shane mentioned, the questions will be handled, using the Q&A function of Zoom. That's the Q&A button at the bottom of your Zoom screen.

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00:04:36.100 --> 00:04:41.272

Adam Klich: And we may not be able to get through all of the questions that are submitted today.

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00:04:41.620 --> 00:05:15.020

Adam Klich: You know we have, I think, so far over 500 questions that have been submitted. Again, 120 of those have already been answered in our FAQ. A lot of them are duplicates, and we'll get through them as best as we can for the Q&A function on Zoom. There is the opportunity to vote on the questions. So, look through the questions that are being submitted, and if that sounds like something that you want to be addressed, please make sure to use the voting function, and we will get through the ones that get voted on the most during the webinar. (We will get through as many as we can.)

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00:05:18.750 --> 00:05:52.369

Adam Klich: And then one last thing. So, AI bots, such as the note taking bots "Otter AI," and those, per DOE policy, are not allowed during the meeting, and you shouldn't need it, because the session will be recorded and post on our website along with transcripts. So, all the information is there. But if we do see those come in, they may get kicked off so just a heads up that those are not allowed. One more thing, for the questions that are submitted to us, we're unable to provide feedback on specific details of your project.

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00:05:52.751 --> 00:06:06.319

Adam Klich: So, you know if you give us a project and say, "Does this qualify? Is this ready?" We may not be able to answer it directly. But we'll be posted as kind of like a more high-level version of the question on the FAQ.

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00:06:06.770 --> 00:06:12.030

Adam Klich: And I think that's all that I have. Next slide, Shane, please.

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00:06:12.120 --> 00:06:28.780

Adam Klich: Alright. So, by introduction my name is Adam Klich. I'm the Hub Lead for TechWerx here at RTI International, and I'm joined today by our SCEP Team and I'll pass it over to Gretchen to introduce the team, and then get into the meat of the office hours today.

Gretchen.

32-35

00:06:29.930 --> 00:07:24.120

Gretchen Gigley: Hey, Thanks, Adam. Yeah. Great to be here with you today and looking forward to diving in specifically to some of the most asked Q&A that we've been seeing in those 500 questions Adam mentioned. So, we're going to highlight, some of those for you today. But of course, we're here to also field as many questions as we can. And really make sure you're well positioned to be able to to apply for this opportunity. I'm gonna let each of my teammates introduce themselves.

We're all going to present today, so you'll get to hear from them directly. But I'm Gretchen Gigly, and I'm the the nonprofits lead at the Department of Energy. leading the "Renew America's Nonprofits" team.

Next slide.

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00:07:28.110 --> 00:08:24.620

Gretchen Gigley: Yeah. So as Adam mentioned, our program is run out of the Office of State and Community Energy Program (SCEP). And we are focused on working with a variety of entities. You can see the list there, but primarily investing in place-based energy projects. So, this one is particularly focused on reducing energy costs. But we also work on job creation workforce development, looking at economic development at a local level and so really focused on that community-based level investment and technical assistance.

And here we have, a selectee actually, at one of our food bank partners from the renew America's nonprofits, grant.

Gretchen Gigley: next slide.

42-45

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Gretchen Gigley: So yeah, a little bit about the agenda. And I kind of got ahead of myself earlier. But what we'd like to do is provide a brief overview of just the critical pieces to know about the Grant opportunity "BUILT Nonprofits."

And then we really just want to dive into the questions that we're seeing, particularly around eligibility cost share in the application and then we're lucky enough to have a DOE colleague here to present and do a run through of the "Better" tool, which is essentially a building assessment tool that you can use. So, a self-guided building assessment tool. And that helps you identify what the opportunities are within your building, so you'll get a walkthrough of that tool, and then an opportunity to ask him questions afterwards, too. And then at the end we'll open it up to General Q&A.

So, keep your questions coming in. The Q.&A.

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00:09:29.740 --> 00:09:41.779

Gretchen Gigley: Adam mentioned the voting. So that'll help us prioritize which questions that we're gonna address because I know they're going to be a ton. So, keep those coming in the in the Q&A.

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Gretchen Gigley: Next slide.

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00:09:45.780 --> 00:10:41.399

Gretchen Gigley: Okay? So, let's dive into the details of BUILT. BUILT is a new funding opportunity that we released earlier this month.

And it's really directing funding to community-based nonprofits to help support energy efficiency upgrades.

It's a 2-million-dollar funding opportunity that will provide individual grants to nonprofits for up to \$100 k, so we're looking at things like HVAC upgrades, lighting upgrades. Those building improvements that will lead to lowering your energy costs so that you have more money to redirect into your mission. It does fund equipment and installation costs.

Next slide.

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00:10:45.420 --> 00:11:54.630

Gretchen Gigley: So, who should apply for BUILT. In order to be eligible, you do need to be a 501(c)(3) nonprofit, and you have to have proof of building ownership. So, you have to own and operate your building. Those are the 2 eligibility requirements we're really held to according to the provision. This is a bill funded project, and so the provision dictates 501(c)(3) status, and you must own and operate your building.

Beyond that, this is a really streamlined application. You should be ready to outline your need. What is the need to the building? What is the need to you, organizationally, and then what is the need in terms of your community. So that's really what a lot of the application focuses on.

You are going to set some energy efficiency goals within the application. These are estimates, and we'll I'll talk a little bit more about that in the next slide, but you should be ready to kind of, to to be able to estimate those.

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Gretchen Gigley: There is a cost share for this grant. So, it's a 20% required cost share. Again, this is a requirement from our provision. So that would mean if you ask for \$100,000, the total project cost can be \$125,000.

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Gretchen Gigley: There's a few slides in our previous presentation that's posted on the website. You can take a look at that and see how to calculate Cal cost share.

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Gretchen Gigley: But it is required for this grant, and then we are wanting to be able to report the results. We we want to be able to hold up the work that you all are doing on your buildings and the impact of this program. So, there is a reporting requirement for this grant.

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Gretchen Gigley: Next slide.

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Gretchen Gigley: So, here's the review criteria.

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Gretchen Gigley: These are how this is how your applications are gonna be evaluated. The first section energy related impacts of upgrade. So, this is where I would anticipate some people being a little nervous to put numbers. And I do want to emphasize that these are expected to be estimates. These are not numbers that we're going to hold you to necessarily. But we would like your best best estimate, according to your technical professional that perhaps you had.

Look at your building, or you can look at manufacture details, or call the manufacturer to get energy estimates. There are emission reduction tools online that you can use as well to make these estimates.

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Gretchen Gigley: But again, they are estimates. So do your best to you know, to anticipate what you think you're going to save as a result of the upgrades that you're applying for the next section is organizational capacity and need.

And so, we really are wanting to hear, what is the need here to your organization, to your community. The third criteria really gets deeper into that community impact piece.

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Gretchen Gigley: Are you located in a disadvantaged community? If you aren't located in a disadvantaged community, do you serve them. Can you talk a little bit about that? And so that's a critical piece of the application as well. Is there any detail you can put in terms of reinvesting the savings or anticipating reinvesting the savings into your mission?

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00:14:41.220 --> 00:15:06.929

Gretchen Gigley: Where's it gonna plug back in? Will it go back into additional meals served, perhaps, for your organization, new programming, being able to hire critical staff to be able to deploy programs. So, things like that. So, there's more information on these review criteria on the website, but just wanted to touch on that today as a critical piece.

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Gretchen Gigley: And we may be to our next slide.

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Gretchen Gigley: Okay. So, at this point we're gonna again pull out the questions that we're seeing pop up quite a bit and go ahead and address those for the group. And I'm gonna pass it off to my colleague, Isaac Sloan, to run you through these questions and guide this portion of the presentation.

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00:15:35.990 --> 00:15:44.515

Isaac Sloan: Yeah, thanks so much, Gretchen. So, my name is Isaac Sloan. I'm the Communications and Stakeholder engagement fellow with Renew America's Nonprofits team within the Department of Energy.

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00:15:44.820 --> 00:16:40.470

Isaac Sloan: We're just going to be running through some different areas of questions regarding things like eligibility, applications, cost share, like Adam and Gretchen mentioned earlier. And again, I want to point out that all of these questions and more are located in the FAQ on the Opportunity Page for BUILT Nonprofits. So, we really encourage you to check out the Opportunity Page. Stay up to date with that FAQ, because we are posting questions and answers to those regularly throughout this.



We're going to be again breaking it up by sections, and we'll take breaks in between so that we can open it up to you guys for questions. So again, continue to utilize that Q&A function within Zoom, so that we can answer as many of those as possible throughout this FAQ portion of the presentation.

So, starting off with eligibility and multiple buildings, one really common question that we've gotten is our nonprofit owns multiple buildings. Can we submit one application for multiple sites?

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Isaac Sloan: And the answer is, yes, that one application can include multiple buildings as long as they are owned and operated by a 501(c)(3) nonprofit, as is the base requirement for this funding opportunity. And there can also be multiple eligible upgrades that are included within one application. As long as all of the upgrades or buildings included in the application do not exceed that \$100,000 amount.

The next question is, "Our nonprofit owns multiple buildings. Can we submit more than one application?"

We touched on this a little bit in the oss. But we really really strongly encourage nonprofits to only submit their best proposal just given the expected demand for this funding opportunity.

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Isaac Sloan: Next slide.

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Isaac Sloan: So now, looking at new and ongoing projects.

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Isaac Sloan: Can I apply for a new construction project? So design services, for instance, for a new construction project are not eligible for funding under built nonprofits, however, incremental costs associated with the installation of materials like products, equipment, or systems in a new construction project may be eligible as long as it aligns with the period of performance for the project and new construction projects must also be able to show that the efficiency, measurement, and verification component that we are requiring from projects and applications.

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00:18:04.080 --> 00:18:24.919

Isaac Sloan: "If we have a project already underway, are we eligible to apply?"

o the grant is not going to cover anything that has already been purchased for a project that's already underway. However, energy improvements that do fall within the scope for a current project may be covered. So, it's really important to head to the opportunity page and look at that eligibility section just to make sure that it falls under there.

Next slide.

82-83

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Isaac Sloan: Looking at different types of organizations. One question we've gotten a lot is essentially, "our nonprofit is not located in a disadvantaged community or Justice40 area, but our program serves a disadvantaged community. Can we apply first of all?"

Yes, absolutely. Being located in a disadvantaged community is not a requirement to apply for this funding opportunity. It's also worth noting that in the application there's actually a portion where you can indicate whether you are located in and or serving a disadvantaged community. So really, really look closely at this and fill this out as it applies to you.

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Isaac Sloan: "Our nonprofit is associated under an umbrella, 501(c)(3). Can we apply?"

So, as long as your nonprofit or organization is listed underneath the umbrella organization's 501(c)(3) designation, you would be eligible to apply.

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Isaac Sloan: "Our nonprofit is fiscally sponsored by a parent organization with a 501(c)(3) letter can we apply?"

No, you would not be able to apply for this, based on statutory requirements.

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Isaac Sloan: The applicants must be 501(c)(3) nonprofits themselves that own and operate their own building, and unfortunately, being fiscally sponsored by a 501(c)(3) does not make a non-501(c)(3) organization eligible.

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Isaac Sloan: And so, with that, we're gonna go ahead and jump into any questions that we might have received regarding eligibility in the Q&A and see what we can get answers here live.

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00:20:09.670 --> 00:20:13.320

Isaac Sloan: Shane. I think if we can jump to the next slide and open this up.

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00:20:13.840 --> 00:20:14.630

Gretchen Gigley: Yeah.

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Gretchen Gigley: I don't know our quantity of questions is pretty big here. So, our plan to kind of segment the Q&A is may maybe going awry. And so maybe, I don't know. Shane. Maybe the best run of show here is to hold them. We can go through our our questions, Isaac, and then dive full into the 99 plus questions that are in the chat. I love to see that number, so keep them coming. But it may be maybe difficult to parse them out at this point.

That was our hope. But let's just keep going so that we can get get through as many.

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Isaac Sloan: Yeah. So now, looking at the application side of questions that we've been getting starting off with NEPA or the "National Environmental Protection Act."

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Isaac Sloan: We've gotten a lot of questions about, essentially, do we need to understand and consider the State Historic Preservation Officer Consultation and NEPA Review prior to applying, or are you going to get more guidance on what is required, and how to navigate that?

If you're selected, the bottom line is that you will receive more guidance on navigating that NEPA Review and anything related to the State Historic Preservation Officer Consultation once you are selected.

So, we can move on to the next slide.

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Isaac Sloan: Now, looking at energy assessments, this is probably the most popular source of questions. A big one is really, "I don't have an energy audit. What other information can I provide to support? Why, our building needs a specific upgrade."

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Isaac Sloan: So, the building assessment that we're looking for does not have to be in the form of an energy audit. It may come as a "Better" report which we talked about that tool, and we'll touch on a little bit more in a second, energy modeling analysis reports from contractors, or an equivalent that's uploaded with the application.

102-103

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Isaac Sloan: And just as a quick summary, that "Better" tool is essentially a way to quickly and easily identify some really effective cost, saving energy efficiency measures that you can go forward with in your building and portfolio, using readily available information.

So, this is going to be a much lighter lift for you, and we'll get into this presentation side of that in just a second. But it's also worth noting that under the building assessment in the Improvements section of the application, you can also provide a written justification for the energy improvement to provide more detail like the age and the status of the equipment.

And if you want to shift to the next slide, I'm actually going to hand it over to our colleague, Han Lee, from the Lawrence Berkeley National Laboratory, who's going to talk a little bit more about the "Better" tool and give us a quick, live demo.

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00:23:15.380 --> 00:23:18.800

Han Li: Yeah, thank you, Isaac, I'm going to start to share my screen.

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Han Li: Okay.

106-107

00:23:26.570 --> 00:23:53.820

Han Li: Hi, everyone. My name is Han Li. I'm a researcher from Lawrence Berkeley National Lab and the technical lead for the "Better" tool. So, I'm very happy to be here to give a brief introduction about "Better," how to use it, and how to interpret on the result to start with.

We can, you know, go to the better homepage where we can find some high-level information and some previous case studies for buildings and also portfolio level analysis.

108-109

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Han Li: And I want to quickly show you this how it works. So "Better" is basically very simple data driven web application that is using this piecewise linear regression. So, you can see, we have

110-113

00:24:08.805 --> 00:24:30.280

Han Li: the weather data, the outdoor temperature, and also your buildings. Energy use intensity. We try to fit a regression model so that we can find your energy, consumption, heating and cooling weather, sensitivity, and also the long weather piecewise sensitive part.

114-115

00:24:30.440 --> 00:24:46.620

Han Li: And once we have those important model coefficients, we can interpret more of the improvement opportunities.

For example, you see, your building has a high baseload. Maybe there's something wrong with the lighting or appliances.

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00:24:46.730 --> 00:24:54.299

Han Li: And similarly, for cooling sensitivity, maybe high cooling sensitivity indicates your HVAC system is not efficient.

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00:24:54.410 --> 00:25:07.510

Han Li: So, we use this kind of information, and we'll compare your building's energy. Change point model coefficient with the peer groups to identify if there is any improvement opportunity for this building.

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Han Li: So that's a quick overview of how "Better" works.

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Han Li: And without further ado. I want to show you how you can use "Better."

121-122

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Han Li: So here I am on the dashboard page where you can see I already have a bunch of portfolios and buildings, and the most typical way to use battery to start creating a new portfolio.

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Han Li: So, if you go to this page, you can see, you can create a new portfolio with 3 approaches.

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Han Li: The easiest way is to use our default, Excel template.

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00:25:39.970 --> 00:25:52.909

Han Li: But if you're in a star portfolio manager, user. You can also export data from portfolio manager. We have instructions on how to export the data step by step, and then you can upload it to "Better."

126

00:25:53.100 --> 00:26:04.530

Han Li: And the third approach is, it's not very common, but you can, create an empty portfolio from scratch, and later you can add buildings and their utility bills to "Better" using our web interface.

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00:26:04.970 --> 00:26:08.220

Han Li: And I want to quickly show you the excel template approach.

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Han Li: So here you can see we have a bunch of buildings.

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00:26:11.904 --> 00:26:32.320

Han Li: So basically "Better" requires only a very minimum building information, including its location, the gross square foot area, and also the space type.

I know a lot of users are from churches. So, I'm using some worship dummy data for (category) "worship facility" to show you how it better works.

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00:26:32.550 --> 00:26:38.629

Han Li: And then for each building we also need to provide at least 12 months of consecutive utility bills.

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00:26:39.231 --> 00:26:47.179

Han Li: So that can, cover the entire year. We have, we have, different energy consumption patterns, different seasons.

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00:26:47.230 --> 00:26:52.929

Han Li: Having at least one year of data ensure "Better" can capture those different patterns.

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Han Li: So, for BUILT, you will need to provide the start and end dates.

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00:26:57.720 --> 00:26:59.890

Han Li: And then select the energy type.

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00:27:01.040 --> 00:27:08.680

Han Li: And also specify the energy unit. And after that you have to provide energy consumption.

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00:27:08.730 --> 00:27:10.769

Han Li: A value for each of your bills,

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00:27:10.840 --> 00:27:18.019

Han Li: and optionally, if you know the bill cost, you can also enter that, and "Better" will use that to estimate the savings.

139-141

00:27:18.650 --> 00:27:31.740

Han Li: So, once we have that information, we can go back to "Better" and just upload it to the dash, to the web page and I already have one portfolio created, so I'll just show you here.

142

00:27:32.210 --> 00:27:40.009

Han Li: And this is a portfolio page where you can see the list of buildings, which is basically the same as what we saw from the Excel template.

143-145

00:27:40.600 --> 00:28:08.720

Han Li: And you can also go to each individual buildings page and see more details. For example, we're on this building's page. We can see the utility bill trends from the dates that we enter the bills for, and then can also edit utility bills from here, or if you have new bills. You can also click on, add a new bill and can provide that information.

146-150

00:28:11.210 --> 00:28:31.279

Han Li: So, once we have all the buildings and utility bills, we can start creating analytics.

And at the portfolio level, we can, you know, try to create new analytics and the first step is to select the number of buildings you want to include in the portfolio analytics.

151

00:28:31.530 --> 00:28:38.420

Han Li: Here. I will just filter out the space type, and I only have some dummy worship facilities. I will select all of them here.

152

00:28:39.930 --> 00:28:41.130

Han Li: and then

153-154

00:28:41.430 --> 00:29:04.160

Han Li: the next step is to select the savings target, so you can see better, provides 3 savings targets:

The conservative, nominal, and aggressive. So basically, those are different levels in terms of the target within the distribution. So, if you remember, we have those chain point coefficients, we have the distribution for each and every of those coefficients.

155-156

00:29:04.210 --> 00:29:27.089

Han Li: And for the nominal level, we're trying to set a target so that coefficient can be improved to the median level in the distribution. If you want aggressive targets, it will set the target to be half standard division better than the median, so it's harder to reach. But if you can reach this target there will be more savings.

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00:29:27.110 --> 00:29:29.360

Han Li: So, you already will just keep the nominal.

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Han Li: And the next step is to select the benchmark data source.

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00:29:34.288 --> 00:29:43.739

Han Li: As you can see here for the United States. We have the benchmark statistics for "Office K." Through 12 schools multifamily and also public libraries.

160-164

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Han Li: So for those space types, we already collected thousands of buildings, we created this distribution for the national scale, but for other building types, unfortunately, we don't have that national level statistics yet, but if you have a bunch of buildings in your portfolio, you can still use the general statistic option.

So, if you choose this option in "Better," we'll, you know, try to feed the changeful model for every building in your portfolio and create this kind of distribution and use that to benchmark your buildings.

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Han Li: And then the final setting is the minimum model R square value.

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00:30:20.720 --> 00:30:27.679

Han Li: So basically, this is a metric to quantify the quality of the chain point model, the higher the threshold.

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00:30:28.200 --> 00:30:39.190

Han Li: The better the model quality can be, but also it means it might be more difficult to find a reasonable model so yearly we'll just keep it as 0 point 6.

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00:30:40.990 --> 00:30:46.389

Han Li: So, once we configure those settings, we can just create and run this portfolio.

170-175

00:30:48.540 --> 00:31:37.969

Han Li: So, behind the scenes, "Better" is trying to process the data, change one model, generate the statistics and then benchmark, each building against it, and then based on the benchmarking results, we will recommend energy efficiency improvements.

So here you can see already generated results for the 32-building portfolio on the top. We have some overview of this portfolio. How how many buildings we have the total for area and the potential cost and energy savings for annual level estimation and also the breakdown by electricity and fossil fuel. We also estimate the greenhouse gas emission reduction potentials.

We also provide some more detailed breakdown analysis for based on the energy type and also emissions and and cost savings.

176-177

00:31:38.980 --> 00:32:03.380

Han Li: And this is a more interesting section where we show the top 5 most common or most popular energy measures in this portfolio. So, you can see, for example, reduce equipment schedule. We have 30 out of 32 buildings have this recommendation. Of course, I'm using dummy data. You know, a real scenario. You will see different combinations of those energy efficiency measures.

178

00:32:05.270 --> 00:32:11.139

Han Li: And you can also click on, you know, each building to see more detail, I will show you later.

179-183

00:32:11.390 --> 00:32:31.719

Han Li: But I also want to quickly show this section which is benchmarking of all the buildings in the portfolio where you can see the electricity and fossil fuel energy was intensity for the current current level consumption and also the normalized cost savings.

184

00:32:32.170 --> 00:32:43.729

Han Li: So, with this you can quickly and quickly identify the buildings that that have the the most energy use intensity. Also, the buildings have the most savings potentials.

185-190

00:32:44.850 --> 00:33:26.229

Han Li: And then going down here, we have a more detailed table to show all the buildings in this portfolio, their information, their annual electricity on the fossil fuel consumption and also their annual costs and energy savings potential. You can also rank those buildings by clicking on the header here and then we can also click on, for example, one of the buildings to see a more detailed analysis for this building again. On the top, we have some overview about this building. You can also view this breakdown and then we also have the savings breakdown section where you can see under this nominal target.

191

00:33:26.888 --> 00:33:37.679

Han Li: This is the current level consumption. You can see most of the energy consumption is weather independent is space load, and then small portion of them are heating and cooling related.

192

00:33:37.780 --> 00:33:47.230

Han Li: And this is the target on typical level consumption. So, you can see our building is actually doing better than typical level. So, there won't be much savings.

193

00:33:48.320 --> 00:33:59.499

Han Li: And we also show the saving cost saving breakdown by the weather sensitive components. For example, you can see most of savings comes from the fossil fuel for heating.

194

00:34:00.140 --> 00:34:05.349

Han Li: And you can also see the energy efficiency recommendations for this building.

195

00:34:07.290 --> 00:34:18.049

Han Li: And here: You can also see the the monthly trend comparison. So, you can see for electricity, because this building is already doing well. So, there's no savings.

196-197

00:34:18.090 --> 00:34:30.350

Han Li: But for fossil fuel you can see the orange line indicates the current level consumption. A green line indicates the potential level consumption with those energy efficiency recommendation implemented.

198

00:34:32.020 --> 00:34:45.140

Han Li: And then this section is called weather sensitivity and benchmarking, where we show the scatter plots between the outdoor air temperature and also the energy, use intensity for electricity for this building.

199

00:34:45.550 --> 00:34:53.200

Han Li: and you can also see this checkpoint model, which is which has 2 segments, the baseload and also the weather sensitive part.

200-204

00:34:53.679 --> 00:35:34.250

Han Li: You can see the model has a very high "R squared" value. This has a very good quality. And then the benchmarking for each coefficient will tell us, you know, if your building is inefficient in some aspect. But for this, for this building you can see the electricity-based load is already better than 82% of the peer groups. So, there's not many improvements we can make. but for fossil fuel you can see, the baseload is actually pretty poor. It's only better than 2% percent of the peer groups. So, so that's why our recommendation is, you know, center around improving the baseload.

205-208

00:35:36.400 --> 00:36:03.980

Han Li: Yeah. And then this section shows more details about the efficient energy efficiency measures. If you click on, you know, those links will show some more detailed resources. And you know, actions you can take to improve your building synergy infinity under these different categories. Yeah, so I think that's a quick overview introduction of how better works, and happy to take any questions.

209

00:36:05.584 --> 00:36:17.140

Gretchen Gigley: I have a question that may be helpful for the group, because, as you all can see, this tool can do a lot. And there's a tremendous amount of analysis that you can do.

210

00:36:17.230 --> 00:36:39.699

Gretchen Gigley: you know, across your sectors, that's not required for this grant. You know what's required for this grant is for you to have some idea about what is possible in your building that we know that you're basing your application on so, Han Li, if you know (most of) these are single buildings. They're going to be applying to this.

211

00:36:39.700 --> 00:36:54.620

Gretchen Gigley: What are what are the basic at at its most basic level. You know, what are the data points they need to have in hand to be able to get an idea of what is what is possible in their building in terms of upgrades at at the most.

212-214

00:36:54.620 --> 00:37:22.259

Han Li: That's a very good question. Yeah. So, for the individual building level analysis, the basic information we need, are here. So, the buildings, space type, and the area, and also the location. So, space time will allow us to find the benchmark statistics that we can compare to. And the floor area will allow us to calculate the energy intensity, basically for normalized by the the building size.

215

00:37:22.320 --> 00:37:31.250

Han Li: The location allows us to find the closest weather station so that we can find the outdoor air temperature for the utility bills.

216

00:37:32.030 --> 00:37:44.790

Han Li: So that's the basic building characteristics we need, in addition to that we also need at least 12 months of consecutive utility bills, either or both, for electricity and fossil fuel.

217-223

00:37:45.020 --> 00:38:23.989

Han Li: So that will allow us to capture the energy as a pattern across different seasons.

And unfortunately, we only have the benchmark statistics for four building types so far for the United States. So, for example, if you have a worship facility, we don't have the default statistics for that space type yet. But as I showed earlier, if you have a portfolio of a few dozen churches, or other building types. We don't have the translated, for you can still use the generate option to create the statistic and benchmarking.

224

00:38:24.760 --> 00:38:38.589

Gretchen Gigley: So, if they don't see their building type on there, they can use kind of an adjacent building type, maybe something similar to their building for the purposes of the grant.

225

00:38:38.740 --> 00:39:13.140

Gretchen Gigley: I think. You know what we need to see is really that final page that Han was showing where it, has the list of here's what's going on in my building now. And here's what's possible. So, we based it, or just evidence that you use this tool to base your decision around what you're prioritizing and what you're applying for. So, if you're applying for an HVAC unit, why, how did you know, that if some of you will have an Audit.

227-228

00:39:13.140 --> 00:39:33.662



Gretchen Gigley: Some of you can do this self audit and figure out like Oh, well, that that was top of the list, you know on when I ran it through “Better” so this is meant to be an alternative option to to an audit, or even having a technical expert come through your building.

229

00:39:34.600 --> 00:39:56.229

Gretchen Gigley: You know, to give advice and everything. You'll have to take a screenshot. I don't believe this site has the capability to create a PDF, so what you'll do is take a screenshot of this and attach it to your application. And so that's something that you can do to justify. But again, there's lots we'll talk about this. But yeah.

230

00:39:56.230 --> 00:40:08.889

Han Li: Sorry to interrupt. You can also download these HTML file by just clicking on here, so you will download the portable version. You can open it on other devices to see the same results. Yeah.

231

00:40:09.290 --> 00:40:10.839

Gretchen Gigley: Okay. Great. Thank you.

232

00:40:10.840 --> 00:40:12.909

Han Li: Alternative to the PDF, yeah.

233

00:40:13.200 --> 00:40:22.175

Gretchen Gigley: Perfect. Thank you. Well, thanks for sharing this. And hopefully, well, I think we're going to hold all the questions to the end. If you're able to stick around Han.

234

00:40:22.720 --> 00:40:23.070

Han Li: Sure.

235

00:40:23.070 --> 00:40:31.889

Gretchen Gigley: Appreciate. Okay, cool. I'll pass it back over. Thank you. Pass it back over to to Isaac to keep running through the questions.

236

00:40:32.560 --> 00:40:49.570

Isaac Sloan: Thanks so much. Yeah, and definitely encourage people to check out the link for that which is in the chat, feel free to go in and explore that tool. It's really going to be helpful for that energy assessment portion so definitely check that out. And now getting into the cost share portion some popular questions that we've had.

237-238

00:40:49.570 --> 00:41:29.530

Isaac Sloan: So, some examples of allowable cash cost share. As you know, there's a 20% cost share required for this, and that can be either monetary or in kind. So, for this cash cost share some areas that this can come from include the operating fund, an endowment rebates, incentives that rebates and incentives that you may be able to leverage. But it is important to note that the cost share does have to be provided at each milestone, not just at the end of the project. So, we'll talk about those milestones in just a second, but also note that applicants should state the source of this cost share in the cost, share, documentation, portion of the application next slide.

239-241

00:41:34.550 --> 00:42:14.339

Isaac Sloan: Oh, actually, yes. Here we go. Sorry looking at in kind cost share, like I just touched on a little bit. The in-kind cost share cannot, unfortunately, be related to other projects. It has to be directly tied to this investment, and as for whether or not cost share can come from Federal funding, no, we do not allow any form of cost share to come from Federal funding as a little bit of guidance. Some examples of in-kind cost share include donated installation services that might come from a community partner or even staff time as long as it is directly tied to the project investment that is supported by BUILT Nonprofits.

242

00:42:14.340 --> 00:42:15.450

Isaac Sloan: Next slide.

243

00:42:18.710 --> 00:42:46.790

Isaac Sloan: And last, looking at the post award payment process. So can we provide more details about the funding process. This is the milestones that I just touched on in the previous slide. Essentially, performers are going to be paid, based on these agreed upon milestones that will occur throughout the life of the project, including to reimburse activities. So, these performers are just going to need to provide the proper documentation like receipts or timecards to show that that milestone was met.

244

00:42:46.790 --> 00:43:04.720

Isaac Sloan: But once that kind of criteria is satisfied. Then that's when you will begin to receive those reimbursements, or that funding. What is the timeline for getting funding? Following an invoice? The performer can expect to receive payment for milestones completed about 30 days after the invoice submission.

245

00:43:05.663 --> 00:43:17.009

Isaac Sloan: So that's gonna cover it for the FAQ portion of this. Now I'm gonna hand it over to Annabelle Swift so that she can give you a couple more details about the timeline and and close us out here.

246

00:43:19.190 --> 00:43:28.600

Annabelle Swift: Thanks so much, Isaac. We can go all right. So, here's a quick snapshot of the timeline. Some key dates hopefully it's on your calendar when applications are due. November 12<sup>th</sup>.

247

00:43:28.600 --> 00:43:51.170

Annabelle Swift: We are also pleased that we will be holding another office hours session. So, if someone could throw the link in the chat that would be great, and then all the other key dates are shown here. I know there have been some questions about timeline and FAQ, and that answer is, now live as well as for the timeline of what to expect for project period of performance. So, encourage folks to look at that.

248

00:43:51.170 --> 00:44:14.980

Annabelle Swift: And yeah, I see the link. Now, if you want to sign up for office hours, November 6, that may be when you have more sort of nuanced questions filling out the application. But we always encourage people to submit ahead of time. If there are technology issues, you know, make sure the system's working and the projects are anticipated again to be completed within about 12 months of the award being signed, and there are more details for that, again, in the FAQ.

249

00:44:15.770 --> 00:44:32.520

Annabelle Swift: Next slide, I think now we have 15 whole minutes, 16 minutes to answer any questions, and I believe there's a setting here where we've gone through and people can vote for questions that you also have, so that we're not needing any repeats, and I will turn it over to Shane to navigate that.

250

00:44:39.470 --> 00:44:40.080

Shane Hamstra: Okay,

251

00:44:40.960 --> 00:44:49.589

Shane Hamstra: There are many questions, so I'll do my best to submit the ones to the the group here that have garnered the most amount of Upvotes and interest.

252

00:44:50.370 --> 00:44:55.920

Shane Hamstra: 1st question is for HVAC, can it be replacement, or is it only for an upgrade.

253-258

00:44:58.890 --> 00:45:53.549

Gretchen Gigley: Yeah, it can be for replacement. You just have to tie it to energy savings for your building.

and it does. The the other thing, I'll add, is there's a list of projects that are on the website that align with our NEPA requirements. So, we are looking at replacement units that aren't, going to require land disturbance. So, if you're having to dig out, for instance, a new pad that is going to be a project that we likely won't be able to do under our NEPA determination. If you're putting an HVAC on an existing pad or on the roof.

258

00:45:49.010 --> 00:45:53.549

Gretchen Gigley: Then that's 1 that could be, you know, that's fundable within this grant.

259

00:45:53.830 --> 00:45:56.389

Gretchen Gigley: Sorry, Adam, were you gonna add anything?

260

00:45:56.630 --> 00:45:58.080

Adam Klich: No, that was it.

261

00:45:58.080 --> 00:45:58.420

Gretchen Gigley: Yes.

262

00:45:58.420 --> 00:45:59.460

Adam Klich: Increments. Yes.

263

00:45:59.460 --> 00:46:00.090

Gretchen Gigley: Yeah.

264

00:46:05.600 --> 00:46:06.409

Shane Hamstra: Thank you very much.

265

00:46:07.830 --> 00:46:14.450

Shane Hamstra: I think Adam had identified that we'd wanted to answer this question about point, person, email, office number for contact for urgent questions.

266

00:46:14.700 --> 00:46:18.060

Gretchen Gigley: Hey, Shane, we're having a hard time hearing you. I don't know.

267

00:46:19.630 --> 00:46:20.180

Gretchen Gigley: I was just.

268

00:46:20.180 --> 00:46:26.319

Shane Hamstra: I believe, Adam identified that he wanted to ask. Answer this question about a point person email office number.

269-270

00:46:26.830 --> 00:47:05.810

Adam Klich: Yeah. So, the [info@techwerx.org](mailto:info@techwerx.org) email is the best way to reach us. We've received, again, over 500 questions and we're getting through them as fast as we can. So, we appreciate your patience

with that a lot of the questions as we're getting them answered. They're getting posted on FAQ, and we are responding to the emails or the questions are submitted via their web form. So again, please be patient with us for the questions that you know a little more complex. It takes a little more time for us to get an answer to them. But we're working through them as fast as we can. So, info attack works is the best way to reach us.

271

00:47:06.280 --> 00:47:27.249

Adam Klich: And we are looking through all of them. If it's something that's urgent or around the, you know, you can't access your account or anything like that. I will get back to you very quickly on those. But if it's questions about eligibility or scope, it takes a little more time that we need input from DOE those. Those does take a little more time, but we are getting through them. So, appreciate your patience.

272

00:47:33.590 --> 00:47:34.349

Adam Klich: Excellent! Thank you.

273

00:47:34.350 --> 00:47:35.150

Shane Hamstra: So much.

274

00:47:35.550 --> 00:47:37.579

Shane Hamstra: The next question is.

275

00:47:38.960 --> 00:47:42.499

Shane Hamstra: What is required for proof of ownership of the building.

276-277

00:47:44.390 --> 00:48:10.610

Gretchen Gigley: Yeah. So, I mean, ideally, in this situation, you would have a deed or a title showing ownership of the building. And that's really the probably most common thing that we're seeing across our other nonprofit program. But it has to be a legal, legally binding document, showing that your organization owns the building.

278

00:48:12.060 --> 00:48:12.920

Gretchen Gigley: Yeah.

279

00:48:13.650 --> 00:48:15.990

Gretchen Gigley: But ideally, you know.

280

00:48:16.810 --> 00:48:18.759

Gretchen Gigley: a deed or a title.

281

00:48:33.320 --> 00:48:34.039

Gretchen Gigley: Okay, thank you.

282

00:48:34.040 --> 00:48:34.849

Shane Hamstra: Very much

283-285

00:48:38.450 --> 00:48:49.820

Shane Hamstra: Next question is "Will there be partial funding? Can we apply for a \$100,000? And then you are less than that \$100,000 . For example."



286

00:48:54.410 --> 00:48:58.979

Gretchen Gigley: Not sure I understand what you're saying. Sorry can you repeat the question? Shane.

287

00:48:58.980 --> 00:49:14.650

Shane Hamstra: Sure, it sounds like they're asking, "Will there be partial funding awarded?" It's simply if someone applies for a \$100,000 funding. Would you award less than that as a partial funding opportunity?

288-289

00:49:16.293 --> 00:49:49.760

Gretchen Gigley: No, we're, you know. The intention is to fund what the organization applies for unless they're not able to show (that they can meet the requirements.) They need to meet the requirements. And have a strong application in the other categories. But if you are awarded, the intention is to move forward with what you're asking for. You can ask for less than a \$100,000. If you have a specific piece of equipment that you're wanting to use.

290

00:49:50.980 --> 00:49:57.380

Gretchen Gigley: But yeah, what you apply for and what you're requesting is what we intend to fund.

291

00:49:57.865 --> 00:50:05.954

Gretchen Gigley: There is a negotiation period, however, so, and, Adam, I don't know if you want to add any additional detail there.

292-296

00:50:09.440 --> 00:50:37.009

Adam Klich: Yeah, I don't think there's any anything else. I think you've covered it so pretty much we'll be funding the amount that's requested. No, not just part of the of the funding. Negotiations can happen in

terms of the total amount or the milestones, or what it may be. But the decisions on being awarded will be done based on the amount requested.

297

00:50:46.940 --> 00:51:01.829

Shane Hamstra: Okay, thank you. Looks like Adam had identified this question since nonprofit organizations do not have an owner. How should we respond to the question on the application about whether we are Justice 40 or minority owned.

298-302

00:51:02.990 --> 00:51:46.150

Adam Klich: Yeah, thanks for the question. And and I saw that there were multiple. So, I wanted to make sure that we address that. So, our application system applies to various different opportunities, and some of those do target small businesses. So that question about whether you're minority owned or veteran owned or women owned applies mainly for small businesses. So, there is a none of the above option there. And you can just select that. So, you don't need to select one of those that apply to small businesses because you are a nonprofit. So that question has no impact on selection or anything. It's just a standard question that we tend to ask on opportunities that do apply for small businesses, which is not the case on this one.

303

00:51:58.290 --> 00:52:06.599

Shane Hamstra: Okay, thank you. Next question is, "is there a template for the cost share commitment letter? If not, how much detail do we need to provide?"

304-307

00:52:08.520 --> 00:52:41.080

Gretchen Gigley: Yeah, that's a great question. There isn't a template for that. And so, what we want to know is, how are you providing that cost share. Where do you expect that to come from? And you know a commitment from, for instance, if you have another funder that is intending to provide the cost share for this grant. Then they would write a letter stating that intention and the dollar amount, if possible. Related to the cost share amount relative to the requested funding.

308

00:52:42.240 --> 00:52:49.740

Gretchen Gigley: So, there isn't a template. But we do want to hear the "who" and the "how" in that letter.

309

00:53:02.180 --> 00:53:03.489

Shane Hamstra: Thank you so much.

310

00:53:05.388 --> 00:53:09.599

Shane Hamstra: To assess impact for energy reduction. Our utility bills (sic)

311

00:53:09.900 --> 00:53:12.620

Shane Hamstra: before after able to be used.

312-313

00:53:18.970 --> 00:53:31.119

Gretchen Gigley: I'm not sure I'm not sure I understood. Are they asking about benchmarking, Shane, can you? I missed them maybe it was in terms of-

314

00:53:31.120 --> 00:53:34.989

Shane Hamstra: Of assessing impact for energy reduction.

315

00:53:35.140 --> 00:53:39.929

Shane Hamstra: seeing, asking if a utility bill, example, or assessment before and after.

316

00:53:40.070 --> 00:53:41.760

Shane Hamstra: would suffice.

317

00:53:45.930 --> 00:53:59.280

Gretchen Gigley: I'm still a bit confused about the exact question. But at the application stage, you could benchmark and show the high high need in terms of your you know your energy bills.

318

00:53:59.669 --> 00:54:16.809

Gretchen Gigley: And so, energy star portfolio manager is often what we see used and and recommend for benchmarking. So, you can put your bills in there. It'll it'll indicate it doesn't do what the better tool does in terms of comparing you to other buildings.

319

00:54:16.940 --> 00:54:19.020

Gretchen Gigley: Maybe it does, actually.

320-327

00:54:19.220 --> 00:55:20.560

Gretchen Gigley: but it won't. It won't give you a list of suggested upgrades, but it will benchmark so you can use that data. But it still doesn't tell us how you came to (that conclusion). It tells us the state of your building. So that is a great data point. And I think benchmarking is always a great thing to do before and after a project. So, you can really get a good measurement of what your actual savings are.

That will also come in handy on the reporting side. But at the application phase you'll still need to be able to have some evidence of why you're suggesting the upgrade you're suggesting for your building.

So, post-award it will give you all the data, you need. If you're going to benchmark, for instance, in Energy Star Portfolio Manager.

Measuring the before and after will cover you on the reporting side for that quantitative data.

328

00:55:23.760 --> 00:55:25.210

Gretchen Gigley: I hope that helped.

329

00:55:27.300 --> 00:55:30.880

Gretchen Gigley: If anybody else has anything to add, feel free on that.

330

00:55:44.790 --> 00:55:55.579

Shane Hamstra: Okay, I appreciate that. And I think Adam has a moment. He wants to do a quick screen share to navigate some of the FAQs. Adam, you know I'll stop, and you feel free to go on ahead.

331-334

00:55:56.250 --> 00:56:18.240

Adam Klich: Oh, I we can wait until 2:58 PM, so we can maybe take another question or so. But I do want to take time to just show how to navigate, how to find the FAQ, so you can, you know know where to go to find the the questions or your answers.

335

00:56:18.240 --> 00:56:23.149

Shane Hamstra: Next question is, "What is Davis-Bacon Wage Act, and how does it apply to subcontractors?"

336-344

00:56:27.478 --> 00:57:57.699

Gretchen Gigley: So, there is information, I believe, on the website on Davis Bacon. So, you can click on that to read more, but essentially, it's a requirement for you to pay fair wages and determine what the fair wages are. And there is a tool that's used to do that.

It's something that DOE will guide the recipients of this grant through, but it applies to anybody who is doing the labor for this installation so so essentially, they will have to show proof of fair wages. By submitting weekly timesheets.

And it is kind of an automated system that we have now at DOE to help facilitate this. So again, there's more detail on the website. But that's something that DOE and TechWerx will help guide all of the recipients through and can even work directly with your vendors and contractors to make sure that they're getting in the system correctly. And and it really it they have to put in their weekly time sheets throughout their work. So, if they're only installing, for one month period, then they're just held to those submitting those time sheets for that one month.

345

00:58:07.010 --> 00:58:11.790

Adam Klich: Okay, so I'll take just a moment to show you.

346

00:58:13.720 --> 00:58:16.520

Adam Klich: I hope you can see my screen.

347

00:58:17.070 --> 00:58:23.580

Adam Klich: Just show you how to get to the FAQ and how to navigate that. So, you know, this is our main page.

348

00:58:23.800 --> 00:58:29.309

Adam Klich: You jump into opportunities and you get to the opportunity page for BUILT Nonprofits.

349-354

00:58:29.380 --> 00:59:30.529

Adam Klich: If you scroll all the way towards the bottom, you see this FAQ section here, and you know you may show like this, but you're able to kind of open and close things in terms of the topics that you're addressing. There's also a search function here, so that questions about Energy Assessment, example.

So, you see, you show you know you. You search there, and it will pop up here if you think that's a little bit hard to navigate this small window. There's a little button here on the bottom, right, you know, shows view larger version. If you click on it, it will open the actual page for your table. And again, we have 121 questions so far that have been addressed. And again, you're able to look by the types of questions. Or

again, on the top right? There's a search function. So, you can type in specific keywords. And you know, see whether your question has already been addressed, and if not again, you can send us. The question via email. (at [info@techwerx.org](mailto:info@techwerx.org))

355

00:59:33.340 --> 00:59:48.500

Gretchen Gigley: Thanks, Adam. And the questions that we're not getting to today are being collected right and will be added to this Q&A document online. So, you should expect to be able to go on the site and and get those answers.

356

00:59:48.847 --> 00:59:56.600

Gretchen Gigley: Because we know we had a limited time, but we will be back so we do have the next Q&A.

357

00:59:56.740 --> 01:00:19.840

Gretchen Gigley: Or sorry, next office hours that you can go on and register for. I believe the link was put in the chat. And so, that'll be about a week out from the application deadline. Remember, that's November 12th at midnight sorry. 11:59 PM Eastern.

358-361

01:00:20.361 --> 01:00:41.980

Gretchen Gigley: So, in that office hours we'll spend a lot more time just fielding questions to make sure you're clear on what is required for that. That deadline that's just a week away.

So, all the questions from this session will be added to that Q&A so definitely go on there and check.

362-363

01:00:44.670 --> 01:01:10.939

Gretchen Gigley: But I think we're ready to wrap up. It's 3 o'clock. Appreciate everybody's time. Please join us for the next office hours. We'll run through a whole lot more questions than that one just to get you prepared. And if you have any questions in the meantime, you can email [info@techwerx.org](mailto:info@techwerx.org). Definitely, check out the website and we'll look forward to talking again in a week or so.

364

01:01:11.450 --> 01:01:27.320

Adam Klich: Yep. And as a reminder, the Webinar recording and transcript will be posted to our website within 2 to 3 business days. And again, we were gonna regularly update that FAQ, so, check back every couple of days, and you'll see new questions being posted and answered there.

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01:01:28.730 --> 01:01:43.830

Adam Klich: And if you can, please scan the QR code and provide us a quick post Webinar survey. It helps us kind of prepare for the next one based on feedback that we get from you for the next office hours. So, thank you, everyone for joining.

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01:01:45.140 --> 01:01:46.360

Gretchen Gigley: Thanks, everybody.