



# How Clean Energy Businesses Can Survive and Thrive After COVID-19

## SURVEY QUESTIONS AND METHODOLOGY NOTE

**1. Overall, how has this business been affected by the Covid-19 pandemic?**

- Large negative effect
- Moderate negative effect
- Little or no effect
- Moderate positive effect
- Large positive effect

**2. Employment: Please indicate your approximate number of employees both full and part-time (excluding contractors) as of March 1, 2020. [Enter only numbers, no commas]**

**3. Federal Government or Other Financial Assistance: Since March 1, has your firm RECEIVED or does it EXPECT TO RECEIVE financial assistance from any of the following sources? [Check all that apply]**

- Paycheck Protection Program (PPP)
- Economic Injury Disaster Loans (EIDL)
- SBA Loan Forgiveness
- Other Federal Programs
- Self
- Family or Friends
- Other sources
- Have NOT requested financial assistance from any sources since March 1
- Don't know/Not sure

**4. When funds received under any of these Federal Programs or other sources are EXHAUSTED will your business? [Check all that apply]**

- Lay off or furlough employees
- Reduce employee hours
- Reduce salaries and wages
- Cease operations
- Take out loans to continue operation
- No further actions likely or needed
- Don't know/Not sure
- Other (please specify)

**5. Since March 1, has your firm taken any of the following actions in response to the impact of Covid-19? [Check all that apply]**

- Layoffs or furloughs
- Hiring INCREASE
- Hiring freeze
- Complete shutdown
- Salary and wage reduction
- None
- Other (please specify)

**6. Layoffs and Furloughs: As of today, please indicate the magnitude of LAYOFFS and FURLOUGHES since March 1 as a percentage of employees at this location.**

- 1-9%
- 10-24%
- 25-49%
- 50% or higher
- Don't know/Not sure
- NONE

**7. Hiring Increase: Please indicate the magnitude of INCREASE in employment since March 1 as a percentage of employees at this location.**

- 1-9%
- 10-24%
- 25-49%
- 50% or higher
- Don't know/Not sure

**8. Salary and Wage Reduction: Please indicate the magnitude of DECREASE in salaries and wages since March 1 as a percentage.**

**9. Clean Energy Sector: Does your company directly or indirectly support any of these clean energy activities? This includes development, manufacturing, construction, financing, installation, service or maintenance, consulting, supply parts, or other related activities? [check all that apply].**

- Solar power
- Wind power
- Biomass power
- Geothermal power
- Hydroelectric power
- Electric/Hybrid/Hydrogen vehicles
- Battery storage
- Electric grid efficiency and upgrades
- Energy Star or high efficiency appliances
- Energy efficiency methods
- Energy conservation goods or services
- My firm DOES NOT directly or indirectly support any of these activities
- Other (please specify)

**10. Clean Energy Employment: Approximately what percent of your EMPLOYMENT is from Clean Energy activities as defined in in the prior question. Leave blank if you don't know.**

**11. Revenue/Sales Expectations: Over the next 3 months what change do you expect to your REVENUE/ SALES?**

- Decrease
- Increase
- No change
- Don't know/Not sure

**12. Approximately how much of a DECREASE in revenue/sales?**

- Less than 10%
- 10-20%
- 21-30%
- Greater than 30%
- Don't know/Not sure

**13. Approximately how much of an INCREASE in revenue/sales?**

- Less than 10%
- 10-20%
- 21-30%
- Greater than 30%
- Don't know/Not sure

**14. Due to Covid-19, OVERALL have your customers: [Select all that apply]**

- Reduced orders
- Cancelled orders
- Delayed/postponed orders
- No change
- INCREASED orders

**15. Which THREE of the following policy solutions at the Federal, State, or Local government level would MOST help your company recover and expand? [Check Up To Three]**

- New tax credits
- Converting tax credits into cash grants
- More flexibility in how PPP funds can be used
- Low interest loans
- Accelerated depreciation of capital equipment
- Subsidies for customer purchases
- Reduced regulation
- Zoning law changes
- License or permit changes
- Public investment in infrastructure
- Reduced trade barriers
- Workforce training
- Don't know/Not sure
- Other (please specify)

**16. Should the Federal Government enact major legislation to fight climate change? If so how might this impact your business?**

**17. Thank you for participating in this important survey and providing your input! In order to make this survey most useful, we would appreciate your comments regarding these questions. Please write a brief comment on the usefulness and clarity of the survey.**

**18. Respondent Information: A reminder that your responses are confidential and all results will be in summary form such that no individual firm can be identified. Providing your contact information will allow us to contact you if there any questions regarding your responses and also allow us to send a copy of the report to you.**

Your Name:

Email address:

Department (e.g. HR, Payroll, etc.):

Phone number (NNN-NNN-NNNN):

Title within Company:

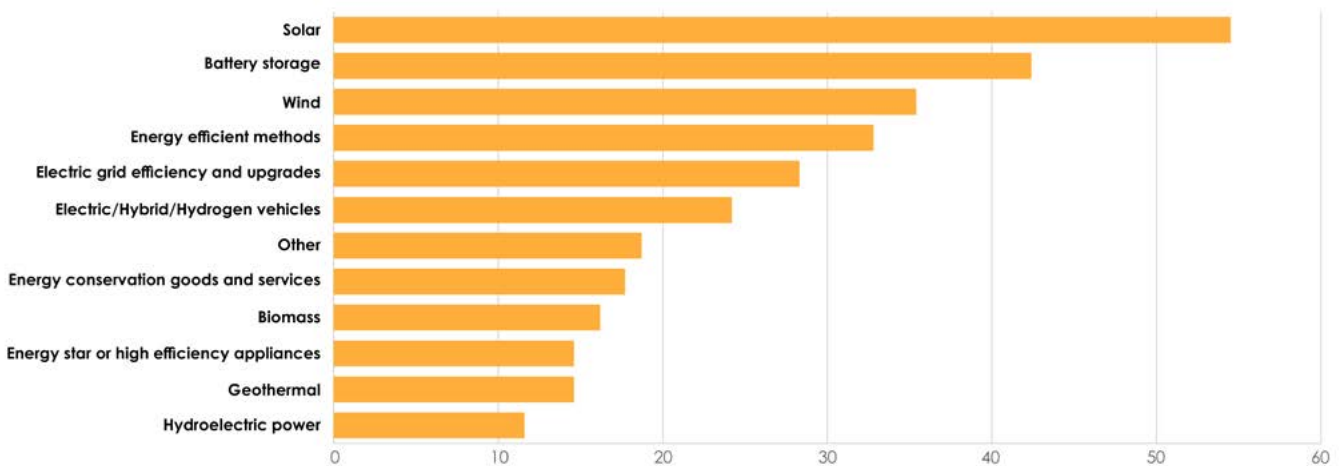
Third Way developed an 18-question survey asking for information about the impact of COVID-19 on clean energy businesses. The survey respondents included professionals who are employees at companies across a range of sectors (see chart below). The questions asked for detail about the extent of the impact and actions that the businesses needed to implement in order to mitigate adverse effects. We also asked questions pertaining to any federal government assistance they tapped since March 1, 2020, as well as what policies they deemed helpful or effective, both today and into the future. Finally, we asked for their views on policies that could help to mitigate climate risks, should they have any anonymized comments to share.

Responding businesses included many with which Third Way had existing relationships, as well as many others contacted through purchased clean energy business lists and collaborations with other nonprofit organizations. For example, the Clean Energy Business Network sent the survey to their members, independent of Third Way's own outreach.

We received 329 responses to the survey during the period from June 17 to August 2, 2020. Most responses were received from mid- to late July. All major survey questions were answered by well over 200 respondents.



### Percentage of Respondents Active in the Following Clean Energy Business Sectors



Source: Third Way Clean Energy Survey and co-authors' calculations. Response to Question 9: "Clean Energy Sector: Does your company directly or indirectly support any of these clean energy activities? This includes development, manufacturing, construction, financing, installation, service or maintenance, consulting, supply parts, or other related activities? [check all that apply]."