

A photograph of the White House in Washington, D.C. The building is white with a prominent portico supported by columns. An American flag flies on a tall pole in front of the building. In the foreground, there is a green lawn with a circular fountain in the center, surrounded by a ring of red tulips and purple flowers. The sky is blue with some white clouds.

***Making a Difference
In
Washington, D.C.***



Thermal Insulation:
MAKING A GLOBAL DIFFERENCE

Branding NIA in Washington, D.C.



114th Congressional Victories



The National Insulation Association in the 114th Congress

- **H.R. 568, the Thermal Insulation Efficiency Improvement Act** was introduced by Rep. Adam Kinzinger (R-IL) and Rep. Jerry McNerney (D-CA)
- This bill directs the Department of Energy to submit a report within one year on the impact of thermal insulation on both energy and water use systems for potable hot and chilled water in federal buildings and on the return on investment of installing the insulation.
- This Report would establish the data for a business case for thermal insulation use in the energy-water nexus sphere.

114th Congressional Victories



- The House Energy and Commerce Committee spent months putting together a broad, comprehensive Energy Reform Package that was ultimately introduced as H.R. 8, the North American Energy Security and Infrastructure Act.
- NIA worked with Rep. Kinzinger, Rep. McNerney, and the Committee and were successful in adding our language from H.R. 568 into the underlying language of H.R. 8.
- H.R. 8 was passed by the full House of Representatives on December 3, 2015 by a vote of 249-174.
- While this process was playing out in the House, we were also working to ensure that our language was understood and accepted in the Senate as they crafted their own broad based energy reform package.

114th Congressional Victories



- While the Senate struggled to craft their bipartisan bill in the Energy and Natural Resources Committee, NIA was successful in gaining the support of Chairwoman Lisa Murkowski (R-AK) and Ranking Member Maria Cantwell (D-WA) for our study language.
- As a result and to move the process forward while they crafted their bill, Chairwoman Murkowski and Ranking Member Cantwell jointly sent a letter to the Department of Energy stating that our language passed the House of Representatives and that they demanded that the Department conduct our study under their current authority.
- We recently received word from the Senate Energy and Natural Resources Committee that they have heard back from the Department of Energy and that DOE will finalize the study by the end of 2016.

Our 2016 Washington, D.C. Agenda



We were also just successful in to obtaining the following report language in the House FY17 Military Construction-VA Appropriations bill stating the following: *Mechanical insulation assessments.*—The Committee acknowledges the cost savings possible through energy savings associated with proper insulation, and encourages VA to work in collaboration with industry partners to conduct a mechanical insulation energy and water assessment at several representative VA hospitals. The assessment should study the potential for improved energy and water efficiency of the selected medical center mechanical systems by applying mechanical insulation in repair, replacement, or up- grade applications. Assessment results shall be shared through a report to the Committee not later than 60 days after enactment of this Act.

Our 2016 Washington, D.C. Agenda



Our top regulatory priority remains our constant contact with the Department of Energy to further our efforts to promote and utilize mechanical insulation within the federal government and in industries throughout the United States.

We expect to meet with DOE in the near future to discuss the energy-water nexus study, offer our assistance in their efforts to finalize this study, and to discuss the results of the report they are finalizing in response to our previous efforts on ways to increase the use of mechanical insulation in federal programs.

As an update on a previous legislative priority, the Mechanical Insulation Installation Incentive Act was re-introduced by Rep. Bob Dold (R-IL) and Rep. Linda Sanchez at the end of 2015. As it currently stands the bill has not gained much traction and at this point we do not expect major tax reform efforts to occur until 2017.

What This Means for YOU



The federal government owns and leases over 3,000,000,000 square feet of building space.

Members of Congress are constantly looking for ways to save taxpayers' funds and at the same time make our manufacturers more competitive in the global economy.

The more Washington, D.C. knows about your industry, the more opportunities will become available for the industry to take a leading role in the energy efficiency movement in our country.

The studies and reports we have been successful in getting out of the Department of Energy will not only open the eyes of the federal government, but also provide us with the business case to take to the private sector.

At the end of the day, these strategies are based on one goal:
Grow the insulation industry to increase your bottom line!



Road to the White House 2016



The Candidates

Donald Trump



- Darling of the anti-establishment grassroots
- Concerns about his inexperience in politics and general lack of tact
- Hasn't connected with most moderate voters, women, or minorities.
- Has tapped into voter frustration with Washington DC/Media establishment



Former U.S. Secretary of State Hillary Clinton

- Massive war-chest and organization
- Questions about corruption/Wiki-leaks/emails
- Currently running ahead in main street media polls





Hillary's
C...





Hillary's Weaknesses

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Trump's Weaknesses





Trump's Strengths



Presidential Polling Nationally

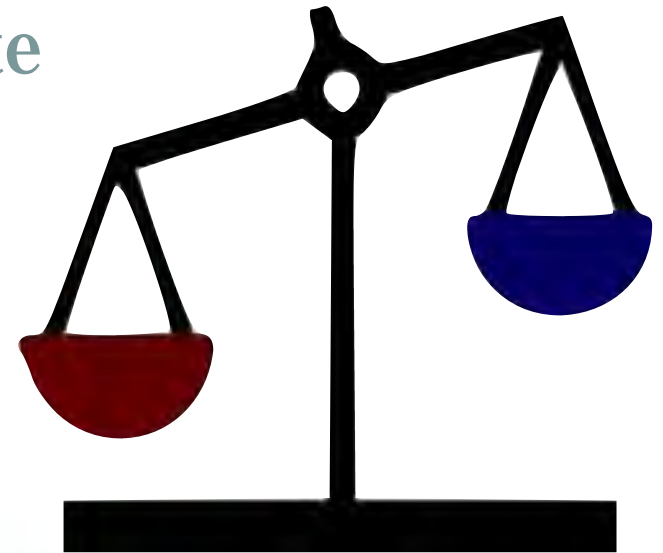
General Election: Trump vs. Clinton	LA Times/USC Tracking	Clinton 43, Trump 47	Trump +4
General Election: Trump vs. Clinton vs. Johnson vs. Stein	ABC/Wash Post Tracking	Clinton 46, Trump 45, Johnson 4, Stein 2	Clinton +1
General Election: Trump vs. Clinton	ABC/Wash Post Tracking	Clinton 49, Trump 47	Clinton +2
General Election: Trump vs. Clinton vs. Johnson vs. Stein	IBD/TIPP Tracking	Clinton 45, Trump 44, Johnson 4, Stein 2	Clinton +1
General Election: Trump vs. Clinton	IBD/TIPP Tracking	Clinton 45, Trump 43	Clinton +2
General Election: Trump vs. Clinton vs. Johnson vs. Stein	Rasmussen Reports	Clinton 45, Trump 42, Johnson 5, Stein 2	Clinton +3

Presidential Swing State Polling

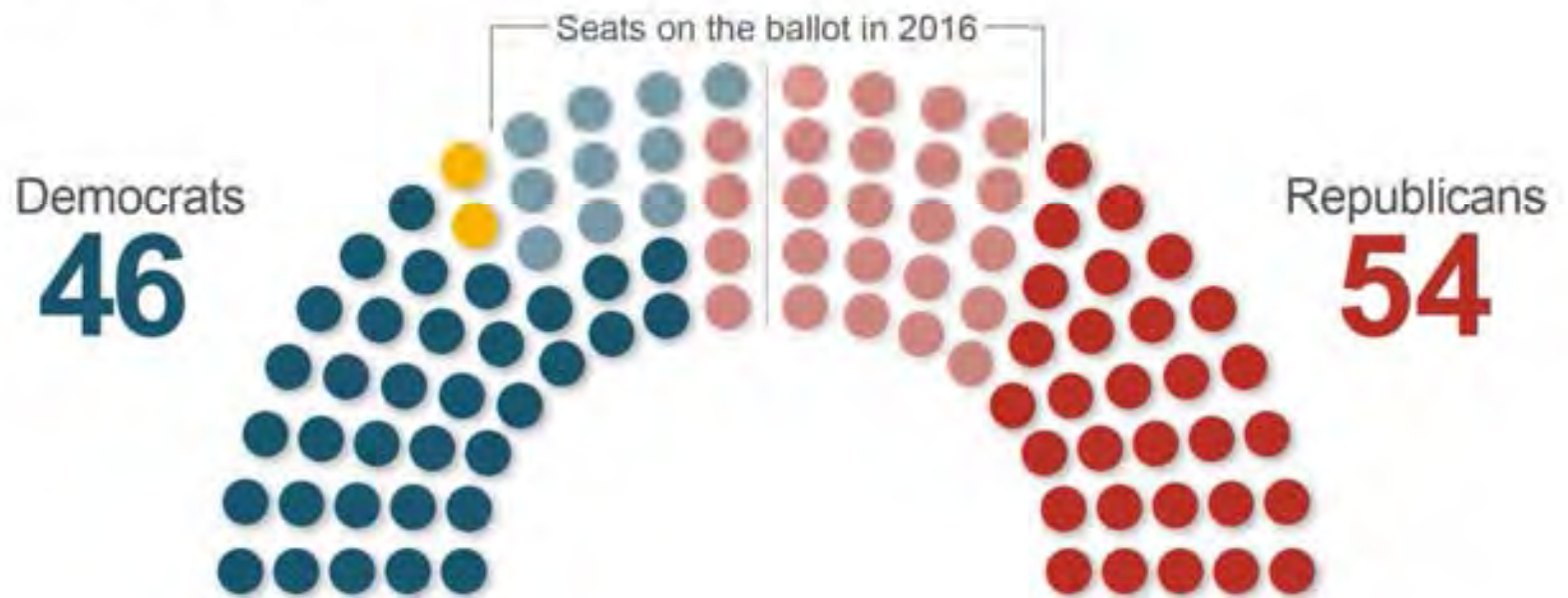
Up (111)

- Ohio (18)
- Florida (29)
- North Carolina (15)
 - Nevada (6)
 - Iowa (6)
- Arizona (11)
- Georgia (16)
- Colorado (9)
- Maine CD2 (1)

Democrats need a net of five seats to win control of the senate

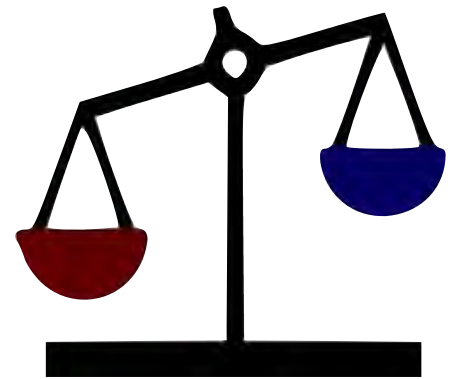
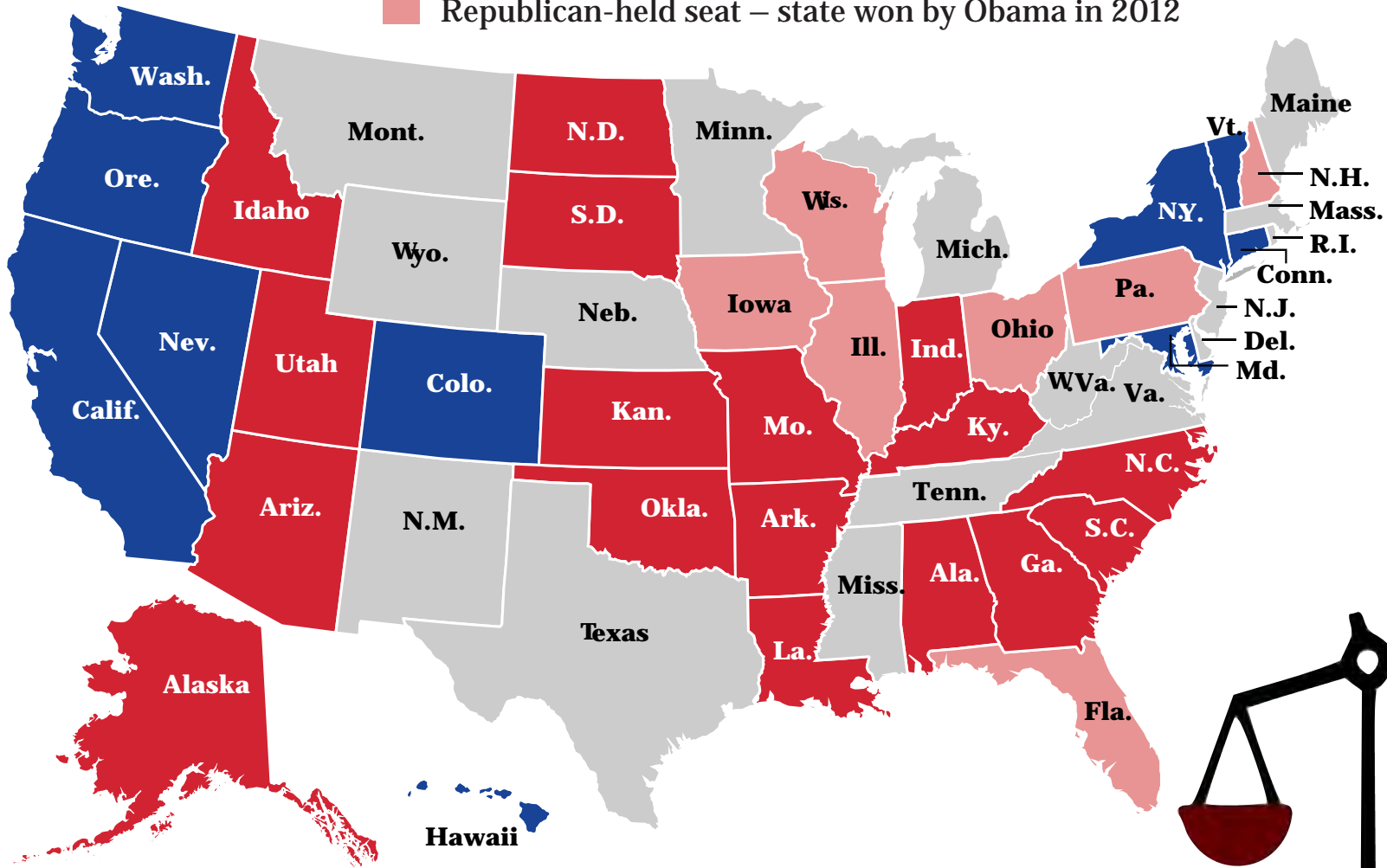


Senate Balance of Power: 114th Congress












States with senate races in 2016

- Democratic-held seat
- Republican-held seat – state won by Romney in 2012
- Republican-held seat – state won by Obama in 2012



2012 presidential election results

8 Swing states

State		Winner	Margin
Arizona		Romney	9.1%
Colorado		Obama	5.4%
Florida		Obama	0.9%
Nevada		Obama	6.7%
New Hampshire		Obama	5.6%
North Carolina		Romney	2.0%
Ohio		Obama	3.0%
Pennsylvania		Obama	5.4%
Virginia		Obama	3.9%

ohio: 18

- Incumbent: Republican Rob Portman
- Challenger: Democrat Ted Strickland, a former governor
- Top issues: Trade, opioids, Strickland's governorship
- Why watch: Typically a bellwether in presidential elections, Ohio is one of the seven states that supported Obama in 2012 and have Republican Senate seats up for grabs. Portman and Strickland both are familiar faces to the electorate.



Portman



Strickland

- Race ratings

Cook Political Report	Toss-up
Rothenberg & Gonzales	Leans Republican
Sabato's Crystal Ball	Leans Republican

Pennsylvania: 20

- Incumbent: Republican Pat Toomey
- Challenger: Katie McGinty, former chief of staff to Governor Tom Wolf
- Top issues: Wall Street, trade, guns, Social Security, environment
- Why watch: A Republican is defending a seat in a state that's voted Democratic for president in six straight elections.
- Race ratings



Toomey



McGinty

Cook Political Report	Toss-up
Rothenberg & Gonzales	Toss-up
Sabato's Crystal Ball	Leans Democratic

Wisconsin: 10

- Incumbent: Republican Ron Johnson, seeking a second term
- Challenger: Former Democratic Senator Russ Feingold
- Top issues: Anti-terrorism policy, trade
- Why watch: The last time a Wisconsin Republican won a Senate race in a presidential election year was 1980, raising questions about what the presidential turnout will mean for Johnson's re-election chances.



Johnson



Feingold

Race ratings

Cook Political Report	Toss-up
Rothenberg & Gonzales	Toss-up/tilts Democratic
Sabato's Crystal Ball	Likely Democratic

Florida: 29

- Incumbent: Republican Marco Rubio seeking second term
- Challengers: Democratic Representative Patrick Murphy
- Top issues: Rubio attendance, Murphy résumé, Zika, Supreme Court, immigration, environment, Iran
- Why watch: A true swing state, Florida went for Obama by less than one percentage point in the 2012 presidential election — the closest margin in the nation.
- Race ratings



Rubio



Murphy

Cook Political Report	Toss-up
Rothenberg & Gonzales	Toss-up/tilts Republican
Sabato's Crystal Ball	Leans Republican

New Hampshire: 4

- Incumbent: Republican Kelly Ayotte
- Challenger: Democratic Governor Maggie Hassan
- Primaries: Sept. 13
- Top issues: Opioids, guns, Supreme Court
- Why watch: Obama won the state in 2012 and its voting patterns come close to mirroring the national popular vote in that election.
- Race ratings



Ayotte



Hassan

Cook Political Report	Toss-up
Rothenberg & Gonzales	Toss-up
Sabato's Crystal Ball	Leans Democratic

North Carolina: 15

Incumbent: Republican Richard Burr

Challenger: Deborah Ross, a former state representative

Top issues: Military, veterans, education, Medicare, intelligence

Why watch: Demographic changes have made North Carolina less Republican-leaning in presidential elections since Burr first won in 2004. The state had the second-closest presidential margins of victory in both 2008 and 2012.

Race ratings



Burr



Ross

Cook Political Report	Toss-up
Rothenberg & Gonzales	Toss-up/tilts Republican
Sabato's Crystal Ball	Leans Republican

Pelosi vs. Ryan



House Races to Watch



Key Toss Up Races

- Arizona – 1
- Colorado – 6
- Iowa – 1
- Michigan - 1
- New Jersey – 5
- New York – 19
- Texas – 23
- California – 25
- Florida – 18
- Illinois – 10
- Minnesota – 8
- Nevada – 3
- New York – 22
- Utah – 4
- California – 49
- Florida – 26
- Maine – 2
- Nebraska – 2
- New York – 1
- Pennsylvania – 8
- Virginia – 10



Q&A

Presenting today: Matt Keelen



- President at The Keelen Group, LLC
- Founded 1998
- Located at 11 D Street, SE Washington, D.C.
- Visit www.keelengroup.com or Tweet @Mattkeelen

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