

Achieving Energy Efficiency Through Small Contractor Participation

E-Contractor Program

The Southern California Regional Energy Network (SoCalREN) Workforce Education and Training (WE&T) E-Contractor Program provides training, tools, and opportunities for diverse participants in disadvantaged communities to pursue careers and contracts in energy efficiency.

This no-cost, multifaceted program offers support and guidance to licensed contractors as they prepare to compete in the public contracting arena and perform energy efficiency retrofit projects. Enrolled contractors are able to participate in a multi-week training academy and take part in one-day training workshops focused on critical topics including, but not limited to, bidding and estimating; gaining access to construction bonding and capital; prevailing wages; and labor compliance. Additionally, the E-Contractor Program offers one-on-one technical assistance to participating contractors. This personalized support is available to contractors who would like assistance with business development, certifications, marketing, bid/RFP review, referrals to resources, partners, project opportunities, and more including retrofits through the SoCalREN Multifamily and Public Agency Programs.

Program Services for Contractors

- **Independent business assessment:** Contractor meets with a Technical Assistance Specialist for a one-on-one overview to discuss their company and goals.
- **Unique coaching plan:** Based on the independent business assessment, the Technical Assistance Specialist will develop a coaching plan to assist contractors with navigating SoCalREN opportunities.
- **Select the right path:** Based on qualifications, contractors will have the opportunity to select a public sector or residential path, or other avenues within the energy efficiency construction sector.
- **Specialized training:** Contractors will receive personalized training in line with the coaching plan developed by the Technical Assistance Specialist.
- **Bid document review and support:** Contractor works with a Technical Assistance Specialist during the bid process to review for accuracy and compliance.

Learn more at socalren.org/wet/contractor-program

SoCalREN WE&T Participation Steps



Contractors who elect to participate in the E-Contractor Program can expect to participate in the five general steps listed below.

- 1. Enrollment:** Schedule a virtual meeting at WET@socalren.org to learn more about the Program and get enrolled.
- 2. Training:** Enrolled contractors are able to participate in a multi-week training academy and take part in one-day training workshops focused on critical topics including, but not limited to, bidding and estimating; gaining access to construction bonding and capital; prevailing wages; and labor compliance.
- 3. Coaching/Technical assistance:** Contractors will work with a Technical Assistance Specialist who will provide one-on-one technical assistance and personalized coaching to prepare contractors to bid on energy efficiency projects. Technical Assistance Specialists will help contractors develop tailored capability statements highlighting their business's capacity, coach contractors through project requirements, and more.
- 4. Bid support:** A Technical Assistance Specialist will meet with contractors to review project bid documentation and provide recommendations.
- 5. Project support:** As needed, SoCalREN can provide support to contractors during a project.

Ready To Get Started?

For questions and more information, contact WET@socalren.org or visit socalren.org/wet/contractor-program.



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