

# Diverse Energy Efficiency Service Provider Incubator Program

February 2020

# Purpose & Approach



## PURPOSE

Encourage participation in ComEd EESP network by diverse contractors from underrepresented communities



## RECRUITMENT

Fostered existing relationships with community partners to recruit diverse contractors, and attended career fairs and other trade-oriented events



## TRAINING & CERTIFICATIONS

- Custom EE & Small Business Development Training
- ICC Certification Guidance
- Diverse Certification Assistance



## BARRIERS IDENTIFIED

Ascertained barriers to success for diverse contractors expanding their businesses



## PROJECT MANAGEMENT

EE team hired Implementation Constructors to manage this pilot.

# Pilot Cohort Demographics

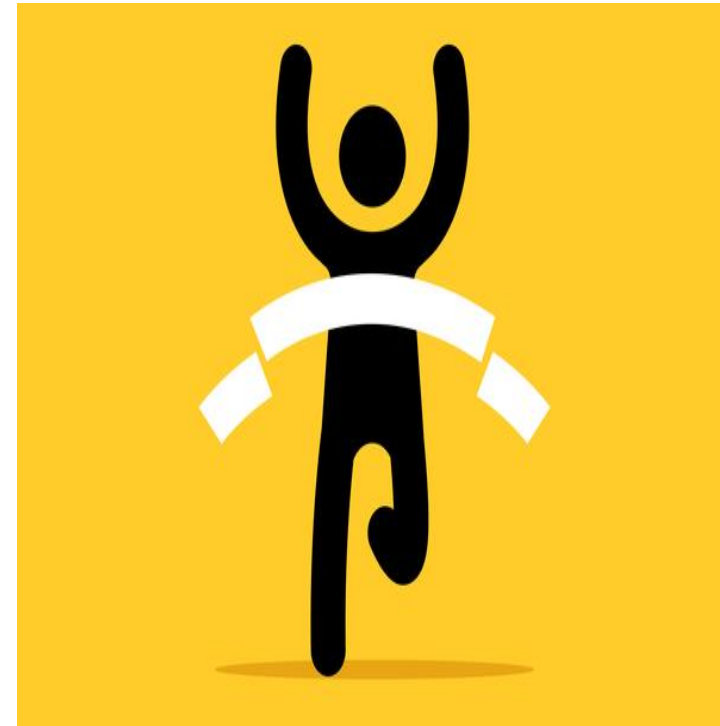
20 Contractors Accepted into Cohort

Trades Represented:

- ✓ 9 Electrical
- ✓ 1 Engineering
- ✓ 1 General Contractor
- ✓ 3 HVAC
- ✓ 3 Carpentry & Weatherization
- ✓ 3 Solar

Diverse Business Types:

- ✓ 5 Woman-owned Businesses
- ✓ 14 Minority-owned Businesses
- ✓ 1 Veteran-owned Businesses



# Results: Acceptance into EESP Network

- ✓ 16 Applications Received
- ✓ 14 Accepted into Network
  - 8 - Standard
  - 1 - Street Lighting
  - 1 - Small Business
  - 2 - Multi-Family Income Eligible
  - 1 – Residential HVAC
  - 1 – Instant Discounts
- ✓ 9 Projects Submitted



# 2020 Diverse EESP Incubator Program

## Program Design Enhancements:

- ✓ Recruit through CBOs
- ✓ Lay Foundation for Program Expansion
- ✓ Partner with Financial Institutions
- ✓ Provide Additional Onboarding Support

## Early Results:

- ✓ New Relationships with CBOs
- ✓ 22 Diverse Contractors Accepted into Cohort
- ✓ Training Workshops Underway



# Questions?

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