Mass Save and MassCEC Collaboration

Update on Key Priority: Contractor Development Pathway

Contractor Development Pathway Coordination

2024

- **Contractor Development Pathway working group** begins meeting.
- Identified opportunities to align Contractor Development Pathway with MassCEC Workforce underrepresented business support program, through **new Hub-and-Spoke Program Delivery Model**

2025

- Mass Save PAs and MassCEC conduct **5 stakeholder sessions** to identify contractor and industry needs and potential supports and meet in **October** to discuss findings.
- In **November**, Finalize Contractor Development Pathway program design elements and pilot the initiative as part of a unique funding strand within **MassCEC Climate-Critical Underrepresented Business Support (CUBS) FY26 RFP,** released December 1st.

CUBS RFP Strand C: Mass Save® Contractor Development Pathway - Overview

- A specialized Spoke within the CUBS Regional Hub-and-Spoke delivery model –
  - 1-2 years + monitoring
  - $150,000 - $400,000
- Spokes will support installation-ready MWBEs-energy-efficient contractors-in understanding and navigating opportunities within the Mass Save® contractor and vendor ecosystem, expanding business capacity for climate-critical services
- Responsive to 2025-2027 Mass Save® Three-Year Plan and working group

RFP available here

Mass Save® Contractor Development Pathway Spoke – Expected Service Delivery Components

- ✓ Technical Assistance to successfully complete preferred vendor applications
- ✓ Training on Mass Save® incentives, incentive stacking, and communicating program offerings to customers
- ✓ Supporting development of value propositions and deployment of marketing and business development approaches to increase customer base
- ✓ Facilitating networking and mentorship connections with Home Performance Contractors (“HPC”), lead vendors, and other procurement decisionmakers within the Mass Save® ecosystem.
- ✓ Spokes may also refer participants to regional Hubs for needed Core Services (e.g. back office and business administration needs)

RFP available here