

DOCKETED

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Request for Information on Contractor Training for IRA Residential Rebate Programs

EGIA respectfully submits the attached comments on the California Energy Commission's Request for Information on Contractor Training for Inflation Reduction Act Residential Energy Rebate Programs, Docket number 23-DECARB-01. Please contact me with any further questions.

Additional submitted attachment is included below.



September 25, 2023

California Energy Commission
Docket Unit MS-4
Docket # 23-Decarb-01
715 P Street
Sacramento, CA 95814

Re: RFI Response, Docket # 23-Decarb-01, Inflation Reduction Act Residential Energy Programs

Dear Commissioners,

EGIA is pleased to provide the following response to the **Request For Information, Contractor Training for Docket # 23-Decarb-01, Inflation Reduction Act Residential Energy Programs.**

EGIA is a 501(c)(6) nonprofit organization dedicated to contractors' success. EGIA serves a network of over 25,000 contracting companies including commercial and residential HVAC, home performance, insulation, windows, solar and other companies installing high efficiency product solutions. EGIA has developed extensive relationships with regional distributors, product manufacturers and other trade allies and delivers unparalleled business solutions that include world-class business education & training, customer financing solutions, groundbreaking industry trend research and more.

We thank the Commission for the opportunity to provide input regarding the importance of contractor training to both the success of the IRA Residential Energy Programs and their ability to create long-term, sustainable market transformation.

Question 3:

What gaps in existing workforce development programs in California can be addressed through the IRA Contractor Training Program? What is the current supply of qualified skilled energy efficiency workers compared to the projected future demand?

Training focused on providing contractors with the tools and knowledge to build long-term, successful businesses during the life of the IRA programs, and continuing long after the programs have ended is a gap in currently available Contractor Training programs. Contracting firms require significant training and resources focused on business success to help them evolve their business model to take advantage of the opportunities provided by new technologies and programs. Topics including but not limited to:



- Financial planning.
- Technician productivity.
- Human resource management and recruiting.
- Marketing and sales management.

are all critical to building sustainable, long-term businesses. All too often contractors are left to learn these skills themselves or they are more likely to fail to build a sustainable business. Access to this educational content through funded programs will help to ensure a long-term, sustainable set of contracting businesses able to support a productive workforce and the long-term benefits of electrification.

Question 7:

In the Community Benefits Plan required as part of the CEC application for DOE funding for contractor training for IRA residential energy rebate programs, how should the program ensure the delivery of measurable community and jobs benefits, and: 1) support meaningful community and labor engagement; 2) invest in America's workforce; 3) advance diversity, equity, inclusion, and accessibility; and 4) contribute to President Biden's goal that 40 percent of the overall benefits from certain federal investments flow to disadvantaged communities under the Justice40 Initiative.

Increasing diversity in the contractor community and workforce supporting clean energy and energy efficiency is a key goal of the Biden administration's Justice40 initiative. A diverse, well trained, and motivated contractor network that is representative of the communities they serve is an essential element required to achieve these goals.

A successful program must assist local, diverse contracting organizations in building strong, sustainable businesses that are better equipped to serve their communities. The program should teach participants to utilize the IRA programs while they are available, but also to build strong, sustainable businesses beyond those programs.

The program should provide participating contractors with a suite of individualized educational support including but not limited to:

- Access to contracting business coaching and mentorship opportunities.
- Live and remote educational seminars.
- A Learning Management System (LMS) with thousands of training videos developed specifically to assist home services contractors to build and grow their businesses.
- Customized training related to incorporating IRA program participation into the contractor's business processes.
- Relevant technical and certification related training.



- Access to a resource library comprised covering subjects vital to running a successful contracting business including customizable templates, how-to guides, marketing collateral and much more.

Thank you for the opportunity to provide input into this critically important subject. Please contact me for further input or discussion.

Regards,

Eric Hatton

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