



ACCELERATOR PROGRAM FAQs FOR CONTRACTORS AND COMMUNITY

PROGRAM OVERVIEW AND STRUCTURE

What exactly is the Accelerator program?

Answer: Grantees, such as colleges and non-profit organizations, lead the program for their respective geographic hub. The program provides multi-year one-on-one coaching and mentoring to assist contractor participants in developing business plans and growing their business. Mentoring contractors may receive stipends through the program, and participating contractors may receive operational support grants.

How is the Accelerator Program different from the Incubator Program?

Answer: The Primes Accelerator serves contractors who already have some operational capacity and are looking to scale their businesses through long-term planning, mentorship, and operational grants. The Incubator focuses on emerging contractors who are just entering the clean energy industry and need foundational business support.

Can contractors participate in both the Incubator and the Primes Accelerator?

Answer: Yes, but participation must be coordinated to avoid duplication of services and funding. Contractors who complete the Incubator program may be strong candidates for the Primes Accelerator, which focuses on strategic growth and multi-year business scaling. DCEO encourages alignment and referrals between programs.

CONTRACTOR PARTICIPATION AND ELIGIBILITY

How is it determined which contractors are accepted into our program?

Answer: Contractors are encouraged to apply regardless of how many preferred criteria they meet. CEJA legislation requires preference be given based on various criteria. These include:

- If the applicant has earned at least \$5,000 in cross revenue the previous calendar year
- If the applicant has at least two years of experience working in the clean energy or a related field.
- If the applicant demonstrates a substantial commitment to investing in and partnering with individuals and institutions in Equity Investment Eligible Communities.
- If the business or any of its principals have ever been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participating in any federal, state, or local government contracts or programs.
- Business viability and operational capacity
- Quality of past projects
- Maturity of strategic growth plan
- Future revenue potential
- Job creation and wage quality
- Contractor capacity
- Commitment to advancing equity
- Community wealth building
- Willingness to assume risk
- Participant readiness and commitment to the program

Are there geographic requirements for participation?

Answer: Participants must reside in your designated hub area, with some exceptions for nearby locations.

PROGRAM COSTS AND OFFERINGS

How much do the classes and trainings cost?

Answer: There is no cost. The program is fully funded by the CEJA Clean Energy Contractor Incubator Program grant.

What classes or trainings are offered?

Answer: *(to be completed as appropriate by grantee)*

What happens at the end of the Accelerator program?

Answer: Contractors who complete the program are expected to have developed a 5-year strategic business plan, gained hands-on project and mentoring experience, and positioned themselves to bid competitively on clean energy projects. Graduates may also be connected to other state programs or financing tools to continue growing their business.

Can my personal history, such as foster care or criminal background, remain confidential?

Answer: Yes, we are required to protect personal information regarding applicants' foster care or criminal history status. While aggregated data is allowed, individual identities must remain confidential, unless such individual provides written consent for disclosure. Participant files are stored in a secure and confidential location to protect sensitive information.

APPLICATION PROCESS

When is the next opportunity to apply?

Answer: *(to be completed as appropriate by grantee)*

What is the expected timeline from application to acceptance?

Answer: *(to be completed as appropriate by grantee)*

How do I stay updated about future application rounds?

Answer: *(to be completed as appropriate by grantee)*

PROGRAM LOGISTICS AND INFORMATION

How long does the mentoring and coaching period last?

Answer: *(to be completed as appropriate by grantee)*

How often do classes take place? What is the level of commitment?

Answer: *(to be completed as appropriate by grantee)*

Where are the classes and trainings conducted?

Answer: *(to be completed as appropriate by grantee)*

Who do I contact if I have further questions?

Answer: *(to be completed as appropriate by grantee)*

