

Question 1

Does MassCEC know of building owners who are looking to participate in this RFP that have priced out the cost of their projects but are facing a financing gap that a partner could help address?

Answer 1

MassCEC has not identified specific buildings owners interested in participating in this RFP who have priced out project costs and identified a financing gap. However, MassCEC does recognize this opportunity would require strong partnerships and hopes partnerships will form through the application process. We particularly encourage use of our [SLACK channel](#), and encourage all interested entities to clearly communicate to other stakeholders on that platform the types of partners they may be seeking.

MassCEC intends to continue focused outreach about this opportunity including to networks that target building owners and encourage them to participate and express interest. We also encourage all interested entities to look carefully at their networks, engage with past potential or actual clients, contractor partners and other stakeholders to expand awareness of the opportunity and explore potential projects that may be enabled with this funding.

Financing Providers or Project Developers are also encouraged to consider Pathway B, which seeks applicants to propose an innovative financing solution applicable to a target building segment, rather than a particular building/building owner. This would require identifying and quantifying the opportunity of the targeted segment, with the intent to engage with specific customers through the course of implementation if an award is received.

If Applicants do not have a building partner for Pathway A and Pathway B is not well-suited for their business model, a partially complete proposal without a building partner can be submitted and will be evaluated on a case-by-case basis if sufficient quality Applications for Pathway A or B are not received. MassCEC reserves the right to not consider partial applications and/or to recommend modification or submissions of partially complete applications.