



Request for Proposals:  
Technical Consultant for Massachusetts Climatetech  
Industry Reports 2026 – 2028  
RFP No. MCIR-2026-01

Date of Issue: January 14, 2026  
Proposals Due: February 24, 2026 by 11:59 pm Eastern Time  
Total Funding Available: Not to Exceed \$300,000

All proposals must be submitted to:  
[ecleveland@masscec.com](mailto:ecleveland@masscec.com)

## I. SUMMARY

The Massachusetts Clean Energy Center (MassCEC) is requesting proposals from consultants with significant expertise in conducting surveys and analyzing survey results to perform research and prepare content for the annual Massachusetts Climatetech Industry Report (the “Industry Report”) on behalf of MassCEC for the next three years. The Industry Report is an annual assessment of the Commonwealth’s climatetech industry (the “Industry”). The Industry Report will detail the growth rate, number of jobs, and number of businesses in the climatetech industry and may be published annually on MassCEC’s website and in print.

## II. ABOUT MASSCEC

The Massachusetts Clean Energy Technology Center (MassCEC) is a quasi-state economic development agency dedicated to accelerating the growth of the clean energy sector across the Commonwealth to spur job creation, deliver statewide environmental benefits and to secure long-term economic growth for the people of Massachusetts. MassCEC works to increase the adoption of clean energy while driving down costs and delivering financial, environmental, and economic development benefits to energy users and utility customers across the state.

MassCEC’s mission is to accelerate the clean energy and climate solution innovation that is critical to meeting the Commonwealth’s climate goals, advancing Massachusetts’ position as an international climate leader while growing the state’s clean energy economy. MassCEC is committed to creating a diverse, equitable, and inclusive organization where everyone is welcomed, supported, respected, and valued. We are committed to incorporating principles of diversity, equity, inclusion, and environmental justice in all aspects of our work in order to promote the equitable distribution of the health and economic benefits of clean energy and support a diverse and inclusive clean energy industry. MassCEC strives to lead and innovate in equitable clean energy and climate solutions.

## III. BACKGROUND AND GOALS

MassCEC is required to complete an annual report detailing the Commonwealth’s climatetech industry, including an examination of the growth rate and number of in-state jobs and businesses under MGL 23J Section 5.<sup>1</sup>

Since 2010, MassCEC has conducted an annual industry report on the clean energy industry. Beginning in 2025, MassCEC will begin reporting on the broader climatetech industry in Massachusetts, which additionally encompasses innovative technology solutions that mitigate the impacts of climate change

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<sup>1</sup> In November 2024, Governor Healey signed House Bill No. 5100, *An Act relative to strengthening Massachusetts’ economic leadership*, which updated MGL 23J Section 5 by replacing the words “clean energy” with “climatetech.” As such, MassCEC will now report on the climatetech industry more broadly.

and help communities adapt and build resilience to climate change. The industry can be broken into the following three segments:

***Greenhouse Gas Mitigation Goods and Services:*** Producing goods or offering services that result in lower greenhouse gas (GHG) emissions (including but not limited to low carbon building materials, manufactured alternative food proteins, waste management, and recycling).

***Climate Impact Prevention, Mitigation, and Repair:*** Preventing, mitigating, or repairing damage from climate events (including but not limited to flooding, wildfire, sea level rise, and extreme temperature).

***Clean Energy:*** Generating or transporting energy, reducing consumption of energy, or monitoring, capturing, or sequestering carbon dioxide or other GHG emissions.

MassCEC will hire a consultant (the “Consultant”) to do the data collection, analysis, and interpretation of clean energy and climatetech industry trends for the 2026, 2027, and 2028 Industry Reports. This will include, but may not be limited to, the following data:

- Number of jobs and businesses in each Massachusetts climatetech industry segment:
  - Greenhouse Gas Mitigation Goods and Services,
  - Climate Impact Prevention, Mitigation, and Repair, and
  - Clean Energy.
- Number of climatetech jobs and businesses by:
  - Sector,
  - Subsector (if possible), and
  - Value chain segment.
- Regional analysis of climatetech jobs and businesses by:
  - Workforce Skills Cabinet regions,
  - Location (Inside/Outside Route 128), and
  - Comparison to analogous industries in other states (if applicable).
- Demographics of climatetech workers.
- Analysis of the total number and total amount of public state and federal grant awards to climatetech companies and innovators.
- Climatetech patents filed and/or awarded to Massachusetts companies.
- Economic contribution of the climatetech industry to the Commonwealth, including, but not limited to:
  - Gross state product,
  - Direct, indirect and induced jobs supported, and
  - State and federal tax contribution.
- Any potential changes to the Massachusetts definition of the climatetech industry based on lessons learned and changes in state policy.

The Industry Report plays a critical role in informing stakeholders of the growth and depth of the climatetech industry, as well as some of the challenges that the climatetech industry faces.

**The selected Consultant under this Request for Proposals (the “RFP”) will: 1) conduct analytical surveys of the climatetech industry in Massachusetts; and 2) prepare the underlying content for the Industry Report for years 2026, 2027, and 2028.**

For reference, the 2024 Industry Report (which is the latest published report) is available here: <https://reports.masscec.com/2024/>

#### IV. ELIGIBILITY

Through this RFP, MassCEC seeks to engage one Consultant with significant experience in conducting surveys and analyzing survey data. At a minimum, the successful applicant to this RFP must:

- Demonstrate the ability to accurately survey the Massachusetts climatetech industry, including, but not limited to, the ability to identify the survey target group, draw up survey instruments, and capture survey data online, by telephone or email, or through in-depth interviews.
- Demonstrate a strong track record in analyzing both quantitative and qualitative data, including but not limited to assuring the quality of the data, performing statistical analysis including statistical inference, and interpreting data in the context of state, national, and global economic trends.
- Demonstrate a track record of preparing similar content, clearly presenting various data in a way that is understandable to the public and with an eye toward effective data visualization.
- Ability to collect data and prepare content on time and on budget.
- Submit a proposal to this RFP that meets all the proposal requirements outlined below to [ecleveland@masscec.com](mailto:ecleveland@masscec.com) by 11:59 pm ET on February 24, 2026. Please include “Industry Report RFP” in the email subject line.

Eligible applicants include individuals, sole proprietors, professional consultants, institutions, or companies with multiple employees. Two or more entities are permitted to apply as an applicant team.

#### V. ESTIMATED TIMELINE

This timeline is subject to change at MassCEC’s discretion.

Release of RFP	January 14, 2026
Questions due to MassCEC via email to <a href="mailto:ecleveland@masscec.com">ecleveland@masscec.com</a>	January 26, 2026
Questions with Answers Posted to MassCEC Website	February 2, 2026
Proposals Due to MassCEC via email to <a href="mailto:ecleveland@masscec.com">ecleveland@masscec.com</a>	February 24, 2026
Notification of Award	Mid-April 2026

#### VI. SCOPE OF WORK

The proposed scope of work below is intended to allow applicants to prepare a Proposal that demonstrates their ability to carry out the typical tasks required by the selected Consultant, and to provide an anticipated budget for work on the 2026, 2027, and 2028 Industry Reports. The exact scope of work for each year's report will be determined jointly by MassCEC and the Consultant.

#### **TASK 1: CLEAN ENERGY AND CLIMATETECH DATA COLLECTION**

- 1) Perform desk research to obtain clean energy industry data.
  - a) Monitor for the release of the annual U.S. Department of Energy's United States Energy and Employment Report ("USEER"),<sup>2</sup> identifying when Massachusetts state-level clean energy industry data is made available.
  - b) Analyze these Massachusetts clean energy data based on the Massachusetts definition of clean energy. Note, MassCEC will provide a list of North American Industry Classification System ("NAICS") codes used to establish the definition of clean energy in Massachusetts, along with the written definitions of clean energy sector and subsector categories.
- 2) To supplement the clean energy data provided through USEER, compile a list of additional climatetech companies in the "Greenhouse Gas Mitigation Goods and Services" and "Climate Impact Prevention, Mitigation, and Repair" segments based on analysis of relevant NAICS codes.
  - a) These companies will comprise the list of potential respondents to the "Supplemental Climatetech Survey", which will provide the additional data necessary to evaluate the full climatetech industry and ensure representation by various employment characteristics, such as employer size, sector, subsector, geographic area and other recommended key characteristics.
  - b) Please note that as part of this task, Consultant will be asked to purchase access to the NAICS database. Anticipated expenses for obtaining NAICS database access should be built into the Consultant's proposed budget.
- 3) Compile innovation data for Massachusetts' clean energy and climatetech companies, researchers, and innovators, including the following:
  - a) Total number of grants received and total grant amount in public grant funding through state and federal programs, including but not limited to MassCEC Tech-To-Market programs, SBIR, ARPA-E, DOE, etc.
  - b) Total number of clean energy and climatetech patents awarded, and in which segment and/or sector the patents are affiliated with.
- 4) Design and conduct industry survey to obtain climatetech industry data.
  - a) Develop comprehensive survey instruments for the Supplemental Climatetech Survey with balanced and unbiased survey questions to gather relevant data on the number, size, and growth of climatetech businesses in Massachusetts and workforce needs. Note, MassCEC will provide the

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<sup>2</sup> <https://www.energy.gov/policy/us-energy-employment-jobs-report-useer>

survey questions and the survey plan from the 2025 Supplemental Climatetech Survey for reference.

- b) Following MassCEC signoff on the draft survey instrument, conduct the Supplemental Climatetech Survey to obtain primary labor market data from Massachusetts climatetech employers via both internet and telephone.

## TASK 2: PERFORM DATA ANALYSIS

- 1) Supplemental Climatetech Survey data analysis
  - a) Analyze the Supplemental Climatetech Survey data received, including but not limited to, assuring the quality of the data, carrying out statistical analysis including statistical inference, and situating data in the context of Massachusetts, United States, and global economic trends.
- 2) Combined survey data trend analysis
  - a) Combine the USEER clean energy data and the Supplemental Climatetech Survey data to establish a holistic snapshot of the climatetech industry in Massachusetts, which will include, but not be limited to:
    - i. Total number of climatetech jobs and businesses in Massachusetts.
    - ii. Total number of climatetech jobs and businesses by region.
    - iii. Climatetech company size by number of employees.
    - iv. Climatetech jobs and businesses by segment, sector, subsector, and value chain.
    - v. Employer outlook on future hiring.
    - vi. Hiring difficulties currently experienced by businesses.
    - vii. If possible, climatetech wage data as an average, by segment, by sector, or by subsector.
    - viii. Demographics of the clean energy workforce, including gender, age, and race.
  - b) Conduct an economic contribution model for the combined clean energy and climatetech industry in Massachusetts, which will include, but not be limited to, the following:
    - ix. Number of direct jobs, indirect jobs, and induced jobs.
    - x. Contribution to Massachusetts Gross State Product (GSP) for both direct jobs and combined direct, indirect, and induced jobs.
    - xi. Contribution to state and federal taxes for combined direct, indirect and induced jobs.

## TASK 3: SYNTHESIZE AND REVIEW FINDINGS

- 1) Prepare a draft and final Memorandum of Findings for MassCEC describing the high-level trends on the Massachusetts Climatetech Industry. This work will include, but not be limited to:
  - a) Participating in at least one conference call with MassCEC staff to summarize the findings and provide more detail, as necessary.
  - b) Providing MassCEC with talking points regarding major report findings, as needed.
  - c) Preparing an Excel document with all applicable charts and graphs, including any created as a part of Task 2.
  - d) Preparing a detailed Methodology document as an appendix to the Memorandum, including pertinent background information from deliverables in Tasks 1-3.

- 2) Provide a review of MassCEC's final written Industry Report, assessing data accuracy and appropriate communication of findings.
- 3) Building on talking points prepared for MassCEC, prepare responses to direct or anticipated questions from MassCEC staff, reporters, legislators, or other stakeholders based on the underlying Industry Report data and methodology.

## VII. HOW TO APPLY

To respond to this RFP, please submit a complete application. The submission must be in the form of a single PDF file, including all relevant attachments, sent by email to [ecleveland@masscec.com](mailto:ecleveland@masscec.com). Please ensure "Industry Report RFP" appears in the email subject line.

Submissions must include the following:

1. Cover page.
2. Applicant's Signature and Acceptance Form (Attachment A).
3. Proposal (see the Proposal Requirements below).
4. Acknowledge review of the Sample Agreement (Attachment B), with any requested changes clearly marked using Track Changes.
5. Team Member Resumes (as an appendix).
6. Supplemental materials (i.e., Diversity, Equity, & Inclusion statement or prior work examples) as optional appendices.

The total compensation shall be up to a maximum of three hundred thousand dollars (\$300,000), including any subcontractors or other direct or indirect costs. The Contractor will submit invoices reflecting time and material costs that includes a status report summarizing key activities that occurred associated with each Task outlined above.

No additional materials shall be submitted. Any additional materials will not be considered in the evaluation. MassCEC does not anticipate accepting responses past the deadline.

## PROPOSAL REQUIREMENTS

Proposals must address all elements described above under Section VII. All proposals must contain the following parts. It is strongly preferred that the Executive Summary, Statement of Qualifications, Proposed Work Plan, Project Management Approach and Budget, and References combined are no longer than eight (8) pages in length, excluding resumes of team members.

- **Executive Summary:** A summary of the Applicant's organization, qualifications, and proposed approach to the work, as well as their proposed approach for working with MassCEC.
- **Statement of Qualifications:** A statement of the qualifications, experience, and description of the Applicant, including:

- A brief description of the organization(s) behind the proposal, including any proposed sub-contractors. Include the date the organization was founded, history, size, project portfolio and information on companies' Massachusetts presence.
- An explanation of why the proposed organization or team is the best qualified to perform the work from a technical and business perspective. Identify other organizational qualifications relevant to the proposed work. Include examples of related past work. Responses may include appendices with relevant supplemental material (see below).
- Identification of key individual(s) who will be involved in the program, who will be involved in each project task, and who will serve as the day-to-day lead. Provide one to two paragraph summaries of relevant technical and business expertise of these individuals. Submit resumes (as appendices) of all key applicant team members. Resumes should include education and experience that are relevant to the proposed work.
- If applicable, list other MassCEC contracts awarded to the Applicant and/or any subcontractors in the past five (5) years.
- Response should also clarify whether the applicant is a certified woman-owned or minority-owned business, or if not certified, whether they believe they would be eligible.
- **Proposed Work Plan:** Using the Scope of Work provided above, submit a proposed work plan including the proposed methodology and timeline. Applicants should include:
  - Anticipated data sources, data collection approaches, data management approaches, and data analysis methods.
  - Anticipated expenses associated with data collection efforts.
  - Draft work timeline, broken down by task or deliverable, for years one to three (1-3).
  - If Contractor intends to use AI for any part of the project, including note taking during meetings, provide a clear description of the intended use of AI, with a description of considerations related to safety and bias.
- **Project Management Approach & Budget:** Responses must include a detailed budget, including information on rates of team members, by categorical position, who are working on the project.<sup>3</sup> Where Applicants anticipate using outside expertise for a task, the Applicant should include estimated rates in addition to the requested background information on any project partners. Budgets may include a range of estimates, and applicants may propose several options based on their expertise and anticipation of MassCEC's needs. Budgets should include the following elements:
  - Estimate of minimum number of hours and minimum cost (per subrecipient, as applicable) for each task.
  - Fully loaded average hourly rate costs.
  - Total cost estimate for project scope. Applicants may provide a range of cost estimates based on proposed options.

Project management should include:

- Approach to client management and communication.
- Approach to timeline management.
- Approach to managing subcontractors (as relevant).

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<sup>3</sup> Please note that contractor rates are not considered confidential in the case of a public records request. Please see Section XII for additional information on the Massachusetts Public Records law.

- **References:** All responses must include references from at least three (3) clients of the Applicant, and preferably clients who have hired the Applicant for similar services to this proposed work (MA clients are a plus). Each reference must include a contact person, postal address, email address, and telephone number. Current and former MassCEC staff may be included as supplementary.

## VIII. SELECTION CRITERIA

MassCEC is seeking proposals from qualified entities. All proposals must be responsive to the relevant scope of services and proposal requirements outlined in this RFP. MassCEC reserves the right to only consider Proposals that, in its sole judgment, meet the minimum threshold criteria.

Criteria	Guiding Questions
Application Requirements	<ol style="list-style-type: none"> <li>1. Is the Application timely?</li> <li>2. Does the Application provide all the information requested in this RFP?</li> <li>3. Does the Applicant plan to provide services commensurate with those requested by MassCEC?</li> <li>4. Does the Application meet all the requirements of the RFP?</li> <li>5. Is the Applicant in good standing with any other contracts with MassCEC, if applicable?</li> </ol>
Overall Experience of Consultant Team & Demonstrated Results	<ol style="list-style-type: none"> <li>6. How relevant and extensive is the Applicant's experience or capability in the field of work outlined in this RFP? Including: <ul style="list-style-type: none"> <li>• Experience conducting industry surveys.</li> <li>• Experience analyzing both quantitative and qualitative data and synthesizing key findings.</li> <li>• Experience providing content for clear and easily understandable reports.</li> <li>• Experience achieving milestones and deliverables on schedule and on budget.</li> </ul> </li> <li>7. What is the quality of the Applicant's performance on similar past assignments or its achievements related to the proposed work?</li> </ol>
Strategic Thinking and Approach	<ol style="list-style-type: none"> <li>8. Does the Applicant demonstrate an understanding of the concepts and motivations underlying the Industry Report and this RFP?</li> <li>9. Are the proposed approaches to the Scope of Work clear and reasonable?</li> <li>10. Do the proposed approaches meet MassCEC's requirements and goals described above?</li> </ol>
Budget Approach and Cost Effectiveness	<ol style="list-style-type: none"> <li>11. Is the budget allocation reasonable and appropriate?</li> <li>12. Has the Applicant demonstrated effective and efficient delivery of quality services in relation to the allocated budget?</li> <li>13. Has the Applicant demonstrated sufficient time resources and flexibility to provide the required services?</li> </ol>

## IX. BUDGET

The Applicant must provide an anticipated budget for work on a three (3) year contract for Industry Reports years 2026, 2027, and 2028, not exceeding three hundred thousand dollars (\$300,000). MassCEC will evaluate this budget and consider it with other criteria when selecting the winning proposal. Please note that the Consultant will be paid on a reimbursement basis based on a deliverable schedule and for the time spent conducting analysis for and writing content. Applicants should include both staff time and expected expenses, including but not limited to, any use of third parties, expected purchases of datasets or costs of surveying when creating the budget for their Proposed Work Plan.

## X. CONTACT INFORMATION FOR QUESTIONS

The Applicant should send questions on the RFP to the Director of Special Projects, Elizabeth Cleveland [ecleveland@masscec.com](mailto:ecleveland@masscec.com) with the subject line “Industry Report RFP Questions”. The Applicant should send questions by January 26, 2026. MassCEC will post responses to questions on the RFP page no later than February 2, 2026 at 5:00 PM ET.

## XI. GENERAL REQUEST FOR PROPOSALS CONDITIONS

### NOTICE OF PUBLIC DISCLOSURE

As a public entity, MassCEC is subject to Massachusetts’ Public Records Law, codified at Chapter 66 of the Massachusetts General Laws. Thus, any documentary material, data, or other information received by MassCEC from an applicant is a public record subject to disclosure. Applicants shall not send MassCEC any confidential or sensitive information in response to this RFP. If confidential information is submitted as part of the application and not clearly marked as confidential, such information may be made publicly available by MassCEC without further notice to the Applicant.

**Please note, consultant rate sheets will be considered a public record subject to disclosure.**

### DISCLAIMER & WAIVER AUTHORITY

This RFP does not commit MassCEC to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. MassCEC reserves the right to accept or reject any or all applications received, waive minor irregularities in submittal requirements, modify the anticipated timeline, request modification of the application, negotiate with all qualified Applicants, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in MassCEC’s best interests.

This RFP has been distributed electronically using MassCEC’s website. It is the responsibility of Applicants to check the website for any addenda or modifications to an RFP to which they intend to respond. MassCEC accepts no liability and will provide no accommodation to Applicants who apply based on an out-of-date RFP document.

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## CONTRACT REQUIREMENTS

Upon MassCEC's authorization to proceed with the proposal, MassCEC and the awarded applicant(s) will execute a contract, substantially in the form of the template agreement attached hereto as Attachment B which will set forth the respective roles and responsibilities of the parties.

**Each Applicant is required to review the Sample Agreement in Attachment B, and if applicable, submit a revised version with any tracked changes clearly marked with the proposal to this RFP. Please note that MassCEC may accept or reject any such proposed changes or further negotiate this agreement at its sole discretion.**