



MWBE SUPPORT GRANTEES

FY24 MWBE SUPPORT GRANTS



American Offshore Wind Academy - The American Offshore Wind Academy will develop a plan to establish a training program for MWBEs seeking entry to the offshore wind sector with a focus on both entry-level and experienced women-owned businesses.



Arka HR - Arka HR, Inc., will deliver a comprehensive workforce development program for minority- and women-owned businesses in the high-performance building sector, including a combination of technical training, business coaching, and networking opportunities.

Arka HR will also conduct a thorough landscape analysis to map the ecosystem of financial institutions, CDFIs and other institutions providing capital, including an analysis of eligibility criteria, application processes, and terms. Arka will engage with MWBEs and other organizations to gather insights on barriers via focus groups, surveys, workshops and webinars. Based on research and engagement, Arka will develop a comprehensive set of recommendations and then disseminate the recommendations through a series of briefings, webinars, and targeted outreach.



Beacon Climate Innovations - Beacon Climate Innovation's ALIGN Workforce Program will connect a diverse local workforce and MWBEs with opportunities created by the development of planned Clean Energy Community Resilience Hubs in Taunton, Wakefield, and Hingham.



Boston Center for Community Ownership – BCCO will create new MWBEs and strengthen existing MWBEs in the climate-critical industries of building construction and subspecialties (HVAC, electrical, plumbing, insulation), focusing on women- and BIPOC-owned worker cooperatives by strengthening existing cooperatives already operating in climate-critical fields and by also creating new MWBE cooperatives through a co-op startup training program.



Boston Impact Initiative - Boston Impact Initiative, partnered with the Innovation Studio, will implement the GreenEdge Accelerator program to provide a continuum of services for MWBEs in or seeking to enter building and electrification, transportation, net-zero grid, offshore wind, and ancillary sectors supporting the clean energy economy across Massachusetts.



Building Pathways - Building Pathways will provide a comprehensive program to empower MWBE contractors to lead in the clean energy sector and to successfully bid on and complete clean energy projects that include solar installations, energy storage systems, microgrids, and deep building decarbonization retrofits.



Coalition for an Equitable Economy - The Coalition for an Equitable Economy will conduct a comprehensive statewide mapping exercise to identify and quantify capital providers that offer capital solutions to climate-critical businesses, especially those that serve MWBEs. The capital demand of clean energy MWBEs will be estimated to understand how much and what type of capital is critical. This work will inform strategies to reduce gaps and barriers in access to capital for MWBEs, and findings and recommendations will be shared through guides and webinars targeted at MWBEs.



Cornerstone Global - Cornerstone Global will create a plan to support MWBEs in Lowell through training and access to expertise in building organizational capacity needed to succeed in clean energy.



Entrepreneurial and Business Collaborative – E&BC will create a comprehensive program report to serve as a critical roadmap, delineating clear pathways for MWBEs to access capital within the clean energy sector by collaborating with local for-profit organizations, financial institutions, and decision makers to identify barriers and leveraging strategic partnerships to create a cohesive framework that empowers MWBEs to navigate funding landscapes more effectively.

E&BC will also draft a plan for launching the Clean Start for Equal Energy Program, which guides MWBEs from concept to tangible reality of product development.



Entrepreneurship for All – EforAll will provide core services to aspiring, underrepresented MWBE entrepreneurs and guide the MWBEs to compete for ancillary procurement opportunities created by the emerging and growing OSW and blue economy sectors in the Southcoast and Cape.



MassMEP - MassMEP will implement their MWBE Clean Energy Power Pivot Program to strategically enhance the capabilities of MWBE manufacturers pivoting into the clean energy sector.



Roads Consulting Group - Roads Consulting Group will establish business incubator and technical assistance programs in four (4) regions with the goal of training MWBEs to enter into and/or expand their work in the clean energy sector by providing training and technical support that scales MWBEs towards contract procurement.

FY23 MWBE SUPPORT GRANTS



Activate Global – Activate Global will explore how to enhance the existing Activate Fellowship program to better serve MWBEs through a Diversity Needs Assessment and Program Audit. The Activate Fellowship offers participants entrepreneurial education, coaching and mentoring, business support services, networking support, and wraparound support services centered around developing and commercializing innovations in climate-critical business sectors.



Beacon Climate Innovations - Beacon Climate Innovations will develop a plan to provide MWBEs upskilling, procurement and bid preparation experience, and contract opportunities through the development of Community Clean Energy Resilience Hubs.



Black Economic Council of Massachusetts - Black Economic Council of Massachusetts will expand its state-wide Electric Vehicle Supply Equipment (EVSE) initiatives to guide more Black-owned businesses into the EV space. In addition to continuing to raise awareness of expansion opportunities through EV Kickstarter workshops, BECMA will offer responsive support to MWBEs through its Back Office Support Services (BOSS) and Vendor Advisory Council (VAC) programs. These programs will better position MWBEs to acquire contracts, capital, and the skilled workforce needed to scale in the EV sector.



Boston Center for Community Ownership - Boston Center for Community Ownership will develop a plan to adapt existing support programs for worker cooperatives to assist MWBEs seeking increased opportunities in the high-performance building sector. Worker co-ops can be longer lived

and more resilient than sole proprietorships and may enable MWBEs to access larger contracting opportunities.



Center for Women & Enterprise - CWE will develop the Clean Energy Business Support Center, expanding on CWE's proven suite of MWBE programs to assist MWBEs entering the high-performance building sector. MWBE participants will have access to a Certification program to achieve third-party certification and to a Contracting program to better position the MWBEs to access contracting opportunities.



Entrepreneurial & Business Collaborative - Entrepreneurial & Business Collaborative (E&BC) will provide comprehensive support to MWBEs in Western Massachusetts through two distinct programs - an 8-week Consolidated Accelerator Program and a 12-month Comprehensive and Inclusive Support Program. These programs offer access to funding, mentorship, technical assistance, and a variety of wraparound business support services to help MWBEs overcome barriers and succeed in the clean energy industry.



Northeast Sustainable Energy Association - Northeast Sustainable Energy Association will launch BuildingEnergy Access, expanding on its existing BuildingEnergy Bottom Lines program, a unique network of business owners in the high-performance building sector who work together to improve their respective triple bottom lines: planet, people, and profit. In addition to a dedicated peer-network group, participants will receive custom training and business development services, access to NESEA's existing educational programming, and marketing opportunities to spotlight their MWBE.



SRGE, the Construction Incubator – SRGE will guide emerging BIPOCQ+ led construction companies in the clean energy sector through the typical eighteen month bid process related to a contract in the high-performance building sector. Using a learning management system and highly customized approach for each MWBE participant, SRGE will support each MWBE with capacity building, access to capital, and networking.

FY22 MWBE SUPPORT GRANTS



Black Economic Council of Massachusetts - Black Economic Council of Massachusetts will Expand BECMA's Electric Vehicle (EV) Kickstarter program to areas outside of Boston. This effort helps MWBE identify business opportunities in EV space as resellers, owner-operators, installers and maintenance providers. Businesses interested in expansion are awarded \$5k grants from BECMA and access to MassDevelopment for loan financing



Browning the Green Space - Browning the Green Space will create more MWBEs by expanding the Accelerating Contractors of Color in Energy for Sustainable Success (ACCESS) program. ACCESS is an 8-week contractor bootcamp for aspiring energy efficiency & renewable energy business owners that provides curated consulting, coaching, connections, mentorship, and access to capital.



Center for Women & Enterprise - Center for Women & Enterprise will determine the educational, professional development and back-to-office services necessary for early MWBEs to thrive in the climate critical building sector.



Emerald Cities Collaborative - Emerald Cities Collaborative will recruit MWBE contractors in the Pioneer Valley, train on decarbonization work, connect to pipelines of work, provide networking opportunities, and facilitate connections to working and equity capital.



Greater New England Minority Supplier Diversity Council - Greater New England Minority Supplier Diversity Council will make MWBEs aware of opportunities to obtain contracts in climate critical areas, build their financial and intellectual capital and provide MWBE certifications, leveraging grants with U.S. Department of Commerce.



Greentown Labs - Greentown Labs will operate accelerator program, Advancing Climatetech and Clean Energy Leaders (ACCEL) to accelerate high growth, tech innovation based MWBE startups towards investment, partnerships, and customers.



Northeast Sustainable Energy Association - Northeast Sustainable Energy Association will explore how to provide MWBEs with access to NESEA Green Building community and its resources and connections. In particular, define how MWBE participation in NESEA's peer business groups might become part of other Implementation grants to other grantees or other models for NESEA to support MWBEs.



SRGE, the Construction Incubator – SRGE will support expansion of larger BIPOC construction, electrical, and mechanical contractors through Construction Incubator program for EV charging station installation, high performing mechanical systems and energy retrofit building projects.



The Compost Collaborative - The Compost Collaborative will explore expanding Compost Collaborative employee-ownership to spin-off business model targeting BIPOC/female returning citizens as a template for other women returning from prison. Explore connecting with other state programs to allow more women ex-offenders to use and participate in this business model.