



### Participating Contractors receive:

- Access to expanded customer base.
- Support from a dedicated single point of contact.
- Free training, mentoring, and marketing materials.
- Access to no-cost consulting and concierge service.

## Grow your business by becoming a Participating Contractor!

Through the SoCalREN Multifamily Program, Participating Contractors can offer their multifamily property owner customers incentives to offset the cost of energy efficiency upgrades. If you work in HVAC, lighting, or water heating, you can work with SoCalREN to grow your business in the multifamily market.

### Why Join?

#### Offer your customers incentives and benefits

- Up to \$1,200 per unit for qualifying upgrades at an eligible property.
- Upgraded measures including interior lighting, exterior lighting, water heating, pipe insulation, HVAC, and more.
- Reduced ongoing operating costs and improved comfort, health, and safety for tenants.
- Offer your customers a pathway to increased sustainability and environmental stewardship.

#### Get benefits for your business

- Increased visibility as a Participating Contractor working with the SoCalREN Multifamily Program.
- Expanded customer base with value-added service.
- Increased scope and volume with current services.
- Enhanced technical skills for your workforce.
- Increased visibility to customers with the program's advertising and event presence.

#### Access help to ensure your success

- One-on-one account manager support.
- Marketing assistance.
- Technical support from the program's engineering team.
- Convenient online training resources for your team.



## How the Program Works

The SoCalREN Multifamily Program is designed to help your multifamily customers save money and add value to their property. Customers follow a simple process as outlined below, with help and support from our program team every step of the way.

- **Complete program enrollment documents**  
Provide high-level information about the property and energy systems.
- **Submit project scope and cost estimate**  
Our technical staff will complete an energy assessment and identify retrofit opportunities. You will work with the customer to select which energy efficiency measures to move forward with.
- **Complete energy efficiency retrofit**  
Install measures agreed to in project scope and notify your account manager to schedule post inspection when all measures are installed.
- **Receive incentive payment**  
Incentive checks will be mailed 4–6 weeks after project is inspected and approved by the program.

## Learn More

Visit: [socalren.org/multifamily](https://socalren.org/multifamily)

Email: [multifamily@socalren.org](mailto:multifamily@socalren.org)

Call: (877) 785-2237

## Enrollment Is Easy!

### 1. Show your interest

- Complete our online Contractor Interest Form at [socalren.org/multifamily](https://socalren.org/multifamily). If you have questions about the form, email our team at [multifamily@socalren.org](mailto:multifamily@socalren.org) or call us at (877) 785-2237.

### 2. Get an introduction

- Meet with an account manager to talk about your business and how to incorporate the SoCalREN Multifamily Program. At your welcome meeting, your account manager will walk you through the program's training and documentation requirements.

### 3. Complete onboarding

Participate in initial program training and get help from your account manager and project coordinator to help you collect all required documentation including:

- CSLB License
- IRS W-9 Form
- Certificates of Insurance
- Signed Contractor Participation Agreement

### 4. Welcome aboard

Now you're a Participating Contractor! As you complete your first projects, you'll receive:

- Field evaluations and program mentoring
- Additional hands-on training
- Marketing support
- Expanded customer base
- Increased scope and volume of services

Your account manager will continue to be available to you to answer questions and provide support as your business grows.