



**EGIA Foundation**  
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**EGIA Foundation Partners with NorCal chapter of National Association of Minority Contractors to accelerate development of a high performing minority contractor workforce.**

*Nonprofit Foundation dedicated to expanding diversity and resolving the ongoing workforce shortage in the trades will deliver targeted training and resources to advance the success of minority-owned contracting businesses, supported by the oldest minority-owned construction trades association in the United States.*

**FOR IMMEDIATE RELEASE**

SACRAMENTO, Ca., July 22, 2024 – EGIA and the EGIA Foundation proudly announce the launch of a new workforce development and diversity program, *Developing a High-Performance Diverse Contractor Workforce*, which will be delivered to select minority-owned contracting businesses that are members of NAMC NorCal, the founding chapter of the National Association of Minority Contractors (NAMC). This program will accelerate the long-term success of participating minority-owned contracting businesses through a comprehensive suite of training and resources that enable them to effectively support statewide energy efficiency and decarbonization programs and other activities supporting the Justice40 initiative.


**Empowering Minority Contractors with Advanced Training and Resources**

The new program combines the strengths of EGIA's extensive contractor development resources and NAMC's national relationships with growth-minded, minority-owned businesses. It is designed to support these businesses in building sustainable, successful operations, particularly within the electrification and home performance sectors. Key elements of the program include full access to EGIA's Contractor University, which includes personalized advanced business coaching, industry-leading on-demand & live training, and in-depth workforce development and contractor training curriculum.

**A Unified Effort to Foster Diversity and Growth**

"Developing a High-Performance Diverse Contractor Workforce is a strategic extension of our mission to cultivate a skilled, diverse contractor community," stated Bruce Matulich, Chairman of the EGIA Foundation and CEO of EGIA. "Our collaboration with NAMC leverages their profound industry connections and EGIA's training expertise to provide minority contracting business owners the tools and knowledge required to build profitable, sustainable businesses."

Mario Wagner, NAMC NorCal VP, added, "This partnership with the EGIA Foundation represents a vital progression towards ensuring minority contractors are actively participating in the clean energy transition. Together, we're providing the tools and training necessary for minority business owners to



expand and thrive, ensuring they are well-equipped to meet the needs of their communities and build their own businesses in the most successful manner possible."

To learn more about how the EGIA Foundation and NAMC are helping to build a more inclusive, successful future for the home services industry, visit [EGIAFoundation.org](http://EGIAFoundation.org).

### **About the EGIA Foundation**

The EGIA Foundation is dedicated to expanding the benefits of energy efficiency and renewable energy through innovative, educational programs that empower contractors and enhance workforce development. The Foundation's collaboration with educational institutions and industry leaders aims to promote the advancement of energy-efficient and renewable technologies. You can learn more about the EGIA Foundation at its website, [EGIAFoundation.org](http://EGIAFoundation.org), or its student-targeted web portal, [AlwaysInDemand.com](http://AlwaysInDemand.com).

### **About the Electric & Gas Industries Association (EGIA)**

EGIA is a nonprofit organization that empowers home services contractors to get the most out of their businesses through industry-leading training, financing and marketplace solutions. Its Contractor University offers access to the industry's most recognized educators, who deliver innovative keys to success through online training systems, in-person workshops, conferences and webinars. EGIA is also a recognized leader in delivering sponsored demand management and resource efficiency services on behalf of electric, gas and water utilities and municipalities. These services include financing; rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. OPTIMUS Financing, which has facilitated financing for 450,000+ residential and business projects valued at over \$8 billion, provides contractors with a best-in-class suite of financing options. Contractor Marketplace brings together some of the most in-demand vendors and products in the industry at exclusive pricing. Learn more at [www.EGIA.org](http://www.EGIA.org).

### **About the National Association of Minority Contractors**

Founded in 1969, NAMC is the oldest minority construction trade association in the United States. It is committed to advocating for minority contractors and providing them with the training and support needed to succeed. NAMC's extensive network and strategic partnerships have positioned it as a leader in fostering growth and capacity building among minority-owned businesses in the construction industry. You can learn more about NAMC at its website, [NAMCnational.org](http://NAMCnational.org), and about NAMC NorCal at [NAMCNorCal.org](http://NAMCNorCal.org).

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