EAS Learning Series

Best Practices for Building Genuine and Sustained EEC Partnerships

Illinois Shines

Best Practices for EEC Partnership

Fair and equitable partnerships:

- EEC partnerships should be built in the early stages of a project.
- EECs should be treated as equal project partners through fostering mutual understanding, open communication, and transparency. For example, adequately introducing the EEC to all the other project partners and establishing clear points-of-contact between the EEC and the Approved Vendor.
- Offering fair contracts (such as a REC Services Agreement or an EPC Contract) and ensuring they are at fair market value.

Two-way knowledge-sharing:

- Both EECs and companies looking to partner with EECs can benefit from two-way knowledge and skill sharing as both bring unique perspectives and expertise.
- When establishing relationships with EECs, identify skills and knowledge you each bring to the table that can strengthen your project development.

Opportunities for EEC development:

- Foster opportunities for continued partnership and growth outside of REC management (fencing, landscaping, EPC opportunities etc).
- Companies may offer access to additional resources such as additional job-training or legal services.

Ready to explore partnering with an EEC?

View the roster of certified Illinois Shines EECs at illinoisshines.com/find-an-av-designee-or-subcontractor and/or contact the EEC Sector Strategist at eec@IllinoisShines.com.

**EECs and Equity Eligible Persons (EEPs) are defined at illinoisshines.com/eep-and-eec*

Equity Eligible Contractors ("EECs")* are an integral part of the Illinois Shines Program. Partning with EECs can bring multiple benefits:

Building market knowledge and stronger networks
EECs bring increased local expertise and knowledge to help with expansion of solar to new markets and build community trust.

Expanded project capacity
EECs can add to an existing company's project development capabilities; oftentimes bringing new experiences and perspectives.

Workforce development
EECs may have greater success in hiring a diverse workforce and frequently hire from state-funded training programs such as the Clean Jobs Workforce Network Program, supporting the professional development of EEPs directly on projects.

Localized economic growth
EECs are often based in EJC or R3 areas and partnering with them can ensure that financial benefits stay within the local economy.