

**THE CHANGE LEADER, INC. - TRAINING / FACILITATION SERVICES - PROJECT REFERENCE**

Reference organization's current and, if applicable, previous name and purpose	<b>Electric Utility Consultant, Inc. (EUCI).</b> EUCI is approved as an Authorized Provider by the International Association for Continuing Education and Training (IACET).
Reference organization's current address; phone number and fax number	<b>4601 DTC Blvd Ste 800 Denver, CO 80237</b>
Reference contact person's name, title, phone number and fax number.	<b>Darrel Proctor 303-770-8800 303-741-0849</b>  <i>The reference contact person(s) must be familiar with Offeror's organization, Offeror's experience and performance, and the relationship with the referenced person);</i>
<b>Project Summary Narrative</b>	
The type of services (i.e. grant writing or business evaluation, etc)	TCL's partner, GMA, was retained by Electric Utility Consultants, Inc. (EUCI) in August of 2012 to provide training services to attendants of the .
The desired outcomes of the project and how those outcomes were met by Offeror	The training was held in San Francisco at the Hyatt. It was a three day training on the subject of Energy-related Grant Funding and Grant Writing. The program complied with the ANSI/IACET Standards and EUCI was authorized to offer IACET 1.0 CEUs for accreditation units. The attendees were from all sectors; start ups and large corporations.
The start and end dates of the project	Kristin Cooper Carter managed the client interactions and delivered the training program. The content for the training program was provided by GMA with CLIENT approval.
List the number of staff and levels of staffing that were used for the project	GMA generated all of the workshop content and materials. The content came from professional experience and case studies. The material was highly interactive. There was ample time for the participants to share information, obtain feedback and refine their work. GMA uses a lot of examples and gives students' assignments to work on both separately and together. GMA also prepared handouts for the program to be reviewed concurrent to the session. The course was appropriate for beginners to intermediate writers.
A brief description of any delays or issues and their resolution if needed	
The amount of revenue generated (if applicable)	After each section we would spend time actively writing components. Once completed we would review these materials as a group. All of the group members become "reviewers "of each other's materials. From the session evaluations, this was the most important aspect of the training. After a few section reviews all of the students started to excel with their writing, both in content and transitions.  This training can be easily modified to meet multiple time frames  The feedback on the training was positive with negative scores for the temperate of the room. Many of the students followed up with questions directly with GMA after the workshop ended.