SW/Local	Sector	Description	2018	2019				2020				2021				2022		
			Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Local	Residential	Residential Sector RFA/RFP	RFA	RFP			Launch											
Local	Commercial	Commercial Sector RFA/RFP																
Local	Industrial	Industrial Sector RFA/RFP																
Local	Agricultural	Agricultural Sector RFA/RFP																
Local	Public	Public Sector RFA/RFP																
SW	Residential	Residential New Construction		RFA	RFP			Launch										
SW	Commercial	Non-Residential New Construction																
SW	Cross-cutting	WE&T Career and Workforce Readiness			RFA	RFP				Launch								
SW	Cross-cutting	WE&T K-12 Connections																
SW	Public	State of CA / Dept. of Corrections				RFA	RFP				Launch							
SW	Cross-cutting	Codes & Standards - Appliance Standards																
Local	Residential	Residential RFP					RFA	RFP			Launch							
Local	Commercial	Commercial RFP																
Local	Industrial	Industrial RFP																
Local	Agricultural	Agricultural RFP																
Local	Public	Public Sector RFP																
Local	Residential	Residential RFP												RFA	RFP			Launch
Local	Commercial	Commercial RFP																
Local	Industrial	Industrial RFP																
Local	Agricultural	Agricultural RFP																
Local	Public	Public Sector RFP																