

IBB

Utility Rebate Services

BK
ENERGY GROUP

Black Knight Energy Group, LLC

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(618) 920-1802

Utility Incentives/Rebates

- ▶ **Most utility companies offer rebates for energy efficient equipment.**
- ▶ **Companies purchase energy-efficient equipment to reduced their costs on energy bills.**
- ▶ **Rebates are paid out once all appropriate paperwork is filled out and submitted to utility company.**
- ▶ **Reasons companies miss out on rebate opportunities:**
 - ▶ **Too few resources to apply to rebate task**
 - ▶ **Confusing rebate processes and requirements**
 - ▶ **Short window to apply for rebates**
 - ▶ **Changing requirements**



How does Black Knight Energy Group handle the rebate process?

- ▶ **Black Knight Energy Group manages entire process in turnkey fashion:**
 - ▶ **Customers simply monitor Black Knight Energy Group's activity.**
- ▶ **Black Knight Energy Group operates as an extension of the customer.**
 - ▶ **Black Knight Energy Group is paid by taking a % of rebates recovered - typically 30%**
- ▶ **Online tracking sheets for updates.**
- ▶ **ROI & payback analysis for projects.**

Utility Incentive Program Types

- **Prescriptive Incentives: No preapproval required**
- **Custom Incentives: Preapproval needed in most cases**
 - **Engineering calculations required**
 - **Identification of equipment to be removed**
 - **Site inspections may be required prior to equipment installation**
 - **Pictures of removed equipment may be required**
- ▶ **Total site incentives can be thousands of dollars per site.**

Prescriptive Incentive Time Requirements

▶ **Project timeline:**

- ▶ **Equipment purchases/installation**
- ▶ **Black Knight Energy Group receives final invoice**
- ▶ **Black Knight Energy Group files final application with utility company – 3-5 business days**
- ▶ **Utility company releases payment to customer – 3-6 weeks**



Custom Incentive Time Requirements

▶ **Project timeline:**

- ▶ **Black Knight Energy Group for preapproval – 3-5 business days**
- ▶ **Utility company issues preapproval notice to proceed – 3-6 weeks**
- ▶ **Equipment purchases/installation**
- ▶ **Black Knight Energy Group receives final invoice**
- ▶ **Black Knight Energy Group files final application with utility company – 3-5 business days**
- ▶ **Utility company releases payment to Black Knight Energy Group – 3-6 weeks.**

Black Knight Energy Group Solutions Coverage Areas

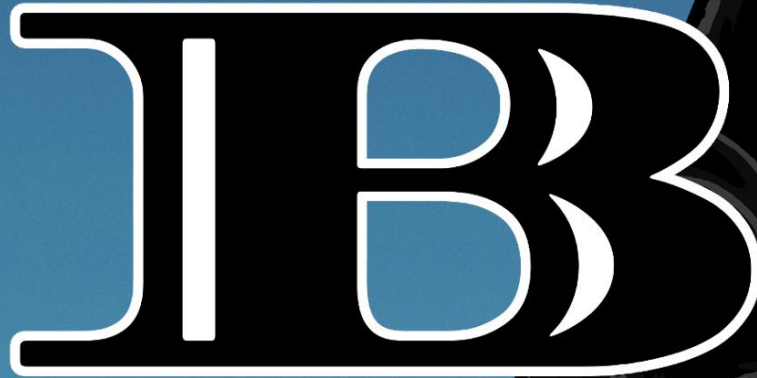
- ▶ All 50 US States
- ▶ All Canadian Provinces
- ▶ Puerto Rico where incentives are available.

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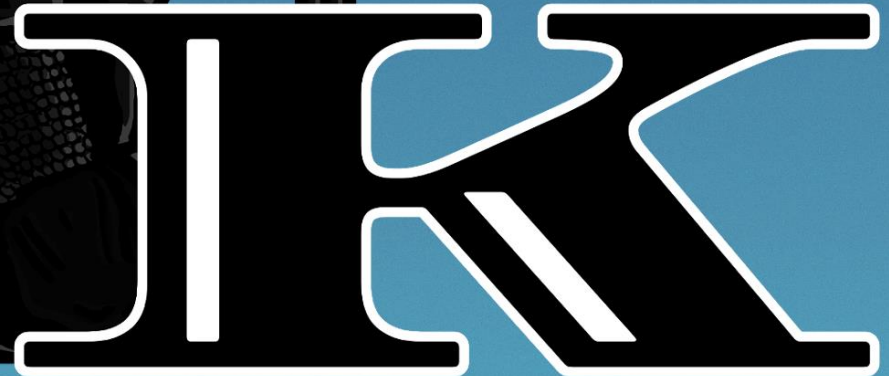


Rebate Information Checklist

Rebate/Incentive Information Checklist	
Customer Information	
Company Name	
Site Address	
Telephone Number	
Company Contact	
Project Type: New Construction, Remodel, Maintenance Replacement	
Checklist Information	
Custom W9	
Site/Building Square Footage	
Electric Bill Copy	
Project Start and Completion Dates	
Equipment Specification Sheets	
Relevant Drawings and Equipment Schedules	

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IBB

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IKK

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QUESTIONS?

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