



Virginia Overview

Distributed
Decarbonization

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Market Details

Market Overview

The Renewable Energy Incentive allows owners of geothermal systems to monetize the environmental benefits of their systems' energy efficiency. Carbon Solutions Group (CSG) partners with local installers to create a seamless offering that gives customers a direct line to collect their incentive payment. This incentive has no impact on the federal tax credit.

Eligibility

Systems installed after 1/1/2018. The program is for new builds and the replacement of existing heating oil, gas, propane, and electric resistance. Geo to Geo replacements do not currently qualify for this program.

Referral Payments for Installers

As a partner you will receive a set price per ton referral bonus for information sharing and converting your customer to be our registered customers. CSG is currently offering \$100/ton.

Ton	\$/ton Referred	Total Referral Earnings
6	\$100	\$600

Contract Options for Customers



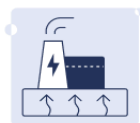
Full Upfront - One Upfront Lump-Sum Payment

This option is a one time upfront payment. This is a pre-payment for the renewable energy credits generated over the system's useful life. We calculate this payment based on the size of the system and the energy efficiency of a system. Payment is made in full within 30 days of all registrations being approved.

	Payment Type	Customer Payment
Installation date after: 1/1/2018	Upfront Lump Sum	\$700 Ton
Example Payment	Upfront Payment: 6 Ton system installed X \$700 per ton = \$4,200 upon system registration.	

Registration

Overview of the Process and Timeline



1. Installation

Installer provides GREC quote, CSG introduction, and installs the system



2. Application Started

System entered into CSG Portal, and CSG contacts customer



3. Contracting

SREC Contract Signed



4. Registering

CSG registers the facility with applicable state and tracking systems registrations



5. Active

Payment

Overview of the Process and Timeline

The registration process will begin after a system has been installed and the system owner has signed a REC contract with Carbon Solutions Group. The system registration process generally takes between 4-6 weeks. Payment to the customer is net 45 from the system registration date.

Required Information

- System photo (showing heat pump nameplate)
- System specifications/details (make/models/installation date)
- Proof of installation document (Building permit, paid invoice, etc)
- Energy savings report showing energy analysis of the replaced system and GSHP
- Electric Bill (or any proof of interconnecting utility)

Phone: 888-316-GREC

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