

**IMAGINE. CREATE. ACHIEVE.**  
*a sustainable future*

Indiana Department of Administration  
402 W. Washington Street, Room W468  
Indianapolis, IN 46204

Attention: Angie Alexander, Procurement Specialist

RE: Home Energy Rebate Program Service Provider; RFS #24-76653

Dear Ms. Alexander & the Selection Committee:

The BLN Team, headquartered in Indiana, appreciates the opportunity to present our qualifications and approach for the Home Energy Rebate Programs in Indiana.

With our extensive experience in designing and delivering energy rebate programs across the United States and our unparalleled track record of success within Indiana, the BLN Team best positions the Indiana Office of Energy Development (IOED) for success. Our team has designed and delivered over 750 energy rebate programs nationwide and has managed over \$40 billion in federal funds in recent years. Leveraging these experiences and best practices, we propose a comprehensive solution that includes turnkey design, delivery, and closeout within three years. Our approach aligns with the IOED's goals in the key areas of workforce development, community engagement, and energy savings.

The BLN Team provides the IOED with the following unique benefits:

- Extensive experience in the design & implementation of energy rebate programs in Indiana & nationwide
- Decades of experience managing, tracking, reporting & auditing over \$40 billion in federally funded programs across the United States
- A solution that will create over 2,600 jobs & maximize contracting opportunities for Indiana-based contractors
- A partnership with Martin University & Ivy Tech Community Colleges to maximize workforce development across Indiana
- A proven IT system successfully utilized on hundreds of rebate programs in Indiana & nationwide
- Exceptional experience developing marketing strategies for various Indiana state agency initiatives
- A multifaceted statewide approach to accomplishing Justice 40 requirements
- A budget that will come in under 50% of Indiana's 2.5% Home Efficiency Rebates (Section 50121) & Home Electrification & Appliance Rebate (Section 50123) U.S. Department of Energy administrative allocation, maximizing funds that can be rolled over to rebates for Indiana residents during implementation

**SECRETARY OF STATE**

BLN Emergency Management, LLC is actively registered with the Indiana Secretary of State. Our next business entity report is due on 9.30.2025. Our Business ID is 201709011212349.

## POINT OF CONTACT

Jay Cahill will be your principal contact for the Home Energy Rebate Programs. Please contact Jay for any questions, comments, or notifications regarding RFS #24-76653 and the Indiana Home Energy Rebate Programs.

**Principal Contact:** Jay Cahill  
**Address:** 8320 Craig Street, Indianapolis, IN 46250  
**Telephone Number | Email Address:** 317.402.2446 | jcahill@b-l-n.com  
**Bidder ID Number:** 0000063641  
**FEIN Number:** 82-2797143  
**Type of Business:** Limited Liability Company  
**NAICS Code:** 561110

Our team and strategy best position Indiana to deliver an efficient, effective, and federally compliant program. We thank you in advance for your consideration and look forward to partnering with the State of Indiana and the IOED on these energy rebate programs.

Sincerely,



James B. Longest, PE  
President