



What is C-PACE?

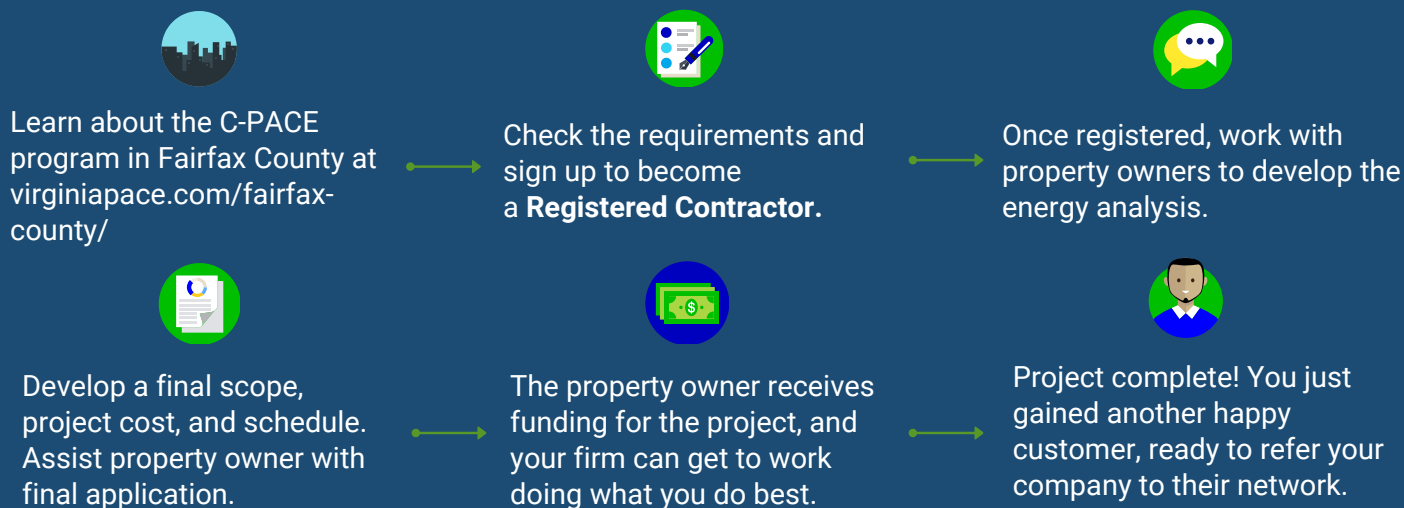
For Contractors

C-PACE, or Commercial Property Assessed Clean Energy, is a powerful financing tool that pays for a wide variety of energy-related measures to new or existing buildings and real property including multifamily properties. Property owners receive 100% fixed rate financing of hard and soft costs for eligible projects from Qualified Capital Providers. Similar to construction loan draws, contractors can receive progress payments to install new **HVAC equipment, automation controls, roofs, solar, lighting, stormwater management, pumps, geothermal, elevator equipment**, and other types of improvements.

What can C-PACE do for Contractors?

- ✓ **More comprehensive energy projects:** A property owner may just be looking to install LED lighting, but a comprehensive building energy efficiency retrofit may save them a lot more. Having C-PACE as an option could motivate the owner to expand the original project scope.
- ✓ **Close more deals:** A property owner may not have access to conventional financing or may not want to use cash. C-PACE addresses these issues, and gets more deals across the finish line.
- ✓ **Grow the bottom line:** C-PACE creates a new line of business for companies. More projects means more cash for operations.
- ✓ **Use "OPM":** The C-PACE option means contractors do not have to utilize their own line of credit to fund projects.

How It Works



Learn more and register at: virginiapace.com/resources/contractors