



VIRGINIA PACE AUTHORITY

2022 - 2023

ANNUAL REPORT



ABOUT VPA

Who is Virginia PACE Authority?

The Virginia PACE Authority (VPA), a nonprofit 501 (c) (3) organization, is the result of dedicated Virginia-based C- PACE practitioners committed to implementing a low-cost, open market C-PACE program that incorporates industry best practices and promotes clean energy in the Commonwealth.

As the Program Administrator for the state of Virginia, VPA works with commercial businesses, property owners, contractors and local governments to facilitate the financing of energy efficiency, renewable energy, environmental remediation, and resiliency projects for both new and existing buildings.

Our objectives are to assist in stimulating the local economy and tax base, integrating C-PACE into the area's economic development strategy, and facilitating the increased financial and environmental performance of commercial and multifamily properties.

MISSION

Our mission is to educate, promote and facilitate clean energy and resilient solutions through the administration of C-PACE financing programs.

OUR ACCOMPLISHMENTS

VPA continues its leadership role remaining active and effective during the past year. Significant strides were made that has led to being chosen as the state administrator for the PACE program by the state of Virginia. Through competitive procurement, Virginia Energy (VE) chose VPA at the end of last year and VPA immediately began the process of creating the roadmap for development of a statewide program for both enabled C-PACE jurisdictions and new localities. VPA held a series of stakeholder meetings as part of the engagement in the creation of the statewide C-PACE Program. Through this process, VPA created a new set of programmatic and transactional documents found [here](#). The statewide program known as VA C-PACE opened in September 2022. As of March 1, 2023, four jurisdictions had joined the statewide program with many more in the pipeline. VPA is in an exciting position to expand its network of strategic partnerships, both statewide and nationally.

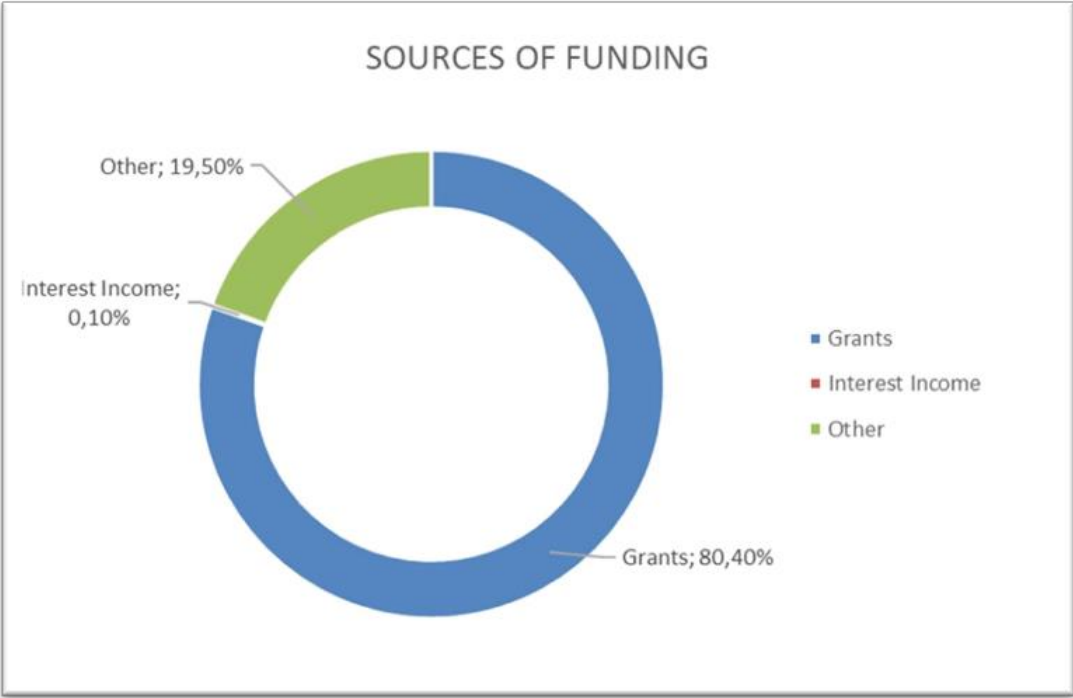
VPA's project pipeline continued to expand with the adoption of the new program as C-PACE Capital Providers began to market intentionally in the Virginia market. VPA was also awarded a grant through the Virginia Department of Emergency Management to enable C-PACE for resiliency in the City of Hampton.

At the national level, VPA continues to play a valuable role in program and policy development evidenced by a continued Board position with PaceNation, the PACE industry's only national advocacy organization. In Virginia, VPA continues to establish regional and local partnerships that will help deliver C-PACE financing more equitably and effectively. VPA's Executive Director also won a "Smart Energy leaders" national award for work with the new VA C-PACE Program.

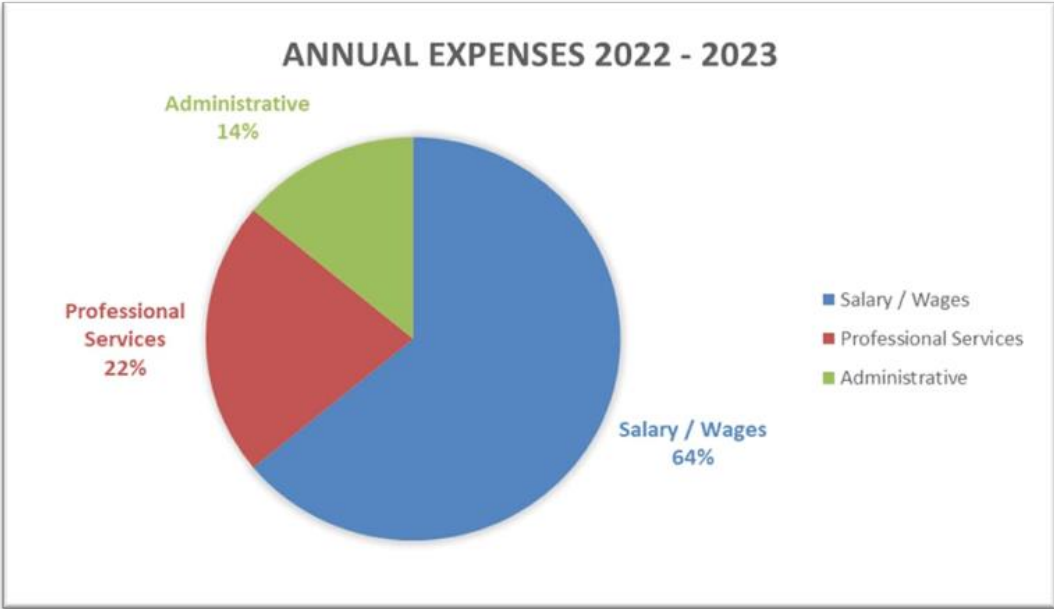
VPA has developed numerous marketing and educational materials to promote a general understanding of C-PACE as well as best practices in the industry. Through webinars and monthly lunch and learns, virtual interviews and trainings, and tailored fact sheets and presentations, VPA has established a strong foundation of informed participants, poised to increase traction for the coming year.

Administering C-PACE programs requires a rare and unique expertise offered by few companies. VPA's staff and Board have decades of collective experience in commercial real estate, energy efficiency financing and C-PACE at the national level. In Virginia, VPA staff and Board members have served as trusted partners since 2014 in educating and promoting, and now administering C-PACE. As the statewide Program Administrator, VPA provides more impact and generates more deal flow as VPA actively works to expand into new jurisdictions, through advocacy to staff and elected officials as well as provision of technical assistance.

FINANCE



Other: SBA loan, private loans



Virginia PACE Authority's primary goals for the next year include:

Continue state-wide program expansion

Within six months of launching VA C-PACE, four localities had joined the Program including Shenandoah County, Albemarle County, Prince William County and Virginia Beach. Due to a strong outreach program, many more are anticipated in 2023-2024 such as Fairfax County, Loudoun County, Henrico County, Richmond, Hopewell, Chesterfield County, Chesapeake, Harrisonburg, Alexandria, Winchester, and Petersburg. VPA is also working to transition local C-PACE Programs to VA C-PACE. As of February 28, 2023, VPA had a pipeline of more than \$200 million of projects ranging from multifamily and a senior living facility to hotels and a wellness center. These projects typically are brought to VPA from Capital Providers or developers directly.

Thought leadership

At the national level, VPA's Executive Director, Abigail Johnson plays a valuable role in program and policy development evidenced by its position on the Executive Committee of the Board of PaceNation, the PACE industry's leading national advocacy organization. Further, Abigail was recognized by receiving the National Smart Energy Decisions Wise Award as an industry veteran in her field. In Virginia, VPA continues to establish regional and local partnerships that will help deliver C-PACE financing more equitably and effectively. One example is the grant awarded to VPA by the Virginia Department of Emergency Management to enable C-PACE in Hampton.

Expand the reach of C-PACE to underserved communities

The VA C-PACE Program has some of the most attractive C-PACE eligibility standards in the country due in large part to VPA's advocacy efforts. such as resiliency, environmental remediation, EV charging, and a two-year financing lookback period. These additions plus VPA's tailored financial tools such as CleanFi, make the C-PACE program more attractive to investors. Additionally, VPA engaged with several organizations this past year who work with regional "clusters" of jurisdictions where C-PACE projects would provide jobs. VPA will continue to expand these relationships, encourage these clusters to join C-PACE and promote regions.

Increase both the project pipeline and complete closed transactions

These goals will have a direct impact on VPA's ability to garner more interest and build upon closing more projects as jurisdictions and C-PACE Capital Providers see the potential in the Virginia market. C-PACE Capital Provider outreach to localities where there are possible projects also helps drive interest in areas to enable C-PACE.

SPECIAL PROJECTS

VPA continues to make strides in establishing C-PACE in Virginia as a financing product that increases VPA's ability to facilitate C-PACE loans for all types of stakeholders, including BIPOC communities.

National ASTM Property Resiliency Group: Virginia PACE Authority has participated in a national ASTM task group to create a Property Resiliency Guide for the past two years. This Guide will serve as a basis to develop a wide range of quality C-PACE projects incorporating resiliency. The Guide will be undergoing review by the ASTM committee with anticipated publication in early 2024.

FEMA Flood Mitigation Grant Collaboration: VPA was awarded the EPA/FEMA Flood Mitigation Assistance grant in partnership with the Green Infrastructure Center and Clean Energy Solutions in early 2023. This grant provides funding to states, local communities, and federally recognized tribes and territories which can be used for projects that reduce or eliminate the risk of repetitive flood damage to buildings insured by the National Flood Insurance Program.

Innovative Collaborations: VPA has developed new tools to expand access to C-PACE including CleanFi which is a platform that allows a property owner to register a project and immediately confirm its geographic eligibility, look at initial funding options, and get competing annual financing quotes from different C-PACE options. VPA has also created useful flowcharts and financials models to develop specific C-PACE eligibility criteria for property owners, contractors, and local governments.

Equity in Energy: VPA recognizes that disadvantaged communities have been historically marginalized and overburdened by pollution, underinvestment in clean energy infrastructure, and lack of access to energy-efficient housing and transportation. In its workplan submitted to be the Program Administrator, VPA indicated its plan to provide tailored outreach and training to expand access of C-PACE to these communities and individuals within these underserved communities in particular minorities, women, and veterans. VPA has submitted an application for funding to these communities to one of the entities applying for an allocation through the Inflation Reduction Act.



**VPA's Board of Directors and Advisors
have been of vital assistance and support to Virginia
PACE Authority's development**

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SLIPSTREAM

THE TEAM

Abby Johnson, Executive Director

Abby is Executive Director and founder of VPA. Since 2012, Abby has specialized in PACE financing, advising commercial building owners, lenders and public sector clients in PACE project and program development including crafting of PACE legislation, creating program guidelines, and launching and administering PACE programs around the country.

Ellen Dickson, Outreach and Senior Project Manager

Ellen provides outreach for property owners, developers, and other clients in the VA C-PACE Program. She also assists with business development, marketing, and fundraising. Ellen also is VPA's point person for coordinating the approval and closing of C-PACE Projects.

Marco Nuzzi, Outreach Coordinator and Project Manager

Marco assists in outreach to localities and creation of financial tools and marketing collateral as well as develop the strategy for VPA expansion. Marco is well-versed in financial analysis, business development and operations.

Joe Bianco, Chief Technical Officer (CTO)

Joe serves as CTO of VPA, responsible for outlining the company's technological vision, implementing technology strategies, and ensuring that technological resources are aligned with the company's business needs and goals.

Isabel Hagaman, Marketing and Organizational Manager

Isabel provides marketing and organizational administrative support for VPA. Isabel is well versed on energy efficiency and renewable topics as well as management of internal projects. She also assists in business development and general administrative tasks.

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