

What is C-PACE?

For Commercial Real Estate Developers

C-PACE, or Commercial Property Assessed Clean Energy, is a powerful financing tool that pays for a wide variety of energy efficiency, renewable energy, water efficiency, and select resiliency measures for new and existing buildings. Property owners receive **100% fixed rate financing of hard and soft costs** from private C-PACE Capital Providers (CPs) for **terms of up to 30 years**. Because C-PACE loans are secured by a special assessment on the real estate, property owners pay back the C-PACE loans in a similar fashion to their property taxes - once or twice a year as directed by their local jurisdiction. These loans are fully amortizing and automatically transfer with the property upon change of ownership unless the owner elects to prepay.

C-PACE financing benefits

- ✓ Acts as low cost Mezzanine Funding
- ✓ Finances 100% of eligible project scope
- ✓ Can increase LTC to 80-85%
- ✓ Fixed Rate, long term loans (20-30 yrs.)
- ✓ No Acceleration remedy for Lender
- ✓ Non-Recourse

Eligible measures

- ✓ Up to 25% of the hard cost budget (can include PACE related soft costs)
- ✓ Determined via component analysis of project budget (no cost to client)
- ✓ Can include impact energy use including:
 - ✓ HVAC
 - ✓ Building Automation
 - ✓ Lighting
 - ✓ Stormwater & Hot Water
 - ✓ Renewables
 - ✓ Roofing & Building Envelope

How VPA can help



VPA determines if project is eligible for C-PACE and if eligible, submits a pre-application.



VPA develops the maximum "PACEable" project scope working with your A/E/C consultants.



VPA develops PACE RFP for potential Capital Providers (CPs), and negotiates and obtains multiple term sheets for review.



VPA manages the underwriting with the selected CP and administrator, and completes application.



Administrator approves project, PACE lien is recorded, CP transfer funds and construction commences.



Construction is complete, and you pay back the loan in a similar manner to your property taxes.

Learn more at: virginiapace.com

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