

## What is C-PACE?

### For Contractors

C-PACE, or Commercial Property Assessed Clean Energy, is a powerful financing tool **that pays for up to 100%** of a wide variety of commercial building improvements including energy efficiency, renewables, resiliency, stormwater management and environmental remediation. C-PACE loans are fixed rate for terms of **up to 35 years** and non recourse to the borrower. Projects are also eligible if completed within two years of applying through the program administrator, the Virginia PACE Authority. C-PACE loans are financed through a competitive private marketplace by Capital Providers specialized in C-PACE financing.

## What can C-PACE do for Contractors?

- ✓ Win larger contracts: Because C-PACE funds a broad range of measures, contractors can recommend a larger scope for projects than original envisioned.
- ✓ Close more deals: C-PACE offers a cost effective alternative for property owners who do not want to use their cash reserves.
- ✓ Grow the bottom line: C-PACE creates a new line of business for companies.
- ✓ Use "OPM" or Other People's Money: Using C-PACE means contractors do not use their own lines of credit to fund projects.

## How It Works



Learn more about the program at <https://virginiapace.com>



Sign up to become a Registered Contractor [here](#)



Work with owner to develop project scope.



Develop final scope, pricing, and schedule for owner



VPA approves project, Capital Provider funds project to owner or contractor



Project complete! You just gained another happy customer, ready to refer your company to their network.