

# C-PACE FOR CONTRACTORS

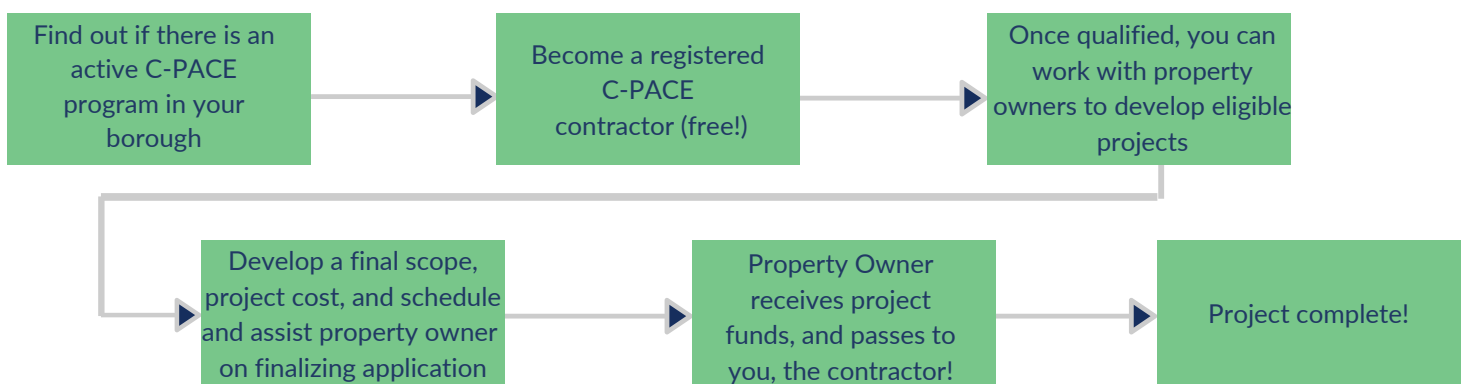


Commercial Property Assessed Clean Energy (C-PACE) provides a powerful way for contractors to create new sales and implement large-scale projects that have long payback periods. C-PACE is a form of financing in which a property owner receives up to 100% of all project costs for new equipment, efficiency retrofits, or renewable energy production systems and repays the total sum via a property assessment.

Contractors can benefit from C-PACE through:

- Providing a solution for property owners seeking to implement deep energy retrofits and renewable energy installations.
- Offering a greater range of services.
- Closing more deals.
- Accessing a new source of construction funding tied to the property owner's building, rather than relying on working capital lines.
- Unlocking projects that were previously "locked" by providing financing to nontraditional borrowers such as nonprofits or non-investment grade commercial buildings.

Interested in offering C-PACE to your customers?



# Frequently Asked Questions

## What is the Alaska C-PACE Program?

C-PACE Programs in Alaska are enabled through the Municipal Property Assessed Clean Energy Act, which authorizes municipalities to establish programs to impose assessments for energy improvements.

The Alaska C-PACE Program (AK C-PACE) is the product of an initiative to develop a program administrative platform, including a uniform set of enabling legal documents and best practice program administrative procedures, which can be adopted by any municipality in Alaska.

## What kinds of customers can C-PACE financing help?

- Customers requiring capital to implement capital intensive building retrofit projects. The long repayment term, 100% coverage of hard and soft costs, and property-backed financing of C-PACE allow all of these customers to access capital for projects that are otherwise 'shelved'.
- Customers who require flexibility in financing, especially if they believe that they will sell the property before the proposed energy improvements pay back. C-PACE solves this need by running with the property rather than the original borrower.
- Customers who want to maximize tax benefits or other incentives when improving their property. Many C-PACE improvements such as solar panels or ENERGY STAR rated HVAC units also qualify for state or local incentive programs, generating even more savings.
- Customers looking to preserve credit capacity for other core business and investment opportunities. C-PACE is tied to the property and is non-recourse to operating companies and property ownership parent entities.
- Customers who have non-investment grade credit, need a no-money down approach, or are "unfinanceable".

## What are some of the advantages of C-PACE?

- Perfect for projects that contractors know are "locked" (the owner knows there is a need but couldn't afford to fill that need).
- A way for a project to avoid being "value engineered" down to nothing (C-PACE helps avoid owners cutting costs related to energy performance deemed unnecessary).
- A way to "go deep" on a job (can add HVAC, roof replacement, deferred maintenance, etc.).
- Eliminates the split-incentive problem for property owners by sharing the costs of improvement with tenants that pay their own utility bills.

## Who can access C-PACE financing?

The legal record holder of a commercial or industrial property may apply for C-PACE financing.

## What is an eligible C-PACE project?

C-PACE financing may be used to finance the installation or modification of permanent improvements that are intended to reduce energy consumption or demand, energy costs, or emissions affecting local air quality.

## How do I become a registered C-PACE contractor?

You can register as a C-PACE contractor by contacting the AK C-PACE Program.

For more information, go to our website at [www.akcpace.com](http://www.akcpace.com)

