

What is C-PACE?

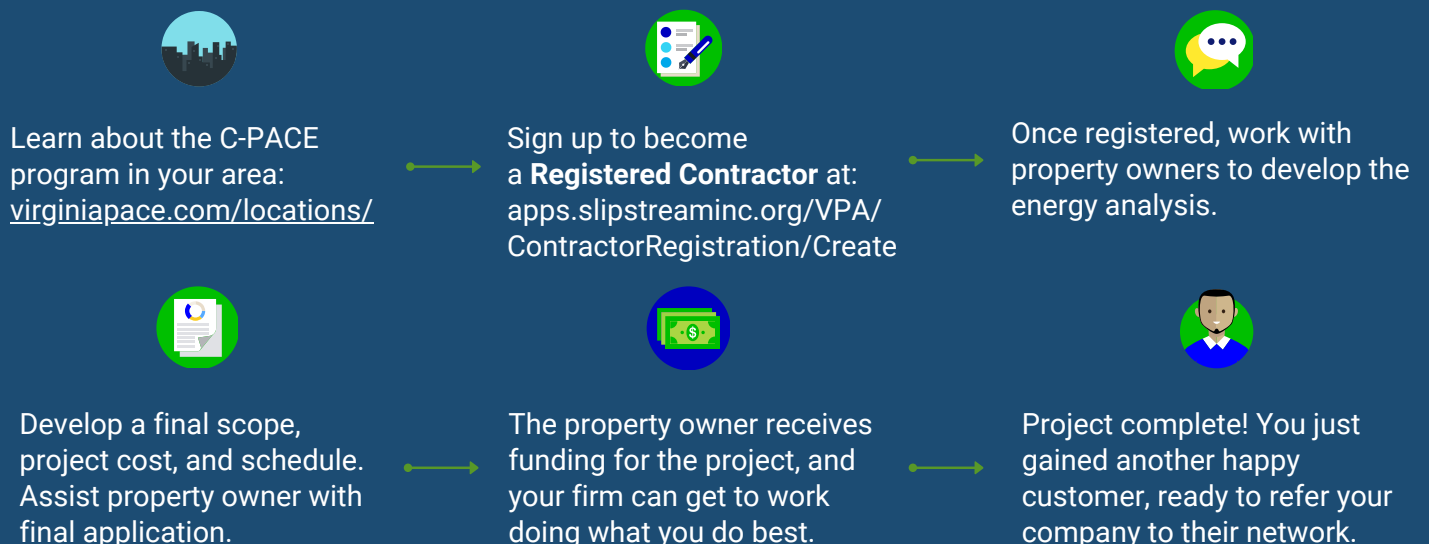
For Contractors

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

What can C-PACE do for Contractors?

- ✓ **More comprehensive energy projects:** Presenting C-PACE as an option could motivate owners to expand on original project scopes. An all-encompassing efficiency retrofit may prove to owners that going beyond simple upgrades would be more financially beneficial overall.
- ✓ **Close more deals:** A property owner may not have access to conventional financing or not want to use cash. C-PACE circumvents these issues and therefore gets more deals finalized.
- ✓ **Grow the bottom line:** C-PACE creates a new line of business for companies. More projects mean 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 at: <https://virginiapace.com/resources/contractors/>