



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, water and resiliency-related measures in new and existing buildings. Property owners receive 100% fixed rate financing of hard and soft costs for eligible measures 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.

Sign up to become
a **Registered Contractor** <u>here</u>

Once registered, work with property owner to develop the project scope and Project Analysis.







Develop a final scope, project cost, and schedule. Assist property owner with final application. The property owner receives funding for the project, and your firm can get to work doing what you do best.

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

Learn more at: www.virginiapace.com