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## Increasing Property Values with C-PACE

### Affordable Financing for Energy Improvements

The average commercial building wastes 30 percent of the energy it consumes. With energy costs on the rise—conserving energy and reducing operating expenses is a priority for Wisconsin building owners. Longstanding barriers have impeded investment in energy conservation building improvements in the past. Now there is a solution: Commercial Property Accessed Clean Energy (C-PACE) financing available through PACE Wisconsin.

### WHAT IS C-PACE?

C-PACE is an innovative program that enables property owners to obtain low-cost, long-term non-recourse financing for energy efficiency, renewable energy, and water conservation building improvements. Projects financed using C-PACE can be completed with no up-front, out-of-pocket cost to property owners and can generate positive cash flow upon completion. The term of a C-PACE financing may extend through the useful life of the improvement, which may be as long as 20-30 years, and can result in cost savings that exceed the amount of the C-PACE financing. The result is improved business profitability, increased property value, and enhanced sustainability.

### HOW DOES IT WORK?

PACE Wisconsin authorizes municipalities and counties to work with private sector lenders to provide upfront financing—usually for 100 percent of the cost of improvements—to property owners for qualified projects.



### PACE BENEFITS

- No down payment, financing covers up to 100% of project costs
- Long-term repayment periods (up to 20-30 years)
- Low-cost, fixed rate financing
- Non-recourse financing
- Increased net operating income and property value
- Shared cost and energy savings with building tenants
- Upon sale, financing can transfer to the new owner
- Reduced energy consumption and operating expenses

## Financing

C-PACE financing is non-recourse financing that's secured through a voluntary PACE Special Charge that is repaid directly to the C-PACE lender. Like property taxes, C-PACE financings may be transferred to the next property owner if the property is sold. The remaining balance of the C-PACE financing is repaid by the subsequent owner, who continues to receive the benefits of the improvements from the C-PACE project.

## Eligible Properties

PACE Wisconsin is available to eligible commercial and industrial property owners in participating communities. The program supports the redevelopment of existing buildings, as well as new construction projects. Eligible property types include office, retail, manufacturing, agriculture, hospitals, hospitality, non-profit, and multifamily (with five or more units) buildings.



### ELIGIBLE PROPERTY TYPES

- Commercial
- Multifamily (5+ units)
- Non-profit
- Agriculture
- Warehousing
- Hospitals
- Industrial
- Manufacturing
- Hospitality

## Eligible Improvements

C-PACE financing can be used to fund a number of energy-saving building upgrades, such as efficient lighting systems, heating and cooling systems, insulation, motors, low-flow fixtures, windows, and water pumps. Solar panels and other renewable technologies that produce energy are also eligible for C-PACE financing.

## ELIGIBLE IMPROVEMENTS

- Boilers and Chillers
- Pumps and Motors
- Windows, Roofs and Insulation
- Automated Building Controls
- Building Envelope Improvements
- Efficient Lighting
- Heating and Cooling Upgrades
- Renewable Energy
- Low Flow Water Fixtures
- Hot Water Heating
- EV Charging Stations
- Stormwater Projects

## Getting Started

Could PACE be an effective financing tool for clean energy improvements to your property? Follow these steps to initiate, develop, and close PACE financing for your project:

1. **CONFIRM ELIGIBILITY** - Go to the PACE Wisconsin Project Center ([pacewi.org/project-center](http://pacewi.org/project-center)) to submit a pre-application.
2. **DEVELOP PROJECT** - Work with a participating contractor and energy engineer to obtain an energy assessment and define a scope of work for the project
3. **SECURE FINANCING** - Request financing quotes from one, or more, PACE Lenders and secure consent to PACE financing from your mortgage lender(s)
4. **PACE APPROVAL** - Submit Final Application and required documentation to PACE Wisconsin for final approval.
5. **CLOSE FINANCING** - Enter into a C-PACE Financing Agreement with your PACE lender
6. **INSTALL PROJECT** - Complete construction of all financed energy conservation measures.