

C-PACE Compared to Solar Financing

As a solar contractor, you know that satisfying your customer's need for financing removes one of the major hurdles in getting projects closed. Solar financing is most often provided through PPAs or Solar Leases - each with their own features and applicability.

However, traditional solar financing is not always a solution depending on your customer's needs and in many cases, PPA financing might not be available.

Two Common Reasons Owners Prefer an Alternative

- 1) **Customer wants to retain ownership** including tax benefits and local incentives.

***C-PACE Solution:** the customer is the owner.*

- 2) **Customer wants transferability** – to be able to sell their building without the approval of the capital provider and more importantly, to avoid the costs of terminating the financing.

***C-PACE Solution:** funding is secured by an assessment which is attached to the building, not the owner; the assessment automatically transfers to the buyer without lender approval.*

Two Common Reasons a PPA Is Not Available

- 1) **Smaller projects are not feasible** for investors given the resources needed to close.

***C-PACE Solution:** available for smaller projects starting at \$250,000.*

- 2) **Creditworthiness** of smaller businesses can often be a problem.

***C-PACE Solution:** less reliant on traditional credit underwriting standards. The assessment provides credit support not otherwise available in traditional funding.*

How C-PACE Matches the Benefits of Solar Financing

- Not only is C-PACE different from traditional solar financing, but it also matches the benefits:
- 100%, long term financing – up to 30 years
- Non-recourse
- No total debt acceleration, quarterly reporting, financial covenants, or operational requirements

Feel free to contact us to learn more.