

## SAVING MONEY CONSERVING ENERGY CREATING JOBS

Many property owners face high utility bills caused by old, inefficient buildings in need of upgrades. These upgrades would save Montana's business owners more money on their utility bills than they cost over the long run, but the upfront costs can be hard to afford.

### Commercial Property-Assessed Capital

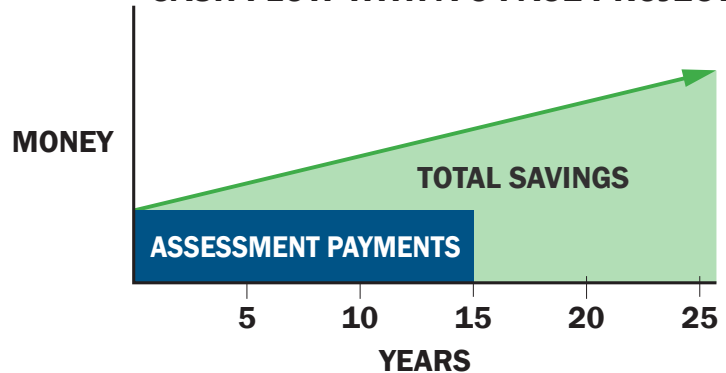
**Enhancements (C-PACE)** is a solution to these financial challenges. C-PACE is a financing tool that allows property owners to secure 100% upfront financing for energy efficiency, water conservation, and renewable energy upgrades to commercial buildings. The cost of these upgrades is repaid as a small assessment on the property's annual tax bill. C-PACE financing is designed so that the **annual energy savings from these upgrades is greater than the assessment on the annual property tax bill.**



### ELIGIBLE UPGRADES

- Insulation
- New heating and cooling systems
- Lighting improvements
- Solar panels and other on-site renewables
- Water-efficient fixtures and more

### CASH FLOW WITH A C-PACE PROJECT



To bring C-PACE to Montana, the Montana legislature must first take action to allow C-PACE financing. Once C-PACE is enabled, Montana counties can choose to allow it locally.

C-PACE will save Montanans money on their energy bills while creating economic activity—and jobs—that build thriving communities. That's why a broad coalition of Montana businesses, municipalities, organizations, and individuals have come together in support of C-PACE. **Join us in bringing C-PACE to Montana today!**

### ELIGIBLE PROPERTY TYPES

- Businesses
- Schools
- Hospitals
- Non-profit buildings
- Multi-family housing
- Agricultural properties

*State and local government buildings are NOT eligible for C-PACE.*

# What is Commercial PACE?

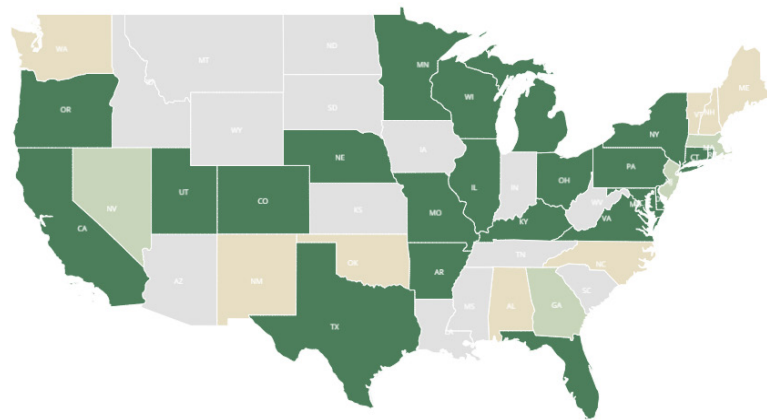
## A Public-Private Partnership

C-PACE builds a bridge between Montana businesses, lenders, and state and local governments. Local governments place property assessments and facilitate repayment because C-PACE meets their economic development goals. Montana lenders support C-PACE because it is another tool to help them deploy capital in the community. Business owners support C-PACE because it helps them save money on their utility bills.

## Tried and True

C-PACE is enabled in 37 states across the U.S., plus Washington D.C. This financing tool is being used to make meaningful clean energy upgrades to buildings from soccer stadiums to local coffee shops. Assessment financing has been used in the United States for decades to fund improvements to private properties that meet a public purpose.

### PACE Nationwide in 2020



#### Map key



## Accessible to Everyone

**C-PACE financing requires no upfront investment and covers all costs, including the cost of an energy audit and/or an application fee.** Property owners must be current on their property taxes, have an appropriate assessment-to-value ratio, and pass a credit review.

## Voluntary

C-PACE is 100% voluntary. **Once a state passes C-PACE-enabling legislation, cities and counties can choose whether or not they want to enable the program for their jurisdiction.** Cities and counties will have the ability to opt into a statewide C-PACE program administered by a trusted third-party. In communities that choose to participate in the C-PACE program, a C-PACE assessment is only paid by the property owner of the building receiving the upgrades.

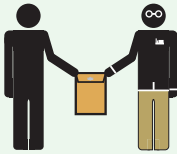
# HOW A C-PACE PROJECT WORKS



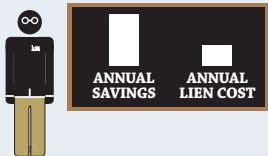
1. *The County* chooses to enable C-PACE.



2. *The Property Owner* gets a baseline energy audit to identify needed efficiency upgrades.



3. *The Property Owner* submits a project application to the C-PACE program administrator.



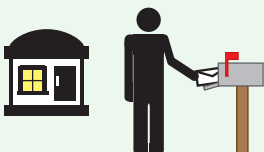
4. *The Program Administrator* reviews the application with an independent review of energy projections.



5. Approved projects are sent to C-PACE participating *Banks and Investors*.



6. Contracts are signed and *workers are hired*.



7. *The Property Owner* begins long-term savings on their utility bills. C-PACE is repaid as an assessment on property taxes.

## THE OUTCOME:



*Property Owners* win by saving money and improving their buildings.



*Local Workers* win by getting more job opportunities.



*Banks and Investors* win by making low-risk investments.



*Counties* win by generating economic activity and increasing property values.

## Why Commercial PACE?

Montanans of all types and stripes want to bring C-PACE to Montana because it will help hardworking Montanans save money, create good-paying jobs for the local workforce, drive economic development, and build thriving communities.

### Creates Local Jobs

When building owners can finance the up-front cost of an energy efficiency upgrade, more upgrades are undertaken. This creates more work for HVAC (heating, ventilation, air conditioning), lighting, insulation, and electrical contractors as well as renewable energy installers.



### No Cost to Taxpayers

C-PACE programs do not use public money. Eligible upgrades are funded using private capital, and a small fee on each project pays for program administration costs, including any cost to state and local governments.

### Transferrable

C-PACE financing is an investment in the property, not a loan to the property owners. C-PACE upgrades are permanently attached to the property and save money for the current property owner. When the ownership of a C-PACE property changes hands, the upgrades stay with the property; therefore the assessment stays with the property.

## Why Enable Commercial PACE in Montana?

In our current economic climate, supporting the locally-owned businesses of Main Street Montana is more important than ever. Commercial Property-Assessed Capital Enhancements (C-PACE) will give local businesses every opportunity to thrive. C-PACE is a voluntary, opt-in financing tool that uses no public money. Small-business owners across the state could start seeing savings through energy upgrades to their buildings. C-PACE already has wide support from businesses and local governments across Montana, from banks to breweries.

*Join us in shaping a clean energy future that works for all Montanans!*

**Learn more about CPACE and its growing list of Montana-based supporters by visiting:  
[www.mtpace.com](http://www.mtpace.com).**