

## Inefficient Building Costing You Money, Tenants? **PERSHING COUNTY C-PACE CAN HELP.**

You already know that buildings with outdated energy equipment can cause your utility bills to soar. You also know that inefficient buildings are less competitive than their energy-efficient peers. But did you know that *upgrading your building can actually put money in your pocket?* It's possible with the C-PACE program!

### HOW DOES C-PACE WORK?

C-PACE provides affordable, long-term financing for energy efficiency and renewable energy projects. The financing is provided by private capital providers in an open market, so you can select the best terms. Repayment is facilitated through a voluntary assessment on your property (similar to a sewer assessment), and there is no money down and no personal guarantee required. *Best of all, in well-designed projects, the energy cost savings outweigh the C-PACE payments, improving your net operating income!*

### HOW DO I GET STARTED?

Getting started with C-PACE is easy, and we'll walk you through every step of the process. Simply contact Pershing County C-PACE to prequalify your project. We'll then work with your contractor to model different scenarios so you can see the projected outcome before you commit.

### C-PACE: A SMARTER WAY TO IMPROVE YOUR BUILDING

- 100% financing (soft and hard costs)
- Cash-flow-positive projects
- No out-of-pocket costs
- No personal guarantees
- Long-term (up to 25 years)
- Lower utility bills
- Open-market financing
- Owner retains all tax incentives
- Can be combined with utility incentives
- Can be transferred upon sale and does not accelerate



## ELIGIBLE PROPERTY TYPES

- Commercial
- Industrial
- Multifamily (with 5+ units)

## ELIGIBLE IMPROVEMENT EXAMPLES (Ask your contractor for specifics related to your property)

- Automated building controls
- Boilers, chillers, and furnaces
- Building envelope (insulation, windows)
- Combined heat and power systems (CHP)
- High-efficiency lighting
- Hot water systems
- HVAC upgrades and controls
- Roof upgrades
- Small wind systems
- Solar PV and energy storage systems
- Water efficiency
- More!

## WHAT BUILDING OWNERS ACROSS THE COUNTRY ARE SAYING ABOUT C-PACE

“We knew the operating expenses of our building were high, but we were taking the typical approach by making our list and saying ‘Here’s everything we need to do at this property. What do we want to do and what can we push to the side and live with? C-PACE financing allowed us to address it all in one fell swoop. Anything that reduced our utility bill was eligible. We’re very excited, and tell people they should look into this.”

— *Brandon Hall and Brett Wilderman, principals, Forstone Capital*

### USED C-PACE to upgrade:

- HVAC
- Controls
- Windows

**C-PACE financing:** \$2 million

**Projected savings:** Nearly \$250,000 annually

“My sports facilities could be a model for energy conservation and renewable energy initiatives. Every investment I made, whether the energy efficiencies or the solar, have come together in one package and the C-PACE financing made it very simple. The analysis was tremendous, the people were wonderful, and the process was very, very quick.”

— *Peter Corbett, CEO and President, InSports Center*

### USED C-PACE to install:

- 252 kW solar PV system
- High-efficiency lighting

**C-PACE financing:** \$1 million

**Projected savings:** \$90,000+ annually

CONTACT PERSHING COUNTY C-PACE TODAY TO LEARN MORE  
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Administered by:

