

## INEFFICIENT BUILDING COSTING YOU MONEY, TENANTS?

### *It's Time to Look at Arlington C-PACE*

You already know that buildings with outdated energy equipment can cause your utility bills to soar.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 Arlington's new C-PACE program!

### HOW DOES C-PACE WORK?

C-PACE provides affordable, long-term financing for energy efficiency, water efficiency, and renewable energy projects for commercial buildings. The program is sponsored by Arlington County, with financing provided by private capital providers in an open market, so you can select the best terms. Repayment is facilitated through a voluntary special assessment on the property (similar to a sewer assessment), so it requires no personal guarantee and can transfer to a new owner if the property is sold. Best of all, in well-designed projects, *the energy cost savings outweigh the PACE payments, resulting in a cash-flow-positive project!*

### 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 Arlington C-PACE to prequalify your project. Once approved, we'll work with your contractor to model different scenarios so you can see your project's projected outcome before you commit.

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

- 100% financing
- No out-of-pocket costs
- No personal guarantee required
- Long-term (up to 25 years)
- Open-market financing
- Lower utility bills
- Cash-flow-positive projects
- Owner retains all tax incentives
- Can be combined with utility incentives
- Can be transferred upon sale



## ELIGIBLE PROPERTY TYPES

- Commercial
- Industrial
- Multifamily residential (with five or more units)
- Nonprofit (e.g., houses of worship, private schools)

## 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
- Solar PV systems
- Roof upgrades
- Water efficiency
- More!

## WHAT BUILDING OWNERS 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 ARLINGTON C-PACE TODAY TO LEARN MORE:

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