

What is PACE Financing & Why is it Useful?

Property Assessed Clean Energy, or PACE, is a financing program for energy efficiency, renewable energy, and water conservation projects. In Virginia, PACE can be used for commercial, nonprofit, and multifamily buildings, including retrofits and new construction. Eligible improvements include heating, cooling and ventilation, roofing, motors, water pumps, lighting, insulation, and solar panels. The loan is repaid through the property's real estate tax bill. Virginia's PACE law requires a locality to create a PACE loan program, and private lenders make the loan and negotiate directly with the property owner on rates and terms.

Overview of Benefits

Increased Building Value and Reduced Utility Bills

Long-term Loans up to 20+ Years | Lower annual payments and immediate positive cash flow

More Comfortable Space with Improved Air Quality

Repaid as Special Assessment on the Real Estate Tax Bill

100% Financing | No upfront cash investment required

Senior Lien Status | Loan stays with the property upon sale and is non-accelerating

	Traditional Bank Financing	PACE Financing
Purpose	HVAC and Lighting	HVAC and Lighting
Project Cost	\$100,000	\$100,000
Loan	\$75,000 <i>25% upfront cash investment required</i>	\$100,000 <i>\$0 upfront investment required</i>
Interest Rate	5%	6.25%
Term	5 years, fully amortizing	15 years, fully amortizing
Monthly Payment	\$1,415	\$857
Annual Payment	\$16,984	\$10,290

PACE ACROSS THE NATION

- **33** states and Washington, DC have passed PACE enabling legislation; **19** of these states and D.C. have already started PACE programs
- **\$519M** in Commercial PACE assessments have been funded through **1,150 projects**
- The average PACE project is **\$340K**; the largest project was **\$20M**
- Some of the world's largest property owners have already used PACE to finance energy efficiency and renewable upgrades to their buildings.

Source: PACE Nation

PACE IN VIRGINIA

- Virginia's 2015 PACE legislation made commercial and multi-family buildings eligible for PACE financing with a lien status equal to a tax lien.
- It is up to local governments to establish a PACE financing program for their localities.
 - Arlington County** passed their PACE ordinance in November 2017.
 - Several other localities are exploring the development of a PACE program.
- The Mid-Atlantic PACE Alliance (MAPA) convened in early 2017 and will work to accelerate PACE in Virginia, D.C., and Maryland.



PACE financing is a tool to help bring low-cost, long-term capital to fund the rehabilitation of existing and new buildings.

