



NJPACE: Your Partner in C-PACE Success

Unlocking Capital for Clean Energy, Sustainable Water Management, and Resiliency Upgrades

What is C-PACE Financing?

C-PACE is non-recourse, long-term, low-cost financing for commercial properties that lowers operating costs, increases the predictability of energy costs, and makes buildings both more valuable and more competitive. Projects that include energy efficiency, renewable energy, and resiliency improvements over code can obtain up to 35% of the capital stack at about half the cost of mezzanine financing for gut-rehab and new construction projects, and 100% financing for retrofits. Based on NJ State law, C-PACE is non-accelerating, non-callable financing that is repaid through a special assessment on the property tax bill, amortized over the useful life for up to 30 years. As a special assessment, the obligation remains with the property upon sale, can be prorated to most commercial tenants, and is typically treated off-balance sheet.

Who We Are

NJPACE is a 501(c)(3) and New Jersey's original advocate for Property Assessed Clean Energy. We were instrumental in getting the state's **C-PACE legislation passed and signed into law in 2021**, and today we help developers, property owners, major commercial tenants, real estate professionals, and municipalities in taking full advantage of the **Garden State C-PACE Program** administered by NJEDA.

What We Do for Developers

- **Provide Strategic Advice, Incentives, State and National C-PACE Players and Programs** – Maximize leverage by combining C-PACE with tax credits, grants, and other incentives. Connect through our relationships, developed over a decade, with key industry players and C-PACE programs in other states and jurisdictions. **Assess Project Feasibility & Structuring** – Assess eligibility, project sizing, and optimal financing structures.
- **Help enroll municipalities in opting into the NJEDA C-PACE Program** through educational calls, webinars and in-person and/or online appearances at public meetings on behalf of the client. (Towns must adopt EDA's standard ordinance.)
- **Assist in Obtaining Project Funding and Lender Consent** — Introduce selected capital providers, assist in evaluating financing offers. Obtain consent from any existing lenders and obligations on the property title.
- **Coordinate Service Providers** – Work with lenders, attorneys, appraisers, municipalities, contractors, engineers, and technical reviewers to streamline approvals. Manage the relationship in communicating with NJEDA.
- **Assist with Application & Documentation** – Assist with preparing and submitting NJEDA C-PACE application materials.

- **Assist with Compliance & Closing Support** – Ensure projects meet all NJEDA requirements from start to finish. Interact with NJEDA on any questions about the project. Advocate for clients in gaining approvals.

Sample Eligible Projects

- **Multifamily & Mixed-Use** – HVAC upgrades, solar energy, stormwater management, floodproofing, and water efficiency.
- **Commercial & Industrial** – Roof replacement + solar, LED lighting retrofits, motors, heat pumps, combined heat & power.
- **Hospitality, Seniors Residences** – 24/7 energy and hot water retrofits, rehab and new construction, battery storage, EV charging.
- **Urban Redevelopment** – Brownfield reuse, resilient design, district energy systems.
- **Agricultural** – Capital improvements that reduce energy demand, water use and weather damage in natural disasters for resiliency.

Why Work With Us?

- **Expertise** – Deep knowledge of C-PACE, nationally, and NJEDA guidelines and municipal requirements.
- **Credibility** – Founding advocate for C-PACE in NJ; trusted by municipalities and state agencies.
- **Mission-Driven** – Independent advisors focused on your project's success and multi-stakeholder benefits.

Our Fee Structure

We charge a **consulting fee of ¼ of a point**, based on the final C-PACE loan amount, with a minimum of \$15,000 and a maximum of \$45,000, plus a **\$1,000 signing fee** to initiate services.

Consulting fees are success-based and payable at financial closing.

Get Started Today

If you're planning a project that could benefit from long-term, low-cost C-PACE financing, let's talk.

 info@njpace.org

 www.njpace.org/contact-us/

