



C-PACE Webinar

Interest Rates and Program Announcements

4/12/2017



Agenda



1. C-PACE Resources
2. Energy on the Line
3. C-PACE Interest Rates



C-PACE Resources

C-PACE Contractor Workshops



Next C-PACE Contractor Workshop

May 11th at 1:00PM – 5:00PM

Visit ctgreenbank.com/events for more information and registration



C-PACE Marketing Support

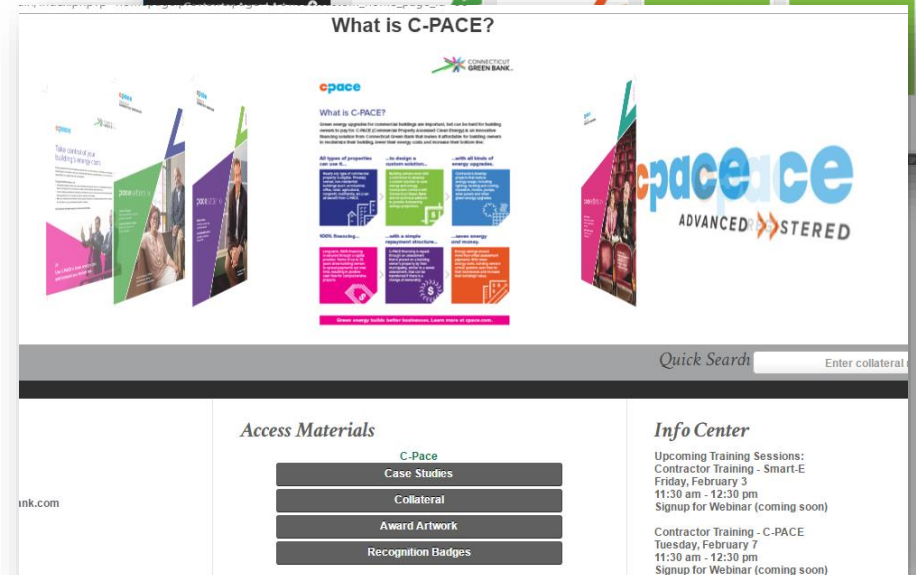
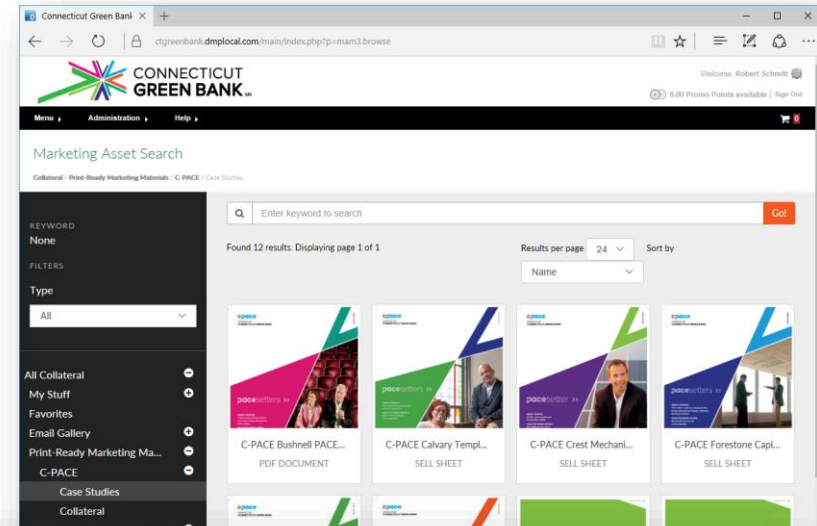


AMP, CT Green Bank's online distributed marketing platform, allows contractors to order educational and promotional C-PACE materials.

With AMP, you can:

- Co-brand materials with your contact information,
- Create customizable case studies, and
- Access other 'Registered' & 'Advanced' materials, like badges.

Set up your account at ctgreenbank.com/AMP



Energy on the Line

Energy on the Line



- To assist manufacturers in maintaining a competitive position, the Green Bank developed '**Energy on the Line**' in partnership with the **Department of Economic and Community Development** and the **Manufacturing Innovation Fund**
- Connecticut manufacturers who work with C-PACE to finance energy upgrades are eligible for **up to \$50,000 in grant funding** available on first come, first served basis.
- Funding still potentially available on a *limited first come, first served basis*.



Interest Rates



Agenda



1. New Rates
2. Timeline
3. Renewable and Efficiency Project Examples



New C-PACE Interest Rates



Term	Current Rate	New Rate
5	4.5%	5%
6	4.6%	5.1%
7	4.7%	5.2%
8	4.8%	5.3%
9	4.9%	5.4%
10	5%	5.5%
11	5.1%	5.55%
12	5.2%	5.6%
13	5.3%	5.65%
14	5.4%	5.7%
15	5.5%	5.75%

Term	Current Rate	New Rate
16	5.6%	5.85%
17	5.7%	5.95%
18	5.8%	6.05%
19	5.9%	6.15%
20	6%	6.25%
21	6.05%	6.3%
22	6.1%	6.35%
23	6.15%	6.4%
24	6.2%	6.45%
25	6.25%	6.5%

Timeline for Rate Increases



C-PACE projects will receive the current rates, **IF:**

- Building owner is able to **sign a term sheet before 6/1/2017; and**
- Building owner is able to **close financing before 8/1/2017**

New Rates will go into effect for any project that has not **signed a term sheet before 6/1/2017.**

Contractors should discuss rate changes with their clients – deadlines are not flexible. Leverage deadline to move projects forward!



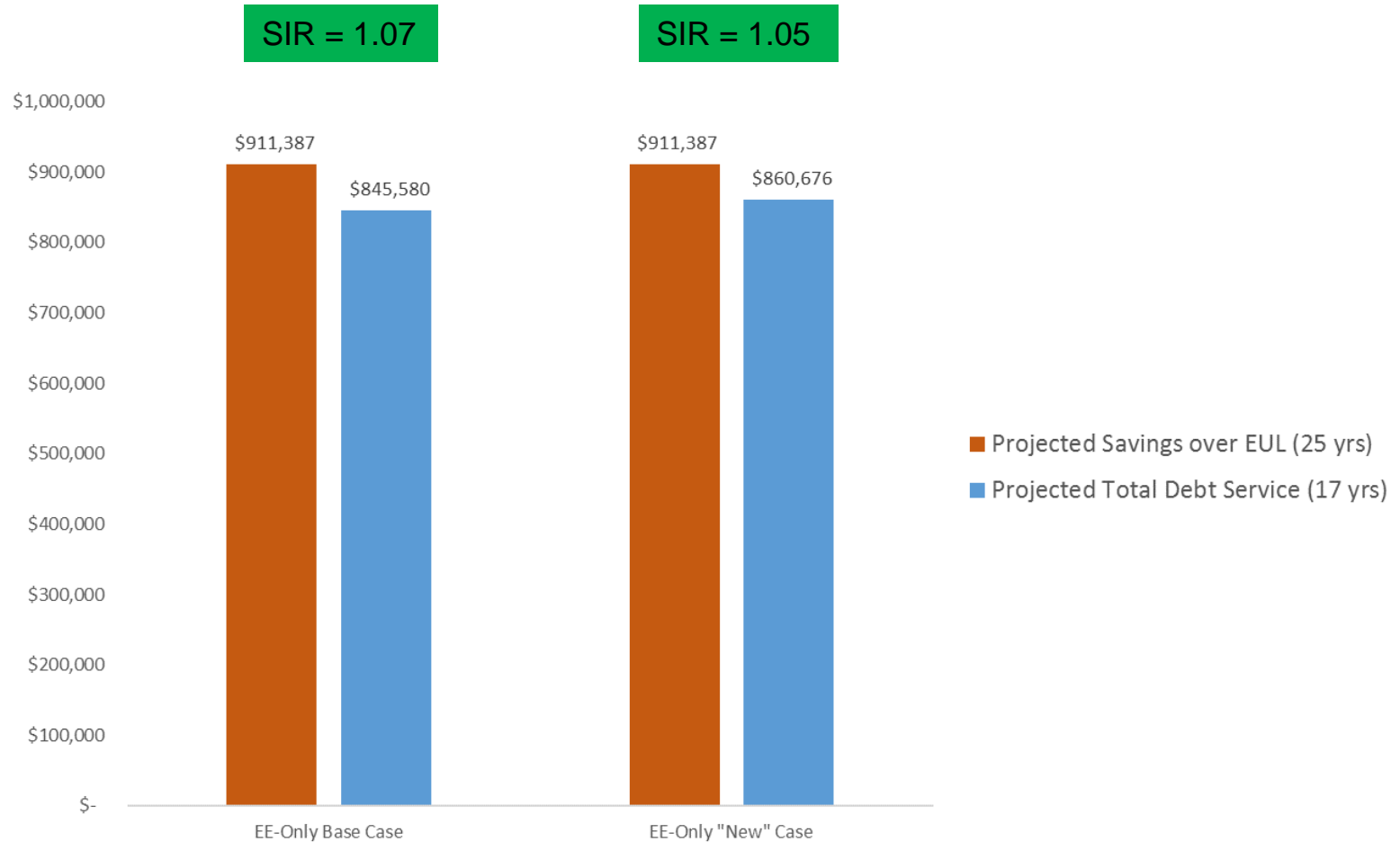
Energy Efficiency-Only Project (Summary)



Measure(s): High-Efficiency Condensing Boilers, HVAC Controls, AHUs with VFDs, Motors
 Financing Term: 17 years
 Savings-Weighted EUL: 25 years

Financing Scenario	Total Gross Project Cost	Percent Financed	Amount Financed	Financing Term	Interest Rate	Projected Savings over EUL	Projected Total Debt Service	Projected Annual Debt Service	Projected Average Annual Savings (net of debt service)	Savings-to-Investment Ratio
As Financed (Base Case)	\$ 692,912	78%	\$ 540,710	17	5.70%	\$ 911,387	\$ 845,580	\$ 49,740	\$ 3,656	1.07
Future ("New" Case)					5.95%		\$ 860,676	\$ 50,628	\$ 2,817	1.05

Energy Efficiency-Only Project (SIR)



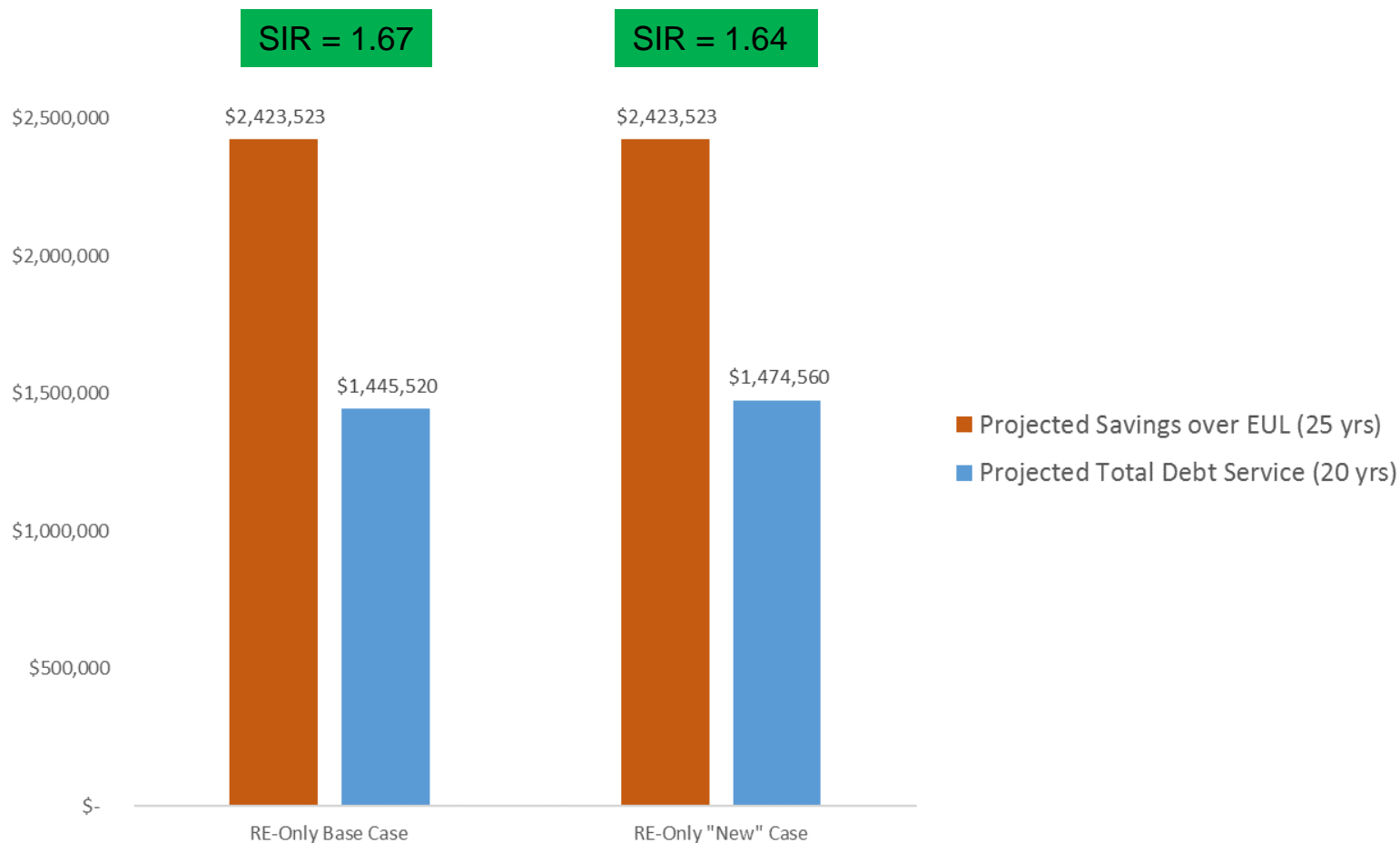
Renewable Energy-Only Project (Summary)



Measure(s): Solar PV
 Financing Term: 20 years
 Savings-Weighted EUL: 25 years

Financing Scenario	Total Gross Project Cost	Percent Financed	Amount Financed	Financing Term	Interest Rate	Projected Savings over EUL	Projected Total Debt Service	Projected Annual Debt Service	Projected Average Annual Savings (net of debt service)	Savings-to-Investment Ratio
As Financed (Base Case)	\$ 826,500	101.7%	\$ 840,640	20	6%	\$2,423,523	\$1,445,520	\$ 72,276	\$ 39,120	1.67
Future ("New" Case)					6.25%		\$1,474,560	\$ 73,728	\$ 37,959	1.64

Renewable Energy-Only Project (SIR)



Questions?

Thank you!

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