# Building Solutions for Commercial Property Owners

June 12, 2025

New Haven Middlesex Realtors, SIOR, CT CCIM

CONNECTICUT GREEN BANK

# Welcome & Agenda

- **Welcome**
- **Connecticut Green Bank Overview**
- **C-PACE Financing**
- **Solar PPA**
- **Solar Roof Lease**
- **Energy Storage Solutions**
- **Discussion**

# Mission & Vision

CONNECTICUT GREEN BANK

**Connecticut Green Bank** is the nation's first state level green bank. Established in 2011 as a quasi-public agency, the Green Bank uses limited public dollars to attract private capital investment and offers green solutions that help people, businesses and all of Connecticut thrive.

**Our mission** is to confront climate change by increasing and accelerating investment into Connecticut's green economy to create more resilient, healthier, and equitable communities.

PLANET PROTECTED
BY THE LOVE OF HUMANITY

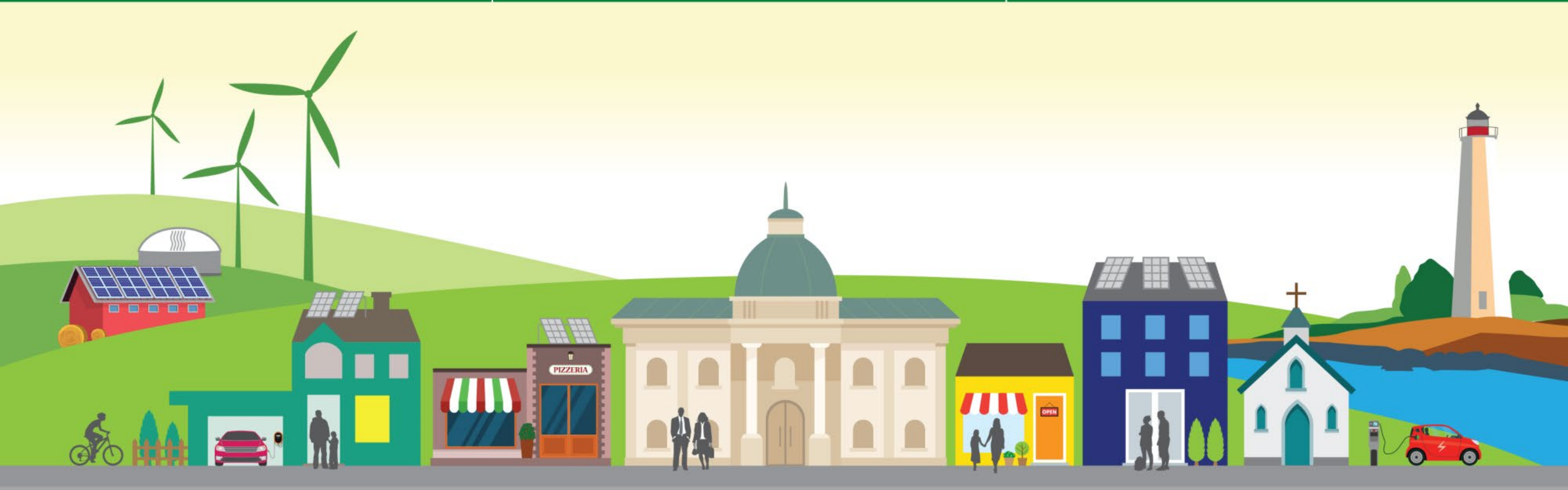
**Our vision**

# Our Goals

**Leverage limited public resources** to scale-up and mobilize private capital investment in the green economy of Connecticut.

**Pursue investment strategies** that advance market transformation in green investing while supporting the organization's financial sustainability goals.

**Strengthen Connecticut's communities**, especially vulnerable communities, by making the benefits of the green economy inclusive and accessible to all individuals, families, and businesses.



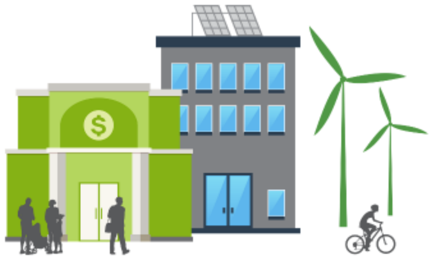
# Our Solutions

The Green Bank is helping Connecticut flourish by offering green solutions for homes and buildings, and by creating innovative ways to invest in the green economy.

CONNECTICUT GREEN BANK
HOME SOLUTIONS

CONNECTICUT GREEN BANK
BUILDING SOLUTIONS

CONNECTICUT GREEN BANK
INVESTMENT SOLUTIONS



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COMMUNITY SOLUTIONS

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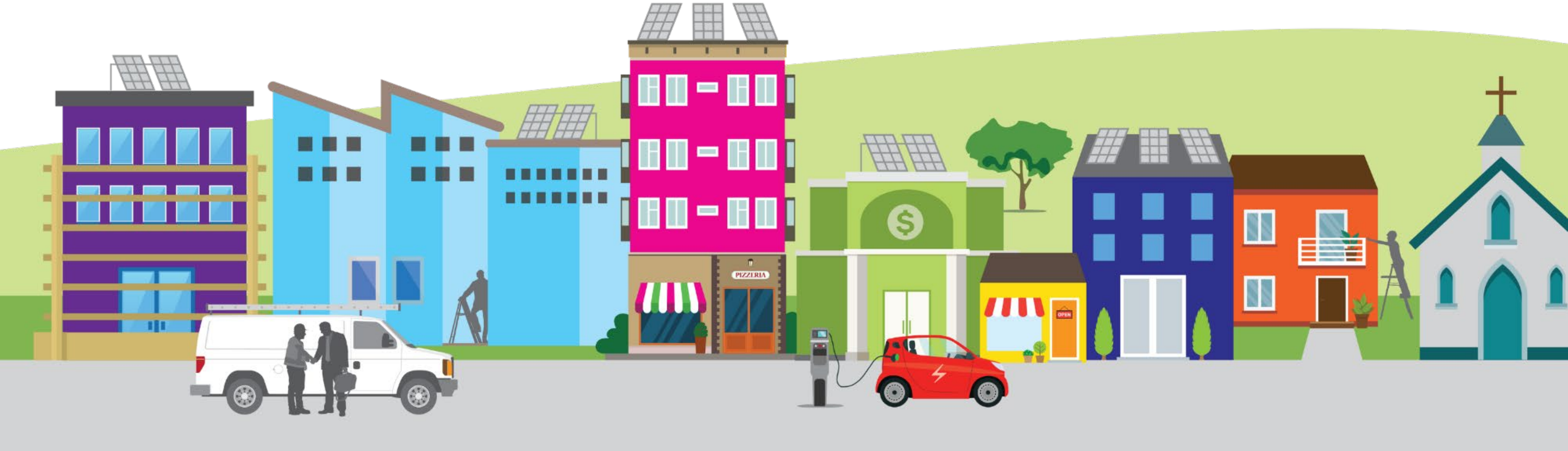
CONTRACTOR SOLUTIONS

energy storage SOLUTIONS

# green solutions for buildings



# Why are we here?

Take control of energy costs

Increase net operating income

Improve building comfort and value

Reduce Environmental Impact

Modernize outdated building systems

Address climate resilience and adaptation


OPEN

# What is C-PACE?

Financing available to commercial properties for GREEN solutions

Low-cost, long-term funding (up to 25 years)

Owner repays over time through a senior assessment placed on the property

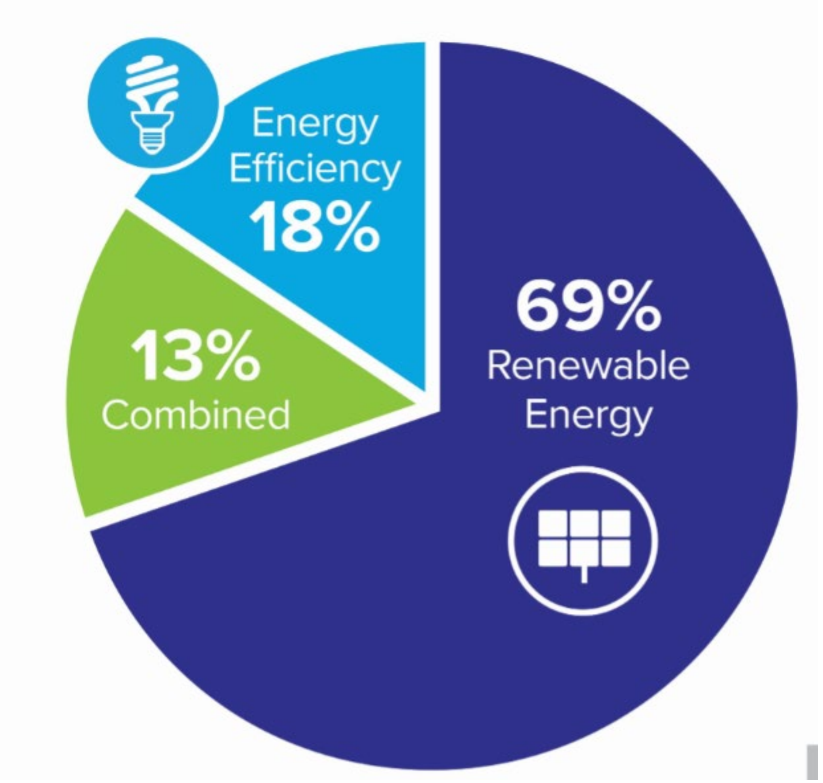
Assessment stays with the property regardless of ownership

+ EV Charging Infrastructure & Resilience

https://www.ctgreenbank.com/resources/learn-more-about-c-pace/

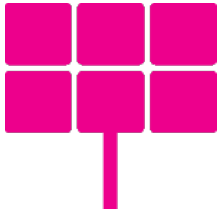
# C-PACE Property Types

# C-PACE Project Sizes and Types




# C-PACE Eligible Measures

1. Renewable Energy

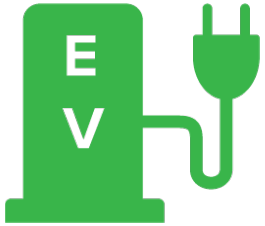


Examples:
- Solar
- Batteries
- Geothermal, and more

2. Energy Efficiency

Examples:
- Insulation
- Air Sealing
- Lighting
- HVAC and more

3. EV Charging Infrastructure




Examples:
- EV charging equipment
- Trenching and site work
- Electric upgrades and more

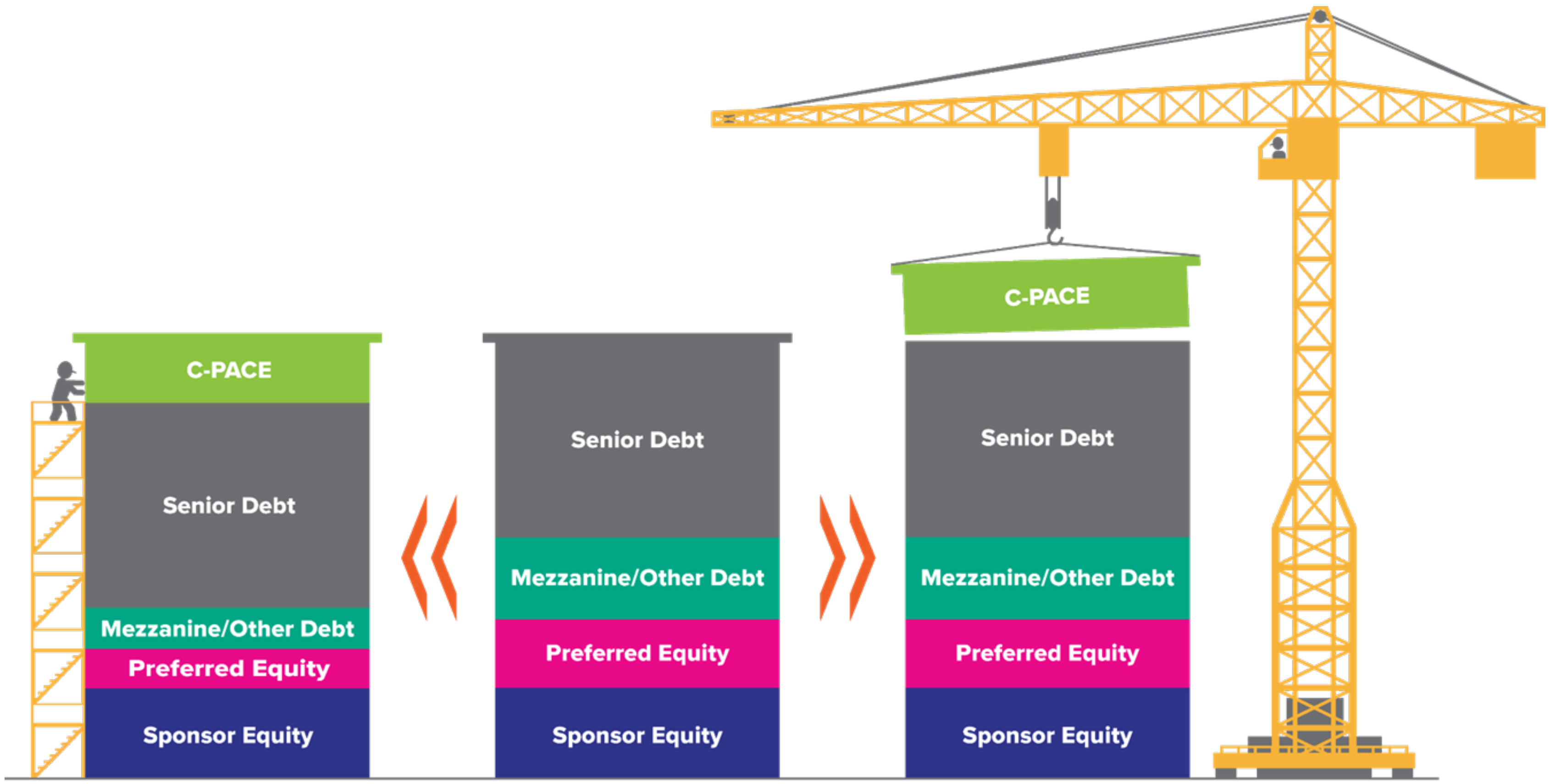
4. Related costs:

Examples:
- Roof with solar
- Audit,
- engineering costs

5. Resilience

Examples:
- Climate adaptation (e.g. flooding, wind, fire)
- Nature-based solutions (e.g. pervious surfaces)
- FORTIFIED Designation

# C-PACE For New Construction




**REDUCE** Weighted Average Cost of Capital *with* **C-PACE**

New Construction Capital Stack *before* **C-PACE**

**INCREASE** Total Available Capital *with* **C-PACE**

# Customer Story: DiMare Pastry

45-year-old, three-generation family business uses solar to address rising energy costs for years to come

**Location**
**Stamford, CT**

**Energy Upgrade**
**75.8 kW roof mounted solar photovoltaic system**

**C-PACE Financing***
**$246,000 over 20 years**

**Projected Energy Savings**
**More than $20,000 a year**

"We are always so busy and focused on serving our customers. We don't have time to think about rising energy costs. Going green with our new solar system takes some of the pressure off our business by giving us lower energy costs. We're proud to be doing the right thing for the environment too. We want to keep baking, delighting our customers and continuing on as a long-standing partner with the towns we serve"
*Maria DiMare*

# Customer Story: Mystic Aquarium

"These projects created around $1 million in savings, which is very important for our bottom line. But what we are most proud of is the impact to the environment."

*- Koray Gurz, CFO of Mystic Aquarium*

**Location**
**Mystic, CT**

**Energy Upgrade**
**272 kW** roof mounted solar photovoltaic system, HVAC upgrades, lighting, and energy-monitoring equipment

**Projected Energy Savings**
**More than $1 million** over the life of the upgrades

# Customer Story: Enko Chemical

**Location, Mystic CT**

**Energy Upgrade:** New and/or Retrofit Lighting and Lighting, Occupancy Controls, High Efficiency LED Grow Lights, High Efficiency Chillers, HVAC Controls, Variable Frequency Drives -

**C-PACE Financing***
**$3,381,375 over 15 years**

**Projected Energy Savings**
**Nearly $8,000,000 over 15 years**

> "We are pleased with the package that the Connecticut Green Bank has helped us to implement. Clean, efficient energy is critical to healthy, sustainable communities. Enko is passionate about being part of the change."
>
> Jacqueline Heard Ph.D., MBA
> Enko's Co-founder and CEO

# More ways to go solar

## solar ppa

- Go solar with no-upfront installation costs
- Solar offsets electricity usage on site – reduces energy demand
- Pay for the energy that the system produces from the Connecticut Green Bank at a rate lower than your current utility rate
- Green Bank manages the operations & maintenance of the system over the term of the power-purchase agreement

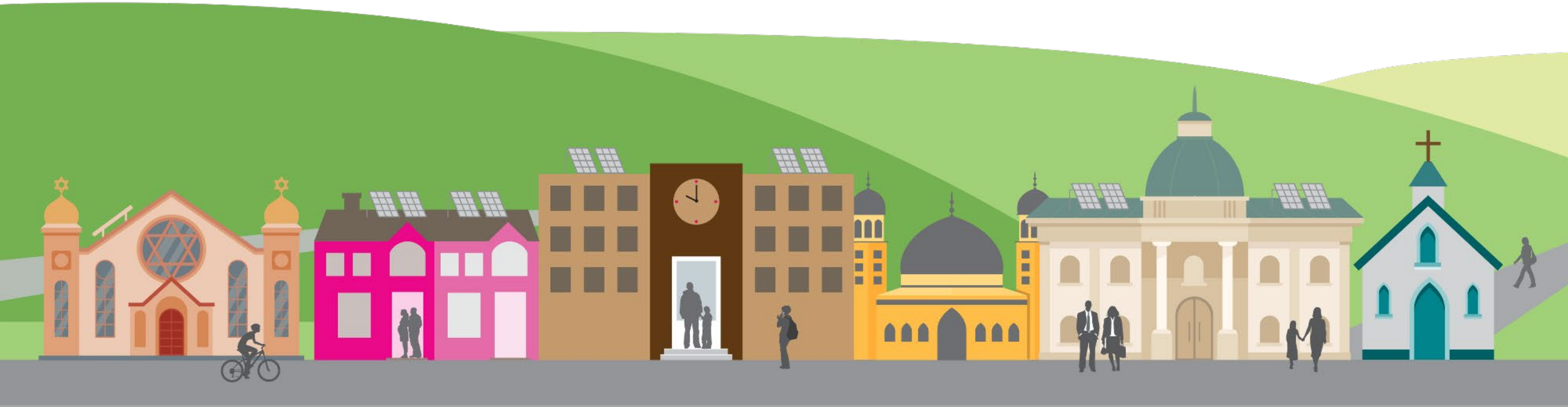
## solar roof lease

- Go solar with no-upfront installation costs
- Solar does not offset electricity usage on site – all solar energy is sold to the utility
- Receive a fixed annual payment from the Connecticut Green Bank over the term of the lease agreement
- Green Bank manages the operations & maintenance of the system over the term of the lease agreement

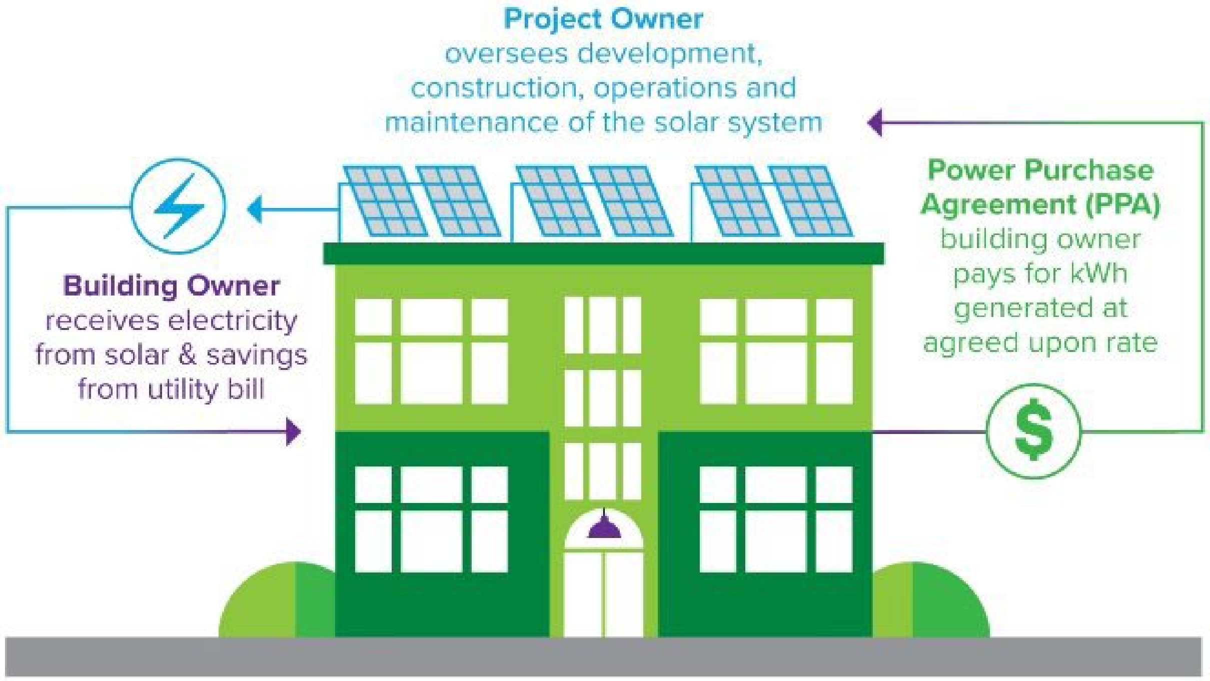
# Eligible Solar Roof Lease & PPA Customers

- Commercial & Industrial
- Non-profits including houses of worship
- Multifamily properties
- Municipalities, Board of Education

# solar ppa



# How Does a PPA Work?




Contract between Seller (generates electricity) and Buyer (purchases electricity)

Green Bank (or financing partner) is Seller: Oversees development, construction, & asset management

Customer is Buyer: Purchases electricity from solar installed on property

# What are the Benefits of a PPA?

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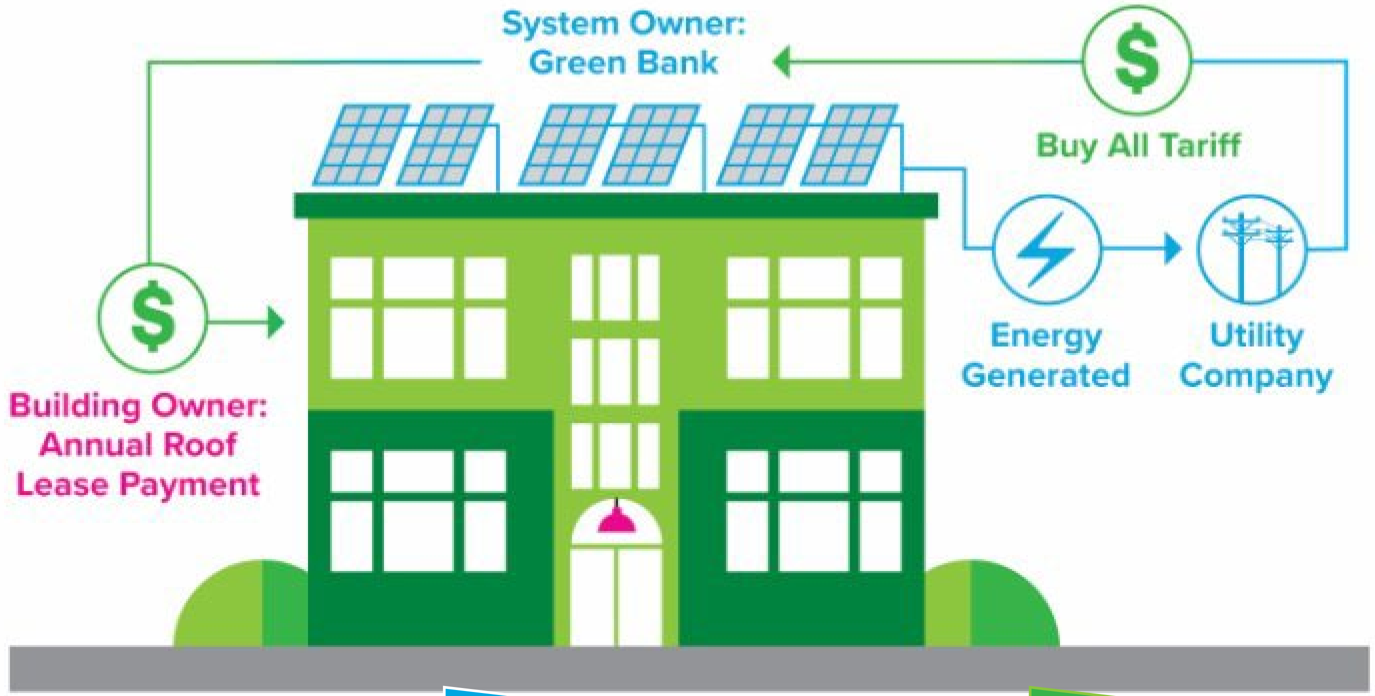
- No upfront costs
- Lock in low electricity rate
- Positive cash flow
- No operations & maintenance costs
- Preserve capital & credit lines
- Managed by a third-party solar system owner

# solar roof lease

# How Does a Solar Roof Lease Work?



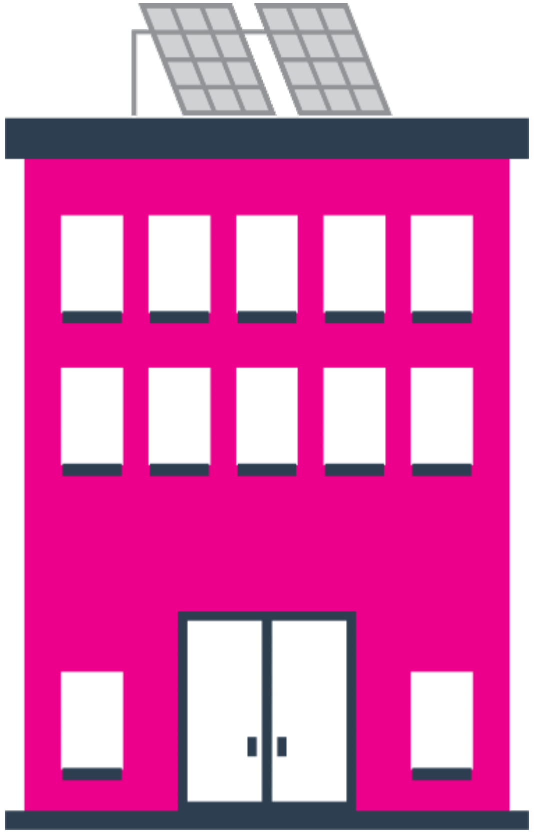

Roof Lease between Green Bank and Property owner

Green Bank (or financing partner) owns the solar: Oversees development, construction, & asset management

Utility (under tariff): Purchases electricity from solar installed on property. Green Bank makes lease payment to Property owner

# What are the Benefits of a Roof Lease?

| | |
|---|---|
| No upfront costs | Secure passive income stream |
| Positive cash flow | No operations & maintenance costs |
| Preserve capital & credit lines | Managed by a third-party solar system owner |



# Energy Storage Solutions

# Energy Storage for Buildings

- Save money on demand charges – smooth out your power consumption
- Backup power when you need it
- upfront and performance incentives to reduce the cost of installing battery storage systems
- You can use C-PACE to finance battery systems


Image: Getty Images

# Getting started

## Reach out to us

## Get an energy assessment

## Find a contractor

# Stay in touch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