



## New Jersey PACE Program: Job Growth And Economic Development through Game-Changing Clean Energy Financing

## MUNICIPALITIES

### Municipalities can help businesses save money on energy while creating local jobs

Energy is often a business's single biggest cost, after labor. Now, NJ municipalities can retain businesses and attract new ratables by helping property owners cut their energy bills by an average of 30%.

PACE stands for "Property Assessed Clean Energy," an innovative mechanism for financing energy efficiency and renewable energy improvements. Up to now, these projects required upfront capital and long payback periods. With PACE, clean energy projects are 100% financed with no upfront costs, and without adding to the property owner's balance-sheet liability. Projects are designed to be cash-flow positive, saving money from the start. Amending legislation, to remove significant obstacles to practical implementation, is expected to be passed in 2018.

Over 30 states have passed similar PACE legislation. More than \$500 million in Commercial PACE financing has been completed and billions of dollars in clean energy upgrades are still needed. And since energy projects require on-site implementation, economic development and job creation are natural outcomes.

### How does PACE financing work?

The municipal tax mechanism is the key to accessing the benefits of PACE.

A commercial property owner asks the municipality to place a voluntary "Clean Energy Special Assessment" on their property, and pays it off on their tax bill for up to 30 years. The repayment obligation transfers automatically to the next owner if the property is sold. Payment is tied to the property tax mechanism, so that low cost capital from private investors can be obtained by most businesses based on the value of the property.

### NJPACE administers PACE in Municipalities

A NJ 501c3 nonprofit, **New Jersey PACE (NJPACE)**, administers a state-wide open-market PACE program, assisting municipalities, property owners, private investors and contractors in facilitating PACE funding transactions. Standardized forms and procedures, based on what is working in other states and customized for New Jersey, help owners who expect to take advantage of PACE financing in multiple municipalities.

A municipality passes an Ordinance to establish a PACE program, and appoints **NJPACE** as an administrator of the program. The municipality's reasonable project-related costs can be reimbursable and included in the financing of projects, so there is no cost to taxpayers.

### Benefits to Municipalities

- Municipalities retain and attract businesses that want capital improvements without the out-of-pocket upfront expense.
- Communities get an economic development tool, creating local jobs and local investments.
- Green teams that have made commitments to sustainability, including reducing energy use and pollution, have a new tool to achieve these goals.

Coupled with downtown revitalization programs (e.g., Main Street), **NJPACE** can provide the capital to upgrade retail stores, multi-use and rental properties (5 units or more), and church and other nonprofit buildings, as well as financing to help restore blighted commercial and industrial areas and "white elephant" office parks.

Our internal estimates suggest that there is more than \$130 billion dollars worth of clean energy investment that could be made to New Jersey commercial real estate through PACE over the next decades.

## What types of upgrades are eligible?

- High efficiency lighting
- Heating ventilation air conditioning (HVAC)
- High efficiency chillers, boilers, furnaces, water heating systems
- Building enclosure/envelope improvements
- Building automation (energy management)
- Renewable energy systems (solar, CHP, wind, etc.)

See [NewJerseyPACE.org](http://NewJerseyPACE.org) for a complete list.

## What does PACE cost the municipality?

**PACE** utilizes the municipalities' existing method of collecting tax payments, so added costs are minimal. The municipality's costs for processing the assessments can be reimbursed through fees included in the financing for each project.

## Does NJPACE assist municipalities in marketing the program to owners?

**NJPACE** works with municipalities that have opted-in to the **NJPACE** program to market the program to building owners. **NJPACE** provides municipalities with marketing material and assists in getting the word out through local, regional and state entities, business and professional associations as well as public relations.

## What are the risks to the municipality?

A municipality is responsible for collecting PACE assessments, but is not responsible for guaranteeing their collection. The municipality must ensure that PACE assessments are separately accounted for and cannot be utilized for any other purposes. As owners make payments, the municipality passes on these payments to the Trustees of the funding source of PACE-assessed properties. If a building owner is deficient or delinquent on their PACE assessment, the municipality is not responsible for any deficiency or delinquency. In the case of a non-payment, the funding source for a PACE assessment can take assignment of the lien and begin collection processes. **NJPACE** will be creating draft legal documents once amending legislation is available in NJ.

## Can municipalities use PACE assessments?

PACE funds cannot be commingled with municipality funds. The municipality will place the PACE assessment in a separate account pursuant to the legal agreement executed with each municipality, and the municipality has a fixed window by which they must remit the funds to the funding source for a particular PACE assessment.

## What happens in the event of non-payment, or a bankruptcy?

Municipal liens related to real property have first priority in allocating recovery money, followed by PACE payments *in arrears*. The special assessment only becomes a lien in the event of non-payment and, like any other assessment, payments are non-accelerating in the case of a default. The municipality is not required to pay any delinquent PACE assessments, but is responsible for remitting those amounts that are recovered when the building is sold or passes through a tax sale.

## How does a municipality opt in to NJPACE?

Under the law, the municipality passes an Ordinance establishing a PACE program which allows it to create a class of "Clean Energy Special Assessments" that finance public benefit projects on private property. The municipality signs a Participation Agreement, authorizing **NJPACE** to act as an administrator that approves and processes projects.

Property owners arrange their own financing through lenders approved by NJPACE. The municipality may issue bonds, or apply to a County Improvement Authority for bonds to finance the program.

**Contact us to discuss how your municipality can take advantage of PACE.**



Learn more at [NewJerseyPACE.org](http://NewJerseyPACE.org) or call us today:

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