

C-PACE Market in the Region

June 20, 2019

Presented to MWCOG Clean Energy Financing Workgroup



Who is the Mid-Atlantic PACE Alliance?

Mid-Atlantic PACE Alliance (MAPA) is a regional partnership between stakeholders in Virginia, Maryland and the District of Columbia, created to accelerate Commercial PACE programs and project closings in the region.



Our team includes the Virginia Department of Mines, Minerals and Energy, the District of Columbia Department of Energy and Environment, the Maryland Clean Energy Center and key industry and not-for-profit partners. MAPA is supported by a State Energy Program competitive grant from the U.S. Department of Energy obtained in 2016.

Mid-Atlantic PACE Alliance Partners



Role of the Mid-Atlantic PACE Alliance

- ✓ **Increase market awareness of C-PACE** through coordinated outreach and education to key stakeholder groups
- ✓ **Promote harmonized program design** throughout the region based on national best practices to streamline participation and achieve scale
- ✓ **Provide resources to governments** to reduce time/cost of standing up programs
- ✓ **Drive demand and increase volume** of C-PACE projects in the region (grant goal: \$80 million in total assessment value in 3 year period from 2017-2019).

MAPA Partnership: by the Numbers

- ✓ **Over \$45 million in loans closed through Q1 2019; 40 projects** (does not include ~\$4.2 million in DC PACE projects closed prior to 2017).
- ✓ **8 Webinars; 3 in-person workshops; 2 Regional Forums** (over 800 attendees, ~300 in contacts database)
- ✓ **1 MAPA brand and website** Platform for C-PACE related events; [Regional C-PACE Toolkit](#) released June, 2018
- ✓ **6 case studies** (featuring DC PACE, MD-PACE and Montgomery County C-PACE projects)
- ✓ **400 social media followers** (over 100 local government contacts)

Where is C-PACE in the DMV currently?

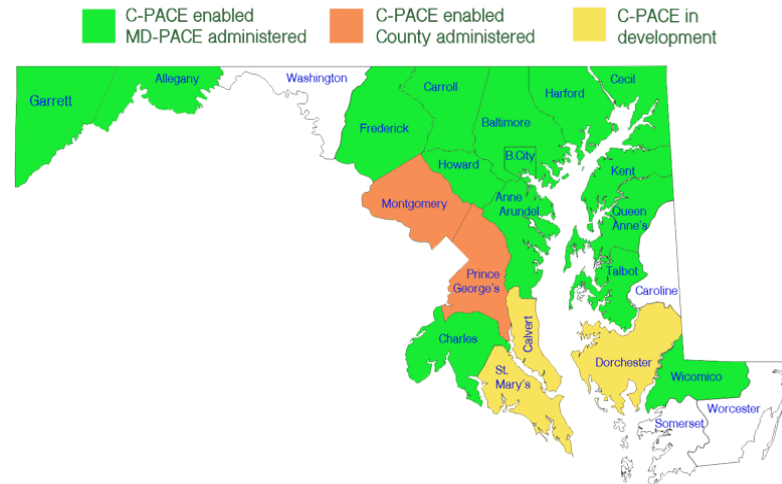
DC:

C-PACE available throughout the District



MD:

C-PACE available in most jurisdictions



VA:

C-PACE market in development



NOVA Jurisdiction	Ordinance Enacted	Public Launch	Anticipated Launch
Arlington	✓	✓	Open!
Fredericksburg	✓	Pending	Contact Staff
Loudoun	✓	X	Late 2019
Fairfax	✓	X	Late 2019

MAPA Upcoming

- ✓ MAPA Regional Forum 2019, presented with first annual [Virginia Clean Energy Summit](#) in Richmond, Sept. 17
- ✓ Additional case studies; making template available for any program to use
- ✓ Update and re-publish Regional C-PACE Toolkit
- ✓ Regional C-PACE project map (expanding DC PACE project map to DMV)
- ✓ Continued promotion of partner events

Regional C-PACE Project Map (to be live soon)

The screenshot shows a web browser displaying the Mid-Atlantic PACE Alliance project data map. The browser's address bar shows the URL <https://www.pacealliance.org/map-data>. The website header features the Mid-Atlantic PACE Alliance logo and a navigation menu with links for Home, What is C-PACE?, What is MAPA?, Where is C-PACE?, Resources, News, Events, and More. Social media icons for LinkedIn and Twitter are also present.

The main content area displays a map titled "Mid-Atlantic PACE Alliance project data map". The map shows the Mid-Atlantic region of the United States, with counties shaded in light blue or light green. A legend on the right side of the map explains the shading and icons:

- Light blue: county with C-PACE enabling legislation regardless of closed projects.
- Light green: county with no C-PACE legislation (yet!)
- Red icons: multi-family housing, large commercial building, small commercial building, social services, office building, medical building, sporting & recreation, school, brewery / tavern, church.

The map shows several red icons placed over various counties, indicating the location of C-PACE projects. The map is powered by Google My Maps. At the bottom of the page, there are social media icons for LinkedIn and Twitter, and a copyright notice: "©2017 by Mid-Atlantic PACE Alliance. Proudly created with Wix.com".

Transition to Discussion

MAPA grant team is generally supportive of continuing MAPA as 501(c)

- MD Clean Energy Center has engaged consultant to draft incorporation documents
- What is the mission/scope of work? How will it be structured/funded?
- Are other Mid-Atlantic states (DE, NJ, PA) interested in participating?

DC and inner-ring jurisdictions either have or are well on their way to having active programs

- What role(s) can MWCOCG and MAPA play going forward?