



# **Commercial Property Assessed Clean Energy (C-PACE) Financing for Oklahoma**

**Economic Development,  
Revitalization, and Clean Energy for  
Oklahoma Counties**

## DEVELOPING OKLAHOMA'S C-PACE PLATFORM



The 2019 Oklahoma legislature authorized counties to develop Commercial Property Assessed Clean Energy (C-PACE) Programs. SB1000 passed with overwhelming bi-partisan support with the goal of providing commercial building owners in Oklahoma a smart funding option for energy and water-related efficiency improvements. C-PACE is a smart economic development resource for Oklahoma.



C-PACE is a tax-assessment based financing mechanism. Through a voluntary, open-market system, C-PACE private capital lenders can provide 100% low-cost, long-term loans for energy efficiency, renewable energy, water conservation, and building resiliency projects. Tied to the property, the loans are paid through the building owner's property tax bill and can be transferred with the property upon transfer of building ownership.



With counties in Oklahoma now authorized to establish C-PACE Programs, the important next step is to strategically design and develop a uniform program platform that will work statewide for *any* county choosing to initiate a program. Consistency in C-PACE policies, procedures, and guidelines assures efficiencies for counties choosing to adopt programs and encourages program use by building owners and developers who operate throughout the state. Partnering with Tulsa County and Oklahoma Department of Commerce, INCOG has stepped forward to lead the development of an Oklahoma C-PACE Program framework that will work statewide for any county choosing to initiate a program.



Based on the inquiries we continually receive, we know the C-PACE program will be a popular and useful tool across the state. Therefore, our goal is to have a model C-PACE program developed and active in Tulsa County as soon as possible. To accomplish this, we anticipate \$150,000 is needed to hire C-PACE experts to work with our staff and stakeholders to expedite the development of the C-PACE program.

We respectfully ask for your financial partnership as we strategically develop a C-PACE model program to be used, not only in Tulsa County but statewide as well. This program will be available to all Oklahoma counties voluntarily adopting C-PACE. Your partnership will accelerate the benefits of C-PACE, bringing a new tool to Oklahoma's counties, developers, commercial property owners, and construction industry.

Some of the initial interest we have received in C-PACE would help restore historic buildings to their former glory, some of the interest is in new construction. The buildings we are restoring and building now will likely be a part of the Oklahoma landscape for the next 30-100 years. Please consider partnering with us to lay the foundations of a cleaner and more efficient future for Oklahoma.

# C-PACE OK | SPONSORSHIP

Please join us as a founding sponsor of C-PACE in Oklahoma.

For your contribution, your organization will receive recognition through various marketing channels of the C-PACE program.

We are happy to schedule a call or meeting to answer any questions you may have.

Please make checks payable to INCOG with C-PACE in the reference, and mail to:

2 West 2nd Street, Suite 800  
Tulsa, OK 74103

Thank you for considering financially partnering with us to build  
Oklahoma's C-PACE Program.

## Contributing sponsor support level suggestions:

BRONZE  
SPONSOR

**\$2,500**

SILVER  
SPONSOR

**\$5,000**

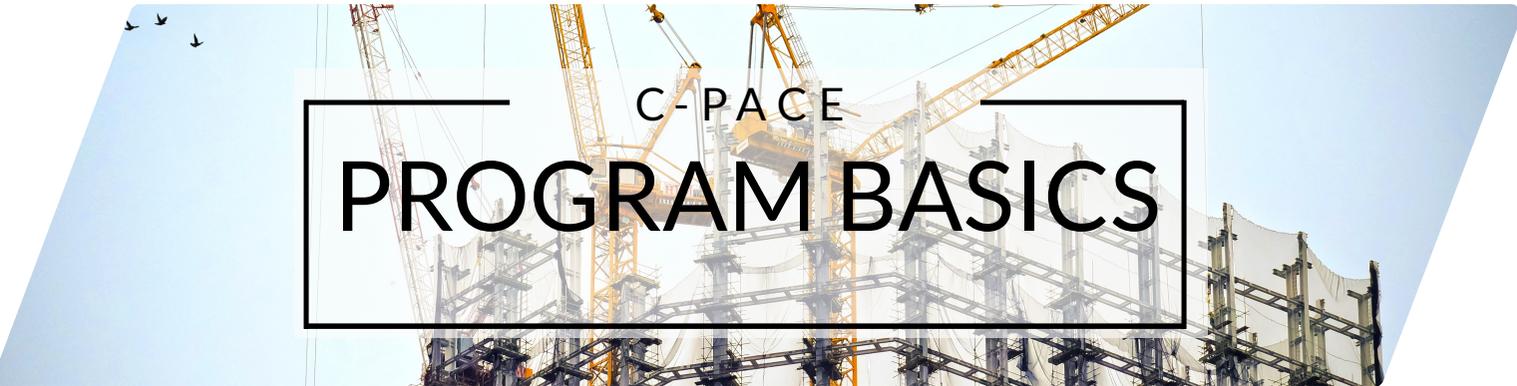
GOLD  
SPONSOR

**\$10,000**

PLATINUM  
SPONSOR

**\$15,000**

AFFILIATE SPONSORSHIP:  
OTHER



# C-PACE PROGRAM BASICS

## What is C-PACE?

C-PACE is a financing mechanism designed to encourage energy and water efficiency improvements, renewable energy systems, and building resiliency projects for commercial properties. As a voluntary, open-market financing model, C-PACE allows commercial property owners to secure private low-interest, long-term loans for eligible energy improvements. C-PACE loans are placed on the property as an assessment and repaid through the county property tax system. C-PACE promotes private investment in smart energy solutions for Oklahoma's commercial buildings which will increase property values, decrease energy costs, and encourage economic development.

## How is C-PACE Lending Different?

Unlike traditional loans for building improvement, C-PACE can provide up to 100% financing for program-eligible improvements. C-PACE loans are tied to the commercial building's county property tax record as an assessment and repaid as a line item on property tax bills. No down payment is required nor is the property owner required to give a personal guarantee on the loan. The lenders enter into loan contracts directly with the property owners and the county agrees to bill the annual payment on the property tax statement and remit the payment to the original lender. If the property is sold, any remaining assessment can be passed to the new property owner.

## Establishing C-PACE in Oklahoma

Oklahoma's C-PACE enabling legislation became effective November 1, 2019. To create an active program, counties must pass resolutions authorizing C-PACE voluntary special assessment liens. Tulsa County became the first in Oklahoma to pass a resolution in September 2019 expressing intent to implement C-PACE. INCOG is working with Tulsa County and other partners throughout the state to create a C-PACE Program Administrative Platform template which will work for any county choosing to initiate a program. Consistency in policies, procedures and guidelines throughout Oklahoma assures streamlined processes for counties and program participants. The intent is to have C-PACE active in Oklahoma in 2020.

## Why is INCOG Leading This Effort?

INCOG is a voluntary association of local and tribal governments in the Tulsa metropolitan area in northeast Oklahoma providing local and regional planning, information, coordination, communications, implementation and management services to member governments and their constituent organizations. There are eleven regional councils across Oklahoma.

INCOG has proven expertise in building stakeholder coalitions to design, develop, and implement sound regional and statewide programs – especially those encouraging economic development while improving the environment. Through INCOG's leadership, the region boasts a long history of regional partnerships and cooperative voluntary initiatives including programs providing the economic stability of federal air quality standard compliance.

# TIMELINE

## Next Steps for Oklahoma C-PACE

### Program Development

#### PHASE I - IN PROGRESS

1

- Fundraising. \$150,000 needed for C-PACE Program Development Expenses to hire C-PACE Expert Consulting Team (\$50,000–\$100,000) and INCOG staff time (\$50,000)
- Establish C-PACE Statewide Steering Committee
- Build Statewide Stakeholder Partner Group

#### PHASE II - DECEMBER 2019-JUNE 2020

2

- Development of C-PACE Program Administrative Platform
- Legal research/analysis of statutes, local laws, ordinances, county tax and administrative procedures, resolutions, building and energy codes, and other regulatory policies necessary for establishing C-PACE
- Oklahoma statute language modification addressing C-PACE eligibility to additional property types (central business districts, industrial, agricultural, educational, and nonprofit properties), and other identified legal/regulatory issues
- Establish C-PACE program administrator roles/responsibilities, funding/fee mechanisms, project/loan criteria, program marketing, etc.

#### PHASE III - SUMMER & FALL 2020

3

- Oklahoma's C-PACE Program framework is complete and active in Tulsa County and in other early adopter counties.
- Oklahoma's C-PACE Program framework is made available to any county choosing to initiate a program.
- C-PACE Program expansion throughout Oklahoma



## CONTACT

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