

Commercial Solar Financing Options



National Energy Improvement Fund currently offers **three** commercial solar financing products.

Solar Finance Product Guide	EFA	PPA	C-PACE
Is the system size < 150 kW?	✓		
Is the system size > 150 kW?	✓	✓	—
Is the project cost > \$1,000,000	✓	✓	✓
Customer does have an appetite for the tax credit.	✓	✓	
Customer does not have an appetite for the tax credit.		✓	✓



Equipment Secured Financing (EFA)

A company that has an appetite for the federal investment tax credit agrees to pay a fixed monthly payment for the solar system through the life of the agreement. Simple application and approval process.

Power Purchase Agreement (PPA)

A company agrees to purchase the power generated by the system at a per-kWh price. Projects are typically cash flow positive from day one.

Commercial PACE (C-PACE)

Repayment is made through the property tax bill over the useful life of the upgrades (often 20+ years). Projects are typically cash flow positive from day one, as energy savings often cover the cost of repayment.

Basic Product Terms

Equipment Lease

- ✦ Available to C&I, MUSH and non-profit markets
- ✦ Rates: 7.5 – 13%
- ✦ Terms:
 - ✦ < \$150,000 1 – 7 years
 - ✦ > \$150,000 1 – 10 years
 - ✦ Muni customers may be eligible for extended terms and lower rates
- ✦ Balloon payments available

PPA

- ✦ Available to C&I, MUSH and non-profit markets
- ✦ Utility Scale projects welcome
- ✦ Payment amount based on kWh generated and kWh rate
- ✦ Terms: 15 – 30 years

C-PACE

- ✦ Available to C&I and non-profits in C-PACE eligible jurisdictions
- ✦ Projects > \$1,000,000
- ✦ 100% financing and long repayment (20+ years)
- ✦ Repayment made through the property tax bill
- ✦ Property tax structure keeps funding off corp. balance sheet

Any questions?

We would love to answer them! Contact our team today.

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