

AN INDUSTRY FIRST C-PACE SECURITIZATION: What it means for contractors & commercial property owners

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Q: What does securitization mean for contractors and building owners?

A: Securitization happens in the “background.” It provides capital and a mechanism by which Greenworks can regularly access capital, which expands our capacity to finance more deals more frequently. For contractors, our capacity to access capital through securitization also helps smooth and guide our operations by encouraging standardization.

Q: What does this mean for pricing?

A: Ease of access to capital for Greenworks Lending keeps pricing down and consistent for our clients. Our goal is to make C-PACE a smart business decision and keeping our cost of capital low is a key piece of that.

Q: Why is this securitization so important to the C-PACE industry as a whole?

A: Greenworks’ securitization helped set industry standards for the application of C-PACE policies across state lines. In fact, this first C-PACE securitization hinged upon:

- our focus, since inception, on developing industry leading underwriting standards.
- our ability to generate quality assets that are well diversified by state, building type and project type.
- our establishment of processes to service property owners and assessments long-term.

Q: When and if my financing is part of a securitization, who will be my contact for my payments?

A: Clients should only expect to interact with their tax collector, Greenworks Lending and the state PACE administrator, such as CT Green Bank.