We connect individuals and their communities to the resources they need to identify and implement community-based clean energy projects.
## What Does CERTs Do?

### LEARN
- Write blog posts & case studies
- Create educational guides
- Manage diverse web-based tools

### CONNECT
- Host events, tours, and conferences
- Help with community organizing
- Connect people to technical resources

### ACT
- Provide seed grant funding and more
- Deliver research-based campaigns
- Spur other statewide programs
Save $1 TRILLION... in Buildings Alone
PACE
Low-Cost, Long-Term Financing with No Upfront Costs
83% of the State’s Population has Access to PACE
PACE Results

- 121 Projects
- $50 Million of Project Costs
- $3.5 Million Annual Savings
- 136 Billion BTUs Saved Annually
- 71 Jobs Retained/Created
- 409 Construction Jobs Created

Winona Rental
Tax Programs to Finance Clean Energy Catch On

By DIANE CARDWELL  JUNE 21, 2013

Rick Murphy of Grandview Tire and Auto in Minnesota took advantage of a loan program that helped in financing solar panels.  Jenn Ackerman for The New York Times
Project Process

• Gov’t Establishes PACE

• Application Submitted with Energy Audit, Lender Consent & Financials

• Loan Approved

• Projected Completed

• Savings Pay for Assessment (Revolving Loan Fund)
Who Performs Energy Audits?

1. UTILITY
2. Energy Smart
3. EnerChange
4. EQIP
5. RETAP
6. MINNESOTA BUILDING PERFORMANCE ASSOCIATION
Why PACE?

**Business**
- Lower Utility Expenses
- Save Now, Pay Next Year
- Pass on Savings and Assessment to Tenants
- Address Deferred Maintenance & Building Comfort Issues

**Government**
- Assist Your Businesses/Nonprofits
- Create Local Clean Energy Jobs
- Promote Sustainability
What if the business folds?

What is the Time Commitment?

Why the St. Paul Port Authority?
Blue Line Travel Center
Worthington

Project: Lighting
Cost: $74,000
Source of Funds:

RMEB PACE Program
Worthington Public Utilities
USDA REAP Grant

Annual Savings: $14,000
Assessment: $9,000

Total Net Savings: $85,000
“I felt like the PACE financing interest rate was favorable, and the process was fairly painless.”

- Randy Timm, Owner

**Project:** 30kw solar  
**Cost:** $107,000  
**Funds:**
- MinnPACE Funds  
- Utility Rebates  
- Federal Tax Credits  
- USDA REAP Grant
<table>
<thead>
<tr>
<th>Project: Lots of Energy Efficiency Measures!</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost: $90,000</td>
</tr>
<tr>
<td>Source of Funds:</td>
</tr>
<tr>
<td>RMEB PACE Program</td>
</tr>
<tr>
<td>Mountain Lake Utility Rebates</td>
</tr>
<tr>
<td>USDA REAP Grant</td>
</tr>
<tr>
<td>Annual Savings: $9,700</td>
</tr>
<tr>
<td>Assessment: $8,700</td>
</tr>
<tr>
<td>Total Net Savings: $15,000</td>
</tr>
</tbody>
</table>
Salut Bar American
Twin Cities

Project: LED Lighting, Hood Vent, Controls

Cost: $39,000

Source of Funds: Utility Rebates, PACE

Annual Savings: $5,500
Total Net Savings: $15,000

“The savings should pay back the investment... It’s a no-brainer.”
Alan Ackerberg, Parasole Restaurant Group
Cozy Corner Campground
Richmond

Solar Panels will generate 15% of campground’s energy needs

Problem: $10,000 monthly bill
Project: 40kw solar array
Source of Funds:
  Utility Rebates
  Made in MN Funds
  St. Paul Port Authority PACE
  30% Federal Tax Credit
It’s well worth the time and cost we put into these projects because we reap savings for years to come.”

- Scott Goltz
VP, Madison Equities

Project: New Chiller, 3,000+ LEDs, VFDs on Pumps & Motors
Project Cost: $6.75 Million
Source of Funds:
- PACE
  ~ $1 million in Rebates
  $300,000 tax credits
Peterson Farm
Meeker County

Project: 40kw solar
Cost: $174,000
Source of Funds:
  PACE
  USDA REAP Grant

Total Net Savings (25 yrs):
$250,000+
“PACE is an incredible tool for companies who want to complete energy-related projects. We already have 25 percent energy savings showing up on our electric bill.”

Tom Mowbray
Executive Director

Project: HVAC Equipment and Controls
Cost: $210,000
Source of Funds:
  PACE
  Xcel Utility Rebates
County Roll Out Tool Kit

- Press Release
- Public Service Announcement Text
- Website/Newsletter Text
- Social Media
- Presentation
- Logo Image Files
Clean Energy Financing - PACE

Property Assessed Clean Energy (PACE) Financing
Is your business, farm, multi-family housing building, nonprofit, or place of worship interested in energy efficiency or adding renewable energy like solar? A new financing tool called Property Assessed Clean Energy, or PACE, can help you move forward.

How Does PACE Work?
PACE financing is repaid as an assessment on your property tax bill for a set period. In this way, PACE eliminates the burden of upfront costs by providing low-cost, long-term financing. PACE is different than a traditional loan: there is less of a reliance on credit, the assessment stays with the property instead of the owner, and they can generally be repaid over longer terms than a bank might allow.

What Can You Do with PACE?
Examples of potential building improvements that can be financed with PACE are solar arrays, HVAC upgrades, LED lighting, condensing boilers, digital controls, insulation, variable-frequency drive motors, building automation systems, and other water and energy conservation measures.

Who is Behind PACE?
The Saint Paul Port Authority provides the PACE funding and administers all aspects of the program. The
Thank You!

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Community Engagement Manager
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