NATIONAL PACE CAPITAL ACCESS

Executive Summary

A Platform of Missouri Green Banc

Introducing qualified borrowers and qualified lenders, on the self-identified criteria of each

To the Capital Provider

The National PACE Capital Access (NPCA) is a platform of Missouri Green Banc (MGB), the publicly chartered 501(c)(3) green bank operating across the State of Missouri under RSMO §362.010(3). NPCA exists for a single purpose: to introduce qualified Missouri commercial property owners to qualified capital providers, based on the criteria each party identifies for the other.

That is the entire function. NPCA does not underwrite. NPCA does not document transactions. NPCA does not vet the deal flow it introduces. It is a neutral intermediary whose value lies precisely in the discipline of its restraint.

> *NPCA is an intermediary. Its sole role is to introduce qualified borrowers to qualified lenders based on the self-identified criteria of each for the other.*

How the Introduction Works

The mechanism is straightforward.

A capital provider participating in NPCA states the criteria that define a project of interest: geography, property type, transaction size, term tolerance, energy or resiliency themes, borrower characteristics, lien position expectations, and any other parameters the capital provider chooses to disclose. These are the capital provider's own criteria, set by the capital provider, modifiable by the capital provider at any time.

A Missouri property owner approaching NPCA through Missouri Green Banc describes the project: location, property type, scope and cost of improvements, capital sought, timing, and any preferences the owner has regarding term, structure, or counterparty. These are the borrower's own criteria, set by the borrower.

NPCA matches the two. Where a borrower's self-described project meets a capital provider's self-stated criteria, NPCA makes the introduction. The introduction conveys the information each party provided about itself. NPCA does not embellish it, validate it, or convert it into a substitute for the parties' own due diligence.

From the moment of introduction forward, the relationship belongs to the borrower and the capital provider. Whether to proceed, on what terms, with what documentation, after what diligence, and to what conclusion are entirely matters between them.

What "Qualified" Means

In the NPCA context, "qualified" carries a specific and deliberately narrow meaning.

A qualified borrower is one whose self-described project meets a capital provider's self-stated criteria. NPCA does not assess the borrower's creditworthiness, the project's feasibility, or the property's suitability for C-PACE financing. Those assessments are the capital provider's to make, after the introduction, using its own underwriting standards and process.

A qualified lender is one whose self-stated criteria align with a borrower's self-described needs. NPCA does not certify, license, rank, or recommend capital providers. The borrower retains complete authority to evaluate the capital provider's offer, terms, reputation, and fit, and to engage or decline as the borrower sees fit.

The word "qualified," in other words, does not refer to a status conferred by NPCA. It refers to the alignment of two parties' own statements about themselves. The discipline of this definition is what allows NPCA to remain a neutral intermediary rather than a gatekeeper.

What NPCA Does Not Do

To prevent any ambiguity about scope, the following functions are expressly outside NPCA's role.

No underwriting. NPCA does not evaluate credit, debt service coverage, loan-to-value, property cash flow, or any other underwriting metric. Underwriting is performed by the capital provider, using the capital provider's own standards.

No documentation. NPCA does not produce, prepare, review, or maintain transaction documentation. Loan and assessment documents are prepared by the capital provider and the parties' counsel, in whatever form the capital provider requires.

No vetting of deal flow. NPCA does not pre-qualify, screen, score, rank, or otherwise validate the projects or property owners it introduces. The information conveyed in an introduction is the information the parties provided about themselves.

No engineering, title, consent, or assessment work. Engineering review, title work, mortgage holder consent, assessment authorization, legal review, and closing are addressed by the capital provider directly with the borrower and the relevant third parties.

No persistence in the relationship. Once an introduction is made and accepted, NPCA does not interject itself into the relationship. NPCA is not a broker, arranger, deal manager, or coordinator. It takes no fee, no commission, and no position in transactions originated through it.

These restraints are not gaps in NPCA's service. They are the service. A neutral intermediary that conducts no underwriting, prepares no documentation, and vets no deal flow is what allows capital providers to receive matched opportunities without inheriting any liability, dependency, or competing process from the intermediary itself.

Missouri Green Banc: The Trusted Operator

Missouri Green Banc is a publicly chartered 501(c)(3) nonprofit green bank and non-depository financial institution operating under RSMO §362.010(3). MGB operates across the state as a recognized, mission-driven institution. Its statewide presence, existing relationships with property owners, contractors, municipalities, and policy stakeholders, and its accumulated familiarity with the Missouri commercial market are what bring qualified property owners to the NPCA platform in the first place.

MGB operates the technology that supports NPCA introductions. The platform organizes the self-reported information from each party, identifies criteria alignment, and delivers the introduction. Human MGB staff and the parties themselves remain responsible for every decision of substance. The technology supports the introduction; it does not assume the parties' role in evaluating one another.

MGB's operations are funded through earned administrative revenue generated by the Missouri Clean Energy District (MCED) on successful closings and through a voluntary corporate sponsorship program. This funding model allows NPCA introductions to remain free to participants. NPCA charges no subscription, no participation fee, and no transaction commission. The introduction is the deliverable, and it is offered without cost to either party.

Why This Serves Capital Providers

The proposition to the capital provider is narrow by design.

First, NPCA provides visibility into Missouri opportunities that meet the capital provider's own stated criteria. The capital provider sees what it asked to see, and nothing else.

Second, NPCA provides that visibility without imposing process, documentation, or method. The capital provider retains complete control over how to evaluate, underwrite, document, and close any opportunity it chooses to pursue.

Third, NPCA carries no liability tail, no shared paper, and no continuing involvement. Because NPCA performs no underwriting and prepares no documentation, the capital provider does not inherit reliance on NPCA's judgment or work product. The introduction is the introduction; the transaction is the capital provider's.

Fourth, NPCA is free and uncommitted. A capital provider can receive introductions without obligation to act on any of them, can adjust its criteria at any time, and can withdraw from the platform at will.

Why This Serves Missouri Property Owners

For a Missouri commercial property owner, the value of NPCA is similarly straightforward.

A single point of contact — Missouri Green Banc — produces introductions to a broad field of national and local capital providers whose stated criteria fit the project, rather than requiring the owner to identify, contact, and prepare materials for capital providers individually. The owner controls the project description, controls which introductions to pursue, and remains the principal in every conversation that follows.

Because NPCA charges no fee and takes no position, the owner is not paying for access to capital or surrendering a share of the transaction to an intermediary. And because NPCA does not vet, document, or underwrite, the owner is not subject to a screening layer between itself and the capital providers prepared to finance it.

Institutional Roles

Missouri Green Banc (MGB)

The publicly chartered 501(c)(3) nonprofit green bank operating across Missouri under RSMO §362.010(3). MGB is the parent organization of the NPCA platform, the operator of the technology, and the institutional point of contact for capital providers and Missouri property owners participating in introductions.

National PACE Capital Access (NPCA)

A platform of Missouri Green Banc. NPCA is the intermediary that introduces qualified Missouri property owners to qualified capital providers on the self-identified criteria of each. NPCA performs no underwriting, documentation, or vetting, and takes no continuing role in the relationships it introduces.

Missouri Clean Energy District (MCED)

The statutory public authority. MCED authorizes and administers the special property tax assessments that secure C-PACE financing under §67.2800 RSMo and earns administrative fee revenue upon successful transaction closings.

The Proposition

NPCA is a platform of Missouri Green Banc designed to do one thing well: introduce qualified Missouri property owners to qualified capital providers based on the criteria each party identifies for the other.

It does not underwrite. It does not document. It does not vet. It does not linger in the deal. Once the introduction is made, the parties conduct their business on their own terms, with no further role for NPCA and no continuing claim by NPCA on the relationship.

This is the rational, eloquent intermediation the Missouri commercial market has been waiting for — a neutral introducer, disciplined enough to stay out of the way.

Markets set in motion. It all starts with collaboration.