

C-PACE for Equipment Providers and Jobbers

Learn how NPCA helps owners fund the systems you supply, shifting the talk from price to project scope.

A program of Missouri Green Banc | MGB Academy | Workforce Education & Training Series

What does this course do?

Equipment gets specified more often when owners can afford to install it. The course shows how NPCA helps owners fund the systems a supplier sells, so the conversation moves from price objection to project scope.

Who should take it?

- Equipment manufacturers, distributors, and jobbers
- Manufacturer representatives and counter staff
- Sales teams quoting Missouri commercial work

Suppliers register with MGB Academy only; there is no NPCA participant type.

Course page

[missourigreenbanc.org/c-pace-for-equipment-providers-and-jobbers/](https://missourigreenbanc.org/courses/c-pace-for-equipment-providers-and-jobbers/)

What does the course cover?

- How the platform surfaces best-fit candidates
- How product lines map to eligible improvements
- How project elements map to funding
- How to help a customer say yes to the full system

Eight segments, 32 to 34 minutes.

What do you take away?

- An MGB Academy course completion certificate
- Ten job aids, including a product line eligibility map

NOTE: Because program terms, citations, and funding availability change, confirm current requirements with Missouri Green Banc before relying on this sheet. Missouri Green Banc is a 501(c)(3) nonprofit green bank and administers the Missouri Clean Energy District, the statutory C-PACE authority under § 67.2800 RSMo, serving more than 300 member communities covering roughly 62% of Missouri's population. This sheet describes a course; it is not an offer of credit or a commitment to fund. Completion is a training record. It is not a license, a certification of engineering judgment, or an authorization to act for Missouri Green Banc or the Missouri Clean Energy District.

How do we get started?

- Register at missourigreenbanc.org/register/ as General User
- Work the course at your own pace on the course page
- Finish the course, then put the platform to work on a live project

Are there other requirements?

- Register before the course opens; access is tied to the registration
- Completion does not make a supplier an authorized representative of MGB or MCED
- Referrals go to the platform, not to a named capital provider or contractor

How long does it take?

- 32 to 34 minutes across eight segments
- Self-paced, with no scheduled sessions

What does it cost?

- **Course tuition:** none — the course is offered at no cost
- NPCA participation is fee-free for property owners, contractors, and capital providers alike

Who can answer questions?

Missouri Green Banc, MGB Academy — (866) 554-4083
communications@missourigreenbanc.org

What should you tell a customer?

- Assessment contracts run up to 20 years, not to exceed the weighted average useful life of the improvements
- The statutory test is economic benefit; a savings-to-investment ratio of 1.0 or better, certified by a qualified engineer, is the requirement Missouri Green Banc applies
- The owner chooses the contractor and the capital provider as two separate decisions; nothing in the course puts anyone else in that seat
- Property owners have their own free MGB Academy course on how NPCA — National PACE Capital Access — surfaces best-fit capital providers and contractors

What governs this program?

- Missouri C-PACE enabling statute, § 67.2800–67.2835 RSMo
- MCED program guidelines and fee schedule
- NPCA platform terms of service

Where can I learn more?

- Course page: missourigreenbanc.org/courses/c-pace-for-equipment-providers-and-jobbers/
- NPCA registration: missourigreenbanc.org/register/
- Related tracks: contractors, ESCOs, property managers

Why does Missouri Green Banc do this?

A quote lost to budget is usually a quote lost to a missing funding path. Suppliers sit at that moment with the owner and the contractor, and a supplier who can name the path keeps the system in the plan instead of watching it fall to the cheaper alternative.

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