

C-PACE for Energy Services Companies

Register on the contractor track and let NPCA surface you to Missouri owners with funded projects ready to move.

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

What does this course do?

Performance contracting works when the savings hold up over the full term, and C-PACE is built for that horizon. This companion to the Contractor Certification course covers what changes when an ESCO delivers the project.

Who should take it?

- Energy service companies delivering performance contracts
- ESCO development and engineering staff
- Firms delivering guaranteed savings work in Missouri

ESCOs register on the contractor track.

Course page

[missourigreenbanc.org/c-pace-for-escos/](https://missourigreenbanc.org/courses/c-pace-for-escos/)

What does the course cover?

- What changes when an ESCO delivers the project
- Guaranteed savings and M&V alongside the economic benefit standard
- How to register work elements on the contractor track
- How owners select independently, on their terms

Five modules, thirteen segments, about 33 minutes on camera and roughly one hour of seat time, with seven job aids.

What do you take away?

- An MGB Academy course completion certificate
- Seven job aids covering savings guarantees, M&V, and documentation
- No separate credential — this is a companion to the Contractor Certification course

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 Contractor
- 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?

- Complete the Contractor Certification course as well; this module does not stand alone
- Register before the course opens; access is tied to the registration
- An ESCO acting as the contractor is registered and certified through the contractor track
- Savings guarantees are the firm's own commitment, not a program guarantee

How long does it take?

- About 33 minutes on camera across thirteen segments
- Roughly one hour of seat time
- 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 an ESCO tell an owner?

- 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 Contractor Participation Agreement (NPCA-CPTA-001) and Contractor Capability Profile (NPCA-CCP-001)

Where can I learn more?

- Course page: missourigreenbanc.org/courses/c-pace-for-escos/
- NPCA registration: missourigreenbanc.org/register/
- Contractor Certification: missourigreenbanc.org/courses/c-pace-for-contractors/
- Related tracks: energy auditors, equipment providers

Why does Missouri Green Banc do this?

An ESCO's guarantee only helps an owner who can finance the work in the first place. Assessment financing matches the term of a performance contract better than most balance-sheet options, which makes the savings case hold together across the full measure life.

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