MISSOURI GREEN BANC · MGB ACADEMY

Deal Template Eligibility Screen

One line in your initial underwriting

DOCUMENT	MGBA-DEV-JA-06
MODULE	Segment 7 — Making It Standard Practice
USE	Insert into your standard deal screening template
VERSION	v1.0 — Draft for Review

The purpose of this screen is not to evaluate C-PACE on every deal. It is to eliminate the case where nobody asked. If the estimated eligible basis is a meaningful number, the mechanism gets a real look. If it is not, you have spent thirty seconds.

THE LINE TO ADD

INSERT INTO YOUR INITIAL UNDERWRITING TEMPLATE

Estimated C-PACE-eligible basis: $______________ (______% of total project cost)

Screen threshold met? Yes / No Property in an MCED member jurisdiction? Yes / No / Confirm

THIRTY-SECOND ESTIMATE

You do not need the full Eligible Cost Checklist at this stage. Take the mechanical and envelope lines from your preliminary budget, add lighting and controls if they are broken out, and add a soft cost allowance. That number is close enough to decide whether to look further.

Input	Where to find it	Estimate
Mechanical / HVAC	Preliminary budget, Div. 23	
Building envelope	Preliminary budget, Div. 07 and 08	
Electrical and lighting	Preliminary budget, Div. 26	
Controls, plumbing, renewable, resiliency	Preliminary budget, as broken out	
Soft cost allowance	Add 10–20% of the above	

Input	Where to find it	Estimate
ESTIMATED ELIGIBLE BASIS		

SCREEN OUTCOMES

If	Then
Eligible basis is a meaningful share of the gap you need to fill	Run the Capital Stack Comparison Worksheet (MGBA-DEV-JA-03) and raise C-PACE at the senior debt term sheet.
Eligible basis is meaningful but the hold period is short	Model it anyway, but price prepayment restrictions explicitly. Short holds are a real caveat, not an automatic disqualification.
Eligible basis looks small	Check whether envelope and soft costs were counted before concluding. Developers routinely underestimate eligible basis by omitting them.
Property is outside an MCED member jurisdiction	Contact Missouri Green Banc. Member community coverage is broad and the jurisdiction question is answerable in a phone call.
Eligible basis is genuinely small	Record the reason and move on. Thirty seconds spent, and the next deal gets screened on the same line.

TRACK WHAT IT DOES

Two or three deals in, you will know whether this belongs in your standard structure — and you will not be arguing from theory. Track the same four metrics on projects where you used the assessment and projects where you did not.

Metric	With C-PACE	Without
Blended cost of capital		
Equity requirement		
Levered return on equity		
Annual carrying cost of the subordinate tier		

Markets set in motion. It all starts with collaboration.