

MISSOURI GREEN BANC

Workforce Education & Training Series

Product Line Eligibility Map

How your catalog maps to C-PACE eligibility. Keyed to Segment 3.

MGBA-EQP-JA-01

Use this at the counter, in the truck, and on the quote. It answers one question: can this line item ride on a C-PACE assessment? It does not determine eligibility for any specific project — that determination is made by program review, not by a supplier.

CATEGORY MAP

CATEGORY	REPRESENTATIVE PRODUCT LINES	DISTRIBUTOR NOTE
HVAC & mechanical	Rooftop units · centrifugal, screw, and absorption chillers · condensing and non-condensing boilers · heat pumps including VRF and geothermal ground-loop · air handling units · energy recovery ventilators · chilled beam and radiant · pumps, fans, and the VFDs that control them	Usually the largest single category by dollar volume. Geothermal is close to purpose-built for this mechanism: high first cost, very long useful life, historically hard to sell.
Controls & building automation	Building automation systems · direct digital controls · sensors, meters, and submetering · fault detection and diagnostics · occupancy-based control	Controls are the measure most often stranded in conventionally financed jobs because they read as discretionary. Bundled with the mechanical scope they optimize, they are ordinary here.
Lighting	LED retrofit and full fixture replacement · lighting control systems · occupancy sensing and daylight harvesting · exterior, parking, and site lighting	Eligible standalone but often too small to carry the transaction cost. Position lighting as one measure inside a larger bundle.
Building envelope	Roofing with insulation value · windows, glazing, and curtain wall · wall and cavity insulation · air sealing · cool and reflective roofing	Frequently the highest-value attachment to a mechanical sale: long-lived, supports the longest terms, and right-sizes the equipment behind it.
Water conservation	Low-flow fixtures · cooling tower efficiency and water treatment · irrigation controls · rainwater harvesting and greywater · leak detection	Present these where there is a demonstrable energy nexus. Eligibility basis for water-only measures is confirmed at program review — see the note below.
Renewable energy & storage	Solar photovoltaic, rooftop and ground-mount · solar thermal · battery energy storage · combined heat and power · fuel cells	Long-lived and well understood by capital providers. Pairs naturally with envelope and mechanical scope in a single assessment.
Resiliency	Seismic and structural strengthening · wind and storm hardening · flood mitigation · backup power and microgrid infrastructure	Under-marketed. For Missouri owners who have been through severe weather, this is a live category. Eligibility basis confirmed at program review — see the note below.

CATEGORY	REPRESENTATIVE PRODUCT LINES	DISTRIBUTOR NOTE
Electrification & charging	EV charging infrastructure · electrical service upgrades supporting eligible improvements · fuel-switching measures	Service upgrades qualify when they support eligible improvements, not on their own.

TWO BOUNDARY RULES

Permanently affixed. The improvement must be permanently affixed to the property. Portable equipment, plug-load devices, and moveable assets do not qualify. The working test: if it goes with the tenant, it does not go on the assessment.

The scope is broader than the equipment. Design, engineering, energy audits, permitting, commissioning, and installation labor are typically eligible project costs. You are not scoping a purchase order. You are scoping a complete, commissioned, functioning improvement. See MGBA-EQP-JA-03.

TERM MATCHING

Assessment terms are matched to the useful life of what is installed, up to a statutory maximum of twenty years and not to exceed the weighted average useful life of the financed improvements.

Long-lived measures — envelope, central plant, structural — support the longest terms. Shorter-lived measures support shorter terms. Bundling a short-lived measure with long-lived scope is the ordinary way to make the whole package work.

WHAT THIS DOCUMENT DOES NOT DO

It does not confirm that a specific product, model, or project qualifies. Eligibility is determined through program review against Missouri Clean Energy District criteria.

“This qualifies” is a sentence an equipment provider is not authorized to say. See MGBA-EQP-JA-06.

Markets set in motion. It all starts with collaboration.