Turning Waste into Wealth

The energy your customers throw away is the work you have not been paid for yet.

Walk into any older commercial building in your market and you can price the waste on sight: the rooftop unit ten years past its service life, the T8 lighting, the uncontrolled ventilation, the envelope no one has touched since the building went up. You have proposed the fix before. It died the same way it usually dies — the owner had no capital budget for it this year, and the scope got cut to whatever cash would cover.

C-PACE changes that conversation. Commercial Property Assessed Clean Energy financing covers eligible improvement costs in full, with no cash down from the owner, repaid through a voluntary assessment on the property over a term matched to the useful life of the equipment. Because the term is long and the assessment travels with the property rather than the owner, savings can carry the payment from the first year — and the owner is no longer choosing between your scope and the rest of the capital plan. The job that kept getting deferred becomes the job that gets funded, and it gets funded at full scope.

What this training does for your business

- Sizes the market you are already standing in. The Missouri Clean Energy District is the statutory C-PACE authority under §67.2800 RSMo, administered by Missouri Green Banc, with more than 300 member communities covering roughly 62% of Missouri's population.
- Teaches you what qualifies before you write the proposal — eligible property types, eligible improvements, and the measures owners overlook.
- Puts the Missouri underwriting condition in front of you early: every transaction requires a savings-to-investment ratio of 1.0 or greater, certified by a qualified engineer. It is not waivable. Knowing it at the walkthrough is the difference between a fundable package and a rejected one.
- Rebuilds the sales conversation around cash flow and asset value instead of payback period, so the financing becomes part of your pitch rather than someone else's problem.
- Walks the project lifecycle end to end — scoping, submission, documentation standards, closing, completion — so your first C-PACE job does not become your last.
- Registers you. Completion puts your firm on the list owners and capital providers work from when a funded project needs a contractor.

THE COURSE AT A GLANCE

— Six modules, twenty-one short segments
— Two to two and a half hours, self-paced
— Taught by the MGB Virtual Presenter
— Module quizzes; 80% to advance
— Seven downloadable job aids

WHAT YOU LEAVE WITH

— The Missouri Green Banc Registered C-PACE Contractor credential
— Listing in the MGB contractor directory that owners and capital providers use
— A scoping and submission toolkit you can put to work on the next walkthrough

The waste in these buildings is measurable, and it is financeable. The contractors who understand the mechanism are the ones who get called when the money is in place.

Start the Course Now

Questions about a project you are already looking at: INFO@missourigreenbanc.org / 866-554-4083

Markets set in motion. It all starts with collaboration.