

# Commercial Solar Financing Options



NEIF's Commercial Energy Finance Division currently offers **three** solar financing products.

Solar Finance Product Guide	Lease	PPA	C-PACE
Is the system size < 50 kW?	✓		
Is the system size > 50 kW?	✓	✓	—
Is the project cost > \$250,000	✓	✓	✓
<b>Yes</b> , customer has an appetite for the tax credit.	✓	✓	
<b>No</b> , customer doesn't have appetite for the tax credit.		✓	✓



## Equipment Lease

A company that has the appetite for the federal investment tax credit agrees to pay a fixed monthly “rent” or lease payment for the solar system with a \$1 buyout payment at the end of the term.

## Power Purchase Agreement (PPA)

Instead of paying to “rent” the solar system, a company agrees to purchase the power generated by the system at a per-kWh price.

## Commercial PACE (C-PACE)

Repayment is made through the property tax bill over the useful life of the upgrades (often 20+ years). Projects are typically cash flow positive from day one, as energy savings often cover the cost of repayment.

## Any questions?

We would love to answer them!  
Contact our team today.

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**Website** | [neifund.org/](http://neifund.org/)

## Basic Product Terms

### Equipment Lease

- \* Available to C&I, MUSH and non-profit markets
- \* Rates: 3.5 – 13%
- \* Terms:
  - \* < \$500,000 2 – 7 years
  - \* > \$500,000 8 – 20 years
- \* No upfront costs

### PPA

- \* Available to C&I, MUSH and non-profit markets
- \* Utility Scale projects welcome
- \* Payment amount based on kWh generated and kWh rate
- \* Terms: 15 – 30 years
- \* No upfront costs
- \* Ask about a special PPA product for projects 250 kW+

### C-PACE

- \* Available to C&I and non-profits in C-PACE eligible jurisdictions
- \* Projects > \$250,000
- \* 100% financing and long repayment (20+ years)
- \* Repayment made through the property tax bill
- \* Property tax structure keeps funding off corp. balance sheet

