

# Energy Improvement Corporation

## Request For Qualifications (RFQ)

EIC is issuing this request for qualifications to expand the availability of Property Assessed Clean Energy (“C-PACE”) to assist non-residential property owners in making capital investments in qualifying energy efficiency and renewable energy improvements in commercial, industrial, multi-family (5 or more units), agricultural and non-profit buildings. EIC is seeking capital providers interested in financing C-PACE projects with repayment of the financing through a voluntary assessment on the property. Interested property owners receive long-term financing for up to 100% of the cost of eligible improvements.

EIC has revised its program to operate an “Open Market” financing structure whereby property owners have the flexibility to select their preferred private capital provider for each individual project. No state funds are made available for funding C-PACE projects. No exclusivity or preferred status will be provided to capital providers; the property owners retain the right to choose the type and provider of financing that works best for them.

For additional information about EIC, including program guidelines and fees, please visit:  
<http://energizeny.org/commercial/eny-open-pace>

### Capital Provider Submission:

Any lender interested in offering C-PACE financing in New York State must provide information adequate to become approved by the program. Privately-held firms may identify financial statements as CONFIDENTIAL in order to have any such information reviewed for qualification but not publicly released.

Responses to include the following:

- a.) Transmittal letter from an appropriate officer of your institution which: (i) Confirms interest to provide financing for C-PACE projects (ii) Indicates the key point of contact for your institution for follow-up discussions.
- b.) The name of the principal regulator(s) of your institution (such as, Federal Reserve Board, the OCC, etc.). If not a regulated firm or financial institution, provide the names, titles, emails, and direct telephone numbers of three professional references for the firm or, if recently formed, for the firm’s principal partners.
- c.) Further background on your institution (including years in business and total assets) that demonstrate the capabilities and interest to provide financing for the C-PACE projects.
- d.) Staffing and personnel (including name and email) that can be devoted to these transactions.
- e.) Amount of capital your institution would be willing to provide to the NY State market. This number will be non-binding.

f.) Statement of experience with lending for energy improvements as contemplated herein. Please indicate if your institution currently provides financing for other PACE Program(s), which one(s) and amount financed to date.

g.) Expected terms for C-PACE financing include: a. Basic structure, tenors, min./max. sizes, payment schedules, prepayment options, etc. b. Typical interest rates (range) and any additional fees.

Electronic proposals may be submitted to Susan Morth at [susanm@energizeny.org](mailto:susanm@energizeny.org). If mailing or hand-delivering, responders may submit two paper copies to:

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Co-Executive Director  
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914-514-3298