



**PROGRAM
WEBINAR
FOR
MUNICIPALITIES**

WWW.CPACENJ.GOV

AGENDA

1. Program Overview

Ahmed Chaudry
Manager, Clean Energy
New Jersey Economic Development Authority

2. Municipal Experience

Allison Ladd
Deputy Mayor, Economic and Housing Development
City of Newark

3. Sustainable Jersey Certification

Nancy Quirk
Senior Energy Program Manager
The College of New Jersey, Sustainability Institute

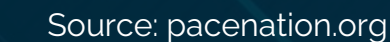
4. Q & A



ABOUT NJEDA

The New Jersey Economic Development Authority (NJEDA) grows the state's economy and increases equitable access to opportunity by supporting high-quality job creation, catalyzing investment, and fostering vibrant, inclusive community development.

C-PACE enabling legislation is active in 40 states plus D.C., and C-PACE programs are now active (launched and operating) in 36 states plus D.C.



- ✔ \$13.5B in investments
- ✔ 3,837 commercial projects
- ✔ 175,000 job-years created

- ✔ 55% Energy Efficiency
- ✔ 17% Renewable Energy
- ✔ 15% Mixed
- ✔ 3% Resiliency
- ✔ 10% Other (storage, water, etc.)



A voluntary opt-in program for municipalities that enables commercial property owners within their jurisdiction to access longer-term, lower-cost financing for eligible clean energy and resiliency projects

Flexible financing

Terms can extend to 30 years, with project financing of up to 100% for retrofits and 35% loan-to-value for new construction

Repayment operates like property taxes

The lien is repaid through a special assessment attached to the property and collected by the municipality

- ✓ Program authorized by statute (P.L. 2021, c. 201)
- ✓ 100% private financing, secured through a program-approved capital provider
- ✓ Loan can cover direct, indirect, and financing costs, as well as program fees
- ✓ Senior, non-accelerating, and transferable lien
 - C-PACE lien is senior to any other mortgage on the property
 - Only payments in arrears can be called due in the event of a default or foreclosure
 - The loan stays with the property upon sale and continues to be paid by the next owner



PROGRAM PARTICIPANTS

Contractor

Completes project installation at prevailing wage rate

Capital Provider

Provides financing to the Property Owner for the C-PACE project

Technical Evaluator

Performs initial engineering and energy audit work

Property Owner

The legal or beneficial owner of a property who receives C-PACE financing from the Capital Provider and repays it overtime to the municipality

Technical Reviewer

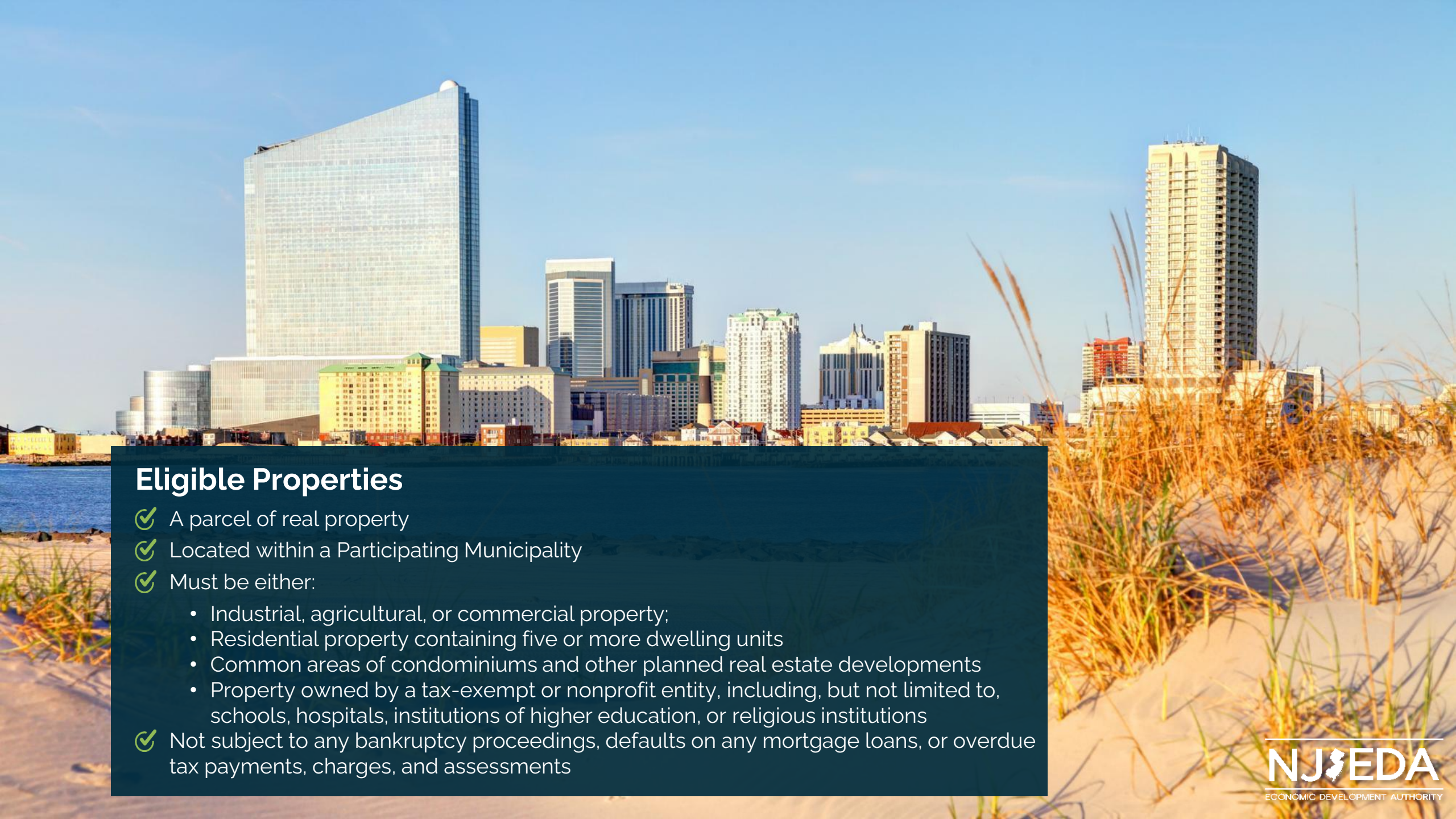
Checks the work of the Technical Evaluator, ensures technical eligibility, and certifies building energy performance (must be independent third party)

Municipality

Opts into program and collects and remits C-PACE repayments from Property Owner to Capital Provider

NJEDA

Manages and administers program, including approval of participating Municipalities, Capital Providers, Technical Reviewers, and Project Applications



Eligible Properties

- ✓ A parcel of real property
- ✓ Located within a Participating Municipality
- ✓ Must be either:
 - Industrial, agricultural, or commercial property;
 - Residential property containing five or more dwelling units
 - Common areas of condominiums and other planned real estate developments
 - Property owned by a tax-exempt or nonprofit entity, including, but not limited to, schools, hospitals, institutions of higher education, or religious institutions
- ✓ Not subject to any bankruptcy proceedings, defaults on any mortgage loans, or overdue tax payments, charges, and assessments

Eligible Projects

Eligible Projects must be affixed to an Eligible Property

Energy Efficiency



Renewable Energy Systems



EV Charging Infrastructure



Energy Storage



Water Conservation



Hurricane Resistance Construction



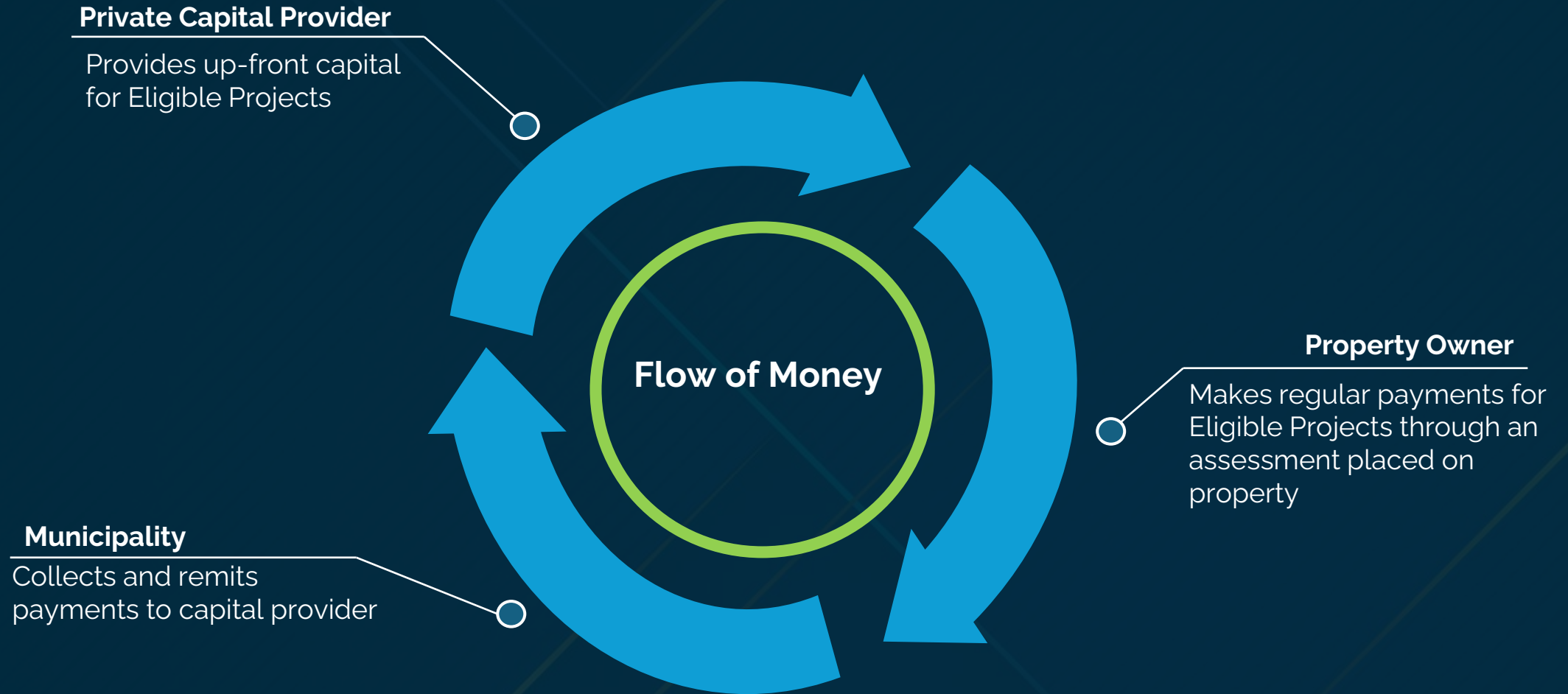
Flood Resistant Construction



Stormwater Management Systems



Repayment Process



Why Use C-PACE?

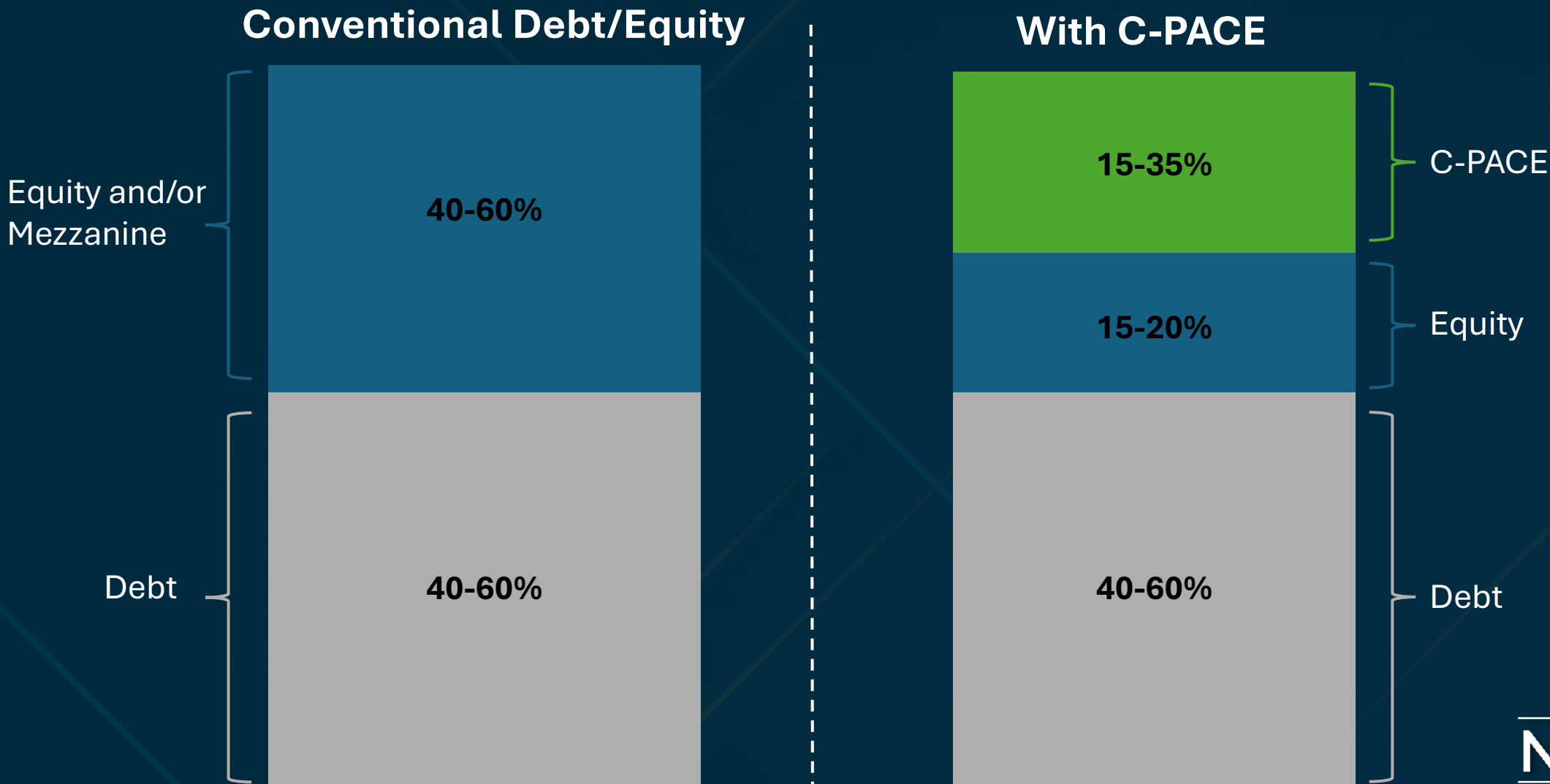
Lower WACC

Reduce Equity Investment

Boost Returns

Maintain Larger Ownership Percentage

Replace Expensive Equity/Debt



MUNICIPAL OPT-IN

Municipalities can opt-in to the C-PACE program through a straightforward, 3-step process:

- 1 Municipal council adopts the C-PACE opt-in ordinance**
 - ✓ The content of the ordinance should not be changed beyond inserting information into the fillable sections of the document: <https://www.njeda.gov/wp-content/uploads/2024/12/Appendix-B-Model-Opt-In-Ordinance-1.docx>
- 2 Municipality completes and executes the program agreement**
 - ✓ Schedule I exhibit is also completed by municipality to indicate the annual municipal fee that will be charged to the property owner (up to \$10,000 for projects above \$15M and up to \$5,000 for projects \$15M and below)
 - ✓ <https://www.cpacenj.gov/wp-content/uploads/2026/03/CPACE-Program-Agreement-Appendix-C.pdf>
- 3 Municipality completes and submits a short application form**
 - ✓ NJEDA reviews the submitted documentation and approves the municipality for participation
 - ✓ <https://forms.business.nj.gov/CPACEMunicipality/>

MODEL ORDINANCE *only the sections in yellow highlighted areas should be updated

GARDEN STATE C-PACE PROGRAM MODEL OPT-IN ORDINANCE

ORDINANCE NO. [REDACTED]

AN ORDINANCE OPTING INTO THE GARDEN STATE C-PACE PROGRAM TO FACILITATE THE FINANCING OF C-PACE PROJECTS

WHEREAS, facilitating the direct financing of clean energy and resiliency-related improvements (“C-PACE Projects”) on commercial and certain other types of property will enable [insert name of municipality] (“Municipality”) in the County of [insert name of county] (“County”) to contribute toward the goals of community sustainability and the reduction of greenhouse gas, carbon emissions and energy consumption, while also providing a valuable service to the citizens of this community that will create jobs and strengthen our ratable base; and

WHEREAS, the Legislature and the Governor of the State of New Jersey (the “State”) have declared it to be the public policy of this State to invest in clean energy and resiliency-related improvements to conserve our resources and allay the impact of natural disasters; and

WHEREAS, the Legislature and the Governor of the State have authorized the establishment of the Garden State C-PACE Program, pursuant to P.L. 2021, c. 201 (N.J.S.A. 34:1B-374 et seq.) (the “Act”); and

WHEREAS, pursuant to the Act, the New Jersey Economic Development Authority (the “Authority”) has issued Guidelines for the Garden State C-PACE Program; and

WHEREAS, any capitalized terms used in this Ordinance if not defined herein shall have their meaning as set forth in the Program Guidelines; and

WHEREAS, pursuant to the Act and the Program Guidelines, municipalities may “opt in” to the Garden State C-PACE Program to facilitate the Direct Financing of C-PACE Projects; and

WHEREAS, in order to participate in the Garden State C-PACE Program, a municipality must adopt an opt-in ordinance authorizing it to enter into a Garden State Program Agreement with the Authority; and

WHEREAS, in compliance with the Act and the Program Guidelines, and in order to facilitate Direct Financing pursuant to the Garden State C-PACE Program, this Ordinance authorizes the creation of C-PACE Assessments to be imposed on Eligible Properties located within the Municipality, at the request of their Eligible Owners; and

WHEREAS, pursuant to the Act and the Program Guidelines, a C-PACE Assessment shall be considered a single, continuous first lien, paramount to all prior or subsequent alienations and descents or encumbrances thereon, except subsequent taxes, charges or assessments, and such lien shall not be extinguished by the Municipality’s *in rem* foreclosure proceedings; and

WHEREAS, pursuant to the Act and the Program Guidelines, a C-PACE Assessment shall be treated as a municipal lien rather than a contractual lien for all purposes of law; and

WHEREAS, a C-PACE Assessment shall be entered into voluntarily by an Eligible Owner to facilitate the Direct Financing of a C-PACE Project with a loan from a Qualified Capital Provider, the repayment of which is made by way of the C-PACE Assessment on the Eligible Property on which the C-PACE Project is or will be located; and

WHEREAS, opting-in to the Garden State C-PACE Program is in the best interests of the health, safety, and welfare of the Municipality and will generate more economic opportunities for citizens, property owners, and commercial businesses alike; and

WHEREAS, the Municipality, pursuant to the Act and the Garden State C-PACE Program Guidelines and Supplemental Guidelines, as may be amended from time to time (collectively the “Program Guidelines”), does hereby declare its commitment to opt in and participate in the Garden State C-PACE Program and to enter into a Garden State Program Agreement with the Authority; and

WHEREAS, the Municipality further declares that participating in the Garden State C-PACE Program is a valid public purpose; and

WHEREAS, if and to the extent there is any inconsistency between this Ordinance and the Act or Program Guidelines, this Ordinance shall be construed consistently with the provisions and requirements of the Act and the Program Guidelines and in case of conflict the Act and the Program Guidelines shall control.

NOW, THEREFORE BE IT ORDAINED, by the governing body of the Municipality as follows:

1. Scope and Purpose; Approval of Certain C-PACE Project Documents

A. Pursuant to the Act, this Ordinance shall constitute the Municipality’s “opt-in” ordinance that authorizes participation in the Garden State C-PACE Program, which shall be available to Eligible Properties situated within the Municipality and authorizes execution of a Garden State Program Agreement.

B. The Municipality shall accept C-PACE Projects in accordance with the Garden State Program Agreement to be entered into with the Authority.

C. In accordance with the Act, the Municipality shall levy, bill, collect, remit, and enforce C-PACE Assessments with respect to participating Eligible Properties located within the Municipality.

D. The [select: Mayor, municipal manager or business administrator (as appropriate to the form of local government), municipal clerk] or any of their designees in writing are designated as the “Authorized Officers” for purposes of executing and delivering the various agreements and documents authorized by this Ordinance.

MODEL ORDINANCE ***only the sections in yellow highlighted areas should be updated**

E. An Authorized Officer is hereby authorized and directed to enter into the Garden State Program Agreement with the Authority in substantially the form attached as Exhibit A hereto.

F. An Authorized Officer under the direction of the [select: Mayor or municipal manager (as appropriate to the form of government)] is hereby authorized and directed to (i) enter into C-PACE Assessment Agreements, Notices of Assessment, and any other Uniform Assessment Documents with Eligible Owners, and arrange for the recording of such documents in the Recording Office of the County; and (ii) enter into Assignment Agreements and any other Uniform Assessment Documents with Qualified Capital Providers, and arrange for the recording of such documents in the Recording Office of the County.

2. Definitions

Such terms and meanings as defined in this Ordinance or in the Program Guidelines shall be applicable to municipal actions and municipal documents required to carry out the purposes of this Ordinance.

3. Criteria For Qualifving A C-PACE Project For A C-PACE Assessment

To qualify for a C-PACE Assessment, a proposed project must meet the criteria in the Program Guidelines for eligibility and have been approved by the Authority.

4. Municipal C-PACE Liaison

The [select: Mayor or municipal manager (as appropriate to the form of government)] shall designate a municipal official, who shall be known as the "Municipal C-PACE Liaison," to serve as the Municipality's liaison to the Garden State C-PACE Program. The Municipality shall have a designated Municipal C-PACE Liaison at all times during the Municipality's participation in the Garden State C-PACE Program. The Municipal C-PACE Liaison shall be or become qualified as described in the Garden State Program Agreement and shall have the responsibilities and obligations set forth in the Garden State Program Agreement.

5. Municipal C-PACE Fees; Recording of C-PACE Project Documents

Municipal C-PACE fees and the recording of Uniform Assessment Documents for a C-PACE Project shall be as set forth in the Garden State Program Agreement. The amount of any fee shall not be revised without providing prior written notice to the Authority, and shall not exceed the amount set forth in the Program Guidelines. Any increase in the amount of a fee shall not apply retroactively to any prior fee paid for which a completed C-PACE Project application was submitted but shall apply to all prospective fees for all C-PACE Projects, including any C-PACE Project with an existing C-PACE Assessment.

6. Forms of Uniform Assessment Documents and Related Documents

A. All Uniform Assessment Documents, financial documents, or other documents in the form set forth in the Uniform Assessment Documents to be entered into between the Municipality and an Eligible Owner or a Qualified Capital Provider shall be subject to review

by the [select: Mayor or municipal manager (as appropriate to the form of government)] or their designee to determine their substantive adherence to the forms as set forth in the Uniform Assessment Documents and shall be approved by resolution of the governing body, prior to execution of any such documents. All C-PACE Project Documents, such other Uniform Assessment Documents, and other related documents to be entered into in connection with the Garden State C-PACE Program shall be in compliance with the Act, this Ordinance, the Garden State Program Agreement, and the Program Guidelines.

B. All final documents to be executed by the Municipality in connection with its participation in the Garden State C-PACE Program shall be subject to review and approval by the Municipal Attorney.

7. Acceptance of Projects

A. Pursuant to Section 1 of this Ordinance, the Municipality hereby agrees to accept C-PACE Projects pursuant to the Garden State C-PACE Program in accordance with the Act, the Program Guidelines, and the Garden State Program Agreement entered into with the Authority.

B. All C-PACE Projects and Eligible Owners shall have satisfied the criteria set forth in Section 3 of this Ordinance.

8. Collection, Enforcement and Remittance

A. If any payment of a C-PACE Assessment is not made when that payment shall have become due, or later, consistent with any grace period provided or extended by the Municipality for the payment of property tax bills as may be permitted or required by law, the Municipality shall impose interest thereon ("statutory interest") at the same rate as may be imposed upon unpaid property taxes in the Municipality. Such statutory interest shall be in addition to any accrued interest and any amount fixed as a penalty for delinquency pursuant to the Direct Financing Agreement.

B. All delinquent payments of C-PACE Assessments, together with statutory interest thereon, accrued interest, and any penalties for such delinquency, shall be collected and enforced in the same manner as unpaid property taxes, which may include accelerated tax sales. The proceeds of the tax sale shall also pay the outstanding past unpaid amounts of the C-PACE Assessment. The remaining balance not delinquent on a C-PACE Assessment shall not be subject to acceleration or extinguishment in the event of a default in payment.

C. Any statutory interest collected by the Municipality on a delinquent C-PACE Assessment shall be retained by the Municipality. Any accrued interest, or any amount fixed as a penalty for delinquency pursuant to the Direct Financing Agreement shall be remitted to the Qualified Capital Provider.

D. If a Property Owner is delinquent on a C-PACE Assessment as well as delinquent on taxes, charges, or other assessments, the Municipality shall apply any payment made by the Property Owner to any and all such other delinquencies before being applied to any delinquent C-PACE Assessment.

MODEL ORDINANCE *only the sections in yellow highlighted areas should be updated

E. In the event that any lien on an Eligible Property shall be exposed to tax sale, pursuant to the “tax sale law,” N.J.S.A. 54:5-1 et seq., and is struck off and sold to the Municipality, the C-PACE Assessment shall survive any subsequent action to foreclose the right of redemption and continue as a first lien upon the real estate described in the C-PACE Assessment, paramount to all prior or subsequent alienations and descents of the real estate or encumbrances, except subsequent taxes, charges, or other assessments.

F. While the Municipality holds the lien or owns the Eligible Property, the Municipality shall not be responsible for or required to make any payment from its treasury or any other source in furtherance of or to satisfy the C-PACE Assessment.

G. The Municipality shall not bear any other responsibility in furtherance or satisfaction of a C-PACE Assessment, except that a Qualified Capital Provider may seek to compel the Municipality to enforce a lien through an action to foreclose.

H. The Municipality’s appropriate administrative personnel are authorized to make payments to the Qualified Capital Provider or its designee in accordance with the Assignment Agreement without the necessity of prior approval from the governing body, in accordance with N.J.S.A 40A:5-17 and the appropriate provisions of the Local Fiscal Affairs Law, N.J.S.A. 40A:5-1 et seq.

9. Public Funds Not To Be Utilized To Pay Delinquent Assessment

A. The Municipality shall not be responsible for or required to make any payment from its funds or any other source of public funds in furtherance of or to satisfy the C-PACE Assessment.

B. This Ordinance shall not be construed to confer any right of action or property interest upon any party participating in a C-PACE transaction with the Municipality, nor shall it be interpreted to pledge, offer, or encumber the full faith and credit of the Municipality for any C-PACE lien or C-PACE Assessment.

10. Revenue From The C-PACE Assessment Not A Part of General Fund

A. The C-PACE Assessment in respect of a C-PACE Project shall be assigned directly by the Municipality, and any assignee thereof, to the Qualified Capital Provider with respect to such C-PACE Project, as security for the Direct Financing.

B. Such assignment shall be an absolute assignment of all of the Municipality’s right, title, and interest in and to the C-PACE Assessment, except for its obligations to levy, bill, collect, remit, and enforce C-PACE Assessments. The proceeds of a C-PACE Assessment shall be considered “special revenues” owned by the Qualified Capital Provider pursuant to chapter 9 of the federal bankruptcy code, U.S.C. Title 11.

C. Pursuant to N.J.S.A 34:1B-378, C-PACE Assessments assigned shall not be included in the Municipality’s general funds, or be subject to any laws regarding the receipt, deposit, investment, or appropriation of public funds, and shall retain such status notwithstanding enforcement of the C-PACE Assessment by the Municipality or its assignee.

D. If the Municipality is otherwise subject to tax or revenue sharing pursuant to law, the C-PACE Assessments shall not be considered part of the tax or revenue sharing formula or calculation of municipal revenues for the purpose of determining whether the Municipality is obligated to make payment to, or receive a credit from, any tax sharing or revenue sharing pool. However, the redemption of any delinquent and unpaid C-PACE Assessments, including any interest, penalties, or other charges related thereto, shall be paid no later than on the first available tax bill after the property has been sold after an action to foreclose the right of redemption.

11. Independent Sections, Conflicts & Effective Date

A. Each section of this Ordinance is an independent section, and the holding of any section or part thereof to be unconstitutional, void, invalid or ineffective for any cause shall not be deemed to affect the validity or constitutionality of any other section or parts thereof which shall survive in full force and effect.

B. All ordinances and parts of ordinances that conflict with or that are inconsistent with this Ordinance are hereby repealed but only to the extent of such conflict or inconsistency.

C. This Ordinance shall take effect after final adoption and approval following publication in accordance with law.

PROGRAM AGREEMENT – SCHEDULE I

SCHEDULE I

DESIGNATION OF RESPONSIBILITY TO RECORD C-PACE PROJECT DOCUMENTS

Pursuant to Section 3 of the Garden State Program Agreement to which this Schedule I is attached, the Municipality designates the following party to be responsible for the recording of Uniform Assessment Documents, as may be required:

☐ Municipality
☐ Qualified Capital Provider

***Select who will record the C-PACE project documents with the county**

MUNICIPAL C-PACE FEES

Pursuant to Section 3 of the Garden State Program Agreement to which this Schedule I is attached, in accordance with the Program Guidelines and subject to the limitations set forth therein, the Municipality shall charge the following fees to Eligible Owners in connection with C-PACE Assessments:

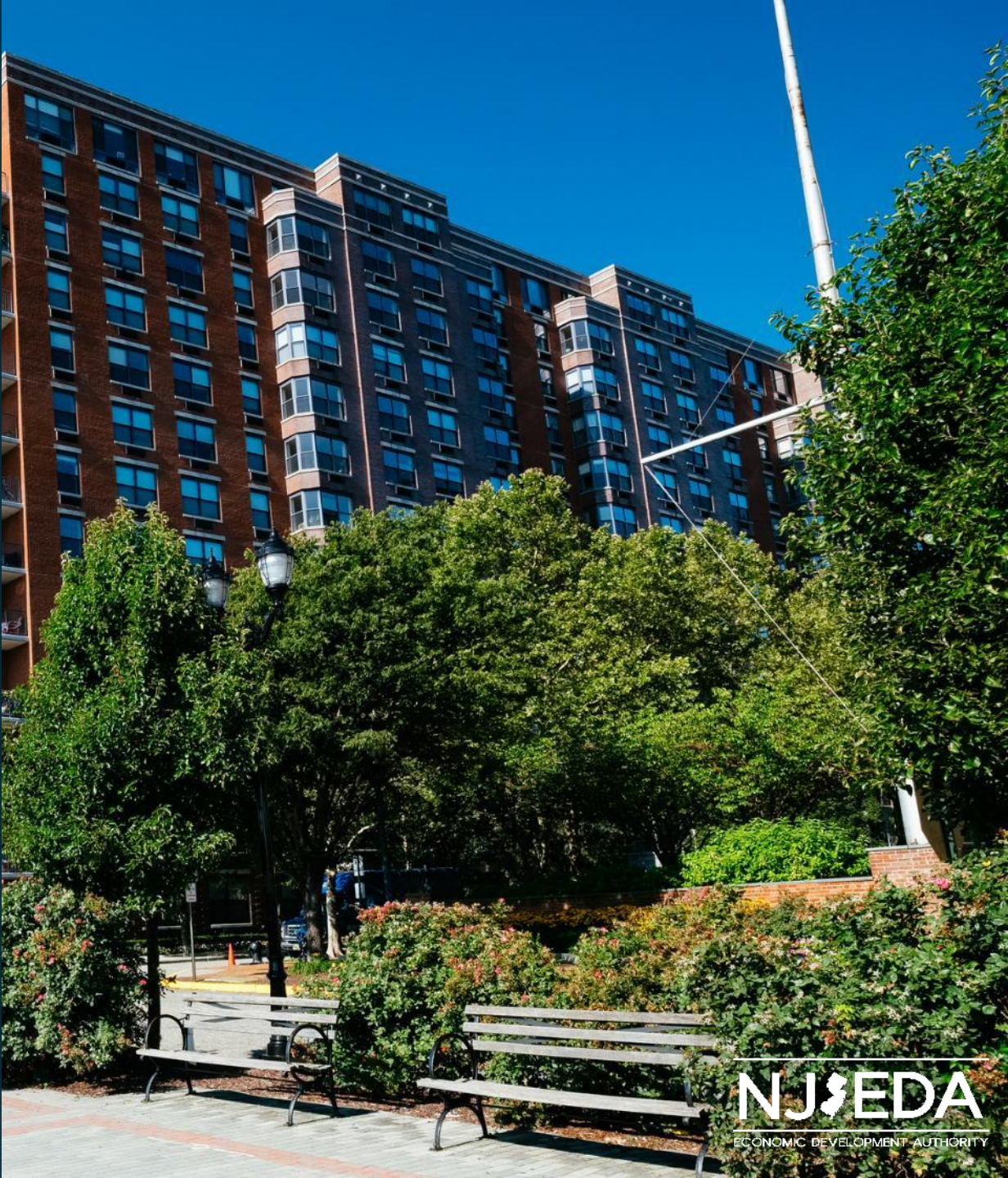
C-PACE Projects less than or equal to \$15M:

Up to \$

C-PACE Projects greater than \$15M:

Up to \$

***Input the municipal annual fee to be charged to the property owner based on expected administrative cost (max of \$5,000 annually for projects at or below \$15M and \$10,000 annually for projects above \$15M)**





MUNICIPALITY OPT-IN FORM

Municipality *

County *

Municipality Contact Name *

Contact Title *

Contact Phone *

Contact Email *

Confirm Contact Email *

Municipality Office Contact Address *

Please provide a copy of a Municipality Opt-In Ordinance *

Upload

or drag files here.

Please provide a signed copy of a Garden State Program Agreement *

Upload

or drag files here.

Has the municipality had its designation as a Participating Municipality revoked? *

PROJECT APPROVAL

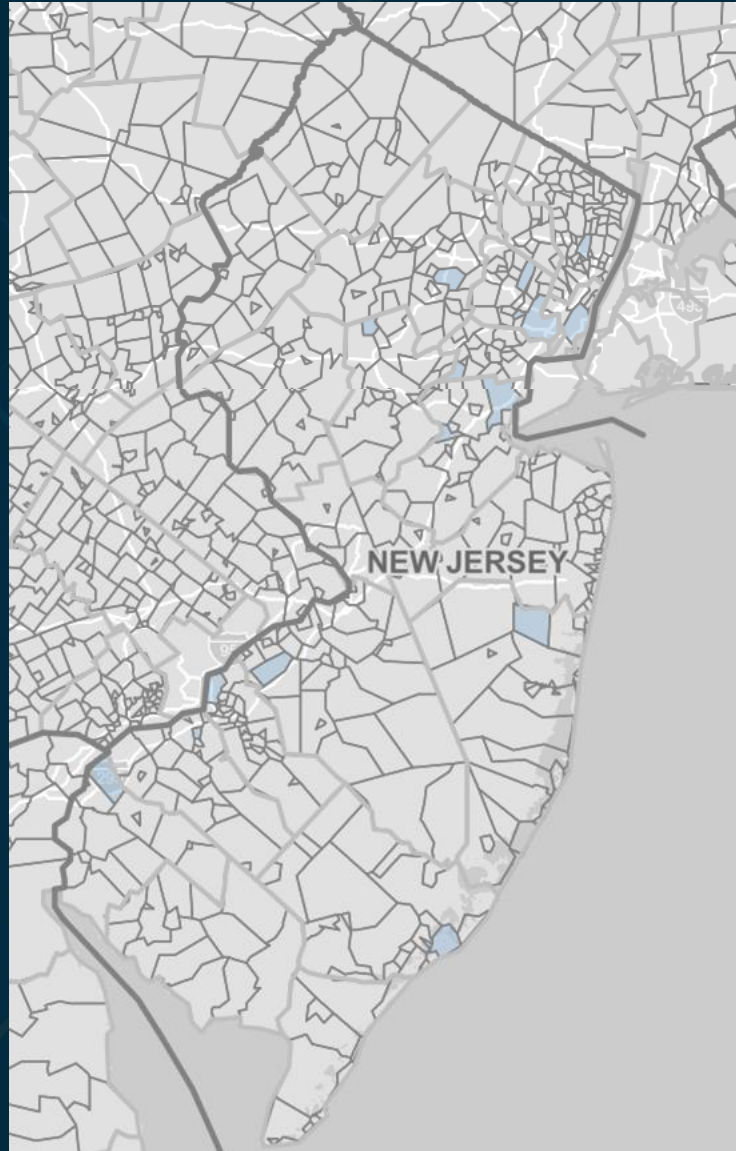
After a project application is submitted and approved by the NJEDA, the municipality:

- 1 **Executes project-level agreements**
 - ✓ Assessment Agreement (with the property owner) to place the C-PACE assessment on the property
 - ✓ Assignment Agreement (with the capital provider) to assign C-PACE assessment from municipality to capital provider
 - ✓ Notice of Assessment (with the property owner) to inform county recording officer about C-PACE lien on property
- 2 **Collects and remits the assessment**
 - ✓ After project has successfully closed, municipality initiates collection of municipal annual fees and loan repayments



PARTICIPATING MUNICIPALITIES

- ✓ Atlantic City
- ✓ Camden
- ✓ Hackensack
- ✓ Township of Hanover
- ✓ Borough of Highlands
- ✓ Hoboken
- ✓ Jersey City
- ✓ Township of Lakewood
- ✓ Montclair Township
- ✓ Moorestown Township
- ✓ City of Newark
- ✓ New Brunswick
- ✓ Oldmans Township
- ✓ Borough of Peapack-Gladstone
- ✓ Plainfield
- ✓ Township of Woodbridge
- ✓ City of Woodbury



PROJECT HIGHLIGHTS

- ✓ In June 2026, the C-PACE program closed **\$101 million** in financing for the Lionsgate Film Studio in Newark
- ✓ 271,600 SF production complex on 12-acre site featuring six sound stages and mill shops for set production and fabrication
- ✓ Eligible C-PACE improvements include **7 EV charging stations**, a **1.1 MW solar array**, energy efficient building envelope, lighting, and electrical HVAC systems, and water conservation measures that will help **save 388,000 kilowatt-hours of electricity and 259,000 gallons of water annually**
- ✓ **\$800M+** annual economic impact
- ✓ Projected to create more than **600 long-term production jobs in Newark**, with **70%** of the studio's full-time employment & **40%** of construction worker hours reserved for Newark residents



*Rendering Courtesy of Great Point Studios

STAKEHOLDER BENEFITS



PROPERTY OWNERS

- Get **longer term financing**
- Lower **interest rates**
- Smaller debt service payments make it much easier for **projects to pencil out**
- No recourse to business owners—**no personal guarantees**
- Changes the conversation in context of **voluntary transfer of property**
- Off-balance sheet accounting treatment



MUNICIPALITIES

- Support measures that will **reduce** local greenhouse gas emissions and energy costs
- Safer and **climate-resilient** buildings
- Enhance the tax base due to property improvements and **new construction projects**
- **Create jobs** and boost local economic development



MORTGAGE HOLDERS

- Enhancement of **collateral value**
- **Non-accelerating** means only amount in arrears can be called due for C-PACE
- Unique feature means that the magnitude of C-PACE payment defaults remain manageable
- Mortgage lenders are **entering the market!**



CONTRACTORS

- Helps contractors better convert leads to deals for energy upgrades by giving property owners access to up to 100% up-front financing for up to 30 years
- Allows for **deeper energy efficiency, renewable energy, and resiliency improvements** because of **increased affordability** for borrowers



CAPITAL PROVIDERS

- Offers capital providers **extremely strong loan security** position similar to a tax lien on a property, which sits in a senior position to other encumbrances on the property
- Garden State Program is **“open platform”** — meaning that any capital provider that meets certain basic requisites may participate



Thank you

gardenstatecpace@njeda.gov

www.njeda.gov/c-pace/



Making C-PACE work Locally NJEDA Presentation October 1, 2026

Allison Ladd, Deputy Mayor/Director Economic and Housing Development

Ras J. Baraka, Mayor

Eric S. Pennington, Business Administrator

Making C-PACE Work Locally



5 Keys to Success

1. Equitable Growth Policy
2. Sense of Urgency – Financial, Legal and Local
3. Real Time Communication with NJEDA, Development Team and Local Team
4. Collaboration within Departments and Legislative Branch
5. Single Point of Contact



NEWARK FORWARD



**The City and the people of Newark
work collectively to achieve-**

An Empowered City in which residents have the power to change the lives of their families, their neighborhoods and their city. A city in which all residents have power in the decisions that affect them and shape their future and where youth are empowered to become future leaders.

A Safer City in which public safety is based upon trauma-informed care, which recognizes that we are all facing some form of trauma. The city works to confront and cure the trauma in our community through alternative violence reduction initiatives that help prevent violent conflicts; employing information-based strategies; collaboration between residents and law enforcement. Our police department is an integral part of the community which mirrors the city's diversity and protects all residents.

An Educated City in which residents of all ages achieve the knowledge, resources and tools to lead healthy successful lives, secure globally competitive jobs and have opportunities for life-long learning. A city with pipelines that give our youth greater access to

their highest level of educational attainment. A city in which no matter what stage you are in life, you have the opportunity to start anew and create a path to success.

An Equitable City guided by racial, social, environmental and economic justice in which the government and the private sector work to guarantee residents have access to a competitive salary, contribute to our growing workforce, live healthy lifestyles, have quality housing and truly benefit from the city's growing prosperity; and where anchor institutions hire more Newark residents understanding that they are critical to the success of the institution and our community.

A Collaborative City in which government, schools, parents, businesses large and small, colleges and universities, clergy, unions, community organizations, philanthropies and every member of the community work together on initiatives to build a better, safer, healthier city, create a culture of collaboration to achieve positive change and serve as a global leader in urban revitalization.

MAYOR RAS J. BARAKA

1. Policy: Newark Forward: A Blueprint for Equitable Growth and Opportunity in Newark

In 2018, Mayor Baraka put forth a vision for Newark – based on a comprehensive citywide engagement process built around five enduring progressive themes.

City's economic and housing development relies on the definitions of Equity, Equitable City and Equitable Growth put forward by the Equitable Growth Commission established in 2018.

- **Equity** is affirmative action in policy and practice that best ensures the interests of all, but particularly the neediest and most vulnerable residents, are represented in their development and execution and which produces significant outcomes for the neediest and most vulnerable residents.
- **An Equitable City** is guided by racial, social, environmental and economic justice in which the government and the private sector work to guarantee residents have access to living wages, contribute to our growing workforce, live healthy lifestyles in safe and healthy neighborhoods, have quality housing and truly benefit from the city's growing prosperity.
- **Equitable Growth** represents a cultural shift that reverses past trends of racial and class discrimination, disenfranchisement and disempowerment. Equitable Growth ensures no new harm. Further, through its practice and successes, Equitable Growth gives new hope as well as tangible benefits to the people of Newark.

Newark Stronger and Leading



Policy Execution
Equitable Growth Commission (link
to C-PACE)



Planning Ahead
Newark360 and Updated/Enhanced
NZLUR (link to C-PACE)



Newark Critical Financing
Land Subsidy, Gap Funds, Tax
Incentives, RABs, NZLUR



Public Private Partnerships
State Funding, County Funding,
Private Investment (link to C-PACE)



Continued Protection
Office of Tenant Legal Services,
Ending Homelessness

2. Sense of Urgency

- Adopted State enabling legislation
- Adopted State regulations and program application
- Convened Information Sessions
- Provided Technical Assistance

Financial, Legal and Local

1. Hire experts, experts, experts
 - Real estate development
 - Real estate finance
 - Public sector funding
 - Legal acumen (public and private)
2. Obtain Municipal Council Authorizations (2)
 - Local Opt-In Ordinance (standardized by NJEDA)
 - 2 or 3 Votes and Public Hearing in Municipal Council
 - Resolution - Intergovernmental Program Agreement (standardized by NJEDA)
 - 1 vote in Municipal Council
3. Perform analysis of real estate transaction
4. Obtain Municipal Council Authorization (1 – project specific)
 - Resolution - Assessment Agreement, Assignment Agreement and Notice of Assessment (standardized by NJEDA)
 - 1 vote in Municipal Council
5. Execute and Record the documents at County
6. Execute C-PACE assessment with Finance Department

Perform analysis of Real Estate Transaction

Land Subsidy

Gap Financing

Tax Incentives

Land Use and
Zoning

Questions

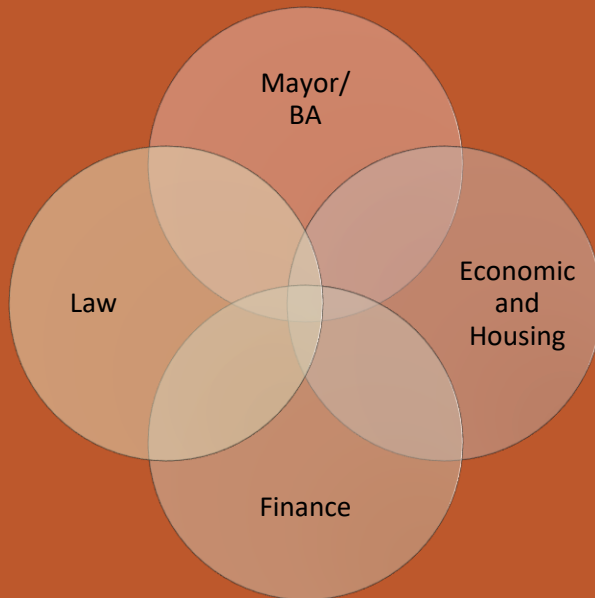
1. Who is the land owner of record?
2. Who is the developer?
3. Who is the contractor?
4. Is there a lease?
5. What is in the capital stack?
6. Who is the first lien holder?
7. Any local incentives?
8. Who is the C-PACE investor?
9. What entity will receive the C-PACE funding?
10. Is C-PACE funding part of the initial capital stack or post initial closing?
11. Issues with subordination or subsidy layering?
12. Who's running point for each entity?

Making C-PACE Work Locally

3 Remaining Keys to Success

1. Real Time Communication with NJEDA, Development Team and Local Team – daily and
2. Collaboration within Departments and Legislative Branch
3. Single Point of Contact – locally

Making C-PACE Work Locally



Local Collaboration

1. Collaboration within Departments and Legislative Branch
 1. Mayor/Business Administrator
 2. Economic and Housing Development
 3. Law
 4. Finance Department
 1. Tax Assessor
 2. Tax Collector
 3. Not Special Taxes
2. Managed by Economic and Housing Development (approval, recordation, payment requests, follow up, confirmation, compliance)
3. Documented by Finance Department (payment, confirmation, compliance)
4. Project starts construction and is under C-PACE rules for the term of the funding

Example in Newark, NJ



Lionsgate Studio Newark – new film and tv complex (6 studios)

- Over \$100 m in investment
- 600 jobs with priority for Newark residents
- Location
 - Former Seth Boyden public housing site
 - Vacant for decades within the Dayton community in south ward of Newark, NJ and adjacent to Weequahic Park
 - Owned by the Newark Housing Authority
 - 15 acres
 - 10 minutes from Newark Airport, 20 minutes from Newark Penn Station, 30 minutes from New York City
- Collaboration
 - City of Newark – land use and zoning approvals (Redevelopment Plan and authorization to name NHA as redeveloper)
 - State of New Jersey – legislation and financial program called the New Jersey Film & Digital Media Tax Credit
 - Newark Housing Authority – land, funding and housing
 - NJPAC collaboration with Great Point Studios, Lionsgate and contractor Matrix – visiting Yonkers studios
 - Additional financing – NJEDA C-PACE

Example in Newark, NJ



Lionsgate Studio Newark – new film and tv complex (6 studios)

- Over \$100 m in investment
- 600 jobs with priority for Newark residents
- **Newark Goals**
 - No negative or unintentional impact the residents and good businesses around the site. Rather enhance and give opportunities to residents and businesses.
 - Redevelopment of the site will spur other economic development and investments in the community.
 - Create more than 600 new long-term jobs when completed. Priority for positions will be given to residents of Newark, and is aligned with Mayor Baraka's requirements for development in Newark.
 - Use good faith and commercially reasonable efforts to:
 - * Employ minority workers at the rate of 25% of all construction jobs;
 - * Employ residents of the City of Newark at the greater of (a) 40% of all construction jobs, or (b) 40% of employee/worker hours;
 - Purchase goods and services from Minority Business Enterprises at the rate of 25% of total project cost, and from Women Business Enterprises at the rate of 7% of total project cost; and
 - Enter into mutually acceptable site-specific PLAs with Local 3 and Local 55.
 - Coordinate with the City of Newark, Invest Newark, Hire.Buy.Live.Newark and other local economic development platforms;

Example in Newark, NJ



C-PACE for Lionsgate Studio Newark

Nuveen Green Capital (NGC), a leading provider of Commercial Property Assessed Clean Energy (C-PACE) financing of \$101 million in C-PACE financing for the ground-up development of Lionsgate Studios Newark.

Owned and operated by Great Point Studios, the 270,000-square-foot film and television production complex will be equipped with a range of production stages and comprehensive on-site services.

Administered through the New Jersey Economic Development Authority (NJEDA), alongside senior lender and alternative investment manager MCCP, the closing marks the largest C-PACE transaction in the history of New Jersey and the first C-PACE transaction in the city of Newark.

Landmark Financing in New Jersey

- This landmark financing represents the continued growth of C-PACE as a mainstream commercial real estate financing solution, demonstrating the platform's expanding reach into new markets and its ability to support large-scale, complex transactions for notable assets such as this one.
- Great Point Studios utilized C-PACE to anchor their capital stack, taking advantage of its low cost and long-term flexibility to de-risk their refinancing at completion. Great Point also paired C-PACE with New Jersey's film and TV tax credit program, which provides the studio with credits of up to 45% on qualifying expenditures.
- Great Point Studios will deploy C-PACE proceeds to fund energy and water efficiency measures for the new purpose-built development.
- Once complete, the new studio complex will feature dedicated production offices, support space, and equipment storage to support on-site film production.
- The property, which is pre-leased to Lions Gate Films Inc. and has been named Lionsgate Studios Newark, is slated to host a notable rotation of film and television productions, and will provide an additional benefit to the community by offering career training to Newark high school students as the film and production economy in New Jersey continues to grow.

For More Information

Email – Allison Ladd at ladda@ci.Newark.nj.us

Visit – www.newarknj.gov

(click on Economic and Housing Development)



Commercial Property Assessed Clean Energy (C-PACE) – New Action: 10 points

- Municipal Opt-in to C-PACE
 - NJEDA Model Ordinance
 - Financing for commercial properties
 - energy efficiency, renewable energy, resilience, water conservation
 - Financing repaid to municipality as special assessment
 - Work with elected officials and municipal staff to clarify:
 - Municipal responsibilities
 - Municipal goals for C-PACE
- Action requirements
 - Adopt NJEDA C-PACE Opt-in Ordinance
 - Outreach to commercial property owners
 - At least TWO outreach efforts to promote C-PACE
 - Speaking events
 - Newsletter / social media posts
 - Visible recognition program
- For further information
 - [Sustainable Jersey C-PACE Action](#)
 - www.sustainablejersey.com/actions/#open/action/616
 - Email: info@sustainablejersey.com



How can municipalities support C-PACE?

Promote C-PACE to:

- Commercial property owners
- Contractors, architects, engineers

Participate in events and/or sponsor events such as:

- Breakfast with the Mayor
- Chamber of Commerce events
- Downtown Business Association/Main Street Association

Invite 'testimonial' speakers

- Property owners that have completed projects
- Municipalities that have opted-in



Questions

gardenstatecpace@njeda.gov

www.njeda.gov/c-pace/