



# Invest in Kansas

with Commercial Property Assessed  
Capital Enhancement (C-PACE)



**The economic trends of the 21st century move at a breakneck pace, leaving no margin for error to fall behind technological advancements.**

Businesses and communities want to reap the benefits and make technology work for them, but many cannot afford the upfront capital requirements of conventional loans to get started. Commercial Property-Assessed Capital Enhancement (C-PACE) loans provide a solution to keep Kansas on the cutting edge using private, secure, and profitable loans.

Projects that are eligible for C-PACE loans—like sustainable agriculture, high-efficiency infrastructure, and water conservation—provide long-term benefits to all Kansans. The loan payments are treated as a property-tax assessment leading to favorable lending options like 100% financing and extended repayment terms.

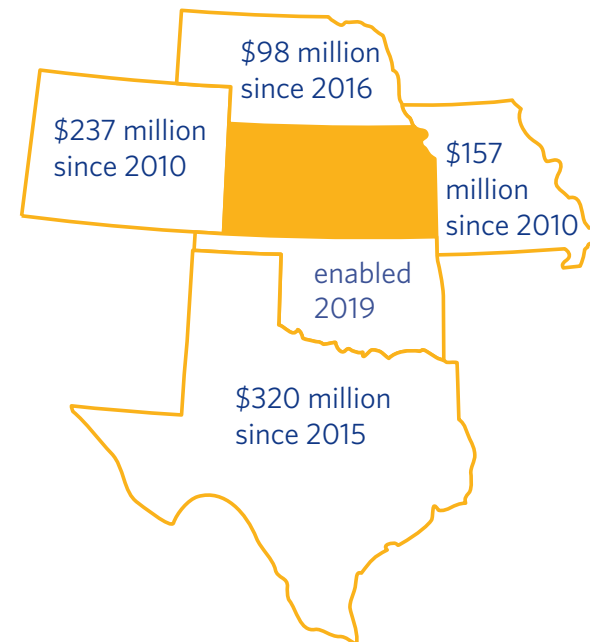
C-PACE loans are among the most secure loans available. They have been used prolifically across the nation—including by all of Kansas’s neighboring states. Because of their reliability, they are also a strong candidate for securitization.

**Establishing C-PACE in Kansas places no extra burden at any level of government, and it gives Kansans another financial tool to stay competitive.**

The real-world examples on the following pages show how C-PACE in Kansas would benefit veterans, farmers and ranchers, municipalities, rural communities, and small businesses.



**C-PACE Investments in Neighboring States:**





# The SAVE Farm

## Providing Energy for Veteran Farmers

The SAVE Farm, which stands for Servicemember Agricultural Vocation Education, is a non-profit, accredited vocational program providing agricultural training in Riley, Kansas. Though anyone can apply, most students are military veterans transitioning from service. The SAVE Farm operates like most non-profits, on a tight budget and reliant on donors and kind neighbors. In 2022, SAVE received the donation of two classroom spaces that significantly increased instructional capacity, but the operation of these classrooms will increase utility bills by five times.

**With C-PACE financing, the SAVE Farm could install a 30kw solar energy system along with the classroom expansion with no additional money down.** Utility payments would also decrease, saving more than the loan's annual payment each year. Grant County Bank in southwestern Kansas has already expressed interest in providing C-PACE financing for this project.



Melissa Wahl and Ross Wahl, Co-Managers of The SAVE Farm, along with Chairman/CEO Tod Bunting tend to the cattle at the farm in Riley, KS Photo © Daniel J. Videtich



	TRADITIONAL LOAN	C-PACE LOAN
Total Loan Amount	\$50,000	\$50,000
Annual Savings on Energy Costs	\$4,677	\$4,677
Up-front Out of Pocket Expense	\$10,000	\$0
Annual Loan Payment	\$8,985	\$3,548
Cash Flow Year 1	-\$16,554	\$1,129
Years to Positive Cash Flow	14	IMMEDIATE
10-Year Net Present Value	-\$22,511	\$8,721
20-Year Net Present Value	-\$340	\$14,075

All financing examples in this publication are based on current market options terms:  
 C-PACE Loans—25 years, 5% interest, 0% down payment  
 Traditional Loans—5 years, 4% interest, 20% down payment  
 Net Present Value—calculated with 5% cap rate.

# Leafy Green Farms

## Innovation in Agriculture & Education

Located in Pittsburg and operated by Navy veteran Brad Fourby, Leafy Green Farms has been at the forefront of non-traditional and educational agriculture. Leafy Green Farms don't stretch across large tracts of land. Instead, they hang vertically in repurposed shipping containers. These hydroponic units require a fraction of the water and other inputs used on most farms while still providing year-round yields comparable to two acres of traditional farmland.

Leafy Green Farms received a Kansas Business award from the Kansas Department of Commerce. Leafy Green Farms also recently announced the donation of 10 farms to schools in southeast Kansas, providing free produce and a hands-on educational experience. A partnership with SAVE Farm has been discussed, but the \$150,000 per unit cost has prevented progress.

**Because C-PACE financing is available for all fixtures of sustainable agriculture, SAVE Farm could use a C-PACE loan to invest in a Leafy Green Farm set up to train students.** After graduation, SAVE Farm students would be better positioned to start their agribusinesses without the hefty price or risks of traditional farming. Equity Bank, headquartered in Wichita, Kansas, has already expressed interest in providing financing for this project.



Brad Fourby, the founder of Leafy Green Farms, tends to plants grown with vertical hydroponic technology in repurposed shipping containers. Photo courtesy Leafy Green Farms.

	TRADITIONAL LOAN	C-PACE LOAN
Total Loan Amount	\$150,000	\$150,000
Annual Project Revenue	\$46,056	\$46,056
Up-front Out of Pocket Expense	\$30,000	\$0
Annual Loan Payment	\$26,955	\$10,643
Cash Flow Year 1	-\$17,638	\$35,413
Years to Positive Cash Flow	2.5	IMMEDIATE
10-Year Net Present Value	\$179,755	\$273,451
20-Year Net Present Value	\$398,082	\$441,326



# Peabody Grocers

## Keeping Hometown Staples Alive

Catherine Weems purchased the Peabody Market in 2018 to revitalize the dated building and provide a rural grocery store for her community in Marion County. At a time when many rural grocers are nearing extinction, the Peabody Market has continued operations thanks to energy efficiency investments identified in a K-State energy audit.

It cost Catherine \$68,030 to replace 26 freezer unit doors, reducing Peabody Market’s energy bill by 1/3. To pay for this upgrade, Catherine had to refinance her original loan at a higher rate and secure a \$17,007 reimbursement through a USDA REAP grant.

**If C-PACE had been available, her project financing would have been simpler with lower annual payments—enabling her to pursue other improvements.** C-PACE also works alongside programs like REAP grants and Investment Tax Credits so business owners can access millions of dollars in federal incentives. Small businesses like the Peabody Market already operate on slim margins. They need options like C-PACE to remain viable and serve their communities.



Peabody Grocers recently replaced the doors on 26 freezer units to improve energy efficiency. Photo courtesy Peabody Grocers

	TRADITIONAL LOAN	C-PACE LOAN
Total Loan Amount	\$68,030	\$68,030
Annual Savings on Energy Costs	\$12,000	\$12,000
Up-front Out of Pocket Expense	\$3,402	\$0
Annual Loan Payment	\$12,225	\$4,827
Cash Flow Year 1	-\$16,887	\$7,173
Years to Positive Cash Flow	7.5	IMMEDIATE
10-Year Net Present Value	\$12,894	\$55,389
20-Year Net Present Value	\$69,780	\$89,393

# Farms and Ranches

## Conserving Today, Preserving Tomorrow

Productive land and clean water are the backbones of Kansas's agricultural economy. Farmers and ranchers face daily decisions that determine whether their future is bright or bleak. With the right help, they can choose to sustainably manage cropland, pastures, and our water supply.

Rattlesnake Creek in central Kansas feeds Quivira National Wildlife Refuge, where large salt marshes provide critical habitat for migratory birds like the endangered whooping crane. Farmers in this watershed are exploring ways to reduce irrigation to keep water flowing each spring when crops and wildlife compete for water. New irrigation technology, like mobile drip lines, is proving promising, but the expense of overhauling farming equipment is prohibitive.

**With a \$25,000 C-PACE loan, a farmer could finance mobile drip sprinkler heads for an existing center-pivot irrigation system to make water use more efficient with no up-front investment.** C-PACE financing can be used for many other agricultural applications, from solar cattle shields to reverse osmosis filtration systems.



Mobile drip irrigation applies water directly to the soil's surface, eliminating wasteful water evaporation.  
Photo © Kansas State University/CC by 2.0

	TRADITIONAL LOAN	C-PACE LOAN
Total Loan Amount	\$25,000	\$25,000
Annual Water Savings	25%-50%	25%-50%
Up-front Out of Pocket Expense	\$5,000	\$0
Annual Loan Payment	\$4,493	\$1,774

# Learn More

## MISSOURI

Missouri Clean Energy District  
[mced.mo.gov](http://mced.mo.gov)

Show Me PACE  
[showmepace.org](http://showmepace.org)

## NEBRASKA

Eastern Nebraska Clean Energy  
Assessment District  
[planninghcd.cityofomaha.org/pace](http://planninghcd.cityofomaha.org/pace)

## COLORADO

Colorado C-PACE  
[copace.com](http://copace.com)

## OKLAHOMA

Oklahoma C-PACE  
[oklahomacpace.org](http://oklahomacpace.org)

## TEXAS

Texas PACE Authority  
[texaspaceauthority.org](http://texaspaceauthority.org)