

PACE Equity Funds New Cambria Hotel at Certificate of Occupancy to Address Cost Overruns and Additional Liquidity



Cambria Hotel | Shelby Charter Township, MI


\$3.6 MILLION



CAMBRIA HOTEL UTILIZES 24% OF PROJECT COSTS FOR OPERATING NEEDS

Koucar Management already knows the advantages of using PACE Equity and our *Fast Track™ Funding* process. PACE Equity has funded other Koucar Management projects such as the Cambria Hotel in downtown Detroit. For this new 98-room, select-service hotel situated just outside of Detroit, they wanted to maximize funding even as the Certificate of Occupancy was being provided. The funding was needed for both cost overruns during construction and needed liquidity, both a result of the COVID-19 pandemic. We stepped up to the challenge with a significant \$3.6 million funding and a 24-year amortization term.

To meet the Michigan statutory requirements, compliance with an energy savings to investment ratio (SIR) is required. Our energy engineering met the SIR requirement and identified the \$3.6 million in improvements. We were able to meet all of the requirements *even though the project was nearly complete*, allowing the customer to capture energy savings benefits from previously installed improvements.

METRIC TONS OF CO₂ SAVED OVER LIFE OF PROJECT:  2,354

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One word: unbelievable. The people at PACE Equity are professionals. They are good people who are determined to make every project successful. I have used them before and plan to use them again.

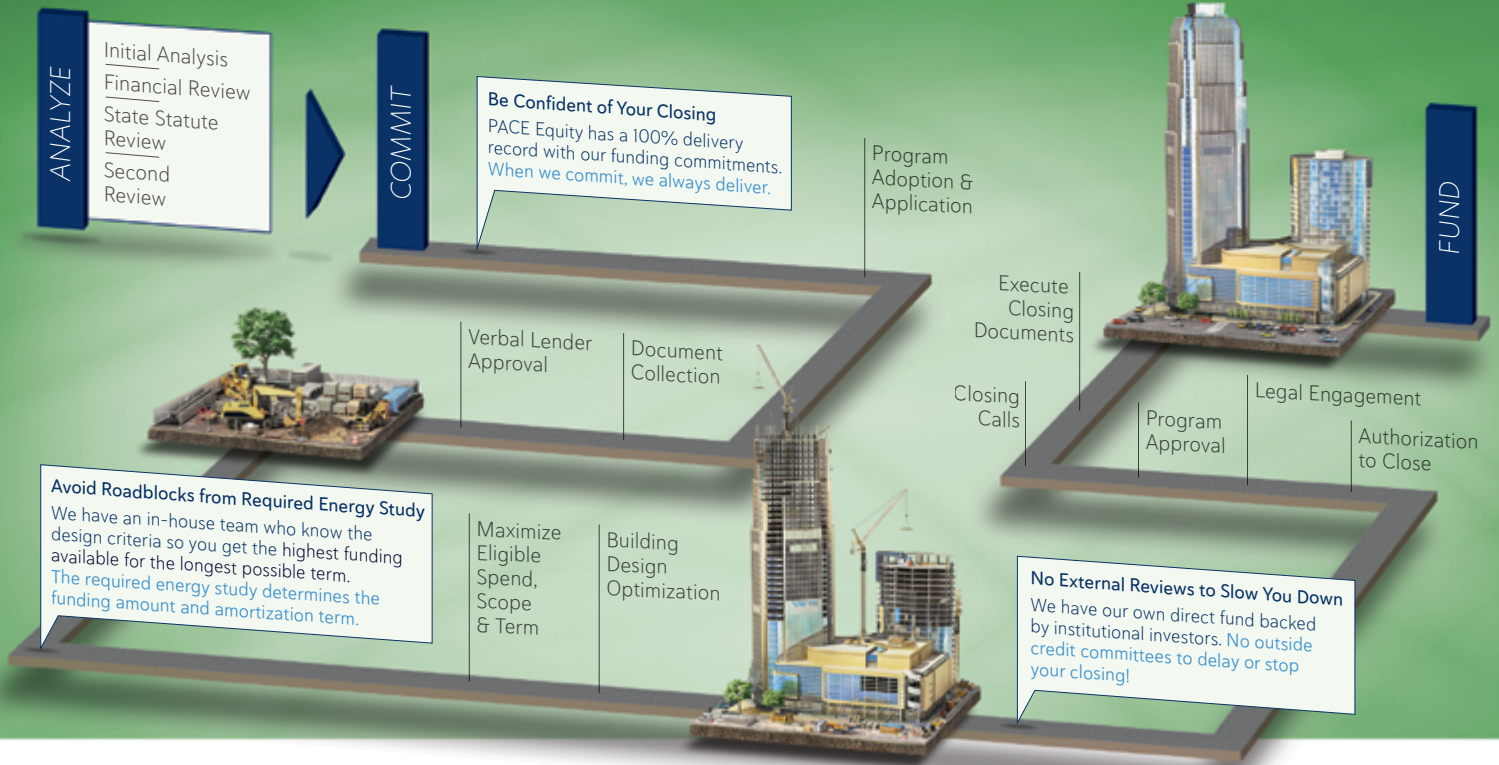
Joe Caradonna, President
Koucar Management

\$15.0 M
CAPITAL STACK

BANK LOAN	49%		\$7.2 M
EQUITY	27%		\$4.0 M
PACE EQUITY	24%		\$3.6 M

There are 87 steps needed to execute PACE financing.
Don't worry, we do all 87.

FAST TRACK™ FUNDING
 PROCESS WITH
 END-TO-END EXECUTION



WHAT IS PACE EQUITY?

PACE legislation allows for a new funding vehicle in your capital stack. Your construction budget can use our funding for quantifiable utility, water, renewable or seismic (select states) efficiencies. The repayment of the capital is made through a long-term special tax assessment on the property. PACE Equity is available in 25 states and growing.

The PACE Equity team has funded over 200 projects and pioneered funding for new construction and NMTC/HTC projects. We provide an easy experience with an upfront commitment so you have *certainty of funding*, right from the beginning. Let us show you how.

FUNDING FOR A VARIETY OF ASSET CLASSES



BOOST IRR AND REDUCE WACC

UP TO 50% LOWER COST of capital compared to mezzanine or equity. PACE Equity funding will not decrease your bank leverage.

WE FUNDED IT FIRST. We figured out first how to use our capital for new construction plus NMTC/OZ/TIF...and we won't stop there. We'll help you solve your financing challenge.

0% COST OF CAPITAL using our Pass-through Principle.™ Many clients pass 100% of their repayment costs to guests/tenants who benefit.

10 BPS RATE REDUCTION when you comply with our Low Carbon Building Specification. We'll even help you design for it.