



**CHRISTIAN DELISLE**

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**FINANCING AMOUNT: \$1M+**

**WHAT IS C-PACE?**

Commercial Property Assessed Clean Energy (C-PACE) is a financing option offering long-term, fixed-rate, non-recourse capital. You can use our private capital for costs which impact energy & water spend, renewable improvements or seismic/resiliency measures. The repayment is made through a long-term special tax assessment on the property, making it transferable upon sale or prepayable at any time.

**CIRRUS LOW CARBON**

Our CIRRUS Low Carbon program provides a significantly reduced interest rate when you build a slightly more efficient building. Available exclusively from PACE Equity, we'll help you achieve the lower rate with our in-house Low Carbon Engineering team. We provide no cost Design Guidance to ensure that your project will qualify for the lower rate.











**FINANCING PARAMETERS**

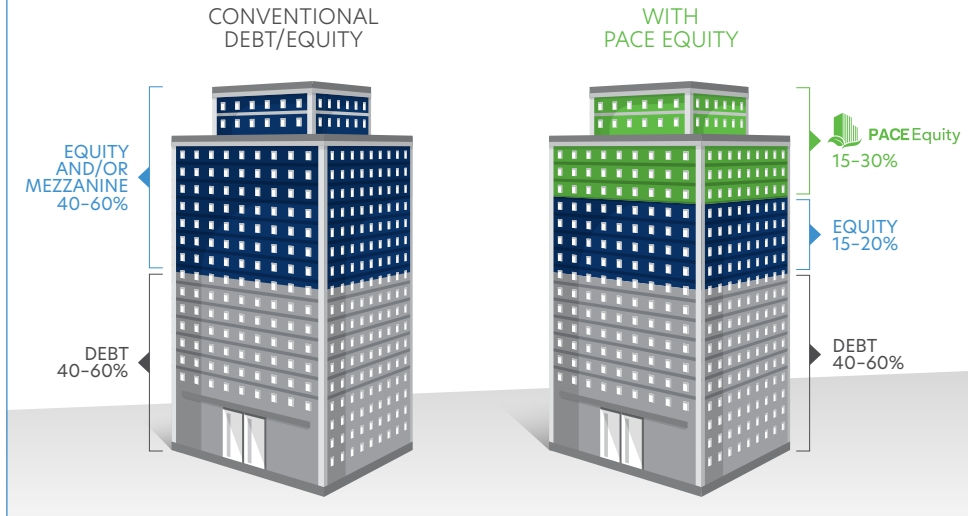
- **Term:** Up to 30 years.
- **Amortization:** Fully amortized over the term.
- **Interest Rate:** Fixed rate over the term; spread over 10-year UST.
- **LTV:** Up to 30% of property value.
- **Capitalized Interest:** No payments during the construction period.
- **Eligible Projects:** Renovation, Redevelopment, Refinance, New Construction, Renewable Energy.
- **Recourse:** Non-recourse, completion guarantee (except for refinancing).
- **Prepayment:** Prepayable at any time subject to step-down prepayment premium. No lockout.
- **Repayment:** Paid through an annual or semi-annual special tax assessment on the property.
- **Debt Service Coverage Ratio:** 1.10 - 1.30 @ stabilization.
- **Funding Timing:** Construction, Mid-Construction, up to 3 years after Construction (local guideline-dependent).
- **Property Types:** Multifamily, Senior Housing, Industrial, Hospitality, Retail, Office, Storage

| REDEVELOPMENT   | NEW CONSTRUCTION  | RETROACTIVE REFINANCE   | RENOVATION  |
|---|---|---|---|
|   |    |   |    |
| <p><b>Project:</b> Colman Yards<br/> <i>Filled a gap and boosted IRR in a complex capital stack that included HTC / Brownfield grants.</i></p> <p><b>PACE Equity Funding:</b> \$11.0M<br/> <b>Carbon Saved:</b> 21,000 MT</p> | <p><b>Project:</b> Marriott AC and Element Hotel<br/> <i>Reduced overall financing costs with lower rate CIRRUS financing rather than higher cost mezz.</i></p> <p><b>PACE Equity Funding:</b> \$40.0M<br/> <b>Carbon Saved:</b> 4,200 MT</p> | <p><b>Project:</b> JW Marriott<br/> <i>Funding after Certificate of Occupancy to cover cost overruns and boost IRR.</i></p> <p><b>PACE Equity Funding:</b> \$13.9M<br/> <b>Carbon Saved:</b> 3,200 MT</p> | <p><b>Project:</b> Brooklyn United Methodist Church Home<br/> <i>Funding covered costs to meet local efficiency and carbon requirements.</i></p> <p><b>PACE Equity Funding:</b> \$5.0M<br/> <b>Carbon Saved:</b> 5,265 MT</p> |

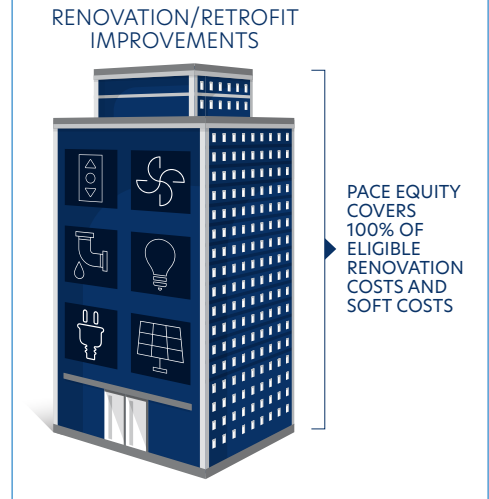
**MOST POPULAR ELIGIBLE IMPROVEMENTS**

|  |   |   |  |
|--|---|---|--|
|  HVAC equipment & controls |  Insulation & envelope |  Water efficiency & plumbing |  Renewable energy & energy storage                  |
|  Indoor & outdoor lighting |  Roofing               |  Windows                     |  EV charging & other efficiency equipment/materials |

## LOWER CAPITAL COSTS MEANS BETTER ROI FOR DEVELOPMENT



## RENOVATION PROJECTS CAN BE FUNDED 100%



### WHY SHOULD I USE PACE EQUITY FINANCING?

- Boosts project IRR
- Replaces higher cost mezzanine and equity capital
- Avoid equity dilution by maintaining larger ownership percentage
- Non-recourse funding
- Increases net operating income and property value
- Long-term, fixed-rate financing with up to 30-year terms

### PACE EQUITY INNOVATES:

- We offer **CIRRUS**, the industry's lowest financing rate
- We provide an in-house **Engineering Team** who ensure we fund the maximum amount at the longest amortization term

Our Customers Come Back Again & Again.



We earn a consistently excellent customer satisfaction score: **9.7/10**.

*"We were impressed with the PACE Equity team from the very beginning. It was a class act through the entire process.*

*We look forward to utilizing PACE Equity for our future projects."*

Curtis Leick, Sower Capital

# Let's get started.

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