

A photograph of the Los Angeles city skyline, featuring several prominent skyscrapers like the US Bank Tower and the Wells Fargo Tower, set against a clear blue sky with a few wispy clouds. The image is partially obscured by a large, stylized graphic on the left side of the slide.

LA County Commercial PACE Program

Upgrade buildings.
Enhance value. Create jobs.

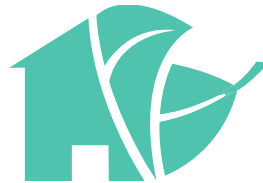


Property Assessed Clean Energy



PACE Investor

Provides capital
for project



**Property
Owner**

Completes
project & repays
through
property tax bill



**Government
Sponsor**

Repays investor

PACE Provides Solutions

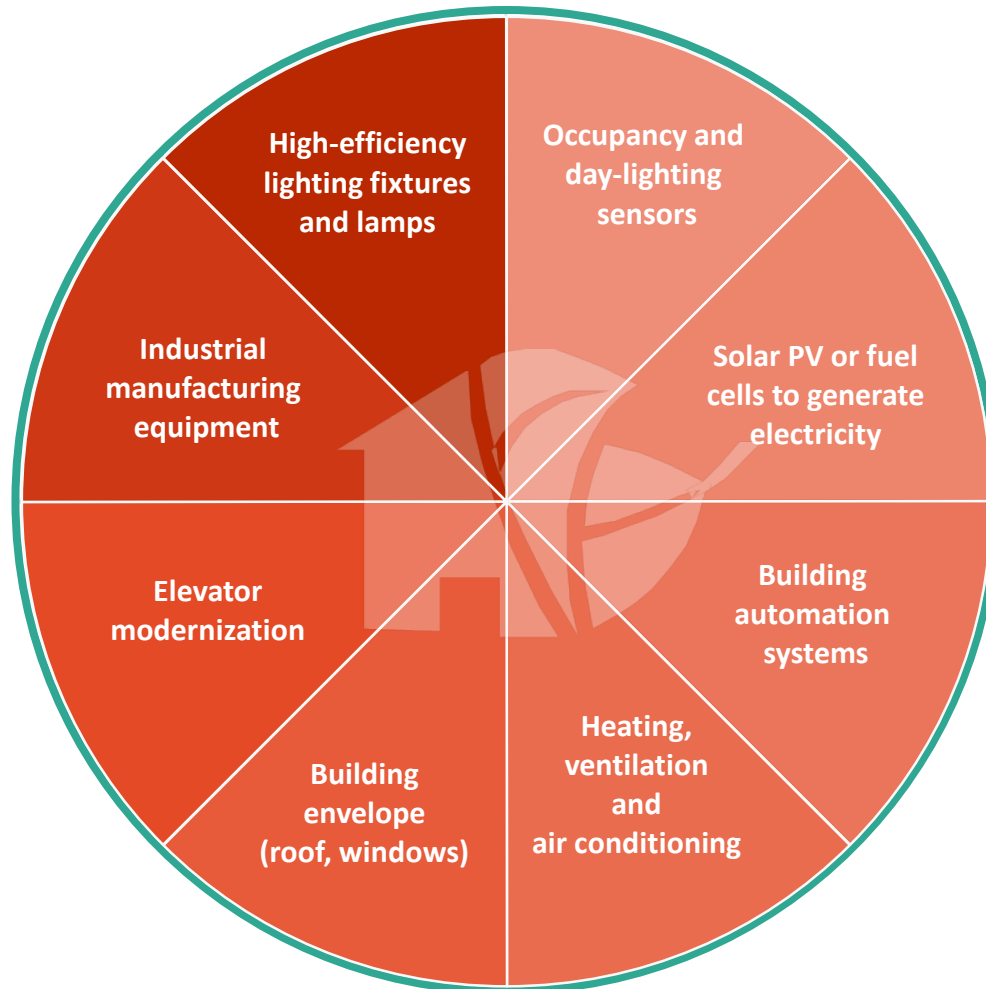
Project Challenges

- Near term plan to sell property
- Funding problems
- Insufficient payback/ROI
- “Split incentives” between landlord and tenants
- Uncertainty of savings, technical expertise and management buy-in
- High code compliance costs

PACE Solutions

- Payments assumed by new owner
- Unlimited private capital
- Cash flow positive from year one
- Assessment and savings can be shared with tenants
- Can be used with insurance and guarantees
- Funds necessary upgrades

PACE's Holistic Approach Increases Value



PACE Benefits Your Clients

PACE upgrades quickly pay for themselves

- Funds up to 100% of installed costs (including engineering, permits, etc.)
- Project is cash flow positive from day one
- Solves the landlord and tenant “split-incentive” issue



Eligible Improvements

- Energy efficiency
- Water efficiency
- Renewable energy generation



Eligible Improvements: Energy Efficiency

- Heating, ventilation and air conditioning
- Building automation systems
- Building envelope improvements
- Elevator modernization
- High-efficiency lighting fixtures and lamps
- Occupancy and day-lighting sensors



Eligible Improvements: Water Efficiency

- Low flow toilets and urinals
- Smart irrigation systems
- Low flow faucets / showers
- Cooling tower upgrades
- Vegetated roofs



Eligible Improvements: Renewable Energy

- Solar PV
- Fuel cells
- Combined Heat and Power Systems (CHP)
- Solar thermal heating
- Solar thermal cooling
- Wind turbines (building-level)



Ideal Candidates for PACE

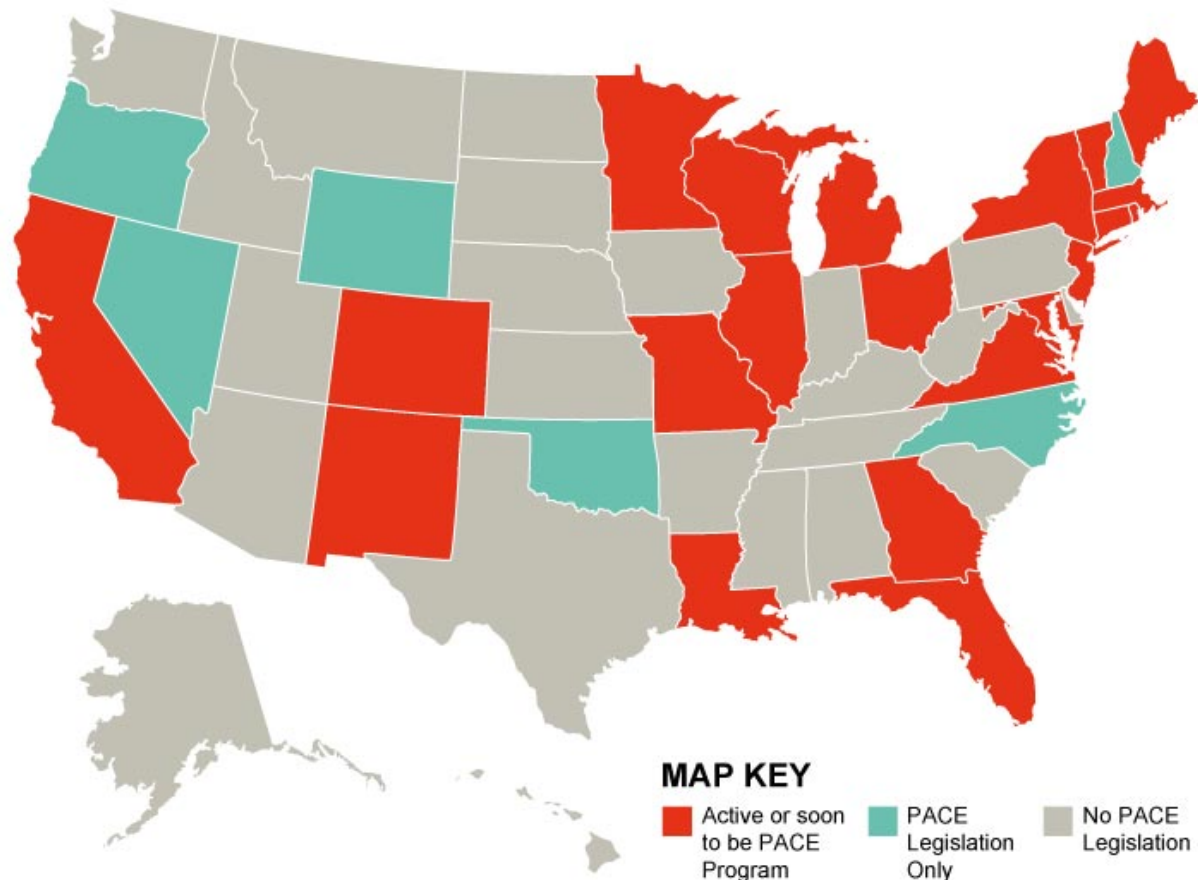
Commercial Properties with:

- Limited access to capital
- High energy bills
- Equipment past End-of-Life
- 24-7 Operations
- Low loan to value ratios

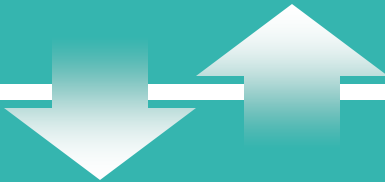


Property Assessed Clean Energy

- PACE is nationwide
- 90% Los Angeles County cities have adopted PACE



PACE Process

1. Contact us to connect with a PACE project developer
 2. Complete your client's PACE Pre-Application Form at www.LAPACE.org
 3. Develop a scope of work
 4. Secure financing
 5. Close PACE financing
 6. Start the upgrade
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Summary



Attract new
customers

Sell more
retrofit projects

Close stranded
projects

Expand your
energy services
solutions
capacity

Questions or Comments

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(877) 785-2237

LAPACE.org

