



THE STATE OF PACE

ACEEE Energy Efficiency Finance Forum
May 2016

Topics

The State of PACE

- ✓ PACE Market Overview – PACE is working
 - Commercial PACE - Steady Progress
 - Residential PACE – Resurgent

- ✓ Commercial PACE
 - Supply, Demand, Getting to Yes, Costs, Financing Trends

- ✓ Residential PACE
 - California and Florida and.....
 - Subordinate lien and..... Guidance?
 - Consumer Protections

- ✓ ? Let's Hear from You!

PACE Market Experts

David Gabrielson, PACENation

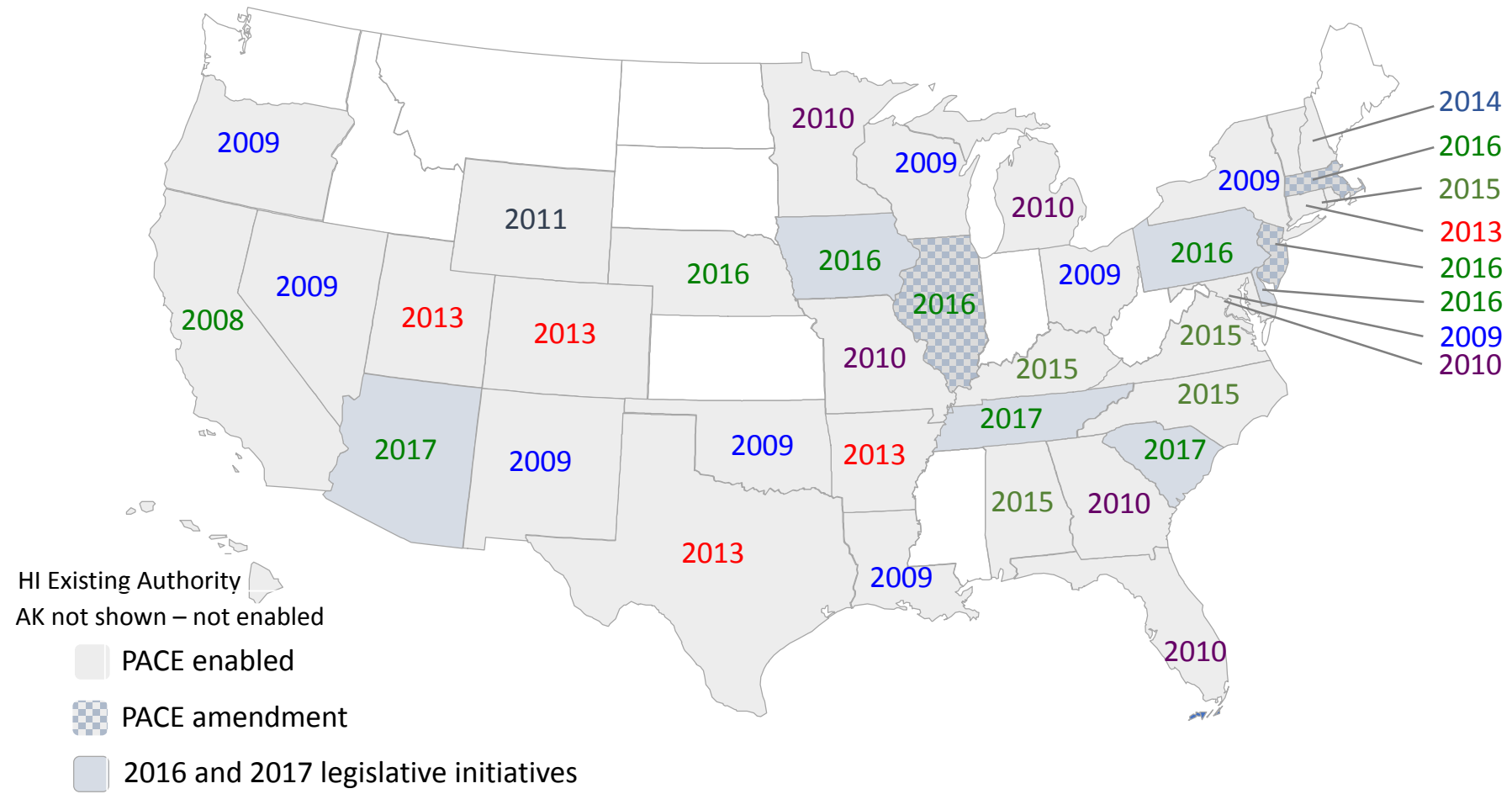
- ✓ Andrew Zech, *Greenworks Lending*
- ✓ Cliff Staton, *Renew Financial*
- ✓ Gabe Maser, *Renovate America*
- ✓ John Kinney, *CleanFund Commercial PACE Capital*
- ✓ Louis LaLonde, *Ygrene Energy Fund*



PACE is Working

PACE Legislation

33 State and DC 80+% of the U.S. Population

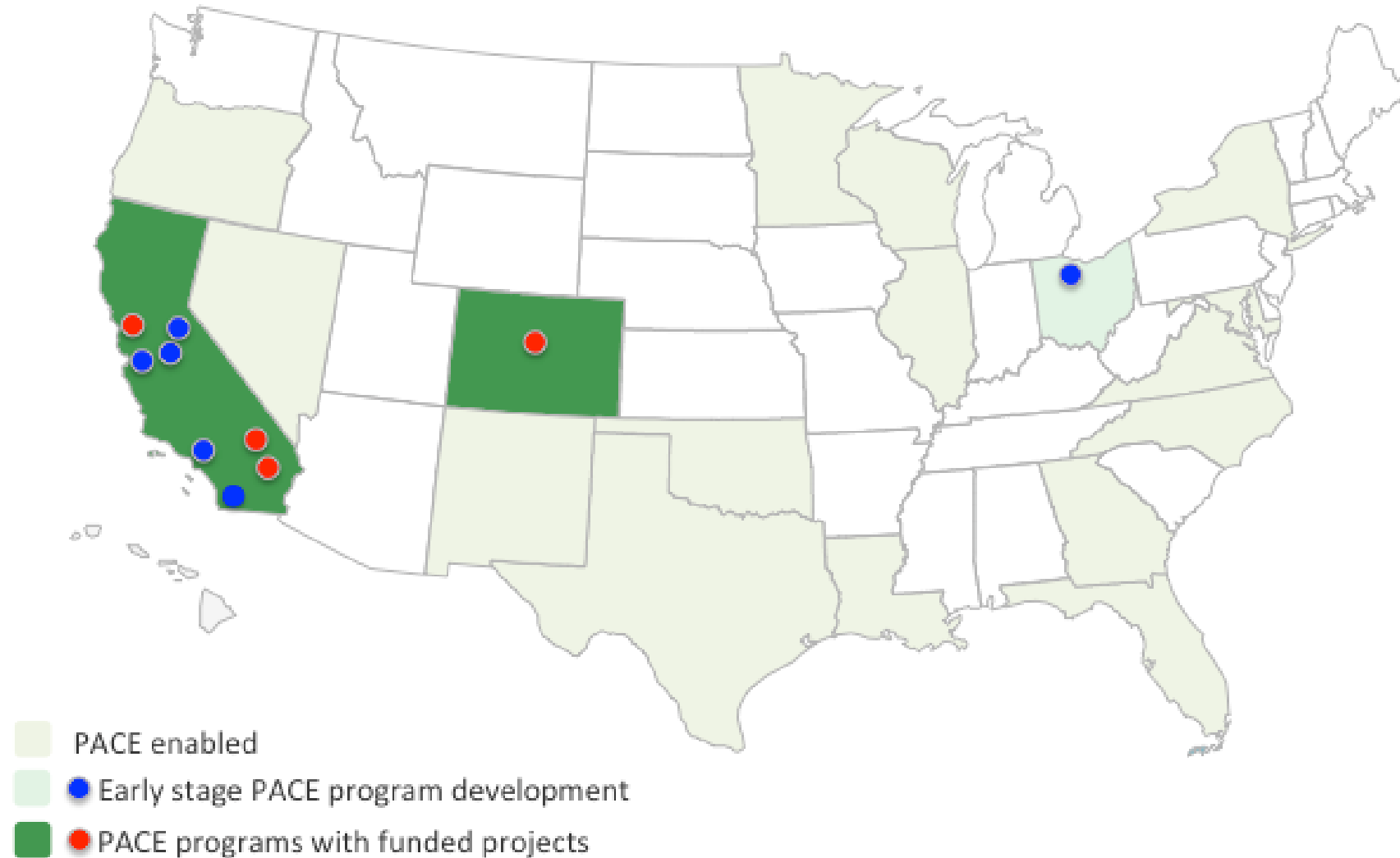




Commercial PACE

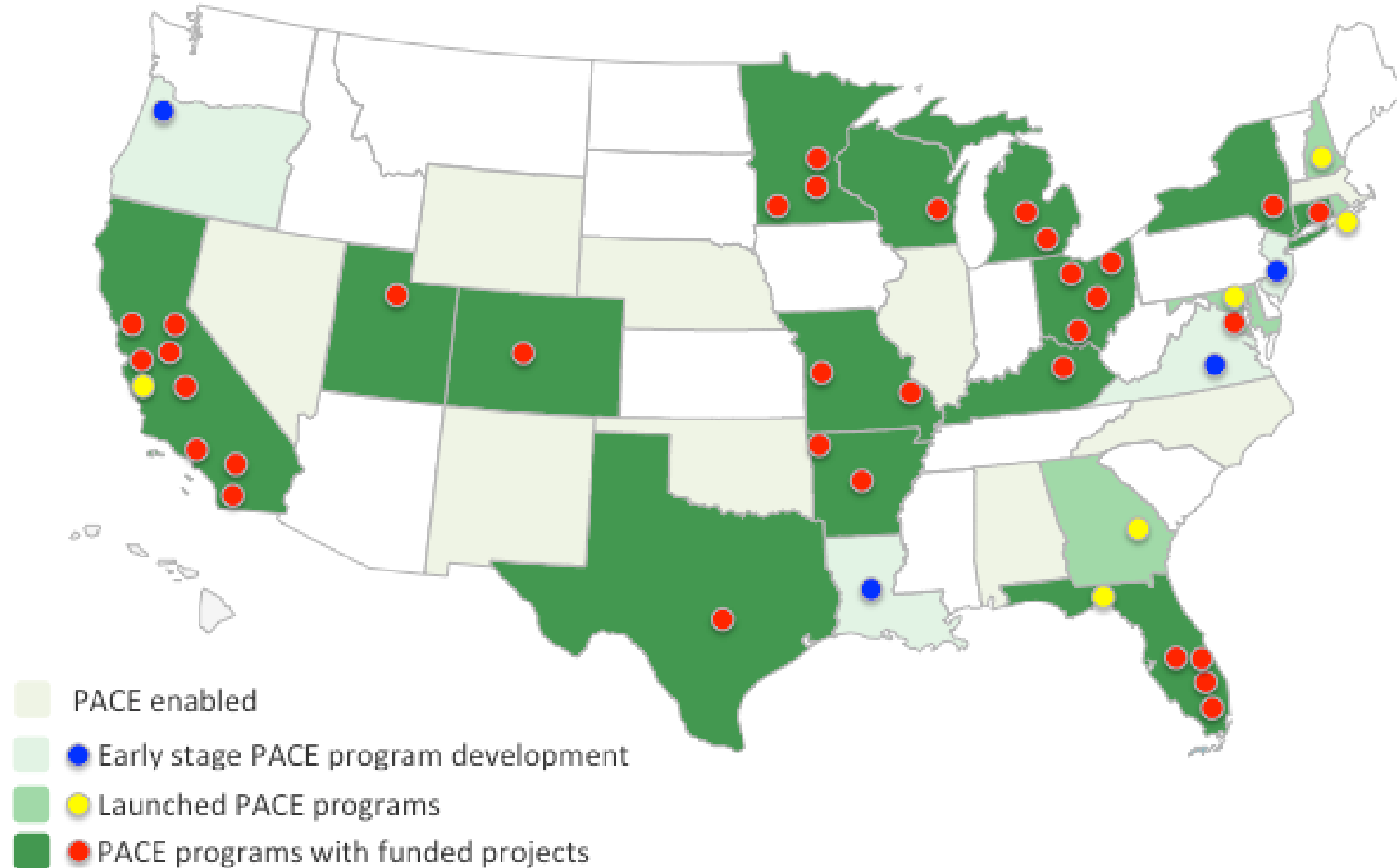
C-PACE in 2010

27 Projects Completed \$5 Million



C-PACE Today

750+ Buildings \$250+ Million \$500+ Pipeline 3,000+ Jobs

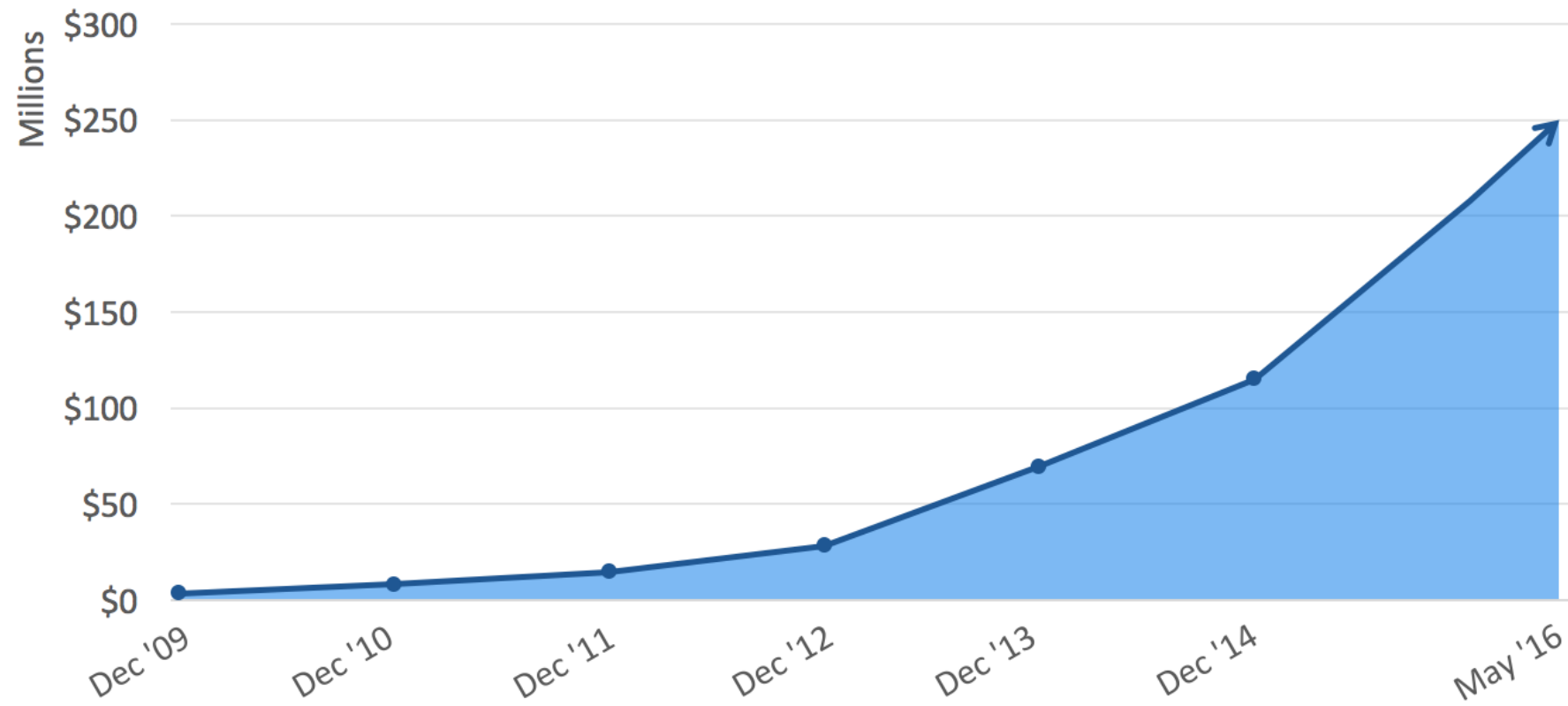


Commercial PACE

250+ projects

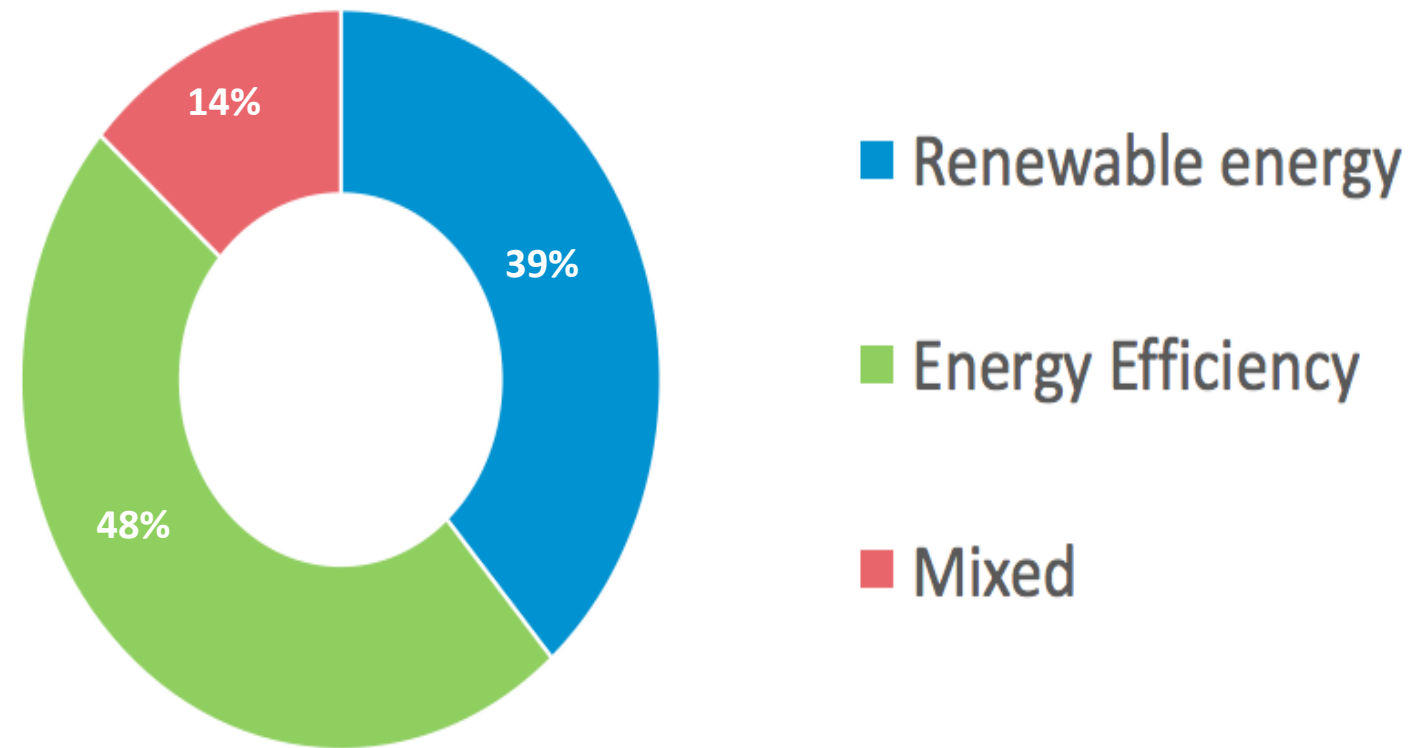
\$250+ million

3,000+ jobs created



C-PACE Projects

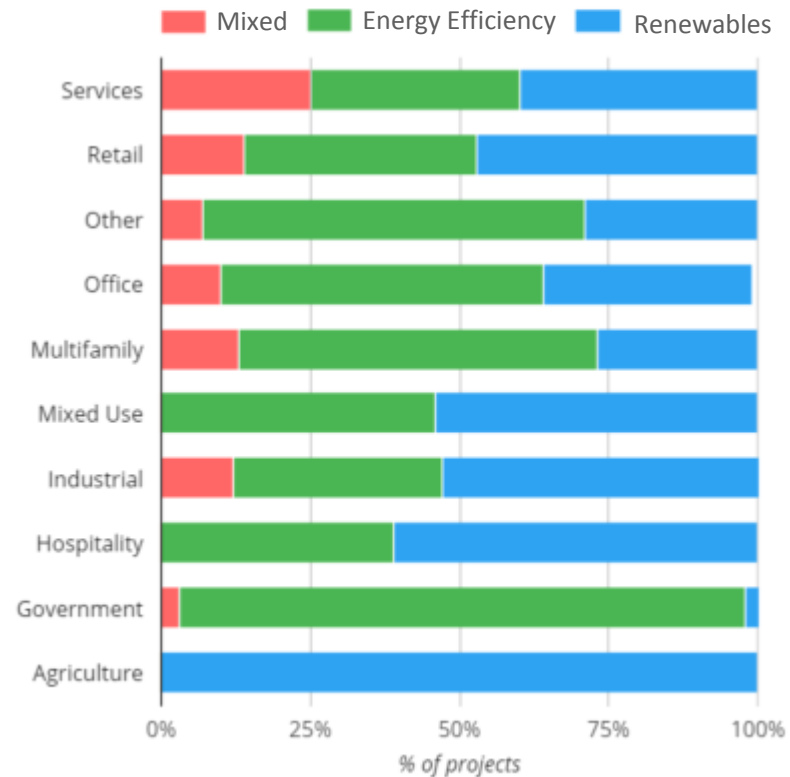
Improvement Mix



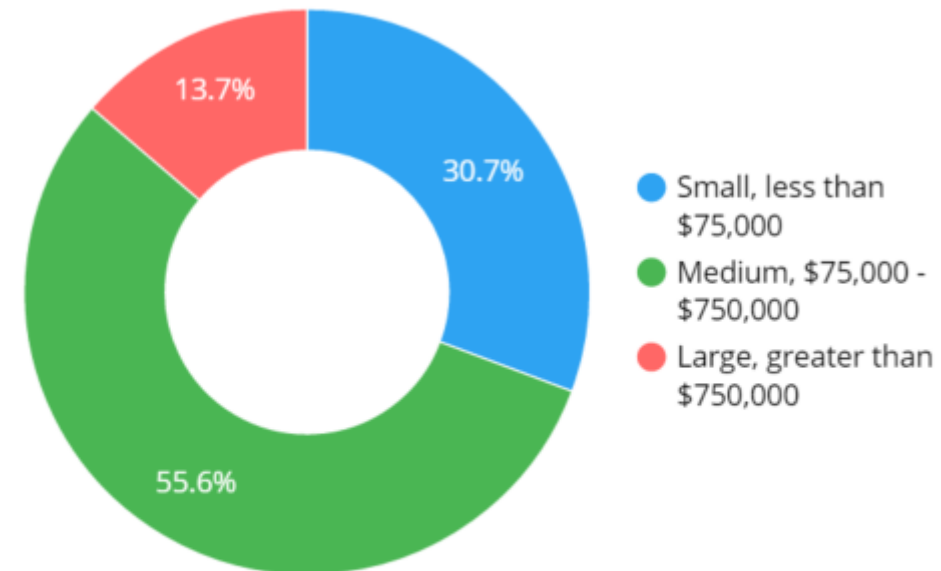
C-PACE Market

Broad Applicability

Improvements by Building Type



Size of Projects



(Based on data available from 71% of commercial projects)

Hartford, CT

Statehouse Square



Hartford, CT

Statehouse Square



Santa Rosa, CA

Paradise Ridge Winery



Los Angeles, CA

Hilton Hotel



Austin, TX

Beth Israel Congregation



Ann Arbor, MI

Bobs Big Boy



Goshen, NY

Five Spoke Creamery



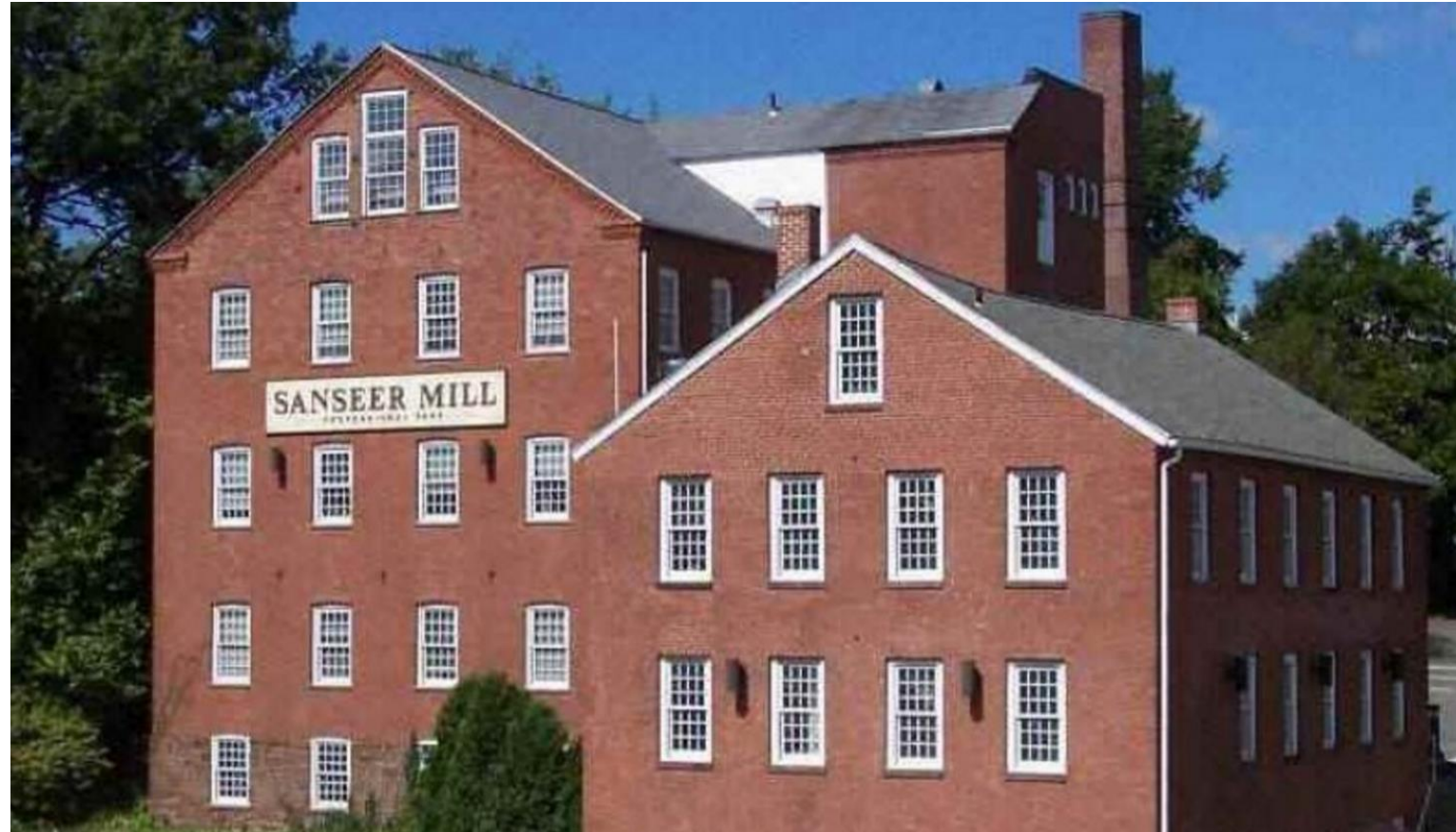
Covington, KY

Ivy Knoll Retirement



Middletown, CT

Sanseer Mill Historic Building

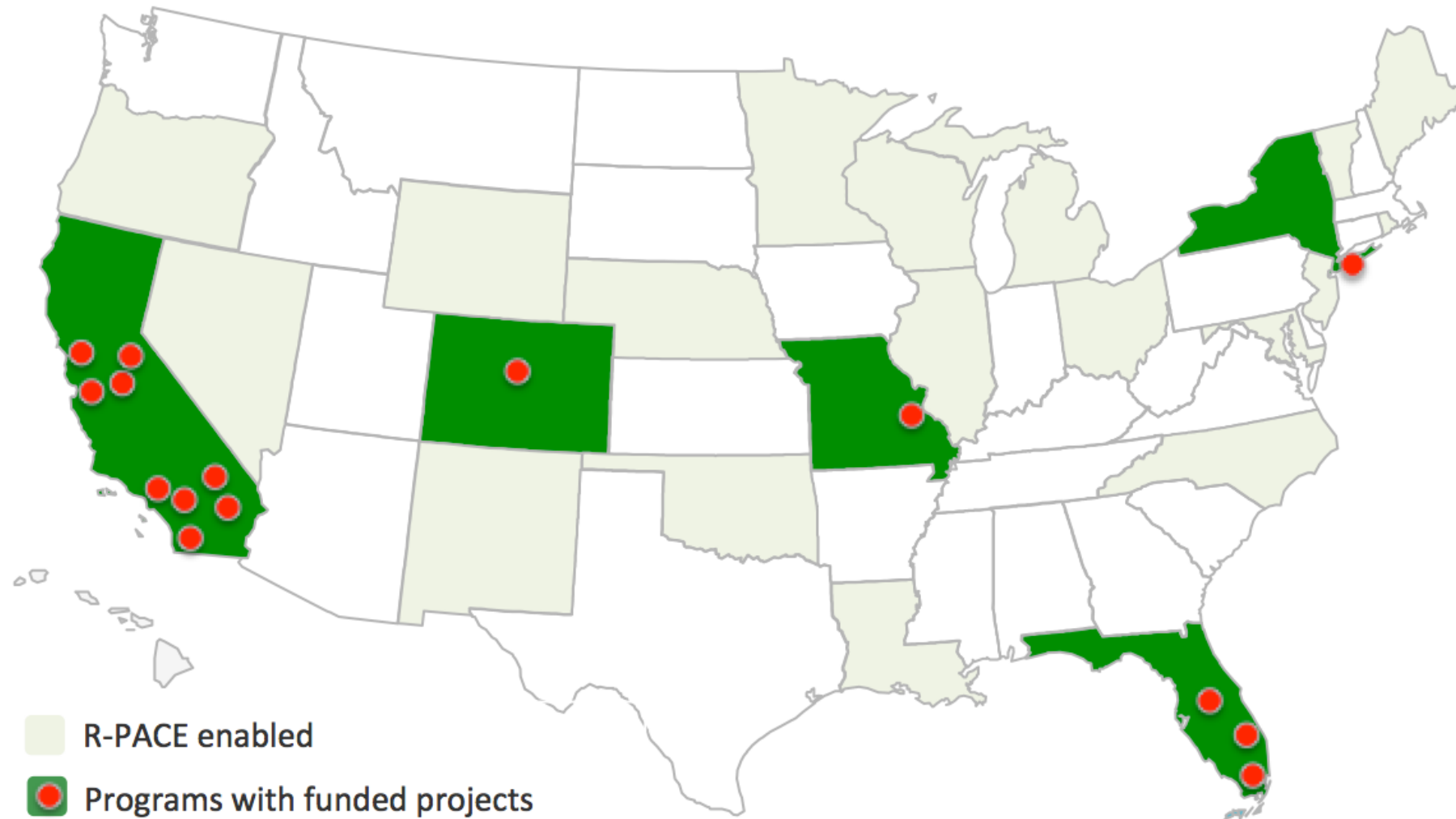




Residential PACE

Residential PACE

97,000+ Homes \$2.07+ Billion 17,500+ Jobs

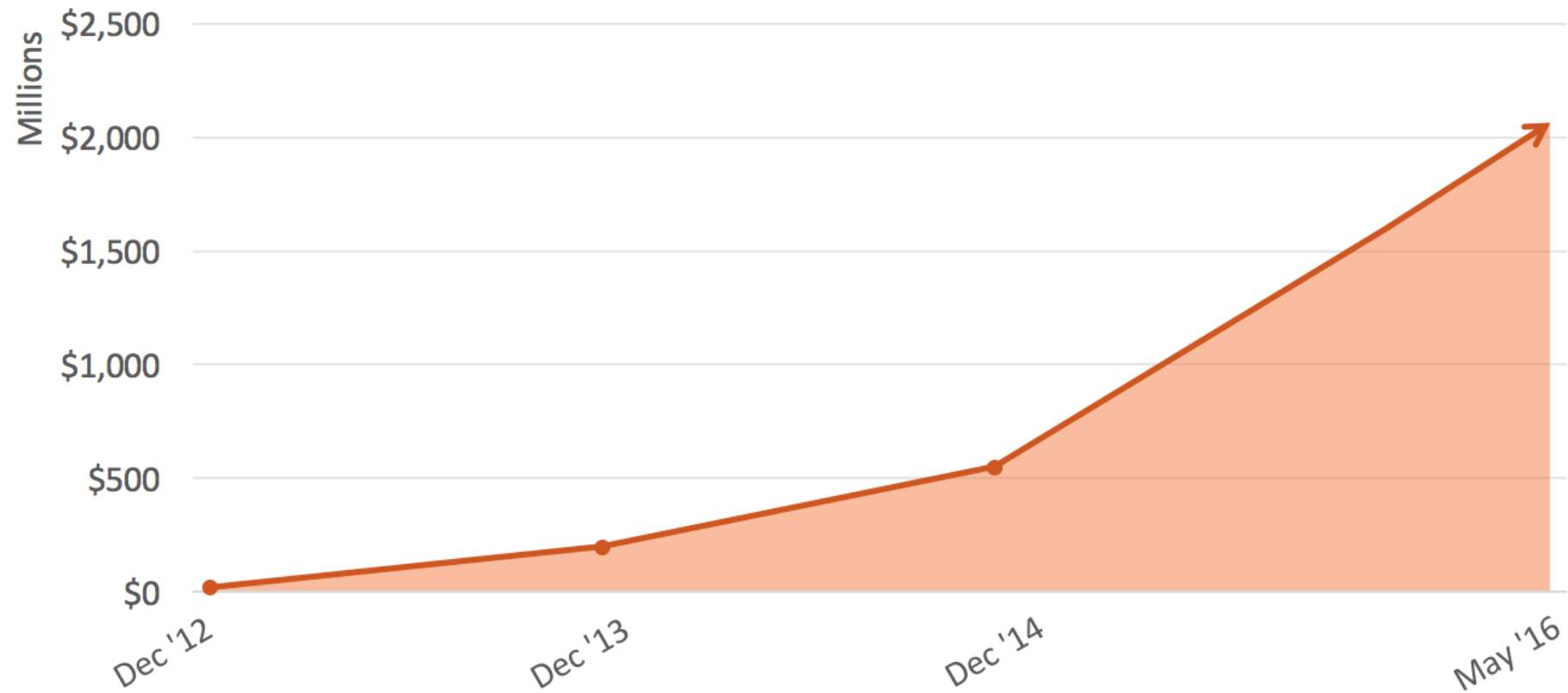


Residential PACE

97,000+ projects

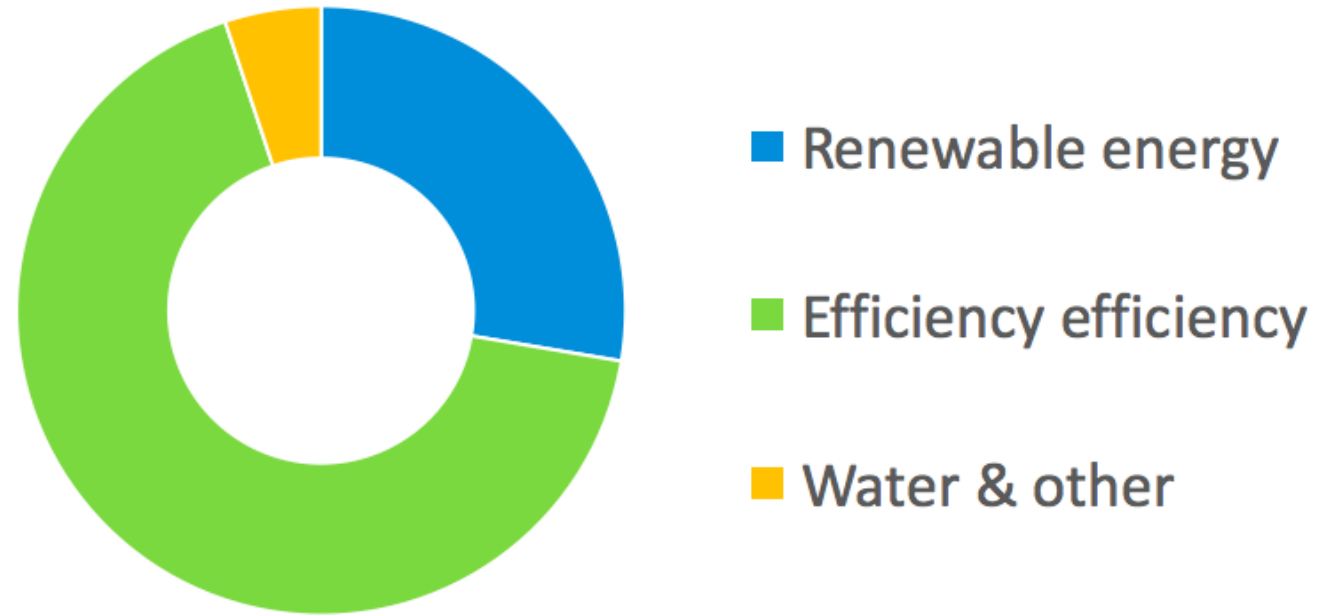
\$2.065+ billion

17,000+ jobs created



R-PACE Projects

Improvement Mix





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