



Property Assessed Clean Energy (PACE)

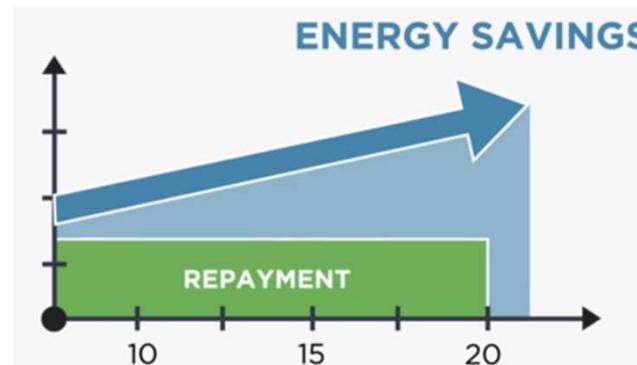
PACE Wisconsin Overview





Assists local businesses with financing *

- Renewable energy
- Energy efficiency
- Water conservation



Enabled by State of Wisconsin Legislation (Section 66.0627)

Secured by a property tax assessment (special charge)

Loan payments covered by utility bill savings.

** 2017 amendment includes brownfield redevelopment and on-site lead water lateral replacement, program guidelines pending.*



Stimulate – Job creation and economic activity

Revitalize - Building stock and improve property values

Profitable – Lowers cost of doing business and boost bottom line of local enterprises

Sustain - Achieve sustainability goals

Participate - 100% voluntary, only building owners that opt in pay for the special charge.



- Office, Industrial, Multifamily and Retail
- Hospitality
- Manufacturing & Industrial
- Institutional & Not-for-Profit Facilities
- Agriculture



** Property located in member county
* Does NOT work for residential (1-4 units)
and government owned properties*



- Efficient Lighting Systems
- Building Envelope Improvements
- Efficient Furnaces, Boilers & Chillers
- Heat Pumps (Air & Ground Source)
- Pumps, Motors & Variable Speed Drives
- Automated HVAC Controls
- Building Management Systems
- Fuel Switching
- Combustion and Burner Upgrades
- Water Conservation
- Efficient Hot Water Heating Systems
- Heat Recovery and Steam Traps
- Renewable Energy Systems



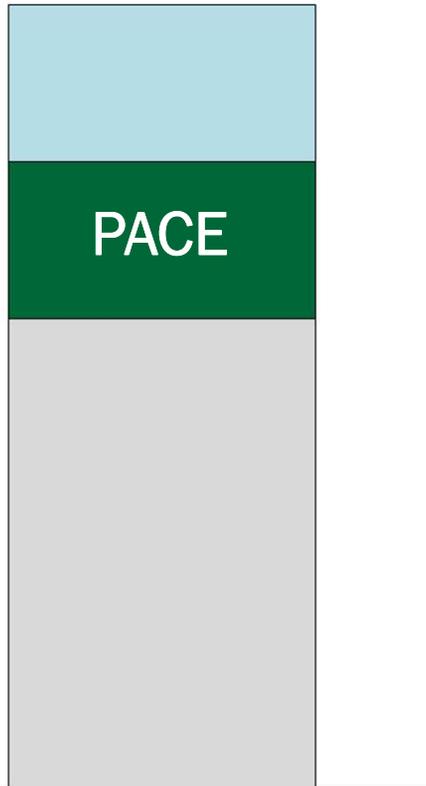
- Finance up to 100% of hard + soft costs
 - Non recourse financing
 - Frees up equity for other priorities
- Fixed rate, long-term: 20 – 30 years
 - Yields positive cash flow
 - Boost Property Value
- Tenants share cost & savings
- Transfers to new owner upon sale
- Reduce waste & improve experience

Financing Terms (Set by the Market)

- **Loan Term:** 5 – 30 years (Full Amortization)
- **Interest Rate:** 300 – 450 bps over Index (~6.00% - 7.50%)
- **Loan Size:** \$100,000 - \$20.0 Million
- **PACE Loan-to-Value (LTV):** 5%-35%

Statutory & PACE WI Program Requirements:

- **Mortgage Lender must consent to PACE Financing**
- **Savings Guarantee:** Projects > \$250,000
- **Energy Assessment**
- **Security:** Property Tax Assessment (Special Charge)
- **Non-recourse financing**
- **Term:** Equal to Useful Life of Equipment
- **Total Secured LTV:** 95%
- **Loan-to-Cost:** Up to 100%



W/ PACE

Mortgage Debt
 PACE
 Equity

New Construction



Brookfield Square Lodging Investors, LLC

PACE Financing: \$1,600,000
 PACE to Value: 7.3%
 Annual Savings: \$94,168
 Lifetime Savings: \$2.1 Million
 Improvements: LED Lighting, HVAC, Roof and Wall Insulation, Windows, Low-flow Fixtures, Air Conditioner, Hot Water



Madison Rimrock Lodging Investors, LLC

PACE Financing: \$1,500,000
 PACE to Value: 8.3%
 Annual Savings: \$90,840
 Lifetime Savings: \$1.82 Million
 Improvements: Lighting, HVAC, Roof and Wall Insulation, Windows, Low-flow Fixtures, Air Conditioner, Hot Water



Fox Crossing Hotel Group, LLC

PACE Financing: \$850,000
 PACE to Value: 12.1%
 Annual Savings: \$41,008
 Lifetime Savings: \$780,000
 Improvements: Lighting, HVAC, Roof and Wall Insulation, Windows, Low-flow Fixtures, Air Conditioner, Pool, DHW Efficiency

Renovation / Adaptive Reuse



Hotel Indigo

PACE Financing: \$1,500,000
 PACE to Value: 4.4%
 Annual Savings: \$89,832
 Lifetime Savings: \$1.9 million
 Improvements: HVAC, Windows, Building Shell, Lighting



Hotel Retlaw

PACE Financing: \$2,373,798
 PACE to Value: 10.5%
 Annual Savings: \$289,011
 Lifetime Savings: \$6.3 Million
 Improvements: HVAC, Lighting, Windows, Roof



Hotel Northland

PACE Financing: \$8,759,000
 PACE to Value: 23.3%
 Annual Savings: \$454,000
 Lifetime Savings: \$13.2 Million
 Improvements: Roof and wall insulation, LED lighting, heating ventilation and air conditional (HVAC) central plant, HVAC air handling and fan coiling units, low-flow showers and faucets, and exterior LEDs.

Renovation / Replacement



Waterloo Technology Center Office

PACE Financing: \$249,000
 PACE to Value: 12.5%
 Annual Savings: \$47,294
 Lifetime Savings: \$898,589
 Improvements: HVAC and Lighting



Uniroyal Manufacturing

PACE Financing: \$355,713
 PACE to Value: 11%
 Annual Savings: \$70,698
 Lifetime Savings: \$989,777
 Improvements: Roof Upgrades and Lighting



H & H Energy Industrial / Warehouse

PACE Financing: \$203,875
 PACE to Value: 8.0%
 Annual Savings: \$9,910
 Lifetime Savings: \$208,110
 Improvements: Roof Upgrades, Solar PV, Rooftop Heating and Cooling Units

New Construction / Adaptive Reuse



The Edge at 706 Mixed-Use

PACE Financing: \$1,420,000
 PACE to Value: 9.0%
 Annual Savings: \$54,763
 Improvements: LED Lighting, Shell Upgrades (Windows, Walls & Roof), Garage DCV



Weiskopf School Apartments Multifamily

PACE Financing: \$250,000
 PACE to Value: 11%
 Annual Savings: \$2,134
 Improvements: HVAC, LED Lighting, Roofing



Velocity Multifamily

PACE Financing: \$232,996
 PACE to Value: 4.5%
 Annual Savings: \$5,206
 Lifetime Savings: \$104,123
 Improvements: HVAC System, Windows, Lighting



PROPERTY OWNERS



LOCAL GOVERNMENT



LENDERS



CONTRACTORS