

Extended Stay Property Benefits from Improved IRR



TownePlace Suites by Marriott | Salt Lake City, UT

\$2.6 MILLION



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PACE EQUITY FUNDING HELPS DEVELOPER REDUCE WACC WITH 13% OF THE CAPITAL STACK

The developer of this 4-story, 112-room TownePlace Suites by Marriott® extended-stay hotel used financing from PACE Equity to drive down finance costs. Using this new and innovative financing tool, rather than preferred equity or a mezzanine loan, delivered funding at roughly half the cost. The lower cost of capital resulted in improved IRR without an increased funding timeline.

The PACE Equity *Fast Track™ Funding* process is a full-service approach to C-PACE financing, providing a seamless end-to-end experience for customers. Using our engineering team, \$2.6 million in energy impacts were identified that acted as the basis for the funding amount for this building project. The owner will save operating costs from reduced energy use and save capital costs by leveraging our low cost and non-recourse financing.

Working with PACE Equity was painless. They handled the process from end-to-end so the experience was simple.

Jag Dhillon, Principal
Galaxy Hotels Group

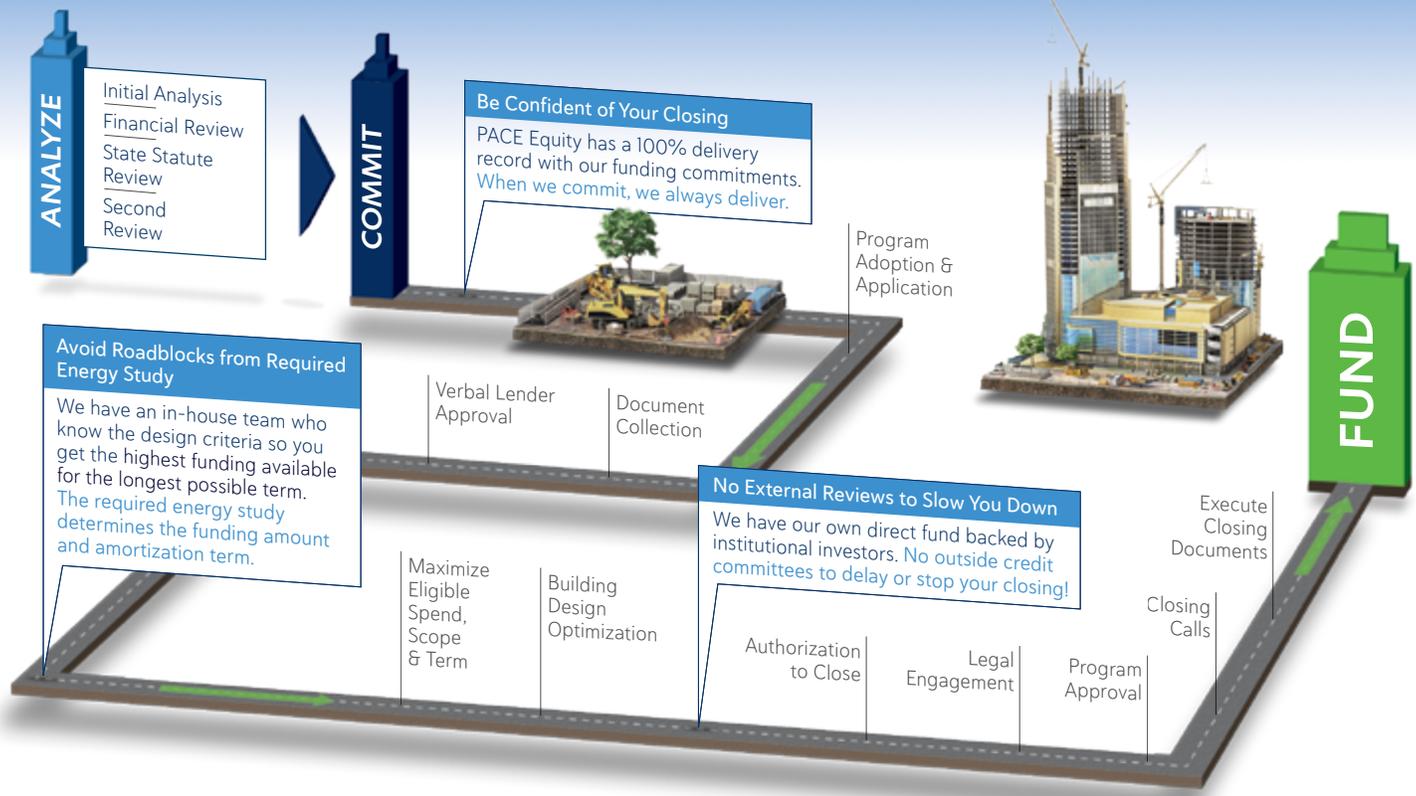
 THIS PROJECT SAVED 1,510 METRIC TONS CO₂  EQUAL TO ANNUAL EMISSIONS FROM 328 

\$20 M
CAPITAL STACK

CONSTRUCTION LOAN	66%		\$13.0 M
EQUITY	21%		\$4.2 M
PACE EQUITY	13%		\$2.6 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

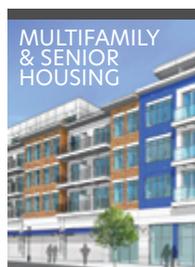
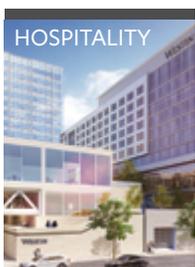


WHAT IS PACE EQUITY?

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.