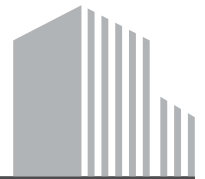


Lower WACC and Reduced Equity Requirements



TownePlace Suites by Marriott | Geneva, OH



\$1.2 MILLION



ACHIEVED HIGHEST CUSTOMER SATISFACTION SCORE

The TownPlace Suites by Marriott is located in an area easily accessible from Cleveland—it draws tourists to the 34 wineries, 19 covered bridges and 27 miles of Lake Erie shoreline. It is located adjacent to the Spire Institute, one of the largest indoor, multi-sport training and competition facilities in the world.

With a 28-year term, the developer sought funding that would complete the capital stack and achieve other goals—lower the project's weighted average cost of capital and allow equity to be available for additional projects they want to pursue. PACE Equity financing delivered both funding wins and built a strong customer relationship by moving the project expertly through the C-PACE process. PACE Equity used its unique *Fast Track™ Funding* process which consistently delivers high customer satisfaction scores.

 THIS PROJECT SAVED 3,780 METRIC TONS CO₂ EQUAL TO ANNUAL EMISSIONS FROM 822 



”

We had a great experience with the whole team at PACE Equity. The team moved us quickly and professionally through the C-PACE process with no surprises.

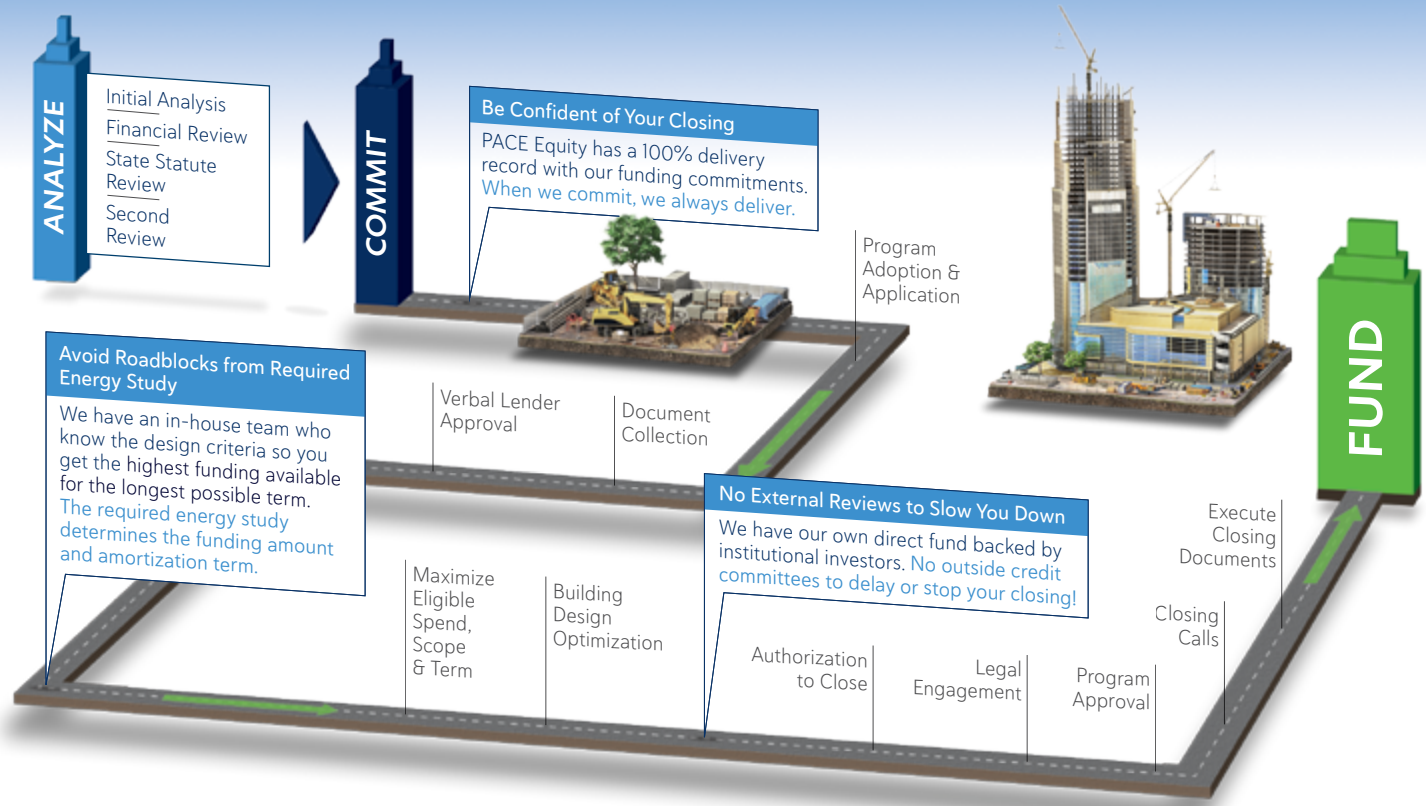
Shawn Neece, Principal
Renew Partners

\$16 M
CAPITAL STACK

CONSTRUCTION LOAN	67%		\$10.7 M
EQUITY	25%		\$4.2 M
PACE EQUITY	8%		\$1.2 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?

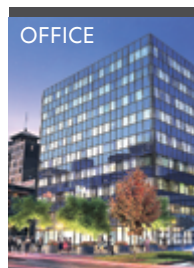
PACE legislation allows for a new funding vehicle in your capital stack. Your construction budget can use our funding for quantifiable utility, water, renewable or seismic (select states) efficiencies. The repayment of the capital is made through a long-term special tax assessment on the property. PACE Equity is available in 25 states and growing.

LOWER COSTS FOR LOWER CARBON

Substantial rate reduction when you meet our CIRRUS Low Carbon design specification.



FUNDING FOR A VARIETY OF ASSET CLASSES



WE FUNDED IT FIRST. We figured out first how to use our capital for new construction plus NMTC/OZ/TIF. We'll help you solve your financing challenge.

UPFRONT FUNDING COMMITMENT with certainty of funding and a 100% delivery record.

★★★★★ NEAR PERFECT CUSTOMER SATISFACTION (4.95 OUT OF 5 STARS)