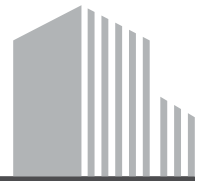


PACE Equity and USDA Guaranteed Loans Combine Well in Capital Stack



Residence Inn | Traverse City, MI

\$5.3 MILLION






HOTEL NEW CONSTRUCTION CAPITAL STACK INCLUDES 24% PACE EQUITY

This Residence Inn by Marriott is a new construction extended stay hotel located in the burgeoning economic community of Traverse City, Michigan. With 6-stories, 120 rooms, and 93,000 square feet over 9 acres, the hotel capitalizes on the growing demand for extended-stay travel. The construction loan was funded by the USDA's Business & Industry Loan Program: an initiative to save and create American jobs.

Funding 24% of the capital stack, PACE Equity allowed the developer to complete the capital stack by easily combining with the USDA guaranteed loan. The combined rates mean boosted project returns with a lower overall cost of capital.

PACE Equity managed the funding process, which includes an in-house Engineering & Building Optimization team. Our firm's experience with the Michigan statutory requirements combined with a 100+ project legacy, allowed the developer to optimize the \$5.3 million funding over a 24-year term.

This area hotel is one of several PACE Equity projects in the area and throughout Michigan. The Traverse City area is focused on economic development and several developers in the area have leveraged the low-cost, long-term, non-recourse funding from PACE Equity.

 THIS PROJECT SAVED 3,400 METRIC TONS CO₂  EQUAL TO ANNUAL EMISSIONS FROM 757 



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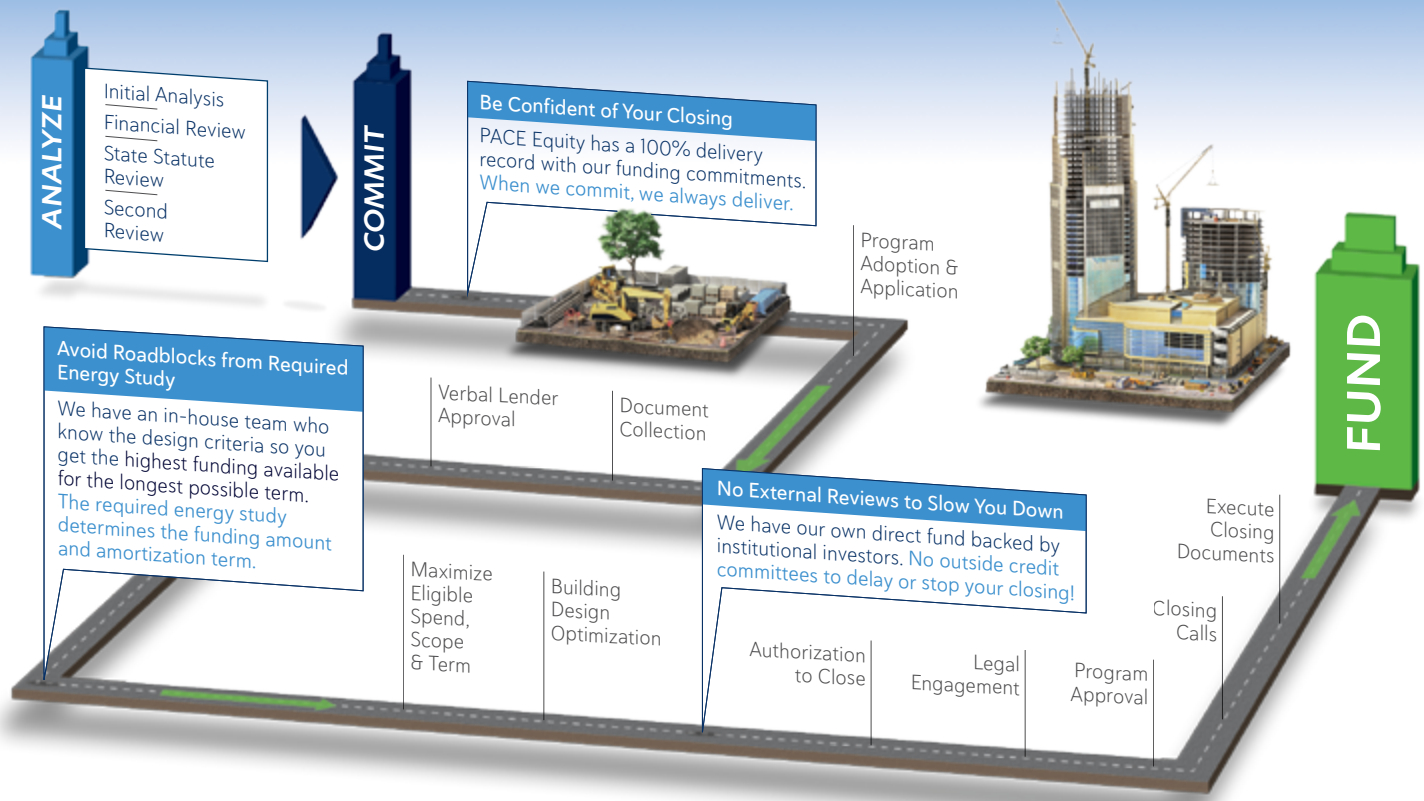
*PACE Equity
consistently delivers
a strong customer
satisfaction rating
at 4.95 / 5.0.*

\$22.3 M
CAPITAL STACK

USDA GUARANTEED LOAN	58%		\$13.0 M
EQUITY	18%		\$4.0 M
PACE EQUITY	24%		\$5.3 M

THERE ARE 87 STEPS NEEDED TO EXECUTE PACE FINANCING. Don't worry, we do all 87.

End-to-End
Project
Management



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.

AWARD WINNING!



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)