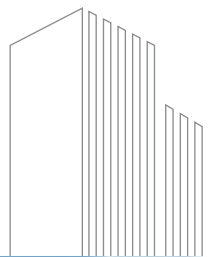


# Better Financing for Better Buildings

QUALIFY FOR LOWER RATES WITH OUR OWN SPECIFICATION OR USE LEED,<sup>®</sup> GREEN GLOBES, PASSIVE HOUSE, AND MORE

CIRRUS<sup>®</sup> Low Carbon is a PACE Equity program that offers a significantly reduced interest rate when you build an energy efficient building.



## Commercial Property Assessed

### Clean Energy (C-PACE) is a

financing option offering long-term, fixed-rate, non-recourse capital. You can use our private capital for costs which impact energy & water spend, renewable improvements or seismic/resiliency measures. The repayment is made through a long-term special tax assessment on the property, making it transferable upon sale or prepayable at any time.



# IMPROVE YOUR RETURNS WITH CIRRUS C-PACE FINANCING

## Lower Rates for Lower Carbon

Lower your overall cost of capital and improve your project returns when you finance your next project with PACE Equity and its CIRRUS C-PACE financing option. High-performance or green certified buildings automatically qualify for lower financing rates.

- Substantial rate reduction from PACE Equity
- Design guidance from the PACE Equity Engineering Team
- Reduced energy consumption
- Improved property value driven by higher NOI
- Improved occupancy rates & rental rates
- Likely eligible for utility rebates & tax incentives



## FINANCIAL IMPACT ANALYSIS WHEN YOU USE THE CIRRUS DESIGN SPECIFICATION

### Costs to Meet CIRRUS Requirements

Total Incremental Construction Costs	\$(100,000)
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### Financial Benefits with CIRRUS

Reduced Interest Paid	\$1,100,000
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Impact on Property Value (from improved NOI)	\$40,000
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Energy Savings	\$29,000
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<b>Total Financial Benefits</b>	<b>\$1,069,000</b>
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<b>Net Financial Impact</b>	<b>\$1,207,000</b>
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Assumptions: (1) Project in Florida; (2) No change in cap rate; (3) 3% annual utility cost escalation.



On average, financial benefits of using CIRRUS Low Carbon are 18X incremental costs.

PROJECT DEVELOPMENT BUDGET:  
**\$48.4 Million**

HARD COST BUDGET:  
**\$29.7 Million**

PACE EQUITY FUNDING:  
**\$12.7 Million**

ASSET CLASS:  
**Renovation Flagged Hotel (HTC)**

SQUARE FEET:  
**71,000 sf**

ANALYSIS BASED ON:  
**10 Years**

UPDATED MEASURES:

- High Performance Roof
- Windows & Walls
- LED Lighting w/Controls
- High Efficiency HVAC
- Low Flow Plumbing
- High Efficiency Water Heaters

CARBON SAVED:  
**14,000 MT**

# THREE WAYS TO QUALIFY

## Path 1: Prescriptive Checklist

- Qualify when your design meets the requirements for the items in the checklist below.

CIRRUS Low Carbon New Construction Requirements (Renovation Requirements are Similar)	
Mandatory Measures: ALL are required	Additional Efficiency Options: TWO are required
<input type="checkbox"/> ASHRAE 90.1-2016 Baseline	<input type="checkbox"/> High Performance Envelope
<input type="checkbox"/> Building Envelope Improvement	<input type="checkbox"/> High Performance Fenestration
<input type="checkbox"/> HVAC Improvement	<input type="checkbox"/> Reduced Thermal Bridging
<input type="checkbox"/> Efficient Water Heating Equipment	<input type="checkbox"/> Air Barrier Continuity
<input type="checkbox"/> WaterSense® Plumbing Fixtures	<input type="checkbox"/> High Performance HVAC
<input type="checkbox"/> Efficient Interior Lighting and Controls	<input type="checkbox"/> High Performance Hot Water Heating
<input type="checkbox"/> Efficient Exterior Lighting and Controls	<input type="checkbox"/> Enhanced Interior Lighting Controls
<input type="checkbox"/> Energy Star® Efficient Appliances	<input type="checkbox"/> Advanced Metering and Energy Monitoring
<input type="checkbox"/> Solar Readiness (if not installing solar now)	<input type="checkbox"/> Electric Vehicle Charging Readiness
	<input type="checkbox"/> Low Carbon Concrete
	<input type="checkbox"/> Solar/Renewable Energy

## Path 2: Greenhouse Gas Performance

- Qualify when your whole building model shows an 8% GHG reduction over the 2016 levels.

## Path 3: Green Building Certifications

- Qualify when your building is planning to or has already received a final certification from a participating green building certification program.



**LEED Silver Buildings  
Qualify for CIRRUS Financing**

If you are on the path to a LEED Silver (or better) certification, or if you recently completed your LEED Silver (or better) building, you automatically qualify for our low CIRRUS financing rate.



## SIMPLE PROCESS

PACE Equity's Low Carbon Engineering Team guides you to a qualifying design, regardless of where you are in the building design process.

- 1 **SIGN** financing commitment
- 2 **ANALYSIS** of project drawings by PACE Equity
- 3 **BUSINESS CASE** & suggested design changes
- 4 **CLOSING** at CIRRUS Low Carbon rate
- 5 **PLAQUE** & marketing promotion



### CUSTOMER SATISFACTION 9.8/10

The specification was clear and achievable. The lower rate made CIRRUS Low Carbon absolutely the right thing to do.

SHAWN NEECE

Principal,  
Renew Partners



ASK US ABOUT THE CIRRUS ZERO CARBON PROGRAM

# Moving projects forward

CIRRUS LOW CARBON POWERED BY PACE EQUITY

833.201.5740

[WWW.PACE-EQUITY.COM/LOWCARBON](http://WWW.PACE-EQUITY.COM/LOWCARBON)

