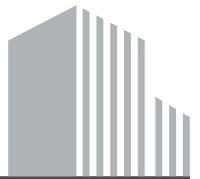


# Post-Construction Refinancing Offers California Hotels Access to Liquidity



WoodSpring Suites Hotels | CA

## \$6.1 MILLION



### PACE EQUITY SERVICES INCLUDE EXPERTISE ON LOCAL PACE GUIDELINES

Two WoodSpring Suites hotels were constructed in Moreno Valley and Bellflower, California. The two locations in Southern California offer their guests a combined 244 extended-stay guestrooms with convenient and comfortable amenities including laundry services, fitness centers, self-serve coffee stations, and more.

The developer turned to PACE Equity to recapitalize the project for the equity investors alongside their permanent senior debt. We retroactively refinanced these projects after construction was complete, leveraging the existing energy efficiency building design budget to grant the developers access to low-cost, long-term C-PACE financing.

Working with PACE Equity on multiple projects allowed this developer to experience our end-to-end management process several times. Beginning with our in-house engineering audit and extending to program approvals and lender consent support, PACE Equity delivers a positive customer experience, every time.

”

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

 THIS PROJECT SAVED 5,000 METRIC TONS CO<sub>2</sub> EQUAL TO ANNUAL EMISSIONS FROM 1,113 

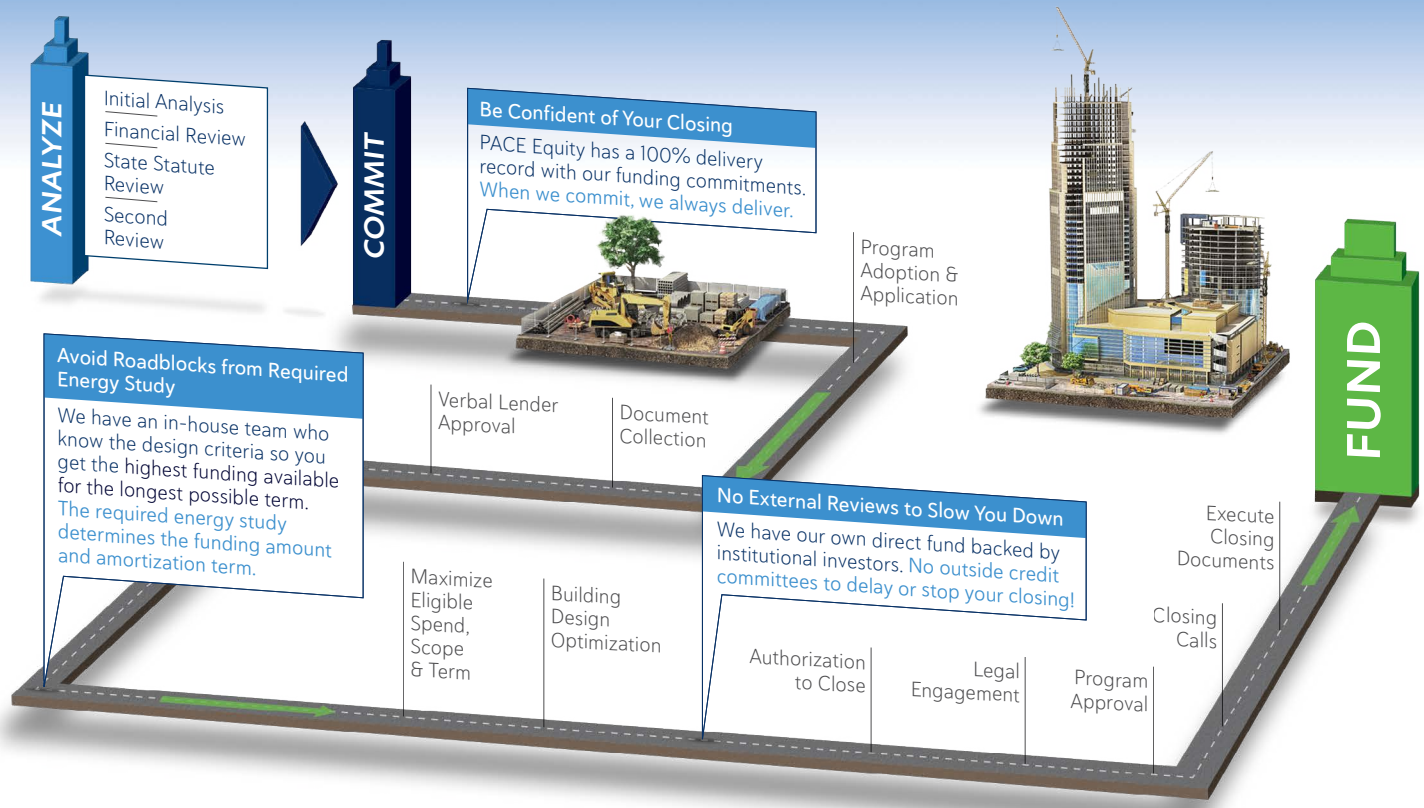


**\$44 M**  
CAPITAL STACK

CONSTRUCTION LOAN .....	74%		\$25 M
EQUITY .....	15%		\$12.9 M
PACE EQUITY .....	11%		\$6.1 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.

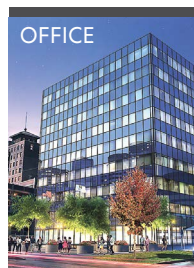
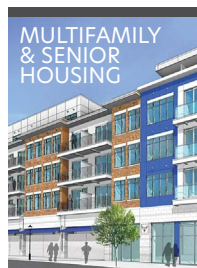
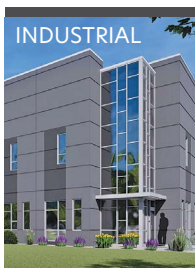
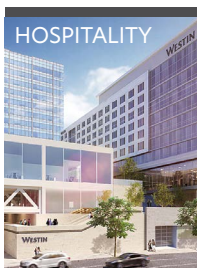
## LOWER COSTS FOR LOWER CARBON

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)