

Property Owners' Perspective on PACE

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K2 CLEAN ENERGY CAPITAL, LLC

Commercial PACE Financing Solutions

Energy Project Development for Property Owners

PACE Project Development Services

I. Energy Audit & Analysis:

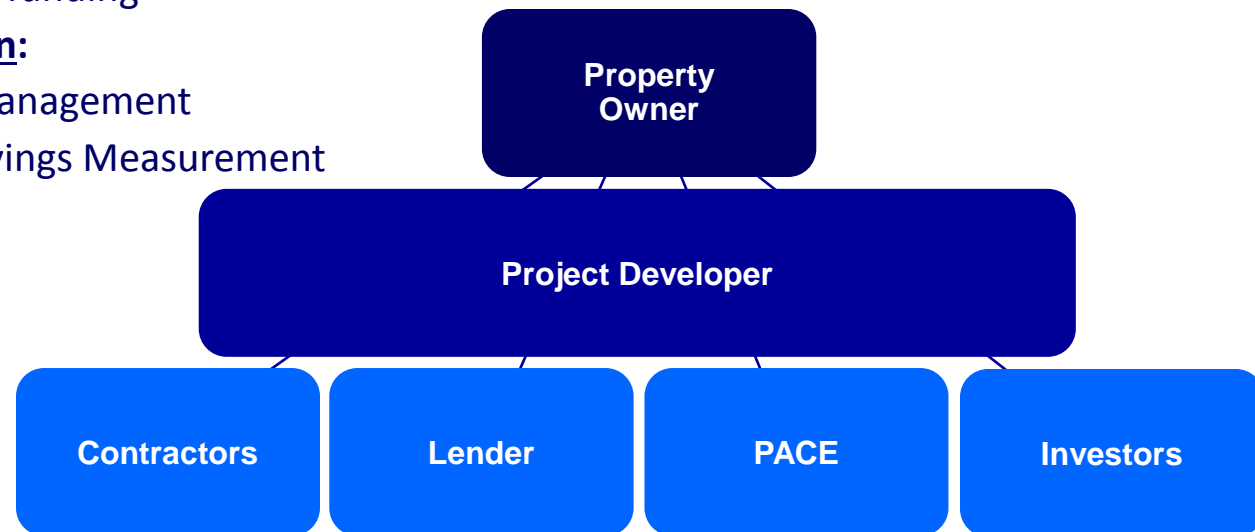
- Site Evaluation and Energy Audit => EE Project Recommendations
- Budgetary Costing & Financial Analyses
- Technical & financial eligibility (LTV) & conduct due diligence on property

II. Project Development:

- RFP Development, management of bid process, normalization of contractor proposals
- PACE applications and coordinate underwriting documentation
- Lender consent and approvals from municipalities
- Identification of incentives and rebates
- Private investor funding

III. Implementation:

- Construction Management
- Project Cost Savings Measurement and Verification



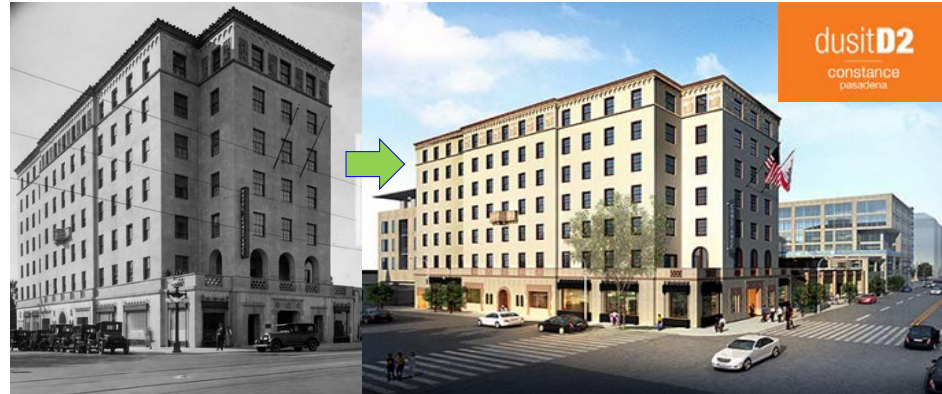
Case Study: Hospitality

Hotel Group: (9) Mid-Level Properties: \$250-500K/property

- EE Opportunities: Solar PV & Thermal, LED lighting, air Handling, HVAC, insulation, low-E windows, new PTAC's & EMS, laundry systems, low-flow fixtures
- Strong contractor network, but lack of resources and expertise on EE technologies
- Guest Experience is #1

dusitD2 Constance Pasadena Hotel: \$6.86M PACE Bond

- Complete renovation of (136) room historic property including: Energy management system, HVAC, LED lighting & controls, water boilers, low-flow fixtures, insulation & windows
- CFO driven project- PACE Funds for operational cash flow until stabilization
- Energy audit completed and PACE bond closed & funded within 2 months from initial application

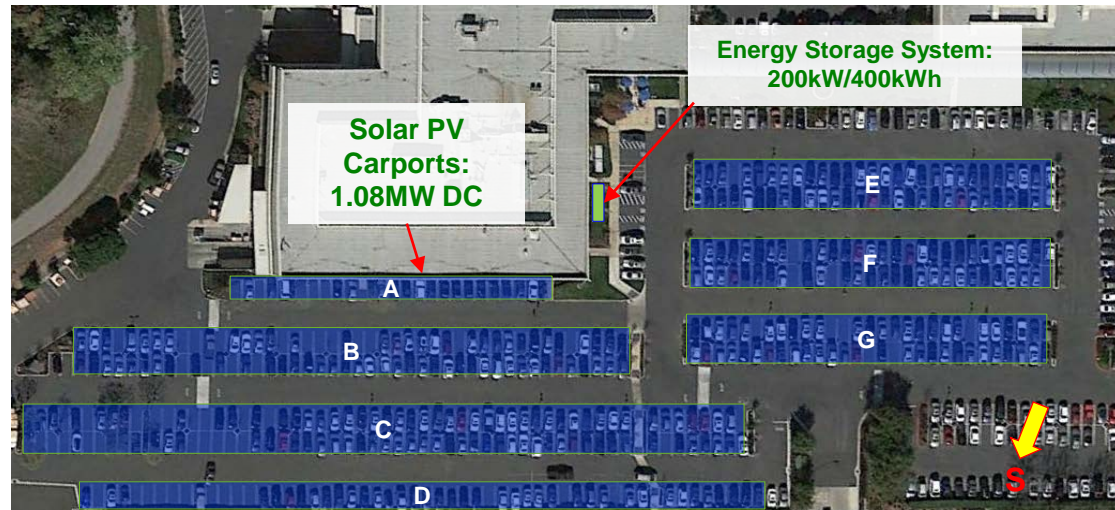


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Case Study: Industrial

Silicon Valley High-Tech Equipment Company: \$4M Project

- 1MW Solar PV System, 200kW-400kWh Energy Storage System, and EV Charging Stations
- Facilities Group Driven: Energy cost savings, creation of demand response program, and environmental stewardship goals
- PACE bypasses internal capital review process
- PACE property tax payments, energy cost savings, depreciation benefits impact different department budgets



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Case Study: Shopping Mall

SoCal Shopping Mall: \$2.5M Project

- EE Opportunities: Solar PV system, roofing, LED lighting system and controls, HVAC, and water pumps
- Driven by Property Manager: Focus on top-line revenue growth and ability to pass costs onto tenants
- Concern PACE will impact ability to obtain debt financing for mall upgrade
- Lack of expertise and resources: Project developer acts as extension of Owner



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Thank You



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