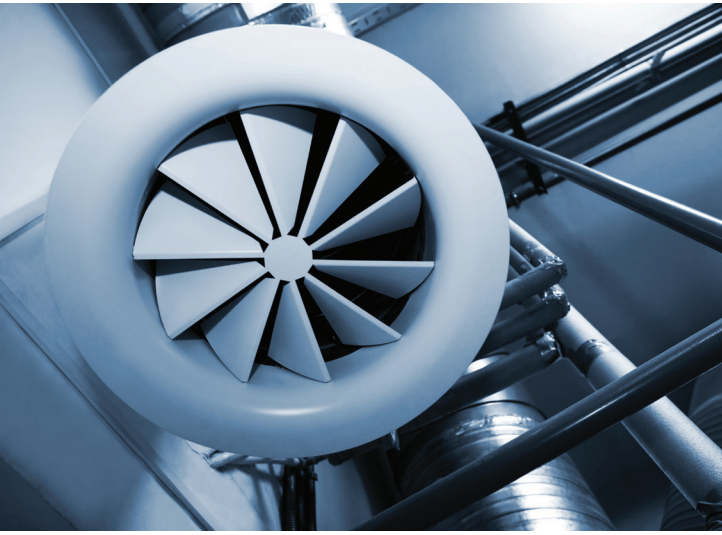




COMMERCIAL ELIGIBLE PRODUCTS GUIDEBOOK



PROGRAM OVERVIEW

Counterpointe Sustainable Real Estate LLC finances energy efficiency, renewable energy generation and other safety, resiliency, sustainability and conservation improvements under Property Assessed Clean Energy Programs (PACE) in a number of states across the country. New construction and previously completed projects may be eligible depending upon location.

Eligible products and improvements must:

- Be permanently affixed to the property
- Meet applicable local, state, federal codes and standards
- Be installed in accordance with manufacturer recommendations

ENGINEERING REPORTS, MANUFACTURER SPECIFICATIONS, ENERGY AND WATER SAVINGS

Manufacturer and model number along with a demonstration of estimated energy or water savings, utility savings or baseline utility data are required to deem a product an Eligible Improvement. Additional documentation such as an energy audit, feasibility study, engineering report, baseline utility data, performance monitoring and verification may be required for a project in your jurisdiction.

PACE programs have differing scope and requirements to approve the improvement of a PACE financed project. Please contact CounterpointeSRE to determine the necessary requirements.

Many wind resistant improvements such as roofing, impact doors and windows may also improve a building's energy efficiency. Please contact the Program for more information on selecting wind resistant improvements that also promote energy conservation and a reduction in greenhouse gases.

EXPENSES ELIGIBLE FOR FINANCING

Eligible costs generally include all projects cost including all related work, financing costs, and soft costs necessary for the installation of Eligible Improvements. Installation costs include, but are not limited to:

- Designs, drawings, and surveys
- Building permits and inspections
- Engineering plans, energy audit and other technical reviews or reports
- Pre-paid warranties and service contracts for repairs and maintenance
- Related carpentry, electrical work, and structural costs associated with installation of the Eligible Improvement

Related work, permits, and inspection costs often represent a significant portion of a project's cost. We recommend professionals provide unit prices in bids plans and work closely with the Program, especially in deep retrofits or new construction, in order to include these costs in the financing.

ABOUT THIS GUIDEBOOK

This is a partial list of Eligible Improvements that is only used as a reference tool. Other projects may be considered for financing that are not included on this list. Requirements vary by jurisdiction and certain projects are only eligible for financing in a limited number of states. Please contact Counterpointe to discuss the details of the project.

ENERGY EFFICIENCY	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
BUILDING ENVELOPE				
Air Sealing, Weatherization and Caulking	SQ FT and R-value	20	Manufacture/Model/Projected Energy Savings	ALL
Attic Insulation	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Ceiling Insulation	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Roof Insulation	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Wall Insulation	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Floor Insulation	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Insulating Carpet & Padding	SQ FT and R-value	15	Manufacture/Model/Projected Energy Savings	ALL
Siding	SQ FT and R-value	20	Manufacture/Model/Projected Energy Savings	ALL
Cool Wall	SQ FT and R-value	15	Manufacture/Model/Projected Energy Savings	ALL
Insulating Concrete Forms (ICF)	SQ FT and R-value	30	Manufacture/Model/Projected Energy Savings	ALL
Radiant Barrier	SQ FT and Solar Reflectance	20	Manufacture/Model/Projected Energy Savings	ALL
Roof-Reflective Tiles or Cool Tiles	SQ FT and Solar Reflectance or R-value	15-30	Manufacture/Model/Projected Energy Savings	ALL
Roof-Cool Shingles	SQ FT and R-value	15-30	Manufacture/Model/Projected Energy Savings	ALL
Roof-Modified Cool Membrances	SQ FT and R-value	20	Manufacture/Model/Projected Energy Savings	ALL
Roof-Reflective gravel, stones or granules	SQ FT	20-30	Manufacture/Model/Projected Energy Savings	ALL
Cool Roof Coating	SQ FT/R-value	15	Manufacture/Model/Projected Energy Savings	ALL
Green roof	Project Specific	40	Manufacture/Model/Projected Energy Savings	ALL
Skylight--glass curb-mounted	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Skylight--glass deck-mounted	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Solar Tubes or Tunnels	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Daylighting	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Exterior door	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Door Canopy	Project Specific	20-40	Manufacture/Model/Projected Energy Savings	ALL
Garage door	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Spandrel Panel	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Curtainwall/storefront	# installed and SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Window--fixed	# installed and SQ FT	15-20	Manufacture/Model/Projected Energy Savings	ALL
Window--operable	# installed and SQ FT	15-20	Manufacture/Model/Projected Energy Savings	ALL
Window film	SQ FT	10	Manufacture/Model/Projected Energy Savings	ALL
Glazing	SQ FT	20	Manufacture/Model/Projected Energy Savings	ALL
Exterior Window/Door Shading-Awning	Project Specific	20	Manufacture/Model/Projected Energy Savings	ALL
Exterior Window/Door Shading-Shutter	Project Specific	20	Manufacture/Model/Projected Energy Savings	ALL
Exterior Window/Door- Solar Screen	Project Specific	20	Manufacture/Model/Projected Energy Savings	ALL

ENERGY EFFICIENCY	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
HVAC-HEATING				
Steam Units and Systems	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Induction Unit Heaters	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Boiler (Steam and Hot Water)	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Furnace	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Radiant Floor Heating	Description of project	20	Manufacture/Model/Projected Energy Savings	ALL
Energy Recovery Heat Exchanger	Description of project	15	Manufacture/Model/Projected Energy Savings	ALL
Water Heater (tank and tankless)	# installed and Size	15	Manufacture/Model/Projected Energy Savings	ALL
Hot Water System Controls	Description of project	15	Manufacture/Model/Projected Energy Savings	ALL
Recirculating Hot Water System	Description of project	15	Manufacture/Model/Projected Energy Savings	ALL
HVAC-VENTILATION				
Fans: Attic, Ceiling, Bathroom and Other	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Destratification Fans	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Exhaust Ventiation Fixture	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Heat Recovery Ventilation	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Unit Ventilators and Packaged Units	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Variable Air Volume (VAV)	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Economizers	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Duct Replacement, Sealing and Insulation	SQ FT/R-value	20	Manufacture/Model/Projected Energy Savings	ALL
HVAC-AIR CONDITIONING				
Air Conditioning-Central and Mini-Split	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Air Conditioning-Packaged and Unit	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Air Conditioning-Air Handling Units	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Chillers (Air and Water Cooled)	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Cooling Towers	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Condensing Units	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Water Softener/Deionization	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Thermal Energy Storage (Hot of Cold)	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Heat Pumps (Heating or Cooling)	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
Cool and Hot Water Loop Piping	# installed and Size	20	Manufacture/Model/Projected Energy Savings	ALL
LIGHTING				
ENERGY STAR Lighting Fixture-fluorescent	# Installed	15	Manufacture/Model/Projected Energy Savings	ALL
ENERGY STAR Lighting Fixture-LED	# Installed	15	Manufacture/Model/Projected Energy Savings	ALL
Lighting Controls & Occupancy Sensors	# Installed	15	Manufacture/Model/Projected Energy Savings	ALL
Interior Fixtures and Luminaires	# Installed	15	Manufacture/Model/Projected Energy Savings	ALL
Exterior Fixtures, Posts, Luminaires	# Installed	15	Manufacture/Model/Projected Energy Savings	ALL

ENERGY EFFICIENCY	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
CONTROL SYSTEMS AND ELECTRICAL				
Building Automation Systems	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Lighting Controls and Control Systems	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Daylighting Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Occupancy Sensor Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Ventilation Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Energy Reduction and Shutdown Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Refrigerator Case Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Freezer Case Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Irrigation Control	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Elevator Controls	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Pumps	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Pneumatic System and Compressors	# installed	20	Manufacture/Model/Projected Energy Savings	ALL
Variable Frequency Drives or other Drives	# installed	15	Manufacture/Model/Projected Energy Savings	ALL
Electric Wiring and Outlet Modernization	Project Specific	20	Manufacture/Model/Projected Energy Savings	ALL
Electric Panel Upgrade	Product Specifications	20	Manufacture/Model/Projected Energy Savings	ALL
Transmission Lines	Description of Project	20	Project Specific	IL
Emergency Standby Generator	Product Specifications	15	Manufacture/Model/Projected Energy Savings	ALL
CLEAN COAL POWER				
Oxyfuel System Power Generation	Description of Project	10	Manufacture/Model/Projected CO2 Reduction	IL
Syngas Boiler and Appliances	Description of Project	15	Manufacture/Model/Projected CO2 Reduction	IL
Carbon Capture Pre or Post Combustion	Description of Project	10	Manufacture/Model/Projected CO2 Reduction	IL
Carbon Capture Transporaton	Description of Project	20	Manufacture/Model/Projected CO2 Reduction	IL
MISCELLANEOUS ENERGY EFFICIENCY MEASURES				
Elevator, including motor & controls	# installed	30	Manufacture/Model/Projected Energy Savings	ALL
Refrigerator Case - Solid Door	# installed	12	Manufacture/Model/Projected Energy Savings	ALL
Freezer Case - Solid Door	# installed	12	Manufacture/Model/Projected Energy Savings	ALL
Refrigerator Case - Transparent Door	# installed	12	Manufacture/Model/Projected Energy Savings	ALL
Freezer Case - Transparent Door	# installed	12	Manufacture/Model/Projected Energy Savings	ALL
Pool Pump and Motor	# installed	10	Manufacture/Model/Projected Energy Savings	ALL
Pool Heater	# installed	10	Manufacture/Model/Projected Energy Savings	ALL
Automatic Pool Cover	SQ FT	10	Manufacture/Model/Projected Energy Savings	ALL

RENEWABLE ENERGY	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
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SOLAR, WIND AND GEOTHERMAL ENERGY				
Solar Panel and Inverter	# Installed / Size	30	Manufacture/Model/Projected Energy Savings	ALL
Solar Water Heater	# Installed / Size	15	Manufacture/Model/Projected Energy Savings	ALL
Solar Pool Heater	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	ALL
Wind Turbines	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	ALL
Passive Heating or Cooling Earth Tubes	Description of project	30	Manufacture/Model/Projected Energy Savings	ALL
Ground Source Heat Pump (Heating or Cooling)	Description of project	20	Manufacture/Model/Projected Energy Savings	ALL

ALTERNATIVE ENERGY				
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Combined Heat and Power (CHP)	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	ALL
Bio Fuel Equipment	Description of project	15	Manufacture/Model/Projected Energy Savings	ALL
Landfill Gas	Description of project	20	Project Specific	ALL
Hydropower	Description of project	30	Project Specific	ALL
Renewable Fuel Production	Description of project	20	Project Specific	ALL
Fuel Cell Power Systems	# Installed / Size	10	Manufacture/Model/Projected Energy Savings	ALL
Battery Energy Storage Systems (BESS)	# Installed / Size	10	Manufacture/Model/Projected Energy Savings	ALL
Mechanical Energy Storage Systems	# Installed / Size	15	Manufacture/Model/Projected Energy Savings	ALL
Electric Vehicle charging station	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	ALL

WATER CONSERVATION	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
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WATER CONSERVATION * STATES INCLUDED: CA / CO / DC / KY / IL / MD / MI / MO / OR / PA / TX / VA / WI				
Low Flow Faucet or Shower Fixture	# installed and GPM	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Low Flow Toilet	# installed	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Waterless Urinals	# installed	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Artificial Turf	SQ FT	15	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Drip Irrigation	FT and GPM	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Irrigation Pump and Controller	# installed and GPM	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Xeriscaping (Drought Tolerant Landscaping)	Description of project	20	Projected Water Savings	ALL - Listed above*

WATER RECYCLING * STATES INCLUDED: CA / DC / KY / IL / MD / MI / MO / OR / PA / TX / VA / WI				
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Industrial Process Water Reuse Projects	Description of project	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Rainwater Catchment System	Description of project	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Recycle Water Source Projects	Description of project	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Septic to Sewer Conversion	Description of project	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Sewer Lateral replacement or Repair	Description of project	20	Manufacture/Model/Projected Water Savings	ALL - Listed above*
Water Filtration Systems	Description of project	30	Manufacture/Model/Projected Water Savings	ALL - Listed above*

RESILIENCY AND HAZARD MITIGATION	REQUIRED MEASUREMENT	EUL	REQUIRED PROJECT DETAIL	STATE
SEISMIC STRENGTHENING				
Lateral Systems, Shear Walls	Description of project	30	Project Specific	CA/OR/UT
Lateral Systems, Moment Frames	Description of project	30	Project Specific	CA/OR/UT
Lateral Systems, New Steel Columns	Description of project	30	Project Specific	CA/OR/UT
Lateral Systems, Column Strengthening	Description of project	30	Project Specific	CA/OR/UT
Lateral Systems, Frame Strengthening	Description of project	30	Project Specific	CA/OR/UT
Foundation Strengthening	Description of project	30	Project Specific	CA/OR/UT
Foundation Connection System	Description of project	30	Project Specific	CA/OR/UT
Structural Connection System	Description of project	30	Project Specific	CA/OR/UT
Masonry Reinforcement	Description of project	30	Project Specific	CA/OR/UT
Emergency Shut off System	Description of project	30	Project Specific	CA/OR/UT
Custom Seismic Retrofit	Description of project	30	Project Specific	CA/OR/UT
WIND RESISTANT ROOFING				
Wind Resistant Shingles	SQ FT	20	Manufacture/Model/Projected Energy Savings	FL/OH/NY/RI
Cable Hold Downs	Description of project	20	Project Specific	FL/OH/NY/RI
Gable End Bracing	Description of project	20	Project Specific	FL/OH/NY/RI
Roof Deck Attachment Strengthening	Description of project	20	Project Specific	FL/OH/NY/RI
Roof to Wall Reinforcement	Description of project	20	Project Specific	FL/OH/NY/RI
Skylight Strengthening	Description of project	20	Project Specific	FL/OH/NY/RI
WIND RESISTANT MEASURES				
High Impact Doors	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	FL/OH/NY/RI
High Impact Windows	# Installed / Size	20	Manufacture/Model/Projected Energy Savings	FL/OH/NY/RI
Opening Protections	Description of project	20	Project Specific	FL/OH/NY/RI
Storm Shutters	# Installed / Size	20	Project Specific	FL/OH/NY/RI
Secondary Water Barrier	Description of project	20	Project Specific	FL/OH/NY/RI
Sill Plate Attachment Strengthening	Description of project	20	Project Specific	FL/OH/NY/RI
Foundation Strengthening	Description of project	20	Project Specific	FL/OH/NY/RI
MISCELLANEOUS				
Health and Safety Improvements	Project Specific	TBD	Project Specific	NY
Environmental Safety Improvement	Project Specific	TBD	Project Specific	RI
Gas Line	Description of Project	30	Project Specific	MASS
Fire Resistant Improvements	Description of Project	TBD	Project Specific	CA