



GENERAL QUESTIONS

What is the CounterpointeSRE Program?

The Program is an administrator for PACE programs that utilizes the expertise and resources of Counterpointe Energy Solutions in a focused effort to provide a nationwide funding platform. The Program provides up to 100% financing for energy efficiency, renewable energy and other products for property owners.

Why is this Program different than Loans?

Unlike loans, the Program offers financing through a property assessment and repayments are made through your property taxes. If the property is sold, the remaining assessment can be passed to the new property owner.

The Program offers 100% financing for energy or disaster mitigation retrofits including soft costs, the cost of the product, installation and other approved ancillary costs. The Program has terms up to 30 years at low fixed interest rates. No balloon payments and assessments are self-amortizing. Terms cannot exceed the useful life of the product or improvement. May qualify for off balance sheet treatment.

How is Program financing repaid?

The Program financing is repaid through your property tax bill and collected with your regular property taxes as non-ad valorem assessment. You will see an additional line item on your property tax bill for your scheduled payment. If you have your taxes escrowed by your mortgage lender, the bank will adjust your monthly payment to include the amount due for the financing.

Who is eligible for this Program?

The Program is available in numerous communities with more coming every day. Use the check eligibility button of the initial application form to see if the Program is available in your area. If the Program is not yet available in your community, you may email our Government Relations Department to learn more. Most commercial property types are eligible including retail, office, hotel and multifamily buildings. If done by property owner, new construction may be considered for financing.



GENERAL QUESTIONS

What Are the eligibility criteria for the Program?

The eligibility criteria vary slightly from state to state, but generally they include:

- The Property taxes must be current with no late payments over the past 3 years in Florida and no more than one late payment over the past 3 years in California.
- All mortgage related debt plus the Program financing may not exceed 100% of the value of the property.
- The Property Owner must be current on their mortgage at the time of the application without any delinquencies of more than 30 days in the past 12 months or since the property owner acquired the property, whichever is shorter.
- The Property must not be subject to outstanding involuntary liens such mechanics or municipal nuisance liens.
- The Property owner must not have declared bankruptcy in the last seven years and must not be subject to an active bankruptcy.

Project Costs must be within industry cost guidelines and can include both the cost of the Eligible or Qualifying Products and the installation costs. Products must be permanently affixed to the property.

Installation costs may include, but are not limited to the cost of and fees for energy, water and similar audits, appraisals, labor, designs, drawings, engineering services, building permit fees, surveys, inspections, materials required in connection with the installation of the Eligible Products and technical reviews.

Project Costs also include the cost of pre-paid warranties and service contracts for repairs and maintenance.

What are the financing parameters for the CounterpointeSRE Program?

The Program generally will finance projects from \$100,000 to \$50 million or more in certain circumstances. Underwriting is based upon property value and net income generated by the property. General approval parameters require a debt service coverage ratio (DSCR) of 1.15x on underwritten stabilized net cash flow and a PACE assessment to value (LTV) of no more than 35% of stabilized property value.

Do Leased Properties or those with Ground Leases qualify for the Program?

Yes. Properties with lease agreements may qualify for the Program subject to proper and adequate documentation, receipt of required property authorizations and signing of all financing documents by all owners. Properties may be subject to other conditions. Please contact the Program for details.

What costs are eligible for financing?

Project costs must be within industry cost guidelines and can include both the cost of the products and all installation costs including soft costs and related work. Installation costs may include, but are not limited to, the cost of and fees for energy, water and similar audits, appraisals, labor, designs, drawings, engineering services, building permit fees, surveys, inspections, materials required in connection with the installation of the eligible products and improvements and technical reviews.

Project costs may also include the cost of pre-paid warranties and service contracts for repairs and maintenance.



GENERAL QUESTIONS

Do I have to select one of the Program Registered Professionals or can I select other Professionals?

One of the benefits of the Program is access to Professionals in your area who perform the type of improvement that you are planning.

You are welcome to refer your own professional apply to the Program and they may perform the work provided they are approved through our registration process.

Please refer your professional to the **Enrollment** section of this website for registration.

How do I start?

Apply via our website to provide contact and basic property information. A representative will contact you with further information about the Program and will answer your questions. Property Managers or others with multiple properties may email a spreadsheet or list of property addresses for assistance with the application process.

What are the eligible improvements or projects?

Improvements related to the installation of renewable energy and energy efficiency products. Some jurisdictions include some risk mitigation improvements (flood, wind, seismic).

Examples of project types include but are not limited to:

- Energy efficiency equipment, such as HVAC, windows, doors, building envelope, cool roofs, meters, elevators, pools and control systems.
- Renewable energy or alternative energy sources, such a solar systems, wind power and storage systems
- Tenant enhancements, such as LEED or WELL certification improvements
- In California, seismic strengthening improvements are eligible as well as water conservation measures, such as irrigation control, artificial turf and low flow fixtures.
- In Florida, wind resistance improvements such as upgrades to roof or installation of impact window, doors and shutters

Can I bundle multiple improvements?

Yes, there are thousands of improvements that are eligible for financing. In certain states PACE can even finance improvements that have been recently installed and put in operation.

Can I get help developing my project? I don't know where to start...

Counterpointe has relationships with many developers, contractors, vendors and engineers. We can help put you in touch with multiple firms so you can feel informed and confident when you are ready to undertake your project.



COMMERCIAL

Why should I consider the Program financing when my bank is offering a lower interest rate?

The Program financing is considered a tax assessment levied by the local governmental taxing authority, similar to an infrastructure improvement bond. Because the financing is a tax, it is reported similar to other line item taxes on the income statement of the property. Please consult with your tax advisor for further information on how this type of financing affects your property.

- The financing is self-amortizing (no balloon payment) with terms that match the useful life of the improvement
- Fixed interest rates over the life of the assessment
- Similar to a non ad-valorem tax, the regular payments are collected along with the normal real estate taxes on your tax cycle.
- 100% financing of project, including all soft costs such as permits, inspections and design fees
- Closing costs can be capitalized
- Maturities between 5-30 years up to the estimated useful life of the improvement
- Prepayment is not required upon sale or refinancing of the property
- May qualify for off balance sheet treatment

Is there a Balloon payment for my Program Financing?

No. The Program financings are self-amortizing with terms up to 30 years. The term must not exceed the useful life of the improvement. For some improvements, such as solar panels, the warranty may determine the maximum term that may be selected.

Is there a due on sale clause in the Program?

No. The Program financings are considered voluntary tax assessments and as such are part of the property taxes. If the property is sold, the tax will be the responsibility of the new owner similar to other taxes.



COMMERCIAL

What is the process for approving a buyer of my property?

Upon a sale or transfer of ownership of your property, the Assessment transfers to the new buyer similar to a tax. There are no fees or approvals required.

Are there default acceleration clauses?

Because the Program financing is considered a Tax Assessment, the collection process will follow the normal tax lien process for each jurisdiction. The assessment is superior to the mortgage in credit standing and would be considered a regular tax lien with all the same rights and remedies of a tax lien in bankruptcy court.

We recently completed some basic energy and water efficiency upgrades to our property. Can I still finance them?

The Program is available for improvements to be made to a property. Certain states will allow completed projects to be financed within 1-2 years of completion.

My company is building a new facility. Can the Program be used to finance a portion of the construction?

New construction may be eligible for the Program if done by property owner and the upgrades improve the energy and water use efficiency of a property. Please call us to discuss your project.

Why is the Program financing different than other construction loans?

Unlike other construction loans, the Program financing offers 100% of the cost of the improvement including development soft costs, the cost of the product, installations and other approved ancillary costs. The Program offers low fixed interest rates and financing terms up to 30 years. Repayments are made through your property taxes and in case the property is sold, the remaining assessment can be passed to the new property owner.



REGISTERED PROFESSIONAL

What is required to become a Program Eligible Professional

The Program eligible professionals must meet the following Minimum Requirements:

- Possess all valid licenses, certifications and registrations (federal, state, and local) legally required to make the Qualifying Improvement(s)
- License must be active and not on probationary status
- Maintain the appropriate insurance coverage for work to be performed
- Satisfy workers' compensation requirements
- Satisfy other federal, state and local requirements associated with the Qualifying Improvement(s)

In addition, specialized improvements such as solar installation, flood mitigation or seismic retrofits may require additional certifications, licenses or training.

Professionals who are not required to be licensed may be eligible for the Program. Please submit online application or contact us for further details.

How do I become a Program Eligible Professional?

To become an Eligible Registered Professional:

- Apply online. You will be contacted with registration materials and Program requirements.
- Submit signed Registered Professionals Agreement and other required documentation as requested. You will be notified once they are reviewed and approved.
- Once approved, you will receive Program overview with process and procedures
- To maintain eligibility, you must comply with the Program Requirements for Registered Professionals



REGISTERED PROFESSIONAL

How does the Program Support Registered Professionals?

Registered Professionals are eligible to work on the Program funded projects. Along with leads and co-branding, another benefit to becoming a benefit with the Program is that your business will be included in lists provided to property owners who request eligible professionals in their area. You may also work with our Marketing Department to showcase your business to property owners through their web accounts.

Are progress payments available to offset the upfront cost of Materials?

Yes. The Program allows for progress payments for projects. Property owners work with contractors to submit a suggested payment schedule. Generally, the program has a maximum of four (4) draws for small projects although more may be requested. Larger projects allow more frequent draw schedules which coincide with the energy retrofits. First payment can be scheduled to be paid upon commencement, to pay subcontractors or to order materials. Solar Contractors may ask for an initial progress payment up to 50% of the installation costs to cover equipment purchases

How are payments made by the Program?

Payments can be made by either check or wire. Funds are disbursed in accordance with a schedule of generally up to four progress payments and subject to submission of required documents. Payments are made weekly and first payment is generally made when the assessment closes.

How quickly are payments made for completed projects?

Final payment is generally subject to submission of passed final city inspections and approvals along with other conditions.



SEISMIC PROGRAM GENERAL QUESTIONS

Why is the Program different than other property seismic construction loans?

Repayments are made through your property taxes and in case the property is sold, the remaining assessment can be passed to the new property owner. The Program offers financing terms up to 30 years for Seismic Retrofits at low fixed interest rates. Please see Seismic Retrofit section of this website for links to information about rent pass through. Unlike other construction loans, the Program offers 100% of the Seismic retrofit including permits, inspections, engineering plans and other soft costs of construction.

Is the Program limited to soft story retrofits?

The Program is not limited to the soft story portion of your building. You can finance other energy efficiency, renewable generation or water conservation improvements. Please contact us for questions about the eligibility of other planned improvements.

Does the Program cover non-structural aspects of the seismic retrofit?

The Program will finance 100% of the seismic retrofit project, not just the structural steel or other hardening measure but all related work for the design. For example, if an electrical panel must be moved in order to properly locate a steel beam, the entire cost of the electrical work and new materials would be covered.

Can the Program finance my Residential building or condo seismic retrofit?

The Seismic Retrofit Program can be used to finance a condo association retrofit. Mixed use buildings or 4 family buildings may also be eligible. Residential buildings of less than 4 units are PACE eligible, but not eligible for financing for seismic strengthening improvements.

My retrofit is not planned to start until next year. When should I apply to the Program for financing?

We understand that Seismic Retrofits require planning, permits and coordination with contractors and tenants. Applications may be placed on hold at any time during the process.



SEISMIC PROGRAM

Early application determines eligibility of the property and allows our representatives to answer your questions. The next step is to receive financial approval and then technical approval of the project.

FINANCIAL APPROVAL

Submission of all the required documents for underwriting allows you to receive financial approval up to a maximum assessment amount. If time elapses between financial approval and closing, you will be required to submit latest version of the documents required for underwriting, such as updated rent rolls and financials. Mortgages may need to be re-verified at closing. Appraisals are generally accepted for up to 12 months.

TECHNICAL APPROVAL

Engineering plans require evaluation by a seismic engineer and your contractor's proposal is to be submitted for PACE approval of costs and products. Unless there are changes to your plans or proposal while your application is on hold, technical approval of your project does not need to be repeated. Please contact us for more information.

How do I learn more about the program?

Visit our web site at CounterpointeSRE.com or call us at (855) 431 4400 for information. A representative will determine the eligibility of your property and then contact you to answer questions and to provide further information about the Program.

SAN FRANCISCO SEISMIC PROGRAM

Is my property subject to the mandatory soft story ordinance?

The City's Soft Story ordinance broadly applies to wood-framed buildings that (1) were permitted for construction prior to 1978, (2) contain five or more residential dwelling units, (3) either are three or more stories or two stories over a basement or under floor area, (4) have any portion extending above grade, and (5) have not yet been seismically strengthened.

For additional information, as well as the time frames for retrofit permitting and completion, please visit <http://sfdbi.org/mandatory-soft-story-program>.

How do I apply?

Please visit CounterpointeSRE.com and click "Apply Now." A representative will contact you to answer questions, to perform eligibility screen and to send more information.

Can I use my own contractor or design professional to complete the retrofit?

All contractor and other professionals must be registered with the CounterpointeSRE Program™ in order for a property owner to use the financing program. You may ask your professional to register by applying online at CounterpointeSRE.com.

Can the cost of the retrofit be passed through to tenants?

Section 7 of Chapter 37 of the San Francisco Administrative Code governs the pass through of mandatory seismic retrofit costs to tenants. In general, 100% of eligible costs amortized over a period of 20 years can be passed through to tenants. Additional information including the petition form, can be found at <http://www.sfrb.org/Modules/ShowDocument.aspx?documentid=2842>.



SEISMIC PROGRAM

What are the rates and costs of financing?

Interest rates for the Program vary by the repayment term of the assessment and are subject to change based on the market conditions. Current rates range from 5.75%-7.25% for terms up to 30 years. Upfront costs (including appraisal and other third-party costs) for the Program range from 4% to 6% of the amount of the financed costs, exclusive of prepaid interest. No balloon payments, assessments are self-amortizing and financing may qualify for off balance sheet treatment. Interest rates are fixed over the life of the assessment.

Can I finance my design/engineering costs for the seismic retrofit?

Counterpointe Sustainable Real Estate offers 100% financing of eligible improvements. Design, permits, inspections and engineering costs qualify as eligible costs. Closing costs can also be capitalized.

What other type of improvements can I finance through the Program?

The CounterpointeSRE Program™ provides Property-Assessed Clean Energy-based (“PACE”) financing to property owners. In addition to seismic strengthening, the Program can finance energy efficiency improvements, renewable energy systems, and water conservation improvements. For additional details on eligible improvements, please visit the products page on our website or contact **Counterpointe Sustainable Real Estate** at **855-431-4400**.

How are payments disbursed by the Seismic Program?

Two to four payments are usually disbursed directly to professionals according to an approved payment schedule. Property owners are directly reimbursed for all their costs, such as deposits or other soft costs. First payment generally is scheduled with the start of demolition, payment of subcontractors or ordering of materials. Final payment can occur when construction has completed and project has passed all final approvals and inspections.

Can I get reimbursed for work that has already been completed?

CounterpointeSRE Program™ can only provide financing if an application has been submitted prior to completion of the project. If you have begun a seismic retrofit and are considering utilizing the Program, please submit an application at **CounterpointeSRE.com**. There is no obligation and there are no costs to apply.

Do condominiums qualify for the Program?

The CounterpointeSRE Program™ works with owner associations (OA) for retrofits involving common areas. There is no cost to the OA and funds are paid directly to the OA. All unit owners do not need to participate although there are minimum assessment requirements. Unit owners may include additional projects in their individual financing.

What is the AllianceNRG Program™?

AllianceNRG Program™ is the sister company to Counterpointe Sustainable Real Estate and provides PACE financing for energy efficiency and water conservation improvements to residential properties. Counterpointe Sustainable Real Estate is now providing all financing for seismic retrofits and commercial properties under the SF ESIP program. Applications made to AllianceNRG are transferred to CounterpointeSRE Program™.

Who do I contact for financing help?

More information is available in the FAQ section at **CounterpointeSRE.com** or contact **(855) 431-4400**.



SEISMIC PROGRAM

LOS ANGELES SEISMIC PROGRAM

Is my property subject to the mandatory soft story ordinance?

The city's Ordinance 183893 broadly requires the retrofit of pre-1978 wood-frame soft-story buildings and non-ductile concrete buildings. To determine building and safety-related information for your property, visit <https://www.ladbsservices2.lacity.org/OnlineServices/?service=plr>.

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All contractor and other professionals must be registered with the CounterpointeSRE Program™ in order for a property owner to use the financing program. You may ask your professional to register by applying online at **CounterpointeSRE.com**.

Can the cost of the retrofit be passed through to tenants?

Ordinance 183893 grants authority to the Rent Adjustment Commission to modify the Tenant Habitability Plan (THP) so that property owners may pass through a portion of seismic retrofit costs to tenants. Properties not subject to rent control may pass tenant improvements through as determined by lease and other restrictions. For more information, visit http://hcidla.lacity.org/sites/default/files/documents/the_thp_process_rent_cost_recovery_programs_0.pdf.

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Interest rates for the Program vary by the repayment term of the assessment and are subject to change based on the Program's cost of capital and market conditions. Current rates range from 5.75%-7.25% for terms up to 30 years. Upfront costs (including appraisal and other third-party costs) for the Program range from 4% to 6% of the amount of the financed costs, exclusive of prepaid interest. No balloon payments, assessments are self-amortizing and financing may qualify for off balance sheet treatment. Interest rates are fixed over the life of the assessment.

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Who do I contact for financing help?

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WIND MITIGATION RETROFITS

Why is the Program different than other property construction loans?

Unlike other construction loans, the Program finances up to 100% of the risk mitigation retrofit including development and soft costs, the cost of the product installations and other approved ancillary costs. The Program offers low-fixed interest rates and financing terms up to 30 years for Flood and Wind Mitigation Retrofits. Repayments are made through your property taxes and in case the property is sold, the remaining assessment can be passed to the new property owner.

What Kind of Wind mitigation products does the Program finance?

The Program can provide 100% financing on all types of wind resistance improvements, including, but not limited to:

- Strengthening the roof deck attachment
- Creating a secondary water barrier to prevent water intrusion
- Installing storm shutters
- Reinforcing roof-to-wall connections
- Impact windows and doors



LOCAL GOVERNMENTS

What Are the Benefits of the Program to Local Governments? The Program was formed by local governments for local governments with the special purpose to provide long-term financing for structural improvements that encourage renewable generation, energy efficiency and disaster resilience (wind, flood and seismic resiliency upgrades are available in certain areas or pending legislation). The Program is an independent funding source, and any municipality may subscribe by resolution or ordinance to make this financing opportunity available for its community.

Is the Program Statewide or just Local?

The Program provides the strength and financial stability of a statewide statutory program, yet supports home rule by allowing each municipality to decide whether to invite the Program in to provide PACE financing.

- As a local government, the Program removes both the administrative burden and liability from participating municipalities. Plus, its activities are fully transparent, subject to public records and government-in-the-sunshine requirements.
- Municipalities can legally and prudently opt in to the Program without an RFP, allowing job creation to begin immediately.

Why Should a Local Governments Opt-In to the Program?

The Program was formed for local governments with the special purpose to provide long-term financing for structural improvements that encourage renewable generation, energy efficiency and disaster resilience (seismic, flood and wind in certain areas pending legislation). The Program is an independent funding source and any local government may subscribe by ordinance or resolution to make this financing opportunity available for its community.

How Does the Program Provide Jobs or Economic Growth?

The PACE program has the potential to stimulate significant local economic activity and put contractors back to work. PACE creates more work for contractors. Those contractors who participate in PACE across the country have realized increases in their sales and have often expanded their workforce to handle the extra demand for their services. PACE will also increase revenues for local building departments issuing building permits.



LOCAL GOVERNMENTS

The American Council for an Energy-Efficient Economy (ACEEE) estimates that 17 direct jobs are created for every \$1 million financed by the Program as well as creates two indirect jobs (see <http://aceee.org/fact-sheet/deeper-methonology>). This will directly affect the building trades across the state, putting many skilled unemployed and underemployed contractors back to work.

How Does the Program Help Property Owners?

The Program gives Property Owners access to long-term financing for up to 100% of all costs associated with energy efficiency, renewable generation and disaster resilience (wind, flood and seismic in certain areas). Payments for these improvements can be structured to generate positive cash flow to the Property Owner because the cost savings derived from them exceeds the amount of the assessment payment. Property Owners may also achieve savings by reducing insurance premiums for disaster resilience improvements (available only in certain areas or pending changes in current legislation).

What Are the Costs to a Local Government?

All costs of administration are carefully borne by present (and future) program users not the local government general funds. The benefits of the program require no staff time from any subscribing local government for implementation. Special districts are not required nor are the costs associated with setting up a district. The subscribing local governments may assist in promoting the program to generate economic stimulus and jobs creation to meet their local needs but it is not required.

What Is the Subscription Process?

Governments can legally and opt into the Program through the sponsoring statewide Joint Powers authority or local improvement authority without an RFP, allowing job creation to begin immediately.



SOLAR PROGRAM GENERAL QUESTIONS

Why is the Program different than other financing options for solar? Repayments are made through your property taxes and, if the property is sold, the remaining assessment can be passed to the new property owner. The Program offers financing terms up to 30 years for solar systems at low fixed interest rates. The Program offers 100% financing of solar systems including permits, inspections, engineering plans and other soft costs of construction.

When are payments issued for solar projects?

CounterpointeSRE (CSRE) is committed to helping professionals grow their businesses and offers solutions designed to free up working capital. Solar projects have a number of upfront costs such as origination costs, engineering and permitting costs and procurement costs. CSRE provides progress payments for solar projects so our partners are not cash constrained. The payment schedules are as follows:

- | | |
|--|---|
| <p>1 Standard Payment Terms</p> <ul style="list-style-type: none">a. 30% at Closingb. 60% at Installation Completionc. 10% at Permission to Operate (PTO) | <p>2 Preferred Payment Terms</p> <ul style="list-style-type: none">a. 40% at Closingb. 50% at Installation Completionc. 10% at PTO |
|--|---|

***If your solar project has additional construction components (eg. roofing) and you need specific progress payments, please contact us about setting up payment terms that meet your specific needs.

Why does it make sense to finance solar with PACE?

You can offset the electricity you purchase from your local utility with electricity generated from a solar system financed through our Program. The Program financing is repaid through your property tax bill and collected with your regular property taxes as non-ad valorem assessment. If the annual assessment on your property tax bill is lower than your annual electricity bill, you are able to enjoy savings on your utility costs in year 1. The Program also allows you to defer your first payment up to 18 months, essentially allowing you to defer a portion of your utility costs.



LENDER CONSENT

Is a C-PACE financing senior to the mortgage?

PACE financing is provided through a non ad-valorem tax assessment, which is placed on the property by the local taxing authority. The payments are collected through the normal local property tax collection process and appear as an additional line item on the property tax bill. While the lien is placed on the property for the assessment amount, only the annual payment may be collected each year by the tax collector. In effect, only the annual payment amount is senior to the mortgage. Similar to ad-valorem property tax, any default collection process is limited to the payment amount and is generally property owner friendly with reasonable cure periods.

How is PACE financing different than Mezzanine Lending?

Unlike mezzanine lenders, capital providers for C-PACE assessments are not permitted any rights relative to any actions taken by the first mortgage lender, avoiding the need for complicated and expensive intercreditor agreements.

How does C-PACE benefit the lender?

The use of C-PACE financing improves infrastructure and increases collateral value. In addition, the replacement of aged equipment reduces a building's operating costs with positive cash flow through lower utility savings that exceed the fixed annual payments of long term financing. C-PACE financing protects lenders from collateral devaluation by incentivizing property owners to preserve and to increase collateral value.

Does increasing the energy efficiency or sustainability affect lender's risk?

A recent study by Trepp highlights the potential importance of taking energy efficiency and price risk into account when developing risk evaluations of a mortgage. This study finds increasing energy efficiency lowers a mortgage lender's risk.



LENDER CONSENT

How should a senior lender underwrite a property for a potential C-PACE financing?

The structure of C-PACE as a tax assessment may allow owners to pass the costs through to tenants under most lease types. Lenders already factor property taxes and assessments into their underwriting models and can easily evaluate how an incremental C-PACE assessment would affect a credit decision.

Many lenders view a C-PACE financing similar to a ground lease payment, but with far more predictability.

C-PACE FINANCING	GROUND LEASE
Fully Amortizing	Balloon Payments
No Payment escalation	Payment escalators
No Acceleration Rights in case of default	Acceleration in Default
No technical defaults	Technical Defaults
Actions limited to recovery of payments	Full Foreclosure rights

What are the default provisions and foreclosure process for a C-PACE financing?

Similar to tax liens, default provisions in a C-PACE assessment are limited to non-payment and do not have any technical default provisions. In general, the defaulted C-PACE assessment is recovered through the regular local tax recovery process and the tax collector can only recover the defaulted coupon, rather than the entire outstanding assessment. Although the tax collection process will vary by state, generally a tax foreclosure is very property owner friendly in order to avoid losing the property.

Can a lender escrow the C-PACE annual payments?

Yes. Similar to other taxes, a lender with concerns about payments of future tax assessment bills related to can require that funds be escrowed to ensure timely payment. In addition, a lender may request the C-PACE capital provider to capitalize an interest reserve to carry the PACE payments through the construction period.

Have many lenders consented to C-PACE financing?

Yes. Recognizing the value has of C-PACE financing, over 161 lenders including many of the largest money center banks have consented to PACE financing. See a list of consenting lenders here {PACE- Nation Lender Consent}



The Counterpointe Program™ and Counterpointe Energy Solutions (CA) LLC obtained certain of the information contained in this document from sources thought to be reliable. Any estimates and projections contained herein have been prepared involve significant elements of subjective judgment and analysis which may or may not prove accurate. Neither the Counterpointe Program™ nor Counterpointe Energy Solutions (CA) LLC make any representation or warranty, expressed or implied, as to the accuracy or completeness of the information contained in this document, and nothing contained herein is, or shall be relied upon as, a promise or representation, whether as to the past or the future. This document does not purport to contain all of the information that may be required to evaluate whether applying for financing from the Program is appropriate and each property owner should conduct its own independent analysis of the Counterpointe Program™ and the information and data contained or referred to in this document.

THIS DOCUMENT DOES NOT CONSTITUTE A COMMITMENT TO PROVIDE FINANCING. EACH FINANCING IS SUBJECT TO APPROVAL. AVAILABILITY AND TERMS AND CONDITIONS ARE SUBJECT TO CHANGE WITHOUT NOTICE. PROPERTY OWNERS SHOULD NOT CONSTRUE THE CONTENTS OF THIS DOCUMENT AS LEGAL, INVESTMENT OR TAX ADVICE OR AS AN ENDORSEMENT OF ANY KIND. PROPERTY OWNERS SHOULD CONSULT THEIR OWN ADVISORS AS TO LEGAL, INVESTMENT, TAX AND RELATED MATTERS CONCERNING THE PROGRAM AND SHOULD PERFORM THEIR OWN DUE DILIGENCE REGARDING THE DESIGN, INSTALLATION AND VALUE OF ANY PROPOSED IMPROVEMENTS AND THE SELECTION OF CONTRACTORS AND DESIGN PROFESSIONALS.