

PACE Programs Comparison Matrix



Provider Name: **CounterPointe Energy Solutions LLC (CES) AllianceNRG Program™**

**Background:** CES is a national PACE Program Administrator. The AllianceNRG Program is a strategic initiative created to leverage the resources and expertise of CounterPointe Energy Solutions and Leidos Engineering in order to provide a turnkey solution for municipalities to successfully implement assessment-based financing programs. The centerpiece of this turnkey solution is our best-in-class, web-based software and the related secure portals that give all stakeholders access to our program. Our PACE experience, engineering expertise and capital markets expertise is unparalleled in the PACE marketplace.

Policy	Data
Authorization	
Government Entity/ Governance Structure	CSCDA was created by and for local governments in California, and is sponsored by the California State Association of Counties (CSAC) and the League of California Cities (“the League”). Currently, more than 500 cities, counties and special districts have become Program Participants to CSCDA. CSCDA is governed by a seven-member commission that are appointed by CSAC and the League
Participating Jurisdictions	Currently available in over 100 communities with another 35 expected within the next 90 days. Complete list available at <a href="http://www.cscda.org/Open-PACE">www.cscda.org/Open-PACE</a> ).
Project Costs/ Total Initial Fees	Can finance 100% of eligible project costs and closing costs.
Lien	PACE assessments are <i>pari passu</i> with property taxes
Term/ Loan Term	5,10,15,20,25, or 30 years
Lender/ Mortgage Notification or Consent	If property taxes are escrowed or impounded under mortgage documents, then lender notice is recommended. Lender consent is required to be obtained only if mortgage documents require lender’s consent for a property owner to agree to a non-ad valorem tax assessment.
Disclosure	Disclosure is provided regarding the Program’s closing costs, fees and interest rates, including APR, the FHFA’s position on PACE assessments, the Program’s Privacy Policy, the Equal Credit Opportunity Act, the Fair Credit Reporting Act, The Housing Financial Discrimination Act, the Patriot Act and the Federal E-sign Act.
Pre-Lien loan to Value	≤ 15%

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Post-Lien Loan to Value	< 100%
Total Aggregate Property Taxes/ Assessments	The aggregate amount of the annual real estate taxes and assessments on the property after giving effect to the amount of the annual Assessment installment may not exceed 5% of the value of the property.
Capitalized Interest	Yes
Credit History/ Credit Check	A credit report is obtained to verify certain representations made by the property owner in the application (e.g., bankruptcy history, payment history on mortgage related debt). Approval is not based on income or FICO score.
Bankruptcy History	Yes. See above.
Participates in PACE Loss Res. Program (CA State)	Yes
Legal Validation	Yes, CSCDA Open PACE legal bond validation on 4/20/15
Property Owner Fees/Costs	Residential: Annual Admin Fee: \$60, Program Administration Fee: 6.5% of Assessment Principal, Recording Fee: \$100, Reserve Deposit: 0.25% of Assessment Amount, Trustee fees \$85.  Commercial: Annual Admin Fee: \$150, Program Administration Fee: 5.0% (5.5% for seismic retrofits) of Assessment Principal, Recording Fee: \$100, Reserve Deposit: 0.25% of Assessment Amount, Trustee fees \$175
Fees to Contractor	None
Consumer Protection	The most complete Consumer Protection Guidelines available today. See CSCDA Protection Policy available at: <a href="http://cscda.org/Open-PACE/Documents/PACE-Consumer-Protection-Policies-final-12-1-15">http://cscda.org/Open-PACE/Documents/PACE-Consumer-Protection-Policies-final-12-1-15</a>

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Number of Customers Served: Residential and Commercial/ Projects Financed	2112 applications
Location of Corporate Office and presence in local jurisdiction	100 Broadway, Oakland, CA 6401 Congress Avenue, Suite 200, Boca Raton, FL
Do you share loan fees with jurisdictions?	No
Financing Organization	CounterPointe Energy Partners LLC and affiliates
Administrator	CounterPointe Energy Solutions (CA) LLC (“CES”)
JPA	California Statewide Communities Development Authority (CSCDA)
Legislative Origin	AB 811
Website	<a href="http://www.alliancenrg.com/retail/">www.alliancenrg.com/retail/</a>
Residential	Yes
Commercial	Yes
Secured	PACE assessments are <i>pari passu</i> with property taxes

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Interest Rate	Residential: 5 Year 5.95%, 10 Year 7.65%, 15 Year 8.00%, 20 Year 8.25%, 25 Year 8.50%, 30 Year 8.75% Commercial: 5 Year 5.95% 10 Year 6.25%, 15 Year 6.50%, 20 Year 6.75%, 25 Year 7.00%, 30 Year 7.50%
More detail on range, what are the factors?	Rates are determined by length of assessment term. Maximum term is determined by product's useful life.
Energy Audit	Residential: recommended, not required Commercial: recommended, not required
Selection of Contractor	Property Owner selects from list of contractors who are registered with the AllianceNRG Program. Each contractor must have met minimum licensure and insurance requirements, have verifiable work references, received a mandatory program orientation, have direct access to program forms, guidebooks and customized collateral materials.
Annual Admin Fee	\$50 (est.)
Program Admin/ Underwriting	Residential: 6.50% Commercial: 3.00 to 4.0%
Recording/ Title Fee	\$100
Application Fee	\$0
Software	Online Property Owner (PO) portal for application submission and processing. Online Contractor portal for processing PO PACE assessments. Online Government portal with PO, contractor and energy savings dashboards.
Contractor Fee	\$0
Reserve Deposit	0.25%

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Financing Min/Max Amounts	Residential: Min \$2,500; Max: Market Value of Property $\leq$ 700k less than 15% LTV, $\geq$ 700k less than \$105,000 + 10% of LTV greater than 700k Commercial: Min \$50,000; 15% LTV of property
Residential Average Assessment	\$16,835
Prepayment Penalty	Residential: none Commercial: Yield maintenance
Year Started	2015
Number of Assessments (total defaults)	Zero
Area	Over 100 cities and counties
Alameda County Jurisdictions	Albany, Berkeley, Hayward, Oakland, Piedmont, Union City with others pending
Average Time from Application to Payment	Residential: Application prequalification in minutes and payments will be made once both homeowner and contractor sign a Completion Certificate Commercial: Approximately 30-45 days for underwriting approval and payments will be made once both property owner and contractor sign a Completion Certificate
Dispute Resolution	Formal dispute resolution process; contractors may be placed on probation if found to have acted outside of program, team to handle customer service. AllianceNRG Program works closely with contractor on any and all dispute resolutions in order to satisfy the customer.
Contractor List	300+ Registered Professionals in California. Complete list is available upon request.
How long is the training to become a participating contractor?	Required training video and webinars. In-person presentation available for groups. Ongoing training and support is constant.

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Contractor Training and Support	Leidos Engineering LLC, with over 24,000 employees and 4,00 engineers nationwide, provides contractor training, logistics and support. Support includes one-on-one training, call center with advisors and consultants available to answer any questions.
Process for Local Government to Join	Pass CSCDA Open PACE Resolution (available at CSCDA-OPEN-PACE-Opt-In-Resolution-(3).doc) and requires being a CSCDA member
What is the liability associated with joining the JPA? What commitments is the local government making?	None
Language around indemnification of the joining jurisdiction?	Per the Opt-In Resolution: “WHEREAS, the [County/City] will not be responsible for the conduct on any assessment proceedings; the levy of assessments; any required remedial action in the case of delinquencies in such assessment payments; or the issuance, sale or administration of any bonds issued in the connection with the Programs.”
Provides reports to participating jurisdiction – what data?	Real-time data on program participants, status and lien amounts available to jurisdictions via a web portal; quarterly reports and meetings as requested
Termination Process for Govt.	Execute an opt-out resolution
Includes solar electric?	Yes
Includes solar hot water?	Yes
Includes seismic?	Yes (commercial only)
Includes water efficiency?	Yes

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Includes landscaping?	Yes
Includes EV charging?	Yes
Financing Capacity in California	No maximum
Are any necessary improvements to non-energy systems included in financing (e.g. asbestos remediation or electric panel replacement)?	Yes. Improvements to a property that are required for the proper installation and functioning of the energy or water saving product or energy generation system or seismic retrofits are eligible for inclusion in the financed amount.