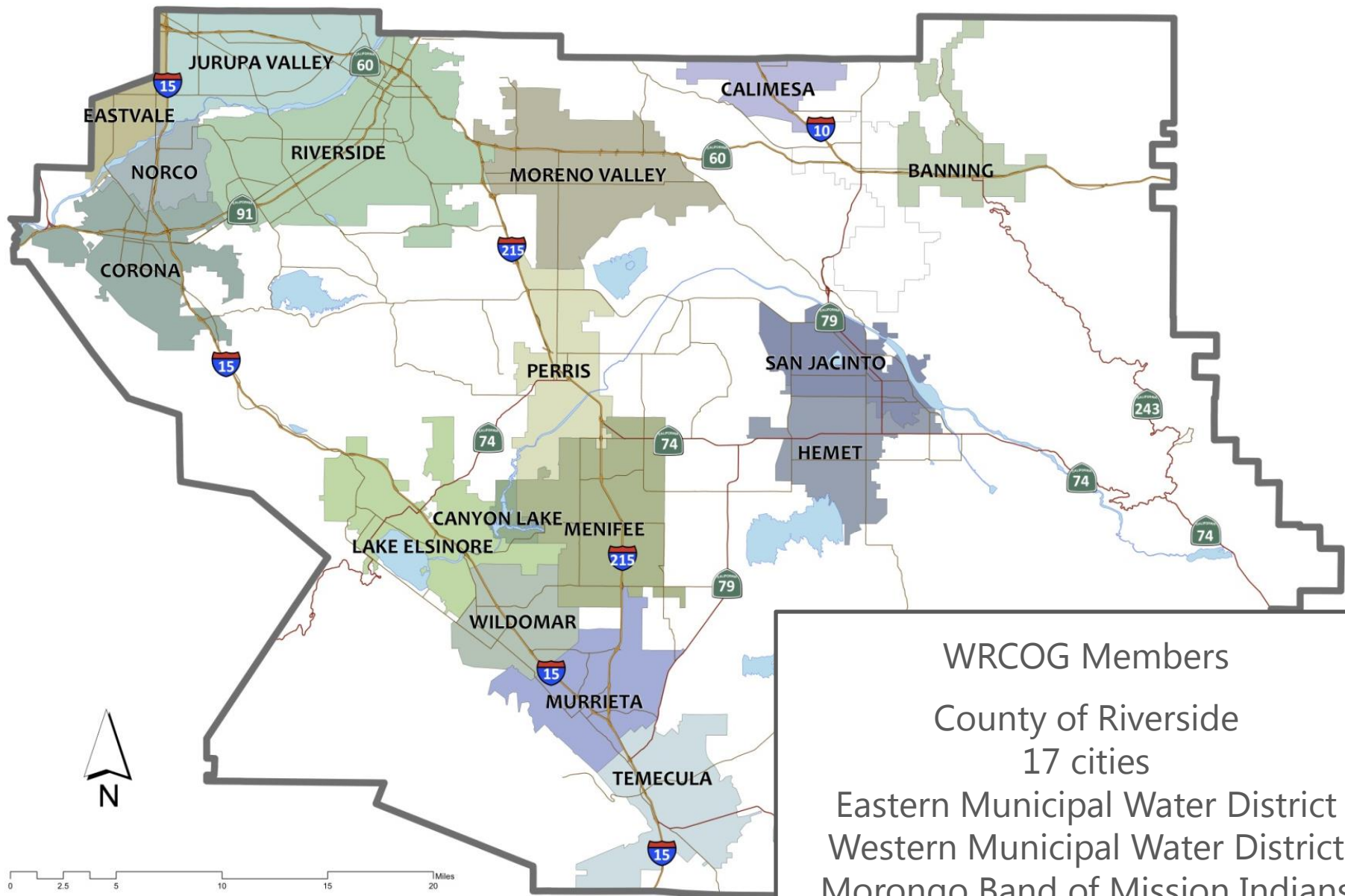




CAEATFA
Board Presentation
January 17, 2017





Program goals

- Assist property owners of improved real property with making significant investments in the long-term health of the local, state, and national economy and global environment
- Create/retain construction jobs
- Retrofit 10% of pre-2000 constructed homes
- Save the region approximately 464 billion Btu's or 45 million kWhs
- Assist non-residential property owners with the construction of renewable energy improvements, such as solar photovoltaic systems, that allow the generation of electricity by alternative and renewable resources.

19,004 Homes Improved

12/14/2011

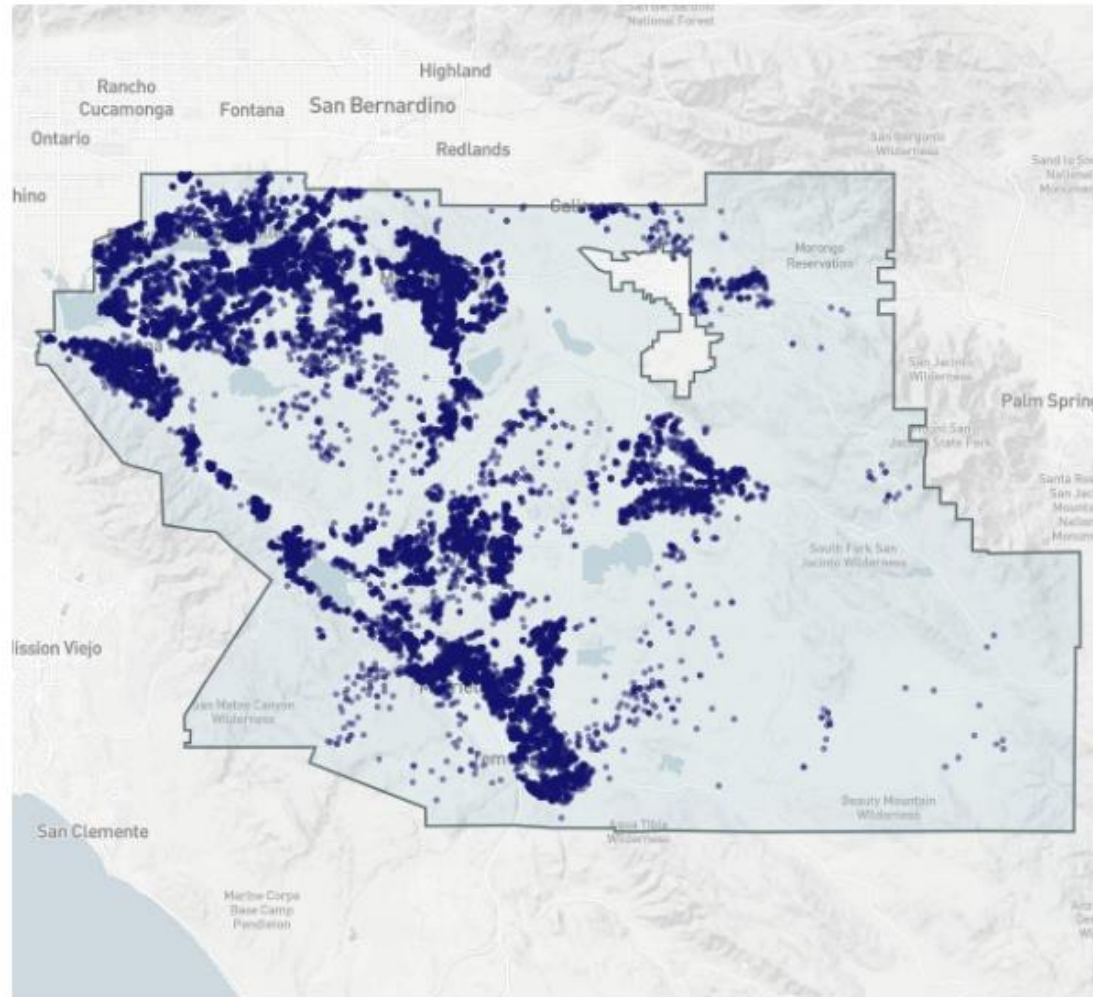
HERO Launch Date

460,662

Housing Count

01/01/2011 - 01/06/2017

Report Range



Improvements

Type	Total Installed	Bill Savings
Energy	25.3K	\$292M
Solar	12.3K	\$515M
Water	1,691	\$12.4M

Lifetime Impact

Applications Submitted	51.9K
Applications Approved	35.3K
Funded Amount	\$428M
Economic Stimulus	\$740M
Jobs Created	3,630
Energy Saved	3.14B kWh
Emissions Reduced	849K tons
Water Saved	1.34B gal

Learn how these numbers are calculated at <https://www.herogov.com/faq>

36,752 Homes Improved

02/10/2014
HERO Launch Date

5,645,029
Housing Count

02/10/2014 - 01/06/2017
Report Range



Improvements

Type	Total Installed	Bill Savings
Energy	51.4K	\$617M
Solar	21.1K	\$971M
Water	3,906	\$31.1M

Lifetime Impact

Applications Submitted	102K
Applications Approved	75.5K
Funded Amount	886M
Economic Stimulus	\$1.53B
Jobs Created	7,524
Energy Saved	5.65B kWh
Emissions Reduced	1.50M tons
Water Saved	3.35B gal

Learn how these numbers are calculated at <https://www.herogov.com/faq>

Questions ?

1

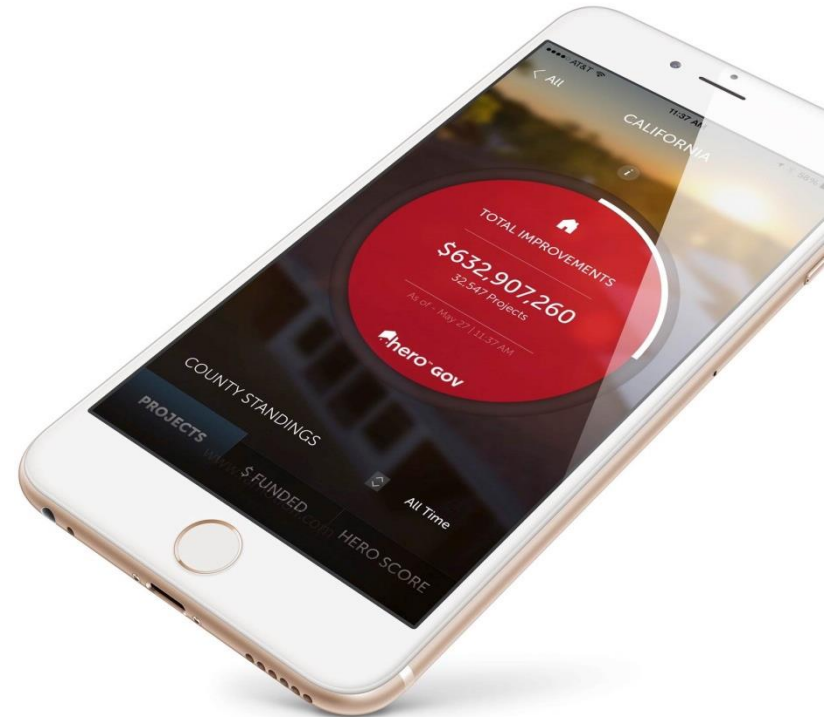
www.heroprogram.com

2

Contact Information:

Crystal Adams
Western Riverside Council of Governments
(951) 955-8312 or email adams@wrcog.cog.ca.us

Barbara Spoonhour
Western Riverside Council of Governments
(951) 955-8313 or email spoonhour@wrcog.cog.ca.us



RENOVATEAMERICATM

Building A Better Future, Together

HERO is California's Largest Residential PACE Program

Renovate America's PACE Program, HERO (Home Energy Renovation Opportunity), provides a full PACE financing solution platform.

Program Features

- Unique Underwriting Infrastructure
- Leading Consumer Protections
- Extensive Database of Products
- Data Tracking for Consumers, Contractors and Municipalities
- Robust HERO Property Advisors team to support homeowners, agents, and loan officers in post-funding finance questions and sale/refinance transactions

Program Impact

- **421** signed communities across California (~88% of the state has approved HERO)
- **87,000** homes improved
- **\$2.1 Billion** funded in upgrades
- **17,838** local jobs created
- **\$3.6 Billion** in lifetime economic impact
- **3.5 Million** tons of abated CO₂ emissions
- **\$3.5 Billion** in lifetime utility bill savings

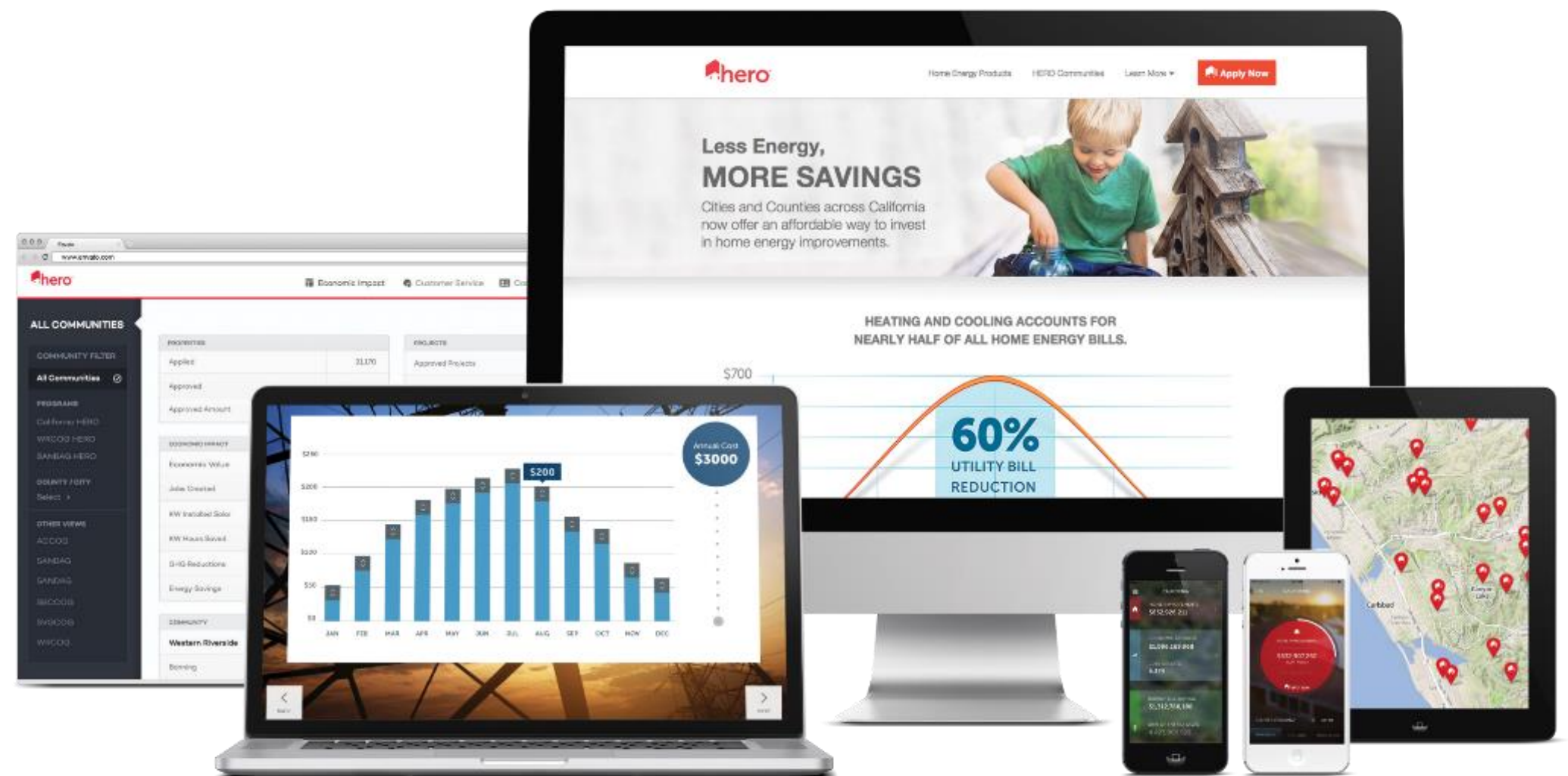
HEROGov Technology Platform Enables Better Reporting

HERO Gov provides real-time access to data so that government partners can see – at any time – the impact of the program on their community.

Features:

Easily accessible reports provide community-specific data on:

- Economic stimulus & impact
- Environmental impact & savings
- Drill-down on metrics by community
- Ability to view different time periods



HERO Product Database Enables Compliance with PACE Public Purpose

- The HERO program currently features a database of over 1,200,000 products which have been certified as energy efficient, water efficient, or renewable energy producing including: the U.S. Department of Energy, a state government (e.g. California Solar Initiative), or a regional body (e.g. Metropolitan Water Authority).

The HERO Program Includes Over 63 Different Product Categories

HERO Financing is available for a wide array of home energy-efficient and water-saving products and renewable energy systems. With new products being added every day please check back frequently: heroprogram.com/products

Product eligibility may vary by location.

 Electric Vehicle Charging Stations	 Fuel Cell Generation Systems	 Small Wind Turbine	 Air Sealing
 Attic Insulation	 Cool Roof - Prescriptive	 Cool Wall Coatings	 Radiant Barrier
 Under Floor Insulation	 Wall Insulation	 Custom Product	 Energy Audit
 Air Source Heat Pump	 Attic Fan	 Biomass Furnace	 Boiler

Last Updated August 28, 2015 | 1 of 3

HERO | Your energy efficient future, today. | heroprogram.com | 855-4HERO-401

 Natural Gas Storage Water Heater	 High-Efficiency Faucets	 High-Efficiency Shower Heads	 High-Efficiency Toilet Fixtures
---	--	---	--

Last Updated August 28, 2015 | 2 of 3

HERO | Your energy efficient future, today. | heroprogram.com | 855-4HERO-401

 Split A/C Unit	 Drought Tolerant Landscaping
 Exhaust Fan	 Weather Based Irrigation Control Systems
 Electric Heat Pump	 Solar Water Heating System
 Tankless Water Heater	 Skylights and Tubular Daylight Devices

Last Updated August 28, 2015 | 3 of 3

HERO | Your energy efficient future, today. | heroprogram.com | 855-4HERO-401

HERO Consumer Safeguards Go Well Beyond Other Products

		HELOC	UNSECURED CREDIT
Financing for Energy- & Water-Saving Products Only			
Fixed Rate and Fully Amortizing			
Pricing Review			
100% Confirmation of Terms Via Live Phone Call			
Know-Before-You-Owe Style Disclosure			
Right to Void Financing Until Project is Completed			
Contractors Must Be Licensed and Vetted			
No Prepayment Penalty			
Pre- and Post-Funding Customer Support			
Extra Safeguards for Seniors			

 Yes
  Sometimes
  No

HERO CONFIRMS TERMS WITH 100% OF HOMEOWNERS

All homeowners must call HERO to independently confirm terms in live, recorded call prior to receiving financing documents

HIGHLIGHTS OF CONFIRM TERMS SCRIPT:

Project/Product type: *“It looks like you’re having {Product Breakdown} done . Is that correct?”*

Financing Terms: *“Over {5, 10, 15, 20} years, your annual payment, including interest and fees, comes out to {annual amount} per year or {monthly amount} per month ... Does this amount agree with your expectation?”*

Lien to Secure Financing: *“You will repay HERO through your to the County, which is secured by an additional tax assessment to your existing property tax lien until the HERO assessment is paid off.*

Selling/Refinancing: *“HERO may be transferable or you may need to pay off at that point. Please call ... so we may give guidance at no cost to you.”*

Tax Benefits: *“If you have questions about tax benefits or deductibility, we recommend you speak with a tax professional, since individual tax situations are unique.”*

First Payments: *“If you have an impound account, your first payment may be temporarily higher until your account adjusts.”*


Rigorous Program and Underwriting Standards Lead to Strong Performance


- Contractor, product, pricing and permitting requirements
- Term \leq useful life of asset
- All assessments are fully amortizing
- Maximum 90% loan-to-value ratio
- Current on property taxes (and no more than one late over last 3 years)
- Current on mortgage (and no more than one 30 day late for last 12 months)
- No bankruptcy for at least last 2 years, no active bankruptcy proceedings
- No involuntary liens on property
- \$5,000 minimum financing; for most jurisdictions maximum financing is 15% of property value on first \$700K of value & less than 10% on remaining




- No bondholder delinquencies
- Average FICO = 700
- Average LTV < 70%
- A significant majority of participants would recommend HERO to a friend

HERO Awards & Recognition


 **U.S. Climate Leadership for Innovative Partnerships**
U.S. Environmental Protection Agency


 **White House Water Summit**
Office of Science and Technology Policy

 **President's Award for Excellence**
Southern CA Association of Governments

 **Best Residential Partnership**
U.S. Green Building Council

 **Best of the Best**
Urban Land Institute

 **Business Achievement Award**
Climate Change Business Journal

 **Model Community Achievement Award**
South Coast Air Quality Management District



Questions?

Jewel James Simmons

Vice President, Market Expansion & Policy

jjames@renovateamerica.com

858-605-3963



SAN BERNARDINO
ASSOCIATED GOVERNMENTS
HERO Residential PACE Program
January 17, 2017



The PFM Group
Public Financial Management, Inc.
PFM Asset Management LLC
PFM Advisors



PFM Financial Advisors LLC

Representing SANBAG HERO Program
(residential PACE)

PFM serves as financial advisor to SANBAG
and WRCOG for their respective PACE
Programs.

Laura Franke, Managing Director
Los Angeles, CA
213.415.1625
frankel@pfm.com

SANBAG HERO Program

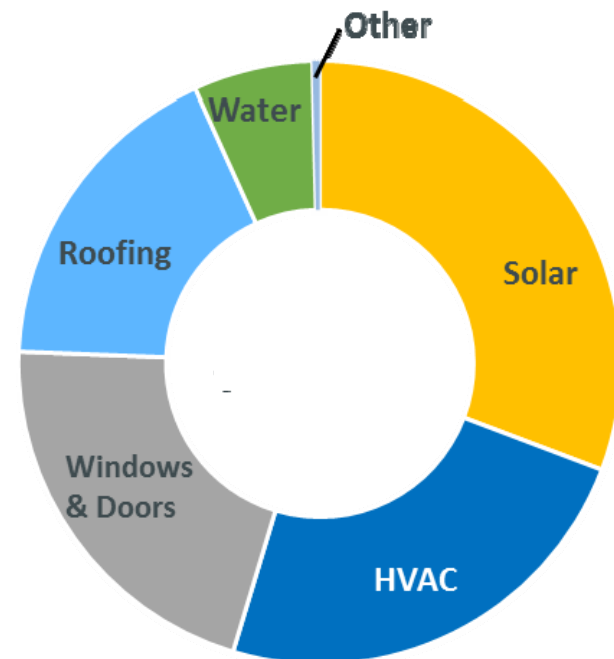
SANBAG HERO residential PACE Program encompasses all of San Bernardino County.

- 24 incorporated cities, plus County
- Launched November 1, 2013
- First regional program to have 100% participation by local jurisdictions

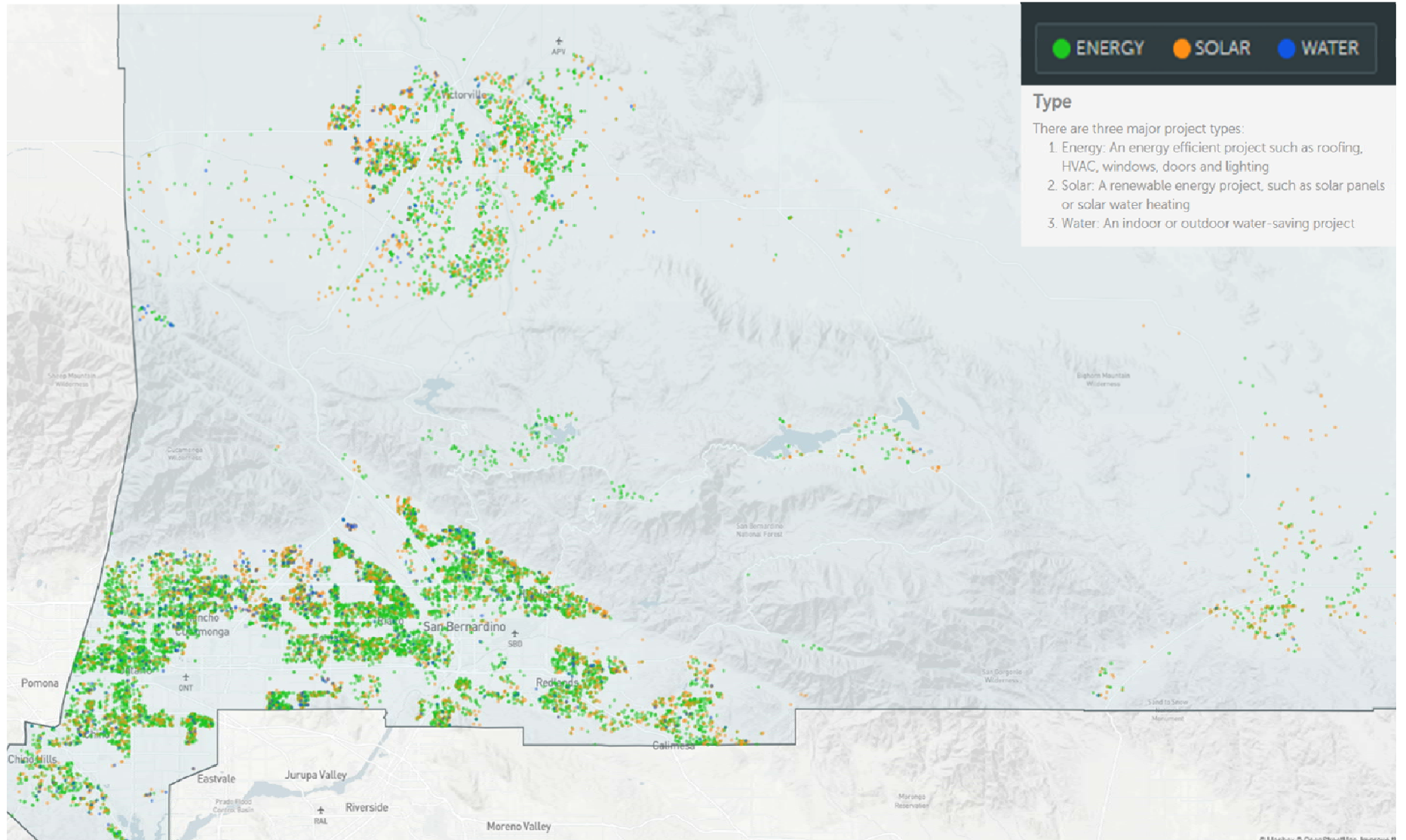
PROJECT STATISTICS:
Through November 11, 2016

Projects 14,934

Funded \$293,999,448



San Bernardino County – HERO Projects



San Bernardino Accomplishments

(Inception through 8/1/2016)



\$466.3 million in Economic Impact



2,286.4 Jobs Created



45.9 million Gallons of Water Saved



103.3 GWh Energy Savings



\$14.6 million in Utility Savings



28.2 tons of Emissions Reduced
(Equal to Removing **~4,170 SUVs**
from the Road for a Year)



RENEW
FINANCIAL™

CaliforniaFIRST Program Update

Cliff Staton, Executive Vice President January 2017

FOUNDED IN 2008, RENEW FINANCIAL INVENTED PACE



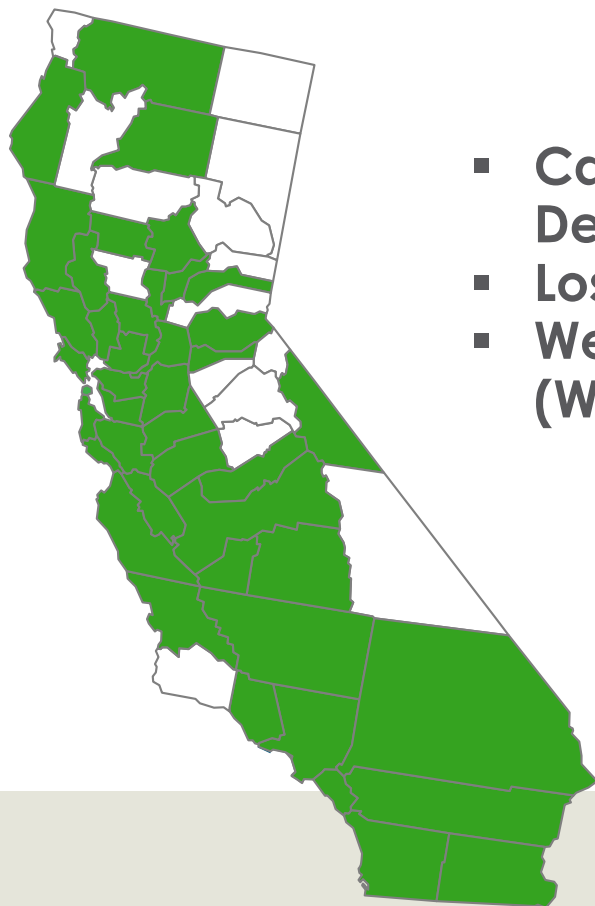
HEADQUARTERED IN OAKLAND, CA

300
Employees

70,000
Projects Completed
to Date



SERVING 30+ MILLION CALIFORNIANS



Under Contract With:

- California Statewide Communities Development Authority (CSCDA)
- Los Angeles County
- Western Riverside Council of Govts (WRCOG) Coming Soon

88%

OF CA POPULATION
Has Access to Our Products

3,108

CONTRACTORS
in Our Network

48,944

APPLICATIONS
Processed

\$464M

IN FINANCINGS
to Date



WE'RE MAKING A DIFFERENCE



**RENEW
FINANCIAL™**

ENVIRONMENTAL AND SOCIETAL BENEFITS*



672,523 MT
Reduction in
Greenhouse Gas
Emissions



\$609 M
In Energy
Savings



5,634
Jobs
Created

ENERGY IMPROVEMENT FINANCING MADE SIMPLE



PLATFORM



POSITION



PARTNERSHIPS



PRODUCTS



PEOPLE

Sonoma County Energy Independence Program (SCEIP) PACE Financing

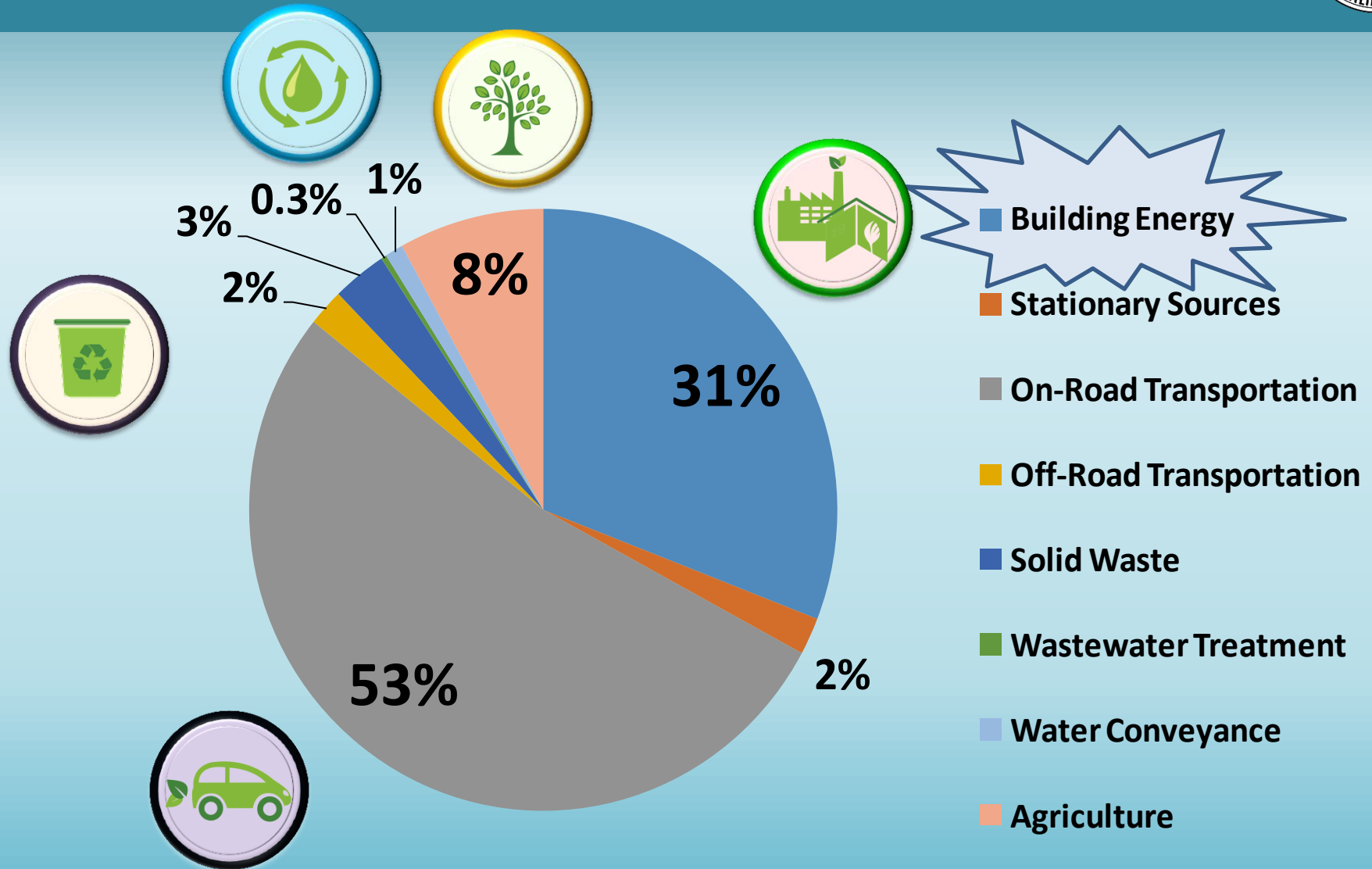
**California Alternative Energy and Advanced Financing Authority
Hearing**



January 17, 2017

**Caroline Judy, Director of General Services
Liz Yager, Energy and Sustainability Program Manager
County of Sonoma**

Why PACE in Sonoma?



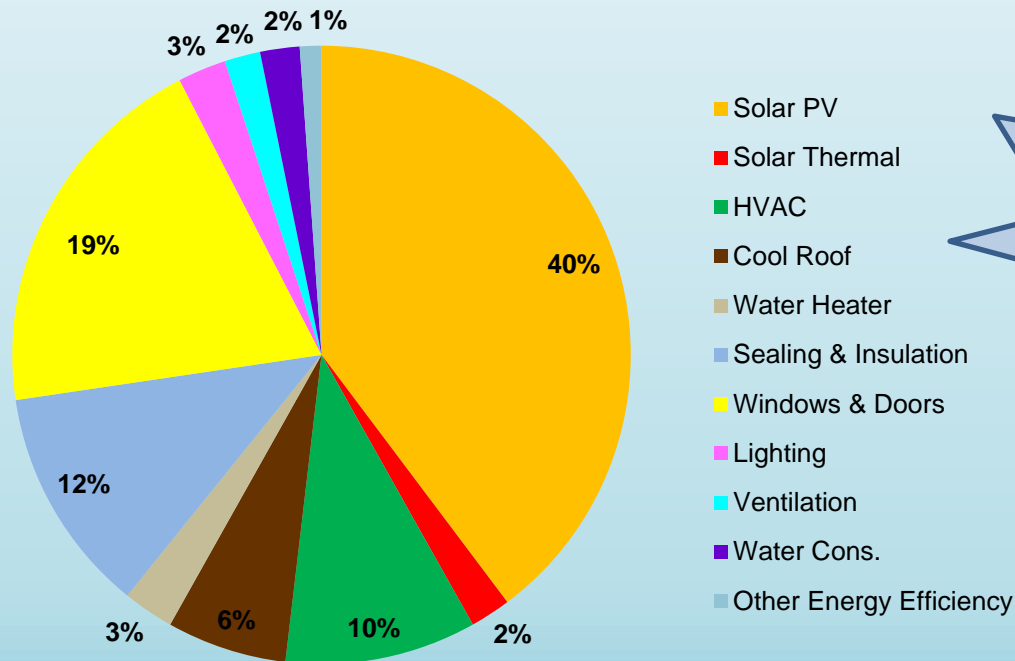
How SCEIP Works



SCEIP Project Improvements



89% of All Projects are Completed by Local Contractors



2,211 Efficiency Improvements!

**Generation:
40%**

**Energy Efficiency:
58%**

**Water Conservation:
2%**



SCEIP Impacts and Results



SCEIP by the Numbers

March 2009 – November 2016

35,299	PACE financing inquiries
2,358	Applications funded
\$75.7 M	Amount funded
\$21.2 M	Funding available
\$38.8 M	Current portfolio outstanding
59,041	Metric Tons CO ₂ reduced
1,515	Jobs created (ACEEE formula)
157	Participating contractors
89%	Jobs done by local contractors
0.23%	Tax delinquency rate
0.00%	Default rate



Contact Information



Caroline Judy

Director of General Services - County of Sonoma

2300 County Center Drive, Suite A200

Santa Rosa, CA 95403

707-565-8058

Caroline.Judy@sonoma-county.org



Energy Efficient Equity

Smart financing for a sustainable future

energyefficentequity.com



Financing Activity

Launch Date

June
2016

Projects Funded


49

Projects Value

\$2M+
\$2,250,216

*As of 1/12/17





Smart Financing for a Sustainable Future

1. A-Tier Contractors and Contractor Oversight

Repurchase Agreement
Heightened Contractor Screening
Fewer contractors, more accountability

2. Responsible Underwriting

Truth-in-PACE Disclosure Statement
Ability to Pay Requirement
Post-Assessment Equity Requirement

3. CMFA Giveback Program

50% of issuance fees given back to
local communities





Taylor Libolt

Director of Municipal Development
taylor@energyefficentequity.com

Thank you



January 17, 2016

Ygrene Works PACE Program Update to CAEATFA



Table of Contents



- Program Updates & Impact Metrics
 - National
 - California
 - Florida

- Appendix

YGRENE TRACTION & IMPACT METRICS - NATIONAL

As of December 31, 2016

Since inception through 12/31/16, YgreneWorks is now authorized in 320 cities and counties across California and Florida and has completed more than **\$688 million** in energy efficiency, renewable energy, water conservation and climate resiliency property improvements.

U.S. Total Impact (estimated)

Estimated impact of more than \$688 million* in energy efficiency, renewable energy, water conservation and climate resiliency improvements financed by YgreneWorks across the U.S.:

43 MEGAWATTS SOLAR INSTALLED

\$1.7B ECONOMIC STIMULUS

10,327 NEW JOBS CREATED & SUSTAINED

826K METRIC TONS CO₂ REDUCTION

2.9B GALLONS WATER SAVED

\$1.3B UTILITY BILL SAVINGS (equal to providing 1 year of power to 680,334 homes)

*Represents total dollar amount (rounded to nearest \$100K) of PACE contracts completed by Ygrene across the U.S. as of 12/31/16.

Traction and Impact Nationwide

2,155+

Certified
contractor
companies

26,600+

Properties
benefiting from
clean energy upgrades

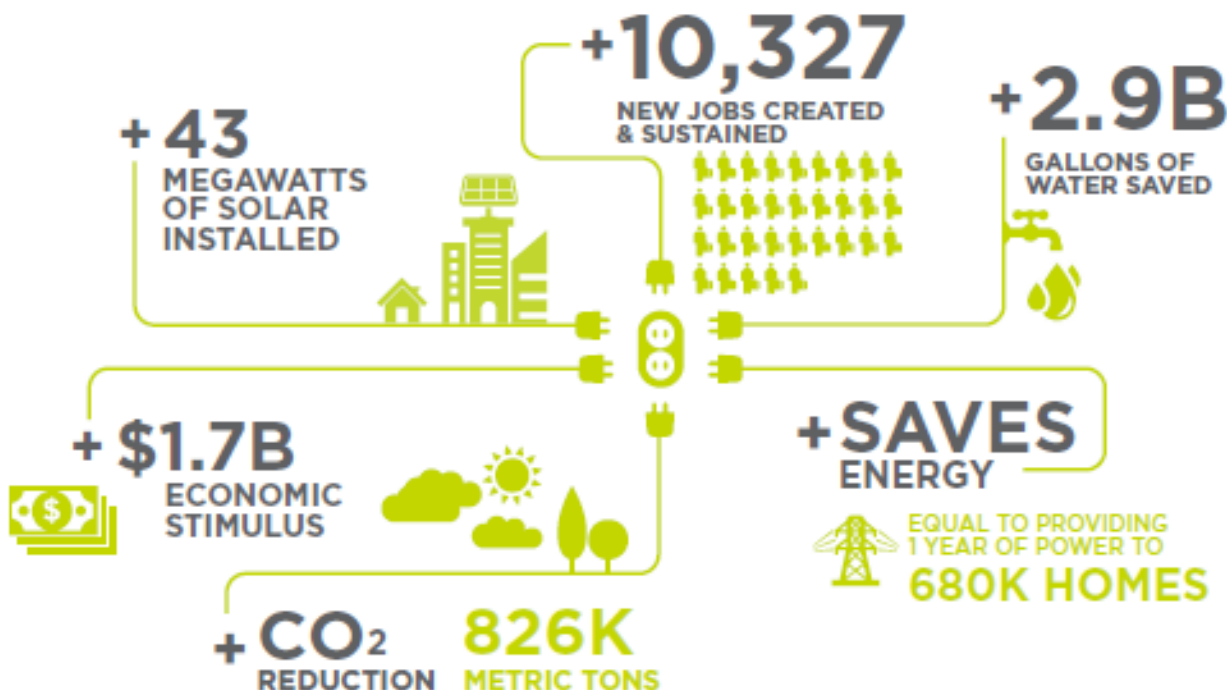
320

Participating
cities/counties

\$688M+

YgreneWorks
PACE financing
contracts completed

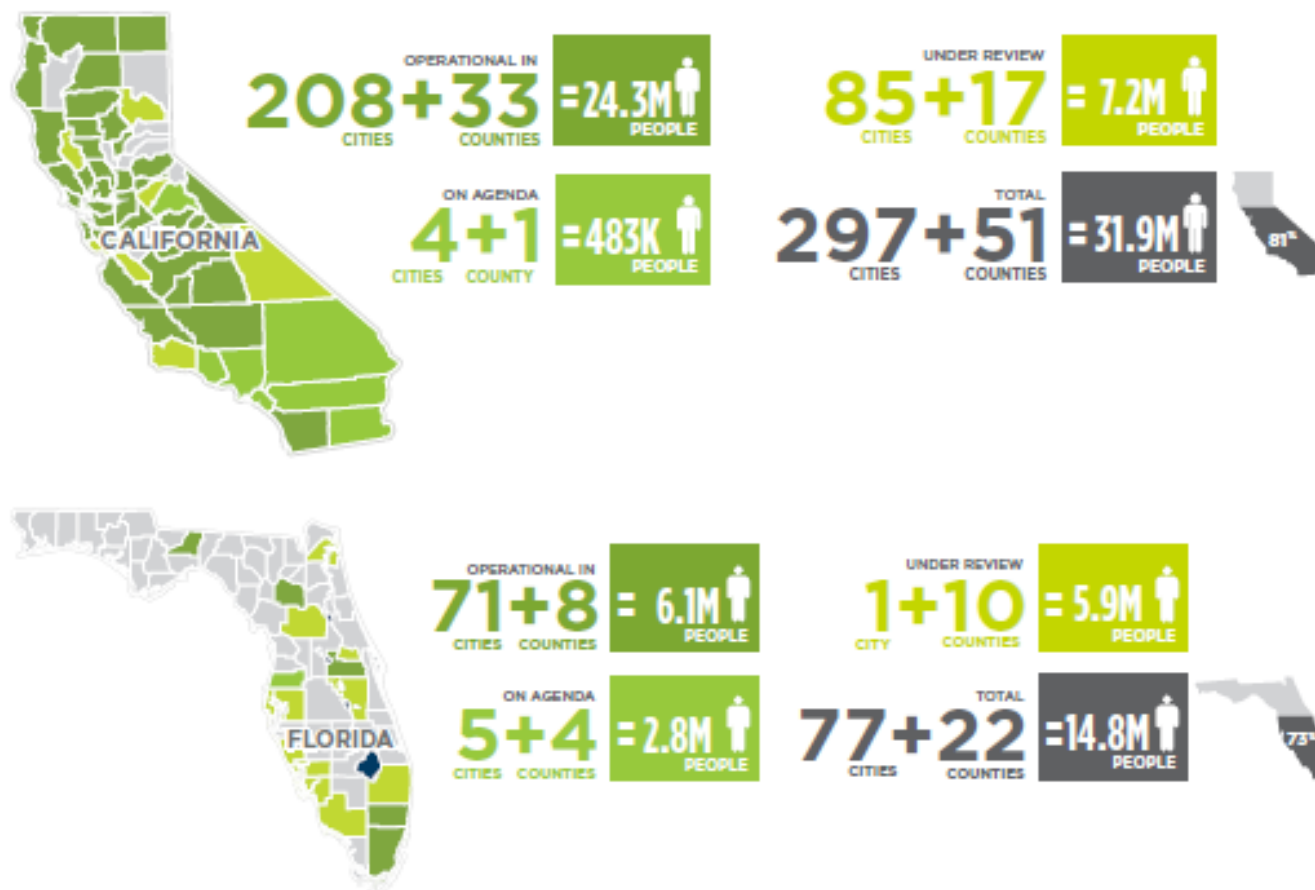
Estimated impact of \$688,498,000¹ in completed energy efficiency, renewable energy, water conservation and climate resiliency property improvements across the U.S.



Ygrene proprietary model based on data sourced primarily from ECONorthwest Economic Impact Analysis of PACE Programs.

¹Represents total dollar amount (rounded to the nearest \$100K) of PACE contracts completed by Ygrene as of 12/31/16.

Traction and Impact **State-by-State**



YGRENE TRACTION & IMPACT METRICS - CALIFORNIA

As of December 31, 2016

California Impact (estimated)

Estimated impact of more than \$525 million* in energy efficiency, renewable energy and water conservation improvements financed by YgreneWorks in California:

32 MEGAWATTS SOLAR INSTALLED

\$1.3B ECONOMIC STIMULUS

7,879 NEW JOBS CREATED & SUSTAINED

630K METRIC TONS CO₂ REDUCTION

2.2B GALLONS WATER SAVED

1B UTILITY BILL SAVINGS (equal to providing 1 year of power to 519,017 homes)

*Represents total dollar amount (rounded to nearest \$100K) of PACE contracts completed by Ygrene in CA as of 12/31/16.

Ygrene Traction in California

1,601+

Certified
contractor
companies

241

Participating
cities/counties

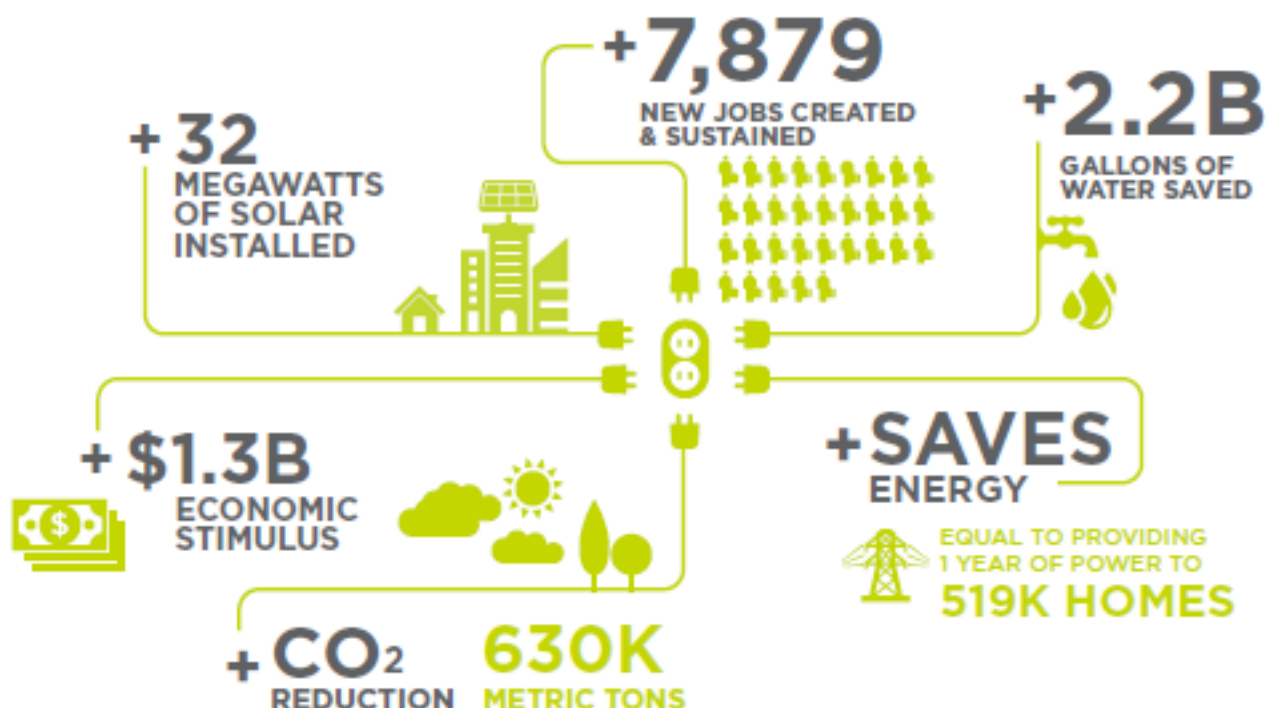
19,520+

Properties
benefiting from
clean energy upgrades

\$525M+

YgreneWorks
PACE financing
contracts completed

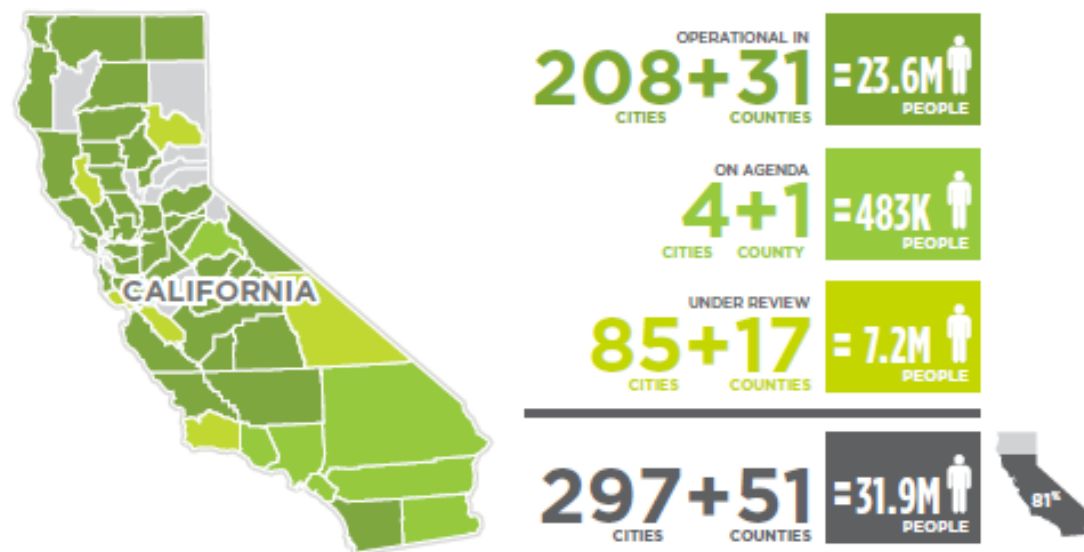
Estimated impact of \$525,246,000¹ in completed energy efficiency, renewable energy, water conservation and climate resiliency property improvements across California



Ygrene proprietary model based on data sourced primarily from ECONorthwest Economic Impact Analysis of PACE Programs.

¹Represents total dollar amount (rounded to the nearest \$100K) of PACE contracts completed by Ygrene as of 12/31/16.

California Jurisdictions



- Operational in 239 cities and counties, as well as the unincorporated communities within 31 counties
- GSFA, our statewide JPA partner, formally adopted a Consumer Protection Policy (CPP) based on the PACE Nation standard
- Ygrene was an active supporter of AB 2693 (Dababneh) passed in the 2016 legislative session and enacted on January 1, 2017

YGRENE TRACTION & IMPACT METRICS - FLORIDA

As of December 31, 2016

Florida Impact (estimated)

Estimated impact of more than \$163 million* in energy efficiency, renewable energy and hurricane protection improvements financed by YgreneWorks in Florida:

10 MEGAWATTS SOLAR INSTALLED

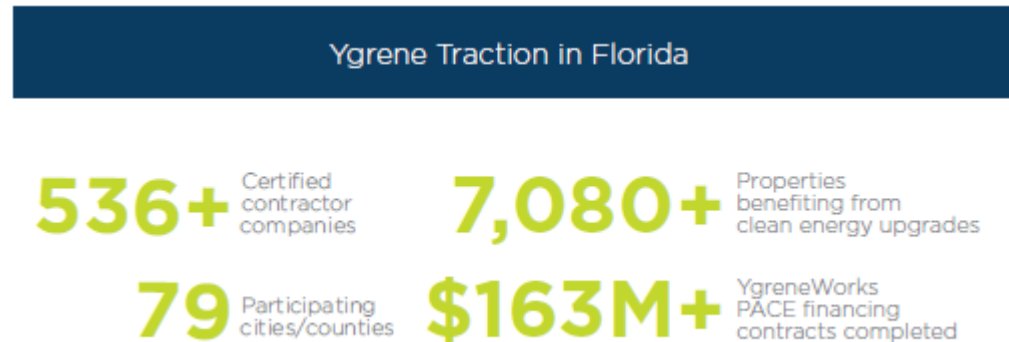
\$408M ECONOMIC STIMULUS

2,449 NEW JOBS CREATED & SUSTAINED

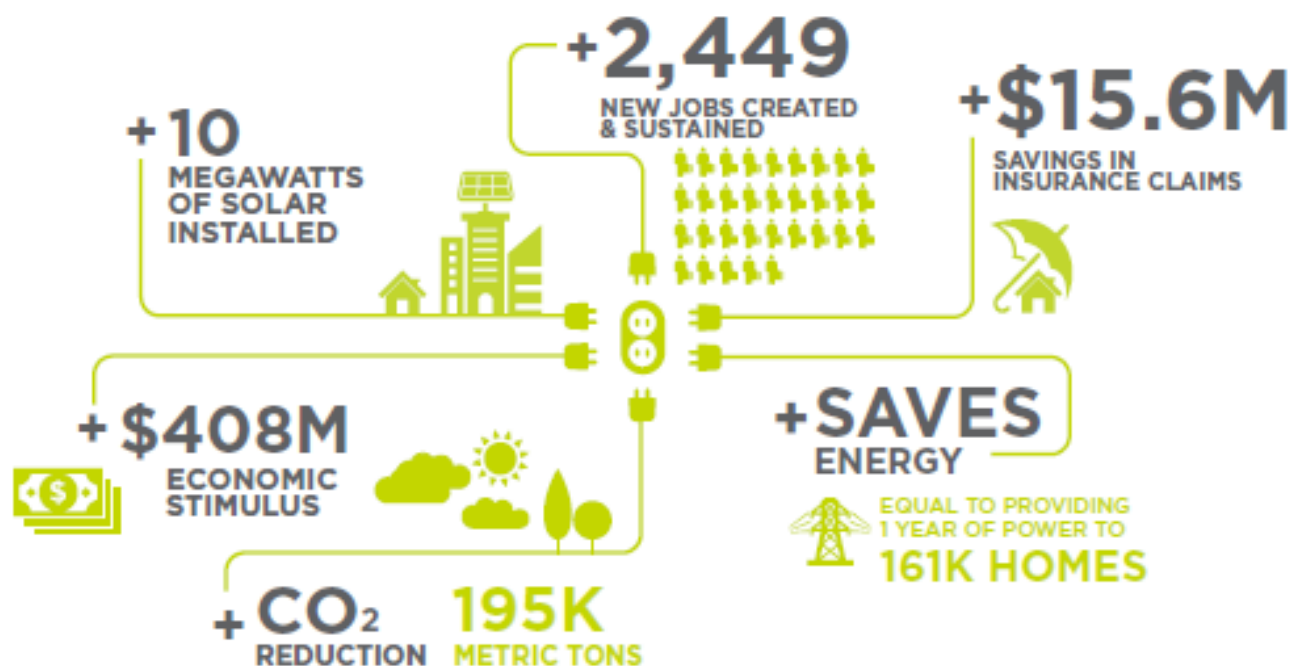
195K METRIC TONS CO₂ REDUCTION

\$326M UTILITY BILL SAVINGS (equal to providing 1 year of power to 161,317 homes)

*Represents total dollar amount (rounded to nearest \$100K) of PACE contracts completed by Ygrene in FL as of 12/31/16.



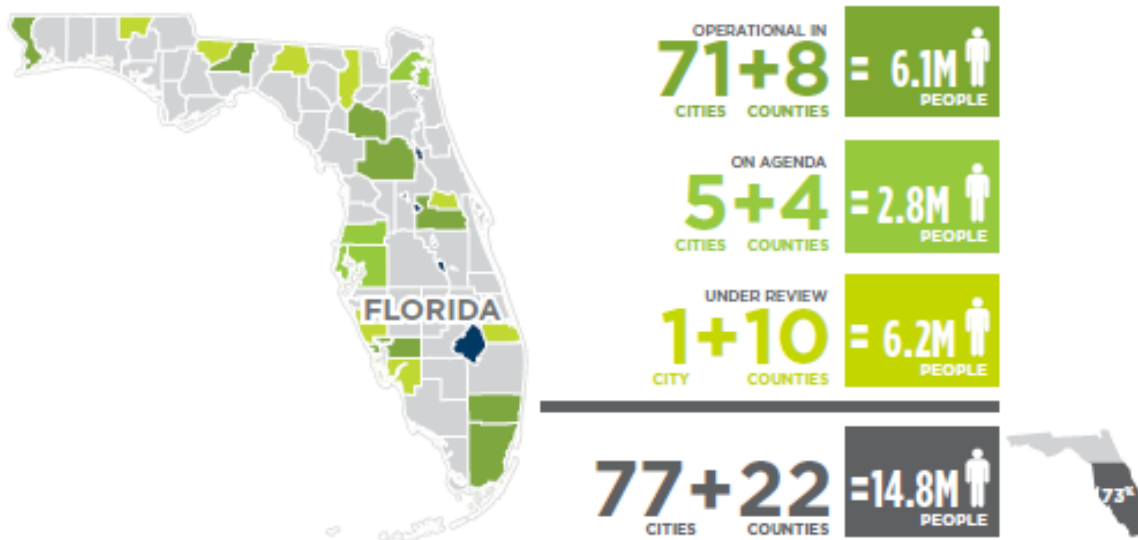
Estimated impact of \$163,252,000¹ in completed energy efficiency, renewable energy and hurricane protection property improvements across Florida



Ygrene proprietary model based on data sourced primarily from ECONorthwest Economic Impact Analysis of PACE Programs.

¹Represents total dollar amount (rounded to the nearest \$100K) of PACE contracts completed by Ygrene as of 12/31/16.

Florida Jurisdictions



APPENDIX

EXECUTIVE SUMMARY

Ygrene Energy Fund, Inc. (Ygrene or YEF) is a leading originator of residential and commercial Property Assessed Clean Energy (PACE) Assets

Ygrene Overview

- Ygrene is a leading multi-state PACE administrator which provides energy efficiency, renewable energy, water conservation and climate resiliency financing to property owners
- Ygrene is the leading commercial and multi-family PACE provider nationwide, the largest residential PACE provider in Florida and the second largest PACE provider in California
- Ygrene provides PACE financing to homeowners in California, Florida and Georgia in more than 290 cities and counties and has processed over \$1.75BN in applications for 29,000 properties to date

PACE Assets Overview

- “PACE Assets” originated by Ygrene consist of California PACE Lien Assets and Florida PACE Bonds relating to real property, in each case secured by liens on real property which are pari passu with other taxes and assessments, payable by property owners semi-annually (CA) or annually (FL) together with other property taxes for such property
- PACE Assets for California properties are issued under the following special taxing districts: the Golden State Finance Authority (GSFA), City of Sacramento, County of Sacramento, Coachella Valley Association of Governments, County of Yolo, City of Chula Vista
- PACE Assets for Florida properties are issued under the Green Corridor Property Assessed Clean Energy District
- Principal sources of payment for PACE Assets are PACE special taxes (in California) and PACE special assessments (in Florida) imposed on each property pursuant to an assessment contract, which are secured by a lien recorded against each property

OVERVIEW

PACE Financing Model

CERTIFIED CONTRACTORS

Use financing to market
green energy building
upgrades



COMMERCIAL & RESIDENTIAL PROPERTY OWNERS

Use financing to pay for upgrades



LOCAL GOVERNMENT

Form Clean Energy
District



PACE Asset Pool:
Warehouse to Securitization

INVESTORS

Participation in
PACE Assets

PACE Program Overview



- PACE is a state and local government initiative providing an innovative solution for property owners to finance energy efficient, renewable energy, water conservation and climate resiliency upgrades
- Property owners voluntarily elect to participate in PACE which provides financing to be repaid as a special property tax or assessment for up to 40 years
- PACE is available for both residential and commercial properties
- PACE Assets have the following attributes:
 - Pari passu with ad valorem property taxes
 - Super-senior lien position (senior to mortgages)
 - Maximum 15% lien secured by entire value of real property
 - Non-extinguishable through bankruptcy or other means
 - Foreclosable upon single missed payment without acceleration
 - Rigorous underwriting standards
 - Historical repayment rates essentially 100%
 - Credit enhanced (overcollateralization, liquidity reserve and excess spread)
- Ygrene PACE Assets offer investors the following benefits:
 - Senior lien tax – superior credit quality, collection certainty
 - Geographic diversification (California, Florida and expansion into additional states)
 - Asset diversification (residential and small commercial)
 - Asset type (special tax and assessment)
 - Increasing liquidity (intention to become programmatic issuer)
 - Historical CPRs have been approximately 4%

Substantial Government Support for PACE

Recent HUD/FHA guidance, July 19, 2016

- Senior PACE liens can be secured by a property with an FHA-insured mortgage in the manner of special assessments
- Delinquent PACE payments are senior to the mortgage while the full obligation is not accelerated
- No terms or conditions should limit the transfer of the property to the new homeowner
- Upon sale (including a foreclosure sale) the outstanding PACE obligation will remain with the property and the new homeowner will be responsible for the balance

Clean Energy Savings for All initiative

- A joint partnership between the DOE, HUD, USDA, HHS, VA and EPA to strengthen and expand the availability of PACE financing to low and moderate income families



Advantages for Property Owners



Ygrene offers several key benefits to property owners



RESIDENTIAL

- 100% financing with no upfront costs
- Low Rates
- Based on available home equity (among other factors)
- Payments may transfer to a new owner, just like property taxes, if property is sold
- Approval in 15-30 minutes



COMMERCIAL

- Off balance sheet
- Non-recourse
- 100% financing (blended debt + equity)
- Triple-net lease pass-through to tenants

Financial Product Excellence

- Sustainable product differentiation (Mello-Roos benefits in CA)
- Innovative, flexible product design (Solar Combo, Flexible Payment Structure, ExtendPay)
- Full spectrum of solutions (PACE, PPA, Lease, green bond)
- Broad applicability (EE, solar, water,

World Class People, Operations & Technology

- Focus on employee service as a fundamental element for service culture
- Emphasis on high quality assets
- Emphasis on operations process & optimization
- Best-in-class software systems and team

Superior Service Experience for Contractors and Property Owners

CONTRACTORS

- Strong RAM-contractor relationships and engagement in the industry
- World-class training, tools, support
- Powerful loyalty marketing and lead generation
- Immediate payment
- Highest satisfaction scores in industry

PROPERTY OWNERS

- Excellent end-to-end experience
- Great economic choice
- Well-trained contractor network ensures consistency and quality of service
- Highest satisfaction scores in industry

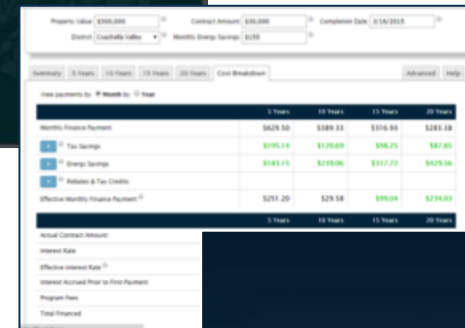
Over 3,000 contractors are trained and certified to represent Ygrene's Programs across various service territories

- California contractors must register, undergo verification and remain in good standing with active licensing and classifications, bond coverage, workers compensation and any corresponding liability insurance coverage through the California State License Board (CSLB)
- Florida contractors must be in good standing with the Florida Department of Business and Professional Regulation (DBPR) and verify licensure and workers' compensation insurance coverage as well as any record of customer complaints
- Must maintain a reasonable level of consumer feedback that reflects positively on sites such as BBB, Yelp and other consumer review verifications
- Assigned to Regional Account Manager (RAM)
- Activated into Ygrene system for project management & tracking
- System logins go live only after completion of training

YgreneCertified
CONTRACTOR EDUCATION

Onsite training by Ygrene Account Manager

- Program policy and guidelines
 - Ygrene program history, “What is PACE”, qualifications and underwriting, eligible improvements
 - Proper Ygrene program features, benefits and talking points
- Processes and tools
 - Pre-approval process, contractor web portal and proposal tool
 - Ygrene application submission process and internal system
 - How to manage project from application to funding
 - Acceptable marketing and co-marketing campaigns



	1 Year	10 Years	15 Years	20 Years
Monthly Finance Payment	\$629.50	\$389.55	\$316.90	\$281.38
1 Tax Savings	\$195.14	\$120.69	\$98.25	\$87.81
2 Energy Savings	\$183.13	\$239.06	\$317.72	\$429.16
3 Rebates & Tax Credits				
Effective Monthly Finance Payment	\$251.20	\$29.80	\$99.04	\$214.01



Field training

- Taking calls with property owners and ride-alongs with Ygrene Account Managers
- Must demonstrate competency in representing PACE financing and the Ygrene Program to the community

World-Class Service Delivery Model



Approval and finance documents are usually issued in 15-30 minutes or less



CALL CENTER METRICS



AVERAGE NUMBER OF CALLS

543/DAY 15,000/MO.

	DAY TEAM	NIGHT TEAM
CALLS ANSWERED	95.8%	94.7%
AVERAGE SPEED OF ANSWER	:10 SECONDS	:12 SECONDS
AVERAGE TALK DURATION	3:47 MIN/SEC	3:55 MIN/SEC

APPLICATION METRICS

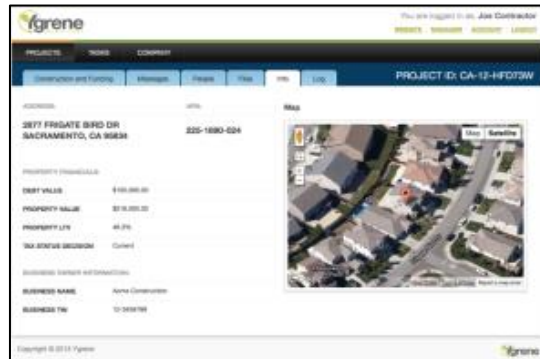


UNDERWRITING
APPLICATION
PROCESSING
TIME

15:00
MIN/SEC

OR
LESS!

Leading PACE Technology Platform



District
Localization



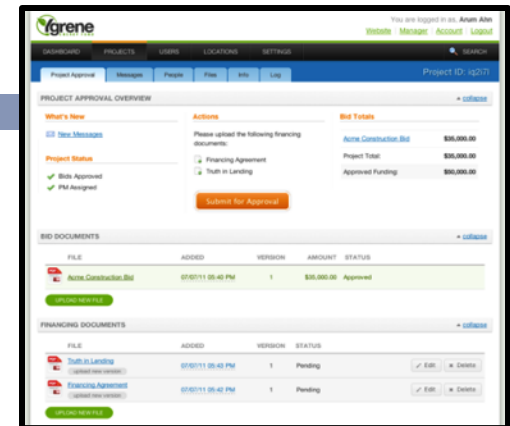
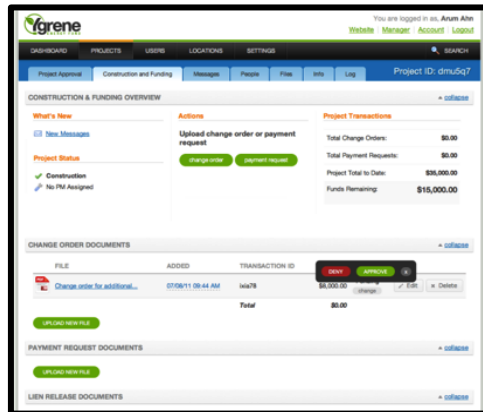
Application &
Approval Process



Project Workflow
Process



Funding & Servicing
Processes



Industry-leading Consumer Protections



■ Contractor Quality Assurance

- CSLB, FSLB, bond, insurance screening
- Training and certification
- Watch lists, contractor reviews, ongoing skill assessment and monitoring

■ Program Quality Assurance

- Ongoing QC and review of PACE Assets to validate accuracy and integrity of system, contract, underwriting, financing, processes and data

■ Financing Practices

- Review of eligible measures
- Strong underwriting
- Identity verification
- Right to cancel
- Transparent terms & fees
- 'Know Before You Owe' Disclosures



■ Approvals & Payment Protection

- Payment protection via property owner and contractor authorizations
- Permit verification & third-party inspections

■ Privacy & Data Security

- Protection and controls safe-guard sensitive consumer information
- Cyber-security standards protect points of vulnerability

■ Dispute Resolution

- Staff trained to receive, manage, track, report and resolve complaints quickly

■ Protected Classes

- Verification by phone with senior customers in CA (FL coming soon)

Ygrene PACE Program Benefits



- **CALIFORNIA** Ygrene offers its PACE program under SB 555, an amendment to the Mello-Roos Community Facilities Act of 1982 (Special Taxes) and which has several important features compared to AB 811 (Assessments):
 - SB 555 imposes a special tax (rather than a voluntary assessment under AB 811)
 - SB 555 liens are recorded as to the annual special tax amount only (rather than as a bulk assessment under AB 811)
 - SB 555 allows for flexible payment structures, enabling innovative future product variations to improve PACE penetration
 - SB 555 allows financing terms up to 40 years, providing lower payments options to property owners – GoodGreen 2016-1 will be first transaction with 30 year assets
 - Mello-Roos law has been in place since 1982 with over 1.5MM properties encumbered, so is well known by mortgage underwriting professionals, accepted by lenders, and is established law
- **FLORIDA** Ygrene is the leading PACE provider and has been in operation in Florida since 2013 through its statewide PACE platform: Green Corridor Property Assessment Clean Energy District

Award-Winning YgreneWorks Program



Ygrene has received local, national and federal recognition for its PACE Program, YgreneWorks™ including:

- **2016 Goal Achiever Award:** Department of Energy Better Buildings Challenge
- **2013 Certificate of Recognition:** Solar Decathlon, U.S. Department of Energy
- **2013 Commitment to Action:** Clinton Global Initiative
- **2012 Edison Award:** Best Clean Energy Finance Model
- **2012 Business Model Innovation Award:** Energy Efficiency Silver, Climate Change Business Journal
- **2012 Screw Business as Usual Award:** Virgin Unite with Sir Richard Branson, Carbon War Room and the United Nations Foundation
- **2011 Financial Ally Award:** Better Buildings Challenge, U.S. Department of Energy