

PACE PROGRAM COMPARISON

Last Updated: 6/3/15

Information provided by each PACE administrator for their own program, collected by StopWaste

Program Name	OpenPACE				
	HERO	Ygrene Works	California FIRST	Alliance NRG	Figtree
Financing Organization	Renovate America (private equity)	Ygrene Energy Fund (private capital)	Commercial - Has a preferred capital provider, but with option for building owner to source their own capital	Deutsche Bank	
Administrator	Western Riverside Council of Governments / Public Financial Management	Ygrene Energy Fund	Renewable Funding	CounterPointe Energy Solutions	Figtree Financing
JPA	Western Riverside Council of Governments	Golden State Finance Authority (formerly known as CA Home Finance Authority)	California Statewide Communities Development Authority (CSCDA)	California Statewide Communities Development Authority (CSCDA)	California Enterprise Development Authority
Governance Structure (e.g. who makes up the board?)	17 Member Cities and County that make up WRCOG JPA	Executive Team includes CEO, Founding Board Member, and senior staff	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.		California Association for Local Development (CALED)
Legislative Origin	AB 811	SB 555 and AB 811	AB 811	AB 811	AB 811
Website	<a href="https://www.heroprogram.com/">https://www.heroprogram.com/</a>	<a href="http://ygreneworks.com/">http://ygreneworks.com/</a>	<a href="https://californiafirst.org/">https://californiafirst.org/</a>	<a href="https://www.allianceng.com/retail/">https://www.allianceng.com/retail/</a>	<a href="http://www.figtreefinancing.com/">http://www.figtreefinancing.com/</a>
Residential	Yes	Yes	Yes	Yes	Residential Launching this Summer
Commercial	Yes	Yes	Yes	Yes	Yes
Secured	Yes	Yes, but liens not recorded against property	Yes	Yes	Yes
Interest Rate	Residential: 5yr - 6.75%, 10yr - 7.69%, 15yr - 8.15%, 20yr - 8.35% Commercial: 5yr - 5.75%, 10yr - 6%, 15yr - 6.25%, 20yr - 6.5%	Fixed 5.99%-7.75%	Residential: 6.75%-8.39% Commercial: depends on capital source, 6.0% or less fixed for 20 is prevailing	Residential: 5yr - 5.95%, 10yr - 6.75%, 15yr 7.88%, 20yr - 8.13%, 25yr 8.25%, 30yr - 8.50% Commercial: 5yr - 5.5%-5.75%, 10yr - 6.25%-6.5%, 15yr - 6.5%-6.75%, 20yr - 6.75%-7.0%, 25yr - 7.0%-7.25%, 30yr - 7.25%-7.5%	Residential: 4.63%-6.99% Commercial: 4.94%-6.1%
More detail on range, what are the factors	Rate is determined by length of term. Maximum term available is determined by project's useful life. A property owner may choose a shorter term.	Rates are based upon term of financing only. Rates do not differ per project type.		There are several factors that determine the current rates offered to participants including: market rates, credit spreads, PACE is a new asset class and a relatively immature market, FHFA perceived risk	Life of loan determines rate. 5,10,15,20,25 year options available for residential and commercial
Energy Audit	Residential: recommended, not required Commercial: Recommended, not required To become a HERO Registered Contractor, the following requirements must be met. The Contractor must maintain an active Contractor State License Board number that requires the company to be bonded, insured, and carry workers' compensation insurance. The Contractor's in-home salespeople must have their backgrounds checked, and each must have an in-home	Residential: recommended, not required Commercial: Recommended, not required, required if over \$250k Property owner selects contractor from list of local contractors certified by Ygrene Energy Fund. Contractors must be licensed, bonded, insured and in good standing with CSLB. Property owner may select a non-certified contractor, but contractor must become certified prior to commencement of project.	Residential: recommended, not required Commercial: Required	Residential: recommended, not required Commercial: Recommended, not required Comprehensive list of prequalified energy saving products for residential and small commercial facilities. These products have been modeled based on the climate zones throughout California and information about the existing equipment and the operating hour profile from the property owner or contractor. The resulting unit and dollar savings estimates from the model are evaluated against the project cost proposal from the contractor for reasonableness through the development of appropriate financial performance.	Residential: not required Commercial: not required
Selection of Contractor			Residential: list of participating contractors Commercial: owner picks any licensed contractor	Property Owner selects from list of contractors who are registered with AllianceNRG. Each contractor must have meet minimum licensure and insurance requirements, have verifiable work references, receive a mandatory program orientation, have direct access to program forms, guidebooks and customized collateral materials. Property	Owner picks from list of participating Figtree contractors; payment to contractor directly from program
Annual Admin Fee	\$35 Annual County Collection Fee	\$40 on average, varies per jurisdiction. This fee covers costs to jurisdiction / tax collector to put fee on annual tax role	Annual County Collection Fee (~\$30 for residential)	Residential: \$35 Annual County Collection Fee Commercial: \$35 Annual County Collection Fee	Residential: \$35 Commercial: 3%
Program Admin/Underwriting	Residential: closing fee 4.99% of principle Commercial: not exceed greater of \$250 or 1% of financing amount, closing fee of 5%	Residential: \$700 per complicated project Commercial: fees start at \$700 and depend on size	Residential: closing fee not to exceed 6.4% Commercial: Closing fee depends on source of capital, ranges 2.5%-4%, capped at 3% for projects >\$500k	Residential: Closing fee of 6.5% of assessment Commercial: Closing fee of 5% of assessment	Cost of Issuance Fee of 2% to 4% of total financing to cover costs of issuing bonds to fund projects
Recording/Title Fee	Residential \$95	n/a	Residential \$100	\$95 for Residential and Commercial	Residential: 5.95% of principal Commercial: 4% of principal
Application Fee	None	\$50 (already included in program admin / underwriting fee)	None	None	Residential: none Commercial: \$695
Software	Jurisdiction Specific HERO Website for	n/a	Online portal for all application submission and pr	Online portal for application submission an	N/A
Contractor Fee	None	n/a	No	None	N/A
Total Initial Fees:	None	\$700	no upfront fees required to be paid	No upfront fees	Not Upfront Fees
Reserve Deposit	None	\$50 application fee	Unknown	No Deposit	No Deposit
Credit Check	No	no	No	No	No Credit Check Required
Loan Term	5, 10, 15, 20 years; 25 available for commercial	5, 10, 15, 20 years; some eligible for 30	5, 10, 15, 20, 25 years	5,10,15,20,25 or 30 years	5,10,15,20 years; 25 available for residential
Financing Min/Max Amounts	\$5000 min up to 10% property value	\$2,500.00	minimum: \$5,000 // maximum: 15% of estimated home value or \$200k, whichever is smaller	Residential: minimum of \$2,500 and maximum of 15% of appraised value up to \$700,000 or 10% thereafter not to exceed 100% LTV of property value Commercial: Minimum of \$50,000 and maximum of 15% of appraised value	Residential: \$2,500 Min Up to 20% of Property Value. Commercial: \$5: Min up to 20% Property Value
Residential Average Assessment	\$18,000	No Limit	Not available	Not available	

<b>Prepayment Penalty</b>	None	Yes / No depending on terms	None	<b>Residential:</b> None <b>Commercial:</b> Some prepayment penalties may apply	A Prepayment Fee will be charged in the amount being prepaid times the corresponding Prepayment Fee. Years 1-5 at 5%, Years 6-10 at 3%, and Years 11-20 No Fees
<b>Mortgage Lender Consent</b>	Residential: none Commercial: lender consent/ acknowledgment required	No	Residential: none Commercial: lender consent/ acknowledgment required	<b>Residential:</b> None <b>Commercial:</b> Not required but recommended	Residential: none Commercial: written consent required
<b>Year Started</b>	2011	Jan-13	Jul-05	2015	Year 2010
<b>Number of Assessments (total defaults)</b>	Projects on 31,145 homes, ZERO Defaults	Zero defaults	Zero defaults	Zero defaults	No Defaults
<b>Area</b>	Adopted over 300 California Cities and Counties - HERO Available in over 75% of CA Housing Units <a href="https://www.heroprogram.com/Communities">https://www.heroprogram.com/Communities</a>	<a href="http://ygreneworks.com/services-areas/">http://ygreneworks.com/services-areas/</a>	<a href="https://content.renewfund.com/production/california-first/participating-cities-counties.en.pdf">https://content.renewfund.com/production/california-first/participating-cities-counties.en.pdf</a>	Currently 13 cities and counties with approximately 20 more considering opting in by end of July 2015; The program is being offered statewide	<a href="http://www.figtreefinancing.com/commercial-pace-areas/">http://www.figtreefinancing.com/commercial-pace-areas/</a>
<b>Alameda County Jurisdictions</b>	Albany, Berkeley	None currently. July 2015 agenda dates coming: Hayward, Oakland, Alameda County 7/7. More coming upon confirmation.	Whole county	Berkeley, Piedmont; others pending	Uninc. County, Dublin, Hayward
<b>Projects Financed (# and \$)</b>	32,229 projects COMPLETED \$626,783,604 FUNDED \$3 billion APPROVED	3,300+ project totaling over \$259M		150 applications and approximately \$50 million approved; funding will begin in early June 2015	
<b>Projects Financed (# and \$) - Residential</b>	32,229, \$626,783,604	2900+for \$184M		Program has just begun accepting applications for residential projects	Residential Launching this Summer
<b>Projects Financed (# and \$) - Commercial</b>	16 in process or funded for \$2.9 million 37 additional approvals for \$6.5 million	400+ for \$75M		150 applications and approximately \$50 million approved; funding will begin in early June 2015	30 completed projects totalling \$7M
<b>Average time from application to payment</b>	Average time for application approval: 2 minutes Project time cycles vary by project type (HVAC vs Solar vs Roofing, etc) Average time from job completion to payment is 1/2 to 2 days	10 days	three months - payments are only made once both the homeowners and contractor sign a Certificate of Completion, to confirm that work has been done and to the homeowner's satisfaction.	<b>Residential:</b> Application approval in minutes and payments will be made once both homeowner and contractor sign a Certificate of Completion <b>Commercial:</b> Approximately 60 days for underwriting approval and payments will be made once both property owner and contractor sign a Certificate of Completion	As little as 30 days
<b>Dispute Resolution</b>	Comprehensive Formalized Consumer Protection Policy If you have a dispute with your Contractor <a href="https://www.heroprogram.com/Find-Contractor">4,423 registered contractors:</a>	Ygrene works closely with contractor on any and all dispute resolutions in order to satisfy the customer	we offer in-house dispute resolution services; if a contractor comports himself/herself outside of our standards of good behavior, then we place	Formal dispute resolution process; contractors may be placed on probation if found to have acted outside of program	Team to handle customer service (~120) <a href="http://www.figtreefinancing.com/resources-contractors/">http://www.figtreefinancing.com/resources-contractors/</a>
<b>Contractor List</b>	<a href="https://www.heroprogram.com/Find-Contractor">https://www.heroprogram.com/Find-Contractor</a>	<a href="http://ygreneworks.com/find-contractors/">http://ygreneworks.com/find-contractors/</a>	(~400) <a href="https://californiafirst.org/contractors">https://californiafirst.org/contractors</a>	300 registered contractors in California; current list is available upon request	
<b>How long is the training to become a participating contractor?</b>	On average, it takes about 6 to 8 hours of on-site training to get a contractor comfortable with our program The HERO Program provides a comprehensive training program, designed to get contractors comfortable with all of the financing terms and the property owner approval process. Training includes: • Sales Training • Software Training • Product Eligibility • Document Processing • Completion Certification • Payment Options • Co-Marketing Policies • Brand Usage Guidelines	Regional Account Managers train contractors in 1 day. Ongoing training and support is constant.	we are in frequent contact with contractors - training new contractors (required for a contractor to become certified), retraining, providing training on new features, new web functionality, etc.	A required 12 minute video or 40 minute webinar or in-person 40 minute presentation for groups to provide	One day of training
<b>Contractor training and support</b>		Yes - very important		Leidos Engineering, with over 24,000 employees and 4,000 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.	Yes, provided by Figtree
<b>Process for local government to join</b>	Simple resolution to become associate member of JPA.		Must join the JPA, then pass an opt-in resolution; <a href="https://commercial.californiafirst.org/opt_in">https://commercial.californiafirst.org/opt_in</a>	Opt-in Resolution	City Council must pass a resolution
<b>What is the liability associated with joining the JPA, what commitments is the local government making?</b>	300+ CA communities have vetted and joined HERO. See HERO JPA amendment.	No liability / No costs / No commitments		None	No liability with joining JPA. Local governments are simply allowing Figtree to lend in that city. Cities are completely
<b>Language around indemnification of the joining jurisdiction?</b>	See HERO JPA amendment.	Clearly outlined in the JPA Agreement		Per the Opt-In Resolution: "WHEREAS, the [County/City] will not be responsible for the conduct of 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 connection with the Programs"	1. Indemnification. Figtree has provided the CEDA with an indemnification for negligence or malfeasance of any type as a result of the acts or omissions of Figtree, its officers, employees, subcontractors and agents, arising from or related to the Figtree PACE Program, the assessments, the assessment districts, the improvements or the financing and marketing thereof. Figtree agrees to defend, indemnify and hold harmless the Public Entity, its officers, elected or appointed officials, employees, agents and volunteers from and against any and all actions, suits, proceedings, claims, demands, losses, costs and expenses, including legal costs and attorneys' fees, for injury or damage due to negligence or malfeasance of any type claims as a result of the acts or omissions of Figtree, except for the sole negligence or willful misconduct of the Public Entity. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as limitation upon the amount of indemnification to be provided by Figtree.

<b>Provides Reports to Participating Jurisdiction- what data?</b>	No need for Report, Real Time access provided via web or mobile app  • Project Types • Active Contractors • New Job Creation • CO2 Reduction • Energy Savings • Economic Impact • Water Savings • Projects Financed • Amounts Financed • Environmental Impact • Jobs Created • Contractor Data • Consumer Protection Inquiries and Resolutions	Total projects financed (# and \$) / Nature of projects	Real-time data on program participants, status and lien amounts available to jurisdictions via a web portal; quarterly reports and meetings as requested	Quarterly status reports of applications, loan approvals and projects completed
<b>Termination Process for Govt.</b>	Opt out with 30 days notice, does not impact completed or inprocess applications	Pass resolution opting out at any time. Does not impact completed or in-process projects, but future projects will not be processed.	Residential: opt out with 30 days notice; Commercial: Pass resolution to opt out at any time, does not impact completed or inprocess applications	Execute an Opt-Out Resolution  Pass resolution to opt out at any time, does not impact completed or inprocess applications
<b>Includes solar electric?</b>	Yes	yes	yes	Yes
<b>Includes solar hot water?</b>	Yes	yes	yes	Yes
<b>Includes seismic?</b>	No	yes	yes, except for residential 1-3 units	Yes
<b>Includes water efficiency?</b>	Yes	yes	yes	Yes
<b>Includes landscaping?</b>	Yes	yes	yes, though plants not financed	Yes
<b>Includes EV charging?</b>	Yes	yes	yes	Yes
<b>Financing Capacity in California</b>	Unlimited			No maximum; Deutsche Bank has committed capital to the AllianceNRG program
<b>Are any necessary improvements to non-energy systems be included in financing (e.g. asbestos remediation or electric panel replacement)?</b>	Yes, upon approval	Yes - all necessary improvements required to facilitate energy saving projects are acceptable.		Improvements to a property that are required for the proper installation and functioning of the energy or water saving product or energy generation system are eligible for inclusion in the financed amount.  Only projects that are deemed energy efficient or directly linking to those energy efficient improvements are allowable under AB 811, (e.g. new roof for solar panels, new insulation, etc.)