

Thursday December 10, 3 – 5 pm

Agenda

1. Introduction and Overview (Jeff T)
2. PACE Commercial Overview (Jeff T, Stephen P, George C)
 - PACE Program Description
 - PACE Commercial Specifics
 - Clean Energy Project Eligibility
 - Applicable Property Types
 - Single Project Financing/ Multi-Project Pools
 - PACE Commercial example – Santa Rosa Mall Retrofit
3. Financing Considerations (Jeff T, Barclays/Citi/Stephen P)
 - Warehouse Financing
 - Take-out Financing
 - Size of Pool
4. Ratings Agency Strategy (Chris B/Barclays/Citi)
5. Pipeline of PACE Programs/Administration (Jeff T/Stephen P)
 - Overview of Pipeline
 - Top Targets
 - Municipal Programs Administration
 - Administration of Commercial Financing Pool
6. Potential Back-log of Applicable Projects
 - Simon Property (George C)
 - Johnson Controls (Iain C)
 - ProLogis (Drew T)
 - Colony Capital (Todd S)
 - Starwood (Peter M)
 - Jones Lang (Dan P)
 - CB Richard Ellis (D Pogue)
 - Blackstone (W Stein)
 - RE Roundtable (Duane D)
7. Misc
 - Additional Key California centric RE partners for launch? (all)
 - Applicability to LEED Certification
8. Wrap Up and Next Steps (Jeff T)