



CREATING CLEAN ENERGY ACCESS FOR FAITH-BASED AND NON-PROFIT ORGANIZATIONS

Webinar November 7, 2019

Today's Presenters



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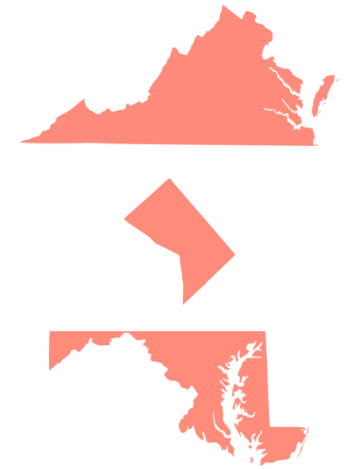
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About MAPA

What is the Mid-Atlantic PACE Alliance?

- MAPA is a partnership between stakeholders in Virginia, Maryland and the District of Columbia, created to accelerate Commercial PACE programs and project closings in the region.
- MAPA collaborators include the Virginia Department of Mines, Minerals and Energy (DMME), the District Department of Energy and Environment (DOEE), the Maryland Clean Energy Center (MCEC), and other industry and not-for-profit partners. The Mid-Atlantic PACE Alliance is supported with funding from the U.S. Department of Energy.



Goals	Benefits
<ul style="list-style-type: none">✓ Increase market awareness through coordinated outreach and education✓ Promote harmonized program design throughout the region✓ Drive demand and increase volume of C-PACE projects in the region	<ul style="list-style-type: none">✓ Create streamlined and consistent processes for property owners and contractors working with C-PACE programs in the region✓ Maximize consistency to foster economic development & encourage private capital investment✓ Coordinate marketing approaches and develop consistent messaging about C-PACE

Mid-Atlantic PACE Alliance Partners



Where is C-PACE in the DMV?

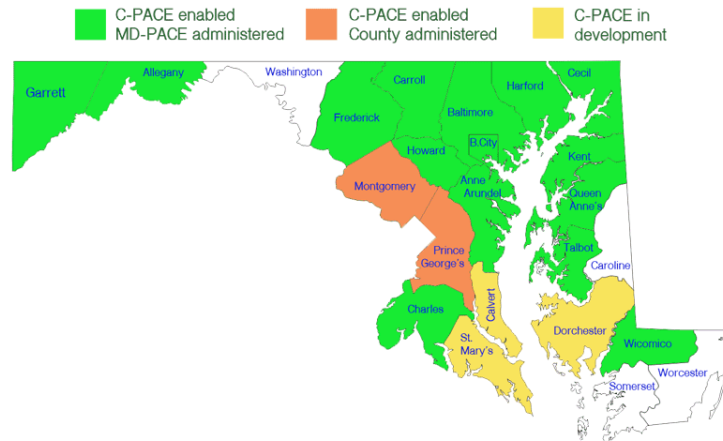
DC:

C-PACE available throughout the District



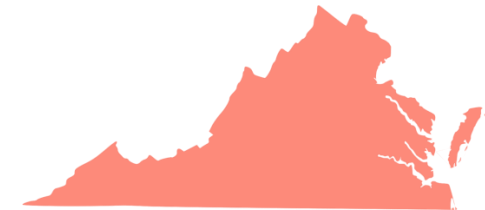
MD:

C-PACE available in most jurisdictions



VA:

C-PACE market in development



Jurisdiction	Region	Ordinance Enacted	Program Administrator Selected	Program Designed & Launched	Anticipated Public Launch
Arlington	NOVA	✓	✓	✓	Open!
Loudoun	NOVA	✓	✓	✓	Open!
Petersburg	RVA Area	✓	✓	In Process	End 2019/2020
Fredericksburg	NOVA	✓	✓ (self)	In Process	Pending
Fairfax	NOVA	✓	In Process	In Process	End 2019/2020
Alexandria	NOVA	In Process	X	X	Late 2020

What is C-PACE?

- **New way to finance energy efficiency, water efficiency & renewable energy systems in existing commercial & industrial properties and new construction developments**
 - Voluntary, special-assessment based form of financing
 - Long term (20+ years) competitively sourced private financing
 - Lower energy costs
 - Combine with utility, tax, and economic development incentives
 - No personal guarantees
 - Payment obligation can transfer upon sale (akin to sewer assessment)
 - Funds hard and soft costs
 - Non-accelerating

Existing Buildings	New Construction
<ul style="list-style-type: none">✓ Upgrade existing energy and water systems✓ No Money Out of Pocket: Up to 100% financing✓ Immediate Savings: May be cash-flow positive from day one	<ul style="list-style-type: none">✓ Construct more value, efficient, and competitive properties✓ Finance a portion of project costs (e.g., up to 20%)✓ Reduce equity contribution or other high-cost capital✓ Fill a gap in the capital stack

What is Eligible for PACE?

Eligible Property Types

Eligible Improvements

DC, VA: add stormwater mgmt
VA: add resiliency



Commercial



Industrial



Multifamily
(5+ units)



Agricultural



Nonprofit



HVAC upgrades



High-efficiency
lighting



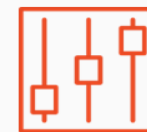
Solar energy
equipment



Water conservation
& hot water systems



High-efficiency
boilers and
furnaces, heating
ventilation



Building energy
management and
controls



Building envelope
improvements



Cogeneration,
energy storage
and more!



VOLUNTEERS OF AMERICA



Background on Volunteers of America

- Volunteers of America Chesapeake & Carolinas
- Founded in 1896
- Human Services Organization serving over 8,700 annually.
- Territory is MD, DC, VA, NC and SC
- Affordable Housing Developer and have over 500 units of housing in service in MD/DC and VA
- Over 400 units of housing in service in NC and SC.



**Residential Reentry Center
Baltimore, Maryland**



Residential Reentry Center in Baltimore, Maryland

- Adaptive Reuse of 52,000 Vacant Building during 2012 and 2013
- Serving 700 returning citizens annually to Baltimore, MD – workforce release program
 - *Employment within 30 days at a 68% success rate*
 - *Find housing for the returning citizens – 100% success rate*
 - *Reintegration into Baltimore communities*

So why C-PACE funding in 2018?

C-PACE Funding

- 5000 sq. foot space that was vacant on the front of E. Monument Street.
- Received a \$900K Grant from Weinberg Foundation to support workforce development for returning citizens.
- Needed to build out the space to add programming space but had funding gap.
- \$1.7 MM build out with full funding
- Wear and tear of building (6 years in service) and needed changes due to operational inefficiencies.

C-PACE Funding – Buildout of Community Reentry Resource Center (CRRC)

- C-Pace funding was sought to build in energy efficiency in new 5000 sq. ft. space as well as renovate the existing space.
 - *New lightings, windows, HVAC improvements, electrical, flooring, ceiling, etc.*
 - *First C-Pace financing in Baltimore, MD*
 - *Successfully built-out space – Now serving over 200 returning citizens in a training facility*

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Benefits of C-PACE financing

- C-Pace financing will assist in rehab capital stack and new construction.
- Incremental financing tied to R.E. Tax bill for twenty years.
- Favorable vehicle to add to refinance option for improvement with first position lenders.
- Ease of underwriting process

Questions at the end--



ST. PAUL'S ENGLISH LUTHERAN CHURCH

Pace Presentation

St. Paul's English Lutheran Church - Background

- Established in April 1843 as the first English speaking Lutheran Church in Washington DC near 11th and H Streets, NW.
- Moved to its current location 4900 Connecticut Avenue NW in November 1930
- The Sanctuary was completed in January 1958



Pace funding for St. Paul's English Lutheran Church

- St. Paul's had an aging HVAC system had incurred significant expenses for repair and maintenance. Finally, in the summer of 2016 the compressor Motors for the HVAC System failed. The existing system was old and the necessary repairs were likely only a temporary fix.
- After careful consideration, the Church elected to install a new HVAC system including a central control system to optimize the efficiency.
- In January 2017 the Church started a Capital Campaign to support the costs of the new system
- In May 2017 the Church executed the loan agreement through the PACE program to fund the project.

St. Paul's English Lutheran Church – Key Terms

- \$900,000 loan
- 20-year term
- Interest rate tied to the five-year US Treasury note plus 3% adjusted every 5 years
- No prepayment penalties





St Paul's English Lutheran Church

- The Church was able to raise over \$600K through its capital campaign to fund this project. The campaign allowed for payments over a 3 year period.
- In May 2018 the Church was able to make an accelerated payment of \$200,000 to retire part of the loan.
- In June 2019 the Church made a final payment to retire the debt.

Contact information



If you have questions please feel free to contact the Churches Outsourced Business Manager:

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QUESTIONS?