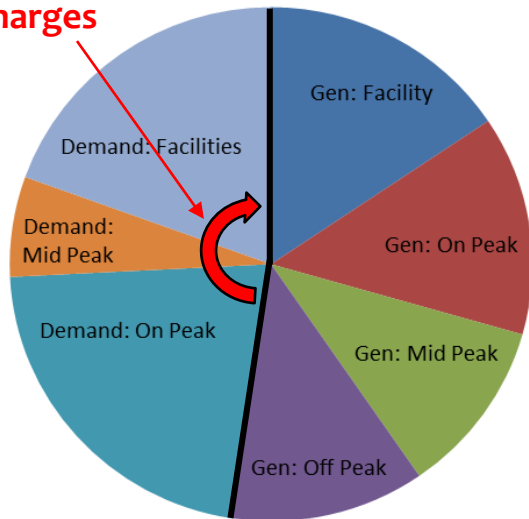




# 1. Case Study: Commercial Property in SCE Territory

**SCE, July 2014 Utility Bill**  
**214,000 kW hours for \$31,860**  
**47% is demand charges**

**Demand Charges**



- Annual usage is 2.42 M kW hours at a cost of \$287K
- In summer >47% of the monthly bill is demand charges
- Solar PV cost savings are limited as solar PV cannot guarantee demand charges reduction
- Option “R” rate schedule is no longer an option
- A combination of peak demand mitigation through storage and solar PV was evaluated

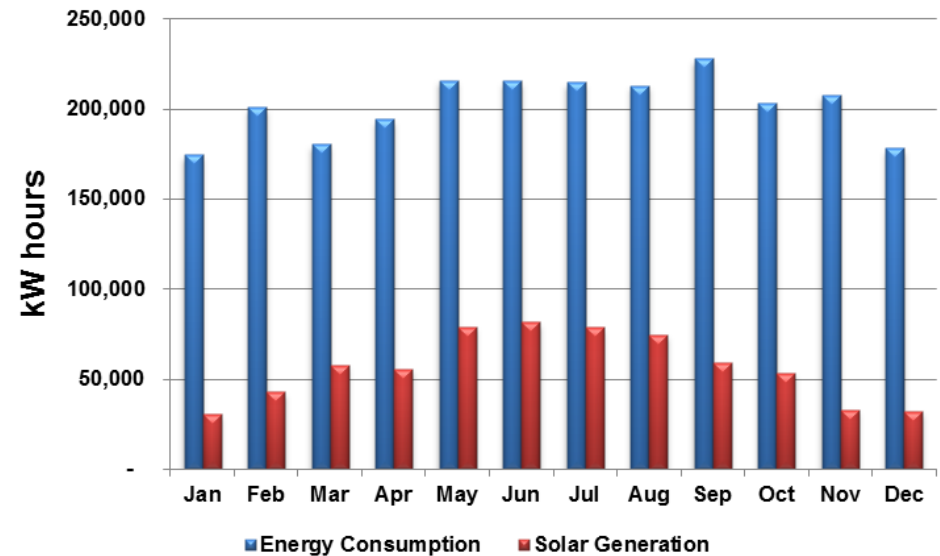
**Demand charge is 47% of the summertime SCE monthly bill**



## 2. Case Study: 465kW Solar PV system impact



PV Rooftop Installation



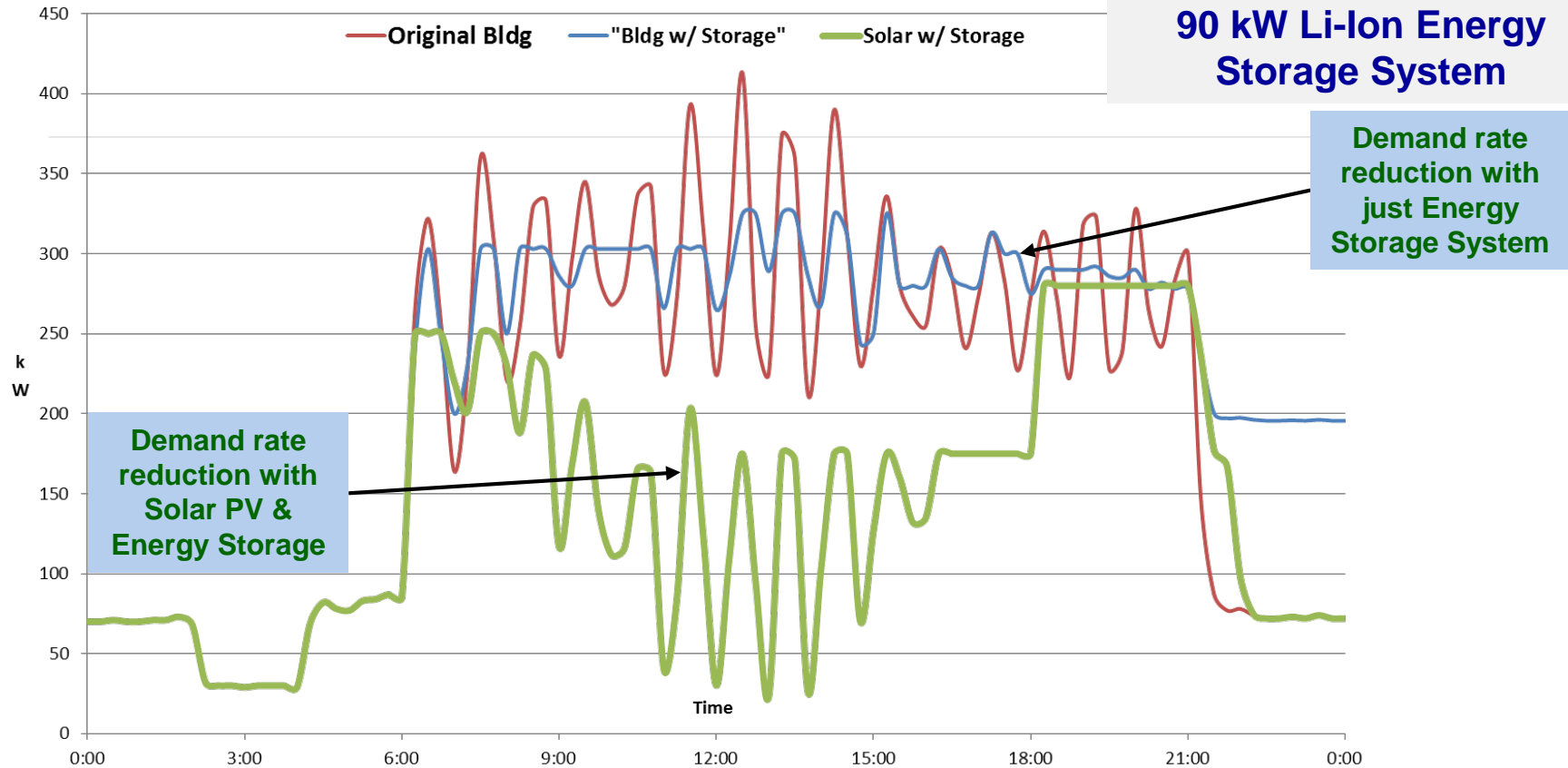
Energy consumption & Solar generation

- Available roof-space limits the solar system capacity
- A 465kWp rooftop solar generates 677kWh hours per year
- Solar PV generates 28% of energy use but offsets only 20% of annual bill

**Solar PV provides 28% of kWh of use but offsets ~20% of the cost**



### 3. Impact of both Solar & Storage over 24 hour period



- Storage system was optimized to attenuate demand peaks saving \$15.6/year
- Storage & Solar were combined for combined saving of \$74K/year or 26% savings

## Storage System Combined Solar PV Reduces Demand Charges



## 4. PACE Program Process and Benefits



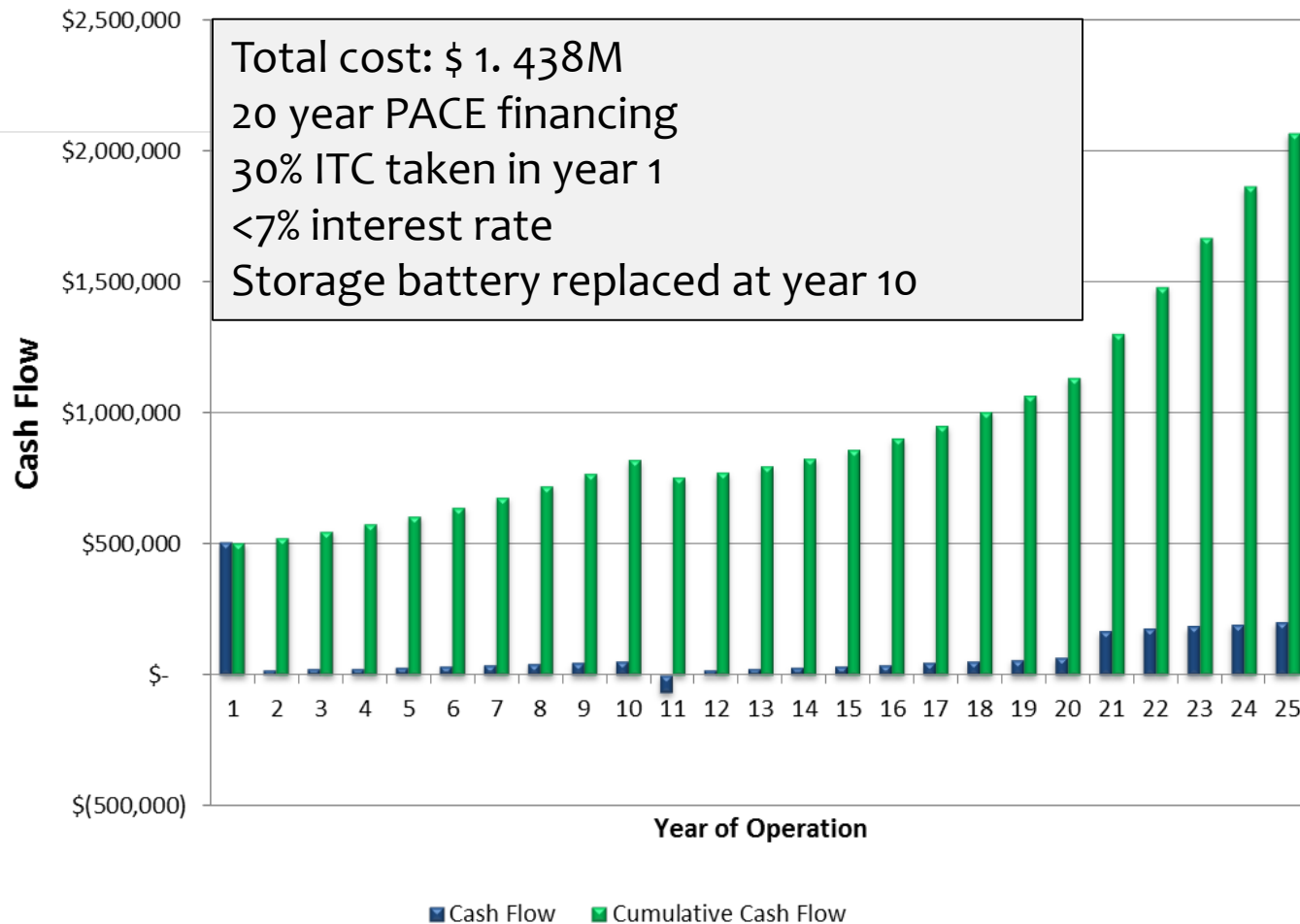
### Property Assessed Clean Energy (PACE) Benefits

- Financing energy efficiency & renewable energy improvements
- No capital investment required & no additional debt/liens. Off balance sheet
- Flexible terms up to 20 years with fixed semi-annual payments.
- Financing up to >80% of the assessed property value
- Financing for Profit and Non-Profit Entities
- Secure: Financed through private placement municipal bond managed by the County

**PACE Financing: 20 Years, zero cash down, off balance sheet**



## 5. Case Study: PACE Cash Flow Analysis



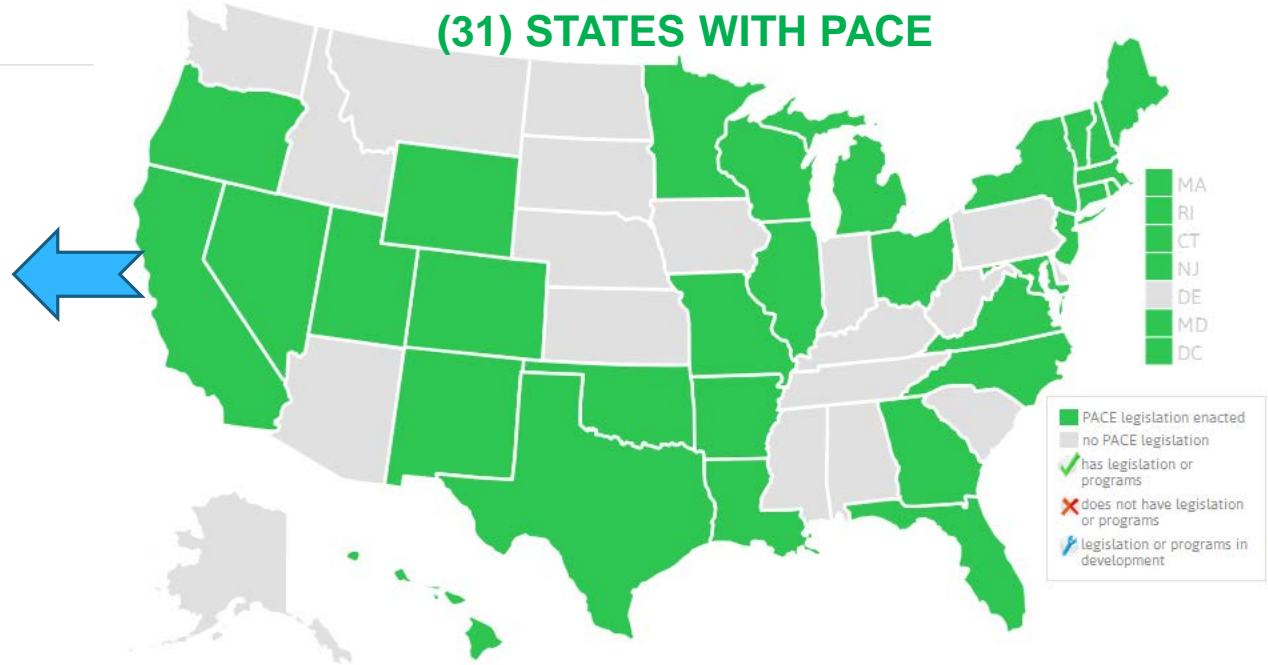
**PACE Financing Enables a Positive Annual Cash Flow For 25 Years with >\$600K Saving in first 5 years**



## 6. PACE Program Adopted Nationwide

### (23) CA Counties with PACE

Alameda  
Contra Costa  
Fresno  
Kern  
Los Angeles  
Marin  
Monterey  
Napa  
Placer  
Riverside  
Sacramento  
San Benito  
San Bernardino  
San Diego  
San Francisco  
San Luis Obispo  
San Mateo  
Santa Clara  
Santa Cruz  
Solano  
Sonoma  
Ventura  
Yolo



### Recent Commercial PACE Projects in California

- **Park Place LLC, Pasadena, CA: \$6.8M (K2 CEC developer)**
- Hilton Universal City- Los Angeles, CA: \$7M
- Sonoma Mountain Village: Rohnert Park, CA: \$1.6M

**Commercial PACE Program is Established in CA and Running in Many States**