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Areas of Focus:

Is there a desire or need for PACE?

What has been learned from other programs around the country?

What are example program administrative costs, and what is their impact on program adoption?

What are PACE interest rates?

Have there been instances of lender consent for a PACE loan?
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Key Findings:

*Is there a desire or need for PACE?*

Yes & Yes.
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Key Findings: What has been learned from other programs around the country?

- Wide-spread adoption of PACE as financing mechanism.
- Various means of financing.
- Wide-range of administration models.
Key Findings: What are example program administrative costs, and what is their impact on program adoption?

Varied application of One time fees, Annual Fees, Adders or Percentages

All fees should be weighed carefully against demand dampening effects

Most programs roll cost of administration as part of PACE loan.

Some PACE programs had low volume due to high fees & interest rates.

Tax specific costs are relatively low (around $40/year, Source: LBL)
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Key Findings: What are PACE interest rates?

PACE rates in 2014 have been as low as 4% or 5%.

Have there been instances of lender consent for a PACE loan?

Yes. As of Q4 2013 over 81 Lenders have giving consent to over 150 PACE projects nationwide.

Source: LBL
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