

CASE STUDY: CAPITOL DISTRICT MIXED-USE PROJECT

Petros PACE Finance Provides \$24.9 Million in C-PACE Financing for Omaha Redevelopment

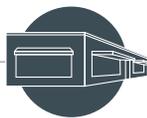
Project Highlights

Project 1



Marriott Hotel
295,832 SF
333 Rooms

Project 2



Retail Space
90,000 SF
Built in 2018

Project 3



Apartment Building
198,927 SF
223 Units

Location of Properties: Omaha, Nebraska

THE CLIENT

Shamrock Development, Inc. is an Omaha-based development company. They build quality, visionary commercial developments with a focus on enhancing the urban core of Omaha while incorporating long-term efficient designs.

THE CHALLENGE

The Metropolitan and Convention Authority chose Shamrock Development Inc. to redevelop a two-block site in downtown Omaha as part of a larger urban renewal effort. Shamrock wanted to secure take-out financing for the mixed use project to help ensure long-term stability for their desired capital stack while providing the funding necessary for their desired efficiency components.

THE NEEDS

- Comprehensive building envelope upgrade
- High-efficiency HVAC units with controls
- Efficient lighting with controls
- Elevators
- Water fixtures and heaters
- Building automation controls

THE SOLUTION

C-PACE financing enabled the efficiency upgrades to the mixed-use urban renewal project in downtown Omaha and provided a natural complement to the capital stack that also included multiple senior lenders, an EB-5 mezzanine tranche and Tax Increment Financing (TIF).

THE RESULTS

- Private capital incentivized forward thinking, sustainable building designs without the use of public funds.
- Efficient building design minimized future utility expenses, boosting NOI and property values for owner.
- The improvements modernized the facility, making it more attractive to investors and guests, while minimizing the carbon footprint of the development.
- Developer secured lower-cost, non-recourse capital to refinance the infrastructure upgrades.
- Developer secured a more efficient capital stack and long-term interest rate hedge, ensuring long-term stability for their capital stack.
- Improved developer's ability to service debt and generate free cash flow on the asset.

THE PARTNERS

*Eastern Nebraska Clean Energy
Assessment District (ENCEAD)
PACE Sage Capital
Asset Environments
City of Omaha*

\$24.9 Million
C-PACE Loan

Largest C-PACE Loan
in U.S. in 2018

\$28.2 Million
Cumulative Savings



“It was great working with the Petros PACE Finance team. Their experience in handling large C-PACE transactions is unparalleled. The PACE financing solution will provide long-term stability for our capital stack, and it pays us back for a significant investment in energy efficiency throughout the Capitol District.”

– *Mike Moylan, President of Shamrock Development*

BENEFITS OF PETROS C-PACE FINANCING



100% financing of hard and soft costs with no out-of-pocket



Promotes economic development and urban revitalization



Fixed-rate financing with up to 30-year terms



Ability to recover as an operating expense



Facilitates sustainable building design



Displaces higher cost mezzanine and equity capital

WHY PETROS PACE FINANCE?

Expertise

Our leadership team’s 100+ years of combined experience in C-PACE, monetizing tax credits, and commercial lending means certainty of close for our clients.

Execution

We’ve earned the trust of our clients because we break barriers and execute efficiently. We’re defining the future of C-PACE every day.

Scalability

We're growing quickly and we're taking our clients with us. With billions in committed capital, we can provide C-PACE financing ranging from \$500,000 to \$200 million or more.

Sustainability

We use private funds from committed institutional investors to promote environmental sustainability and economic development.

For more information on our projects, visit our website at www.petros-pace.com

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