

2/23/16 Meeting
Agenda Item 3-1

Cindy Jacinth

RECEIVED
City of Morro Bay

From: Cindy Jacinth
Sent: Tuesday, January 26, 2016 9:50 AM
To:
Cc: 'rtefft@morrobayca.gov'; Scot Graham
Subject: RE: UPO-359

FEB 18 2016

Administration

Hi Joyce,

Thank you for your email. In regards to your questions, this particular project is not impacted by the sediment deposit along the Estuary. The Harbor Dept. coordinates annual dredging with the US Army Corps of Engineers which is not a part of this particular proposal. The project is for private month to month slips rentals and have been reduced in length to protect eelgrass habitat, so that the slips would not be able to accommodate the larger boats you mentioned. The applicant is required by the terms of their lease to provide for development of this lease site, and has proposed the dock project which would add to the economy, as there is a need for additional slips for rent.

Hope that answers your questions.

Cindy

Cindy Jacinth, Associate Planner
City of Morro Bay
Community Development Dept.
955 Shasta Ave
Morro Bay, CA 93442
(805) 772-6577
cjacinth@morrobayca.gov

From:
Sent: Saturday, January 23, 2016 6:08 PM
To: Cindy Jacinth <cjacinth@morrobayca.gov>
Cc: 'rtefft@morrobayca.gov' <rtefft@morrobayca.gov>; Scot Graham <sgraham@morrobayca.gov>
Subject: UPO-359

Dear Cindy Jacinth, Associate Planner.

I was able to review your most recent Planning Commission presentation for the above and want to thank you, for all the required work that you are doing on behalf of this project.

A Commissioner pointed out that the design upgrades need to be thoroughly researched as they are of a sensitive nature to waterway use and marine life, while setting a precedence for future upgrades of expired lease sites. I share a concern of UPO-359 building a gangway, dock and boat slips extending nearly 44 feet into the Harbor.

It is easy to see that the width of the Harbor is progressively getting thinner due to the continual sediment deposited along the sandspit from the Estuary. How does this depositing effect the longer term use of the channel?

Would the larger boats (the "transient" vessels) always be able to maneuver to dock? Or, would the slips end up to be used by smaller boats that are not serving the ocean visitors?

Not knowing how many visitor boats are turned away because of lack of docking or mooring, would the five slips add to the economy of the Harbor?

There is also the requirement to protect the eelgrass beds. Would the continual use of the gangway, docks and slips extension disrupt their growth?

Thank you, for offering public comment on this project. I appreciate being able to do so.

Sincerely,

Joyce Ford

2/23/16 Meeting
Agenda Item C-2

Dana Swanson

RECEIVED
City of Morro Bay

From: Lisa Bugrova
Sent: Tuesday, February 23, 2016 2:55 PM
To: Council
Subject: Permanent Pickleball Courts at Del Mar Park

FEB 23 2016

Administration

Please do not restrict the use at Del Mar Park to one particular sport that is exclusively targeted to the adult and senior citizen population. Del Mar Park is one of the only surfaces available for roller sports in the County and is used by multiple organizations for training purposes. By installing permanent nets you are taking away this multi-use resource from your community's children and younger population to cater to a handful of organized sport enthusiasts aged 50-80 years old.

The MBPB club has indicated that it is inconvenient for them to have to set up and take down the net, and also that their use is primarily during daytime/school hours. By putting the nets up permanently, this eliminates all other uses currently available when the game is not being played.

If a dedicated Pickle Ball court is actually a need, it seems that this organization with the money to put toward a court should be encouraged to find a private entity to support its location. Alternatively, they could provide the City with the funds to purchase pickle ball nets and funds for the City to set up/take down during school hours so after school and work the rest of the community can still enjoy the park's resources.

Please do not take away this great multi-use resource from the community to cater to a small, but organized elite faction of the community.

Sincerely,

Lisa Bugrova

SLO County Resident, former member of Central Coast Roller Derby and mom of a junior roller derby girl.

Dana Swanson

2/23/16 Meeting
Agenda Item C-2
RECEIVED
City of Morro Bay

From: Terri Swartz
Sent: Thursday, February 18, 2016 10:02 PM
To: Council
Subject: Permanent Pickleball Courts at Del Mar Park

FEB 18 2016

Administration

February 12, 2016

The Honorable Jamie Irons, Mayor
The Honorable Christine Johnson, Council Member
The Honorable Matt Makowetski, Council Member
The Honorable John Headding, Council Member
The Honorable Noah Smukler, Council Member

Dear Mayor Irons and Members of the City Council:

The Morro Bay Pickleball Club (MBPB) most strongly supports the recommendation of the Recreation and Parks Commission for the installation of permanent pickleball courts at Del Mar Park. Further, MBPB is interested in partnering with the City of Morro Bay in the installation of permanent pickleball courts at Del Mar Park. To that end MBPB recently raised over \$20,000 solely dedicated to the timely installation of permanent pickleball courts, while Morro Bay Senior Citizens, Inc. has expressed interest in contributing up to an additional \$10,000 toward that endeavor. **With up to \$30,000 in non-city funds on the table, now is the time for Morro Bay City Council to act and approve the installation of permanent pickleball courts at Del Mar Park.**

Background

Pickleball in Morro Bay started in Spring 2013 with a handful of enthusiastic individuals and has grown to a club with over 180 members. MBPB originally requested dual-striped tennis courts at Monte Young Park, with the intent of having "multi-use" courts with two permanent nets. (A pickleball court is smaller than a tennis court, hence the need for dual striping if both games are to be played on the same court.) This would have permitted the two courts at Monte Young to be used for tennis or pickleball. While the requested multi-use striped courts were not approved, through continual pursuit with the city for the establishment of a playing venue in Morro Bay, in October 2014 the roller hockey rink at Del Mar Park was striped for pickleball play. During this same time period, MBPB obtained a permit from the city to use Del Mar Park roller hockey rink and has been utilizing the facility regularly ever since. (It should be noted that MBPB is the only group that has obtained a use permit from the city for the facility.)

Since the pickleball court striping of the Del Mar Park roller hockey rink in Fall 2014:

- MBPB volunteers staff and host play two hours each week day. Because the courts are not permanent, portable nets need to be setup at the beginning of play and taken down and stored at the end of play.
 - o Open play is scheduled for two hours a day, Monday – Friday. The addition of Saturday play and semi-monthly Saturday clinics started in 2016.
 - o Play is NOT available at other times unless someone has her or his own portable net system.

- Over 4,000 players have utilized the courts, with an average of 23 players a day and a range from 16 – 51 players on any given day in summer. During the winter, the average increases to 29 players per day.
- MBPB has provided play for individuals from 4 to 94 years of age, however currently most players range from 50 – 80 years. It should be noted that play occurs during typical business/school hours, so only individuals with flexible schedules participate.
- MBPB hosted two tournaments, primarily targeting local players but drawing players from as far north as Shasta County and as far south as Orange County.
- With the addition of permanent courts, MBPB has the potential to generate significant revenue for Morro Bay by hosting more / larger tournaments. Morro Bay is the best pickleball venue in San Luis Obispo County due to infrastructure (hotels, RV parking, camping, restaurants), weather and a central location.
- MBPB sponsored two all day Pickleball in the Park (PIP) events that brought in seven USAPA gold medalists, with over 219 people in attendance.
- MBPB offered lessons and play for many Special Olympians from Dubai that were passing through Morro Bay on their way to attend the Los Angeles Special Olympic Games in July 2015. Fourteen members of MBPB worked with the Special Olympians.
- MBPB hosted six pickleball clinics for 106 participants.
- MBPB monitored week-end usage of the rink from June 6 – July 12, 2015. During that time there were 89 users:
 - o 49 pickleball players using the court outside scheduled play
 - o 24 soccer players
 - o 12 scooters/skateboarders
 - o 2 bicyclists
 - o 2 roller hockey skaters

Pickleball is a sport enjoyed by players of all ages and skill levels, appealing to both men and women. It requires minimum financial outlay for an individual to play (court shoes, a racquet and balls total less than \$200), if a pickleball court with net is available. Just like in Morro Bay, pickleball is one of the fastest growing sports in the United States (NBC News, March 18, 2014). Now is the time for permanent pickleball courts in Morro Bay. Please take action now and accept the recommendation of the Recreation and Parks Commission for the installation of four permanent pickleball courts in Del Mar Park. Morro Bay citizenry will thank you.

Respectively,
Morro Bay Pickleball

Cc: David Buckingham
Sam Taylor
MBPB Steering Committee

2/23/16 Meeting
Agenda Item C-2

Dana Swanson

RECEIVED
City of Morro Bay

From: Christine Johnson
Sent: Saturday, February 20, 2016 5:27 PM
To: Dana Swanson
Subject: Fw: Roller rink
Attachments: IMG_20160220_064624273.jpg

FEB 22 2016

Administration

FYI...agenda correspondance.

Christine Johnson, Councilmember
City of Morro Bay
805.305.3759
cjohnson@morrobayca.gov

From: Pickleball Morro Bay
Sent: Saturday, February 20, 2016 4:42 PM
To: Jamie Irons; Christine Johnson; Noah Smukler; John Heading; Matt Makowetski; Dave Buckingham
Subject: Roller rink

Before the City Council meeting, it would be nice if you reviewed the stats from last summer's study of the court usage at Del Mar Park which were sent to you previously. You will note that the roller hockey rink was next-to-never used... even on weekends during summer months, when one would expect higher usage, by ANY roller-related group. The attached picture of the goalie net which has been on the court for several months does not suggest much concern about rink conditions.

2/23/16 Meeting
Agenda Item C-2

Dana Swanson

RECEIVED
City of Morro Bay

From: Christine Johnson
Sent: Monday, February 22, 2016 7:57 AM
To: Jim Zeeb
Cc: Dana Swanson
Subject: Re: Del Mar Park Pickleball Courts

FEB 22 2016

Administration

Hi Jim,

This note is to confirm that I received and read your email. I'm copying the City Clerk so your input will be part of agenda correspondence for this item.

Sincerely,
Christine

Christine Johnson, Councilmember
City of Morro Bay
805.305.3759
cjohnson@morrobayca.gov

From: Jim Zeeb
Sent: Sunday, February 21, 2016 11:01 AM
To: Jamie Irons; Christine Johnson; John Headding; Matt Makowetski; Noah Smukler
Cc: Dave Buckingham; Sam Taylor
Subject: Del Mar Park Pickleball Courts

City Council Members,

2/23 Agenda Item: C-2 CONSIDERATION OF CONVERSION OF THE DEL MAR PARK HOCKEY RINK INTO PERMANENT PICKLEBALL COURTS; (ADMINISTRATION)

I encourage you to approve the conversion of the old Hockey Rink at Del Mar Park into permanent Pickleball Courts.

My wife and I are active participants in the area. I usually play 6-7 times per week. The facility at Del Mar Park is one of my favorites in the area. I live in SLO and I play at all the facilities from Arroyo Grande to Paso Robles. Del Mar Park is one of my favorites because of the friendly atmosphere and the system they have for the waiting players to choose what court to play on. I've heard this same comment from many other players in the area.

Having the cracks filled and a proper court surface with contrasting lines would make this one of the best Pickleball facilities in the area. My wife and I often make the trip all the way to Cambria to play on their permanent courts. We make a day of it and have lunch afterward. We would do the same at Del Mar Park if it had permanent courts. That way we could eat lunch at The Gallery, one of our favorite Morro Bay restaurants.

Again, I encourage you to approve the conversion of the old Hockey Rink at Del Mar Park into permanent Pickleball Courts.

2/23/16 Meeting
Agenda Item C-2

Dana Swanson

From: Christine Johnson
Sent: Monday, February 22, 2016 12:54 PM
To: Pickleball Morro Bay
Cc: Dana Swanson
Subject: Re: Pb support

RECEIVED
City of Morro Bay

FEB 22 2016

Administration

Thanks for our email...it has been received and photo viewed.

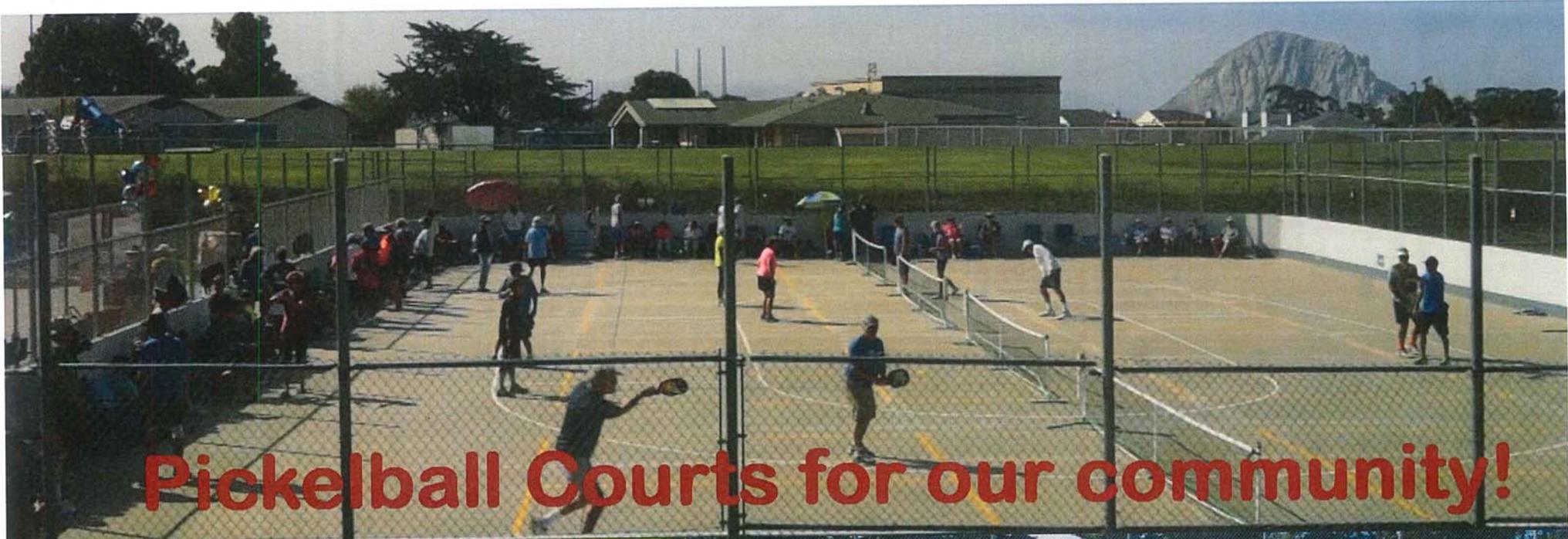
I'm forwarding it to our City Clerk to be included into agenda correspondence.

Thanks,
Christine

Christine Johnson, Councilmember
City of Morro Bay
805.305.3759
cjohnson@morrobayca.gov

From: Pickleball Morro Bay <
Sent: Monday, February 22, 2016 12:41 PM
To: Jamie Irons; Christine Johnson; Noah Smukler; John Heading; Matt Makowetski; Dave Buckingham
Subject: Pb support

One picture says it all.



Pickleball Courts for our community!



Dana Swanson

From: Christine Johnson
Sent: Monday, February 22, 2016 1:17 PM
To: Dana Swanson
Subject: Fwd: Morro Bay v Cambria, Feb 20, in the 2016 California Central Coast Pickleball Challenge Cup tournament, on Cambria's nice new courts

FEB 22 2016

Administration

Christine Johnson
Councilmember, City of Morro Bay
805-305-3759
cjohnson@morrobayca.gov

Begin forwarded message:

From: Karen Frair <kfrair@morrobayca.gov>
Date: February 22, 2016 at 9:10:58 AM PST
To: council@morrobayca.gov
Subject: Morro Bay v Cambria, Feb 20, in the 2016 California Central Coast Pickleball Challenge Cup tournament, on Cambria's nice new courts

On Saturday, February 20, the First Annual Pickleball Coast Cup Challenge Match between the Morro Bay Pickleball Club and Cambria Pickleball by the Sea was held at the Cambria pickleball courts. For more info contact Karen Frair



FEB 23 2016

Administration

2/23/16 Meeting
Agenda Item C-3

Dana Swanson

From: Jamie Irons
Sent: Monday, February 22, 2016 7:06 PM
To: Dana Swanson
Cc: Dave Buckingham
Subject: Fw: Ygrene Works for Morro Bay
Attachments: Ygrene Works - Non Member City - Opt-In Package.zip; The Right Partner.pdf; YgreneOverview_2.11.16.pdf; General Proposal (With Case Studies).pdf

Dana,

Can you forward on to the rest of council regarding item C-3.

Thanks, Jamie

From: Emily Goodwin <emily.goodwin@ygrene.us>
Sent: Monday, February 22, 2016 4:56 PM
To: Jamie Irons
Cc: Bob Crizer
Subject: Ygrene Works for Morro Bay

Hi Mayor Irons,

Ygrene is one of the PACE Finance providers recently approved by SLO County back in November of last year. I have been in touch with Bob Crizer who was kind enough to give me a heads up that your fine City (a former residence of mine) will be adopting one of our competitors programs tomorrow night (HERO). I lived at the end of San Bernardo Creek Road for several years way back in 2003-2006 and actually worked for the City of Morro Bay in the Parks and Recreation Department for a short time in childcare at one of the local schools. My personal life brought me back to the San Francisco Bay Area in late 2006, but it was difficult to leave that incredible spot on the map.

I'd love if your Council could consider including Ygrene's program into that decision. Ygrene is the leader in commercial and residential PACE finance in the state. Ygrene has the strongest consumer protections and contractor benefits in the industry. I'd love to be able to spend just a few minutes with you on the phone to go over how we could be included in tomorrow night's discussion. I have not yet reached out to the City Manager, but instead contacted Public Works staff just after our approval with the County, based on a recommendation of who best to start the process with for Morro Bay.

Please let me know if we can chat briefly sometime early tomorrow morning, assuming you're gone for the day now. I have attached the materials needed to approve our program in the zip file in

addition to other marketing materials that best profile the strength and commitment of our company.

RECEIVED
City of Morro Bay

With kindest regards,
Emily

--

Ygrene can help your local jurisdiction heed the call of **Governor Brown's recent Executive Orders** on [GHG reduction](#) and [mandatory water conservation](#)!

Emily Goodwin

Manager, District Development

www.ygreneworks.com

o: 707.236.6635

c: 415.261.7578

815 5th Street | Santa Rosa, CA 95404

Customer Care: [877.819.4736](tel:877.819.4736)

M-F 8 – 9

SAT 9 – 5

SUN 10 – 4



The Right Partner for Your Clean Energy Program



Activating a property assessed clean energy (PACE) program in your community creates jobs, increases economic investment, helps local contracting firms grow and reduces energy costs for property owners. Finding the right partner is the key.

Ygrene Energy Fund's team of experienced financial experts, top operational and funding teams, and locally connected area managers will develop a financially sound, proven PACE program that generates measurable results for your community—quickly and effectively.

| FOR LOCAL GOVERNMENT | FOR PROPERTY OWNERS | FOR CONTRACTORS |
|--|--|--|
| <p>Economic Stimulus</p> <p>Ygrene's program achieves the triple bottom line. It creates jobs, builds the economy, and reduces our carbon impact.</p> | <p>Wide Range of Projects</p> <p>Property owners can finance thousands of different energy efficiency and water conservation improvements.</p> | <p>Increased Business</p> <p>An effective PACE program can dramatically increase business for energy contractors.</p> |
| <p>Consumer Protection</p> <p>All contractors must be licensed & bonded with the state of California and are trained & certified by Ygrene. All projects require local permits and customers approve work before directing payment to contractor.</p> | <p>Long-Term Financing</p> <p>Payments for financing are at affordable fixed rates over five-to-30 year terms.</p> | <p>Training and Certification</p> <p>Ygrene provides contractors with all the necessary training to effectively represent PACE financing to property owners. Once training is complete, contractors receive their certification confirming their ability to participate in the program.</p> |
| <p>Zero Cost to Taxpayers</p> <p>Because Ygrene pays for all costs including district implementation, staffing and marketing, and provides all project funding, there is zero cost to the jurisdiction or local taxpayers.</p> | <p>No Impact on Credit</p> <p>Improvements are paid through the property tax bill, so it doesn't impact the property owner's credit or balance sheet, and the payment may stay with the property if sold.</p> | <p>Easy Project Management</p> <p>Ygrene's software tools allow contractors to easily manage jobs and approvals.</p> |
| <p>Dedicated Team</p> <p>Ygrene fully staffs all of our programs with local account managers, a dedicated government liaison, centralized customer service reps, underwriters and other professionals.</p> | <p>No Upfront Costs</p> <p>Program application and pre-approval can happen in less than 15 minutes and there are no upfront costs.</p> | <p>Ready Funding</p> <p>Ygrene's fully-funded district ensures that project payment is quick and convenient.</p> |

Experience YgreneWorks in Your Community

Ygrene delivers best in class PACE financing with the highest standard of consumer protections and a commitment to making it easy for families to invest in their future and a healthier environment.

Imagine what we can do. Millions more in local economic investment, more local green jobs, more energy savings—and more choice in energy efficiency financing for property owners.

The YgreneWorks Model

| | |
|-------------------------------|---|
| CONSUMER PROTECTION | When it comes to doing what's right for property owners, Ygrene is setting the bar higher. We are committed to ensuring the highest standard of consumer protections and lending practices in the industry. |
| ECONOMIC STIMULUS | Ygrene can help you achieve the triple bottom line: creating jobs, building the economy, and reducing our carbon impact. |
| ENVIRONMENTAL BENEFIT | From solar panels and wind turbines to low-flow plumbing and drip irrigation systems, Ygrene funds thousands of environmentally friendly energy and water saving improvements to fit your community. |
| DEDICATED TEAM | Ygrene manages every aspect of the Program with oversight by government staff—a true turnkey operation with a dedicated team that won't impact your local budget or resources. |
| ZERO COST TO TAXPAYERS | Ygrene covers all costs including implementation, customer care, marketing and financing. Not one cent comes from local taxpayers. |

For more information call **707.236.6608** or email info@ygrene.us

Ygrene Overview



Ygrene Energy Fund is proud to be one of the leading providers of Property Assessed Clean Energy (PACE) financing throughout the United States, with the largest commercial and multi-family PACE and 2nd largest residential PACE programs in the country. We help home and business owners increase the value of their residences and commercial buildings while reducing their energy costs. All this while creating local jobs, generating economic stimulus, achieving mandated CO2 reduction targets—and building a safer, healthier environment for everyone.

Our award winning Ygrene Works™ PACE financing program provides immediately accessible financing with no upfront costs for energy efficiency, renewable energy, water conservation and, in certain locations, hurricane protection, electric vehicle charging stations and seismic upgrades.

Adding Ygrene to a city or county's environmental programs will ensure that property owners not only have access to the lowest rates and fees in the industry but also greater choice in energy efficiency and water conservation financing options.

Ygrene's team of experienced financial experts, top operational and funding teams, and locally connected area managers will provide a financially sound, proven PACE program that generates measurable results for your community—quickly and effectively.

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Learn more at ygreneworks.com.



Consumer Protection

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Economic Stimulus

Ygrene can help you achieve the triple bottom line: creating jobs, building the economy, and reducing our carbon impact.

Environmental Benefit

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Ygrene Quick Fact Sheet

| | |
|---|--|
| Founded: | 2010 |
| Government Sponsor(s): | 200+ cities, counties and agencies across 3 states: California, Florida and Georgia |
| Cost to Participating Governments: | None |
| Projects (as of 1/2016): | 10,700+ projects totaling over \$1 Billion in approved and completed projects. |
| Program Impact Statistics: | <p>Jobs Created & Sustained = 15,500+</p> <p>Economic Stimulus = \$2.6 Billion</p> <p>Utility Bill Savings = \$1.1 Billion</p> <p>Renewable Energy Produced: 65 Megawatts</p> <p>GHG/CO2 Emissions Abated: 1.2 Million Metric tons</p> <p>Water Conserved: 4.5 Billion Gallons</p> |
| Judicial Validation: | Statewide districts formed and validated in CA and FL |
| Property Types: | Both commercial and residential financing available (Single family, multi-family, Retail, Industrial, Agricultural and Non- Profit) |
| Minimum Financing: | \$2,500 - Residential & Commercial |
| Maximum Financing: | 15% of property value; LTV (including mortgage + PACE) cannot exceed 100% of property value |
| Interest Rates: | 6.49% - 8.25% |
| Financing Terms: | 5, 10, 15, 20, 25 and 30 year terms available, not to exceed useful life of the improvement. Solar PV projects may eligible for up to a 30 year term. |
| Program Website: | www.ygreneworks.com |



energy efficiency financing made easy

Ygrene Overview



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| Program Website: | www.ygreneworks.com |



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Imagine what we can do. Millions more in local economic investment, more local green jobs, more energy savings—and more choice in energy efficiency financing for property owners.

Ygrene Energy Fund (Ygrene) is proud to be one of the leading residential, and the #1 commercial and multi-family, PACE providers in the United States. Together we can help residents increase the value of their homes and commercial buildings while reducing their energy costs. All this while creating local jobs, generating economic stimulus, achieving mandated CO₂ reduction targets—and building a safer, healthier environment for everyone.

Our award winning Ygrene Works™ PACE financing program can be used for energy efficiency, renewable energy, water conservation and, in certain locations, electric vehicle charging stations and seismic upgrades. Adding Ygrene to the County's existing cadre of PACE financing program administrators will ensure that property owners not only have access to the lowest rates and fees in the industry but also greater choice in energy efficiency and water conservation financing options.

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Experience

As the pioneer of an innovative lending platform that led to one of the first PACE programs in the United States, Ygrene continues to advocate for PACE programs across the country, working at both the state and national levels to develop and build greater awareness of the positive impact of this form of energy financing.

Over the past five years we have developed deep expertise in forming, administering and funding special tax (CFD) and special assessment PACE districts in California, Florida and Georgia, and in originating, financing and supporting customers on residential and commercial PACE projects. While we are known as leaders in the commercial PACE marketplace, our residential impact comprises 90% of the projects we fund. As our business model has evolved over the years, and through the combination of a virtually unlimited source of capital, a wealth of financial expertise and strong relationships with industry leaders, we are now in a position to become the leader in both residential and commercial turnkey PACE set up, administration and financing throughout the country.

Our growth in our home state of California continues unabated. Ygrene has partnered with Golden State Finance Authority (GSFA) to make the Ygrene Works program available to every city and county in California. GSFA, a Joint Powers Authority (JPA), has distinguished itself as a leader in housing finance in California for over two decades, helping more than 1,300 homeowners to make energy efficiency upgrades to their properties, more than 60,000 purchase a home, and has gifted more than \$66.2 million in down payment assistance and grants, resulting in more than \$8.7 billion in financing for first and second mortgages.

GSFA is the public entity overseeing Ygrene Works in California. Ygrene acts as the finance and administrative body. Ygrene will also continue to work outside of the JPA, directly with cities and counties, to finance and administer local PACE programs. Both structures present no risk of liability and require no cost or staff time on the part of cities and counties.

Currently we have successfully partnered with or are actively involved in the process of gaining approval in over 150 communities, impacting more than half of the state's population.

California Jurisdictions (December 2015)





Recognition and Awards



Edison Award, Best Clean Energy Finance Model, Edison Universe

Ygrene was awarded

an Edison Award, Silver, in 2012 for generating large-scale economic benefits and substantial job creation for municipalities while allowing property owners to fund green retrofits without a sizeable capital commitment. The Edison Awards, named after Thomas Edison (1847-1931), are among the most prestigious accolades honoring excellence in new product and service development, marketing, human-centered design and innovation.



Business Model Innovation: Energy Efficiency Silver, Climate Change

Business Journal

Ygrene was selected in 2012 for the honor of Business Model Innovation for outstanding business achievement in the climate change industry.



Commitment to Action, Clinton Global Initiative

Ygrene made a formal Commitment to Action through the Clinton

Global Initiative to revitalize communities and create employment opportunities by expanding access to PACE financing for commercial and residential property upgrades across the U.S. We are proud to report that we are close to meeting our commitment of launching 10 new jurisdictions through the summer of 2015, and financing \$400 million in energy efficiency, water conservation, renewable generation and hurricane protection improvements.



Screw Business as Usual Award, Virgin Unite with Sir Richard Branson and Carbon War Room and the United Nations Foundation

The Screw Business as Usual Award was presented to Ygrene Chairman and Founder Dennis Hunter for demonstrating that doing what's right for the planet makes good business sense.



Certificate of Recognition, U.S. Department of Energy, Solar Decathlon 2013 and XPO

Ygrene received a Certificate of

Recognition by the City of Irvine for supporting the U.S. Department of Energy Solar Decathlon 2013 and XPO which provided an international showcase for innovation, technology and design, and delivered educational experiences to more than 63,000 people.



Financial Ally, Better Buildings Challenge, U.S. Department of Energy

Ygrene was selected by the Department of Energy in 2011 as a financial ally in support of the White House's Better Buildings Challenge. Ygrene joins the ranks of top tier financing leaders, cities and companies committed to energy efficiency that will save billions in energy costs and spur job creation.

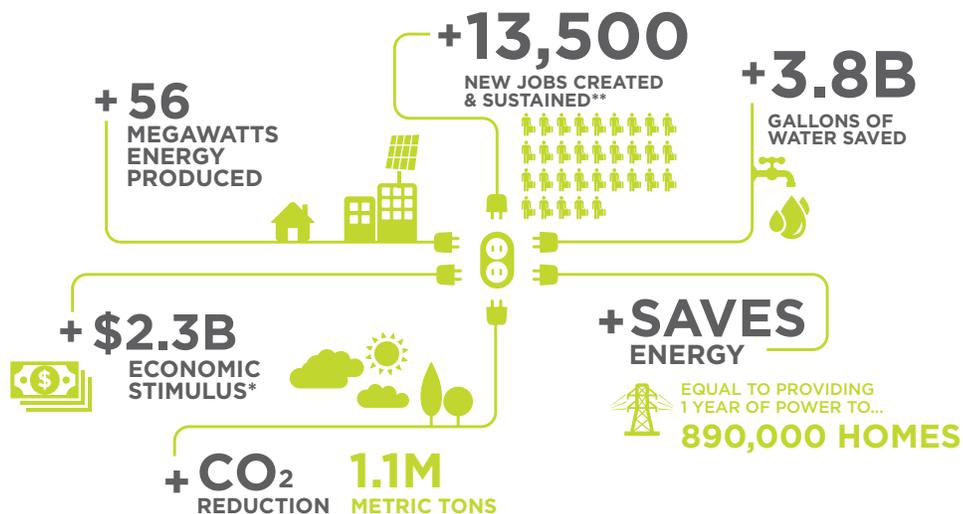


Impact Metrics

Ygrene continues to experience substantial growth in 2015. We have approved more than \$900 million in residential and commercial PACE projects for nearly 6,000 property owners, and we have registered and trained more than 5,000 licensed and bonded Ygrene Certified Contractors. In most counties, within the first 12 months, we expect to

generate applications that amount to between 0.5 to 1.0 percent of the County's residential housing units. Projects will range from \$2,500 residential HVAC replacements to complex, multi-million dollar commercial projects involving multiple eligible improvements.

What does \$900,000,000 in water and energy efficiency upgrades look like?



* Estimated annual Economic Impact/Stimulus includes both local impact (e.g., labor costs) as well as manufacturing, distribution, materials, etc., that may occur outside the local economy but that are a part of the national economy.

** Depending on the improvement, CO₂ reduction and annual job creation may vary.

All figures are current as of July 2015.

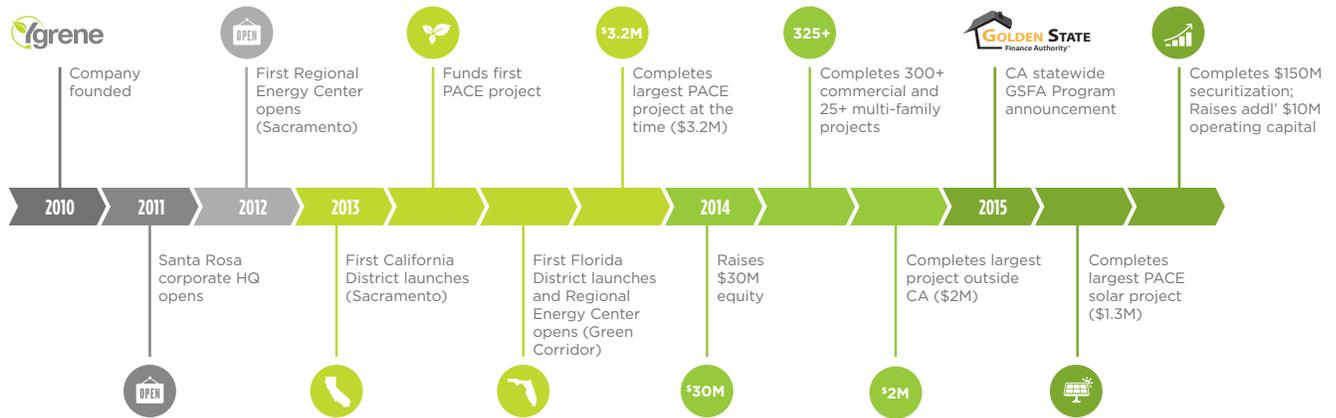


Background

In early 2006, Ygrene Chairman and Founder Dennis Hunter conceived and organized Green Energy Loan (GEL), a four-bank lending system that facilitated loans enabling homeowners to cost-effectively retrofit their homes to reduce carbon emissions. This project led, in part, to the inception of the Sonoma County Energy Independence Program (SCEIP)—one of the first PACE programs in the United States and the largest government financed PACE program operating today.

financial expertise and strong relationships with industry leaders, Ygrene was finally in a position to begin offering turnkey PACE implementation, administration and financing throughout the United States.

Fast forward five years, Ygrene has developed, refined and revised its program offering, increasing capacity and capabilities to better serve contractors, property owners and government partners.



In response to the success of SCEIP, Mr. Hunter soon realized the need for a more efficient administrative and financial model. GEL quickly added software development personnel and went to work on the web tools needed to underpin a fully scaled PACE program. He also began recruiting a team of experts to expand the business throughout the country. The newly formed management team began refining the business model, developing software, creating marketing plans and building operational infrastructure. All of this activity resulted in the formal founding of Ygrene Energy Fund in 2010.

By the middle of that same year, Ygrene had entered into discussions with several local financial institutions to secure the strong financial partnerships necessary to build the backbone for the Ygrene business model. With the combination of an unlimited source of capital, a wealth of

Another evolution in the Ygrene business model has been the movement away from self-contained, district-specific teams that deliver all Ygrene services locally, to a centralized, shared services model based primarily out of Ygrene corporate offices and call center in Santa Rosa, CA. This new model has enabled us to more effectively train and staff our underwriting and customer support teams across all jurisdictions, as well as quickly adjust for fluctuating levels of activity across the country. The new, centralized model also has enabled us to make a greater investment in hiring local contractor management staff and provide a higher level of consumer protection, contractor oversight and project quality within each district. Together these changes have resulted in a dramatic increase in applications and project approvals, as well as a higher level of customer experience and satisfaction.



Offices and Staff

Ygrene is headquartered in Santa Rosa, California with offices in every region where we have formed partnerships with local governments. Ygrene employs 115 full-time and contract staff members organized around six operational areas that come together to perform three primary functions:

1 Government Relations

The Government Relations/District Development team partners with local government agencies to design, develop and implement local and statewide PACE programs and municipal contracts. The team serves as the primary point of contact for city, county and state government staff.

2 Marketing, Sales and Operations

The Marketing, Sales and Operations organizations are comprised of local and centralized marketing, communications and graphic design professionals, customer service representatives, regional account managers, funding administrators, underwriters and operational experts. Together, our Marketing, Sales and Operations teams work seamlessly to:

- A Inform and educate Ygrene Certified Contractors and property owners about the Program through consistent digital and print communications, trade events and advertising;
- B Register, certify and train contractors on the unique benefits of the Program;
- C Support property owners through the application and approval processes; and
- D Ensure timely project funding.

3 Corporate and Shared Services

Members of our corporate executive team and our Shared Services organization, which includes human resources, IT, finance, legal and tax services, are centralized at Ygrene's corporate office.

Ygrene currently operates out of the following offices:

Ygrene-Corporate

815 5th Street
Santa Rosa, CA 95404

Ygrene-Call Center Operations

411 King Street
Santa Rosa, CA 95404

Ygrene-Miami

3390 Mary Street, Suite 124
Coconut Grove, FL 33133

Ygrene-Georgia

5785 Riverwood Drive
Atlanta, Georgia 30328

Ygrene-Walnut Creek

1255 Treat Boulevard, Suite 300
Walnut Creek, CA 94597

Ygrene-Riverside County

Coachella Valley Association of Governments
77760 Country Club Drive, Suite H
Palm Desert, CA 92211

Ygrene-Sacramento

2600 Capitol Avenue, Suite 100
Sacramento, CA 95816

Ygrene-Chula Vista

230 Glover Avenue, Suite J
Chula Vista, CA 91910



Government Partnerships

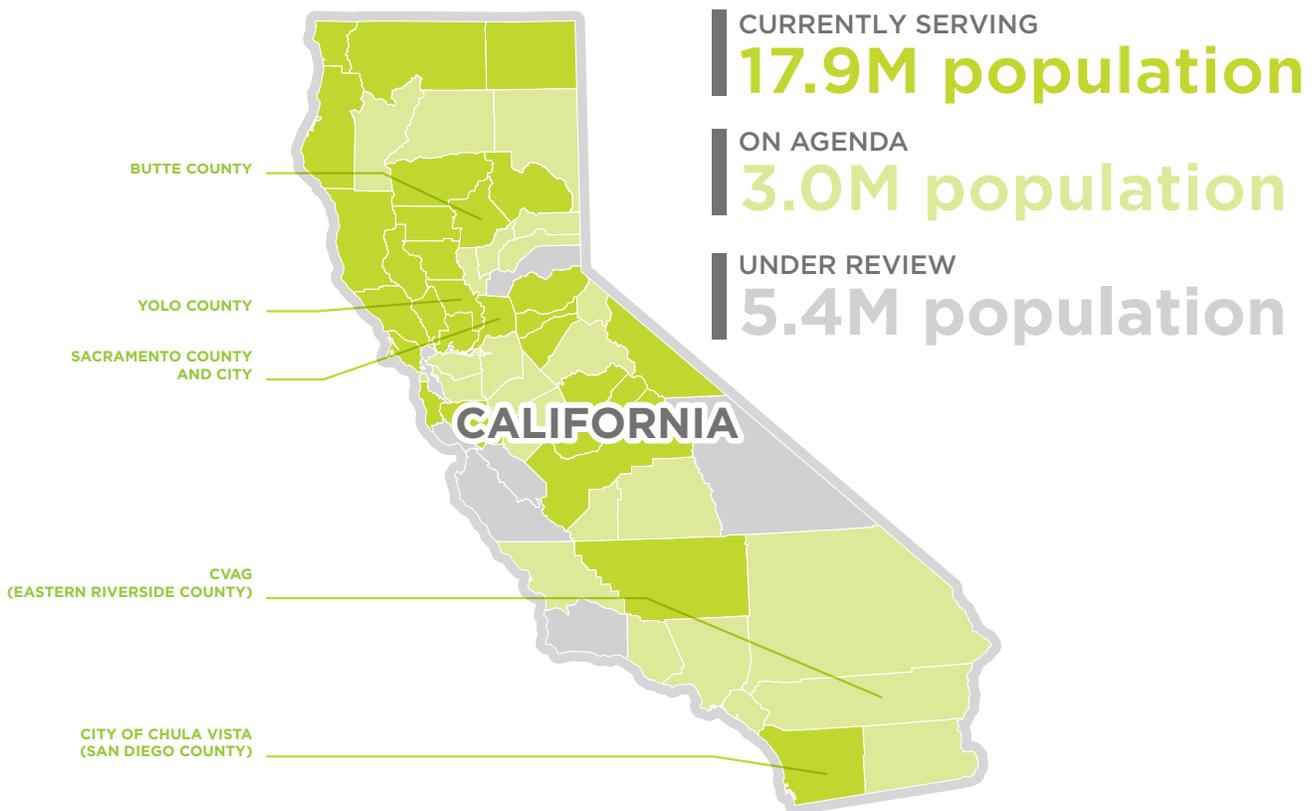
Ygrene is a multi-state PACE administrator currently operating programs with participating municipalities and counties in California, Georgia and Florida. Over the next five years, the Ygrene Works program is projected to create tens of thousands of local jobs and invest hundreds of millions into local economies.

As of January 2015 every California city and county is able to immediately “opt in” to the Ygrene Works program under a unique partnership with GSFA/ JPA. We also will continue to work directly with cities and counties to finance and administer local PACE programs outside of the JPA.

Prior to the JPA partnership, Ygrene served as the primary PACE administration partner and has been approving and funding projects in the following jurisdictions: County of Sacramento, County of Butte, Coachella Valley Association of Governments (CVAG), County of Yolo, City of Chula Vista, and the City of Sacramento.

“We are excited to partner with Ygrene to bring the YgreneWorks PACE financing program to additional cities and counties across the state of California.”

—Greg Norton, Executive Director GSFA



* Includes jurisdictions currently in process of approving and adopting Ygrene Works.

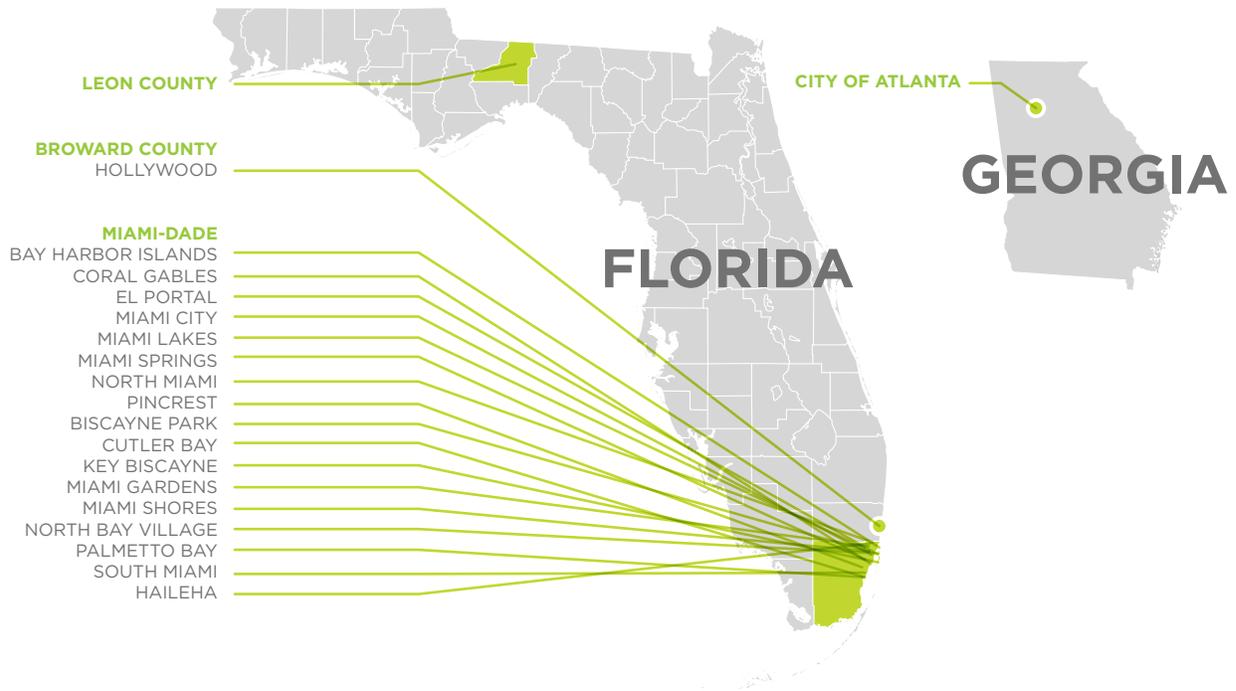


Ygrene is in varying stages of negotiation, implementation and administration with municipalities across the country to supply our turnkey Ygrene Works PACE program to local governments.

In 2012 Ygrene was selected by Florida's Green Corridor, an Interlocal District that has grown to 11 municipalities in Miami-Dade County to serve as the third-party administrator for PACE programs in these areas. Ygrene took the program statewide in July 2015, enabling a streamlined, low cost adoption process for every city and county in Florida. To date

21 municipalities have adopted the Ygrene Works program, more than 700 contractors and industry professionals have been trained and Ygrene Certified, and more than \$500 million in financing is available for residential and commercial projects in the state.

In Georgia, Ygrene has formed the District, is finalizing the validation process and is on target to launch the Program in late 2015.





Case Studies | Residential

Our mission is to make energy efficiency upgrades easy and affordable for every homeowner.

\$16,237
PROJECT VALUE



PALM SPRINGS, CA
High Efficiency HVAC System

“My heater is now in my attic, which added more liveable space and cleaner indoor air for my family.”

\$9,360
PROJECT VALUE



CHULA VISTA, CA
High Efficiency HVAC System

“Not only are we already seeing a difference in our energy bills, but our son’s asthma symptoms are much better now.”

\$35,433
PROJECT VALUE



WILTON, CA
Solar

“It feels good to be using the natural power of the sun to heat and cool our home. Our house is the talk of the neighborhood.”

\$15,520
PROJECT VALUE



SACRAMENTO, CA
Spray Foam Insulation

“Ygrene’s program let me make the improvements I wanted with no cash out of my pocket and payback terms that worked for me.”



Case Studies | Multifamily & Commercial

We enjoy helping multifamily and commercial property owners feel confident about protecting the health and safety of their tenants while making a solid investment in their business.

\$433,000
PROJECT VALUE



SACRAMENTO, CA

Increased comfort and energy savings

More than \$400,000 went into improving the energy efficiency of this 184 unit multifamily residence and included the installation of an evaporative cooling tower, chiller, boiler, controls system and LED lighting.

\$63,130
PROJECT VALUE



CORAL GABLES, FL

Cool Roofing, Windows, Insulation

New cool roofing, insulated windows and new insulation throughout the property is helping tenants in this six unit property save energy and reduce their monthly expenses.

\$566,140
PROJECT VALUE



FAIR OAKS, CA

Tenants enjoying lower utility bills

Multiple energy efficient improvements were made to this 78 residential unit building. This large phased project included upgrades to HVAC systems, ducts, siding, windows and doors.

\$225,459
PROJECT VALUE



CITRUS HEIGHTS, CA

Cool windows beat the heat

Hot summer days in Sacramento Valley are a lot cooler for tenants in this 60 unit apartment complex with new insulation and higher quality, energy saving windows.



\$1.3 million
PROJECT VALUE

40%
ENERGY SAVINGS



CHULA VISTA, CA
90% Solar Powered

More than 1,000 Sun Power solar panel modules will provide 90% of the power to one of Chula Vista's largest commercial buildings, and the first to take advantage of the city's PACE program.

\$1.7 million
PROJECT VALUE

34%
ENERGY SAVINGS



PALMETTO BAY, FL
Cool Roof, LED Lighting

A facility-wide energy conservation project will save this retailer up to \$135,000 in energy costs annually—or more than \$1.6M over the life of the contract.

\$3 million
PROJECT VALUE

27%
ENERGY SAVINGS



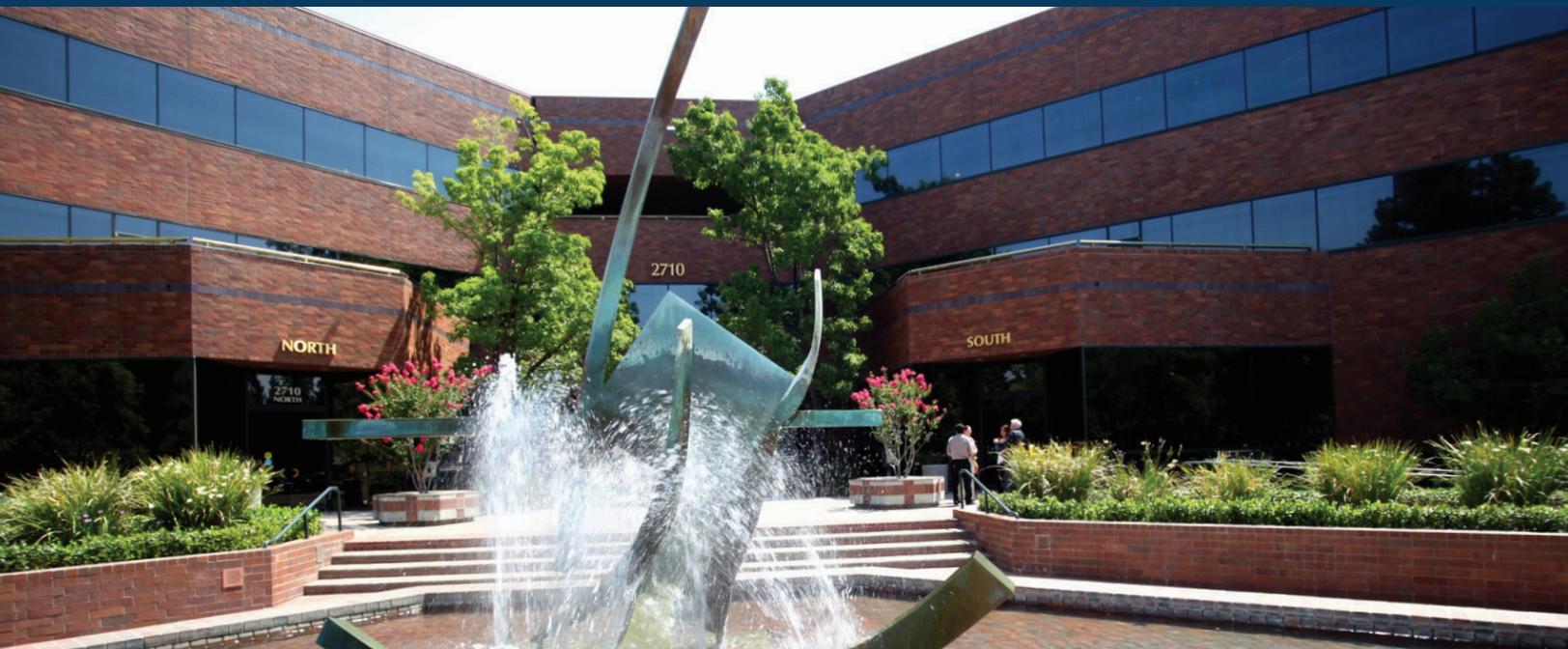
SACRAMENTO, CA
Largest PACE Project

The Sacramento Metro Center retrofit was the largest PACE project in the U.S. at the time, and remains second largest today. Multiple energy efficient upgrades included a chiller, cooling tower and water treatment system.

“It’s very gratifying to see a solar project of this magnitude come together and will certainly be an asset to the building, its tenants and the community as a whole. It’s my desire to see this project become the catalyst for many future projects in the South Bay area.”

—Jim Pieri, President Mountain West Real Estate
and Gateway Center owner.
Chula Vista, California

Sacramento Metro Center Case Study



Sacramento Metro Center, Sacramento, CA

Chiller, Cooling Tower & Water Treatment System

The Sacramento Metro Center is currently the second largest PACE project in United States history. More than \$3 million was financed, resulting in \$140,000 in annual energy savings—a 27 percent reduction. Metro Center, owned by Metzler Real Estate, is comprised of four buildings, totaling approx. 250,000 square feet. Upgrades included replacement of rooftop units with high efficiency equipment and installation of a Metasys® building management system to control the mechanical equipment and interior and exterior lighting. The retrofit will enable Metro Center to register for LEED® certification, an emerging standard for large corporate tenants in California.

“Together [with Ygrene] we are creating local jobs, reducing emissions, and putting Sacramento on the map as a national leader in sustainability.”

– Kevin Johnson, Mayor of Sacramento

“The decision to retrofit Metro Center demonstrates the economics of sustainability to increase energy efficiency while reducing costs.”

– Dwight McRae, Managing Director, Metzler Real Estate



One of the largest PACE projects in the United States.

\$3.16 million
PROJECT VALUE

27%
ENERGY SAVINGS

YgreneWorks™ for Commercial Properties

The award-winning YgreneWorks program offers 100% zero down property assessed clean energy (PACE) financing for energy efficiency, renewable energy, water conservation and, in certain locations, electric vehicle charging stations and seismic upgrades to commercial buildings.

Eligibility is based on property equity—no capital outlay, guarantors or review of personal financial information is required to qualify. Low fixed payments are spread out up to 30 years and repaid through a property tax assessment that may be transferable upon sale or refinance.¹

Now it's easier and more affordable than ever to improve your cash flow, reduce your costs—and increase the comfort, safety and value of your commercial property.

Smarter, Easier than Traditional, Credit-Based Financing

- Leverage Off Balance Sheet Capital
- Enhance Property Value
- Maximize Net Operating Income (NOI)
- Boost Occupancy and Lease Rates with a “Green Building”
- Enjoy Nonrecourse Financing
- Improve Energy Efficiency

Property Types

- Office
- Retail
- Multifamily
- Mixed Use
- Warehouses
- Flex Space
- Mills
- Light Industrial
- Power Plants
- Agricultural

Save Money. Save Energy.

Benefits of YgreneWorks PACE Financing

- Retain capital with 100% project financing of eligible improvements with fixed terms up to 30 years
- Improve property cash flow and value with zero cash outlay
- If property is sold, property tax assessment may be transferable to the new owner upon sale
- Off balance sheet, property tax-based financing may result in improved tax treatment
- Special tax can be passed through under most net leases
- Special assessment appears on property taxes, potentially enabling property owners to expense the entire amount, including principal and interest

Eligibility Criteria

- Mortgage and property taxes current at approval
- No involuntary liens on the property
- Not in bankruptcy
- No personal guarantees, covenant requirements or review of financials needed to qualify

Sandpiper Apartments Case Study



Sandpiper Apartments Sacramento, CA

Energy Efficient Windows, Sliders, LED Lighting

Sandpiper Apartments, an 80-unit private, gated apartment community on three acres just outside of the city center, wanted to lower their utility costs, maximize rents with no capital outlay, and provide tenants a more comfortable living environment. With the flexibility of Ygrene’s property assessed clean energy (PACE) financing, Sandpiper is now targeting a 21% reduction in annual energy costs.



Clean energy upgrades financed through Ygrene—the leading commercial and multifamily PACE provider in the U.S.

\$136,000
PROJECT VALUE

21%
ENERGY SAVINGS

YgreneWorks™ for Commercial Properties

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Gateway Center Case Study



Gateway Center Chula Vista, CA

90% Solar Powered

Downtown Chula Vista's landmark Gateway Center is the city's first and largest commercial project to invest in solar energy using the Clean Energy Chula Vista (PACE) program. Backed by more than \$1.3 million in Ygrene PACE financing, owners of the five-story business center completed the successful installation of 1,054 Sun Power rooftop solar panels (15 inverters) generating 344+ kW of power in early 2015. Solar now supplies 90% of the power required by building management and tenants, resulting in an expected 40% reduction in energy costs annually.

"Projects like this are key to reaching our environmental goals and ensuring clean air for current and future generations."

— Mary Casillas Salas, Mayor of Chula Vista

"It's very gratifying to see a solar project of this magnitude come together and will certainly be an asset to the building, its tenants and the community as a whole. It's my desire to see this project become the catalyst for many future projects in the South Bay area."

— Jim Pieri, President Mountain West Real Estate and Gateway Center owner



Clean energy solar array financed through Ygrene—the leading commercial and multifamily PACE provider in the U.S.

\$1.3 million

PROJECT VALUE

40%

ENERGY SAVINGS

YgreneWorks™ for Commercial Properties

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Eligibility Criteria

- Mortgage and property taxes current at approval
- No involuntary liens on the property
- Not in bankruptcy
- No personal guarantees, covenant requirements or review of financials needed to qualify

¹ Ygrene does not provide tax advice. Please consult your tax advisor about deductibility.



Eligible Improvements

The Ygrene program offers financing for a variety of energy-efficiency improvements, water conservation improvements, solar and other distributed generation systems and electric vehicle charging infrastructure. Property owners are encouraged to pursue the most cost effective improvements (or combination of improvements) to maximize their long-term utility savings and return on investment.

The list of eligible improvements below is not intended to be comprehensive. Any project that measurably saves energy beyond the level required by legislation, that generates renewable energy, or adds to the conservation of water resources can be financed through the Program.

Energy-Efficiency

- Additional building openings to provide natural light
- Air filtration
- Attic, floor, walls, roof, duct upgrades
- Air sealing and ventilation
- Bathroom, ceiling attic, and whole-house fans
- Building envelope
- Cool roofing
- Defect correction
- Duct leakage and sealing
- Evaporative coolers (separate ducting system from AC and heat)
- Geothermal exchange heat pumps
- HVAC systems
- Insulation
- Lighting (fixture retrofits only)
- Natural gas storage water heater
- Pool equipment (circulating pumps, etc.)
- Reflective insulation or radiant barriers
- Sealing
- Skylights
- Solar tubes
- Solar water heating systems
- Tankless water heaters
- Weather stripping
- Window filming
- Windows and glass doors (U value 0.41 or less and solar heat gain coefficient)

Building Improvements (Non residential)

- Classroom lighting
- Kitchen exhaust variable air-volume controls
- Occupancy sensor lighting fixtures
- Refrigerator case LED lighting with occupancy sensors
- SMART parking lot bi-level fixtures
- SMART parking garage bi-level fixtures

- SMART pathway lighting
- SMART wall pack fixtures
- Task ambient office lighting
- Wireless daylight lighting controls
- Wireless HVAC controls and fault detection

Renewable Energy

- Emerging technologies
- Photovoltaic systems (electricity)
- Solar thermal hot water systems
- Solar thermal pool heating systems

Water Conservation

- Core plumbing systems
- Demand initiated hot water systems
- Demand water softeners
- Faucet aerators
- Gray-water systems
- High-efficiency toilets
- Hot water pipe insulation
- Instantaneous hot water heaters
- Irrigation control systems
- Irrigation systems
- Low-flow showerheads
- Rainwater cisterns
- Recirculation hot water systems
- Whole house water manifold systems

Water Conservation (Non residential)

- Cooling condensate reuse
- Cooling tower conductivity controllers
- Deionization equipment
- Filter upgrades
- Foundation water drains
- Industrial process water use reduction
- Pre-rinse spray valves
- Recycled water sources
- Urinals
- Waterless urinals

Custom Improvements

- Building energy-management controls
- Co-generation (heat and energy)
- Electric vehicle charging stations
- Fuel cells
- HVAC duct zoning control systems
- Hydrogen fuel
- Industrial and process equipment motors and controls
- Irrigation pumps and controls
- Lighting controls
- Natural gas
- Other fuel sources (emerging technologies)
- Wind turbine power systems

Consumer Protections



Ygrene Energy Fund strives to do what's right for property owners and is committed to ensuring the highest level of consumer protections and lending practices in the industry.

Our Consumer Protection Policy includes:

- Contractor Registration, Training and Certification
- Payment Protection for Property Owners
- Safer, More Flexible Financing Platform
- Consumer Disclosures
- Three-day Right to Cancel
- Energy-efficient Product Verification
- Pricing Controls
- Permit Verification
- Consumer Identity Confirmation
- Protected Classes (Seniors, ESL)
- Privacy
- Dispute Resolution

Consumer Disclosures

We have established policies and procedures to ensure property owners are fully informed of the nature of the financial transaction they are entering into. The following special notices help educate property owners of their legal rights and protections, every step of the way:

- Notice to Lender of Proposed Special Tax Lien
- Property Owner's Acknowledgment of Sole Responsibility to Deal with Lenders
- Notice of Special Tax Lien
- Financing Agreement/Unanimous Approval Agreement
- Closing Statement
- Assignment of Rights to Receive Proceeds

Quality Assurance and Control

Ygrene is committed to actively managing the internal processes and protocols necessary to maintain the integrity of our Program and providing property owners with the highest level of oversight and protection.

We have incorporated a layered review system that begins with an extensive evaluation of the contractor company and personnel, extends to transaction level due diligence, and is followed by post closing quality control. Our goal is to mitigate any risk associated with our business model as early as possible and to diligently address any potential findings that may create risk for consumers, our government partners or our company.

1. Contractor Approval and Training: Before contractors can become active within the Program, they must apply, register and meet all Program requirements before receiving Ygrene Certified Contractor status. This process includes a review of current and historical information on the individual contractor's company and key employees, adherence to industry standards and practices, and validation of all licensures, including bonding, workers' compensation and other active licenses. All contractors undergo Ygrene Certified Training to ensure they can accurately support and represent the Program to property owners. Post approval, we periodically review the status of all Certified Contractors to determine they remain in good standing.

2. Contract Eligibility Review: After the property owner has approved the project but before Ygrene has provided project authorization, our Operations team obtains, reviews and approves the contract and the measures under application for financing. The contract (signed by the property owner) must note the specific improvement and specifications, the related components and scope of work to be completed, and the associated costs. Once the contract meets acceptable guidelines for clean energy upgrades and/or protections, the project scope and eligibility can be approved and a Notice to Proceed is issued to the property owner and the contractor.

3. Building Department Review: We require that the contractor obtain all required building permits prior to beginning a project. Upon project completion, a final inspection and sign off of the permitted work is obtained prior to the project funding. All documents are reviewed and signed by the Ygrene Funding team as part of our pre-funding due diligence.

4. Property Owner Approval: When the work is completed and the contractor submits a payment request, we provide the property owner with an Estimated Closing Statement to affirm their approval and satisfaction, and we require the property owner to sign the statement by electronic signature. The property owner's acknowledgement by e-signature indicates satisfaction of project completion and authorizes Ygrene to pay the contractor.

5. Funding Review and Approval: The Ygrene Funding team conducts a final review of all contract documents, site inspections and property owner payment authorizations before proceeding with funding.



Imagine what we can do.

2/23/16 Meeting
Item C-6

Dana Swanson

RECEIVED
City of Morro Bay

From: Merrill
Sent: Thursday, February 18, 2016 7:28 AM
To: Council
Subject: You need to add 975 Harbor Street Free Rent (\$) to this discussion, (Staff report) Administration

FEB 18 2016

Dear Mayor and Council,

Item C-6 is a discussion of free or reduced rents for Public facilities, but does not include the thousands of dollars a month given away to groups that use the 975 Harbor Street building. For 3 or 4 years, this building has been given for a \$ to the Chamber of Commerce, a group that does not seem to need subsidized. A special interest group and a Political Action Committee. You all know the history of free or \$ rents! At one point as a Political Action Committee the C of C was offering a room to be used as a Candidate's Campaign office. Now, the meeting room is the board room for the C of C and a candidate (and officer) has announced his intention to run for City office at the meeting. I have never been comfortable with the City giving , for a (\$), this public facility away. This is favoritism and is a misuse of Public funds.

If you are going to discuss public facilities you need to send this item back to the Deputy Manager to include the thousands of dollars being given away every MONTH to this special interest group and (PAC). All of the other 'rental fees, reductions once a year, are a drop in the bucket compared to this give away. You can call it something else, but it is still the same - public building given away.

Sincerely, Lynda Merrill

C-6 CONSIDERATION OF AND RECOMMENDATION TO CITY COUNCIL
REGARDING THE CITY CO-SPONSORSHIP POLICY AND GUIDANCE ON
COMMUNITY FACILITY USE BY VARIOUS GROUPS AT FREE OR REDUCED
COST; (ADMINISTRATION)
RECOMMENDATION: Review information provided by staff and provide direction