

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

179



**FROM:** Executive Office

**SUBMITTAL DATE:**  
December 1, 2015

**SUBJECT:** Adoption of Resolution No. 2015-263, consenting to the inclusion of unincorporated Riverside County properties into the California Statewide Communities Development Authority (CSCDA) Open Property Assessed Clean Energy (PACE) Program. [All Districts] [\$0]

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Adopt Resolution 2015-263 consenting to the inclusion of Properties within the County's unincorporated area in the CSCDA PACE Program to Finance Renewable Energy Generation, Energy and Water Efficiency Improvements and Electric Vehicle Charging Infrastructure; and
2. Authorize CSCDA to accept applications from property owners, conduct contractual assessment proceedings and levy contractual assessments within the territory of the County of Riverside

**BACKGROUND:**

**Summary**

The California Statewide Communities Development Authority (CSCDA) is the largest JPA within California, founded and sponsored by the League of Cities and the California State Association of Counties (CSAC). (continued)

*Alex Gann*  
\_\_\_\_\_  
Alex Gann  
Deputy County Executive Officer

Departmental Concurrence

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 0	\$ 0	\$ 0	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0	

**SOURCE OF FUNDS:** N/A

Budget Adjustment: N/A  
For Fiscal Year: 15/16

**C.E.O. RECOMMENDATION:**

**APPROVE**

BY: *George A. Johnson*  
George A. Johnson

County Executive Office Signature

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Benoit, seconded by Supervisor Jeffries and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Washington, Benoit and Ashley  
Nays: None  
Absent: None  
Date: December 15, 2015  
xc: EO

Kecia Harper-Ihem  
Clerk of the Board  
By: *Kecia Harper-Ihem*  
Deputy

- A-30
- Positions Added
- 4/5 Vote
- Change Order

Prev. Agn. Ref.:

District: All

Agenda Number:

**3-43**

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

**FORM 11:** Adoption of Resolution No. 2015-263, consenting to the inclusion of unincorporated Riverside County properties into the California Statewide Communities development Authority (CSCDA) Open Property Assessed Clean Energy (PACE) Program. [All Districts] [\$0]

**DATE: December 1, 2015**

**PAGE: 2 of 2**

**BACKGROUND:**

**Summary (continued)**

CSCDA is implementing Property Assessed Clean Energy (PACE) under the provisions of Chapter 29 of Division 7 of the Streets and Highways Code (commonly referred to as AB 811) on behalf of its member counties and cities.

AB 811 authorizes a legislative body to designate an area within which authorized public officials (including a JPA such as CSCDA) and free and willing property owners may enter into voluntary contractual assessments to finance the installation of renewable energy, energy efficiency, water efficiency, and seismic strengthening improvements as well as electric vehicle charging infrastructure in each case affixed to real property (the "improvements").

CSCDA's Open PACE program offers turnkey solutions to save California jurisdictions the time and resources of developing standalone PACE programs. Jurisdictions only need to adopt the "Resolution" in order to begin the process.

The County has previously approved participation in the WRCOG HERO Program and the CVAG Clean Energy Program. Adding the CSCDA PACE Program, to be administered to Renew Financial, provides additional options for county property owners.

**Impact on Residents and Businesses**

Approval will provide additional renewable energy funding options to the property owners in unincorporated areas of Riverside County. There is a potential stimulus to the business community as this has the potential to increase construction projects.

**SUPPLEMENTAL:**

**Additional Fiscal Information**

The passage of these resolutions will not affect county finances.

**Contract History and Price Reasonableness**

N/A

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**RESOLUTION NO. 2015-263**

**RESOLUTION OF THE BOARD OF SUPERVISORS OF THE COUNTY OF RIVERSIDE  
CONSENTING TO THE INCLUSION OF PROPERTIES WITHIN THE COUNTY'S  
UNINCORPORATED AREA IN THE CSCDA OPEN PACE PROGRAMS; AUTHORIZING THE  
CALIFORNIA STATEWIDE COMMUNITIES DEVELOPMENT AUTHORITY TO ACCEPT  
APPLICATIONS FROM PROPERTY OWNERS, CONDUCT CONTRACTUAL ASSESSMENT  
PROCEEDINGS AND LEVY CONTRACTUAL ASSESSMENTS WITHIN THE TERRITORY OF  
THE COUNTY; AND AUTHORIZING RELATED ACTIONS**

**WHEREAS**, the California Statewide Communities Development Authority (the  
"Authority") is a joint exercise of powers authority, the members of which include numerous  
cities and counties in the State of California; and

**WHEREAS**, the Authority is implementing Property Assessed Clean Energy (PACE)  
programs, which it has designated CSCDA Open PACE, consisting of CSCDA Open PACE  
programs each administered by a separate program administrator (collectively with any  
successors, assigns, replacements or additions, the "Programs"), to allow the financing or  
refinancing of renewable energy, energy efficiency, water efficiency and seismic strengthening  
improvements, electric vehicle charging infrastructure and such other improvements,  
infrastructure or other work as may be authorized by law from time to time (collectively, the  
"Improvements") through the levy of contractual assessments pursuant to Chapter 29 of  
Division 7 of the Streets & Highways Code ("Chapter 29") within counties and cities throughout  
the State of California that consent to the inclusion of properties within their respective territories  
in the Programs and the issuance of bonds from time to time; and

**WHEREAS**, the program administrators currently active in administering Programs are  
the AllianceNRG Program (presently consisting of Deutsche Bank Securities Inc.,  
CounterPointe Energy Solutions LLC and Leidos Engineering, LLC), PACE Funding LLC and

1 Renewable Funding LLC, and the Authority will notify the County in advance of any additions or  
2 changes; and

3  
4 **WHEREAS**, Chapter 29 provides that assessments may be levied under its provisions  
5 only with the free and willing consent of the owner or owners of each lot or parcel on which an  
6 assessment is levied at the time the assessment is levied; and

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8 **WHEREAS**, the County desires to allow the owners of property ("Participating Property  
9 Owners") within its territory to participate in the Programs and to allow the Authority to conduct  
10 assessment proceedings under Chapter 29 within its territory and to issue bonds to finance or  
11 refinance Improvements; and

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13 **WHEREAS**, the territory within which assessments may be levied for the Programs shall  
14 include all of the territory within the County's official boundaries; and

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16 **WHEREAS**, the Authority will conduct all assessment proceedings under Chapter 29 for  
17 the Programs and issue any bonds issued in connection with the Programs; and

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19 **WHEREAS**, the County will not be responsible for the conduct of any assessment  
20 proceedings; the levy of assessments; any required remedial action in the case of delinquencies  
21 in such assessment payments; or the issuance, sale or administration of any bonds issued in  
22 connection with the Programs;

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24 **NOW, THEREFORE, BE IT RESOLVED** by the Board of Supervisors of the County of  
25 Riverside as follows:  
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1           Section 1.     This Board of Supervisors hereby finds and declares that properties in the  
2 territory of the County will benefit from the availability of the Programs within the territory of the  
3 County and, pursuant thereto, the conduct of special assessment proceedings by the Authority  
4 pursuant to Chapter 29 and the issuance of bonds to finance or refinance Improvements.

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6           Section 2.     In connection with the Programs, the County hereby consents to the  
7 conduct of special assessment proceedings by the Authority pursuant to Chapter 29 on any  
8 property within the territory of the County and the issuance of bonds to finance or refinance  
9 Improvements; provided, that

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11           (1)     The Participating Property Owners, who shall be the legal owners of such  
12 property, execute a contract pursuant to Chapter 29 and comply with other applicable provisions  
13 of California law in order to accomplish the valid levy of assessments; and

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15           (2)     The County will not be responsible for the conduct of any assessment  
16 proceedings; the levy of assessments; any required remedial action in the case of delinquencies  
17 in such assessment payments; or the issuance, sale or administration of any bonds issued in  
18 connection with the Programs.

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20           Section 3.     The appropriate officials and staff of the County are hereby authorized  
21 and directed to make applications for the Programs available to all property owners who wish to  
22 finance or refinance Improvements; provided, that the Authority shall be responsible for  
23 providing such applications and related materials at its own expense.

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# PACE Consumer Protection Policies

Version 1.0

(Residential PACE Program)

November 11, 2015

## OVERVIEW

*Property assessed clean energy (“PACE”) programs enable an unprecedented range of homeowners to access energy efficiency, renewable energy, and water efficiency measures that improve the financial, functional and environmental aspects of home ownership. Improvements such as these make homes less costly to operate and more comfortable to live in, while simultaneously reducing energy and water consumption. Without PACE Programs many homeowners would have no, or costly, access to such benefits.*

*PACE Programs (“PACE Programs” or the “Program”), including the government authority sponsoring and administering them (“Authority”, Program Administrator” or “Administrator”) and, where applicable, the entity or entities who help implement them (“Partner”), deliver tools and resources that enable homeowners to make smart, informed and responsible choices regarding such measures (“Measures”). Appropriate use of such tools is the responsibility of all Programs, which means that care needs to be taken with homeowners before, during and after origination of Program financing. In other words, consumer protections that serve homeowners must be a core value of the Program, the Authority and the Partner. In this document, “Partner” refers to the government authority in all cases where the Program does not include a third party partner.*

*The baseline consumer protection policies of the Program cover the following areas: (i) Risk, (ii) Disclosures and Documentation, (iii) Financing Terms, (iv) Operations, (v) Post-Funding Support, (vi) Data Security, (vii) Privacy, (viii) Marketing and Communications, (ix) Protected Classes, (x) Contractors, (xi) Eligible Products, (xii) Pricing, (xiii) Reporting, (xiv) Closing & Funding and (xv) Examination. These Policies provide homeowners with a greater level of consumer protection than any other form of financing. They also guide the Program’s implementation, enabling the transformation of its potential into tangible benefits for homeowners.*



## 1. RISK

*Policy Summary: The Program blends traditional credit risk considerations together with statutory requirements and legislative policy to develop risk criteria that are fitted to the Program. These criteria take into account the unique risk profile that this form of financing presents to enable qualifying homeowners to access it. While this process will exclude unqualified homeowners and properties, special consideration has been given to developing inclusive standards. These criteria examine four key attributes of every financed project: (i) the real property on which the improvements will be installed (“Property” or “Properties”), (ii) the encumbrances presently recorded against the Property, (iii) the nature of the improvements to be installed; and (iv) the homeowner’s mortgage and property tax payment history.*

- 1.1. Properties. Consistent with foundational considerations, it is the policy of the Program to make the Program available to the entirety of the existing residential housing stock in political boundaries of the Program. Properties for which this form of financing is not available include: (i) commercial properties (including residential properties comprising four (4) or more units), (ii) new properties under construction and (iii) tax exempt properties (properties not subject to levy), such as tribal, non-profit or state-owned residential properties. If requested in good faith by the homeowner applying for the Program, the Partner is responsible for completing a “second look” eligibility review of all applications related to properties initially determined to be excluded, re-examining the specific attributes of the Property in question and confirming or modifying the original determination.
- 1.2. Encumbrances. The encumbrance profile of Properties is an important element of the decisioning process for Program participation. The Program is designed to harness unused financing capacity of homes in which eligible improvements are installed. Such financing is inappropriate if it burdens Properties and their owners too greatly. Accordingly, Properties eligible for Program financing will have the following attributes:
  - 1.2.1. All mortgage-related debt on the Property may not exceed 90% of the Property’s fair market value (“FMV”), or assessed value if market value data is unavailable or unreliable, at the time of initial approval;
  - 1.2.2. Reliability of the Program FMV model should be verified through an accepted and regular audit process, using a sampling of appraisal data as a means of measurement and verification;
  - 1.2.3. The financing may not exceed (i) fifteen percent (15%) of the FMV of the Property, up to the first seven hundred thousand dollars (\$700,000) of the Property’s FMV, and (ii) ten percent (10%) of the remaining value of the Property above seven hundred thousand dollars (\$700,000);
  - 1.2.4. The total mortgage-related debt on the underlying Property plus Program financing

may not exceed the FMV of the Property; and

- 1.2.5. The total amount of any annual property taxes and assessments shall not exceed five percent (5%) of the Property's FMV, determined at the time Program financing is approved.
- 1.3. Eligible Improvements. The Program provides financing for a broad range of eligible products and projects permanently-affixed to the Property, the details of which are set forth in Section 11 below. The Program is not available to finance ineligible products and projects, which comprise everything not specified in Section 11. While the Program is responsible for confirming compliance with the Section 11 requirements, it is not responsible for determining post-installation energy performance, savings or efficacy of such products or projects. The Program relies on U.S. Department of Energy, the Environmental Protection Agency and other government agencies in determining what constitutes an Eligible Improvement.
- 1.4. Homeowners. PACE Program assessments appear as line items on property tax bills and homeowners repay their financing when they pay their property tax bills. The mortgage and property tax payment history of homeowners of record thus is an important decision-making element of Program eligibility criteria. Accordingly, at the time of application, homeowners eligible for Program financing will have status and payment histories that are consistent with the following:
  - 1.4.1. The Applicants are the owners of record;
  - 1.4.2. Property tax payments for the assessed Property are current. Additionally, the homeowner must certify that there is no more than one late payment for the shorter of (i) the previous three years, or (ii) since the present homeowner acquired the Property;
  - 1.4.3. Homeowner(s) are current on all mortgage debt, and have been late on such payments no more than once (30 days maximum) during the 12-month period preceding funding;
  - 1.4.4. No homeowner applicant has had any active bankruptcies within the last 7 years; provided, however, that this criterion can be met if a homeowner's bankruptcy was discharged between two and seven years before the application date, and the homeowner(s) have had no payments (non-mortgage) past due for more than 60 days in the most recent 24 months; and
  - 1.4.5. Homeowner(s) have no involuntary lien(s) recorded against the Property in excess of \$1,000.

## 2. DISCLOSURES & DOCUMENTATION

*Policy Summary: The documentation of the Program gives it shape, integrity and enforceability. Program participation documentation embodies principles key to the Program such as clarity, fairness, compliance, disclosure, knowledge and completeness. A reader who has spent time with the documentation should develop an unambiguous understanding of each and every right, risk and obligation associated with the Program's financing product. PACE is a new form of financing that, while sharing some features of traditional financing, presents new considerations for homeowners. Disclosures covering Program financing's unique repayment cycle (annual or semiannual) and the Federal Housing Finance Authority announcement regarding payoff of Program financing at the time of sale or refinance are among the new considerations. Best practices counsel the Program to disclose traditional financing terms (e.g., interest rates, financing term, payment amounts) as well. In the end, a homeowner who understands a Program's disclosures will be informed and have a clear understanding of the Program's traditional and non-traditional features.*

- 2.1. Document timing. Before commencement of any Program-financed project, a homeowner needs to: (i) submit an application; (ii) receive approval of the Measures from the Partner; and (iii) execute documentation covering the terms described in this Section and in the Disclosures summarized in this Section. Following construction of the Measures, a homeowner needs to: (i) execute an acknowledgement that the installation of the Measures has been completed satisfactorily; and (ii) receive a final summary of costs and payments. Delivery to, and execution of all such documentation by, the homeowner is the responsibility of the Partner.
- 2.2. Terms. Terms that are fundamental to the Program and that need to be reflected in its documents comprise: (i) the amount financed, fees and capitalized interest included, (ii) the repayment process and schedule, (iii) the payment amounts, (iv) a term that does not exceed the useful life of the majority of the improvements, (v) the rate of interest charged, (vi) a rate of interest that is fixed (not variable), (vii) a payment schedule that fully amortizes the amount financed, (viii) the nature of the lien created upon recordation, (ix) the specific improvements to be installed, (x) the 3-day right to cancel the financing, (xi) the right to withhold approval of payment until the project is complete, and (xii) Section 5899.2 rights for solar lease improvements. It is the responsibility of the Partner to prepare, deliver and arrange for execution of documents reflecting such terms.
- 2.3. Disclosures Policies. Disclosures heighten homeowner's awareness of key program financing terms and risks that appear in the Program terms and documentation. It is the

policy of the Program that Partners confirm delivery to, and receipt by, homeowners of these disclosures, and obtain written acknowledgement that homeowners have read them. The following comprise the key disclosures of the Program provided by Partners in a financing summary in the form attached hereto as Attachment A.

Disclosures	Description
Term of financing	The maximum time period of the financing
Amount financed	The total amount financed, including fees and capitalized interest
Annual payment amount	The amount due each year, even if paid in semi-annual installments or through impound payments
Annual interest rate/APR	The effective interest rate after taking into account all fees and capitalized interest
Improvements financed	The Measures installed
FHFA risks	The risk that the homeowner may need to pay off the PACE assessment at the time of sale or refinance
Right to cancel	The 3-day right to rescind the financing
Prepayment	The right to prepay the Program financing without penalty

The following comprise additional key disclosures of the Program provided by Partners.

Disclosures	Description
Program overview	A document or section of a document that provides a comprehensive summary of the Program, including a summary of a homeowner's rights and obligations
Property tax repayment process	Payment of a homeowner's property tax bill that will include a line item related to the installed Measures
Tax benefits	Benefits associated with the purchase of certain Measures and the annual payments related to them.
Privacy	A notice describing the privacy policies of the Program
Federal disclosures	Those appearing in the Program application
Foreclosure	The foreclosure process in the event of a homeowner default

2.4 Confirmation of Terms. For all Program financing applications associated with contractors that are either new to the Program or are on some form of “watch list”, it is the policy of the Program that such Partner confirm live by telephone with the homeowner applicant each Program financing term listed in (b)-(g) of this Section 2.4 below. These requirements do not apply to contractors who have reached the Partner’s top rating category. For these contractors, it is the policy of the Program that the Partner conduct randomized calls to homeowners to confirm financing terms.

Notwithstanding the above, irrespective of the contractor with whom the Program financing is associated, it is the policy of the Program that the Partners confirm live by telephone for each applicant who is over 64 years old the Program financing terms listed in (a)-(g) of this Section 2.4 below, and any other special categories of homeowners as designated by the Program. For avoidance of doubt, for homeowners over 64 years old, a voicemail message does not satisfy the requirement of Program financing term confirmation under this Section 2.4.

When confirming terms of a Program financing with a homeowner, the Partners will:

- (a) Request the homeowner to describe generally the improvement(s) being financed using the Program financing. Ascertain that the homeowner understands the reason for the specific improvement(s) being obtained by such homeowner.
- (b) Ascertain that the homeowner understands his or her total estimated annual payment.
- (c) Ascertain that the homeowner understands the date his or her first tax payment will be due.
- (d) Ascertain that the homeowner understands the term of the Program financing.
- (e) Ascertain that the homeowner understands any additional fees (including recording fees) that will be charged to him or her.
- (f) Ascertain that the homeowner understands that payments for the Program financing will be added to his or her property tax bill and will cause the property tax bill to increase.
- (g) Ascertain that the homeowner understands that he or she may make payments on the Program financing either directly to the county assessor’s office or through his or her mortgage impound account.

### 3. FUNDING

*Policy Summary: PACE is a new form of financing that, while sharing some features of traditional financing, presents new considerations for financing capital sources and structures. Best practices counsel the Program to proactively solicit feedback from Program stakeholders and homeowners and incorporate learnings into policy improvements which benefit homeowners.*

Interest Rates. It is the policy of the Program that the Partner offers fixed simple interest rates, and payments that fully amortize the obligation. Variable interest rates or negative amortization financing terms are not permitted.

Sustainable funding source. It is the policy of the Program that Partners establish a sustainable source of capital for funding PACE financed projects separate from the Authority's general fund or budget and have access to capital markets to ensure funding of qualified projects is available on a consistent basis. A Partner must demonstrate the capacity to fund assessments that the Administrator anticipates originating through such Partner over the six (6) month period immediately following the Administrator's review of such Partners' financial statements.

Subordination. The Program is not required but may offer the capability to accommodate homebuyers and homeowners by offering subordination of certain rights of its PACE assessment lien to the lien under a deed of trust. The subordination may provide the lien under a deed of trust with senior rights such that the lender will be induced to make a loan on a PACE-assessed property. The subordination option may be made available to homebuyers and homeowners in accordance with policy agreed upon by the Authority and the Partner.

Contractor fees. It is the policy of the Program that Partners can only charge fees to contractors offering Program financing as long as Partners clearly and conspicuously disclose such fees to homeowners.

#### 4. OPERATIONS

*Policy Summary: Operations delivers the Program to homeowners. Operations commercializes, productizes and draws on the work completed in a broad range of disciplines by the Partner or its Partner, such as sales, training, risk, contractor engagement, municipal engagement, accounting, finance, legal, capital markets, compliance, business development, marketing, government affairs and corporate development. While each operating unit incorporates thoughtful and highly effective consumer protections in the work it produces, Operations is the gatekeeper responsible for assuring that the Program has the people, processes, tools and technology necessary to deliver to homeowners the Program financing product, as well as the consumer protections described in these Policies.*

Operational consumer protection policies. It is the policy of the Program that the Administrator or its Partner develop and provide people, processes, tools and technology necessary to support the consumer protection measures described in detail elsewhere in this manual, including: (i) risk and underwriting processes; (ii) terms and documentation delivery systems; (iii) documentation, maintenance and retrieval processes; (iv) disclosure development, delivery and acknowledgment receipt; (v) post-funding support for homeowners and other stakeholders such as real estate professionals; (vi) data security measures; (vii) privacy policy development and protections; (viii) marketing and communication oversight; (ix) protected class data and communication processes; (x) contractor management and engagement; (xi) eligible product database and/or list development and maintenance; (xii) implementation of the maximum financing amounts; (xiii) key metrics reporting; (xiv) closing and funding processes (including the ability to fulfill financing obligations); (xv) examination data production; and (xvi) implementation of procedures to identify and prohibit conflicts of interest within and associated with the Program.

## 5. POST-FUNDING HOMEOWNER SUPPORT

*Policy Summary: A public/private partnership is at the core of the Program. This partnership carries with it elevated consumer protection responsibilities that apply to the Program with as much significance during the post-funding period as they do during the time of application and origination. Establishing and operating an executive office responsible for customer care that responds to inquiries, complaints, contractor and workmanship concerns, product performance questions and related matters for the lifecycle of the improvements financed is fundamental to the consumer protections that the Program provides.*

- 5.1. Proactive Engagement. It is the policy of the Program that the Partner and its Partner proactively to monitor and test the consumer protections delivered to homeowners, and to request feedback from homeowners and contractors to identify areas in need of improvement.
- 5.2. Onboarding. It is the policy of the Program that Partners develop and implement a post-installation onboarding procedure to reinforce key characteristics of the Program, such as those highlighted in the Program disclosures.
- 5.3. Payments. It is the policy of the Program that the Partner have disclosures and resources in place to resolve homeowner questions regarding matters such as impound account catch up payments, payment timing inquires and payment amount reconciliation. It is also the policy of the Program that the Partner implement procedures for responding to requests for partial or full prepayment of their PACE property tax assessment in a timely and complete manner.
- 5.4. Inquiries and complaints. It is the policy of the Program that the Partner receive, manage, track, timely resolve, and report on all inquiries and complaints from homeowners. This policy contemplates development of a team with the skills necessary to perform inspections, meet with homeowners and contractors, investigate matters, and mediate resolutions with homeowners and contractors. The Partner must proactively work to resolve inquiries and complaints in a reasonable and timely manner and in accordance with the Program guidelines and must make communication for homeowners available during regular business hours by phone, email and facsimile communication.
- 5.5. Real estate transactions. It is the policy of the Program that the Partner develop capabilities to assist homeowners who are refinancing or selling their Properties. The Partner must support real estate professionals providing services to refinance and sales transactions for properties with PACE assessments.



## 6. DATA SECURITY

*Policy Summary: Trust is fundamental to any financing relationship, and Program financing is no exception. The public/private partnership at the center of the Program, as well as the confidential relationship homeowners have with the Program Partner mandate that any market-ready Program be in robust compliance with sturdy cyber-security standards, and in particular develop secure and tested processes that protect homeowner personal identifiable information at points of potential vulnerability, especially during the application process.*

6.1. Information systems. It is the policy of the Program that the Partner develop and comply with secure and tested processes to protect the personal identifiable information of the homeowner described in Section 7 below. Such secure and tested processes should, at a minimum, include:

6.1.1. A cyber-security policy and protocol that, at a minimum, requires data encryption “during transmission” and “at rest,” and compliance with sturdy cyber-security standards;

6.1.2. The Partner is responsible for controlling access to information, based upon, job function and need-to-know criteria; and

6.1.3. The Partner is responsible for taking security measures that protect the security and confidentiality of consumer records and information in proportion to the sensitivity of the information, including, without limitation, requiring all computers and other devices containing any confidential consumer information to have all drives encrypted with industry standard encryption software.

6.1.4. The Partner is responsible for monitoring and logging all remote access to its systems, whether through VPN or other means.

6.1.5. Data security policies are subject to auditing and penetration conducted by an independent auditor hired by the Authority at least annually and any time a change is made that may have any potential impact on the servers, security policies or user rights.

6.1.6. The Partner is responsible for ensuring minimum viable configurations are in place on all servers. All firewalls should have continuous logging enabled. In addition, access control lists and audited server configurations should be used to ensure that data security is maintained.

6.2. Personnel.

6.2.1. The Partner is responsible for informing and enforcing the compliance with the Program’s data privacy and security policies on the part of every employee, contractor, vendor, agent, service provider, representative, and associate who is exposed to personal identifiable information of homeowners.

6.2.2. The Partner is responsible for implementing protections and controls to prevent unauthorized copying, disclosure, or other misuse of sensitive consumer information.

## 7. PRIVACY

*Policy Summary: The trusting and confidential relationship that exists between homeowners and Program extends to the Partner's use of homeowner data. Compliance with the Graham Leach Bliley Act as well as the establishment of clear opt-in and opt-out protocols for information sharing are the pillars of the Program's privacy policy. More broadly, Program must protect and manage sensitive consumer information, must respect the privacy of all homeowners, and must implement robust controls to prevent unauthorized collection, use and disclosure of such information.*

The following summarizes the Program's privacy policy:

- 7.1. Privacy policy. The Program obtains sensitive consumer information from homeowners as part of the application process for Program participation or through other homeowner touch points with the Program. It is the policy of the Program that the Partner develops and delivers to homeowners who apply for the Program or who otherwise provide personal identifiable information (e.g., full name, home address, social security numbers, date of birth,) a privacy policy that complies with state and federal law (e.g., the Graham Leach Bliley Act) and, in particular, prohibits sharing with third parties personal identifying information of homeowners without the homeowners' express authorization except where expressly permitted by state and federal law. Such privacy policy will cover (i) the sources from which sensitive consumer information is obtained, (ii) the Partner's use of sensitive consumer information, and (iii) a mechanism by which a consumer may opt-out of sharing information. The Partner will deliver to homeowners any updates to such privacy policies.
- 7.2. Application process. It is the policy of the Program that all personal identifying information provided by a homeowner to the Partner during the application process is provided directly by the homeowner to the Partner. The Partners will establish processes and controls to ensure that personal identifiable information of a homeowner is obtained directly from such homeowner (or his verifiable legal representative or attorney in fact) and not from a contractor or other third party.

## 8. MARKETING & COMMUNICATIONS

*Policy Summary: Clear, informative, truthful, balanced, transparent and complete communications are essential for the Program. The stakeholders of any Program include (without limitation) homeowners, contractors, the Authority, government officials and staff, investors, finance partners, real estate professionals and lenders. Communications, acts and practices that mislead stakeholders add ineligible expense to PACE financing or to the Program, abuse stakeholders, and otherwise fail to meet the core communication standards of appropriateness for the Program and are not acceptable.*

- 8.1. Prohibited practices. It is the policy of the Program to prohibit practices that are or could appear to be unfair, deceptive, abusive, and/or misleading, that violate laws or regulations, that provide tax advice, that are inappropriate, incomplete or are inconsistent with the Program's purpose (e.g., use of check facsimiles to dramatize the amount of PACE Program financing available or presented as if a negotiable instrument). Marketing practices that are likely to add unnecessary expense to a homeowner (e.g., paying contractors for referrals or applications), that unlawfully use sensitive consumer data or that violate any other law or regulation (including, for example, practices related to telemarketing) are prohibited.
- 8.2. Permitted practices. It is the policy of the Program to adhere to all legal and regulatory requirements (e.g., telemarketing) pertaining to its advertising and marketing efforts. On the basis of providing clear and concise communication to consumers, any practice that promotes informed decision-making on the part of homeowners and is not prohibited as described in section 8.1 above is permitted. The Partner is responsible for developing, delivering to and enforcing marketing guidelines for the Program's Registered Contractors. Any marketing materials that fall outside of marketing guidelines established must be approved by the Partner to ensure that they are not unfair, deceptive, abusive and/or misleading.
- 8.3. Tax advice. It is the policy of the Program that no Partner, contractor or third party (who is not a tax expert) may provide tax advice to consumers regarding their Program financing which includes making affirmative statements or claims as to the tax deductibility of the payments. Homeowners are encouraged to seek the advice of an expert regarding tax matters related to the Program. The Program shall monitor and test the sales practices of employees and contractors to confirm adherence to the policy set forth in this Section 8.3.
- 8.4. Payments in Exchange for Financing. It is the policy of the Program that no Partner may provide a direct cash payment to a contractor or Affiliated Individual explicitly in exchange for such contractor or Affiliated Individual's offering Program financing to a

homeowner. For avoidance of doubt, the limitations provided in this Section 8.4 are not intended to prevent the Program from offering to homeowners, contractors or Affiliated Individuals promotions that are not explicitly part of the exchange referred to in the preceding sentence.

## 9. PROTECTED CLASSES

*Policy Summary: It is the Partner's responsibility to ensure compliance with all state and federal laws that cover individuals in protected classes (e.g., race, religion, color, marital status, sex, national origin, citizenship, presence of children, disability, gender, age and/or sexual preference because an applicant receives income from a public assistance program, or because an applicant has in good faith exercised any right under the Consumer Credit Protection Act.) Heightened protections for homeowners over 64 years old, such as confirming understanding of financing terms and project specifications, is a focus of the Program. The Partner is responsible for protecting against intended and unintended non-compliance with such standards, and in particular for providing legally unbiased access to, and decision-making of, requests for Program financing.*

- 9.1. General. It is the policy of the Program that controls be designed to monitor and test compliance with all state and federal laws covering homeowners in protected classes.
- 9.2. Elders. It is the responsibility of the Partner to develop and implement a program that validates elder homeowner (i.e., homeowners over 64 years old) understanding of the eligible improvement project for which they are seeking Program financing, including the terms of such financing.
- 9.3 Financing Access and Decision-making. It is the responsibility of the Partner to provide legally unbiased access to, and decision-making of, requests for Program participation.

## 10. CONTRACTOR REQUIREMENTS

*Policy Summary: Contractors and their sales persons are one of the primary means through which homeowners become aware of Program participation options. Contractors and their sales persons enter into contracts with the Partner, and register with all relevant state and local licensing boards and agencies. Contractors are required to follow a code of conduct, maintain policies of insurance, post bonds, follow marketing requirements, complete training courses, among other similar obligations, all of which are designed to assure positive and productive homeowner interaction with the Program.*

- 10.1. Policies. It is the policy of the Program that all contractors who sell, install, or manage subcontractors who install, eligible improvements will have executed and that all such contractors and all employees, entities, owners, partners, principals, independent contractors, third party agents or other person who perform any services for the contractor in connection with a Program financing (collectively, the “Affiliated Individuals”) meet the requirements of the Program’s Contractor Participation Agreement, which include:
  - 10.1.1. Compliance with the Registered Contractor code of conduct outlined in Attachment B;
  - 10.1.2. Maintenance of an active license, and be in good standing, with the California Contractor State License Board (“CSLB”), including compliance with the CSLB (or equivalent agency or program) insurance and bonding requirements;
  - 10.1.3. Execution of the Program’s Contractor Participation Agreement only by a person who is listed as a sole owner or qualifying partner with the CSLB and who is authorized to act on behalf of, and who is responsible for the actions of, a Registered Contractor (a “Qualifying Individual”);
  - 10.1.4. Oversight and management of employees, independent contractors and subcontractors who provide services to Registered Contractors accessing the Program;
  - 10.1.5. Meeting all other state and local licensing, training and permitting requirements;
  - 10.1.6. Compliance with the Program’s marketing policies outlined in Attachment C; and
  - 10.1.7. Ensuring all Affiliated Individuals register with the Program, including completing the Program’s identity verification procedures.
- 10.2. New Contractors. Regarding Registered Contractors new to the Program, it is the policy that the Partner:
  - 10.2.1. Has a specified probationary period (i.e., place the new Registered Contractors on a watch list) until the new Registered Contractors have completed the required number of Measures;

- 10.2.2. Has procedures in place, during the Registered Contractor probationary period, to provide additional quality assurance steps for Measures completed by the Registered Contractors on the watch list; and
- 10.2.3. Has procedures in place to review Registered Contractor work to confirm satisfactory completion of projects conducted during the probationary period for which Program financing is used.
- 10.3 Contractor Management. It is the policy that the Partner implement contractor management systems and procedures that manage and track contractor training and compliance violations on an individual and company basis.
- 10.4 Contractor Training. It is the policy of the Program that each Partner make available contractor training regarding, at a minimum, the following: (i) the applicable contractor code of conduct terms as required by the Program, (ii) protected classes, including, without limitation, elder protection, and (iii) other consumer protection measures as required by the Program.
- 10.5 Remedial Action. Partners warn, suspend or terminate a Registered Contractor and/or Affiliated Individual from the Program based on violations of the Contractor Participation Agreement. The Program does not accept Program applications processed by suspended or terminated contractors and/or associated representatives.



## 11. ELIGIBLE PRODUCTS

*Policy Summary: The Program enables and encourages homeowners to install Measures on their homes which are designed but not guaranteed to save water or energy. The Program is responsible for implementing practices and controls (e.g., eligible product databases and product confirmation processes) ensuring that financing is used only for eligible Measures, and that it is not provided for ineligible ones. Program product eligibility criteria ensure that property owners are financing improvements which are industry recognized for achieving higher levels of home energy or water efficiency. While the Program is responsible for confirming compliance with the initial capacities of such products, it is not responsible for determining post-installation energy performance, savings or efficacy of such Measures.*

- 11.1. Policies. Consistent with the objectives of the PACE enabling legislation, it is the policy of the Program through consultation with the Partner and the Authority to:
  - 11.1.1. Establish, maintain and make public an eligible products database and/or list, documenting the associated eligibility specifications for each product that conform to the requirements outlined in Attachment D hereto;
  - 11.1.2. Define a process for adding or modifying the eligible product database;
  - 11.1.3. Ensure that eligible product energy efficiency/water efficiency/energy generation (as applicable) performance standards are calibrated and verified using performance criteria that the U.S. Department of Energy, U.S. Environmental Protection Agency, the California Energy Commission and/or other federal and state agencies or other reputable third parties has established;
  - 11.1.4. Use credible third party sources to determine the useful life of the product, which will be used to set the maximum term for the Program's financing; and
  - 11.1.5. Require that the product is permanently affixed to the Property.
- 11.2. Procedures. It is the policy of the Program that the Partner establish procedures confirming that the homeowner applying for Program financing intends to install eligible products, and that at the time of funding such improvements have been installed.
- 11.3. Ineligible Products.
  - 11.3.1. Financing of ineligible products under the Program is prohibited.
  - 11.3.2. Products that are not included on the eligible products list or in the eligible products database can be submitted for review by the Program, if a homeowner has a good faith reason to believe they should have been included.

## 12. MAXIMUM FINANCING AMOUNT

*Policy Summary: Many homeowners cannot readily access price information regarding the installation of energy efficiency, renewable energy and water conservation improvements for their homes, and cost often is a key economic consideration. While the Program does not set price controls, it implements a maximum financing amount ("MFA") procedure based upon the fair market value of the Measures. In other words, MFA sets the ceiling for amounts that can be financed.*

The Program's maximum financing amount policies provide as follows:

- 12.1. It is the policy of the Program to develop maximum financing amounts based on market data and the Partner's experience, but not to set pricing for installation of eligible products and projects. In evaluating project pricing, the Partner takes into account regional factors that may contribute to the pricing of improvements.
- 12.2. It is the policy of the Program that each Partner will, at a minimum, establish an MFA for each product type (e.g. for central air conditioners, solar PV systems, solar thermal systems and artificial turf).
- 12.3. Within each MFA, there is a low to high range of justifiable pricing, depending on the particular product within a product type (e.g. there may be different types of central air conditioners, solar PV systems, solar thermal systems and artificial turf). It is the policy of the Program that each Partner will establish product/project attribute related pricing rules that dictate what pricing within such low to high MFA range is justified.
- 12.4. It is the policy of the Program that each Partner will establish processes and systems for purposes of enforcing the pricing rules (as described in Section 12.3) for every project.
- 12.5. A product may only be funded for an amount that is greater than the MFA for such product if the amount exceeding the MFA is justified by reasonable standards that are validated and documented through processes and systems that are acceptable to the Authority.

### 13.REPORTING

*Policy Summary: Reporting the economic and environmental results of Program participation is essential for the Program, Partners, elected officials, environmental agencies, the investment community, the real estate and mortgage industry and many other stakeholders. Metrics such as economic stimulus dollars invested, greenhouse gas reduction, the number of Measures funded, the amounts funded, renewable energy production and energy savings serve this need. The Partner is responsible for producing, on a quarterly basis, a key metrics report.*

- 13.1. Reporting categories. It is the policy of the Program that Program statistics reporting and estimated impact metrics in the following categories be developed and reported quarterly to the Authority: (i) number of projects funded, (ii) project amount funded, (iii) estimated amount of energy savings, (iv) estimated amount of renewable energy produced, (v) estimated amount of water savings, (vi) estimated amount of greenhouse gas emissions reductions, and (vii) estimated number of jobs created.
- 13.2. Reporting standards. It is the policy of the Program that all data collected for the quarterly metrics reports be developed and collected using standardized, third party verified methodologies. The methodologies and supporting assumptions and/or sources must be made available to the Authority by the Partner. It is the responsibility of the Partner to develop reports consistent with each of categories listed above and to test and verify the data collection and reporting methods and models used. All reports shall include only aggregate data without the inclusion of any sensitive customer information.
- 13.3 Participation in CAEATFA. Residential PACE programs operating in California must participate in the PACE Reserve program of the California Alternative Energy and Advanced Transportation Authority. Accordingly, the Programs must report bi-annually on program activity to CAEATFA.

## 14. CLOSING & FUNDING

*Policy Summary: The Program provides limited purpose financing to homeowners, and not general purpose financing that is common among traditional sources of financing. The Program has front-end (e.g., eligible product call-in requirements) and pre-funding (e.g., completion certificates and permits) procedures designed to confirm that their financing dollars are used for permissible purposes. A policy requiring such procedures is essential to protecting the integrity of the Program.*

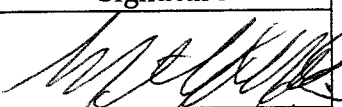
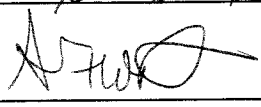
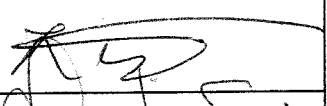
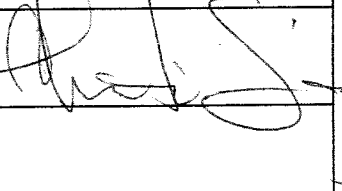
- 14.1. Installation Completion Sign-off. It is the policy of the Program to confirm, before funding, that the eligible products financed are installed, operational and in a condition that is acceptable to the homeowner and the contractor, and to require that the homeowner and the contractor attest to such by signing a document stating that all products have been installed to the homeowner's satisfaction and in accordance with product specifications. It is the responsibility of the Partner to confirm any such document is signed within the maximum allowable installation time as specified by the Program
- 14.2. Permits. It is the policy of the Program for homeowners seeking Program financing to obtain required permits for the installation of Measures and provide verification thereof upon request.
- 14.3. Funding. It is the policy of the Program to disburse funds only for projects that are complete.
- 14.4. Recording. It is the policy of the Program to record the Notice of Assessment and Payment of Contractual Assessment Required documentation in a manner consistent with state law.
- 14.5. Asset verification. It is the policy of the Program to confirm that product(s) listed on the Completion Certificate and for which Program financing has been provided have been installed and that the Partner develop and implement a randomized onsite inspection protocol acceptable to the Authority.

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Sincerely,

Name	Company	Email	Signature
Mike Mohr	Mohr Power Solar	mike@mohrpower.com	
AMANDA Frost	Mohr Power Solar	amanda.frost@mohrpower.com	
Larry Toth	Mohr Power Solar	larry.toth@mohrpower.com	
Christine S...	Mohr Power Solar	christine@mohrpower.com	

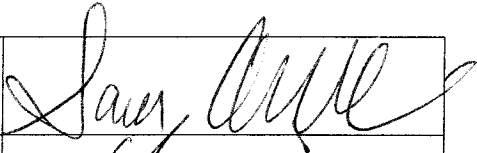
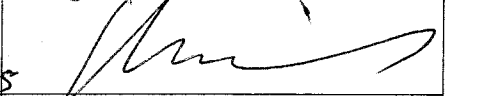
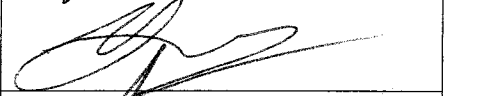




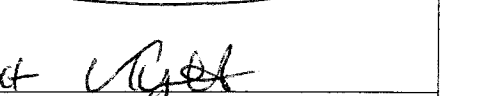
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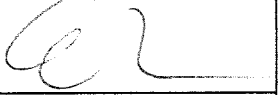


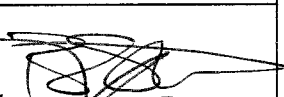


Name	Company	Signature
Samuel K Andrew	Pacific Home SD	
Michael Haines	Quality Home Renovators	
MATTHEW YANCY	FIDELITY HOME ENERGY	
Scott Rempel	ASI Hastings	
Fred Hamias	Coast energy solutions	
JEFF CROTT	Sunlight Solar	
BASSEL DEEB	TRANSWORLD SOLAR	
Tyfani Hafley	American Solar Direct	
Cassandra O'Brien	American Solar Direct	Cassandra O'Brien

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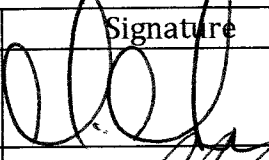
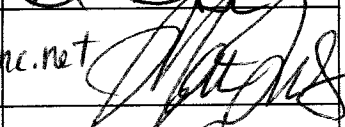
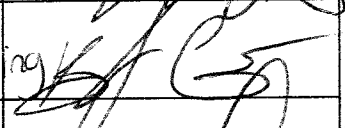
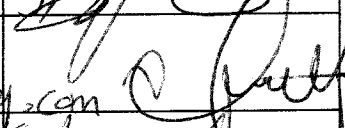
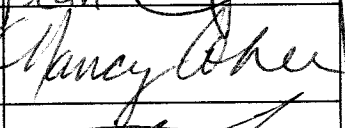
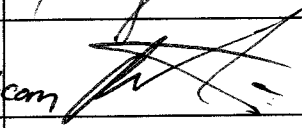
Name	Company	Email	Signature
Ann Hauser	Atech	ahauser@atechconcepts.com	
Kimberly Biechler	Atech	kbiechler@atechconcepts.com	
William Mortenson	DEVER ENERGY	RMORTENSON@DEVERENERGY.COM	
Breanna Strauss	Mohr Power Solar	breanna@mohrpower.com	
Jason Brooks	Mohr Power Solar		
Brittany Mohr	MOHRPOWER SOLAR	brittany@mohrpower.com	

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Sincerely,

Name	Company	Email	Signature
GREGORY GRAHAM	DBA Graham Solar GPM Solar Inc.	gandmsolar@gmail.com	
Marlena Fritz	Clean Power Engineers	MFritz@cleanpowerinc.net	
Beverly Giehm	Energy Remodeling Inc	beverlyg@energyremodeling.com	
J Van Maldonado	Energy Remodeling Inc	JUANM@NRGremodeling.com	
Nancy Collee	North Power Solar Inc.	MARKETING@NORTHPOWER.COM	
Richard Negrette	PacWest power	RNegrette@Pacwestpowered.com	

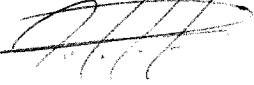


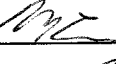
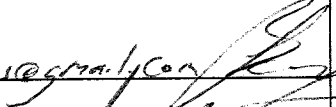



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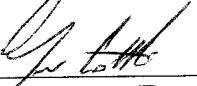

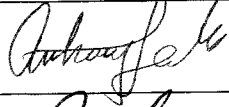

Name	Company	Email	Signature
Josh Tofteland	Petersen Dean	JTofteland@PetersenDean.com	
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Genevieve Johnson	Solair Energy Systems	Genevieve@solair.com	
Michael Lombardi	American West	Michael.ontinehomeservices@gmail.com	
Brian Lombardi	American West	brian.ontinehomeservices@gmail.com	
Jason Perrotto	LifePoint Co.	jason.lifepoint@psa.com	

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Sincerely,

Name	Company	Email	Signature
John R Bechtold	American Solar Direct	Americansolar.direct.com randy.bechtold	
Daniel Ortiz	American Solar Direct	daniel80ortiz@yahoo.com	
Tim Cottle	American Solar Direct	Tim.COTTLE@ AmericanSolarDirect.com	
SUDNEY BROWN	AMERICAN Solar Direct	SUDNEY.BROWN@ AMERICAN SOLAR DIRECT.COM	
Anthony Scarcello	American Solar Direct	anthony-scarcello@ americansolar.direct.com	
Paul Rivero	American Solar Direct	Paul.Rivero@ AmericanSolarDirect.G	

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Sincerely,

Name	Company	Signature
Kathy Porter	Sea Bright Solar	Kathy Porter
Terry Leungang	Sea Bright Solar	Terry Leungang
Brendon Clark	Sea Bright solar	Brendon Clark
Javonne Bernal	Sea Bright Solar	Javonne Bernal
Redrick Collins	Sea Bright Solar	Redrick Collins
Michael Jimenez	Sea Bright Solar	Michael Jimenez
GENIE LONG	SEA BRIGHT SOLAR	Genie Long
Steve Menger	SEA Bright Solar.	Steve Menger
Darrel Miramontes	Sea Bright Solar Inc.	Darrel Miramontes
Chris Palmer	SeaBright Solar, Inc	Chris Palmer


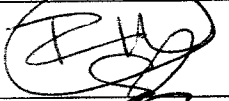

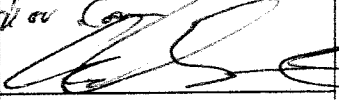
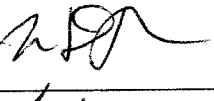


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Name	Company	Email	Signature
GEORGE CISNEROS	CALIFORNIA GREEN TURF	MAJAL HUSTELOO@YAHOO.COM	
P. Williams	CGT Shopcgt.com	ladyface24@hotmail.com	
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NICK PELAEZ	CALI GREEN TURF	NICK@CGT.COM	
Felicia Bain	Cali Green Turf	feliciabain@caligreen.com	