



# BrandsMart USA Case Study



“PACE’s credibility and proven track record make it the clear choice to upgrade our stores from both a business and an environmental perspective.”

- Larry Sinewitz, Executive Vice President of BrandsMart, USA

“Last year’s Palmetto Bay project was the largest in the state and in short order, we’ve eclipsed that [with the Miami Garden store], underscoring our commitment to Florida and to pioneers like BrandsMart that are forging a safer, more adaptive future for the Southeast.”

- Ygrene President & CEO Stacey Lawson

## BrandsMart USA Palmetto Bay, FL

### Upgrades Enhance Customer Experience and Building Value

BrandsMart, one of the nation’s largest appliance retailers, has been an active proponent of energy efficiency and a role model for the use of PACE funding. In 2014, Ygrene provided \$2.1M in funding for upgrades at BrandsMart’s Palmetto Bay store. Enhanced heating and cooling equipment, LED lighting, and modifications to the energy control system are projected to save BrandsMart’s Palmetto Bay location \$135,000 annually in energy costs; \$195,000 in 2015 in energy, operations and maintenance costs; and \$1.6 million in maintenance over the life of the measures.

**\$2.1 million**  
PROJECT VALUE

**34%**  
ENERGY SAVINGS

## Miami Gardens, FL

### Retailer’s Second Project Breaks Its Own Record for PACE Funding

At BrandsMart’s Miami Gardens store, the Southeast U.S.’s largest commercial PACE project was completed in 2015. BrandsMart installed LED lighting, added an energy-efficient roof, and upgraded its HVAC equipment. Backed by Ygrene and implemented by ABM Industries and Tremco, the facility-wide energy conservation project cost \$3.1M and stands to save \$310,000 annually.

**\$3.1 million**  
PROJECT VALUE

**35%**  
ENERGY SAVINGS

# Ygrene Works for Commercial Properties

The award-winning Ygrene PACE program offers 100% no money down property assessed clean energy (PACE) financing for energy efficiency, renewable energy, hurricane protection and electric vehicle charging stations.

Eligibility is based on property equity—no capital outlay, guarantors, and no financial qualifications or covenants. Low fixed payments are spread out for up to 30 years and repaid through a property tax assessment that may be transferable upon sale or refinance.<sup>1</sup>

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)
- Improve Energy Efficiency
- Enjoy Nonrecourse Financing

## Property Types

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

## Save Money. Save Energy.

### Benefits of Ygrene 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 no cash outlay
- If property is sold, property tax assessment may be transferable to the new owner upon sale<sup>1</sup>
- Off balance sheet, property tax-based financing may result in improved tax treatment<sup>2</sup>
- Special tax can be passed through under most net leases
- No personal guarantees, covenant requirements or review of financials needed to qualify

### Eligibility Criteria

- Mortgage and property taxes current at approval
- No involuntary liens on the property
- Not in bankruptcy

<sup>1</sup> Ygrene payments are incorporated into and repaid as part of your property taxes which are legally transferable upon sale; however, some mortgage lenders may require full repayment of the special tax upon sale or refinance.

<sup>2</sup> Ygrene does not provide tax advice; consult your tax advisor.