

Hello Chair DeBone, Commissioner Adair, and Commissioner Chang,

Thank you for exploring how you can create access to private capital for developers and property owners to finance efficiency, renewable and resiliency projects with C-PACE. In 11 years, C-PACE has grown exponentially to meet industry demand for long-term financing that improves building performance and Net Operating Income. Cross-sector industry collaboration has reduced costs for program adoption and implementation by sharing best practices and standardizing general processes that protect the security interests, rules and operations of local governments.

In Deschutes County, we have found widespread industry support for C-PACE.

- 16 business and industry leaders have sent letters of support directly to you.
- 43 on-line endorsements including
  - 29 businesses, property owners, commercial brokers and industry stakeholders
  - 11 commercial property owners
  - 3 property owners expressed interest in C-PACE availability for pending projects.

**Key supporters include: Central Oregon Association of Realtors, Bend Chamber of Commerce, Brightwood Corp., Brooks Resources, Neil Kelly, First Interstate Bank, Merete Hotel Management, The Children's Museum of Central Oregon, St. Francis Catholic Church, Sunriver Brewing, LEDG Capital, AMERESCO, and Tesla.** (Complete list attached).

The graphs below show national C-PACE growth skyrocketing with the hospitality industry investing most in building performance, followed by office, retail, industrial, multi-family and health care. Affordable multi-family housing, agriculture, non-profits and churches are also quickly learning how C-PACE can fill the equity gap. These very industries in our communities need help. You can make C-PACE available now to provide a new business-friendly tool to promote economic recovery and cost savings.

Authorizing C-PACE is the first step. Michael Yaki, drafter of several C-PACE program documents, offered to draft the Deschutes County ordinance and documents pro bono. C-PACE lenders (national or local) could administer the early trickle of projects and 350Deschutes could facilitate the transactions. Project fees cover the costs of county legal review and related expenses. Ultimately, we can work with other stakeholders and communities to contract a third-party administrator.

Marketing and stakeholder engagement are also essential elements of start-up costs. 350Deschutes has made significant headway in stakeholder engagement, and we are amplifying our scope. We have C-PACE funding for one more year to help market and promote the program.

This is a golden opportunity for Deschutes County to stimulate the economy through private market investments that help businesses while creating a public benefit. As our community, businesses, non-profits and working families struggle with economic recovery and public health, C-PACE can provide market solutions now that help prepare for rising electricity costs without government subsidies.

[Clark County](#) just implemented their C-PACE program using a slightly revised version of documents developed by Michael Yaki. They found fees cover program costs and they didn't need to hire additional staff. Lindsey Hueer, Policy Analyst, is happy to discuss, 564.397.4157.

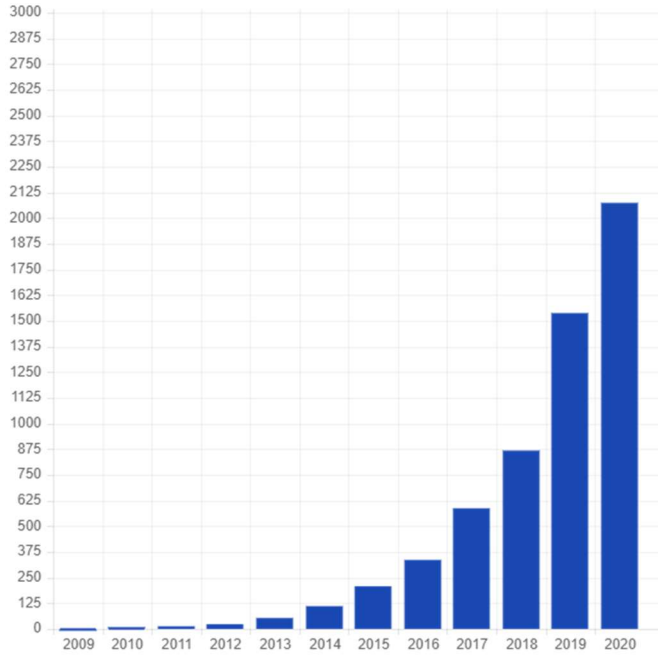
Act now to support our business and industry leaders that want you to authorize C-PACE.

Respectfully,

Paula Latasa

[Enclosures]

### Cumulative C-PACE Investment, MM 2009-2020)



### C -PACE Investment by building type, MM

