

## Washington Capital Management, Inc.

### FIRM

Washington Capital Management, Inc.

### Website

[www.wcmadvisors.com](http://www.wcmadvisors.com)

### Contact Information

Paul Ravetta

(206) 382-0825

[paul.ravetta@wcmadvisors.com](mailto:paul.ravetta@wcmadvisors.com)

### PRODUCTS OFFERED/RATE

Commercial PACE Financing (6-8%)

Warehouse Financing (4-6%)

### TARGET TRANSACTION SIZE

\$500,000-\$5,000,000

### TARGET PROJECT TYPE

- Energy Efficiency Measures
- Solar Photovoltaics
- Other Renewable Energy Generation
- Electric Vehicle Charging Stations

### PROPERTY TYPES NOT FINANCED

- None

### UNDERWRITING GUIDELINES

- PACE bond/value, maximum loan/value (including PACE loan) of 75%, maximum debt service coverage (including PACE loan) of 1.20, property quality, and credit of borrower.

### UNDERWRITING FEES

- Third-party & closing costs are paid at closing or included in PACE bond
- Fees and fixed interest rate negotiable and are tied to building quality, credit quality, bond size, bond term (5-20 years), debt coverage, and market conditions

### REQUIRED DOCUMENTS

- [PACE Final Application Supporting Documentation](#)
- Provided by borrower: Three full years and year-to-date financials for property and sponsor, current tax statements, rent roll, most recent real estate tax statement, existing mortgage documents, site plan, floor plans, property and liability insurance information, contractor information, ownership structure and organizational documents
- Obtained by Lender (prior to closing): third-party appraisal, building inspection, environmental assessment, insurance review