



**\$1,900,157**  
20 YR Term Fixed Rate  
C-PACE Financing

**\$57,286**  
Estimated Annual Savings

Centered along the interstate 95 corridor between Washington D.C. and Philadelphia, construction is underway on the five story, 79 room Microtel by Wyndham Hotel. The property is specifically located in the Waugh Chapel Towne Centre, the areas premier mixed-use destination featuring Wegman’s Food Market, Regal Cinemas, Target and Dick’s Sporting Goods. The 46,343 square foot economy hotel will feature a guest laundry room, a fitness center, a complimentary breakfast, and 86 surface parking spaces.

The Microtel by Wyndham will incorporate energy efficiency components, including wall, roofing and window upgrades, LED lighting, HVAC upgrades, low flow fixtures, and high efficiency DHW. The annual savings breaks down to \$18,638 for electricity (157,460 kWh), \$5,960 for gas (5,787 Therms), \$4,992 for water (1,479,128 Gallons) , and \$28,965 for operational costs, totaling \$58,555 in annual savings. The estimated lifetime savings for the property over the estimated useful life of the improvements of 22.1 years totals \$1,644,659.

**PROJECT**

**Development Stage:**  
New Construction

**Building Type:**  
Hospitality

**Property Cities:**  
Gambrills, MD

**General Contractor:**  
BuilderGuru Contracting, Inc &  
Gardiner and Gardiner, Inc

**IMPROVEMENT TYPES**

- Building Envelope (Roof, Wall, Window)
- LED Lighting (Interior & Exterior)
- Low Flow Faucets and Showers
- HVAC (Packaged Terminal Heat Pumps)
- Natural Gas Water Heaters
- Renewable Energy



2255 Evergreen Road  
Gambrills, MD

**PROPERTY DETAILS**

- 5 Floors
- 79 Guest Rooms
- 2.194 Acre Site
- 46,343 Square Feet
- 86 Surface Parking Spaces

**BENEFITS**

- Reduce WACC
- Increase Leverage
- Pass through expense
- Fully non-recourse to sponsor
- Combine with tax credits
- Retain utility rebates & incentives

*“The PACE funding from Counterpointe allows our team to develop a better asset for the community. We’re able to make each room more energy efficient and the property more sustainable as a whole, while keeping our overall cost of capital down.”*

Shannon Smith  
Vice President  
The Reliable Companies