



About Kango

Kango Development, LLC is a licensed general contractor based in Los Angeles. As a design-build firm, it provides one-stop green retrofit solutions for multifamily and hotel properties, including energy efficiency, water conservation, renewable energy systems, and complete financing.

Kango is certified as:

- ☑ A California "B" licensed General Contractor
- ☑ A Building Performance Institute Multifamily Analyst
- ☑ LEED AP
- ☑ Women's Business Enterprise from California Public Utilities Supplier Clearinghouse (VON: 13070139)
- ☑ An Implementation Partner for the Los Angeles Better Buildings Challenge, US Department of Energy

Kango Principals

Fran Hereth, Founding Principal, has more than 20 years' experience in construction and real estate finance. In addition to her work on hotel and multifamily rehabilitations around California, she has consulted for government agencies and utility companies on the design, financing, and implementation of energy efficiency retrofit programs.

Kim Roemen, Founding Principal, has 20 years' experience in construction in Europe and in California. She supervised the major renovations at historic mansions known as "Herenhuizen" in the Netherlands. In California, she has managed sustainable renovations of single family and multifamily properties.



GREEN RETROFITS FOR HOTELS

- Save Energy
- Reduce Water Consumption
- Increase Net Operating Income

www.kangodevelopment.com



Facts to consider:

- ✒ The U.S. hospitality industry spends \$3.7 billion a year on energy
- ✒ Energy is a hotel's second-biggest operating cost after labor.
- ✒ Average energy costs are \$2,196 per room annually.
- ✒ An occupied room uses 218 gallons of water per day.

California's AB 1103, in effect since Jan. 1, 2014, requires hotels (10,000 square feet or larger) to benchmark and disclose their energy consumption before the building can be sold, leased, or financed.

With energy-efficiency upgrades, hotels win on all fronts including costs, compliance, and guest comfort.

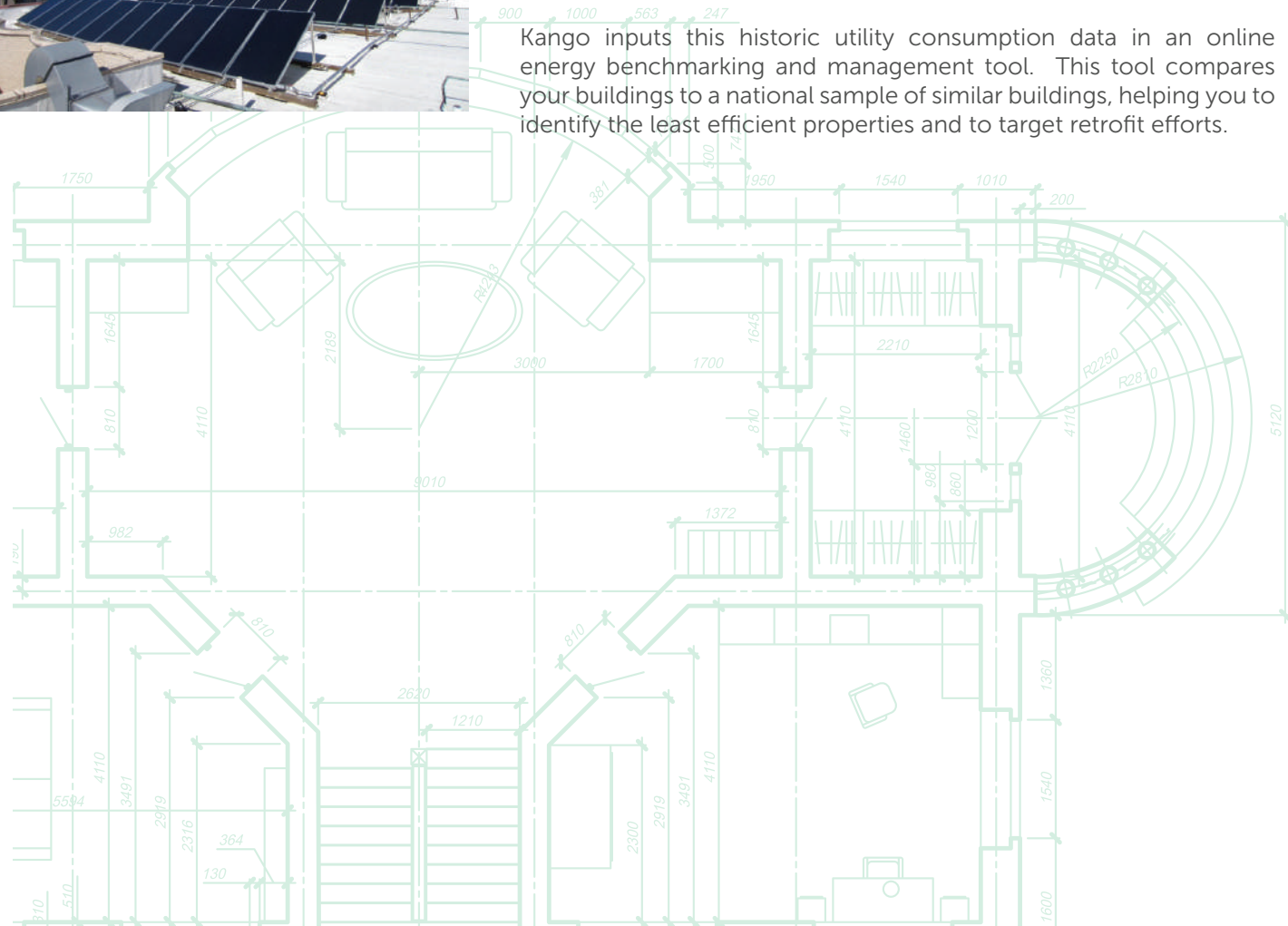


Getting started.

A green retrofit should be a comprehensive solution—taking into account a hotel’s current operations, scheduled improvements, and finances.

To get started, hotel owners need to provide gas, water and electricity bills for at least 12 consecutive months.

Kango inputs this historic utility consumption data in an online energy benchmarking and management tool. This tool compares your buildings to a national sample of similar buildings, helping you to identify the least efficient properties and to target retrofit efforts.



The Kango process.

Once the utility bill analysis is complete, we follow a clear, step-by-step procedure to design and engineer the smartest upgrades, and make sure they're paying off as promised.

1. Conduct an energy and water audit.
2. Determine the optimal scope and budget for the retrofit based on rigorous financial analysis.
3. Assemble the financing.
4. Install energy efficient systems, install water conservation measures, and/or construct renewable energy systems.
5. Conduct quality assurance to test and verify results.
6. Train the hotel's operations and maintenance staff.
7. Monitor utility usage.



Investing in your retrofit.

Funding for energy-efficient upgrades is available from a variety of sources, including:

- ☒ Private funding: Bank of America Retrofit Program, Fannie Mae Green Plus Program and Bonds
- ☒ Federal Government Funding: Business Energy Investment Tax Credit (ITC)
- ☒ State Funding: California Solar Initiative rebates
- ☒ Utilities: On-bill financing, Rebates and Incentives
- ☒ Leases: Capital and Operating

There are innovative financing structures that can pay for retrofits with minimal or no upfront costs including:

Property Assessed Clean Energy (PACE) — Property owners can pay for energy-efficiency upgrades by means of an additional assessment on their property tax bill over a 5-20 year term.

Energy Services Agreements (ESA) — A third party owns, operates and maintains the efficiency equipment during the term of the ESA. The Customer pays for the energy saved ("negawatts") as a service.

Kango is expert in all these options, and can help hotel owners secure financing that makes sense for them.

Contact us.

We offer a comprehensive list of design-build services for all your energy-efficiency needs:

- ☒ Utility bill analysis
- ☒ AB 1103 reports
- ☒ Audits
- ☒ Financial investment analysis
- ☒ Engineering
- ☒ Construction
- ☒ Solar PV and Solar DHW
- ☒ Quality assurance and verification
- ☒ Operations and maintenance staff training
- ☒ Utility rebates and incentives
- ☒ Financing

Contact Us:

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