

Commercial PACE (C-PACE) Program Presentation to Sanibel City Council

Presented by Ryan Bartkus

July 30, 2025



Topics



Florida Development Finance Corporation (FDFC)



Florida Resiliency and Energy District (FRED)



Commercial PACE (C-PACE) Program



C-PACE Finance Process



C-PACE Program Benefits



Q&A

Florida Development Finance Corporation

About FDFC



State-Authorized Financing Entity (FS Chapter 288)



Advances Economic Development



Enables Public-Private Partnerships

FDFC Board of Directors

State Leaders

- Chair: Alex Kelly, Secretary of Commerce
- Vice-Chair: Ben Watkins, Director of the Division of Bond Finance

Private Business Leaders

- Board Member: Moshe Popack
- Board Member: Taylor Smith
- Board Member: Michael Quijano
- Board Member: Robert Panepinto
- Board Member: Open Seat

FDFC Programs



Tax-Exempt and Taxable Bonds



**Commercial Property Assessed Clean Energy
Program**

Florida Resiliency and Energy District

About FRED

Separate legal entity 163.01(7)

Levy and collection authority

Interlocal/Services Agreements

FDFC Managed

FRED Board of Directors

Chair: John Coffey, City Manager of Indian Harbour Beach

Vice-Chair: Wayne Zimmerman, Deputy Electric Director of Mount Dora

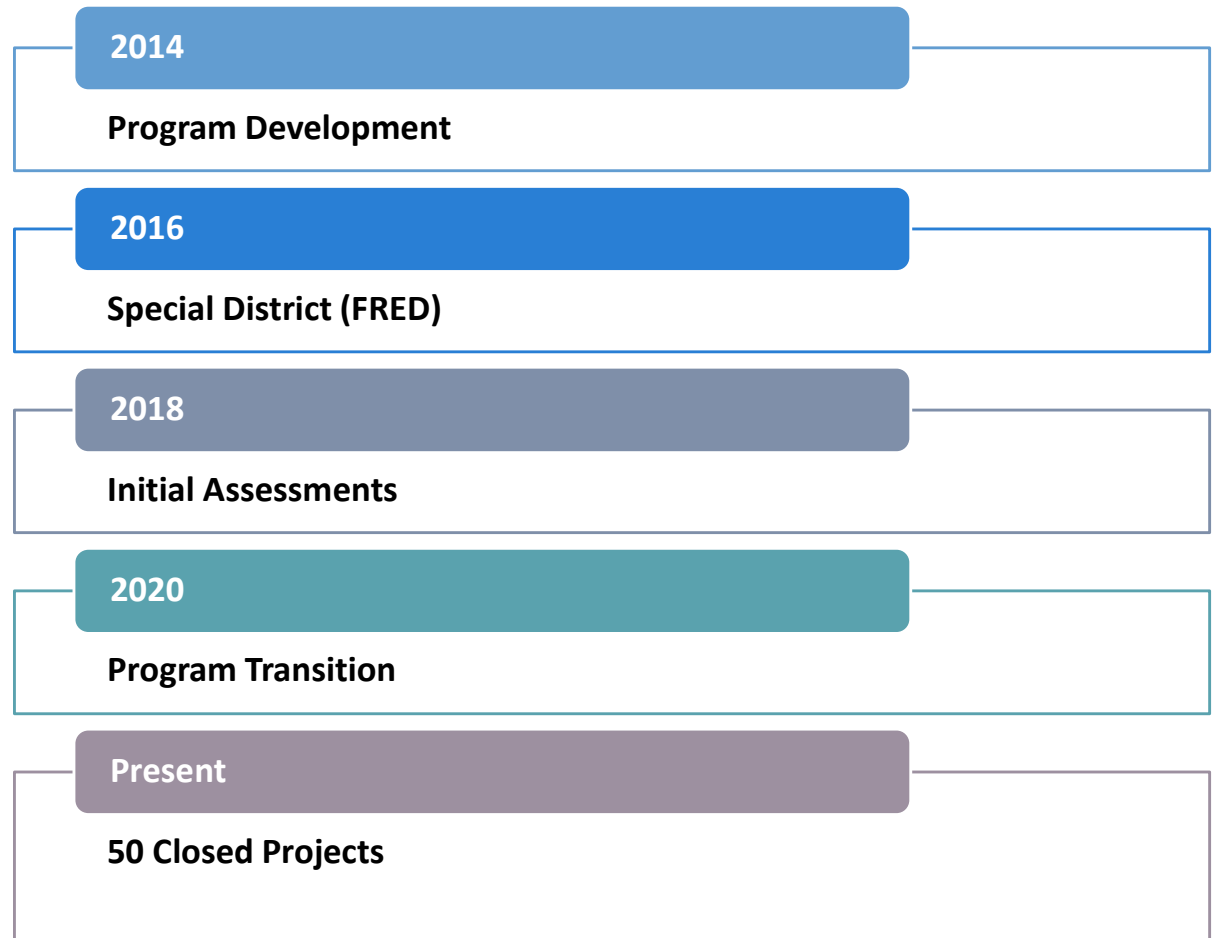
Board Member: Linda Senne, Finance Director of Venice

Board Member: Dale Martin, City Manager of Flagler Beach

Board Member: Mark Mason, Assistant City Manager of Cape Coral

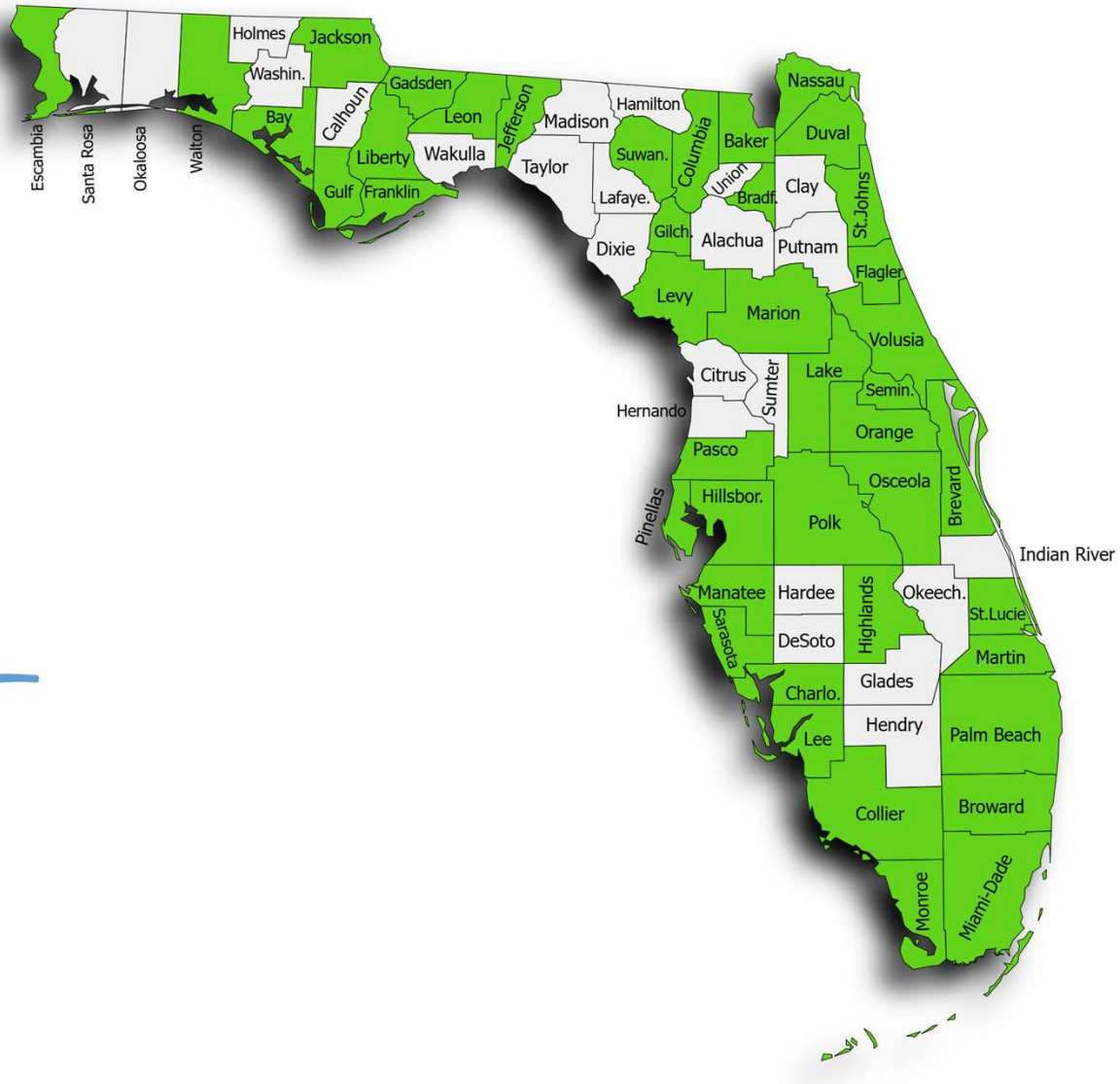
Commercial PACE Program

FDFC PACE PROGRAM HISTORY



Program
Participation

220+
Participating
Jurisdictions



Private Capital Providers



Capital Provider Approval

Relevant Experience

- Originating
- Underwriting
- Closed projects

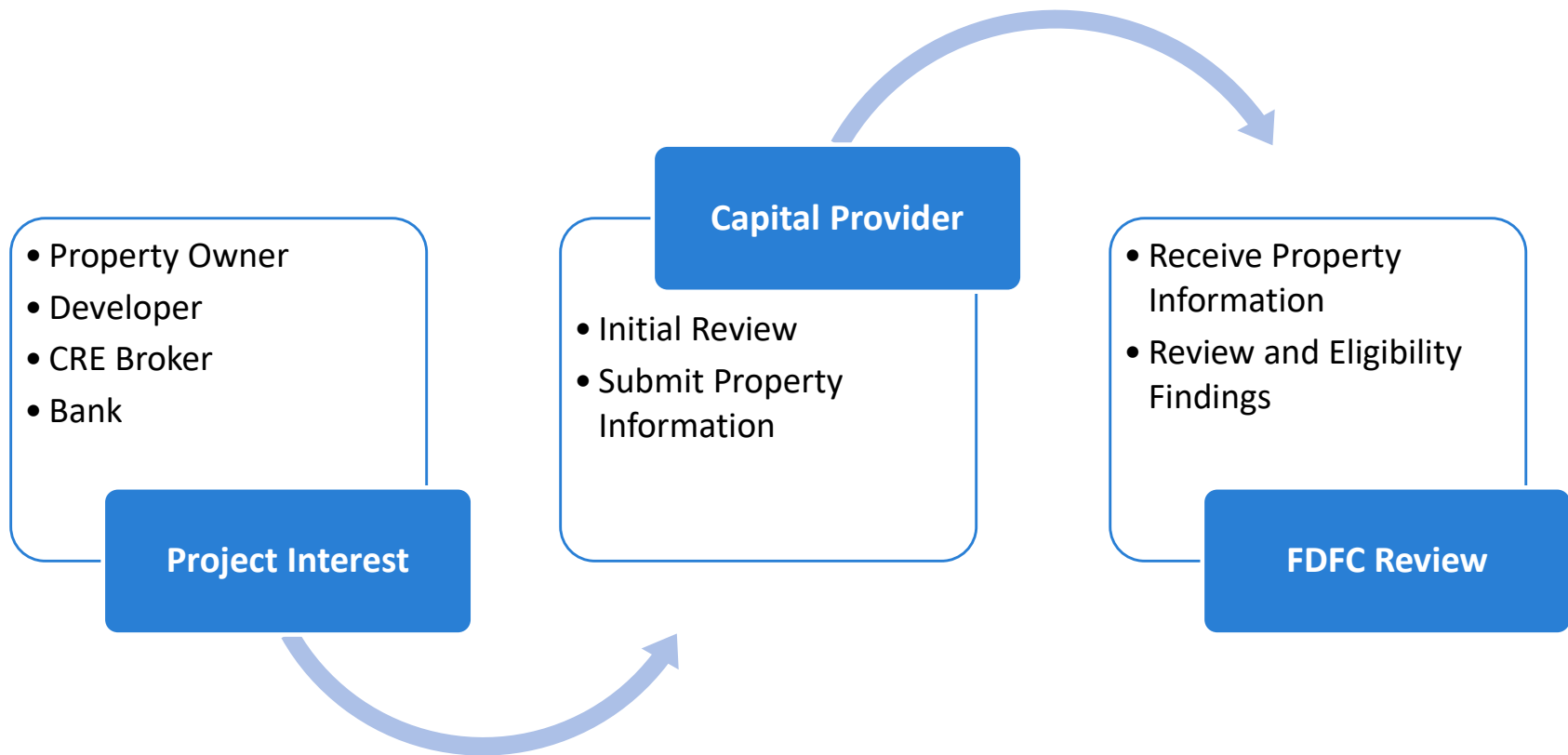
Financial Capacity

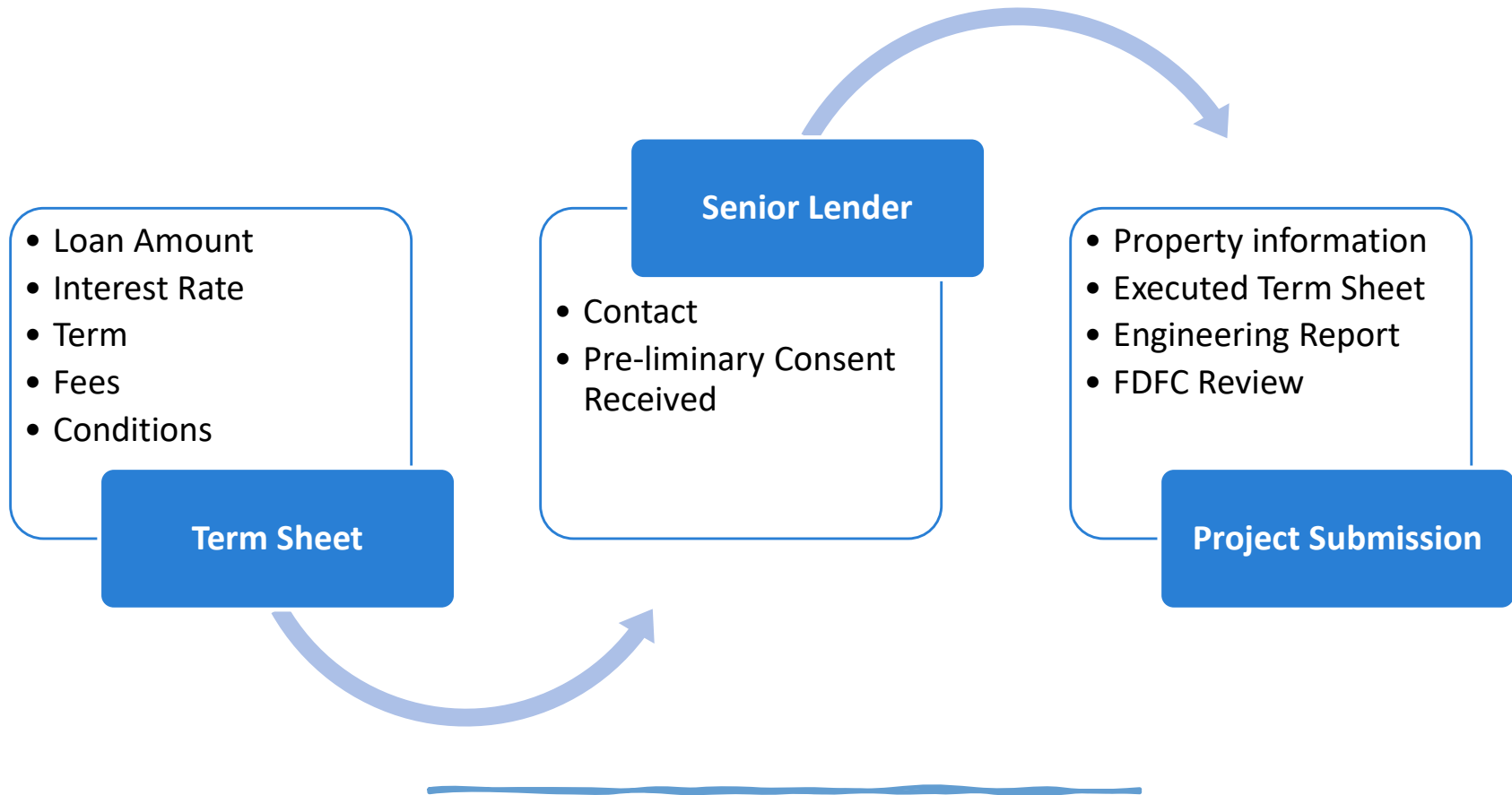
- Sufficient financial resources
- Audited financial statements
- Proof of creditworthiness

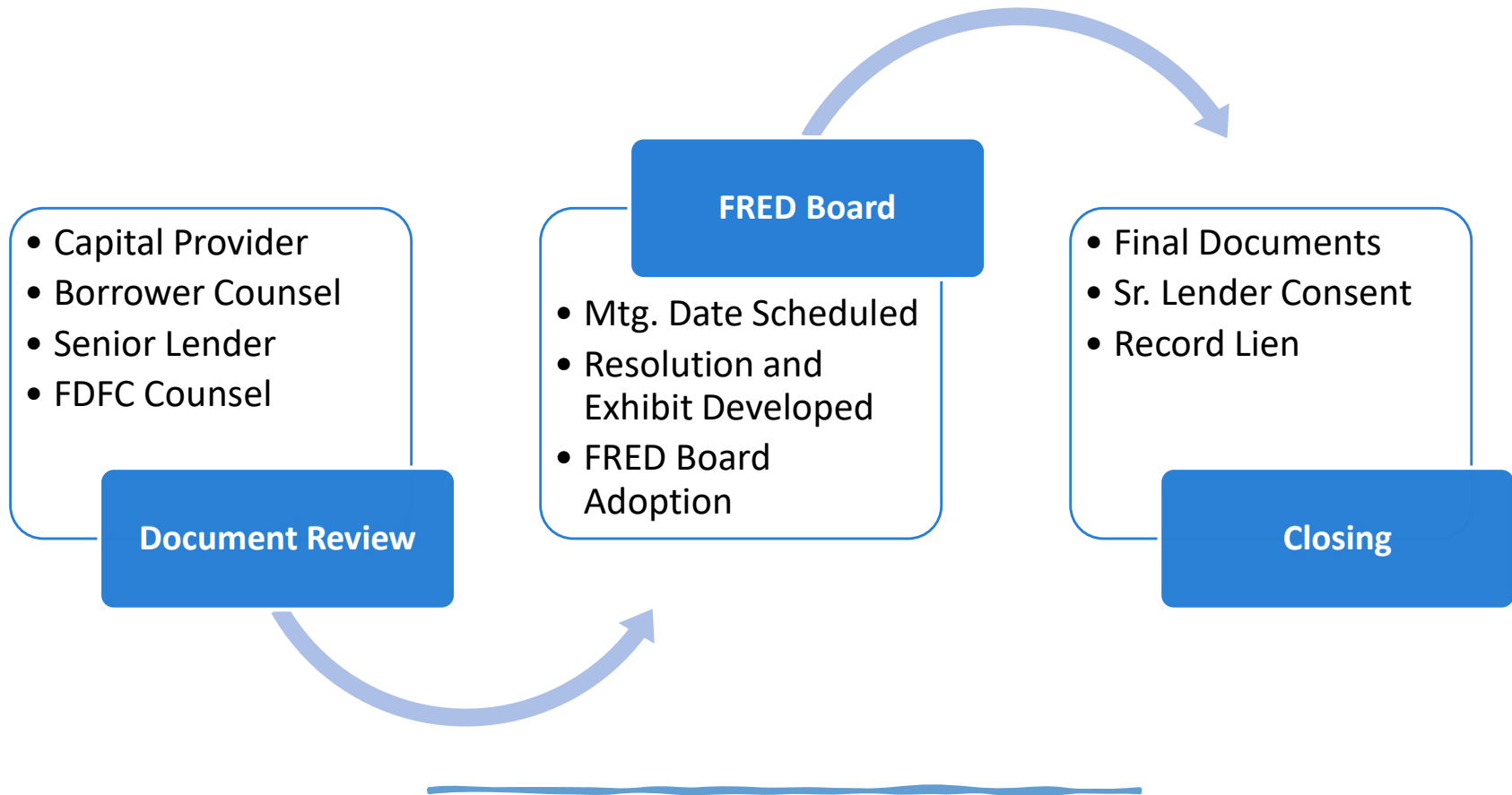
Proof of Legal Entity Formation

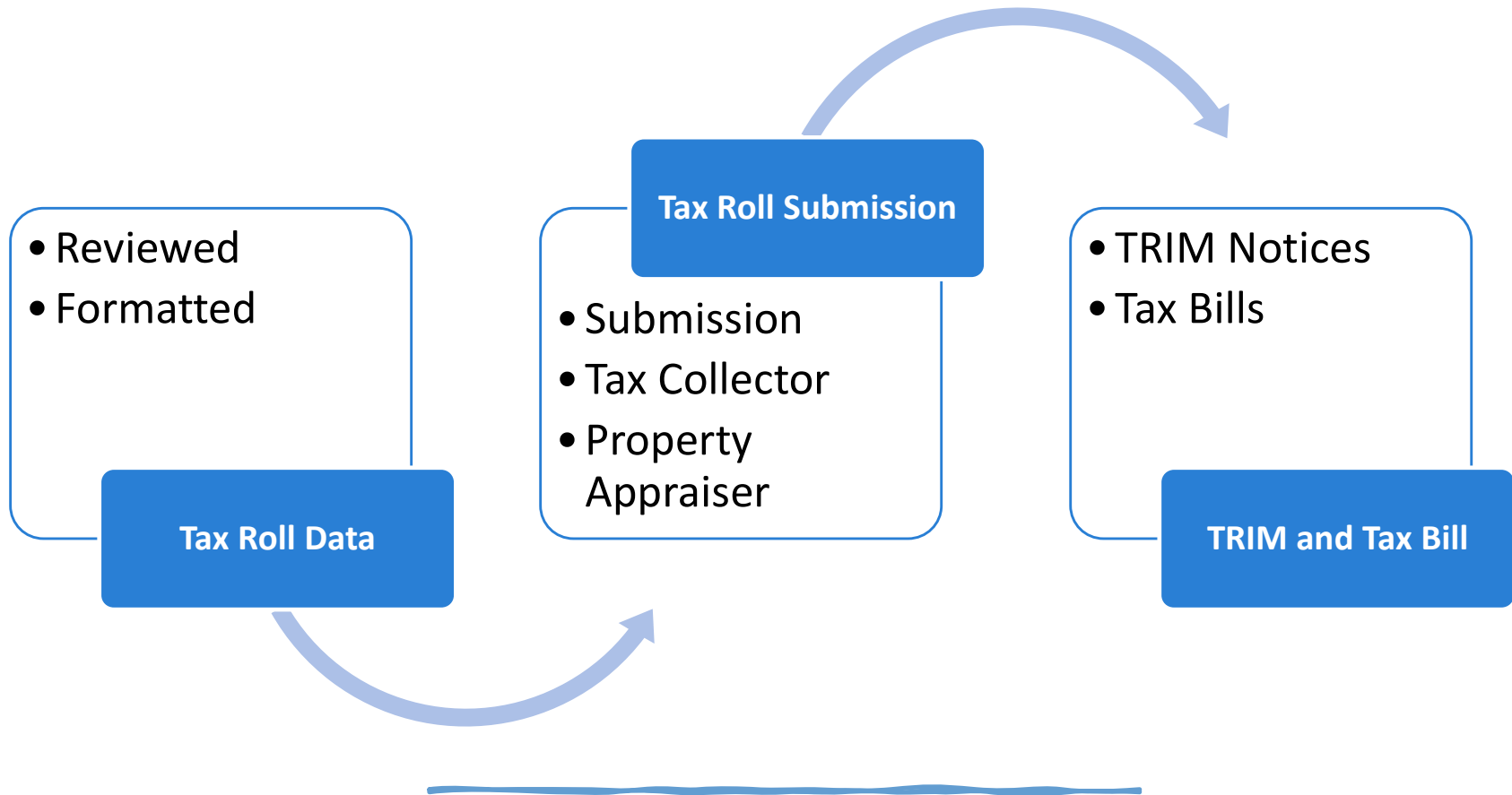
- Legally formed
- Entity in good standing
- Florida registered

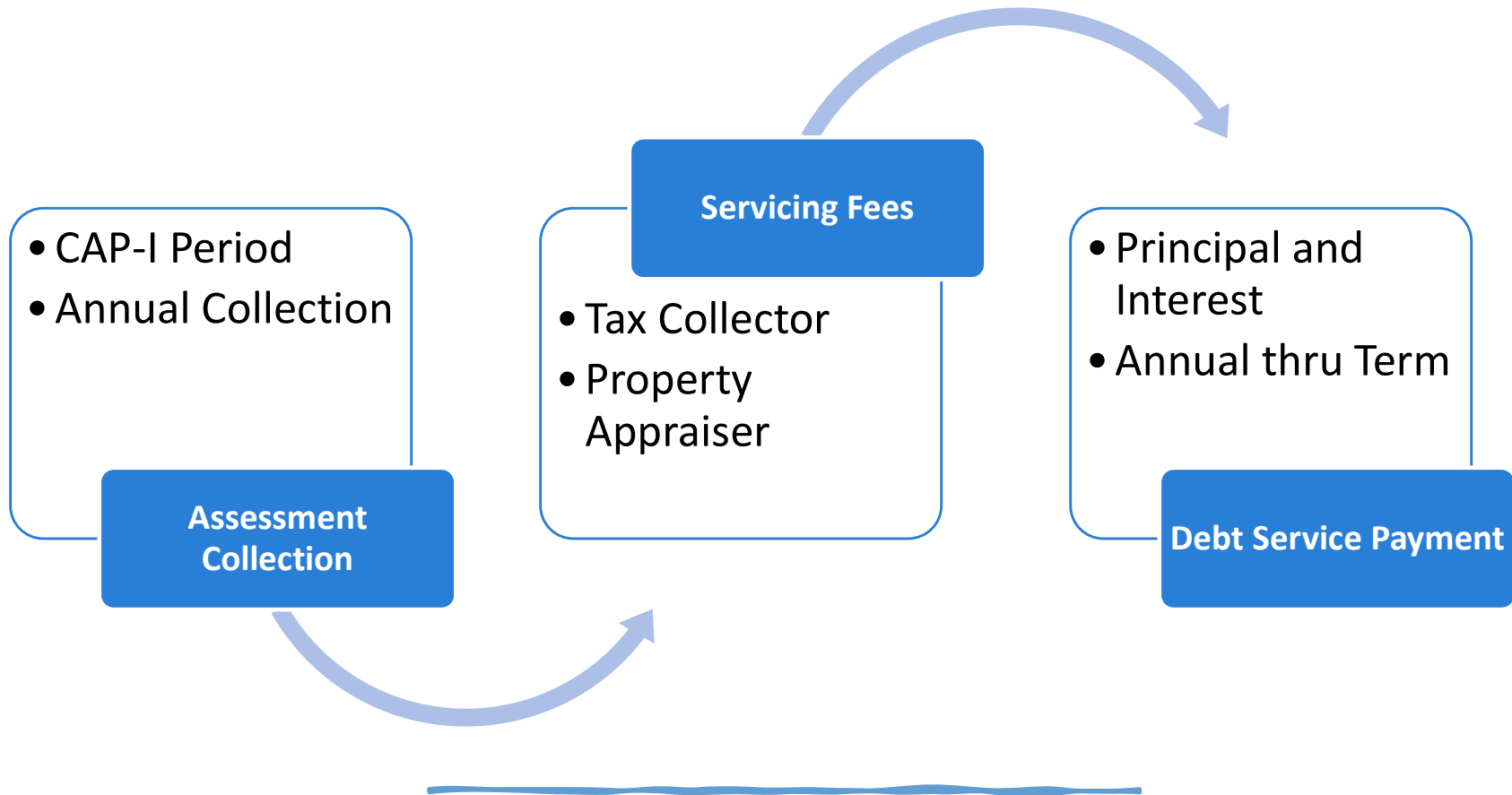
C-PACE Financing Process

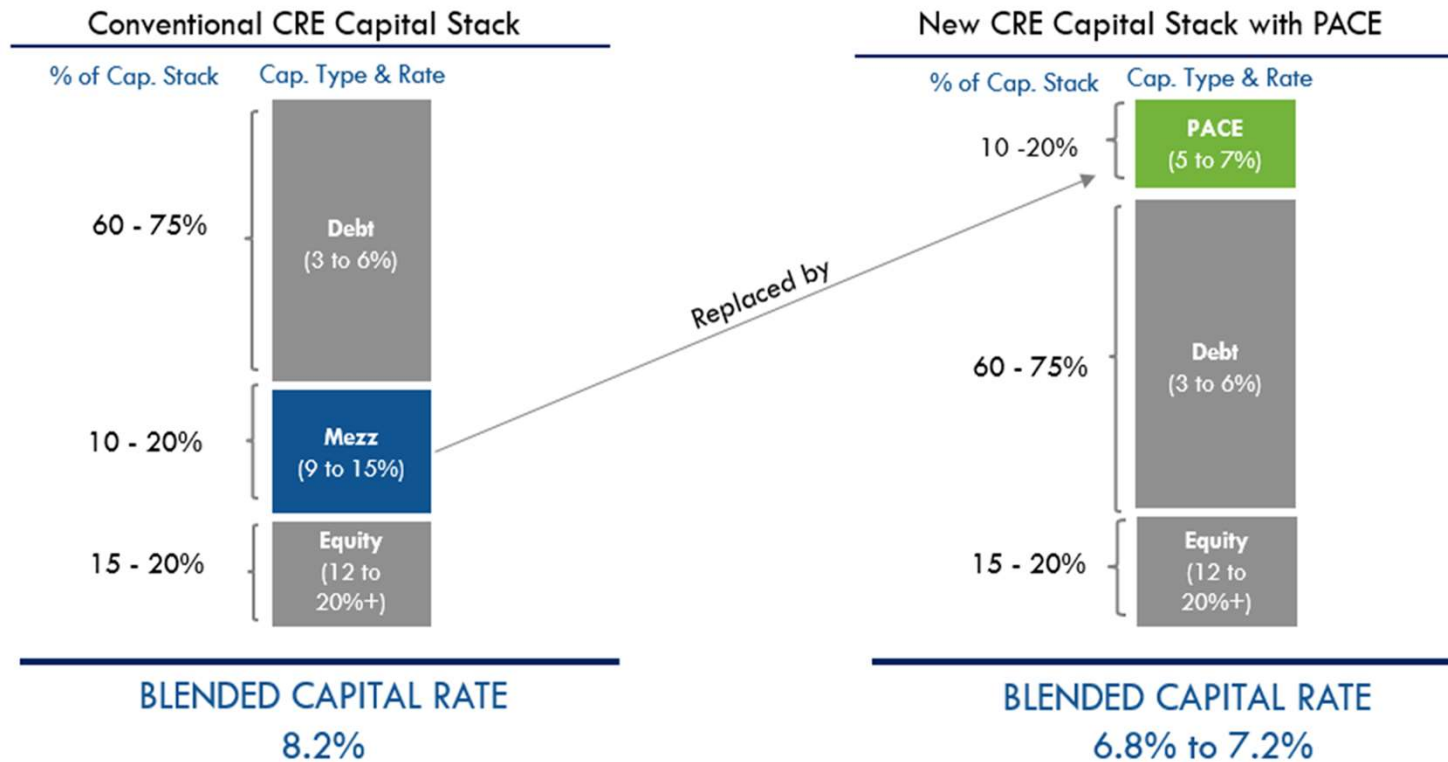












Project Financing Example

Closed Projects



\$7.5M to complete a purchase and rehab of an existing building for a human milk-based nutrition company in the City of Port St. Lucie.

\$2.7M for new construction cancer prevention clinic and a future cancer research laboratory and small-scale cancer drug manufacturing facility in St. John's County.

\$28M for recapitalization of the Arlo Wynwood Hotel in Miami's Downtown Art's District.

\$18M for a retrofit of a global, diversified protein company in the City of Live Oak.

\$9.7M for the recapitalization of a new wave of water park located in Osceola County.

C-PACE Program Benefits

Property Owner Benefits

100% Financing

Transferable

Off-Balance Sheet

Not subject to Acceleration

Delayed Payments

Decreases Operating Costs

Local Government Benefits

No Cost Turn-Key Program

Improves Existing Building Stock

Increases Property Tax Revenue

Stimulates Local Job Creation

Promotes Economic Development

Decrease Energy and Water Consumption

Questions?

Thank You!

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