

# CASE STUDY: Black Desert Resort

## Petros PACE Finance Funds Development in Ivins, UT

### Project Highlights



**Black Desert Resort**  
Ivins, UT

580 Acre | Mixed Use

#### THE CLIENT(S)

**Patrick Manning** is the managing director of Reef Capital Partners and **Patrick Manning & Assoc.**, through which has developed over 20 hospitality/ resort style projects in 10 states over the last 25 years.

**Reef Capital Partners** specializes in value-add private equity real estate transactions and opportunistic private credit transactions secured by commercial real estate. They have closed over 500 transactions totaling over \$1 billion.

#### THE CHALLENGE

The PACE transaction partially funded new construction of the Black Desert Resort, a 580-acre development in Washington County, UT. The development will include a 148 room luxury resort, condos, 24K sq. ft. of convention space, restaurants, a golf course, parking garages, retail, & office space.

#### THE NEEDS

- Light/Light Fixtures
- Plumbing
- Insulation
- HVAC
- Emergency Power/Fire Suppression
- Seismic Upgrades
- Plumbing
- Building Envelope
- Elevators

#### THE SOLUTION

C-PACE financing enabled the efficiency measures of the project and provided a natural complement to the capital stack that also includes a Public Infrastructure District (PID). The Ivins City Council has approved a PID which has provided a net of \$87 million in funding for the Project in conjunction with Development.

#### THE RESULTS

- Private capital incentivized forward thinking, sustainable building designs
- Efficient building design minimized future utility expenses, boosting NOI and property values for owner.
- The energy efficient measures make it more attractive to investors and guests, while minimizing the carbon footprint of the development.
- Developer secured lower-cost, non-recourse capital to finance the project.
- Developer secured a more efficient capital stack and long-term interest rate hedge, ensuring long-term stability.

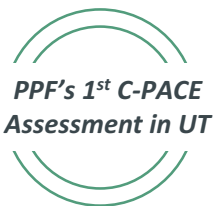
#### THE PARTNERS

*Reef Capital Partners*

*Sundance Bay*

*SIRQ Construction*

*Benchmark Hospitality*



**PPF's 1<sup>st</sup> C-PACE  
Assessment in UT**



**\$153 Million  
C-PACE Assessment**



**\$87 Million  
In PID bonds**



## BENEFITS OF PETROS C-PACE FINANCING



100% financing of hard and soft costs with no out-of-pocket



Promotes economic development and urban revitalization



Fixed-rate financing with up to 30-year terms



Ability to recover as an operating expense



Facilitates sustainable building design



Displaces higher cost mezzanine and equity capital

## WHO WE WORK WITH

*Multi-Family, Mixed-Use, Office, Hospitality, Industrial, Retail, Non-Profit, Healthcare, Manufacturing, Education*

## WHAT IS ELIGIBLE?

*Energy efficiency and water efficiency, renewable energy, and broad resiliency coverage for seismic, indoor air quality, wind/fire resistance, heat/climate change*

## WHY PETROS PACE FINANCE?

### **Expertise**

Our leadership team's 100+ years of combined experience in C-PACE, monetizing tax credits, and commercial lending means certainty of close for our clients.

### **Execution**

We've earned the trust of our clients because we break barriers and execute efficiently. We're defining the future of C-PACE every day.

### **Scalability**

We're growing quickly and we're taking our clients with us. With billions in committed capital, we can provide C-PACE financing ranging from \$500,000 to \$200 million or more.

### **Sustainability**

We use private funds from committed institutional investors to promote environmental sustainability and economic development.

For more information on our projects, visit our website at [www.petros-pace.com](http://www.petros-pace.com)

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