



Pacesetter CDE, Inc.

www.PacesetterCDE.com

Contact: info@pacesettercde.com

Phone Number: 817-725-7240

4500 Mercantile Plaza #300

Fort Worth Texas 76137



About Pacesetter CDE

Pacesetter CDE, Inc. is a mission-driven Community Development Entity (CDE) certified by the U.S. Treasury's CDFI Fund. Since 2008, we've specialized in providing New Markets Tax Credit (NMTC) financing projects that drive meaningful changes in underserved communities by investing in businesses like yours.

With over \$211 million in Qualified Low-Income Community Investments (QLICs) deployed across 28 transactions in 11 states, our track record speaks to both reach and reliability. We partner with nonprofits, community facilities, healthcare providers, and manufacturers to finance job-creating and service-expanding projects - particularly in rural, non-metropolitan, and deeply distressed areas.

Our experienced leadership team has successfully raised capital from major institutional investors and navigated multiple rounds. We have a reputation for closing complex deals and providing flexible, hands-on support from start to finish.

We're not just funders – we are your partners from start to finish.

THE NEW MARKETS TAX CREDIT PROGRAM

WHAT IS NMTC?

A U.S. Treasury program that drives investment in distressed areas.

WHO MANAGES IT?

Only certified groups like Pacesetter CDE can access NMTCs to fund qualified, high impact projects.

WHY DOES IT MATTER?

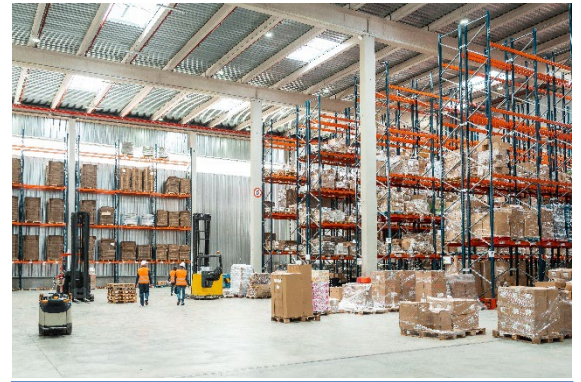
The program provides flexible financing to help businesses grow, create jobs, and expand services.

A Simple Process

Our NMTC process begins with a preliminary assessment to confirm eligibility: we verify that the project is in a qualifying Low-Income Community (LIC) census tract and aligns with the goals of the NMTC program - such as job creation, access to services, and community impact. We then provide sponsors with a clear overview of the program structure, credit flow, and compliance requirements to ensure informed participation.

Once aligned, our experienced team supports the collection and review of key documentation, including financials, business plans, impact projections, and third-party capital sources etc. We coordinate with investors, attorneys, and other CDEs to structure the Qualified Equity Investment (QEI, the mechanism used to fund NMTC deals), finalize the A/B loan terms, and guide the project through underwriting and due diligence.

We typically close qualified deals in 30 to 90 days from term sheet execution. We remain involved in post-closing to monitor compliance and community outcomes throughout the full 7-year compliance period.



Loan Highlights

Structure: Standard A/B loan—senior market-rate tranche plus subordinate NMTC tranche.
Size Range: \$4 million – \$15 million QLICI per project; larger needs met through partner CDEs.

Pricing: Subordinate loan fixed at or near market rates.

Payment Terms: Up to 7-year interest-only period (matching the NMTC compliance window) followed by 30- to 35-year amortization.

Collateral & LTV: Can accommodate >100 % loan-to-value and accept non-traditional collateral.

Equity Benefit: After the seven-year term, the subordinate “B” note may be forgiven or converted, leaving significant net equity in the project.

Eligible Uses: Real-estate acquisition, ground-up construction, rehabilitation, equipment, and working capital tied to operating businesses.



Sample Projects

Pacesetter CDE has financed high-impact projects nationwide, including a \$66M tribal health center in rural Arizona, a \$21M highway safety manufacturing facility in Texas, and a \$27M regional food bank expansion serving 450,000 low-income individuals annually. These are just a few examples of the rural, healthcare, and job-creating projects we proudly support across underserved communities.

Ready to see if your project qualifies? Contact us today to get started | info@pacesettercde.com

Our Specialties

Pacesetter CDE is committed to advancing projects nationwide that create jobs, expand healthcare access, and strengthen community services in deeply distressed areas. With a national footprint and a track record of \$211M deployed across 11 states, we invest in three primary sectors: healthcare, manufacturing, and multi-service community organizations.

Our portfolio reflects this breadth—supporting tribal health clinics, regional hospitals, advanced manufacturing facilities, and multi-service centers that deliver food security, youth programming, and workforce training. We are especially focused on deals that traditional lenders overlook, whether because of their smaller size, innovative structure, rural setting, or Native American ownership. By bringing flexible capital to these projects, we close gaps that others cannot, and help sponsors realize long-term growth.

At the core of our strategy is partnership: we work alongside nonprofits, manufacturers, and community providers alike to ensure each project not only succeeds financially but also maximizes its impact on the community.

Want To See if your Project's Address Qualifies?

Whether your project qualifies for programs such as New Markets Tax Credits (NMTC) or Opportunity Zones depends on its location. These federal initiatives are designed to encourage investment in specific areas that meet eligibility criteria. Enter your project's address at the website below to determine if it falls within a qualified census tract — an important first step for lending consideration

<https://nmtcllookup.com/>

Our Focus: Recent & Representative Deals

Pacesetter CDE's national footprint and sector priorities are reflected in the range of high-impact projects we have financed. Below are examples that align with our focus on healthcare, manufacturing, and multi-service community organizations:

San Carlos Apache Health Care Center — Tribal health clinic expansion

Cook Children's Health Care System II — Pediatric campus growth and relocation

Hendrick Medical Center – Brownwood — Rural hospital redevelopment/upgrade

Southwest Transplant Alliance — Organ recovery HQ & labs

El Pasoans Fighting Hunger — Regional food bank expansion

Williams Sausage Distribution — Rural food manufacturing plant and distribution center

Potters Industries — Reflective glass bead manufacturing for highway safety

Center for Transforming Lives – Riverside Campus — Two-gen services campus

Goodwill of North Central Texas — HQ + career center expansion

These projects illustrate our commitment to delivering flexible capital to initiatives that improve access to healthcare, expand critical services, and create quality jobs in deeply distressed communities.

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