

ZIEGLER INVESTMENT BANKING
CASE STUDY

PEPIN ACADEMIES

CLIENT PROFILE

Pepin Academies operates two campuses in Hillsborough County, Florida and is authorized as a public charter school by the Hillsborough County School District. The school currently serves approximately 680 students in grades K-12, focusing on students with varying levels of disabilities including Learning Disabilities, Autism Spectrum Disorder, Attention Deficit Disorder to, pervasive development delay and medical conditions that affect learning, such as Tourette syndrome among others. The school also operates a transitional program for students age 18-22 who are not yet able to transition into the workforce or an institution of higher education. The School is named after the Pepin family, local Tampa philanthropists who have supported the school since inception in 1999.

TRANSACTION HIGHLIGHTS

In 2016 Pepin had the opportunity to purchase a 60,000 square foot commercial building in the Riverview neighborhood of Tampa to allow them to expand their Riverview Campus and provide a permanent home at that location. Ziegler was able to assist by helping Pepin develop a financing plan that involved the issuance of approximately \$12,165,000 in Bonds issued through the Florida Development Finance Corporation. Bonds proceeds were used for the acquisition of the commercial building, construction costs to retrofit the building for educational purposes and additional funds were used to refinance certain bank debt related to the Pepin Hillsborough Campus. Due to private use for a portion of the commercial building the School purchased, approximately \$2.6 million of the bonds were taxable.

Pepin Management needed to secure the new location in time for the opening of school on July 25, 2016. The tight timeline for needed municipal approvals from Hillsborough



\$12,165,000

Florida Development Finance Corporation
Educational Facility Revenue Bonds, Series 2016A & Series 2016B (Taxable)
(The Pepin Academies, Inc. Project)

County kept everyone on the deal team moving forward with a common goal of success. The result was a closing on July 21st, meeting the deadline.

THE ZIEGLER DIFFERENCE

Pepin had other financing alternatives available, but elected to work with Ziegler on a fixed-rate bond structure to take advantage of a historically low period of interest rates. The bond financing's 30-year term provided for permanent financing with no need to later renegotiate the loan or have the School assume interest rate risk down the road with an adjustable rate. Further, the bond financing allowed for 100% financing of the building acquisition and related construction build-out.

PEPIN ACADEMIES



"For our students and staff at Pepin Academies, I can only say thank you so very much! The efforts of Ziegler and our financing team allow us to have an amazing educational facility that will serve our students for many years to come. If there is ever anything that I can do as far as a reference for Ziegler, please let me know!"

Dr. Craig Butz
Executive Director

For further information on the outstanding bonds for this issuer, please visit the Electronic Municipal Market Access system at <http://emma.msrb.org/>.

This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success.

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