



Center for
Industrial Services

INSTITUTE for PUBLIC SERVICE



TCED

Tennessee Certified Economic Developer



Pathway
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DAY 1

August 20, 2025

TENNESSEE ECONOMIC DEVELOPMENT BASIC FINANCE COURSE

Chattanooga, TN

Eastern Standard Time

9:30 am – 10:00 am

Registration – Plaza AB (Second Floor)

10:00 am – 10:30 am

Welcome & Introductions

SPEAKERS

Tintin Czach, TCEd, TCED Program Director, UT Center for Industrial Services

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

10:30 am – 11:30 am

Understanding the Development Finance Toolbox

This session will introduce attendees to the roots and basic principles of development finance. Attendees will also learn about the fundamentals and concepts of building a comprehensive financing strategy.

SPEAKER

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

11:30 am – 12:30 pm

Basics of Bonds

Bonds are the bedrock of development finance and are the cornerstone of most development finance projects. This session will address the basics of bond finance including the various types of bonds, what they can finance, how they are issued, and important legal elements to be considered.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

Betsy Knotts, Counsel, Bass, Berry & Sims

12:30 pm – 1:30 pm

Lunch Break – Table South Restaurant

1:30 pm – 4:30 pm

Basics of TIF, PILOT & Special Assessment

Targeted financing programs are the most popular form of development finance. Attendees will learn the basics of several financing tools including tax increment financing (TIF), special improvement districts/business improvement districts and special assessment districts, as well as how they can be used to meet economic development goals and objectives. Also, this session will include a discussion on PILOTs (payment-in-lieu-of-tax) and their use as a targeted tool in promoting economic development. This session will include a 15-minute break.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

Madison Haynes, Associate, Bradley

Matt Loftis, Assistant Director of Urban Development, Metropolitan Development and Housing Agency

4:30 pm – 5:00 pm

Wrap Up and Adjourn

6:00 pm

Optional Dinner Gathering



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DAY 2

August 21, 2025

TENNESSEE ECONOMIC DEVELOPMENT BASIC FINANCE COURSE

Chattanooga, TN

Eastern Standard Time

6:30 am – 8:30 am

Breakfast – Table South Restaurant

8:30 am – 9:00 am

Recapping Day 1

The first day of the Tennessee Economic Development Basic Finance Course looked at an overview of the development finance toolbox. We also gave a more in-depth perspective on the bedrock tool of bonds and the targeted tools of tax increment financing and special assessment. At the start of Day 2, we will begin our foray into investment tools with tax credits, access to capital tools and federal support tools available to communities.

SPEAKER

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

9:00 am – 11:00 am

Basics of Access to Capital

Important components in any development finance toolbox are tools that address access to capital needs such as revolving loan funds, mezzanine finance, and loan guarantee programs. In addition, the use of innovative finance mechanisms such as seed, venture and angel funds for encouraging local growth will be discussed by the speakers in this session. This session will include a 10–15-minute break, followed by 45–50 minutes of panel discussion and Q&A.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

Lamont Price, Innovation Director, Tennessee Department of Economic and Community Development

Wisty Pender, Director of Business Enterprise Resource Office (BERO), Tennessee Department of Economic and Community Development

Dr. Joann Massey, President & CEO, Economic Development Growth Engine for Memphis and Shelby County (EDGE)

Amy Bunton, EVP/Chief Operating Officer, Pathway Lending

11:00 am – 12:00 pm

Basics of Tax Credits

In this session, attendees will learn about the investment tools available for catalyzing job growth, real estate development, community revitalization, and entrepreneurial development. Presentations will cover several federal and state tax credit programs and how to effectively apply these programs to development opportunities. We will also explore best practices for Opportunity Zones.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

Debbie Clabo, Director of Tax Administration, Tennessee Department of Economic and Community Development

Monica Blanton, Vice President, New Markets Tax Credit, BrightBridge Capital

12:00 pm – 1:00 pm

Lunch – Table South Restaurant



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1:00 pm – 1:30 pm

Basic of Federal Financing Programs

This session will demonstrate the power of federal support tools and present the multitude of programs that exist within the various federal agencies. Attendees will learn about these programs and how to effectively apply them to development opportunities.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

1:30 pm – 2:45 pm

Implementing the Development Finance Toolbox

Development finance agencies throughout the country are implementing the toolbox approach. This final session of the course will focus on case study examples of successful agencies utilizing the toolbox model and strategies for putting the toolbox in place in your community.

SPEAKERS

Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies

Dr. Joann Massey, President & CEO, Economic Development Growth Engine for Memphis and Shelby County (EDGE)

2:45 pm – 3:00 pm

Closing Remarks / Evaluations / Adjourn