



**Tennessee Advanced Economic Development Finance Course
Franklin, TN**

Agenda

JUNE 19, 2019

9:00 – 10:00 AM Registration Opens

10:00 – 10:30 AM Welcome & Introductions

Speakers

Toby Rittner, DFCP

President & CEO
Council of Development Finance Agencies

Kim Denton, CECD

TCED Director
University of Tennessee

10:30 AM – 12:00 PM Refreshing the Basics of Development Finance

This session will review the different types of tools available to finance economic development including the basics of bonds, TIF, tax credits, access to capital and federal financing programs. This session will also provide the framework for a more advanced discussion during the course with an in-depth perspective on how these tools can be applied in communities of all sizes.

Speaker

Toby Rittner, DFCP

President & CEO
Council of Development Finance Agencies

12:00 – 1:00 PM Lunch Break

1:00 – 2:45 PM Bond Financing: One Deal from Start to Finish

Effectively issuing bonds is dependent on many different factors. During this session, attendees will focus on one bond deal from start to finish. This case study will examine the structure of the deal and the key players involved in the bond financing along with a discussion about the factors leading to a successful issuance.

Speakers

Toby Rittner, DFCP

President & CEO
Council of Development Finance Agencies

Kurt Gessaman

Vice President
U.S. Bank

Tray Hairston

Attorney
Butler Snow LLP



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2:45 – 3:00 PM Networking Break

3:00 – 5:00 PM Developing & Managing Active TIF Districts

Numerous TIF Districts have been developed across the U.S. to fulfill the specific needs of diverse communities. During this session, attendees will get a better understanding of the process of creating and sustaining a TIF district through a specific case study presented by our speakers. The complexities addressed in this session will include some of the legal and procedural challenges, the variations of TIF seen throughout the U.S., and the challenges of public buy-in. In addition, PILOTs will be presented with a discussion about the mechanics of using that structure.

Speakers

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

Tray Hairston
Attorney
Butler Snow LLP

Jim Murphy
Partner
Bradley Arant Boult Cummings LLP



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JUNE 20, 2019

8:00 – 10:00 AM

Tax Credits in Combination and Practice

Utilizing state and federal tax credits to meet financing gaps can be complex. Often underutilized, this investment tool allows communities to meet a diverse set of needs; from historic preservation and housing to high-tech infrastructure and urban redevelopment. During this session, industry experts will cover best practices and specific examples of how tax credits can be combined and leveraged to catalyze job creation and energize economies.

Speakers

Toby Rittner, DFCP

President & CEO

Council of Development Finance Agencies

Monica Blanton

Asset Manager

River Gorge Capital

Kim Smith

Attorney

Butler Snow LLP

10:00 – 10:15 AM

Break

10:15 – 11:00 AM

Capitalizing Loan Funds and Basic Underwriting

Revolving Loan Funds are self-replenishing pools of money, utilizing interest and principle payments on old loans to issue new ones. Initial and continuing capitalization of a revolving loan fund along with proper underwriting is essential for long-term success. During this session, attendees will learn about the variety of sources to capitalize a fund and how to sustain and grow capitalization over time. Attendees will also learn about basic underwriting techniques including collecting relevant financial information from a borrower and analyzing risks in the deal.

Speakers

Toby Rittner, DFCP

President & CEO

Council of Development Finance Agencies

Reid Dulberger

President & CEO

Economic Development
Growth Engine for Memphis
& Shelby County

David Parham

Program Manager

Tennessee Valley Authority



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11:00 AM – 12:00 PM Development Finance Agencies in Action

This session will present an in-depth look at multiple case studies from around the U.S. that have utilized the tools discussed during this course. These case-studies will provide practical perspective on the application of various development finance tools and attendees will be given the chance to dissect and question the moving parts that define these deals in reality. The speakers will outline the key partners in the case studies and the role that development finance agencies played in seeing these deals to completion.

Speaker

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

12:00 – 1:00 PM Lunch Break

1:00 – 3:00 PM The Opportunity Zones Experience

Opportunity Zones are the most exciting and engaging development finance tool to come along in decades. This program has energized communities and created a new form of investment never before seen in the economic development industry. During this session, attendees will learn the ins and outs of Opportunity Zones and discuss creative ways in which communities can attract zone capital.

Speakers

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

Chris Coffmann
Member
Frost Brown Todd LLC

Kim Smith
Attorney
Butler Snow LLP