DAY 1
March 06, 2024

TENNESSEE ECONOMIC DEVELOPMENT BASIC FINANCE COURSE
Murfreesboro, TN

Central Standard Time

10:00 am – 10:30 am  Welcome & Introductions

SPEAKERS
Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies
Kim K. Denton, CEcD, Economic Development Director, University of Tennessee Center for Industrial Services
Jerad Groves, Senior Director of Programming, 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
Ariel Miller, DFCP, Senior Director, Research & Technical Assistance, Council of Development Finance Agencies

12:30 pm – 1:30 pm  Lunch Break

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. Attendees will participate in a group exercise to understand the practical application of these tools. This session will include a 15-minute break.

SPEAKERS
Toby Rittner, DFCP, President & CEO, Council of Development Finance Agencies
Jim Murphy, Partner, Bradley Arant Boult Cummings
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
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

Basics 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
Ariel Miller, DFCP, Senior Director, Research & Technical Assistance, Council of Development Finance Agencies

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 innovation finance mechanisms such as seed, venture and angel funds for encouraging local growth will be discussed by the speakers in this session.

SPEAKERS
Ariel Miller, DFCP, Senior Director, Research & Technical Assistance, 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
Joann Massey, Vice President of Operations, Economic Development Growth Engine (EDGE)
12:30 pm – 2:00 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 Opportunity Zones best practices.

**SPEAKERS**
- **Toby Rittner**, DFCP, President & CEO, Council of Development Finance Agencies
- **Monica Blanton**, Director, New Markets Tax Credit, BrightBridge Capital
- **Debbie Clabo**, Director of Tax Administration, Tennessee Department of Economic and Community Development
- **Ariel Miller**, DFCP, Senior Director, Research & Technical Assistance, Council of Development Finance Agencies

2:00 pm – 3:00 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
- **Joann Massey**, Vice President of Operations, Economic Development Growth Engine (EDGE)

3:00 pm

**Closing Remarks / Evaluations / Certificates / Adjourn**