

MAY 13-15,

'19

18<sup>th</sup> Annual New Markets

Tax Credit Summit

LOEWS HOTEL – MIAMI BEACH, FL



## Summit Agenda

Monday, May 13, 2019

### Pre-Conference Workshop

**From Curious to Competent – The NMTC Program.** We will start by reviewing the basics of the NMTC program. We will then discuss the closing process and what it takes to get a transaction across the finish line. From finding and securing allocation, to structuring a deal, to understanding the projections and various programmatic, compliance, and tax nuances.

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|----------------|--|
| 1:00–2:00 PM   | <p><b>New Markets Tax Credits: The Brief Basics</b></p> <p>The afternoon will kick off with a refresher on the New Markets Tax Credit program. During a 60-minute session, we'll provide a high-level review of the NMTC program's history, rules &amp; regulations, as well as the most popular transaction structures and unwind methods. By the end of this session, participants will have the foundation needed for the remainder of the afternoon's more technical sessions.</p> |
| 2:00–3:00 PM   | <p><b>Securing Allocation</b></p> <p>Hear the real-life story of a project seeking allocation, the success story of a QALICB that's obtained allocation, and learn valuable lessons from a QALICB consultant.</p>  |
| 3:00–3:30 PM   | <p><b>Structuring Your Deal: Where to Start?</b></p> <p>Your project qualifies for NMTC. What's next? We'll discuss using a real estate vs. an operating business QALICB, when to use portions of business and other important aspects to look out for to comply with the NMTC rules to optimize your NMTC structure.</p>  |
| 3:30 – 3:45 PM | <p><b>Networking Break</b></p>   |
| 3:45 – 4:15 PM | <p><b>Projections - The Role they Play</b></p> <p>Projections are a big part of closing a transaction! This session will discuss how the projections come together, what schedules are included and their significance.</p>  |
| 4:15 – 5:00 PM | <p><b>Projections – Highlights of the Most Important Schedules</b></p> <p>The projections address True Debt, Original Issue Discount, and NQFP. We will go beyond the numbers and dive into what these technical issues are and what their impacts may be as well as best practices for addressing and avoiding issues.</p>  |

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### Tuesday, May 14, 2019

- 7:30 – 9:00 AM **Women in Tax Credits Breakfast**  
For the second year in a row, the Women in Tax Credits breakfast returns and will feature a panel discussion starting at 8 a.m.
- 8:00 – 9:00 AM **NMTC Summit Networking Breakfast**  
For those not attending the Women in Tax Credits breakfast, please feel free to join this networking opportunity prior to the Summit getting started.
- 9:00 – 9:15 AM **Opening and Program Overview – Ira Weinstein, CohnReznick**
- 9:15 – 10:15 AM **Let's Go Inside the Beltway and all the Way to Main Street**  
The House of Representatives has flipped and it feels like permanence is possible. But there is quite a bit of work to do and Washington still is a challenging environment. Let's discuss issues, ideas, approaches and how we make community development in all its glory a means to a better end!
- 10:15 – 11:15 AM **Stewardship Still Begins with Compliance: Remaining Mindful of Deal Fundamentals**  
Hear from a great panel that includes CDFI Fund Acting Program Manager, Rosa Martinez, and other industry experts as they explore the new FAQ, the reporting landscape and impact measurement as both the public and private sectors grapple with accountability.
- 11:15 – 11:30 AM **Networking Break**
- 11:30 – 12:15 PM **Investor Marketplace**  
It wouldn't be an NMTC event without a panel to hear from investors. We have a great group and will take a bit of a look towards the future and with innovation in mind (in keeping with our themes).
- 12:15 – 1:30 PM **Networking Lunch**
- 1:45 – 2:30PM **Case Study One: Rolling Up Our Sleeves and Digging into Meaty Transactions, PACE programs and more**  
There are still some complicated issues and innovative transactions happening in the marketplace! Let's discuss PACE programs and how they align with NMTC project financings – including those that combine a few other programs just to keep it interesting!

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## Summit Agenda (Continued)

Tuesday, May 14, 2018

2:30 – 3:15 PM

### **Case Study Two: Meaty Transactions, OZ and More**

So much talk about Opportunity Zones – we will talk more about them on Wednesday – and they will be an excellent complement to the NMTC project financings. But as a practical matter, what is happening in the marketplace and how do these unique structures combine?

3:15 – 3:30 PM

### **Networking Break**

3:30 – 4:15 PM

### **Case Study Three: Meaty Transactions, Innovation with Loan Fund Structures**

Loan fund structures are not new, but sometimes some innovation goes a long way. Join us as we break this one down and explore some best practices to increase efficiency, notwithstanding the challenges of a complicated approach.

4:15 – 5:15 PM

### **Children are our Future: How NMTC Impacts and Can Measure This Imperative**

And that is borne out in the plethora of NMTC financing that are supportive of children on many levels. Let's explore this important theme and give some thought to how best to think about, measure and advertise such a vital outcome.

6:30 – 9:30 PM

### **Opening Night Networking Extravaganza**

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### Wednesday, May 15, 2018

- 8:00 – 9:00 AM      **Networking Breakfast**
- 9:00 – 9:45 AM      **Keynote Discussion: Innovation, Opportunity Zones, NMTC and More**  
Annie Donovan, former NMTC program director, and Tama Huang, CohnReznick's Chief Innovation Officer and others will share insights on implementing innovation within NMTC projects, Opportunity Zones and a host of other related issues.
- 9:45 – 10:45 AM      **The Land of OZ!**  
Everyone is anxious to see how the Opportunity Zone marketplace comes together. The regulatory environment is complicated, but we do have lots of guidance to react to. Join the discussion as we consider the technical and practical implications of what the policy makers have provided us.
- 10:45 – 11:00 AM      **Networking Break**
- 11:00 – 12:00 PM      **Making a Difference in Low Income Communities – Ensuring the OZ and NMTC Can be Complementary:**  
One is a program and one a provision – both intended to favorably impact low-income people and the geography. Let's dig deep into some strategies being implemented to make the most of each and think big about what the collective future can become.
- 12:00 PM              **Closing Remarks / Summit Adjourns**