Development Finance Toolbox
Forging Public-Private Partnerships for Revitalization and Economic Development
December 5-7, 2023

UNC School of Government
Via Zoom

View pre-recording

Introduction and Pre-Course Assignment
Tyler Mulligan, Professor
UNC School of Government

Tuesday, December 5

Understanding Private Sector Development Finance

10:00 am – 12:00 pm*
Workshop: Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects
Tyler Mulligan, Professor
UNC School of Government

• Real estate development concepts
• Lender underwriting and attracting debt
• Return on equity
• Gap financing
• Exercises

* One break as determined by instructor

1:00 pm – 2:45 pm*
Workshop (cont.): Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects
Tyler Mulligan, Professor
UNC School of Government

* One break as determined by instructor
Tuesday, December 5 continued

3:00 pm – 4:00 pm  **Tax Credit Financing**
Rory Dowling
Development Advisor, DFI
UNC School of Government

- Historic Tax Credits
- New Market Tax Credits
- Project examples

Wednesday, December 6

Public Sector: Accessing Federal Grant Programs

10:00 am – 11:30 am*  **Federal Grant Identification and Management**
Rebecca Badgett, Teaching Assistant Professor
UNC School of Government

- Types of federal grants
- Grant research and identification
- Pre-application procedures
- Grant administration and controls

* One break as determined by instructor

State and Local Development Finance Tools

1:00 pm – 4:30pm  **Overview of Public Capital Finance for Community and Economic Development**
Connor Crews, Assistant Professor
UNC School of Government

- BIDs and Other Districts
- General Obligation Bonds
- Revenue and Special Obligation Bonds
- Installment Financing
- Project Development Financing (TIF)

* Breaks as determined by instructor
Thursday, December 7

10:00 am – 11:45 am  Public-Private Partnerships and Local Government Development Finance Tools  
C. Tyler Mulligan, Professor  
UNC School of Government  

• Local Government P3 Toolbox  
• Local Government Development Powers  
• Public-Private Partnerships  

* One break as determined by instructor

1:00 pm – 2:30 pm  Negotiating Public-Private Partnerships with Developers  
Rory Dowling  
Development Advisor, DFI  
UNC School of Government  

• Local government role in predevelopment  
• Using development finance tools to make projects possible  
• How analysis supports negotiation of development deal points  
• Securing public benefits and keeping developer accountable  

Adjourn