

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