



Development Finance Toolbox

PRE-COURSE WORKSHOP (INCLUDED WITH COURSE FEE) (8:30 am – 12:30 pm)

Monday, February 4

8:00 am – 8:30 am

**Registration for Attendees of Pre-Course Workshop
(included with course fee at no extra charge)**

*NOTE: Pre-course workshop begins promptly at 8:30 am.
To avoid interrupting the pre-course workshop while it is in progress, those who arrive after 8:30 am will be asked to wait in another room until lunch.*

8:30 am – 12:30 pm*

Pre-Course Workshop: Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects

Pat Thomson
National Development Council

- Public Sector and Real Estate Development
- Real Estate Concepts and Development Process
- Sources and Uses
- Pro Forma Income and Expense Statement
- Underwriting and Lender Ratios

** Breaks as determined by instructor.*

12:30 pm – 1:30 pm

Lunch for all program attendees (Dining Hall, first floor)

The regular program will begin after lunch.



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development

UNC School of Government, Chapel Hill, NC
February 4-5, 2019

Monday, February 4

8:30 am – 12:30 pm

Pre-Course Workshop (included with course fee at no extra charge, see separate agenda)

NOTE: Pre-course workshop begins promptly at 8:30 am. To avoid interrupting the pre-course workshop while it is in progress, those who arrive after 8:30 am will be asked to wait in another room until lunch.

12:00 pm – 12:30 pm

Registration (for those who did not attend Workshop)

12:30 pm – 1:30 pm

Lunch for all program attendees (Dining Hall, first floor)

1:30 pm – 2:00 pm

Course Overview and Introduction

C. Tyler Mulligan, Associate Professor
UNC School of Government

2:00 pm – 4:45 pm*

Federal Development Finance Programs

Pat Thomson
National Development Council

- HUD
- USDA
- EPA
- EDA
- EB-5 Immigrant Investor Program
- Tax Credit Financing
- Revolving Loan Funds
- Opportunity Zones and Funds

** Breaks as determined by instructor*



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development

Tuesday, February 5

State and Local Development Finance Tools

8:30 am – Noon*

Overview of Capital Finance for Community and Economic Development

Kara A. Millonzi, Associate Professor
UNC School of Government

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

** Breaks as determined by instructor*

Noon – 1:00 pm

Lunch

1:00 – 3:30 pm

Public-Private Partnerships and Local Government Role in Private Real Estate Development Process

C. Tyler Mulligan, Associate Professor
UNC School of Government

- Private Real Estate Development Process
- Local Government Development Powers
- Public-Private Partnerships

** One 10-minute break as determined by instructor*



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development

Tuesday - continued

3:30 – 3:40 pm

Break

3:40 – 4:55 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

5:00 pm

Adjourn