



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development
December 8-10, 2020

UNC School of Government, Chapel Hill, NC
Via Zoom Webinar

View pre-recording

Course Overview and Introduction

C. Tyler Mulligan, Professor
UNC School of Government

Tuesday, December 8

Understanding *Private Sector* Development Finance

9:00 am – 11:15 am*

Workshop Part 1: Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects

Robert Sweet
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

** One 15-minute break as determined by instructor*

1:00 pm – 3:15 pm*

Workshop Part 2: Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects

Robert Sweet
National Development Council

** One 15-minute break as determined by instructor*



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development

Wednesday, December 9

Federal Development Finance Tools

9:00 am – 11:45 am

Federal Development Finance Programs

Robert Sweet
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*

State and Local Development Finance Tools

1:00 pm – 4:30pm

Overview of Capital Finance for Community and Economic Development

Kara A. Millonzi, Professor
UNC School of Government

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

** Breaks as determined by instructor*



Development Finance Toolbox

Local Government Financing Tools for Community and Economic Development

Thursday, December 10

9:00 – 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 – 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