

ASK ME ANYTHING

ABOUT

DEVELOPMENT DISTRICTS, PUBLIC/PRIVATE PARTNERSHIPS

&

DEVELOPING DOWNTOWN

YOU WILL INTERACT WITH EXPERTS ON

- STRUCTURES, FINANCING TOOLS & INCENTIVES
- HOW ACTUAL SUCCESSFUL PROJECTS WERE CLOSED
 - CASE STUDIES

LEARN ABOUT

**CREATING THE BEST DEVELOPMENT DEALS
AMONG THE BEST DEVELOPMENT PARTNERS**

FOR

**RETAIL, COMMERCIAL, OFFICE, R&D, HQ, MIXED-USE, MULTIFAMILY,
HOSPITALITY, SPORTS, ENTERTAINMENT, CITY CENTERS
AND MORE**



BleaklyAdvisoryGroup



NYSA CAPITAL

NextSite

SEYFARTH
SHAW

WHAT: ASK ME ANYTHING: DEVELOPMENT DISTRICTS, PUBLIC/PRIVATE PARTNERSHIPS & DEVELOPING DOWNTOWN

WHEN: Wednesday, May 30, 2018

**WHERE: Cobb County Chamber of Commerce
240 Interstate North Parkway, Atlanta, GA 30339
(Directions below)**

8:00 – 8:20	Registration and Continental Breakfast
8:20 – 8:30	WELCOME Dan McRae, Seyfarth Shaw
8:30 – 9:30	DEVELOPMENT DISTRICTS <i>The Tools - TADs - Opportunity Zones, CIDs</i> Geoff Koski, President, Bleakly Advisory Group
9:30 – 10:00	COMMUNITY IMPROVEMENT DISTRICTS * <i>How to Draft Good CID Legislation</i> * <i>What's Wrong with the Legislation Your CID Has And How To Fix It</i> Tad Leithead, Chair, Cumberland CID, Director, Greater North Fulton CID & Perimeter CID Dan McRae, Seyfarth Shaw
10:00 – 10:30	UPDATE – THE DORAVILLE GM SITE REDEVELOPMENT PROJECT <i>The Continuing Saga of “Assembling” the World’s Largest Jigsaw Puzzle</i> Luke Howe, Doraville and its Local Authorities, Agencies and Districts
10:30 – 10:45	Break
10:45 – 11:00	7 THINGS YOU HAVE TO KNOW ABOUT PUBLIC/PRIVATE PARTNERSHIPS IN GEORGIA Dan McRae, Seyfarth Shaw
11:00 – 11:50	INCENTIVES THAT WORK FOR RETAIL, COMMERCIAL AND DOWNTOWN DISTRICTS. IDENTIFYING AND LANDING RETAIL FOR A FLOURISHING COMMUNITY Andy Camp, VP of Business Development, Next Site LLC David Langham, VP of Investment Banking, INTL FCStone Doug Neil, VP of Development, Daniel Communities
11:50 – noon	Break
Noon – 12:50	PANEL DISCUSSION OVER LUNCH * <i>Developing Downtown- What Are Your Choices?</i> * <i>DIY? Master Developer? Parcel Developers?</i> * <i>What is the process? What should the agreement look like?</i> Dave Carter, Chair, Chamblee DDA, and Carter Law, LLC Dave Schmit, Roswell DDA, and Schmit + Associates

12:50 – 1:15

HOTELS ARE HARD

** Fundamentals- What Goes into the Decision Where to Locate a Hotel*

** How Can You Influence the Decision? Public/Private Partnerships*

Jim Stormont, President & Lead Principal

Stormont Hospitality Group

1:15 – 2:30

HOW AM I GONNA PAY FOR ALL THIS?

Financing the Public and Private Components of a Major Project

*** Bonds**

David Corbin, Managing Director, SMC Terminus Group

*** EB-5 Immigrant Investor Capital**

Andrew Wall, VP of Operations, NYSA

*** New Markets Tax Credits**

Larry Kramer, President, Incentis Group

*** Capital Stack**

Dan McRae, Seyfarth Shaw

2:30 – 2:45

Break

2:45 – 3:30

THE ROLES OF YOUR LOCAL AUTHORITIES-

And how WARNER ROBINS used them to pull off 2 P3's in 1 year

Gary Lee, Development Director, City of Warner Robins

Charles Whatley, Consultant, City of Warner Robins

3:30 – 3:45

5 NEW WAYS TO FINANCE INFRASTRUCTURE FOR A DEVELOPER

Without a Referendum

Dan McRae, Seyfarth Shaw LLP

3:45 – 4:00

CLOSING REMARKS

Dan McRae, Seyfarth Shaw LLP

REGISTRATION: There is no cost to attend, but registration is required and seating is limited. If you are a project participant with a pressing need for information, or a group traveling together, please let us know and we will try to accommodate you.

TO REGISTER: Email: jclay@seyfarth.com

PROGRAM MATERIALS: Available ASAP after the conference at www.danmcrae.com (on White Papers page under “AMA Program Materials”)

DIRECTIONS

Traveling North on I-75

Exit 260 (Windy Hill Road). Stay in the right lane and you will have no choice but to exit onto Interstate North Parkway. Go .7 miles (seven tenths of a mile) passing the Marriott Hotel on your left. We are on your left in a gray, two-story building with a dark green roof.

Traveling South on I-75

Exit 260 (Windy Hill Road). Turn left and immediately get into the right lane. Go over I-75 and turn right at the first street (Interstate North Parkway). Go .7 miles (seven tenths of a mile) passing the Marriott Hotel on your left. We are on your left in a gray, two-story building with a dark green roof.

From U.S. 41, Smyrna and all points West

Travel East on Windy Hill Road. Go over I-75 and turn right at the first street (Interstate North Parkway). Go .7 miles (seven tenths of a mile) passing the Marriott Hotel on your left. We are on your left in a gray, two-story building with a dark green roof.

WHO SHOULD ATTEND

Board Members, Council and Commission Members, Elected and Appointed Officials and their Staff

**Economic Development and Community Development Professionals
Government and Nonprofit Finance Officers, Bankers, Bond Issuers and Underwriters
Real Estate Developers, Brokers/Dealers and Commercial Real Estate Professionals**

NOTES

Seyfarth Shaw LLP
1075 Peachtree Street, N.E., Suite 2500
Atlanta, GA 30309
Attention: Daniel M. McRae dmcrae@seyfarth.com

**Atlanta Boston Chicago Houston London Los Angeles Melbourne
New York Sacramento San Francisco Shanghai Sydney Washington, D.C.**

General note: This document is a quick-reference guide for economic developers, participants in the real estate and financial industries, and company and public body directors, executives and managers and their advisors. The information in this document is general in nature. Various points that could be important in a particular case have been condensed or omitted in the interest of read ability. Specific professional advice should be obtained before this information is applied to any particular case. Any tax information or written tax advice contained herein (including any attachments) is not intended to be and cannot be used by any taxpayer for the purpose of avoiding tax penalties that may be imposed on the taxpayer. (The foregoing legend has been affixed pursuant to U.S. Treasury Regulations governing tax practice.)

SEYFARTH
SHAW
