



GEDA



SIDEBAR CONFERENCE

and development authority board member training (8 hours credit)

WHAT: LOCAL AUTHORITIES: PARTNERS IN ECONOMIC DEVELOPMENT

WHEN: Friday, December 4, 2015

**WHERE: Savannah Technical College auditorium , Crossroads Campus; 190 Crossroads Parkway; Savannah 31407 (See directions below)
RSVP: Jeanette Clay, jclay@seyfarth.com, 404-888-1885**

7:30 - 8:00 Registration and Continental Breakfast

8:00 - 8:15 Welcome
Allen Burns, Executive Director, Coastal Regional Commission

8:15 - 8:30 The Economic Development Community in Georgia
Kevin Shea, President, Georgia Economic Developers Association

8:30 - 9:00 Development Authorities and Their Cousins (PFAs, URAs, and ETCs)

Part 1:

- **The “Pecking Order”- Where Development Authorities Stand**
- **The “Cousins”- Other Authorities; Districts, Zones and More**
Dan McRae, Seyfarth Shaw LLP

9:00 - 9:30 Spaceport Camden Update
Steve L. Howard, County Administrator, Camden County

- 9:30 - 9:45 Break**
- 9:45 - 10:15 Development Authorities and Their Cousins (PFAs, URAs, and ETCs)**
- Part 2:**
- **The “Just Sign a Lease” Project
Learn Development Authority Rules From This Case Study**
Dan McRae, Seyfarth Shaw LLP
- 10:15 - 11:15 Financing Projects with Acronyms: IDBs, NMTC, EB-5 ...and More!**
- **Part 1: Bonds and Capital Stacks**
Dan McRae, Seyfarth Shaw LLP
 - **Part 2: What Makes Bonds Marketable... or Not!**
Patrick Rutledge, Federal Home Loan Bank of Atlanta
- 11:15 - 11:30 Break**
- 11:30 - 12:00 Financing Projects with Acronyms: IDBs, NMTC, EB-5 ...and More!**
- **Part 3:**
- Cash for Credits: New Markets Tax Credits**
- Robert E. James II, Carver State Bank
- Immigrant Investor Capital: the EB-5 Program**
- Dan McRae, Seyfarth Shaw LLP
- 12:00 – 1:00 Lunch with Panel:
Role Playing: The Role of Incentives, The Role of the State, and the Role of
Statewide and Regional Project Managers**
- Brittany Holtzclaw, GDEcD
Jennifer Fordham, DCA
Jason Coley, Georgia Power Company
- 1:00 – 2:00 Product Development
The importance of product development to the community, how to fund it, and
what to invest in for prospect generation**
- Panel Discussion: Moderator, Peggy Jolley, President, Live Oak Concepts
Wally Orrel, Executive Director, McIntosh County Development Authority
Ralph Forbes, VP Industrial/Manufacturing Regional Manager, Thomas & Hutton
Bill Mitchell, Executive Director, Toombs County Development Authority

- 2:00 - 2:45 Ethics, Liabilities, Conflict of Interest**
Kevin Brown, Seyfarth Shaw LLP
- 2:45 - 3:00 Break**
- 3:00 – 4:00 Open Meetings, Open Records**
Kevin Brown, Seyfarth Shaw LLP
- 4:00 - 4:30 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.

DIRECTIONS: Savannah Technical College auditorium , Crossroads Campus; 190 Crossroads Pkwy; Savannah 31407

- 1. I-95 to Savannah/Hilton Head International Airport. Take 104 East.**
- 2. Turn left into the Crossroads Business Park**
- 3. The campus is approximately 2 miles on the left**

PROGRAM MATERIALS: available now at danmrae.info (on White Papers page under “Sidebar Program Materials”)

WHO SHOULD ATTEND:

- Bond Issuers
- Board Members
- Council Members
- Economic Development Professionals
- Community Development Professionals
- Real Estate Developers
- Brokers/Dealers and Underwriters
- Elected and Appointed Officials and their Staff
- Bankers
- Government and Nonprofit Finance Officers
- Commercial Real Estate Professionals

Note - Development authority board members will receive credit for 8 hours training for the day.

***2016 Schedule will be posted in near future**

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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 readability. 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.)