

# SIDEBAR CONFERENCE

AND

## DEVELOPMENT AUTHORITY BOARD MEMBER TRAINING

(8 Hours Training Credit)

### SPONSORED BY



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**WHAT: LOCAL AUTHORITIES: PARTNERS IN ECONOMIC DEVELOPMENT**

**WHEN: Thursday, December 1, 2016**

**WHERE: Athens-Clarke County Water Resources Conference Center  
780 Barber St, Athens 30601 (Directions below)**

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**7:30 - 8:00 Registration and Continental Breakfast**

**8:00 - 8:05 Welcome to Sidebar Conference from Host Sponsor  
Rope Roberts, Region Project Manager, GA Power Company**

**8:05 - 8:20 The Economic Development Community in Georgia  
Kevin Shea, President, Georgia Economic Developers Association**

**8:20 - 9:30 Development Authorities and Financing Economic Development  
Module 1: Why We Have Development Authorities  
Where They Came From; What They Can Do  
Dan McRae, Seyfarth Shaw**

- 9:30 - 9:50**      **CIDs – How and Why It Makes Sense for All Size Communities**  
Darren Harper, Project Manager, Camden County JDA
- 9:50 -10:35**      **CIDs- Why They Are a Big Deal**  
*-and some big deals they have done*  
Tad Leithead, Chair, Cumberland CID, Director,  
Greater North Fulton CID & Perimeter CID
- 10:35 – 11:05**      **Module 2: Some Things Development Authorities Can't Do**  
*and some workarounds to do them anyway*  
Dan McRae, Seyfarth Shaw
- 11:05 -11:15**      **Break**
- 11:15 -11:35**      **Development Authorities and Financing Economic Development**  
**Module 3: What Bonds Development Authorities Can and Can't**  
**Issue and why**  
Dan McRae, Seyfarth Shaw
- 11:35 -12:15**      **What Makes Bonds Marketable... or Not!**  
*And- Programs That Help*  
Patrick Rutledge, Federal Home Loan Bank Atlanta
- 12:15 - 1:15**      **Working Lunch: Small Business Credit Initiative**  
Holly Hunt, SSBCI Program Manager, Georgia Department of Community Affairs
- 1:15 - 1:30**      **Development Authorities and Financing Economic Development**  
**Module 4: Ca\$h for Projects- NMTC "forgivable loans" and**  
*EB-5 junior debt*  
Dan McRae, Seyfarth Shaw
- 1:30 – 2:15**      *\* The Growing Trend- International Projects*  
*\* Why Georgia (and some other states) Use "Bonds for Title"*  
*\* Your Competition- What Other States Are Doing*  
Paul Lo, Director, Credits & Incentives Consulting, Ryan  
Charles Stallworth, Sr. Project Manager Economic Development, GA Power Company  
Dan McRae, Seyfarth Shaw
- 2:15 - 2:25**      **Break**
- 2:30 - 3:00**      **"ROI" = Return on Incentives**  
*\* How the Market Affects Incentives Offers*  
*\* Measuring Incentives*  
Rope Roberts, Region Project Manager, GA Power Company
- 3:00 - 3:45**      **Ethics, Liabilities, Conflict of Interest**

**Kevin Brown, Seyfarth Shaw LLP**

**3:45 – 4:45**      **Open Meetings, Open Records**  
**Kevin Brown, Seyfarth Shaw LLP**

**4:45 – 5:00**      **Closing Remarks**  
**Kevin Brown, Seyfarth Shaw LLP**

**MORE INFORMATION:** PEGGY JOLLEY, [PEGGYJOLLEY@LIVEOAKCONCEPTS.COM](mailto:PEGGYJOLLEY@LIVEOAKCONCEPTS.COM) 912-429-2000

**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. Email: [jclay@seyfarth.com](mailto:jclay@seyfarth.com)

**DIRECTIONS: 780 Barber St, Athens 30601**

**Athens Clarke County Water Resources Conference Center**

**Parking is limited so if anyone can carpool that might be a good idea.**

Also, please only park in the center lot or on **one** side of Waterworks Drive going down beside the Water Resources Center due to heavy truck traffic to nearby poultry plant.

**From Downton Athens:** Start out going north on N Lumpkin St toward E Clayton St. Turn left onto W. Dougherty St. (W Dougherty St becomes Prince Ave). Turn right onto Barber St. just past Childs St. 780 BARBER ST. is on your right.

**From Atlanta:** GA-316 E via EXIT 106 toward Lawrenceville/Athens. Turn left onto Oconee Connector. Merge onto GA-10 Loop N/S Athens Perimeter Hwy W via the ramp on the left. (*If you reach Plaza Pkwy you've gone about 0.1 miles too far*). Take the Chase Street exit, EXIT 13. Turn right onto N. Chase St. Take the 2nd left onto Oneta St. Take first right onto Barber St. 780 BARBER ST is on the left.

**From Gainesville:** GA-60/GA-53 Conn. Turn left onto Jesse Jewell Parkway GA SW/GA-13. Turn right onto E.E. Butler Pkwy/GA-11 Bus. Continue to follow E.E. Butler Pkwy. (E.E. Butler Pkwy becomes US-129 S.) Merge onto US-129 S/GA-8 E/GA-10 Loop E/N Athens Perimeter Hwy E via the ramp on the left. Take the Chase St.. Exit 13. Take the 2nd left onto Oneta St. Take the first right onto Barber St. just past Childs St. 780 BARBER ST. is on your right.

**PROGRAM MATERIALS: available now at danmcrae.com (on White Papers page under "Sidebar Program Materials")**

**Note: Development Authority Board Members will fulfill credit for training requirements**

**Future Conference Dates:  
March 9, 2017 - Tifton**

## **WHO SHOULD ATTEND**

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

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

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

*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.)

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