

ASK ME ANYTHING

ABOUT

TAX ALLOCATION DISTRICTS,

FEDERAL OPPORTUNITY ZONES, PUBLIC/PRIVATE PARTNERSHIPS, NMTC

&

MORE



Bleakly Advisory Group

SEYFARTH
SHAW

WHAT: ASK ME ANYTHING: TADs, OZs, P3s & More

WHEN: Thursday, March 28, 2019

WHERE: Seyfarth Shaw, LLP
1075 Peachtree Street, N.E., Suite 2500, Atlanta, GA 30309

8:30 – 8:50 Registration and Continental Breakfast

8:50 – 9:00 WELCOME
Dan McRae, Seyfarth Shaw

- 9:00 – 9:45** **LESSONS LEARNED FROM THE GULCH PROJECT**
and How They Could Help with Atlanta’s Second Chance at Amazon
 Tony King, Springsted
- 9:45 – 10:45** **TAD GOALS AND HOW TO ACHIEVE THEM**
An Overview of Tax Allocation Districts in Georgia
And What Communities Have Used Them Successfully
 Geoff Koski, Bleakly Advisory Group
- 10:45 – 11:00** *Break*
- 11:00 – 11:30** **HOW TADS CAN FUND DEVELOPMENT INITIATIVES**
Case Study: Atlanta’s Westside TAD
 Jennifer Fine, Invest Atlanta
- 11:30 – 12:15** **LEGAL AND ILLEGAL PUBLIC/PRIVATE PARTNERSHIPS**
Structures that Keep You on the Right Side of the Line
 Dan McRae, Seyfarth Shaw
- 12:15 – 12:30** *Break*
- 12:30 – 1:30** **LUNCH**
Federal Opportunity Zones
How to Capitalize the Funds and Get OZ Equity into a Project
 Michael Ross, president and principal of Baker Tilly Capital, LLC
 Cass Maggio, Director of Private Markets Due Diligence, UBS
 Global Wealth Management
- 1:30 – 1:45** **“DDAS AS DEVELOPERS”**
All About GMA’s New Resource for Cities and DDAs
 Chris Higdon and Stephanie Aylworth, Georgia Municipal Association
- 1:45 – 2:45** **NEW MARKETS TAX CREDITS**
How to Close a Gap in a Project’s Financing
and Add a Layer of Tax Credit Equity to the Capital Stack
 Michael Ross, president and principal of Baker Tilly Capital, LLC
- 2:45 – 3:00** *break*

3:00 – 4:00

DEALING WITH DEVELOPERS

- * *What route- Consultant? Master Developer? DIY?*
- * *Finding a developer*
- * *Making sure the developer is qualified and financially capable*
- * *What to expect from a developer- and how not to be disappointed*
- * *What should be in your agreement*

Dave Carter, Chair, Chamblee DDA, and Carter Law, LLC

Geoff Koski, Bleakly Advisory Group

Tony King, Springsted

4:00

ADJOURN

Dan McRae, Seyfarth Shaw

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

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

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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 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.)

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