



**Tennessee Economic Development Basic Finance Course
 Chattanooga, TN**

JUNE 22, 2022

10:00 am – 10:30 am (EST)

Welcome & Introductions

Speakers

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

Kim Denton, CECD
 TCED Program Director
 University of Tennessee

10:30 am – 11:30 am

Understanding the Development Finance Toolbox

This session will introduce attendees to the roots and basic principles of development finance. Attendees will also learn about the fundamentals and concepts of building a comprehensive financing strategy.

Speaker

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

11:30 am – 12:30 pm

Basics of Bonds

Bonds are the bedrock of development finance and are the cornerstone of most development finance projects. This session will address the basics of bond finance including the various types of bonds, what they can finance, how they are issued and important legal elements to be considered.

Speakers

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

Katie Kramer
 Vice President
 Council of Development Finance Agencies

12:30 pm – 1:30 pm

Lunch Break



1:30 pm – 4:30 pm

Basics of TIF, PILOT & Special Assessment

Targeted financing programs are the most popular form of development finance. Attendees will learn the basics of several financing tools including tax increment financing (TIF), special improvement districts / business improvement districts and special assessment districts, as well as how they can be used to meet economic development goals and objectives. Also, this session will include a discussion on PILOTs (payment-in-lieu-of-tax) and their use as a targeted tool in promoting economic development. Attendees will participate in a group exercise to understand the practical application of these tools. This session will include a 15-minute break.

Speakers

Toby Rittner, DFCP
President & CEO
Council of Development Finance Agencies

Jim Murphy
Partner
Bradley Arant Boult Cummings

Joe Cain
Director of Urban Development
Metropolitan Development and Housing Agency

4:30 pm – 5:00 pm

Wrap up & Adjourn

6:00 pm

Optional Dinner Gathering



**Tennessee Economic Development Basic Finance Course
 Chattanooga, TN**

JUNE 23, 2022

8:30 am – 9:00 am (EST)

Recapping Day 1

The first day of the Tennessee Economic Development Basic Finance Course looked at an overview of the development finance toolbox. We also gave a more in-depth perspective on the bedrock tool of bonds and the targeted tools of tax increment financing and special assessment. At the start of Day 2, we will begin our foray into investment tools with tax credits, access to capital tools and federal support tools available to communities.

Speaker

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

9:00 am – 10:30 am

Basics of Federal Financing Programs

The next session will demonstrate the power of federal support tools and present the multitude of programs that exist within the various federal agencies. Attendees will learn about these programs and how to effectively apply them to development opportunities.

Speakers

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

Katie Kramer
 Vice President
 Council of Development Finance Agencies

10:30 am – 10:45 am

Break



10:45 am – 12:00 pm

Basics of Access to Capital

Important components in any development finance toolbox are tools that address access to capital needs such as revolving loan funds, mezzanine finance, and loan guarantee programs. In addition, the use of innovation finance mechanisms such as seed, venture and angel funds for encouraging local growth will be discussed by the speakers in this session.

Speakers

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

Lamont Price
 Innovation Director
 Tennessee Department of Economic and
 Community Development

Wisty Pender
 State Director of BERO
 Tennessee Department of Economic and
 Community Development

Mason Worthington
 Credit Analyst
 Pathway Lending

12:00 pm – 1:00 pm

Lunch Break

1:00 pm – 2:30 pm

Basics of Tax Credits

In this session, attendees will learn about the investment tools available for catalyzing job growth, real estate development, community revitalization, and entrepreneurial development. Presentations will cover several federal and state tax credit programs and how to effectively apply these programs to development opportunities. We will also explore Opportunity Zones best practices.

Speakers

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

Monica Blanton
 Asset Manager
 Bright Bridge Capital

Debbie Clabo
 Director of Tax Administration
 Tennessee Department of Economic and
 Community Development

2:30 pm – 3:00 pm

Implementing the Development Finance Toolbox

Development finance agencies throughout the country are implementing the toolbox approach. This final session of the course will focus on case study examples of successful agencies utilizing the toolbox model and strategies for putting the toolbox in place in your community.

Speaker

Toby Rittner, DFCP
 President & CEO
 Council of Development Finance Agencies

3:00 pm

Closing Remarks / Evaluations / Certificates / Adjourn