



# NMTC THE FUTURE IS NOW

CohnReznick

## NEW MARKETS TAX CREDIT SUMMIT 2022

May 9-11, 2022

Loews Miami Beach Hotel  
1601 Collins Ave.  
Miami Beach

## AGENDA

### Monday, May 9, 2022 | Pre-Summit Workshop

**From Curious to Confident: A Crash Course in the NMTC Program.** We will start by reviewing the basics of the NMTC program. We will then discuss the closing process and what it takes to get a transaction across the finish line, from finding and securing allocation to structuring a deal to understanding the projections and various programmatic, compliance, and tax nuances.

11:30 AM

#### Registration Opens

11:30 AM – 1:00 PM

#### Networking & Community Development Project

1:00 PM – 2:00 PM

#### New Markets Tax Credits: The Brief Basics

The afternoon will kick off with a refresher on the NMTC program. We'll provide a high-level review of the program's history, rules, and regulations, as well as the most popular transaction structures and unwind methods. By the end of this session, participants will have the foundation needed for the remainder of the afternoon's more technical sessions.

2:00 PM – 3:00 PM

#### Securing Allocation

Hear the real-life story of a project seeking allocation and the success story of a qualified active low-income community business (QALICB) that's obtained allocation, and learn valuable lessons from a QALICB consultant.

3:00 PM – 3:30 PM

#### Structuring Your Deal: Where to Start?

Your project qualifies for NMTC. What's next? We'll discuss using a real estate vs. an operating business QALICB, when to use portions of business, and other important aspects to look out for to comply with the NMTC rules and optimize your NMTC structure.



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3:30 PM – 3:45 PM

### “Clear Your Cookies” Coffee Break

3:45 PM – 4:15 PM

### Projections – The Role They Play

Projections are a big part of closing a transaction. This session will discuss how the projections come together, what schedules are included, and their significance.

4:15 PM – 5:00 PM

### Projections – Highlights of the Most Important Schedules

NMTC projections address True Debt, Original Issue Discount, and nonqualified financial property (NQFP). We will go beyond the numbers and dive into what these technical issues are and what their impacts may be, as well as best practices for addressing and avoiding problems.

5:00 PM – 6:00 PM

### Next Gen Leaders Happy Hour



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## Tuesday, May 10, 2022 | Conference Kick-Off

8:00 AM – 8:45 AM

### **NMTC 2022 Kick-Off Breakfast: Presented by the Women in Tax Credits Group**

We invite all Summit attendees to meet for breakfast and a brief overview of how the NMTC community lifts up women, mothers, parents, friends, and leaders. Then, learn about our community give-back activity taking place throughout the Summit. Annie Neasman of Jessie Trice Community Health System, a well-known Federally Qualified Health Center (FQHC), will discuss their work and how your involvement will benefit women of the Miami area.

9:00 AM – 9:15 AM

### **Opening and Program Overview**

9:15 AM – 10:00 AM

### **Fireside chat with Dr. Ken Thomas, Founder/CEO of Community Development Fund Advisors**

We will kick off the Summit with a lively discussion about the economic, social, and regulatory implications of the environment in which we find ourselves. Dr. Thomas brings 45 years of community development experience to help set the table for the next two days.

10:00 AM – 11:15 AM

### **The Legislative Potpourri – What Happened, Is Happening, and May Still Happen**

Major public health and economic disruption has necessitated unprecedented federal legislative effort. But wait – there may be more money on the way, additional economic development initiatives to sift through, states and localities awash with cash, and maybe even NMTC permanence on the horizon. We just need to make sure the tax credit marketplace can support all this activity. Join us to discuss all this and more.



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11:15 AM – 12:15 PM

## Turning Economic Uncertainty into Community Development Opportunity

This panel will explore the practical application of the legislative and regulatory opportunity we just discussed, from the perspective of the investor, investee, and intermediary. We all need to work together to share ideas about how to make the public-private partnership around community development work most effectively for all of the constituents with a most impactful outcome.

12:15 PM – 1:30 PM

## “Pasta, Present, and Future” Networking Lunch

1:45 PM – 2:45 PM

## NMTC as a Tool to Fight the Climate Challenge

We all know that vulnerable communities suffer greater consequences of the climate crisis. Join us as we explore why this is the case and some ways to think more comprehensively about NMTC and other community development tools that can help stem the tide.

2:45 PM – 3:45 PM

## The Care Economy – Exploring the Micro and the Macro

The pandemic has had lasting effects on the infrastructure that supports families, communities, and public and private enterprises focused on healthcare, education, and social services within the NMTC geography. We will discuss the challenges and offer some solutions.

3:45 PM – 4:15 PM

## Community Give-back Activity & Networking Break

4:15 PM – 5:00 PM

## Nuances, Intricacies, and Structural Challenges

More than 20 years into the NMTC program, we continue to see unique issues and challenging circumstances as we bring transactions to fruition. Join our panel as we explore the areas that still require extra technical focus and are more acute in the wake of an increased volume of activity.

6:30 PM – 9:30 PM

## “The Future is Now” Networking Extravaganza



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## Wednesday, May 11, 2022

8:00 AM – 9:00 AM **“Take a Byte” Networking Breakfast**

9:00 AM – 9:30 AM **CDFI Fund Keynote**

9:30 AM – 10:30 AM **Diversity, Equity, Inclusion, and Belonging – Important Work Done Better Together**

As we boost our individual DEIB efforts to make our respective organizations stronger, we need to also focus on DEIB as an industry to exponentially increase the impact. Join some of the largest institutions in community development for an interactive discussion that will make all of us better.

10:30 AM – 10:45 AM **Coffee & “N-F-Tea” Break**

10:45 AM – 11:30 AM **NMTC Infrastructure – Tech, Data, and Measurement**

If impact is the goal, we need to have the systems within which to qualify and quantify how we are doing. Job creation, workforce development, wealth-building, and many other goals have been established. Let’s share some ways to think innovatively about this business process.

11:30 AM – 12:00 PM **Can the Metaverse Level the Proverbial Playing Field?**

If the Future is Now, can we harness the power of the latest technology and ideas supporting a more decentralized economy to create opportunity for wealth-building in disadvantaged communities? Join us for a unique presentation that explores how virtual reality, augmented reality, and other innovative tech approaches may hold great potential and how we might work them into the NMTC ecosystem.

**Closing Remarks / Summit Adjourns**