

**New Markets Tax Credit Conference Agenda  
Manchester Grand Hyatt San Diego  
Jan. 23-25, 2019**

**Wednesday, January 23, 2019**

**9 a.m. - 4 p.m.**

**NMTC 101: The Basics**

Learn the fundamentals of the New Markets Tax Credit program, including the background, roles of significant players, the alphabet soup of CDEs, QEIs, QLICIs and QALICBs, how to avoid recapture and more, from experts with years of experience consulting on NMTC deals

Learning objectives:

- Identify the role tax credits serve in incentivizing corporations to invest in low-income communities
- Calculate when and how many credits are claimed based on the amount of qualified equity investment(s)
- Differentiate between the roles of the CDFI Fund, CDEs, investors and Qualified Active Low-Income Community Businesses
- List the elements of the New Markets Tax Credit program definition
- Identify the advantages of the leverage structure in reducing tax credit pricing as well in lowering interest rate for QALICBs
- Compare the success rate of allocation amounts awarded vs. requested as well as number of applicants vs. allocatees among all previous allocation rounds
- List the ways a member of a governing or advisory board can represent the interests of a low-income community
- Define what it means to be a “low-income community” and differentiate between primary and secondary criteria for being an area of higher distress
- Identify the tests needed to make a business a Qualified Active Low-Income Community Business (QALICB)
- Differentiate between the direct tracing and the safe harbor tests for satisfying the “sub all” requirement
- Identify which actions violate NMTC program rules and lead to recapture of new markets tax credits

Instructional delivery method: Group live

Program level: Basic

Prerequisites: None

Advance preparation required: None

Recommended field of study: Taxes  
Recommended CPE credit: 6

**9 a.m. - 4 p.m.**

**NMTC 202: Advanced NMTC Concepts**

Experienced NMTC practitioners will benefit from this workshop that includes such topics as monetization of assets and financial feasibility, how to prove true debt, managing exit strategies and twinning the NMTC with state deals. It includes a Q&A session where you can get specific answers for your transactions.

Learning objectives:

- Identify structures used in NMTC transactions
- Identify how to prove true debt
- List methods for managing exit strategies
- Define Original Issue Discount and identify its importance
- Identify major effects of Tax Cuts and Jobs Act on tax credit transactions
- Identify multiple alternatives for restructuring troubled debt
- Identify various structures for combining federal and state new market tax credits
- Troubleshoot QALICB status problems
- Identify strategies to overcome common problems with QALICB status

Instructional delivery method: Group live

Program level: Advanced

Prerequisites: None

Advance preparation required: None

Recommended field of study: Taxes

Recommended CPE credit: 6

**Thursday, Jan. 24, 2019**

7:30-9 a.m.

**Registration and Breakfast**

7:30-9 a.m.

**Women In Tax Credits Breakfast**

Get to know women executives in the tax credit community during this special breakfast. All attendees are welcome to attend and join in roundtable discussions about creating a career path and tips for establishing successful business relationships

9:05-9:15 a.m.

### **Chairman Address**

Our distinguished speaker shares thoughts on community development and what you need to know about the future.

9:15-9:45 a.m.

### **NMTC Q&A**

9:45-10:50 a.m.

### **Washington Report**

A new session of Congress means new hurdles and opportunities for those in community development. With Democrats now in control of the House of Representatives, hear what might be next for an extension of the new markets tax credit or other community development initiatives.

Learning objective(s):

- Identify the possible effects of the new session of Congress on the NMTC program

Instructional delivery method: Group live

Program level: Update

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

10:50-11 a.m.

### **Break**

11 a.m. - Noon

### **Investor Roundtable**

Our panel of experts discuss the status of NMTC equity pricing, the appetite for credits and what will likely happen going forward.

Learning objective(s):

- Identify factors influencing NMTC equity pricing, and the effects of those factors on future NMTC equity pricing.

Instructional delivery method: Group live

Program level: Update

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Economics

Recommended CPE credits: 1

Noon -1:30 p.m.

### **Luncheon**

1:45-2:45 p.m.

### **Current Issues for CDEs**

In a world of complex regulations and decisions, community development entities need to be prepared. Hear our panel discuss best practices for many of the issues you may face.

Learning objective(s):

- Identify industry best practices for issues facing CDEs

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

2:45-3 p.m.

### **Break**

3-3:50 p.m.

### **NMTC Compliance Hot Topics**

Getting a NMTC allocation is the first step to success, but staying in compliance is crucial. Experts share the best ways to ensure that your development is in compliance and advise you about potential problem areas.

Learning objective(s):

- Identify industry best practices for keeping your development in compliance

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

3:50-4 p.m.

### **Break**

4-5 p.m.

### **Preparing for NMTC Allocation Awards**

The 2018 round of allocations is due soon and our panel gives you tips on how to get ready and what needs to happen if and when you receive your allocation. Get ready for your next steps.

Learning objective(s):

- Identify the appropriate next steps to take once an allocation is received.

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

5-6:30 p.m.

### **Reception**

**Friday, Jan. 25, 2019**

8-9 a.m.

### **Registration and Breakfast**

9-9:50 a.m.

### **Small Business Loan Funds and Leveraged Lenders**

Find out who is doing small business loan funds, the challenges they're facing and solutions they've found. Also, identify and review the structures used to finance the leverage for NMTC transactions. Review and identify structures, strategies and lenders.

Learning objective(s):

- Identify specific challenges and solutions for financing smaller deals
- Identify structures used to finance the leverage for NMTC transactions

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

9:50-10:40 a.m.

### **Revitalizing Rural America**

The CDFI Fund targets 20 percent of NMTC allocation awards to non-metropolitan counties. Learn about how small towns and farming communities put NMTC capital to work through manufacturing expansions, timber and forestry projects, hospitals, and community facilities.

Learning objective(s):

- Identify ways small towns and communities can use NMTC capital

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

10:40-10:50 a.m.

**Break**

10:50-11:40 a.m.

### **Measuring Community Impact**

A major measuring stick for successful NMTC transactions is community impact. Hear experts talk about innovative ways to measure impact that can help assure that you comply with desires of the CDFI Fund.

Learning objective(s):

- Identify ways to measure the community impact of NMTC funds in order to comply with requirements of the CDFI Fund.

Instructional delivery method: Group live

Program level: Intermediate

Prerequisites: A basic understanding of the NMTC program

Advance preparation required: None

Recommended field of study: Specialized knowledge

Recommended CPE credits: 1

### **NASBA Registration**

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### **Attendance Policy**

In compliance with NASBA standards, to earn CPE credits you must check in at the beginning of each session. Please visit the table in the back of the room marked “Continuing Education Credit Registration” at the start of each session to check in.

### **Registration Cancellation Policy**

All cancellations must be made in writing and must be received no later than ten (10) days before an event. A \$100 administrative fee will be deducted from all refunds per attendee. **We regret that we cannot refund cancellations made within 10 business days of the conference or to registrants who do not attend the conference.** Confirmed registrants who fail to attend and do not cancel will be charged the entire registration fee.

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Delivery Method: Group Live

In accordance with the standards of the National Registry of CPE Sponsors, CPE credits for this course are based on a 50-minute hour. Novogradac conference panels and workshops employ at least one element of engagement related to course content during each credit of CPE. These elements of engagement include group discussion, polling questions, instructor-posed questions with time for participant reflection, case studies with different engagement elements throughout the program, opportunities for attendees to pose questions, and other.

### **Maximum Potential CPE Credits**

Excluding pre-conference workshops, it is possible to obtain a maximum of eight credits at this conference.