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
1-5 p.m.  
**Advanced NMTC Concepts**

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: 4

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**Thursday, Oct. 17, 2019**

9:30 – 10:30 a.m.  
**What’s Next for the NMTC**

Learning Objective:

- Identify the likely effects of legislative and administrative moves on community development

Instructional delivery method: Group live
Program Level: Update
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1

10:45 – 11:45 a.m.  
**NMTC Efficacy**

Learning Objective:
• Quantify community outcomes and align planned financing and investments with broader community or economic development strategies

Instructional delivery method: Group live
Program Level: Intermediate
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1

1:30-2:30 p.m.  Investing in Diversity at the Project and Industry Levels

Learning Objective:

• Identify current and potential ways to use the new markets tax credit to support diversity

Instructional delivery method: Group live
Program Level: Update
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1

2:45 – 3:45 p.m.  Hot Topics and Emerging Trends

Learning Objective:

• Identify new developments in the new markets tax credit industry, including proposed CRA modifications, best practices to show community impact, and PACE financing

Instructional delivery method: Group live
Program Level: Update
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1

4 – 5 p.m.  Investor Market Outlook

Learning Objective:
Identify issues affecting tax credit pricing and identify factors considered by investors in decision making

Instructional delivery method: Group live
Program Level: Update
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Economics
Recommended CPE credit: 1

Friday, Oct. 18, 2019

10 -10:50 a.m. Nonprofits and the NMTC

Learning Objective:

• Identify best practices for nonprofits to maximize NMTC funding, handle a nonprofit board and wind down the structure.

Instructional delivery method: Group live
Program Level: Intermediate
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1

11 -11:50 a.m. Pairing NMTCs with the Opportunity Zones Incentives

Learning Objective:

• Identify best practices for pairing new market tax credits with opportunity zone incentives.

Instructional delivery method: Group live
Program Level: Intermediate
Prerequisites: A basic understanding of the NMTC program
Advance preparation: None
Recommended field of study: Specialized knowledge
Recommended CPE credit: 1
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