



ADVANCING DEVELOPMENT FINANCE KNOWLEDGE, NETWORKS & INNOVATION

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THE 2012 CDFA NATIONAL DEVELOPMENT FINANCE SUMMIT

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Each year, CDFA goes through the painstaking process of identifying the key drivers, tools, issues, challenges, and opportunities facing the development finance industry in preparation for the Development Finance Summit. This year was perhaps one of the toughest program development processes in our history, as we balance the struggles of the country over the past three years with the obvious opportunities for growth and development in the current economic environment. If 2011 was one of the lowest years in the history of public finance, then 2012 is showing the potential to be one of the strongest ever. Building a program that appeals to many

but also provides tailored education and networking opportunities for targeted attendees is challenging. In the end, CDFA has produced a Development Finance Summit that shows how the Council continues to advance the development finance industry by exploring innovation, energy, technology, best practices, infrastructure, partnerships, regulation, capital access, and environmental opportunity collectively.

To give you a glimpse into the key drivers of this year's Development Finance Summit, we have identified seven critical development finance discussions taking place in our industry as we speak.

#1 Resurgence of Bond Finance

Bond volume is up significantly in the first half of 2012, and CDFA recognizes that once again, state and local issuers are turning to this bedrock development finance tool to spur investment and create jobs. The Development Finance Summit will feature three sessions with a heavy focus on the capital markets. The first, and Summit-opening, session will put **Development Finance Under the Microscope** with a big-picture look at the capital markets and the drivers of the bond industry in today's economy. The second session, **Economic Recovery through Bond Finance**, examines some of the best bond finance success stories

and how these types of projects are restoring America's economy. The third session, **Regulatory Update – IRS, MSRB & SEC**, will provide a glimpse into Washington's ever shifting, always changing regulatory environment.

#2 Energy & Environmental Finance

The financing of energy and environmental capacity remains a major driver of the development finance industry. During the **Emerging Renewable Energy Finance Models** session, CDFA will explore the concept of using conventional financing tools, such as bonds and targeted tools, to achieve renewable energy goals. And during the **Reinvestment Focused Environmental Finance** session, experts will dive into the financing tools, programs, and best practices for supporting environmentally positive investment, such as brownfield redevelopment, green spaces, and water and sewer treatment facilities.

#3 Unlocking Access to Capital

One of the most pressing issues in the development finance industry is the availability of capital for small businesses. CDFA has focused three sessions on this issue, starting with a major discussion, aptly named **Unlocking Access to Capital**, that will feature leaders from the federal government, lending institutions, and financing agencies to explore the current capital access environment and discuss strategies for unlocking and expanding resources. Two tailored sessions, titled **Locally Sourced Access to Capital Solutions & Strategies and Engaging Venture Capital by Leveraging Public Investment**, will dig deeper into specific capital access issues and provide substantive solutions for locally sourced and private sector driven initiatives for addressing capital access.



#4 TIF & Tax Credits Transforming Communities

Some of the most effective development

finance tools are the ones we take most for granted but should always

remain a strong component of the development finance toolbox. Take, for instance, tax increment finance (TIF) and tax credits. These two tools are being utilized nationwide in cutting-edge and transformative ways. The Development Finance Summit will highlight impressive achievements in two important sessions, one titled **Transformational Tax Increment Finance Approaches**, and another, **Cutting-Edge Layered Tax Credit Financed Projects**. These complex and detailed sessions will both focus on maximizing these valuable tools while engaging in community-changing projects.



#5 Emerging Development Finance: P3 & EB-5

The development finance industry

continues to evolve with the emergence of the P3 model and EB-5 program for financing development. The Development Finance Summit will take a special interest in both topics through special programming. The **Emerging Public Private Partnership (P3) Financing Model** session will provide a glimpse into the trends and growing best practices around this creative and effective financing mechanism. **Pre-Summit Workshop: EB-5 Financing 101** will be a special, 3-hour focus on this creative gap financing measure that connects foreign investors to qualified U.S. economic development projects in exchange for residency and job creation.

#6 Finance Agency Best Practices

Financing projects is the most important element of the industry, but without a solid agency behind those financing efforts, the projects are a moot point. During the Development Finance Summit, CDFA will feature two sessions focused on finance agency best practices. The first, **Best Practices for Managing Your Development Finance Agency**, will explore the different shapes, sizes, and management structures and styles throughout the country. The second session, **Engaging the Right Financial**

Advisor for Your Development Finance Agency, will examine the important financial advisor relationship. For decades, financial advisors have played an increasingly important role in keeping agencies productive and protected, and CDFA will have a handful of financial advisors on-hand to discuss their role and engagement.



#7 Financing America's Manufacturing Future

The manufacturing sector has been hit hard

over the past five years with significant job loss, outsourcing, industry contraction, limited access to capital, and general economic malaise. As economic indicators begin to turn positive, American manufacturers will be at the heart of our nation's economic resurgence. What are we doing to create a manufacturing-friendly business environment? Can we structure an efficient and effective national approach to building this critical industry? During the closing of the Development Finance Summit, CDFA will host a special **Financing America's Manufacturing Future** forum with guests from Capitol Hill, federal agencies, and national organizations featuring an engaging session focused on financing America's manufacturing future. This session will be open to all stakeholders, elected officials, agency representatives, and key leaders who are working to secure our manufacturing future. During the session, CDFA will present the American Manufacturing Bond Finance Act of 2012, a comprehensive piece of legislation that improves and reforms Industrial Development Bonds (IDBs) to catalyze renewed interest in the industry's most impactful manufacturing financing tool.

Don't miss out on the premier development finance event of the year. Come for the networking, stay for the education, take part in the fun, and help CDFA write the future of development finance in America along the way.