

# Economic Development Financing in South Carolina

EXPRESS REGISTRATION 

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Seminar ID: 383323

Mount Pleasant, SC • January 30, 2009

8:00 AM – 8:30 AM	<b>Registration</b>
8:30 AM – 8:45 AM	<b>Overview</b> — Alan B. Linkous, Esq.
8:45 AM – 10:20 AM	<b>TIFs, MIDs, CDDs, SSRBs: The Alphabet Soup of Development Financing Incentives</b> — Samuel W. Howell, Esq. <ul style="list-style-type: none"><li>• Local Government Goals and Standards</li><li>• Why Would a Developer Pursue Incentives?</li><li>• Local Government Due Diligence</li><li>• TIFs: Tax Increment Financing</li><li>• MIDs: Municipal Improvement Districts</li><li>• SSRBs: Special Source Revenue Bonds</li><li>• Special Tax Districts</li><li>• Process</li></ul>
10:20 AM – 10:30 AM	<b>Break</b>
10:30 AM – 11:30 AM	<b>Tax Incentives for Economic Development</b> — Burnet R. Maybank III, Esq. <ul style="list-style-type: none"><li>• Fee In Lieu of Taxes</li><li>• Multicounty Business Parks</li><li>• Manufacturer's Property Tax Abatement</li><li>• Utility Tax Credit</li><li>• Textile Revitalization Act</li><li>• Sales Tax Exemptions</li></ul>
11:30 AM – 11:45 AM	<b>Questions and Answers</b> — Samuel W. Howell, Esq., and Burnet R. Maybank III, Esq.
11:45 AM – 12:45 PM	<b>Lunch (On Your Own)</b>
12:45 PM – 1:45 PM	<b>Economic Development Challenges: Finding the Money in Munibond Land – A Financial Advisor's Perspective</b> — John F. Canney <ul style="list-style-type: none"><li>• Role of Municipal Finance in Economic Development</li><li>• Tools of the Trade: Private Activity Bonds and Other Municipal Funding Vehicles for Economic Development</li><li>• Choosing a Financial Structure</li><li>• Important Support Mechanisms: Third-Party Supports to Gain Market Access</li><li>• Role of the Financial Advisor</li><li>• War Stories</li></ul>
1:45 PM – 2:50 PM	<b>Economic Development Challenges in a Rural Community</b> — Peter H. Arnoti <ul style="list-style-type: none"><li>• S.W.O.T. Analysis and Needs Assessment of Colleton County</li><li>• Creating a Vision, and Goals and Objectives</li><li>• Product Development and Financing Challenges</li><li>• Existing Industry Program</li></ul>
2:50 PM – 3:00 PM	<b>Break</b>
3:00 PM – 4:00 PM	<b>Economic Development Challenges in an Urban Community</b> — J. Steven Dykes, AICP, SCCED <ul style="list-style-type: none"><li>• What Does It Take to Be Competitive?</li><li>• Urban or Developed Community Advantages and Challenges</li><li>• Case Studies (Chemistry of Several Economic Development Deals in Urban or Developed Communities)</li><li>• Final Thoughts</li></ul>
4:00 PM – 4:30 PM	<b>Panel Discussion, Roundtable and Wrap-Up</b> — Peter H. Arnoti, John F. Canney, J. Steven Dykes, AICP, SCCED, Samuel W. Howell, Esq., Alan B. Linkous, Esq., and Burnet R. Maybank III, Esq.

## Get on the road to success in financing economic development in the current troubled financial markets.

Attend this seminar and learn about local, state and federal development financing programs. You'll learn tools and techniques for applying for funding and structuring your transactions to satisfy the various program requirements.

You'll find out how local governments can use local, state and federal programs to attract and expand economic development activity, as well as how to overcome challenges in both rural and urban communities. You'll hear proven techniques for getting *results* – and getting ahead. Sign up now!

### Benefits for You

- Find out how to use existing funding sources to prepare your community for economic development activity
- Home in on the critical tax incentives you can take advantage of
- Discover the differences between TIFs, MIDs, multicounty parks, SSRBs and special tax districts
- Learn the pros and cons of the various economic development incentives
- Revamp how you approach financing in both rural and urban communities

### Faculty:

Priority Code 15402

#### Moderator:

Alan B. Linkous, Esq., Howell Linkous & Nettles, LLC

Peter H. Arnoti, Colleton County Economic Alliance

John F. Canney, Municipal Advisors Group of Boston

J. Steven Dykes, AICP, SCCED, Charleston County Economic Development

Samuel W. Howell, Esq., Howell Linkous & Nettles, LLC

Burnet R. Maybank III, Esq., Nexsen Pruet, LLC

\*For more information about our speakers, go to [www.lorman.com](http://www.lorman.com).

### Continuing Education Credit:

- AICP (Pending)
- IACET 0.65
- SC CLE 6.67
- CPE 8.0

Lorman is a registered CM provider. CM credits may be available. Please contact Lorman at 1-866-352-9540 prior to your registration for more details.

### IACET Learning Objectives

You will be able to review the elements of TIFs, MIDs, CDDs and SSRBs.

You will be able to explain how to prepare your community to finance economic development.

You will be able to discuss economic development challenges in rural and urban communities.

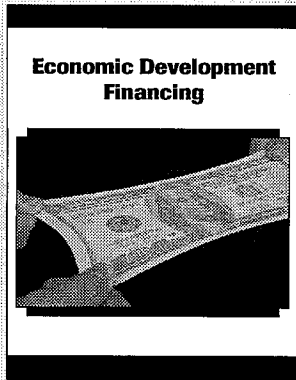
For more information visit us at [www.lorman.com](http://www.lorman.com) or contact us at 866-352-9540.

Attendee comment from another Lorman seminar:

"This seminar provided me with a knowledge base that will really help me expand my practice and further assist my clients."

— Joseph F. Wallace, Attorney  
Abendroth & Russell, P.C.

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**attendance!**



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Milwaukee, WI 53201-2933

Holiday Inn Charleston-Patriot's Point  
250 Johnnie Dodds Boulevard,  
Highway 17  
843-884-6000

#### Who Will Be There?

This seminar is designed for attorneys, business owners, presidents, vice presidents, directors, economic development agency officials, finance directors, accountants, bankers, developers and other government officials.

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#### Seminar Tuition (includes free manual with attendance)

- Yes!** I would like to attend. (\$339 per person)  
 **Yes!** I would like the **Best Value** discount.  
(\$438 per package [\$339] plus CD recording [\$99\*] of this seminar)

#### I am unable to attend but I am interested in:

- \$359 CD/manual package\*  \$119 manual only\*

#### Amount Enclosed

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\*Add \$7 shipping/handling, plus applicable sales tax, to product orders. If tax-exempt, please include your certificate. Please allow four to six weeks after the date of the seminar for delivery.

**Names of Attendees** (Please print clearly)

**Priority Code** 15402

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Title \_\_\_\_\_

Email \_\_\_\_\_

**2. Name** \_\_\_\_\_

Title \_\_\_\_\_

Email \_\_\_\_\_

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#### General Information:

- This seminar may be recorded.
- If you need special accommodations, please contact us two weeks in advance of the program.
- Lorman Education Services is not approved to offer self-study CPE credit for accountants; therefore, no CPE will be given for this program if ordered as a self-study package.

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