

Economic Development Financing in South Carolina

Mount Pleasant, SC • June 9, 2010 • ID# 385276

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

Join us for this must-attend seminar and get surefire techniques for overcoming challenges surrounding economic development financing. Gain winning strategies for navigating the labyrinth of tax increment financing issues. Solve your toughest problems regarding tax credits – without worry. Know what state and federal tax resources are available. Register today and get a game plan for ensuring your success.

Benefits for You

- Find out how to use existing funding sources to prepare your community for economic development activity
- Take advantage of critical tax incentives
- Discover the differences between TIFs, MIDs, multicounty parks, SSRBs and special tax districts
- Learn the pros and cons of the various economic development incentives
- Hear case studies from seasoned professionals



**Bring a Colleague –
Save \$50**

(Includes Free Manual)

Faculty

Moderator:

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

John F. Canney, *Municipal Advisors Group of Boston*

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

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

Martha E. Senf, *Siemens Industry, Inc.*

William Ziebertz, *Jordan, Jones & Goulding, Inc.*

For more information about our speakers, go to www.lorman.com/ID385276.

Continuing Education Credit

- SC CLE (Pending) • CPE 8.0

For more detailed CE credit information, visit us at www.lorman.com/ID385276 or contact us at 866-352-9540.

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8:00 AM – 8:30 AM	Registration	12:45 PM – 1:45 PM	Economic Development Challenges: Finding the Money in Munibond Land – A Financial Advisor's Perspective — <i>John F. Canney</i>
8:30 AM – 8:45 AM	Overview — <i>Alan B. Linkous</i>		<ul style="list-style-type: none"> • Deal Structures: The Nature of the Participants Affecting the Outcome of Economic Development Projects <ul style="list-style-type: none"> – County Issues – Win-Win Solutions – South Carolina Liquor and Gas Project • War Stories
8:45 AM – 10:20 AM	TIFs, MIDs, CDDs, SSRBs: The Alphabet Soup of Development Financing Incentives — <i>Samuel W. Howell</i>	1:45 PM – 2:30 PM	Pipeline Project With Three Rivers Solid Waste Authority — <i>Martha E. Senf</i>
	<ul style="list-style-type: none"> • Local Government Goals and Standards • Why Would a Developer Pursue Incentives? • Local Government Due Diligence • TIFs: Tax Increment Financing • MIDs: Municipal Improvement Districts • SSRBs: Special Source Revenue Bonds • Special Tax Districts • Process 		<ul style="list-style-type: none"> • Landfill Gas Project • Questions
10:20 AM – 10:30 AM	Break	2:30 PM – 2:40 PM	Break
10:30 AM – 11:30 AM	Tax Incentives for Economic Development — <i>Burnet R. Maybank III</i>	2:40 PM – 4:00 PM	Avoiding Water Hazards: Overcoming Institutional and Economic Barriers to Development From Local Government Utilities — <i>William Ziebertz</i>
	<ul style="list-style-type: none"> • Fee in Lieu of Taxes • Multicounty Business Parks • Manufacturer's Property Tax Abatement • Utility Tax Credit • Textile Revitalization Act • Sales Tax Exemptions 		<ul style="list-style-type: none"> • Institutional Barriers to Development • Economic Barriers to Development • Rate Structure Alternatives • Impact Fees and Other Bothers • Financial Planning for the Win!
11:30 AM – 11:45 AM	Questions and Answers — <i>Samuel W. Howell and Burnet R. Maybank III</i>	4:00 PM – 4:30 PM	Panel Discussion, Roundtable and Wrap-Up — <i>Peter H. Arnoti, John F. Canney, Samuel W. Howell, Alan B. Linkous and Martha E. Senf</i>
11:45 AM – 12:45 PM	Lunch (On Your Own)		

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Register Online at www.lorman.com/ID385276

Seminar Tuition (includes free manual with attendance)

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 Lorman Education Services
 Dept. 5382, P.O. Box 2933
 Milwaukee, WI 53201-2933

SEMINAR ID: 385276

Where Is It?

Hampton Inn & Suites
 Charleston/Mt. Pleasant-Isle of Palms
 1104 Isle of Palms Connector
 843-856-3900
 Mount Pleasant, SC

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.

Your Seminar Leaders

John F. Canney

- Managing director and head of Public Finance for Municipal Advisors Group of Boston, a boutique consulting firm that concentrates on public infrastructure, program management and finance
- Assignments have included a trader, institutional salesman, investment banker and department head at several Wall Street firms, including Merrill Lynch, American Express, Spencer Trask and CJ Lawrence, prior to joining three colleagues to form MAGB in 1989
- Currently participating in development projects involving energy, solid waste, commercial real estate, agriculture, transportation facilities and a broad range of public improvements in locations across the United States, including South Dakota, California, Florida, Puerto Rico, Massachusetts, Oklahoma and Guam
- Master's degree, The City College of New York

Samuel W. Howell

- Partner at the law firm of Howell Linkous & Nettles, LLC, in Charleston
- Practiced law for more than 28 years
- Concentrates practice in the related areas of public finance, state and local government law, and economic development incentives
- Served as general counsel to several governmental bodies and commissions, including service as the Charleston County Attorney for four years
- Client work in public finance includes bonds and warrants, cash-flow financings and other assessment bond financings
- Worked on every type of private activity bond for the private sector, including manufacturing facilities, affordable housing, hospitals and other nonprofits
- Economic development incentives practice includes public/private partnerships, and the various methods to fund the costs of capital improvements associated with residential, commercial, industrial and mixed-use development
- Graduate, The University of the South in Sewanee and the University of South Carolina School of Law
- Member of the South Carolina Bar and the National Association of Bond Lawyers

Alan B. Linkous

- Partner with Howell Linkous & Nettles, LLC, in Charleston
- Concentrates practice in public finance, economic development incentives and local government law
- Public finance practice is primarily focused in the roles of bond counsel or underwriter's counsel
- Economic development practice includes representation of governmental bodies, private developers and public-private partnerships
- Experience regularly includes creative financing techniques for development-oriented infrastructure, as well as traditional governmental projects
- As bond counsel, typically represents cities, counties, authorities, special purpose governmental entities or American Indian tribes
- Prior to law school, worked as a commercial banker in the commercial and real estate lending and workout fields
- B.S. degree in finance, McIntire School of Commerce at the University of Virginia; J.D. degree, Emory University School of Law
- Visit the firm website at www.bond-law.com

Burnet R. Maybank III

- Member in Nexsen Pruet, LLC's Economic Development and Banking and Finance Practice Groups
- Represents both public and private entities
- Previously served as director of the South Carolina Department of Revenue under Gov. Mark Sanford from 2003 through 2005
- Practice focuses on economic development incentives; state and local tax controversy work; exempt organizations and charitable giving, including conservation easements; alcohol beverage control; regulatory work before the public service commission; and public finance
- Serves on the South Carolina Transportation Infrastructure Study Committee, at the request of Senate President Pro Tempore Glenn McConnell
- Received national press in 2005 regarding the Department of Revenue's investigation of potentially abusive conservation easement donations, as well as the department's investigation under IRS Circular 230 of tax professionals who were involved in tax shelters
- Co-author of a number of books and law review articles
- B.A. degree, University of North Carolina; J.D. degree, University of South Carolina; and LL.M. degree in taxation, Emory University

Martha E. Senf

- Business development manager for the Building Technologies Division of Siemens Industry, Inc.
- Currently responsible for identifying and developing large alternative energy projects with a focus on landfill gas, digester gas and solar energy projects
- Responsible for creating price risk mitigation strategies for the customer's natural gas and power consumption, and very familiar with the structures and products available in the energy commodity markets
- Investigated and analyzed the economics of numerous alternative energy projects from gasification of poultry litter, to high btu pipeline grade digester gas projects
- Worked on a number of cogeneration projects ranging in size from 3 to 50 MW and understands the requirements of financing and the process of obtaining power
- Responsible for the negotiation of contracts for a landfill gas to energy project for 16 mile pipeline to provide boiler fuel in Aiken County, South Carolina for Three Rivers Solid Waste Authority
- Project originator for a solar project being designed and negotiated for two towns in New England, as well as solar projects in New Jersey and Virginia
- Project originator and developer for a digester gas use project being proposed to the City of Los Angeles that includes cutting edge digester technology and long term sales of energy in Southern California
- B.A. degree in political science, concentration in economics, Syracuse University in Syracuse, New York

William Ziebertz

- Economist with Jordan, Jones & Goulding, Inc.
- More than 20 years of experience in analyzing, benchmarking and improving the financial and operational management of utilities
- Diverse experience includes rate planning, impact fee valuation, and feasibility studies for water, wastewater, solid waste, and natural gas projects; evaluations of funding alternatives; socio-economic and comprehensive planning; projections of population and economic growth; development and negotiation of utility service contracts; economic development planning; and economic impact analyses of policy decisions and capital improvement programs
- Conducted rate and financial planning projects for clients throughout the United States and internationally
- Currently serves as vice chair of the AWWA's Rates and Charges Committee, and as the Secretary Treasurer for the Georgia Association of Water Professionals
- Previously served on the Board of Directors of AWWA
- Recipient of numerous honors and awards, is widely published, and frequently invited to speak at water industry functions