

Applegate & Thorne-Thomsen

ATTORNEYS AT LAW



Inaugural Developer Boot Camp

Hosted by Applegate & Thorne-Thomsen

April 1-2, 2019

Malcolm X College
1900 West Jackson Boulevard
Chicago, IL 60612

AGENDA: Monday, April 1st

Time	Topic	Presenters
8:00 – 9:00am Conference Room C	Breakfast & Introduction	
9:10 – 11:50am Conference Room B	LIHTC 101 – Basics and Refresher Course For beginners as well as a refresher for the more experienced developer, panelists will discuss both 4% and 9% credits, covering the allocation process, qualified basis calculation, and qualified low income building requirements. This session will highlight the rules, the differences, and the documentation for each credit type. This session will use a typical investor set of projections to issue spot and problem solve.	Hilary Jaffe and Lisa Pekkala
-OR ALTERNATIVE SESSIONS-		
9:10 – 10:30am Conference Room A	Qualified Opportunity Zones – What Are They and What Are the Opportunities This panel will address the basics of Qualified Opportunity Zones: what areas qualify, what types of investments are allowed; the tax benefit available to qualifying investments; and the rules to be followed to qualify for and maximize tax benefits. The panel will also discuss using QOZ's in conjunction with other tax incentive programs.	Glenn Graff and Ben Swartzendruber
-AND-		
10:40 – 11:50am Conference Room A	Year 15 – Exit Strategies and Resyndication This panel will explore the options available to a general partner/managing member in year 15 and how to successfully structure a deal at the inception of the project. The panel will discuss issues related to: (i) purchase options available to for profit and nonprofit organizations; (ii) capital accounts; (iii) debt assumption; and (iv) placement in service. This panel will also discuss the key partnership provisions related to year 15 issues.	Ben Applegate and Glenn Graff

Time	Topic	Presenters
12:00 – 1:10pm Conference Room C	Lunch with Guest Speaker, Juan Salgado City Colleges of Chicago Chancellor Juan Salgado has focused his 20-year career on improving education and economic opportunities for residents in low-income communities. He has been nationally recognized for his work, most recently as a 2015 MacArthur Fellow. During lunch, Mr. Salgado will draw on his unique professional and personal experience and speak about the challenges and rewards of community development.	
1:15 – 2:10pm Conference Room B	Plenary: Income Averaging	Sara Langan and Eric Mittereder
2:20 – 4:30pm Conference Room B	Due Diligence – Anticipating Your Investor and Lender Requirements This session will focus on the timeline of a tax credit deal, the diligence required by multiple parties in a tax credit transaction and how to coordinate your work with the work of your counsel and consultants. Panelists will discuss the documentation for and issues related to: (i) entity structuring; (ii) title insurance, survey, zoning, and forms of ownership; (iii) requirements unique to acquisition of existing projects; (iv) property management, construction/development and insurance; and (v) tax credit allocation.	Diane Corbett, Steve Friedland, Andy Massmann, and Greg Whitehead
-OR ALTERNATIVE SESSION-		
Conference Room A	Tax Exempt Bond Financing – Basics and Beyond The panelists will review the rules for multifamily housing bonds and the key requirements in developing, structuring, closing, and coordinating bond transactions. The discussion will include advantages/disadvantages to bond financing and the major LIHTC rules. This presentation will also include an overview of the “players” involved in a tax-exempt bond deal and the financing timetable.	Paul Davis and Warren Wenzloff
4:30 – 6:30pm Conference Room C	Reception (held at Malcolm X College)	

AGENDA: Tuesday, April 2nd

Time	Topic	Presenters
8:00 – 9:00am Conference Room C	Breakfast & Announcements	
9:00 – 10:00am Conference Room B	Plenary: Hot Topics with Investors	Ben Applegate and Warren Wenzloff
10:15 – 12:30pm Conference Room B	LIHTC 201 Building off the LIHTC 101 discussion, this session will focus on common issues related to acquisition/rehabilitation projects, including related party transactions, appraisal and valuation considerations. Using our sample project projections, we will explain the mechanics of bonus depreciation, capital accounts, minimum gain, and other tax concepts important to investors. There will also be discussion regarding the requirements related to additional credit sources.	Glenn Graff, Becca Hartstein, and Kim Lawson
-OR ALTERNATIVE SESSIONS-		
10:15 – 11:15am Conference Room A	Joint Ventures with NFPs This session is designed for developers who partner with nonprofit organizations. It will explore the typical roles of the nonprofit/for profit joint venture and the need for clear delineation in key decision making. Structuring alternatives will be presented with a focus on investor and lender concerns related to the business arrangement between development partners.	Nick Brunick and Alexis Chernak
-AND-		
11:20 – 12:30pm Conference Room A	Ask Your Attorney Anything (well, almost anything!) This is an open session which allows participants to raise questions not covered by the panel presentations.	Nicole Jackson and Lisa Pekkala
12:30 – 1:30pm Conference Room C	Lunch	

Time	Topic	Presenters
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1:40 – 3:40pm Conference Room B	Working with HUD as a Lender	Matt Brett and C.C. Huang
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The presenters will provide a brief overview of the most commonly used FHA multifamily loan programs followed by a discussion of the nuances of obtaining a FHA insured loan, including the impact on equity and lender timelines, and documents. The presenters will also discuss Section 8 renewals, 2530 clearance, and Transfer of Physical Assets application/process/timeline.

-OR ALTERNATIVE SESSION-

Conference Room A	Local Issues in Illinois	Paul Balik, Glenn Graff, and Bill Skalitzky
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This panel will focus on Illinois related programs and regulations. The panelists will discuss charitable property tax exemptions, Illinois Donations Credits, and Illinois Historic Tax Credits. There will also be discussion regarding the Illinois QAP.