

< AGENDA CONTINUED

**4:30 - 4:45 PM** Today's Wrap-up and Overview of Tomorrow's Agenda  
**6:00 - 11:00 PM** Join Us for our Opening Day Networking Extravaganza!

**Friday, May 7, 2010**

**8:00 - 9:00 AM** **Networking Breakfast**

**9:00 - 9:45 AM** **Navigating Your Way through Regulatory Compliance**  
The NTMC program is encumbered by a myriad of both regulatory and programmatic compliance requirements, and yes, it is "tightly monitored". Learn from our seasoned professionals what is expected when one of the regulatory agencies shows up at your front door.

**9:45 - 10:30 AM** **Does My Deal Fit?**  
I make dozens of calls and I cannot seem to make any headway in attracting a NMTC allocation for my transaction, what am I doing wrong? Seasoned industry participants will tell you it is probably a laundry list of items. Learn what CDEs are looking for and how to piece together your sales pitch to win an allocation and how you should go about identifying CDE partners.

**10:30 - 10:45 AM** **Networking Break**

**10:45 - 11:45 AM** **Preparing a Successful NMTC Application**  
Even for the experienced NMTC awardees completing a successful NMTC application can be a daunting task. Learn how to separate yourself from the pack and create a business strategy that will excite the reviewer. A panel of experienced and successful application authors will share with you what to write, and as important, what not to write in preparing an application.

**11:45 - 12:00 PM** **Final Q&A and Closing Remarks**

**10** Guest Speakers

**Margaret Anadu**, Goldman Sachs Urban Investment Group  
**Jim Beaty**, SunTrust Bank  
**Jerome Breed**, Bryan Cave  
**Doug Bystry**, Clearinghouse CDFI  
**Joel Cohn**, Reznick Group, P.C.  
**Phil Cornblatt**, Reznick Group, P.C.  
**Andrea R. Daskalakis**, Massachusetts Housing Investment Corporation  
**Bob Davenport**, National Development Council  
**Kristin DeKuiper**, Holland & Knight LLP  
**Paul Deslongchamps**, Waveland Ventures, LLC  
**Mark Einstein**, Reznick Group, P.C.  
**David Gibson**, PNC Bank, N.A.  
**Ed Gray**, Capital Trust Agency/CTA  
**Kayla Gross**, Reznick Group, P.C.  
**Mark Hirshman**, US Bank  
**James Howard**, Dudley Ventures  
**Matt Josephs (invited)**, CDFI Fund  
**Tim Kemper**, Reznick Group, P.C.  
**Kevin W. Keyser**, Wexford Science & Technology, LLC  
**James Klein**, Finance Fund

**John Kovacs**, Thames Street Development  
**Scott Lindquist**, Sonnenschein Nath & Rosenthal  
**Elaine Martin**, Enterprise Social Investment Corp  
**Beth Mullen**, Reznick Group, P.C.  
**Julia Nelmark**, Midwest Minnesota Community Development Corporation  
**Don Nimey**, Reznick Group, P.C.  
**David Norton**, Reznick Group, P.C.  
**Gary Perlow**, Reznick Group, P.C.  
**Carl Powell**, Integral Urban Investments  
**Bob Rapoza**, Rapoza & Associates  
**Matthew Reilein**, JPMorgan Chase & Co.  
**David Reznick**, Reznick Group, P.C.  
**Claudia Robinson**, Bank of America  
**Mike Saad**, Squire Sanders  
**Herb Stevens**, Nixon Peabody LLP  
**Scott Szeliga**, Reznick Group, P.C.  
**Miriam Vock Sheehan**, Nolan Sheehan Patten LLP  
**Ira Weinstein**, Reznick Group, P.C.  
**Lee Winslet**, Wells Fargo



MAY 5-7,  
**'10**

9th Annual New Markets  
Tax Credit Summit  
Loews Miami Beach Hotel, Miami, FL

2010 CONFERENCE SERIES



ACCOUNTING • TAX • BUSINESS ADVISORY

## The Summit

Reznick Group, P.C. proudly announces our ninth annual New Markets Tax Credit Summit. Scheduled for May 5-7, 2010 at the Loews Hotel, South Beach, Miami, Fla., this year's summit is once again a comprehensive industry conference featuring some of the leading industry experts, along with Reznick's NMTC Practice Group discussing the latest strategies, emerging trends and expanding role of the NMTC program.

Reznick Group's 2010 NMTC Summit has been designed to inform you of all the changes, challenges and most important "OPPORTUNITIES" in utilizing NMTCs to capitalize your business or develop your real estate project. We are beginning to see the NMTC market adjust to today's economic challenges and our goal is to share with you these changes and how these changes are resulting in the closing of successful NMTC transactions. Unique financial structures, piggybacking other subsidy sources, multiple CDE marriages, self funding as a recapitalization plan are just a few of the mechanisms being utilized more often today to move deals forward.

## About Reznick Group

Reznick Group is a top 20 national CPA firm providing accounting, tax and business advisory services to clients nationwide. The firm's industry experience includes NMTC, affordable housing, financial services, renewable energy, healthcare, nonprofits, professional services, commercial real estate and technology. Reznick Group has been active in the New Markets Tax Credit (NMTC) industry since the program's inception in December 2000. Today, we represent more than 80 CDEs across the nation and have become recognized leaders in providing assurance, tax, transactional and consulting services for the NMTC program.

For more information: [www.reznickgroup.com](http://www.reznickgroup.com)

Reznick Group, P.C. would like to extend a special "Thank You" to our generous co-sponsors of the 2010 NMTC Summit:

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## Wednesday, May 5, 2010

1:00 - 5:00 PM

### Become an Expert in Four Hours "Learning the Nuts and Bolts of the NMTC Program"

Professionals from Reznick's NMTC Practice Group will turn a NMTC novice into a well versed participant in one afternoon. Multiple sessions will highlight program policies and rules, basic deal structuring, compliance risk, fee structures, reporting and today's NMTC market conditions.

## Thursday, May 6, 2010

8:00 - 9:00 AM

### Networking Breakfast

9:00 - 9:15 AM

### Program Overview presented by Gary Perlow, Reznick Group An Update from our Nation's Capital

Hear the latest on the efforts to expand and enhance the NMTC program - from the Administration to the Congress to industry practitioners.

9:45 - 10:40 AM

### Negotiating the Deal

A 39% tax credit benefit can only be shared so many ways and everyone wants a piece. What can be negotiated - backend participation, credit pricing, fee arrangements, etc.? Learn what can be negotiated and how to position yourself to both protect yourself and get the best deal possible.

10:40 - 11:00 AM

### Networking Break

11:00 - 11:55 AM

### You Cannot Avoid the Word "Tax" in New Markets Tax Credits

As money tightens the structure of NMTC transactions will experience its own twists and turns, and creative thinking will lead to some unique tax positions and issues. Our expert panel will share with you what they are seeing in the industry and how these issues are being addressed to get all parties at the table comfortable.

12:00 - 1:30 PM

### Networking Luncheon

1:30 - 2:20 PM

### Completing the Puzzle

In today's environment there are more pieces required to complete the NMTC transaction puzzle than ever before; borrower affiliated funding sources, soft financing, various other renewable energy programs, tax exempt financing, other credit programs and ARRA benefits are just a few of the pieces that get melded together to close a deal. Hear about how these programs are being married together to get a deal to the closing table.

2:20 - 3:15 PM

### Profiling the NMTC Investor Marketplace

Let's take a snapshot today of the investor marketplace. Who are the players? How are they pricing deals? What types of deals excite them? Is there a secondary market evolving? Is credit enhancement an option? Our panel of "active" investors will share with you their perception of where the industry is heading!

3:15 - 3:35 PM

### Networking Break

3:35 - 4:30 PM

### NMTC Workouts and Understanding the Options

It is inevitable in today's environment that all NMTC investments will not perform as expected. The word workout has rippled its way into the world of NMTC's. Understanding both the regulatory requirements and investor and lender rights in these transactions is critical to achieving an effective modification or redeployment of capital. Our experts will share "what you need to know in this arena".

AGENDA CONTINUED >

LEARN. NETWORK. GROW.

# Dear Reznick Group Colleague:

On behalf of our nationwide New Markets Tax Credit practice and all the professionals of Reznick Group, P.C., we are pleased to invite you to the 2010 New Markets Tax Credit Summit.

As individual citizens we are all experiencing unprecedented economic challenges. As community development practitioners our difficulty in bringing capital to low-income communities has grown exponentially.

The issues we discuss and the networking that will take place are more valuable than ever before. We hope that you will be able to participate and make the program more valuable for the entire industry as we seek creative ways to help low-income communities prosper.

We would like to thank our gracious sponsors for their participation, our clients for their business, and all of those we interact with for their collegiality.

We look forward to seeing you at the 2010 New Markets Tax Credit Summit.



**Gary Perlow**



**Ira Weinstein**

Register online:  
[www.reznickgroup.com/conferences](http://www.reznickgroup.com/conferences)



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MAY 5-7,  
**'10**

# 9th Annual New Markets Tax Credit Summit

Loews Miami Beach Hotel, Miami, FL

**Register now at [www.reznickgroup.com/conferences](http://www.reznickgroup.com/conferences)**

**Space is very limited, so register today. You will not want to miss it.**

Or send your registration with credit card number, check or money order to:

**Lejla Islamovic, Manager** National Events & Conferences, Reznick Group, 2002 Summit Boulevard, Suite 1000 | Atlanta, GA 30319-1470, Tel: 404.847.7740 Fax: 404.847.7741

**Location & Accommodations** The Summit will take place on **May 5-7, 2010** at the famed Loews Hotel, located directly in the heart of South Beach. To guarantee the group rate of **\$249** per night, reservations must be made before **Friday, April 2nd, 2010** or until the room block has been filled, by calling the hotel at **305-604-1601** or **1-877-563-9762**. Be sure to mention that you are attending the **Reznick Group Event**, program Res ID online: REZ510. Our event usually sells out, so don't wait to make your reservation.

**Early Bird, before April 2, 2010**

**Conference & Workshop\***

- For Profit Attendee: \$645
- Nonprofit Attendee: \$595

**Conference Only\***

- For Profit Attendee: \$525
- Nonprofit Attendee: \$500

**After April 2, 2010**

**Conference & Workshop\***

- For Profit Attendee: \$690
- Nonprofit Attendee: \$640

**Conference Only\***

- For Profit Attendee: \$595
- Nonprofit Attendee: \$575

\*Attendee registration includes access to all conference sessions and meals.

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**Accreditation** The conference represents an availability of CPE credits. A confirmation certificate will be sent to all eligible participants following the conference (for CPAs only).



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