North Carolina Opportunity Zones
General Convening and Community Workshop
December 13, 2018
McKimmon Center, Raleigh, N.C.

Presented by the Federal Reserve Bank of Richmond with
The University of North Carolina at Chapel Hill’s
Frank Hawkins Kenan Institute of Private Enterprise


8:30 a.m.  Registration and Networking
Presented by the University of North Carolina at Chapel Hill’s
Frank Hawkins Kenan Institute of Private Enterprise

9:00 a.m.  Welcome and Goals for the Day
Jeanne Milliken Bonds, Federal Reserve Bank of Richmond
Secretary Anthony M. Copeland, N.C. Department of Commerce

9:30 a.m.  The Honorable Roy Cooper, Governor of North Carolina

9:50 a.m.  North Carolina’s Needs and Opportunities
Dr. Mike Walden, N.C. State University
10:30 a.m. The Fundamentals of Opportunity Zones
Investing in Opportunity Act “IIOA” 2017 Tax Cuts and Jobs Act
Tara Sherbert, The Sherbert Group

What you need to know about Opportunity Zones
Greg Clements, Novogradac and Company, LLP

11:30 a.m. Engaging Investors and introduction of NC Pipeline Partners
A Fund’s Perspective
Will Lambe, Enterprise Community Partners

Creating a Pipeline of Partners
Mark Little, UNC Chapel Hill UNC-Chapel Hill’s Frank Hawkins Kenan Institute of Private Enterprise, NC Growth

12:15 p.m. Lunch and Networking
Lunch Presented by The Federal Reserve Bank of Richmond

1:00 p.m. Questions about Engaging with the Partnership
Christopher Chung, Economic Development Partnership of N.C.

1:15 p.m. Afternoon Workshop

What is an “investment ready” real estate project, and how do you get there? Tyler Mulligan and Sarah Odio, Development Finance Initiative (DFI) at UNC School of Government
This session will describe the private real estate development process and the analysis needed to show OZ investors that your project is ready for investment. Prospectus documents from two different potential OZ projects will be reviewed and compared. The role of public-private partnerships will be explained and a case study from DFI’s work across the state will illustrate the process.

2:15 p.m. Balancing Investor Perspectives with Community Needs
Jack Cecil, Biltmore Farms, Chair, Institute of Emerging Issues at N.C. State University

2:45 – 4:15 p.m.
Project Discussion
Jeanne Milliken Bonds, Tara Sherbert, Will Lambe, Greg Clements, Tyler Mulligan, Mark Little, and Mark Poole (N.C. Commerce) will be available to answer questions, test approaches, talk in detail about a project
- Investment prospectus format
- Crafting the deal
- What’s next in the regulations?
- The President’s Executive Order

4:15 p.m. Next Steps, Resources
Jeanne Milliken Bonds