

**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**

**(Cooperating Partners include N.C. Department of Commerce, U.S. Department of Agriculture,  
Small Business Administration, Economic Development Administration, Small Business  
Technology Development Centers, N.C. Community Colleges –Small Business Centers, University  
of N.C. School of Government, N.C. League of Municipalities, N.C. Association of County  
Commissioners, N.C. Housing Finance Agency, N.C. Economic Developers Association, N.C.  
Economic Development Partnership, N.C. Bankers Association, N.C. Rural Center)**

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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