



Novogradac 2018

New Markets Tax Credit Conference

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When Do You Need an NMTC Expert?

MODERATOR

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When Do You Need an NMTC Expert Consultant?

- What do NMTC Consultants do?
- How do NMTC consultants add value?
- When does it make sense to add an NMTC consultant to your team?
- The roles of an NMTC Consultant?
 - *Coach, Quarterback, Matchmaker, and/or Therapist?*
- What and how do NMTC consultants charge?
 - *Is this “expensive” and is it worth the value?*

Questions to Ask Yourself and Your Organization:

- How well do you understand NMTCs?
- Do you know how to efficiently structure your project and financing?
- Do you have the relationships to get into the NMTC flow?
- What is your project timing and financing timing?
- When should you consider beginning to work with an NMTC consultant?

How & When Can an NMTC Consultant Add Real Value?

- ***Concept Phase:***

- Do you know how best to understand, craft and tell your project's story to make it compelling?
- Can you refine and enhance your low-income community impact and benefits?

How & When Can an NMTC Consultant Add Real Value?

- ***NMTC Allocation Identification & Assembly Phase:***
 - Do you know how to identify the most likely potential NMTC allocatees?
 - Do you know how best to approach prospective CDEs?
 - Do your sources of senior financing (leverage lender capital) understand NMTCs and the requisite bank-freakout rules?
 - Do you know how to find the best NMTC investor and what will constitute a “good deal” in terms of NMTC credit pricing?
 - How do you assemble the best team of NMTC deal professionals (accountants, lawyers, tax professionals, ..) to work most effectively with the teams from the NMTC investor and the NMTC allocatee/CDE?

How & When Can an NMTC Consultant Add Real Value?

- ***Deal Structuring and NMTC Transaction Closing Phase:***

- Do you know the right questions to ask to structure your deal properly?
- Can you keep the NMTC closing process organized and on-track to manage costs and achieve a successful closing?
- What about questions you may have after the NMTC financial closing?

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