

Rethinking Development Finance

...the other tools in the shed



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A New Paradigm



- Development finance now often a piecemeal approach
- Successful projects include a cornucopia of funding sources and financing types
- No two projects are the same
- Staff have to become experts in a variety of funding programs and how to access them
- The successful are savvy, connected, opportunistic, nimble, and agile

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Tax Credits & Abatements

- Business/Economic Development
- Renovation of Historic Property
- Community Facilities
- Affordable Housing

Grants

- Planning
- Brownfield
- GGFR
- Energy Efficiency, Water, & Advanced Fuels
- Non-Profits
- CDBG
- Transportation / COGS

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Loans

- Targeted Economic Development
- Energy Efficiency & Water
- Infrastructure

Financing Districts

- Business, Tourism, Community Facility

Other

- EB-5
- ETP
- CIIP
- COP
- Settlement Funds

Perspectives and Considerations



- **Think outside the box.** It isn't just about financing “x” or “y” – it's about the bottom line for the project.
- **State and Federal programs** were created to help encourage investment that aligns with their policy goals.
- **Financial Readiness** – sound fiscal management helps position an organization to take advantage of opportunities.
- **Project Readiness** – Get projects shovel ready. Communities with shovel ready projects open themselves up to opportunity.