



AUBURN
Outreach
*Government & Economic
Development Institute*

ECONOMIC DEVELOPMENT FINANCING AND DEAL STRUCTURING

APRIL 10, 2024 - THE ALUMNI CENTER, AUBURN UNIVERSITY

10:00 - 10:15 **WELCOME AND PARTICIPANT INTRODUCTIONS**

10:15 - 11:15 **A REVIEW OF ECONOMIC DEVELOPMENT FINANCE BASICS**

Don Smith
Executive Director
St. Clair County Economic Development Council

11:15 - 11:45 **COMMERCIAL / RETAIL DEVELOPMENT CASE STUDY: INTRODUCTION AND OVERVIEW**

Don Smith will introduce a commercial / retail development financing case study.

11:45 - 12:45 **NETWORKING LUNCH**

GEDI will provide participants with a casual lunch on site.

12:45 - 2:30 **COMMERCIAL / RETAIL DEVELOPMENT FINANCING AND DEAL STRUCTURING**

Don Smith will use the case study exercise presented before lunch to walk participants through the various steps and decision points involved in financing a large commercial development. Along the way, he will cover: cost-benefit analysis (i.e., the pro forma and economic and fiscal impacts); evaluating income statements and balance sheets; due diligence in deal structuring; creative and responsible financing and use of public funds; a development bond issue and sales tax rebate; and leveraging additional incentives (ex. site prep, infrastructure and land, etc.).

2:30 - 2:45 **BREAK**

2:45 - 3:15 **INDUSTRIAL DEVELOPMENT CASE STUDY EXERCISE**

Phillip Dunlap
Economic Development Director
City of Auburn

Phillip Dunlap will present an economic development finance case study of an industrial recruitment project and give participants a few minutes to work in groups and propose a creative financing solution.

3:15 - 4:30 **INDUSTRIAL DEVELOPMENT FINANCING AND DEAL STRUCTURING: THE AUBURN MODEL**

With the case study he presented earlier, Phillip Dunlap will demonstrate and explain the industrial financing tools he has used to build and diversify the Auburn economy and attract, retain, and expand high-tech, high-wage companies.

4:30 **WRAP UP AND ADJOURN**

CONTACT DETAILS

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