



Role Of A Financial Advisor

Ideas for Economic Development Professionals

Role Of A Financial Advisor

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Community Development Associates, LLC

Based in Frisco, Texas, Community Development Associates ("CDA") specializes in tax-exempt financing and New Markets Tax Credits.

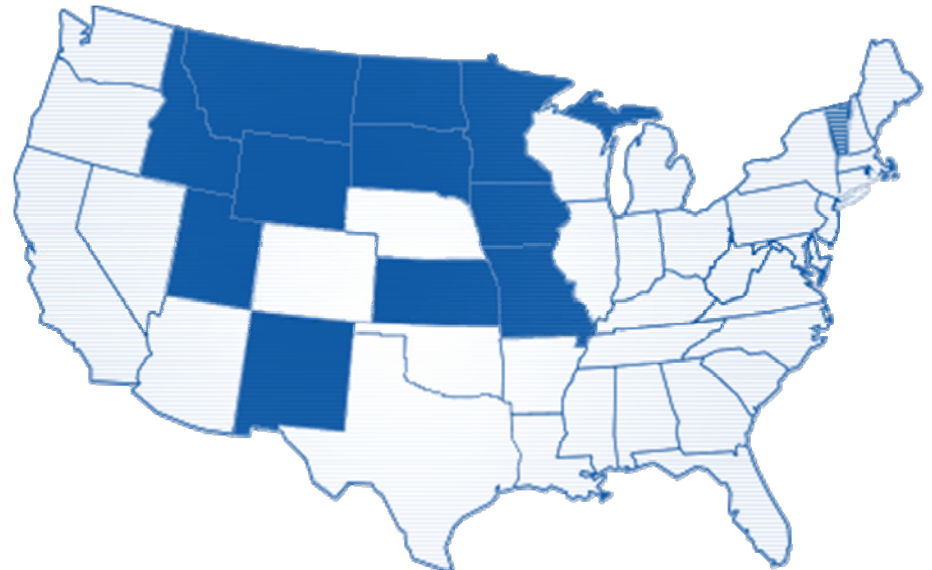
• **Serving large and small:**

- Government Issuers
- Development Corporations
- Public Companies
- Private Companies
- Nonprofit Organizations

• **\$4.5 billion financed in 35 states**

• **Experienced Advisory Firm for:**

- Manufacturing
- Affordable Housing
- Education
- 501(c) 3
- Water
- Wastewater
- Solid Waste



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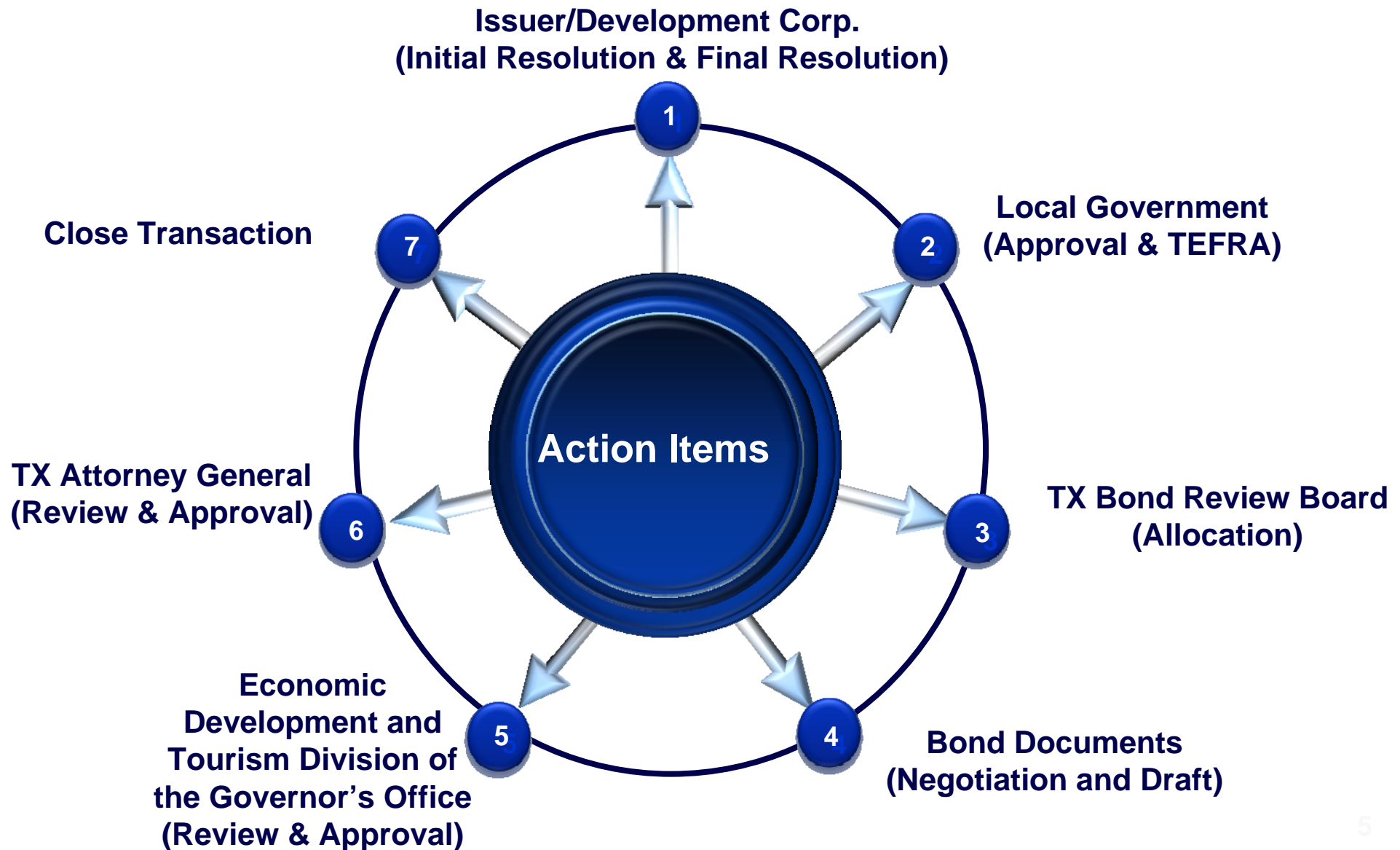
Why Should Economic Development Professionals Consider Engaging A Financial Advisor?

- **Protect The EDA/EDC From Financial Risk**
- **Low Cost Source Of Financial Expertise**
- **Minimizes Commitment Of Staff Time On Financings**
- **Assists With Identifying Opportunities**
- **Able To “Qualify” Transactions**
- **Review Bond Structure And Credit Quality**
- **Provides Historical Knowledge Of Transactions**

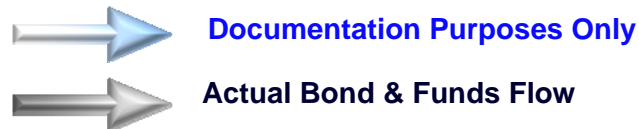
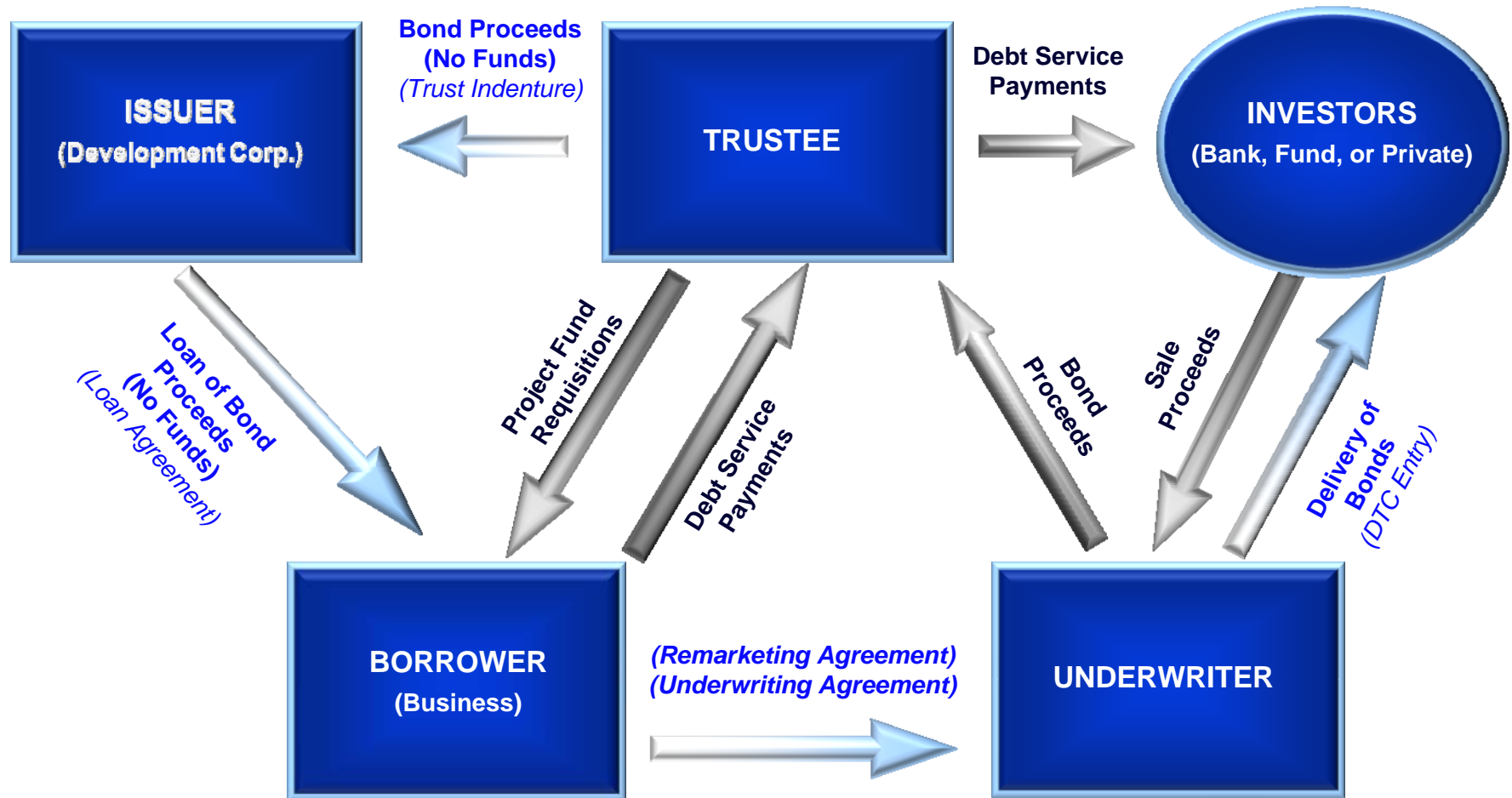
Role Of A Financial Advisor

- **Understand the EDA/EDC Goals and Objectives**
- **Assist With Identifying Opportunities**
 - Manufacturing & Industrial
 - Transportation
 - Pollution Control
 - Renewable Energy
 - Federal Tax Credit and Tax-Advantaged Programs
- **Evaluate Financing Structure and Credit Quality**
- **Work with EDA/EDC to Select / Approve Financing Team**
- **Coordinate Bond Financing Process**
- **Review Bond Pricing and Financial Instruments**
- **Oversee Bond Documentation and Post Closure Compliance**

Financing Process For Private Activity Bonds



Financing Process For Private Activity Bonds



Benefits To Economic Development Professionals

Key Benefits To Economic Development Professionals

Include:

- 1. Risk Reduction**
- 2. Knowledge and Ability to Benefit from Newest Programs**
- 3. Expanded Financial Toolbox**
- 4. Program Assistance**
- 5. Financial Expertise**
- 6. Additional Protection of Your Interests**

Economic Development Considerations

What Should Economic Development Professionals Consider?

Step 1: Determine Your Needs and Opportunities

Step 2: Determine The Role Of The Financial Advisor

Step 3: Find A Firm And Individual With The Right Expertise

Step 4: Ongoing Or Per Transaction Engagement

Step 5: Maintain Ongoing Communication



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