



The 4th Annual Conference on Community Development and Financing

Kanu Me Ka Laulima Kakou

March 23 – 24, 2016

University of Hawaii at Manoa, William S. Richardson School of Law, Honolulu, Hawaii

THE PURPOSE OF THE CONFERENCE: As the demand for funding developments (i.e. capital improvement and energy projects) increases, traditional methods of capitalizing projects become increasingly inadequate. There are alternatives. By creatively structuring projects, communities, nonprofit organizations and businesses (nonprofit and for-profit) are able to access capital. Capital requires organizational capability and capacity that some entities already have. It sets a goal post for others that can be met by strategically planning their approaches for the next several years.

This Conference will provide information and a road map for communities, nonprofit organizations and businesses to improve their ability to access funding sources including programs like New Markets Tax Credit (NMTC), the United States Department of Agriculture (USDA), and the State of Hawaii – Department of Business, Economic Development and Tourism, and private foundations that have been highly successful in Hawaii and in other parts of the county.

This Conference is about building organizational capabilities so that more communities, nonprofit organizations, and businesses are able to secure funding needed to construct projects, create jobs, and provide needed services and products to the State of Hawaii.

WHY YOU SHOULD ATTEND

- Identify and develop financial strategies using tools like New Market Tax Credits if your community, nonprofit organization or business is currently or preparing for or interested in development (i.e. capital improvement and energy projects).
- Prepare your potential projects for fundraising and capitalization including pre-development planning, fund development strategic planning and maximizing the impact on your community or market.
- Develop long-term strategies for your organization's development plans that will build equity that can be used to leverage investments for your project.
- Identify ideas and policies for policy makers and state agencies that will support community based economic development strategies and projects.
- Individuals and consultants working with communities and nonprofit and for-profit entities.

WHO WOULD FIND THIS USEFUL

- Entities that are currently or preparing for or interested in development (i.e. capital improvement and energy projects).
- Entities seeking a “road map” to community development and financing.
- Policymakers, legislators and government representatives.
- Business start-ups and seasoned businesses seeking capital.
- Volunteers working in community.
- Consultants working with communities and nonprofit and for-profit entities.

Conference Speaker Preview

Darryl P. Jacobs, Ginsberg Jacobs LLC



Darryl P. Jacobs has more than twenty years of experience in tax and corporate law. His practice focuses on international, state and federal tax matters, with a primary concentration on tax credit financing transactions. Darryl regularly counsels developers, investors, syndicators and lenders on New Markets Tax Credits, Historic Tax Credits, Rehabilitation Credits, Low-Income Housing Credits and preservation easements. Additionally, Darryl is frequently featured as a speaker at local and national tax conferences. His corporate experience includes mergers and acquisitions, complex corporate transactions and private placements. Mr. Jacobs is also adept in the structuring of joint ventures, limited liability companies and partnerships.

Darryl was formerly a partner at Sachnoff & Weaver and Levenfeld Pearlstein, LLC. He received his Juris Doctorate from Harvard Law School, graduated Cum Laude in 1988. Darryl is also a Certified Public Accountant and winner of the Elijah Watts Sells Award. Leading Lawyers Network named him as a Leading Lawyer. He is a member of the New Markets Tax Credit Coalition and New Markets Tax Credit Working Group.

Phil Glynn, Vice President for Economic Development, Travois



Phil Glynn, vice president for economic development, manages the economic development staff of Travois (www.travois.com). He is also the director of Travois New Markets, a nationally certified Community Development Entity (CDE) that focuses solely on American Indian, Alaska Native and Native Hawaiian communities. He assists tribes and individual Native entrepreneurs in developing financing packages for tribal businesses and works with investors to promote economic revitalization on reservations across the country. He graduated from the University of Missouri-Kansas City with a master's degree in public administration and from Wake Forest University with a degree in English. In 2010, Phil joined the New Markets Tax Credit Coalition Board of Directors, the principal policy voice advocating for NMTCs, and he is also a member of Novogradac & Company's New Markets Tax Credit

Working Group. Ingram's magazine recognized Phil in its 2010 class of "20 in their Twenties," an honor given to young professionals who are "embracing the promise of entrepreneurship and advancing its principles" in Kansas City. In 2011, Phil was appointed to the Kansas City, Mo., Tax Increment Financing (TIF) Commission by Mayor Sly James. The commission makes recommendations to the Kansas City Council about development plans that include TIF, an economic development incentive that has been important in reviving downtown Kansas City and other areas.

Ingrid F. VanBiber, Shareholder, Polsinelli



Ingrid VanBiber provides valuable and strategic legal counsel to borrowers, lenders, and investors whether they are involved in a highly structured tax credit transaction or a non-structured loan agreement. Ingrid is committed to simplifying the closing process for her clients, and she delivers efficiency through her significant experience in financing transactions. Her experience includes: federal and state rehabilitation tax credits; federal and state New Markets Tax Credits; "twin" transactions using federal New Markets Tax Credits and federal rehabilitation tax credits; federal Low-Income Housing Tax Credits; and multi-property and multi-million dollar loans and defeasances secured by all types of real property, including hotels, shopping centers, offices, industrial, mixed use, manufactured homes, apartments, and condominiums.

Ms. VanBiber received her B.B.A. from the University of Missouri-Kansas City and J.D. from Washington University in St. Louis. Her areas of focus are: tax credit financing, financial services, real estate finance, and real estate lending. She has several key matters that include representation of a community development entity to finance a technology center in Waimanalo on Oahu, a dental facility on Molokai, and several community facilities on mainland Native American lands. She also has represented developers and non-profits on New Market Tax Credit transactions to finance community centers, dental centers, a hospital, and office buildings.

Colleen W. Hanabusa, Esq.



Colleen Hanabusa is a proven, experienced leader who gets things done and delivers for Hawaii. While serving as U.S. Representative and despite her position as a Democrat in a Republican controlled House, Colleen helped steer more than \$2 billion to Hawaii to help create jobs, improve our schools, preserve the environment, build infrastructure, support our military, and expend care for Veterans and protect Social Security and Medicare. Hanabusa brought an aggressive, bipartisan approach to delivering federal resources and finding solutions to meet the unique needs of Hawaii's diverse communities.

Colleen was born in Honolulu and raised in Waianae, where her parents, Isao and June, ran a gas station. A yonsei, fourth generation American of Japanese ancestry, Colleen's maternal great-grandparents emigrated from Japan to Hawaii to work on the sugar plantations. Her grandparents were born on the Waianae Plantation where her Grandpa Muroda worked as a carpenter, building and maintaining the water flumes. Colleen's paternal great grandparents sold tofu to the workers and her Grandpa Hanabusa also fished and sold his catch on the plantation. Following Imperial Japan's attack on Pearl Harbor, both of her grandfathers were sent to internment camps; Grandpa Muroda went to Honouliuli and Grandpa Hanabusa to a camp on the Mainland. They were targeted by the United States for their work as co-founders of the Waianae Hongwanji Mission. Listening to her grandpas' experiences during World War II, Colleen was inspired at an early age to end discrimination and fight for equality. Growing up behind her parent's gas station, Colleen learned the value of hard work and how to serve the community with respect and Aloha. Her maternal grandmother helped raise her while her parents worked and Colleen developed a keen sensitivity and understanding of the needs of Hawaii's hardworking families and vowed to do all she can to support them.

Colleen graduated from St. Andrew's Priory in 1969 and attended the University of Hawaii at Manoa, earning Bachelor's degrees in economics and sociology and a Master of Arts in sociology. She received her law degree from the William S. Richardson School of Law in 1977. Before entering public service in 1998, Colleen spent nearly three decades as an attorney, specializing in labor law, environmental preservation and protection, and representing communities who needed a champion to defend against the encroachment of private interests.

In 1998, Colleen was elected to represent the 21st District in the Hawaii State Senate. Her legal experience, strategic thinking, and collaborative approach quickly earned the trust of her colleagues, who named Colleen to numerous leadership positions. She served as Vice-President of the State Senate, Vice-Chair of the Senate Committee on Ways and Means, Chair of the Hawaiian Affairs Committee, Chair of the Judiciary Committee, and Majority Leader. In 2007, her colleagues elected Colleen to serve as President of the Hawaii State Senate, the first woman to serve as leader of either chamber of the Hawaii legislature.

In 2010 she was elected to represent Hawaii's First Congressional District in the U.S. House of Representatives. While serving in the U.S. House of Representatives, Colleen was a member of the House Armed Services and Natural Resources Committees, and was a ranking member of the Natural Resources Subcommittee on Indian and Alaska Native Affairs.

Colleen continues to be committed and passionate about job creation, fighting for equality, protecting the environment, providing for our kupuna, supporting our men and women in uniform, creating a clean energy economy and preserving the culture and traditions that define our Hawaii. Colleen and her husband, Honolulu businessman John Souza, live in Nuuanu with their beloved Border Collie, Little. She likes to cook to unwind, and is famous for hosting elaborate local style potlucks for friends and staffers.

The 4th Annual Conference on Community Development and Financing

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Lead Sponsor: Hookupaa

University of Hawaii at Manoa
William S. Richardson School of Law
Honolulu, Hawaii

CONFERENCE REGISTRATION FORM

Name: _____

Organization: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Email Address: _____

Telephone: _____

Do you require special assistance? No Yes (Please Describe): _____

Do you have dietary restrictions? No Vegetarian Other (Describe): _____

Registration Fees: Registrations made prior to February 19th are \$100 per person. Registrations made after February 19th are \$125 per person. Limited same day registrations will be available at the door at \$150 per person.

Meals: Two continental breakfasts and two lunches are included in the registration fee. Guests requiring vegetarian meals must notify us on the registration form. If the no selection is made, a regular (non-vegetarian) meal will be provided. Late and same day registrations will not be provided a vegetarian option.

Cancellation/Refund: Cancellations must be made in writing and must be received in our office no later than 10 business days prior to the conference. A \$50 administrative fee will be deducted from all refunds. Confirmed registrants who fail to attend and do not cancel will be charged the entire registration fee. Registrations can be transferred.

PLEASE MAIL COMPLETED REGISTRATION FORM AND PAYMENT TO:

Hookupaa
PO Box 23180
Honolulu, HI 96823-3180
(Kanu Me Ka Laulima Kakou)

Make checks and money orders payable to: Hookupaa (reference: Kanu Me Ka Laulima Kakou)
Confirmation of Registration and Payment will be Emailed When Received
For more information email: tracy@hookupaa.org