

Jones Walker welcomes developers, bankers, investors, non-profits, economic developers, and other members of the business community to a

New Markets Tax Credits Seminar

Thursday, June 6, 2013, from 2:00 – 4:00 PM

Networking Reception to follow from 4:00 – 5:00 PM

Space is limited. Registration is required.
Contact Jessica Dolly by Wednesday, May 29th
at jdolly@joneswalker.com or 205.244.5259.

ATTORNEY ADVERTISEMENT



—SEMINAR AGENDA—

2:00 – 4:00 PM

• Welcome

Bradley Byrne, Jones Walker

• An Introduction to New Markets Tax Credits

Aileen Thomas, Jones Walker

• The ABC's of a New Markets Tax Credits Transaction

Jonathan Katz, Jones Walker

• Roundtable Discussion

Moderator: Marshall Page, Jones Walker

Community Development Entity Representatives

- Alan Lange, MuniStrategies
- Richard Montgomery, Enhanced Capital Partners
- Will Shurtleff, Southern Community Capital
- Trey Waterloo, SECDE Ventures

Roundtable Topics:

- How Community Development Entities evaluate potential projects
- Understanding the closing process and timeline
- Post-closing compliance requirements

—NETWORKING RECEPTION—

4:00 – 5:00 PM

Contact: Aileen S. Thomas | athomas@joneswalker.com | 601.949.4751
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—MEET OUR GUEST SPEAKERS—

Alan Lange is co-founder and Managing Director of MuniStrategies, a Mississippi-based community development entity whose service area includes the State of Alabama. MuniStrategies has received \$78 million of Federal New Markets Tax Credit allocation, including a \$50 million allocation in the most recent round of allocations. Mr. Lange is also co-founder and Managing Director of Grits Capital, a venture capital firm, and spends a considerable amount of his time on business strategy, deal origination, and fundraising for the two companies. Mr. Lange is a past founder and CEO of Redundant Networks, Inc. and has worked for a variety of publicly traded technology start-up companies.

Richard Montgomery is Managing Director of Enhanced Capital Partners, a specialty investment firm headquartered in New York City. Based in New Orleans, Mr. Montgomery co-heads the firm's Federal and State New Markets Tax Credit business lines and manages Enhanced Community Development, a community development entity that has received an aggregate of \$233 million of Federal and State New Markets Tax Credit allocation, including \$27 million of Alabama New Markets Tax Credit allocation. In addition, Mr. Montgomery manages the firm's other tax credit businesses, which includes monetization of Historic Rehabilitation and other Federal and State tax credits.

Will Shurtleff is the Tax Credit Administrator for Trustmark National Bank and Executive Vice President and Chief Operating Officer of Southern Community Capital, a community development entity and wholly owned subsidiary of the bank. SCC recently received \$50 million of Federal New Markets Tax Credit allocation. Mr. Shurtleff leads the development, management, and administration of the bank's tax credit investment program. He has responsibility for the management of the daily operations related to a portfolio of tax credit investments; provides recommendations and advises senior management on various tax credit investment opportunities in the areas of NMTCs, LIHTCs, Historic Tax Credits, etc. in conjunction with the bank's CRA and economic development activities; and assures that the bank's tax credit investments comply with federal and state statutes, regulations, and internal policies.

Trey Waterloo is Director of Operations for SECDE Ventures, a community development entity that has a national service area. SECDE has received \$53 million of Federal New Markets Tax Credit Allocation and \$16 million of Alabama New Markets Tax Credit allocation. Mr. Waterloo is also a partner and strategic investment advisor in The Waterloo Company, a boutique debt/equity firm that invests primarily in telecommunications and manufacturing companies. In addition, Mr. Waterloo serves as an advisory board member for Crescent Community Venture Fund, LLC, a community development entity that focuses on projects located in the State of Alabama.

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