



TAX CREDIT 101

COMMUNITY DEVELOPMENT FINANCE AUTHORITY

JUNE 24, 2026

A 3D rendering of the word 'Congratulations!' in a bold, white, sans-serif font. The text is centered and has a slight shadow beneath it. It is surrounded by a large, dense cloud of small, rectangular confetti pieces in various colors including red, yellow, blue, and magenta. The entire scene is set against a plain white background.

Congratulations!



AGENDA

Welcome & Introductions

Understanding Tax Credits

Marketing & Fundraising Tax Credits

Panel Discussion: Advice from Business Donors
and Successful Tax Credit Campaigns

Immediate Next Steps

HELLO
my name is

Name
Organization

CDFA's TAX CREDIT TEAM



Scott Maslansky



Molly Donovan



Maureen Quinn



Justin Parker



Kirsten Barton



Nate Olson



Betsy McNamara



ENGAGEMENT

CDFA staff will:

- Guide you through the process
- Connect you to training, additional funds at CDFA and other funders
- Introduce you to your peers working with similar opportunities or challenges

HOW THE TAX CREDIT WORKS

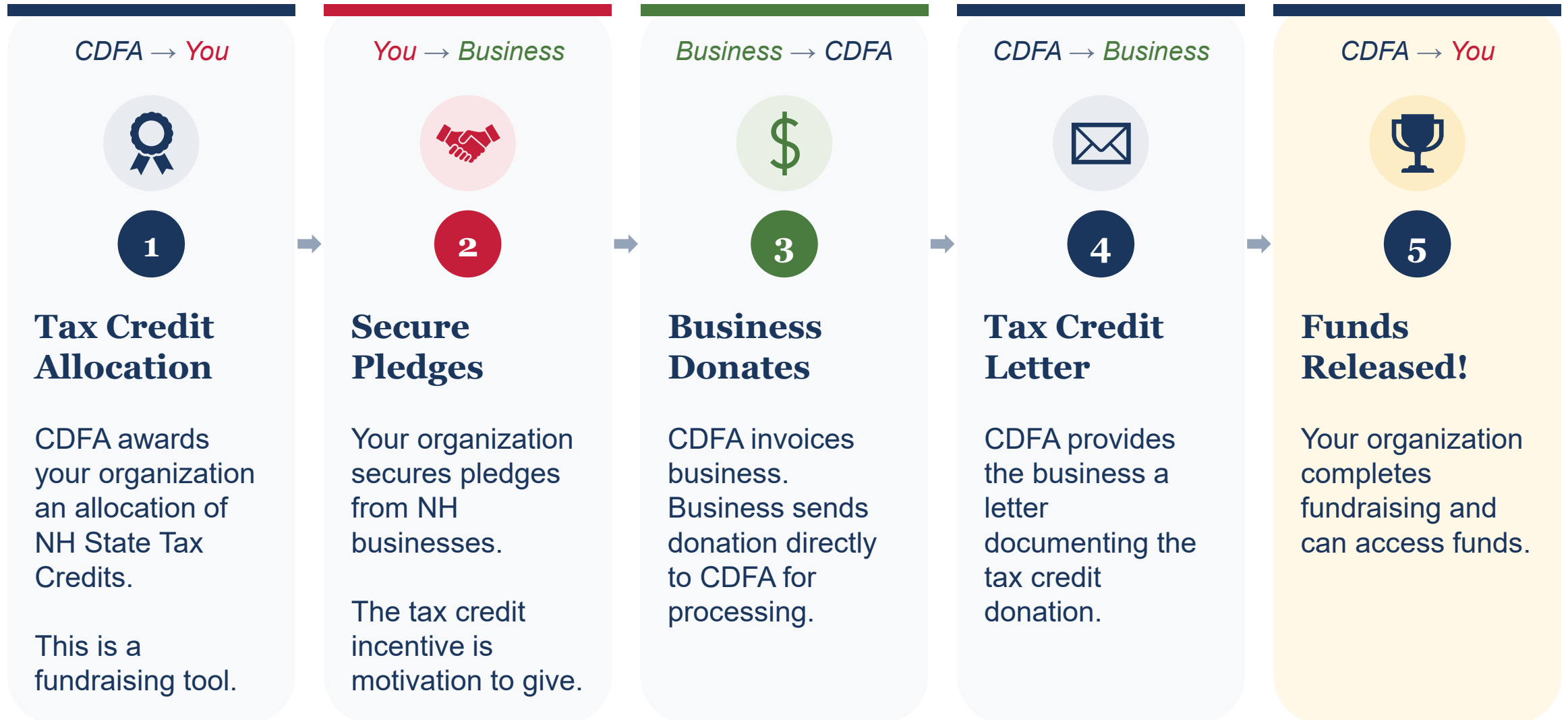


**TAX CREDITS ARE DIFFERENT THAN A
FOUNDATION GRANT AWARD**

How Tax Credits Work: 5 Steps

Tax credits are different from a grant — here's how the process unfolds.

● CDFA ● You ● Business



BUSINESS DONORS LIKE TAX CREDITS

Businesses receive a tax credit equal to 75% of the donation made to an approved project

Applied against New Hampshire business taxes

- Business profits tax
- Business enterprise tax
- Insurance premium tax

Donation is eligible as state and federal charitable contribution

May carry forward the credit for up to five years



TAX SAVINGS FOR BUSINESSES

Contribution from Donor	\$10,000
NH State Tax Credit Savings	\$7,500
NH BPT Savings	\$770
Total State Tax Savings	\$8,270
Net Percentage Cost to Donor	17.3%

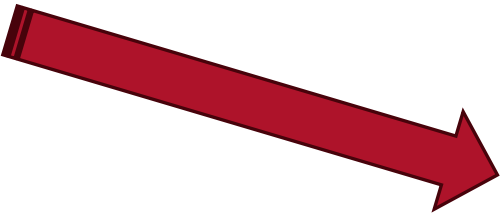
Business may be eligible for Federal tax savings on the net contribution.

A business can make a \$10,000 impact for a net cost of less than \$1,730.

CDFA's Tax Credit Calculator

<https://nhcdfa.org/investing-in-nh-communities/tax-credit-program/tax-credit-calculator/>

EASY TO CLAIM





New Hampshire
Department of
Revenue Administration

2025
DP-160



DDP1602521862

SCHEDULE OF CREDITS (continued)

DO NOT COMPLETE FORM DP-160 IF THE ONLY CREDIT AVAILABLE IS THE BET CREDIT

Business Organization Name

Taxpayer Identification Number

C. Research and Development Credit (R&D)

ROUND TO THE NEAREST WHOLE DOLLAR.

1. R&D credit available

2. R&D must be used against the BPT first

3. Unused R&D applied to the BET

4. Total credit used this year (Sum Lines 2 and 3)

5. R&D credit not applied and available for offset in future (Line 1 less Line 4)

D. Economic Revitalization Zone Tax Credit (ERZ)

ROUND TO THE NEAREST WHOLE DOLLAR.

1. ERZ credit available

2. Carryover credit from a prior year, use earliest first

3. ERZ credit must be used against the BPT first

4. Amount elected to be applied to the BET

5. Total credit used this year (Sum Lines 3 and 4). This amount cannot exceed \$40,000.

6. ERZ credit available for carry forward (Line 1 plus Line 2 less Line 5)

E. CDFA - New Investment Tax Credit (ITC)

ROUND TO THE NEAREST WHOLE DOLLAR.

1. ITC Credit Available

2. Carryover credit from a prior year, use earliest year first

3. Amount used for BPT

4. Amount used for BET

5. Amount used for Insurance Premium Tax

6. Total credit used this year (Sum Lines 3, 4 and 5)

7. ITC available for carry forward (Sum Lines 1 and 2, less Line 6)

2025 DP-160 Form
Version 3 06/2025

Page 2 of 4

TAX CREDIT CAMPAIGN RESOURCES



[SCHEDULE A MEETING](#)[APPLY / GRANTS MANAGEMENT](#)[MAKE A PLEDGE](#)[RESOURCE WEBSITE](#)

HOMEWHO WE AREHOW WE HELPINVESTING IN NH COMMUNITIES

CURRENT TAX CREDIT PROJECTS

CDFA's Tax Credit Program offers New Hampshire businesses the unique opportunity to invest in community economic development initiatives throughout the state.

Projects supported through the Tax Credit Program are leading collaborative, community-based projects to address critical needs in the Granite State that bring together public and private resources to solve local challenges.



2025 Tax Credit & Capacity Building Award Ceremony

Watch on YouTube

Grants made to organizations are in the form of tax equity. New Hampshire businesses support the selected projects by purchasing the tax credits, resulting in the nonprofit receiving a donation and the company receiving a 75 percent New Hampshire state tax credit against that contribution. The credit can be applied against the Business Profits Tax, Business Enterprise Tax or Insurance Premium.

For additional information on how the program works, visit [Tax Credit Program](#). To help evaluate the donation opportunity, businesses can reference CDFA's [Tax Credit Calculator](#).

Below is a list of projects that have CDFA tax credits available.

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TAX CREDIT CAMPAIGN RESOURCES

[HOME](#)[WHO WE ARE](#)[HOW WE HELP](#)[INVESTING IN NH COMMUNITIES](#)

TAX CREDIT PROGRAM FOR BUSINESS DONORS



CDFA's Tax Credit Program awards approximately \$5 million in tax credits annually in a competitive grant round. The program aims to support organizations that are engaged in community economic development initiatives that show a high degree of community support, build partnerships and leverage other resources.

Grants made to eligible projects are in the form of tax credit equity. Businesses with New Hampshire tax liability support awarded projects by purchasing the credits, resulting in the nonprofit receiving a donation and the company receiving a 75 percent New Hampshire state tax credit against that contribution. The credit can be applied against the Business Profits Tax, Business Enterprise Tax or Insurance Premium Tax. The donation may also be eligible for treatment as a state and federal charitable contribution.

New Hampshire businesses value this unique state program which incentivizes public-private partnerships to fund local initiatives. By participating in the Tax Credit program, business's donations stay in their communities and help establish strong relationships with local nonprofits.

The value of the tax credits are maintained in the state economy and, according to economic analysis, magnified by a factor of almost 2:1. The Tax Credit program helps a participating company significantly increase its community impact by leveraging tax dollars. For example, a business can make a \$10,000 impact on the local community for a net cost of \$1,710.

To help businesses participate in the Tax Credit program, CDFA provides resources to evaluate donation opportunities, including [background on projects currently fundraising](#), a [tax credit calculator](#) to estimate the return-on-investment for a donation, as well as an [Overview of the CDFA Tax Credit Program](#) and [Tax Credit Frequently Asked Questions](#).

The donation process is simple and flexible with an online pledge system.

Contribution from Donor	\$10,000
NH State Tax Credit Savings	\$7,500
NH BPT Savings	\$770
Total State Tax Savings	\$8,270
Net Percentage Cost to Donor	17.3%



Other Links

[Events](#)

Connect



Address

14 Dixon Ave, Suite 102



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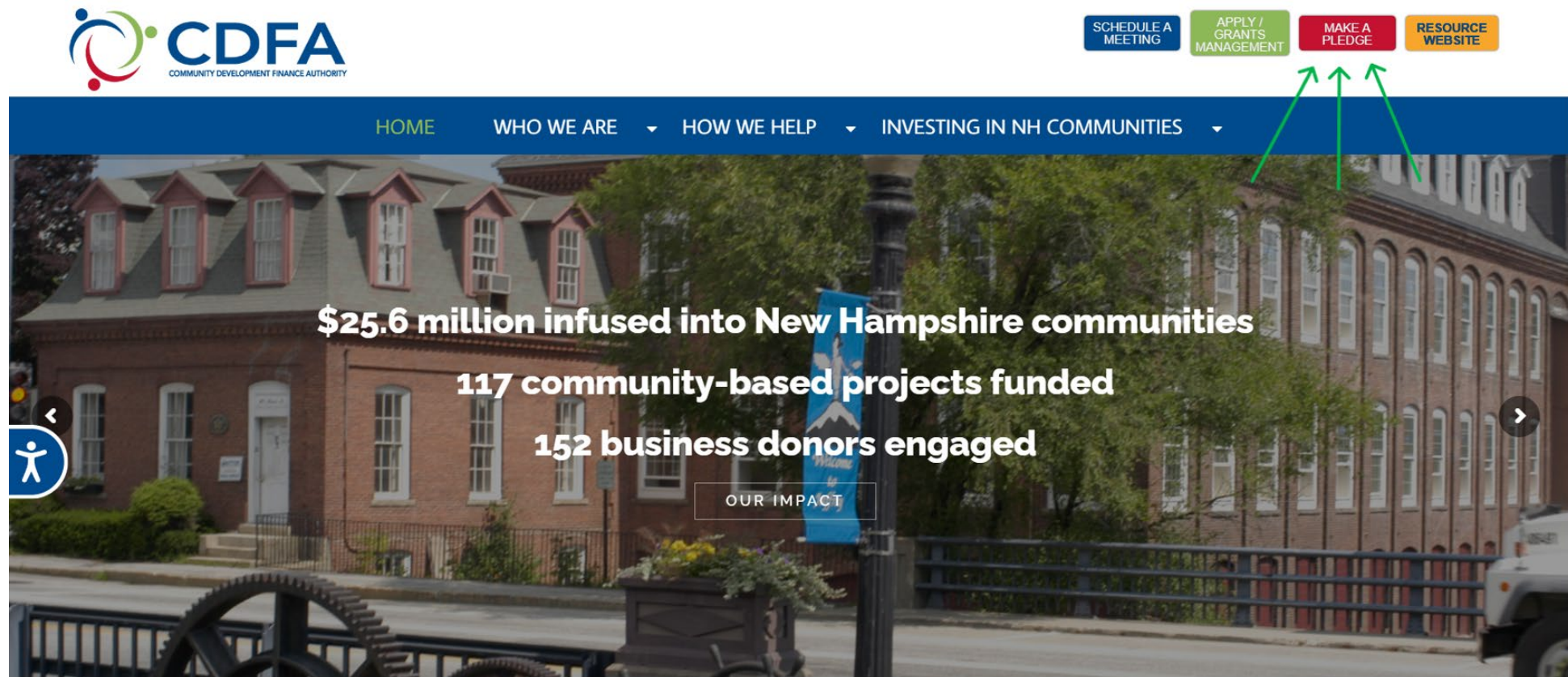


ANNUAL REPORT

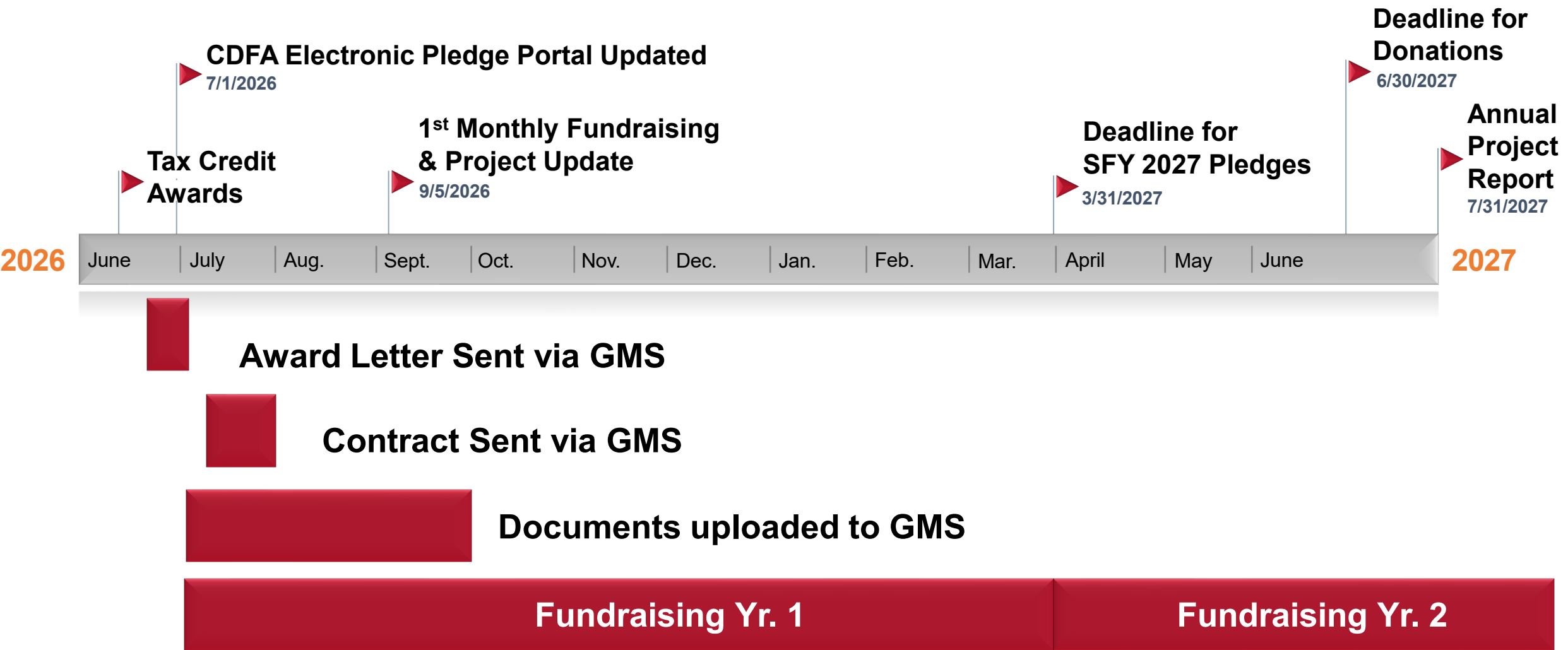
State Fiscal Year 2025

TAX CREDIT CAMPAIGN RESOURCES

TAX CREDIT CAMPAIGN RESOURCES



GRANT ADMINISTRATION TIMELINE (Yr. 1)



GRANT ADMINISTRATION TIMELINE (Yr. 2)



Fundraising Yr. 2

Disbursements
(once all pledges fulfilled)



CAPACITY BUILDING PROJECTS

One-Year Projects

One-Year Projects are funded for State Fiscal Year 2027 only

Two-Year Projects

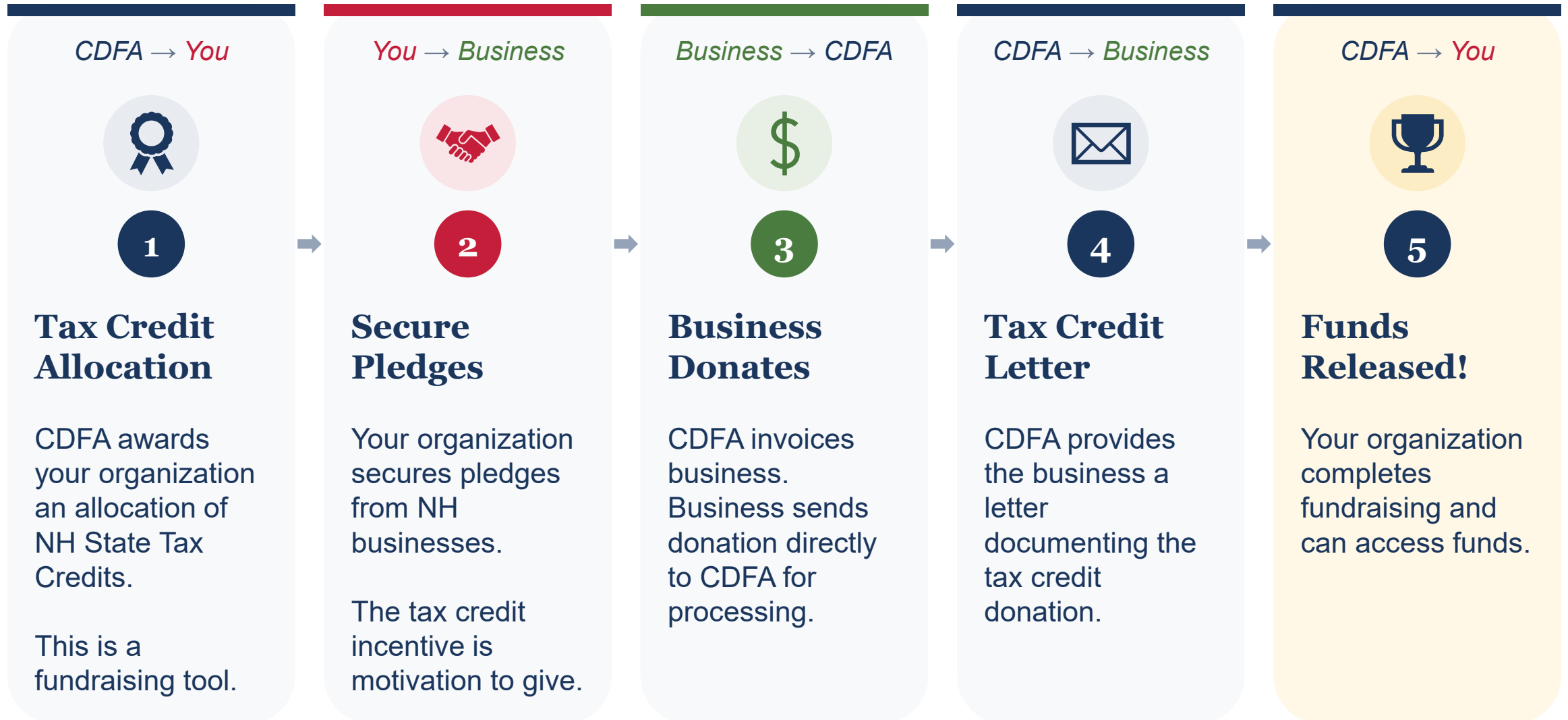
Two-Year Projects have received an award for State Fiscal Year 2027 and State Fiscal Year 2028

MARKETING AND FUNDRAISING YOUR TAX CREDITS

How Tax Credits Work: 5 Steps

Tax credits are different from a grant — here's how the process unfolds.

● CDFA ● You ● Business



WHO ARE THE BUSINESS DONORS?

Banks

Insurance companies

Accounting firms

Manufacturers

Small, local businesses

Automobile dealers



More than 150 Businesses Made Over 300 Pledges in State Fiscal Year 2026

Pledge amounts ranged from \$50 to \$100,000

- 64% of pledges received were under \$20,000
- 33% of pledges received were between \$20,000 to \$60,000
- 2.6% of pledges were over \$75,000

BUSINESS DONOR INSIGHTS

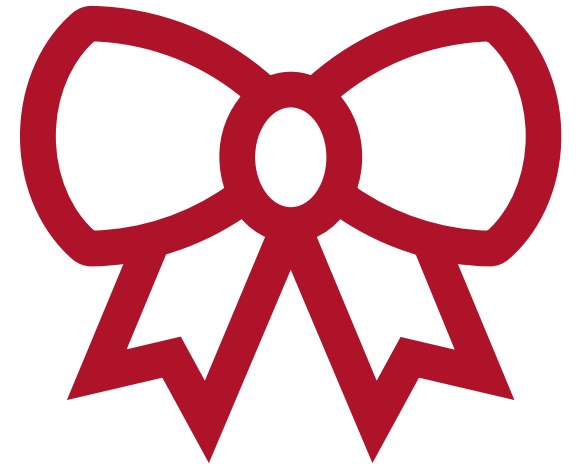
EXERCISE: YOU ARE THE DONOR

When you have made a financial contribution, what about the experience was good?



WHY DONORS GIVE

1. They were asked.
2. They see the impact of their gift.
3. They have a personal connection to the organization or its leadership.
4. They are personally committed to the cause.



- ✓ Strong organization or project
- ? Clear and compelling case for support
- 👤 People to make the asks
- 👥 List of prospective business donors and strategy
- 💡 Implementation plan
- 💕 Appreciation

FUNDAMENTALS OF A SUCCESSFUL TAX CREDIT CAMPAIGN

CASE FOR SUPPORT

It tells why someone should support the project, using both facts and stories.

The Case for Support will serve as the nucleus of all other materials and communication for the campaign.

CASE FOR SUPPORT

WHY SHOULD A BUSINESS SUPPORT YOUR PROJECT?

- Describes your organization, who it serves, and how it serves.
- Explains your project. What impact will it have on the people your organization serves and the community?
- States your request.
- Tells who to contact and how to become a business donor.



CAMPAIGN COMMITTEE

Ideally 6-8 people consisting of staff, board members, and volunteers

Volunteers have connections to business donors

Willing to email, call, and visit business donors

Meet regularly to keep momentum strong



IDENTIFY PROSPECTIVE BUSINESS DONORS

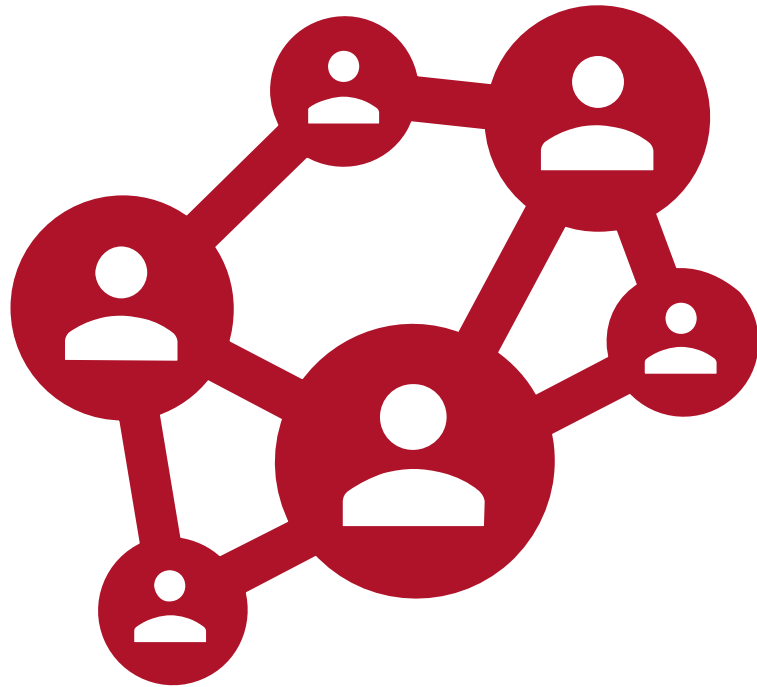
Business owners on your Board or connected with your organization

Your Business Vendors

Business decision makers you know

Businesses in your region

List of previous Tax Credit donors



IMPLEMENT YOUR CAMPAIGN

What do you think will motivate a business to support your project?

Who is the best person to connect with the business?

What will they need from you to decide?

PANEL DISCUSSION

Meet business decision makers who are enthusiastic about Tax Credits.

Meet two nonprofit leaders who have successfully managed a Tax Credit Campaign.

Hear their insights. Ask them questions.

MEET THE PANEL

Bill Hickey

Principal and President

Turner Group

Marc McMurphy

Executive Director

White Birch Center

Peter Rayno

SVP/Regional Commercial Executive

Rockland Trust

Kim Votta

Consultant

Evergreen Start

NEXT STEPS

By June 30 You
will receive your
Award Letter via
GMS

Managing Your Tax
Credit Award
Webinar

By August 31
Electronically sign
your Grant Award
Contract



A business can
now make a
pledge to your
project!

Grant Award
Contracts sent via
GMS

Grant
Implementation
Workshop at CDFA
for Capacity
Building Awardees

WHAT TO EXPECT NEXT

GRANTS MANAGEMENT SYSTEM

All correspondence
between you and your
Project Manager is
through the Grants
Management System

The screenshot displays the Grants Management System interface. On the left is a dark sidebar with a user profile at the top: 'Test Scott Test Maslansky', 'Tester', and 'Tester Role'. Below the profile are menu items: 'Dashboard', 'Funding Opportunities', 'Applications', 'Grants' (highlighted in teal), 'Reports', and 'My Profile'. On the right is a light-colored main area. At the top right is a 'Grant Components' section with a hamburger menu icon. Below it is a light blue box stating 'The grant forms appear below.' followed by a list of components: 'Component', 'General Information', 'Document Checklist', 'Contract', 'Correspondence' (highlighted with a red border), 'Status Reports', 'Donor Management Activity Budget', 'Claims', 'Encumbrances', 'Project Information', 'Award/ Contract Details for Contract', 'Funding Opportunity', and 'Application'.

Test Scott Test Maslansky
Tester
Tester Role

Dashboard

Funding Opportunities

Applications

Grants

Reports

My Profile

Grant Components

The grant forms appear below.

Component

General Information

Document Checklist

Contract

Correspondence

Status Reports

Donor Management Activity Budget

Claims

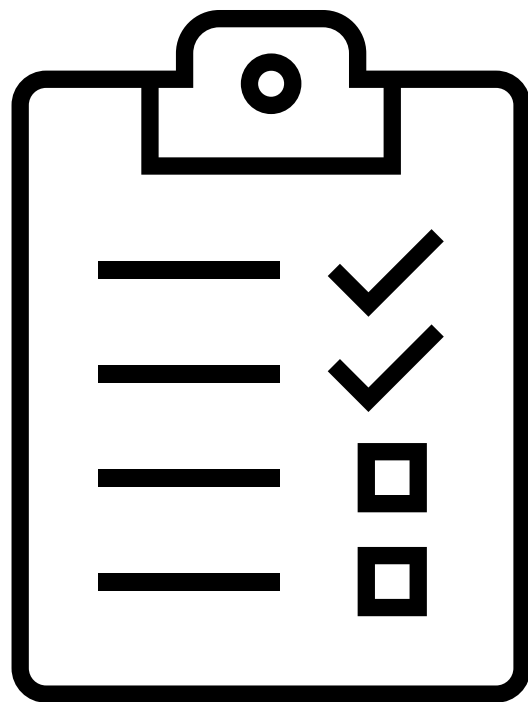
Encumbrances

Project Information

Award/ Contract Details for Contract

Funding Opportunity

Application



MANAGING YOUR TAX CREDIT AWARD WEBINAR

July 15 – Virtual

10:00 AM – 11:30 AM

Register now!

MATERIALS FROM THIS WORKSHOP

Email from CDFA including links to:

- Today's presentation, recording, and a survey
- Registration for Managing Your Tax Credit Award Webinar



THANK YOU!

Community Development Finance Authority
www.nhcdfa.org