

FIRM ASSOCIATED

Kimberly Smith

Position: Butler Snow partner

Age: 34

Family: single

Education: bachelor's degree in accounting, Birmingham-Southern College; juris doctor, University of Mississippi; master of law in taxation, New York University

Kim Smith started her legal career as a tax attorney with Butler Snow in Jackson, Miss. After Hurricane Katrina, she relocated to New Orleans and developed a practice that focuses entirely on economic development using federal New Markets and historic tax credits.

Smith started practicing in New Orleans in 2010 with two attorneys in her practice group. Now there are 12 lawyers representing developers, banks, operating businesses, investors and lenders in New Orleans, Baton Rouge, Denver and Jackson, Miss.

"Federal New Markets tax credits are basically an incentive for new businesses to locate in low-income communities," Smith said. "It's a new area of law with a lot of support from people in Washington who know the importance of getting financing done in these communities. There are so many benefits attached to projects that bring businesses into low-income areas."

Smith and her partners were counsel for the rehabilitation of two historic buildings in New Orleans by Volunteers of America into a mixed-use residential and commercial/retail development. Other projects they have guided through the tax credit process include the Saenger Theatre, The Saint Hotel and an expansion of the New Orleans Center for Creative Arts.

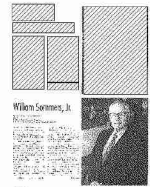
When Smith first started handling new market tax credit deals in 2006, she was the only one at her firm performing such work.

"My biggest challenge was learning how to do this," she said. "These types of transactions are difficult and complex and involve commercial lending, tax, real estate and regulatory requirements, so you have to be creative and put them together neatly in a way that works for each transaction."

Outside of work, Smith is an avid runner and swimmer. She ran the New York Marathon in 2009 and in September par-

ticipated in the Girl Power triathlon at the University of New Orleans.

— *Kerry Duff*



Willem Sommes, Jr.
Butler Snow, O'Mara, Stevens and Cannada