



REAL ESTATE CO-POWERMENT SERIES

SPRING 2017 SCHEDULE



Date:		Topic:	Presenter:	Organization:
18-May	Module 1	<p>INTRODUCTION</p> <ul style="list-style-type: none"> -Purpose of course -Beginner/Advanced discussion -Instructor purpose -Questions -Mentimeter Intro <p>REAL ESTATE BASICS</p> <ul style="list-style-type: none"> -Strategies (flipping, wholesaling, rent-to-own -Financing strategies (all equity, first lien mortgage, mezzanine debt) -Ways to purchase (limited partnership, REITs, LLCs) -What you purchase (Land, improvements, subsurface) -Pieces of transactions (deed, title, mortgage, note) -Underwriting (key terms for next class) 	<p style="text-align: center;">Joshua Pollard and Derrick Tillman</p>	<p style="text-align: center;">Omicelo Cares and Bridging The Gap Development</p>
23-May	Module 2	<p>PROFORMA DEVELOPMENT</p> <ul style="list-style-type: none"> -5 C's of Credit -Determining minimal equity return -Excel underwriting model -Intro to Allegheny Co. real estate site (taxes, sq. ft) -Intro to Rentometer (rent comps) -Example underwriting w/ 3 properties submitted by class -Building scenario analysis table (vacancy, total initial improvement costs) -Checklist of full process & timeline 	<p style="text-align: center;">Tom Hardy and Zak Thomas</p>	<p style="text-align: center;">Palo Alto Consulting and Local Initiatives Support Corporation</p>
25-May	Module 3	<p>ALPHABET OF TAX CREDITS</p> <ul style="list-style-type: none"> - Origin, purpose, players of each major credit program (LIHTC, HTC, NMTC, NPP, NAP) - Highlight projects that used tax credits - Introduce TC's into financial underwriting model 	<p style="text-align: center;">Tom Hardy</p>	<p style="text-align: center;">Palo Alto Consulting</p>

30-May	Module 4	<p>A DAY IN THE LIFE W/ TREK DEVELOPMENT</p> <ul style="list-style-type: none"> -Real talk session about all factors that affect project (crystallize underwriting & tax credit modules) -Walk through proformas vs. actuals for old projects -What's next after you get tax credits? -Discuss specific community engagement techniques, importance of design, prototypical resources -Checklist of full process 	<p>Bill Gatti and John Ginocchi</p>	Trek Development
1-Jun	Module 5	<p>RESOURCES/MARKET ANALYSIS</p> <ul style="list-style-type: none"> -Allegheny County Website -Prothonotary -Introduction to PHDC-Light <p>LAND RECYCLING</p> <ul style="list-style-type: none"> -Future of land recycling in Pittsburgh -Role of the Land Bank in Land Recycling 	<p>Richard Snipe and Bethany Davidson</p>	Urban Redevelopment Authority
6-Jun	Module 6	<p>NEW MARKET TAX CREDITS</p> <ul style="list-style-type: none"> -How NMTCs work -The role of the URA/PUI in NMTCs -The sizing sweet spot for NMTCs -27% Rule -80% Commercial Rule -Examples in Pittsburgh -Best Lawyers & Accountants for NMTCs <p>VACANT LOTS</p> <ul style="list-style-type: none"> -General process on reclaiming vacant lots -Vacant Lot Toolkit-light -How can one clean up lots legally that they don't own, but are an eye sore 	<p>Rebecca Davidson-Wagner and Evaine Sing</p>	Pittsburgh Urban Initiatives and GTECH Strategies
8-Jun	Module 7	<p>TRANSACTIONAL LAW</p> <ul style="list-style-type: none"> -Transactional RE law 101 -Legal Do's and Don't's -Public/Private Partnerships -Legal traps that happen during closings Title Insurance <p>ZONING & LAND USE</p> <ul style="list-style-type: none"> -Community Land Trusts -Pittsburgh Land Bank -Affordable Housing Task Force (realities vs. myths) -Inclusionary Zoning 	<p>Lafe Metz and Jerry Dickinson</p>	Buchanan Ingersoll and University of Pittsburgh School of Law

13-Jun	Module 8	<p>PLANNING</p> <ul style="list-style-type: none"> -The City of Pittsburgh Planning process -Importance of community master plan -Community Masterplan Schedule/role -Interwoven role of Planning and Zoning <p>GREEN BUILDING</p> <ul style="list-style-type: none"> -The importance of green thinking now and in the future - long term benefits/consequences -Most common language points - top three green factors to consider/ common vocab -Green in the planning -Highlight stretch examples (Phipps, Eden Hall, Frick) -3 things that are financially and scientifically practical for small assets and/or vacant properties. -List of resources that participants can use in the future 	<p>Demi Kolke and Aurora Sharrard</p>	<p>City of Pittsburgh Department of City Planning and Green Building Alliance</p>
15-Jun	Module 9	<p>DIFFERENTIATED COMMUNITY RE STRATEGIES</p> <ul style="list-style-type: none"> -Conservatorship process -Condemnation sticker, then what? -How to work w/ local gov't (URA, etc.) when they are owner of property 	<p>Kendall Pelling</p>	<p>East Liberty Development Corp.</p>
20-Jun	Module 10	<p>FINANCIAL TRAINING</p> <ul style="list-style-type: none"> -What is a bank looking for & how to get there (panel) -Personal guarantees -What it takes to get loan from bank -CDFI -URA -Hard Money -Equity Investors -Goal of community -Recap of Module 2 & 3 	<p>Zak Thomas</p>	<p>Local Initiative Support Corporation</p>
22-Jun	Module 11	<p>DESIGN AND COMMUNITY DRIVEN DESIGN</p> <ul style="list-style-type: none"> -Understanding design language -Intro to community-sensitive design 	<p>Christine Mondor</p>	<p>EvolveEA</p>
3-Aug	Module 12	<p>Graduation/Presentations</p> <p>Final surveys</p>		