



REAL ESTATE CO-POWERMENT SERIES

FALL 2017 SCHEDULE



| Date: | | Topic: | Presenter: | Organization: |
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| 5-Oct | Module 1 | <p>INTRODUCTION</p> <ul style="list-style-type: none"> - Purpose of course - Introduction of students & instructors - Discussion of why we are here - Discussion of projects - Entrance Survey -Mentimeter Intro <p>REAL ESTATE BASICS</p> <ul style="list-style-type: none"> -Real Estate Strategies -Financing strategies -Ways to purchase -What you purchase -Pieces of transactions | <p>Joshua Pollard and Emily Hammers</p> | <p>Omicelo Cares</p> |
| 10-Oct | Module 2 | <p>ZONING, LAND USE & THE CURRENT STATE OF REAL ESTATE</p> <ul style="list-style-type: none"> - Discussion of Pittsburgh real estate then & now - Demographics & trends - Intro to Community Land Trusts - Intro to Pittsburgh Land Bank - Intro to Affordable Housing Task Force (realities vs. myths) - Intro to Inclusionary Zoning <p>PREP FOR NEXT CLASS: Review Underwriting Key Terms</p> | <p>Jerry Dickinson</p> | <p>University of Pittsburgh School of Law</p> |

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| 12-Oct | Module 3 | PROFORMA DEVELOPMENT <i>COMPUTER LAB</i> <ul style="list-style-type: none"> - Hands-on proforma modeling using a student's real life real estate project -Excel underwriting model -Determine minimal equity return -Building scenario analysis table (vacancy, total initial improvement costs) -Checklist of full process & timeline -Into to Rentometer (rent comps) | Tom Hardy and Zak Thomas | Palo Alto Partners and Local Initiatives Support Corporation |
| 17-Oct | Module 4 | PROFORMA DEVELOPMENT Cont. <i>COMPUTER LAB</i> | Zak Thomas and Joshua Pollard | Local Initiatives Support Corporation and Omicelo Cares |
| 19-Oct | Module 5 | ALPHABET OF TAX CREDITS <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 - FHLB, RCAP & alternatives | Tom Hardy | Palo Alto Partners |
| 24-Oct | Module 6 | COMMUNITY ENGAGEMENT & ADVOCACY <ul style="list-style-type: none"> - How to communicate effectively about real estate & advocacy - What to expect at community meetings, public hearings, etc. - Tools for leadership | Sallyann Kluz | Pittsburgh Office of Public Art |
| 26-Oct | Module 7 | PLANNING <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 PREP FOR NEXT CLASS: <ul style="list-style-type: none"> - Register students on the Allegheny Co. Dept. of Court Records | Demi Kolke and Stephanie Joy Everett | City of Pittsburgh Department of City Planning |

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| 2-Nov | Module 8 | RESOURCES/MARKET ANALYSIS <i>COMPUTER LAB</i> - Intro to the Allegheny County Real Estate Portal - How to effectively research properties & lots - Building info, Tax info, Appeals history, etc. - Intro to Allegheny Co. Dept. of Court Records - Utilizing civil court records to determine property status/history - How to use research to your advantage ' | Rich Snipe | Urban Redevelopment Authority |
| 7-Nov | Module 9 | VACANT LOTS - General process for reclaiming vacant lots - Intro to Lots to Love - Vacant Lot Toolkit - Adopt-a-Lot Program - How to legally reclaim a lot that you do not own | Evaine Sing | GTECH Strategies |
| 9-Nov | Module 10 | FINANCIAL TRAINING - The goal of community development lending - What a bank is looking for in a borrower - How to get there - Personal financial training - Credit repair | Becky Yago | Dollar Bank |
| 14-Nov | Module 11 | DIFFERENTIATED COMMUNITY RE STRATEGIES - Methods for reinvestment & revitalization - Private/Public/Nonprofit partnerships - Conservatorship process - Implementing a community plan in redevelopment strategy -How to work w/ local gov't (URA, etc.) when they are owner of property | | Lawrenceville Corporation* |
| 16-Nov | Module 12 | GRADUATION/PROJECT PRESENTATION | | |

* Pending