



NEIGHBORHOOD **ALLIES**

REAL ESTATE CO-POWERMENT SERIES
SPRING 2018 SCHEDULE



Date:		Topic:	Presenter:	Organization:
24-Apr	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) 	Joshua Pollard	Omicelo Cares
26-Apr	Module 2	<p>COMMUNITY ENGAGEMENT</p> <ul style="list-style-type: none"> - Tools for effective community engagement - Leadership in community - Advocacy in community - Citizen participation 	Sallyann Kluz	Pittsburgh Office of Public Art
1-May	Module 3	<p>PROFORMA DEVELOPMENT</p> <ul style="list-style-type: none"> - Hands-on proforma modeling using strong participant projects in course -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 	Tom Hardy and Zak Thomas*	Palo Alto Partners and Local Initiatives Support Corporation*

3-May	Module 4	PLANNING -The City of Pittsburgh Planning process -Importance of community master plan -Community Masterplan Schedule/role -Interwoven role of Planning and Zoning	Derek Dauphin	City of Pittsburgh Department of City Planning
8-May	Module 5	LAND RECYCLING -Future of land recycling in Pittsburgh -Role of the Land Bank in Land Recycling RESOURCES/MARKET ANALYSIS -Allegheny County Website -Prothonotary -Introduction to PHDC-Light	Bethany Davidson Rich Snipe	Urban Redevelopment Authority
10-May		TO BE ANNOUNCED	tba	tba
15-May	Module 7	PROFORMA DEVELOPMENT continued - Hands-on proforma modeling using strong participant projects in course -Excel underwriting model -Building scenario analysis table (vacancy, total initial improvement costs) -Checklist of full process & timeline	Tom Hardy	Palo Alto Partners
17-May	Module 8	TRANSACTIONAL LAW Transactional law Legal Do's and Don't's Public/Private partnerships Legal traps that happen during closings (title insurance)	Scott Diatterick	JSDC Law Offices
22-May	Module 9	FINANCIAL TRAINING -What is a bank looking for & how to get there -Personal guarantees -What it takes to get loan from bank -CDFI -URA -Hard Money -Equity Investors -Goal of community banking -Recap of Module 3 & 7	Ray Garofalo	Dollar Bank
24-May	Module 10	ALPHABET OF TAX CREDITS - 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	Tom Hardy	Palo Alto Partners

29-May	Module 11	<p>GREEN BUILDING</p> <ul style="list-style-type: none"> -The importance of green thinking now and in the future - long term benefits/consequences -Pittsburgh 2030 District - Financially and scientifically practical strategies for small assets and/or vacant properties. -List of resources that participants can use in the future <p>VACANT LOTS</p> <ul style="list-style-type: none"> -General process on reclaiming vacant lots -Vacant Lot Toolkit-light -How to clean up lots legally that are not owned but are an eye sore - Adopt-A-Lot program 	<p>Angelica Ciranni</p> <p>Rebecca Mizikar</p>	<p>Green Building Alliance</p> <p>GTECH Strategies</p>
31-May	Module 12	<p>DIFFERENTIATED COMMUNITY RE STRATEGIES</p> <ul style="list-style-type: none"> - Community Land Trusts - Differentiated community development strategies - Real estate as a function of a strategic community plan 	<p>Matthew Galluzzo</p>	<p>Lawrenceville Corporation</p>

* Pending