



***Basic Housing and Economic Development Training Workshop Agenda***

*\*\*Unless otherwise indicated, group will meet in the Live Oak Room.*

**Wednesday, July 12, 2006**

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|------------------------|---|
| <b>8:15–9 a.m.</b>     | <b>Registration/Continental Breakfast</b>   |
| <b>9–9:30 a.m.</b>     | <b>Welcome/Introductions</b>  |
| <b>9:30–10:45 a.m.</b> | <b>Overview of the Development Process</b> <ul style="list-style-type: none"><li>▪ Forming the development concept</li><li>▪ Feasibility study</li><li>▪ Deal making, planning and financing</li><li>▪ Project construction</li><li>▪ Operation or sale</li></ul>   |
| <b>10:45–11 a.m.</b>   | <b>Break</b>  |
| <b>11 a.m.–12 noon</b> | <b>Basic Project Financing Techniques/options</b> <ul style="list-style-type: none"><li>▪ On-going subsidies</li><li>▪ Project financing mechanisms</li><li>▪ Inducements to project financing</li><li>▪ Intervention financing by public and NFP groups</li><li>▪ Real estate development risks and risk mitigation</li></ul>                              |
| <b>12–1:15 p.m.</b>    | <b>Lunch (<i>on your own</i>)</b>   |
| <b>1:15–3:30 p.m.</b>  | <b>Advanced Project Financing Options Overview</b> <ul style="list-style-type: none"><li>▪ Low Income Housing Tax Credits</li><li>▪ Tax Exempt Bonds</li><li>▪ New Market Tax Credits</li><li>▪ Historic Tax Credits</li><li>▪ HUD Section 108 loan program</li><li>▪ Tax increment financing (TIF)</li><li>▪ Community-based social equity funds</li></ul> |
| <b>3:30–3:45 p.m.</b>  | <b>Break</b>  |
| <b>3:45–5 p.m.</b>     | <b>Components of Real Estate Loan Applications</b>  |

- 5–5:45 p.m.**                      **Case Study/Group Exercise**  
     ▪ Residential development project  
*Participants continue exercise continue after class.*
- 5:45–6 p.m.**                      **Questions and Answers/Wrap-up**
- 6–7:15 p.m.**                      **Reception (Location: Pecan Room)**

**Thursday, July 13, 2006**

- 8:15–9 a.m.**                      **Registration/Continental Breakfast**
- 9–9:30 a.m.**                      **Continuation of Group Exercise from Day 1**
- 9:30–10:45 a.m.**                      **Multi-Family, Mixed-Use and Mixed Income Housing Development**  
     ▪ Income levels for mixed income projects  
     ▪ Defining and understanding the market for housing  
     ▪ Definition of a mixed-use project  
     ▪ Benefits of mixed-use projects  
     ▪ Fundamental challenges of mixed-use projects  
     ▪ Characteristics of successful mixed-use projects
- 10:45–11 a.m.**                      **Break**
- 11 a.m.–12:30 p.m.**                      **Case study/Group Exercise**  
     ▪ Rental residential project including development and operation pro forma.
- 12:30–1:45 p.m.**                      **Lunch (*on your own*)**
- 1:45–2:45 p.m.**                      **Neighborhood Retail Development Overview**  
     ▪ Retail market demand analysis  
     ▪ Sources and uses project detail  
     ▪ Cash flow and operating projections  
     ▪ Financial scenarios for exit strategies
- 2:45–3:45 p.m.**                      **Case Studies**  
     ▪ Charlotte and Spartanburg neighborhood retail centers
- 3:45–4 p.m.**                      **Questions and Answers/Take Aways**

