Basic Housing and Economic Development Training Workshop Agenda

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

*Wednesday, July 12, 2006*

8:15–9 a.m.  
Registration/Continental Breakfast

9–9:30 a.m.  
Welcome/Introductions

9:30–10:45 a.m.  
Overview of the Development Process
- Forming the development concept
- Feasibility study
- Deal making, planning and financing
- Project construction
- Operation or sale

10:45–11 a.m.  
Break

11 a.m.–12 noon  
Basic Project Financing Techniques/options
- On-going subsidies
- Project financing mechanisms
- Inducements to project financing
- Intervention financing by public and NFP groups
- Real estate development risks and risk mitigation

12–1:15 p.m.  
Lunch *(on your own)*

1:15–3:30 p.m.  
Advanced Project Financing Options Overview
- Low Income Housing Tax Credits
- Tax Exempt Bonds
- New Market Tax Credits
- Historic Tax Credits
- HUD Section 108 loan program
- Tax increment financing (TIF)
- Community-based social equity funds

3:30–3:45 p.m.  
Break

3:45–5 p.m.  
Components of Real Estate Loan Applications
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