CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

@ SOUTHERN UNIVERSITY EDA UNIVERSITY CENTER

WEEK1 Saturday August 22 9:00 AM-1:00 PM 9:00 AM: Welcoming: Team Introduction, Dr. Donald Andrews- Dean, Southern University College of Business

9:10 AM: EDA University Center/US Department of Commerce Dr. Ghirmay Ghebreyesus - Director, SU EDA University Center

9:15 AM: The State of Real Estate **Dr. Donald Andrews** - Dean, College of Business

10:00 AM: Curriculum Overview: "Creating Sustainable Neighborhood Developers", Eric Porter, President, ComNet LLC

10:45 AM: Break

10:55 AM: Acquisitions & Strategic Planning, Cedric Grant, Retired Deputy Mayor & Executive Director, New Orleans Sewage and Waterboard

11:55 AM: Property Acquisitions: **Deirdre Jones**, Realtor and Community Developer, New Orleans, LA.

12:55 PM: Program Certification Exam Process **Dr. Sung No**, Co-director, SU EDA



CREATING
SUSTAINABLE
NEIGHBORHOOD
DEVELOPERS
COURSE

WEEK 1

CREATING
SUSTAINABLE
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DEVELOPERS





BUILDING IN THE NEW NORMAL

CAPACITY

FUNDING SOURCES





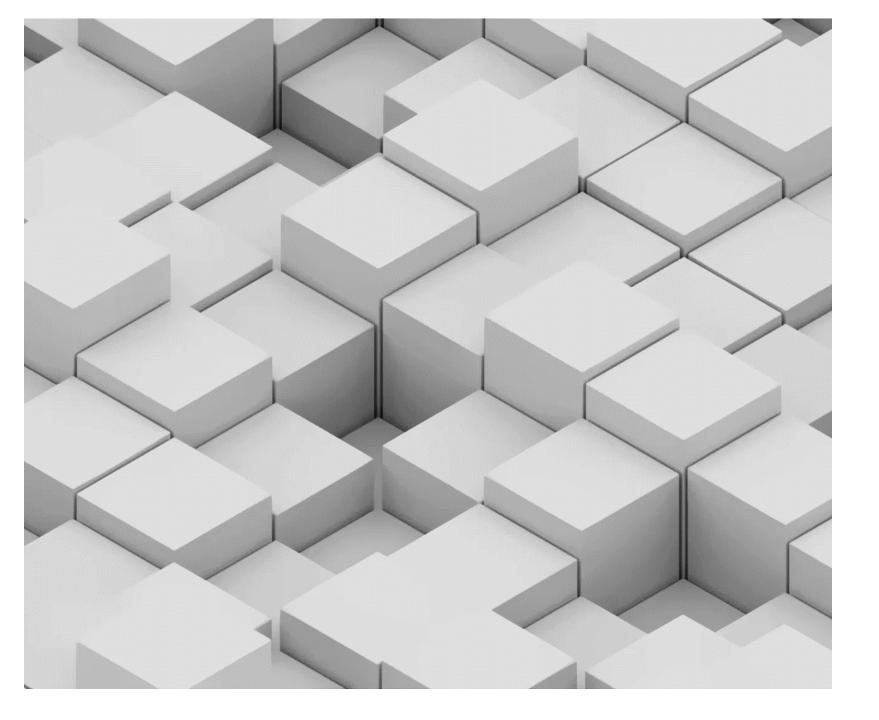
LICENSE

CERTIFICATIONS

INSURANCE

TAXES

ORGANIZATION MANAGEMENT



DESIGN

UNDERSTANDING CONSTRUCITON DRAWINGS











QUICKBOOKS

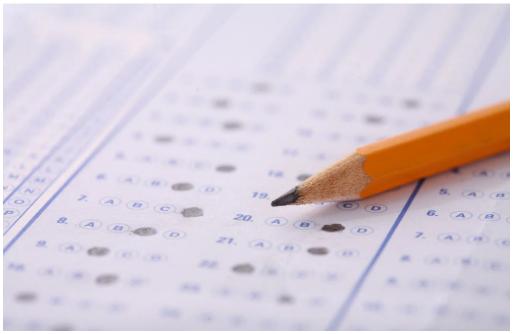
XACTIMATE AWARENESS

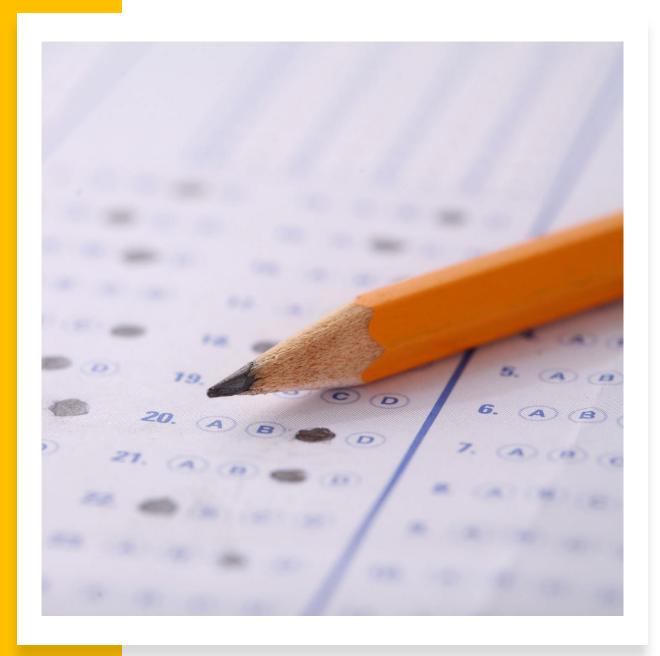
ENVIRONMENTAL SAFETY





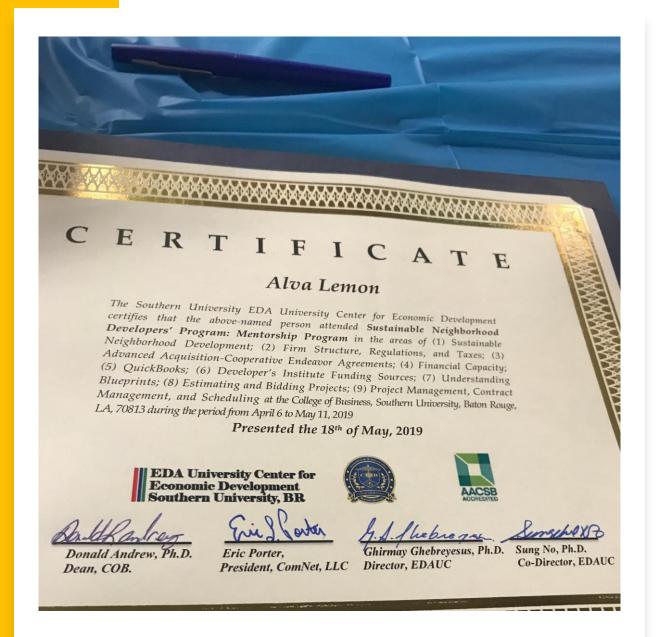






EXAM DAY





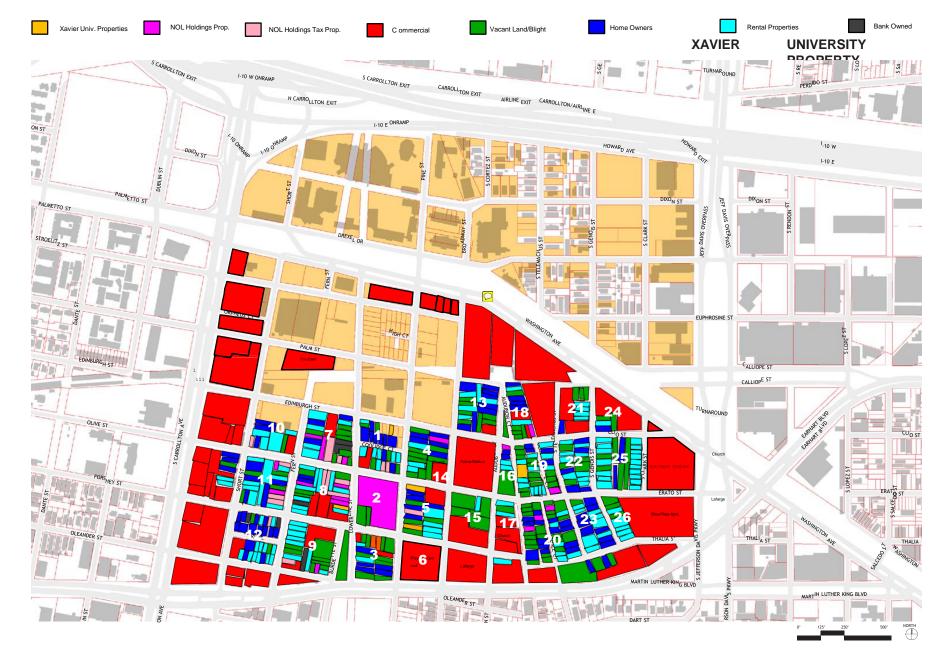
CERTIFICATION CEREMONY



Creating Community Developers Around HBCUs



By: Deidra Carr-Jones
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CCWP
(504) 717-6707
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Licensed in the state of Louisiana



THE ROLE AND IMPORTANCE OF UNIVERSITIES IN DEVELOPING THEIR COMMUNITIES

IMPORTANCE OF UNIVERSITIES ACQUIRING PROPERTY

- 1. GET RID OF BLIGHT
 - a. blighted properties lowers the property value
 - b. blighted properties = danger zone
- 2. STUDENT'S SAFETY
 - a. Parents & Universities #1 concern
- 3. CREATE A THRIVING
 - **CAMPUS COMMUNITY**
 - a. Become the University of choice
 - b. Become the shining light in the community

ACQUISITION PROCESS

- 1. IDENTIFY PROPERTY
 - a. Create Your Boundaries
- 2. LOCATE OWNER
 - a. Internet
 - b. Yellow pages
 - c. Neighbors
- 3. NEGOTIATE SALE
 - a. Know your Numbers (Comps)
 - b. Worth of Property to University
- 4. RENOVATION
- 5. LEASE
- 6. Create Wealth Through Home Ownership in the Neighborhood

CREATING NEIGHBORHOOD DEVELOPERS

ACQUISITIONS

Presented By:

Cedric Grant

President, Grant Management Group

August 22, 2020

ACQUISITION PROCESS

The acquisition of property for development can take many forms. All require a legal transaction and you should engage and involve an attorney early in the acquisition process.

WHO AM I?

I will be speaking to you today as a former government official that has been involved in neighborhood and community development as well as major economic development and infrastructure development projects.

I have delivered billions of dollars of public projects at the local and state levels of government and that have included public and private investment.

WHO CAN DEVELOP NEIGHBORHOODS?

- Individuals
- Non-profits
- For Profits
- You

WHAT NEEDS TO BE DEVELOPED?

- Vacant Lots
- Single Family Homes
- Multi-Family Homes
- Commercial Buildings
- Mixed-use Facilities

WHEN DO NEIGHBORHOODS NEED TO BE DEVELOPED?

- Based on individual initiative
- According to local government policy
- According to neighborhood strategic plans
- According to local planning, zoning and building codes
- According to agreed upon completion schedules

WHY DEVELOP NEIGHBORHOODS?

- Stabilize neighborhood conditions
- Increase property values
- Reduce crime and blight
- Improve the tax base
- Create a stake in the community
- Create personal wealth
- Develop community capacity

HOW ARE NEIGHBORHOOD DEVELOPERS SELECTED?

- Experience and Capacity
- Project Strength
- Repayment Ability
- Community Impact
- Diversity and Capacity Building

WHAT DOES IT TAKE TO WIN PROJECT APPROVAL?

- Projects that are ready to proceed and are likely to succeed
- Projects undertaken by development teams with experience on similar projects
- Projects with financial projections that reflect existing market conditions
- Projects that target properties that require limited or no developer forgiveness
- Projects that demonstrate the ability to repay financing
- Projects that include fully developed, realistic marketing plans
- Projects that adopt high-quality and energy efficient building standards

CRITICAL INFORMATION

- Respond to the proposal as requested
- Submit on time
- Ensure you meet the experience threshold or obtain the requisite expertise
- YOU DO NOT HAVE TO KNOW EVERYTHING. THERE ARE EXPERTS THAT CAN ASSIST YOU

QUESTIONS



SOUTHERN UNIVERSITY AND A&M COLLEGE COLLEGE OF BUSINESS 1937-2020 Creating Neighborhood Developers

DONALD R. ANDREWS, PH.D., DEAN 08/22/20

The New Economy

Accelerating Change

"When the rate of change outside the organization is faster than the rate of change inside the organization, then the end is near." Jack Welch, Late CEO, GE

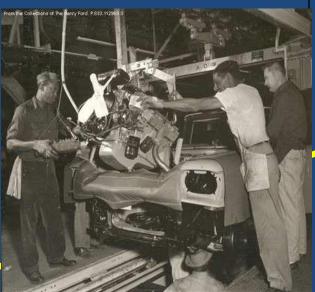


Accelerating Pace of Change

Agricultural Age



Industrial Age



Knowledge Age



1960 1970 1990 2000

From Knowledge Economy to Creative Economy
Calibrate, Explore, Create, Organize and Realize (CENCOR)
Jeff Immelt CEO GE

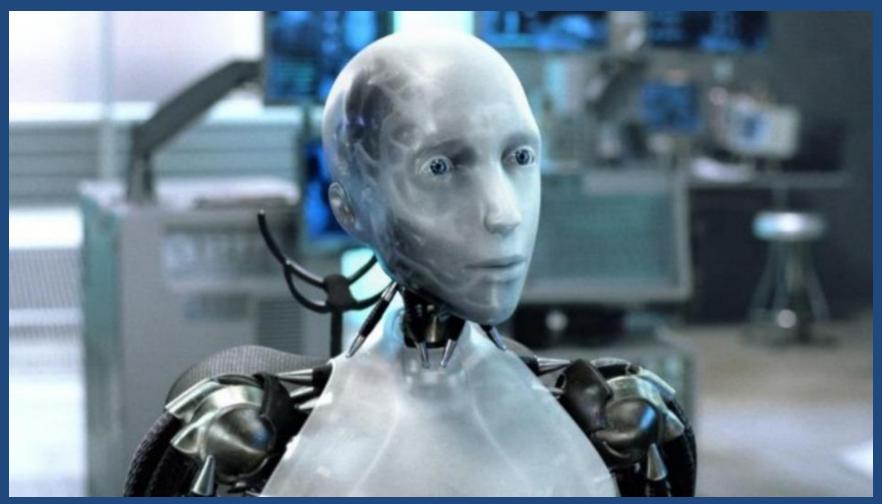
DESIGN CREATE IMPLEMENT







Brilliant Machines (Deep Blue and Mr. Watson) Can I Help You Think?



As Outline in *The Second Machine Age* by Erik Brynjolfsson and Andew McAfee 2014

Vision

The Best Way to Predict the Future is to Create It





FUTURE OF WORK SKILLS

COMPLEX PROBLEM SOLVING COGNITIVE ADAPTABILITY CRITICAL THINKING **CREATIVITY** EMOTIONAL INTELLIGENCE TEAM WORK AND UNDERSTANDING PEOPLE **NEGOTIATION** FLEXIBILITY (COVID-19) SERVICE MINDSET **ENTREPRENEURIAL**



The Timmons' Model of the Entrepreneurial Process





COB Mission

 To provide a quality business program that prepares students of diverse backgrounds for global career challenges and makes a positive contribution to the public and private sectors through effective instruction, impactful research and innovative community engagement



COB Structure

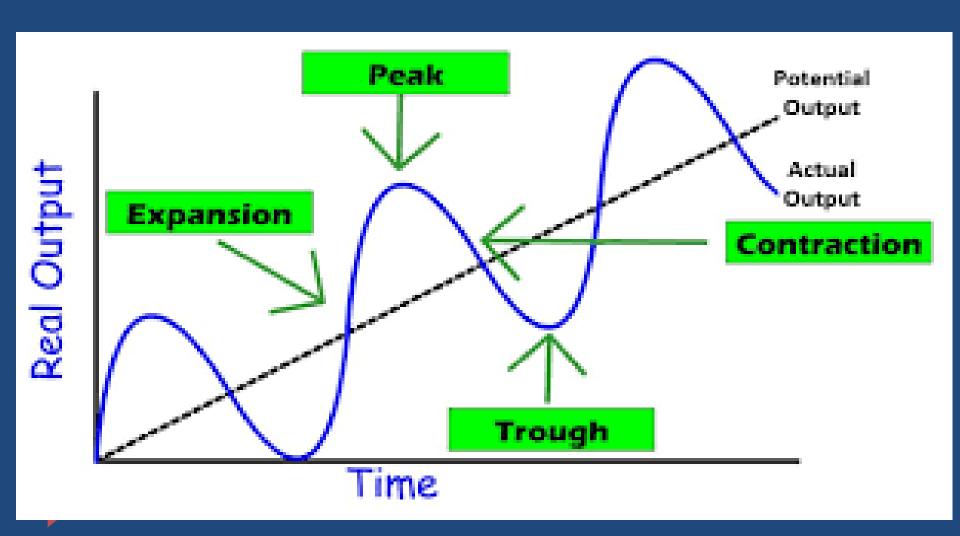
- Founded in 1937
- Undergraduate programs in:
 - Accounting
 - Finance (Economic and Insurance Concentrations)
 - Management (HR, MIS & Supply Chain Concentrations)
 - Marketing (with Professional Sales Concentration)
- MBA (JD and Online) program
- University Center for Economic & Entrepreneurial Development (EDA)
- College Advisory Council
- MBA National Board of Advisors
- Accredited in 1998 by AACSB International; the Association to Advance Collegiate Schools of Business.

Business Cycles

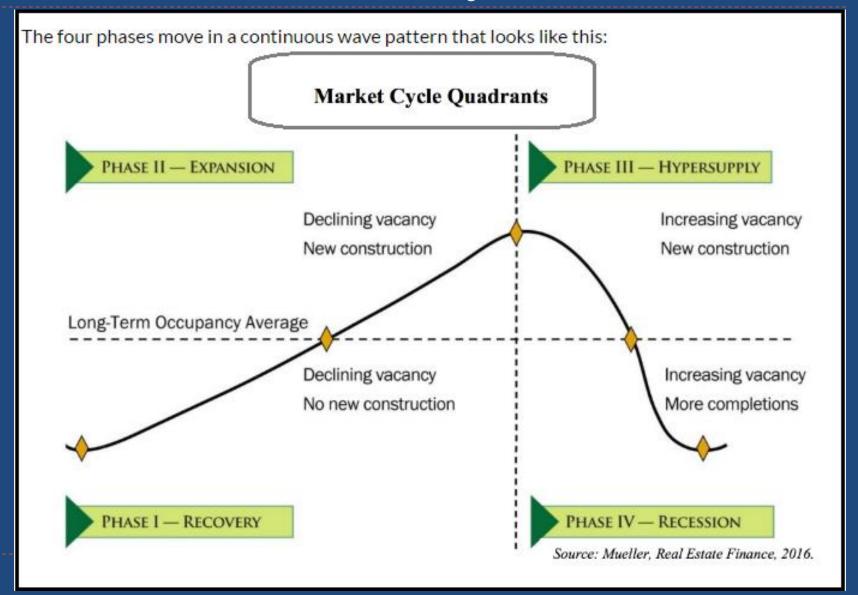
- The **business cycle** measures changes in gross domestic product (GDP), or **economic** activity, over time. There are four phases: of the Business Cycle: Recovery, Prosperity, Recession, and Depression
- Causes of the Business Cycle
 - Changes in Consumption
 - Changes in Investment Spending
 - Automobile
 - Housing
 - Changes in Government Fiscal and Monetary Policy



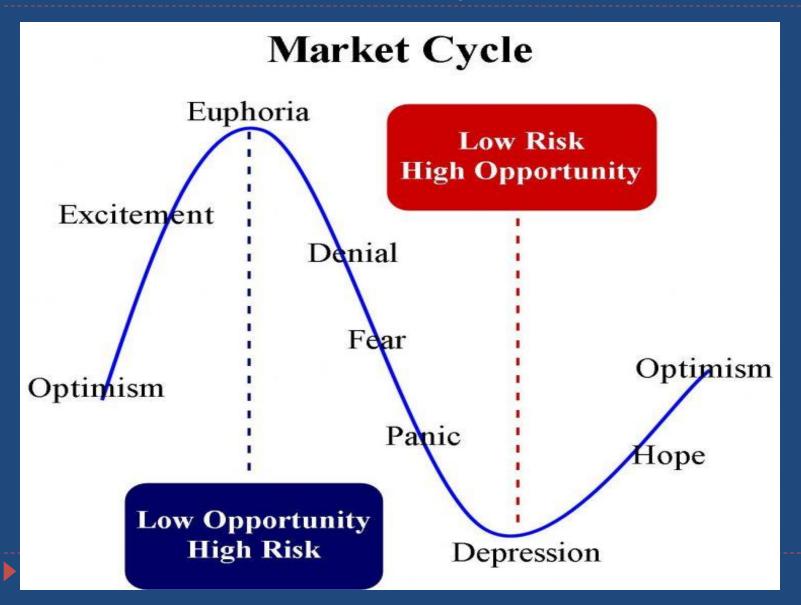
The **business cycle** measures gross domestic product, or **economic** activity, over time. In reality, the **cycle** rarely looks this neat, but this simplified **graph** shows its four phases: expansion, peak, recession, and trough. ... At the expansionary point in the **cycle**, GDP is increasing, and (usually) so is inflation.

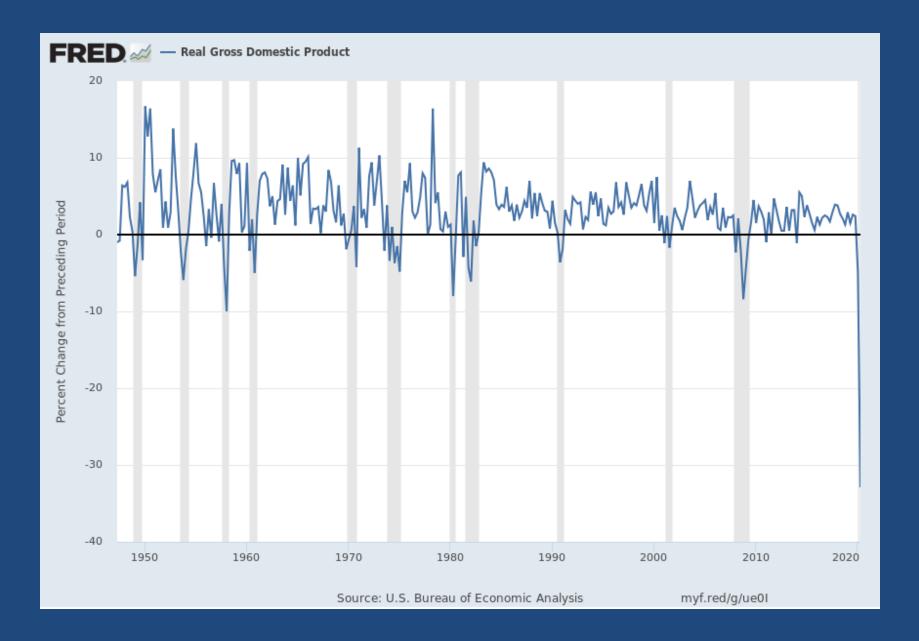


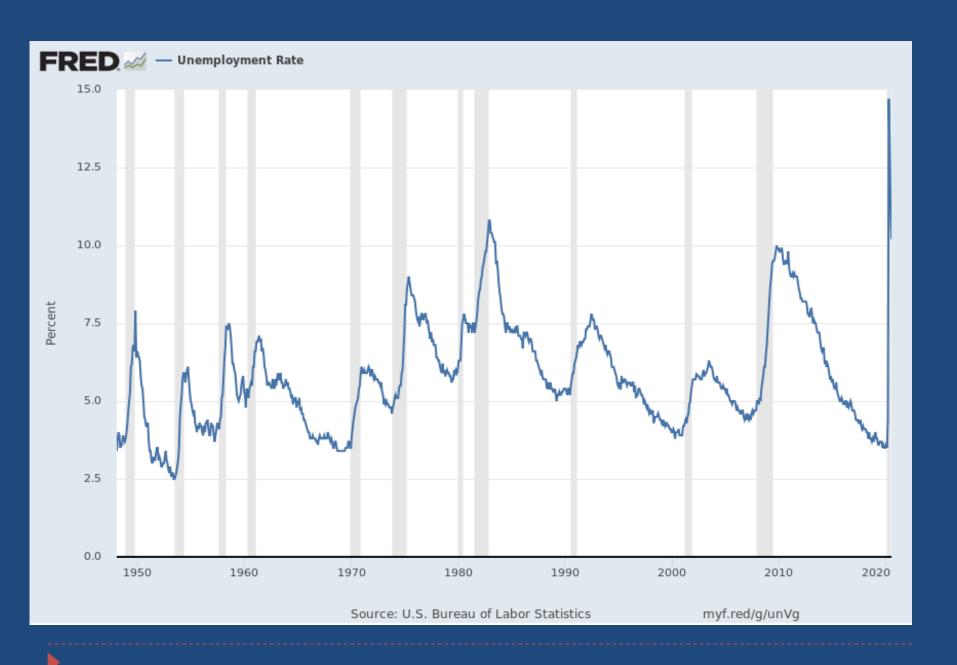
Real Estate Market Cycle



Real Estate Market Cycle

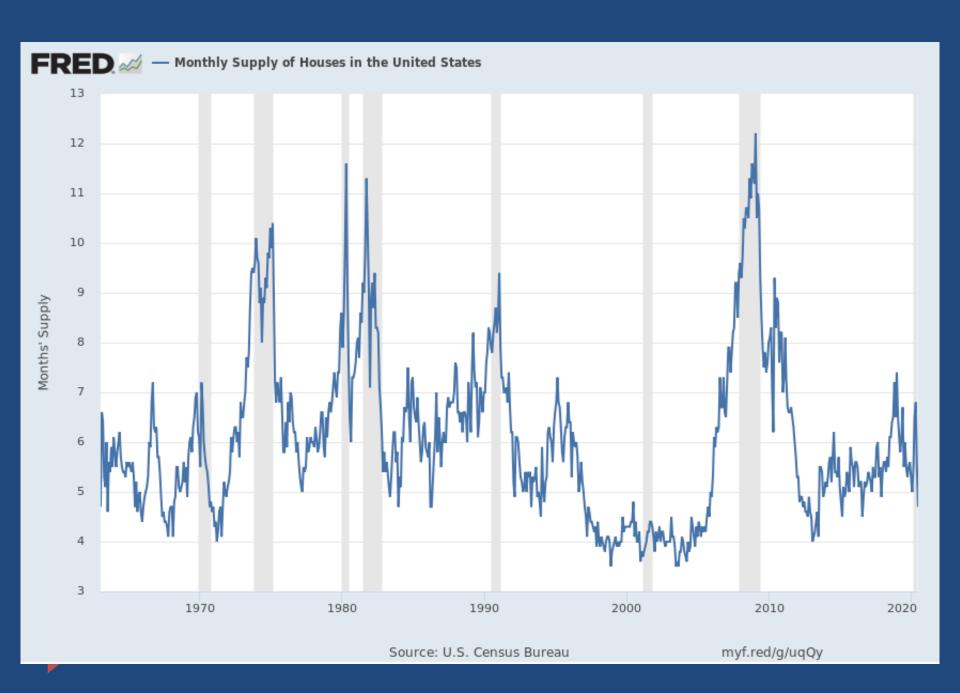


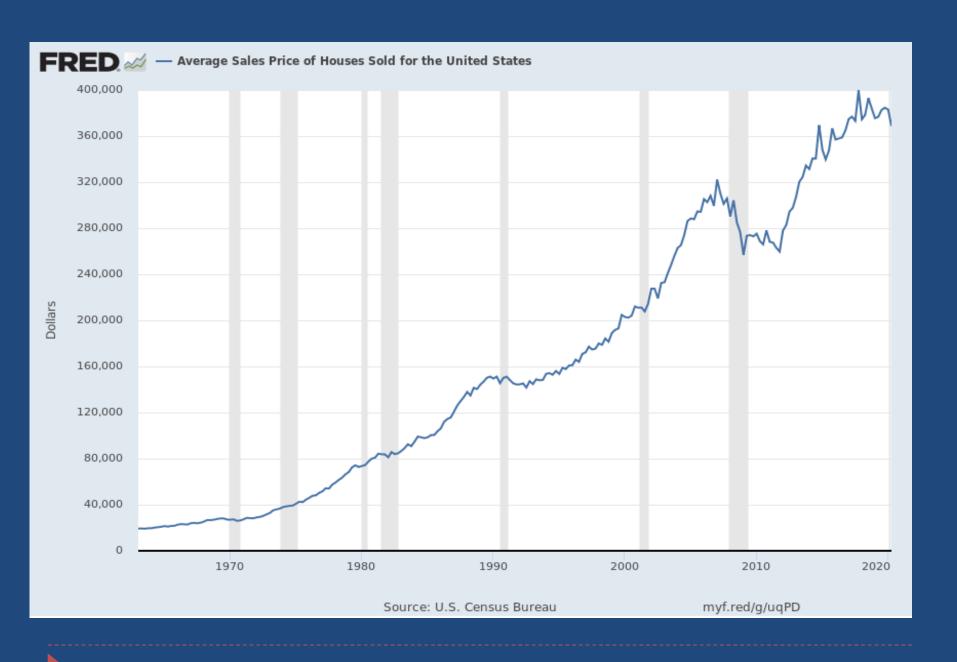


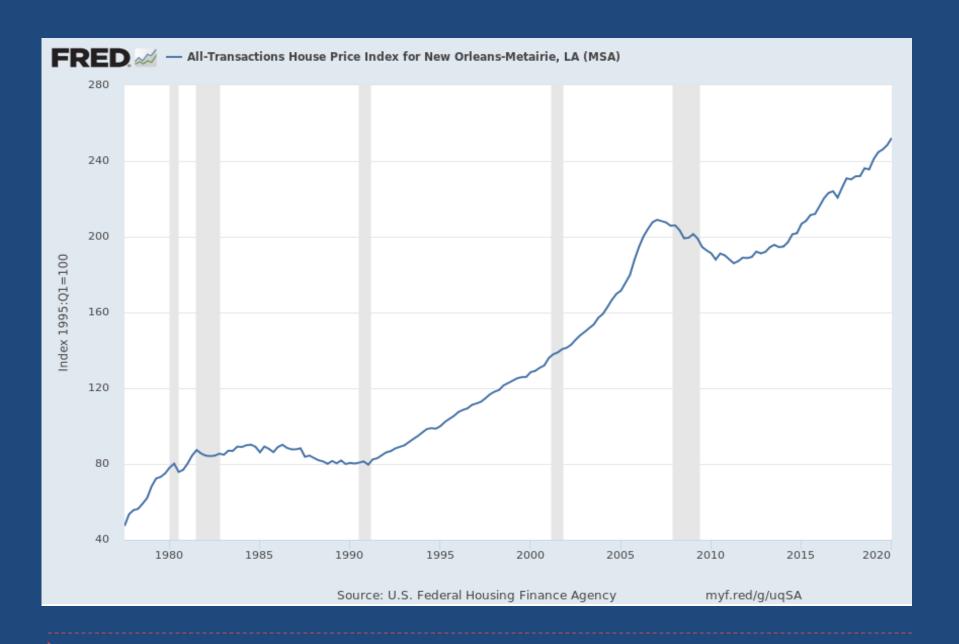


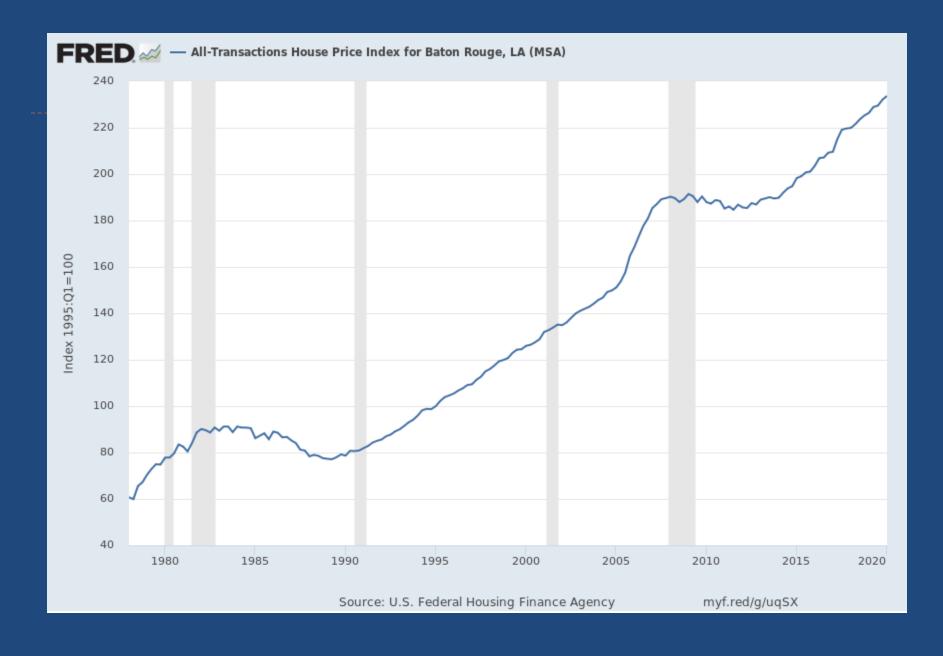


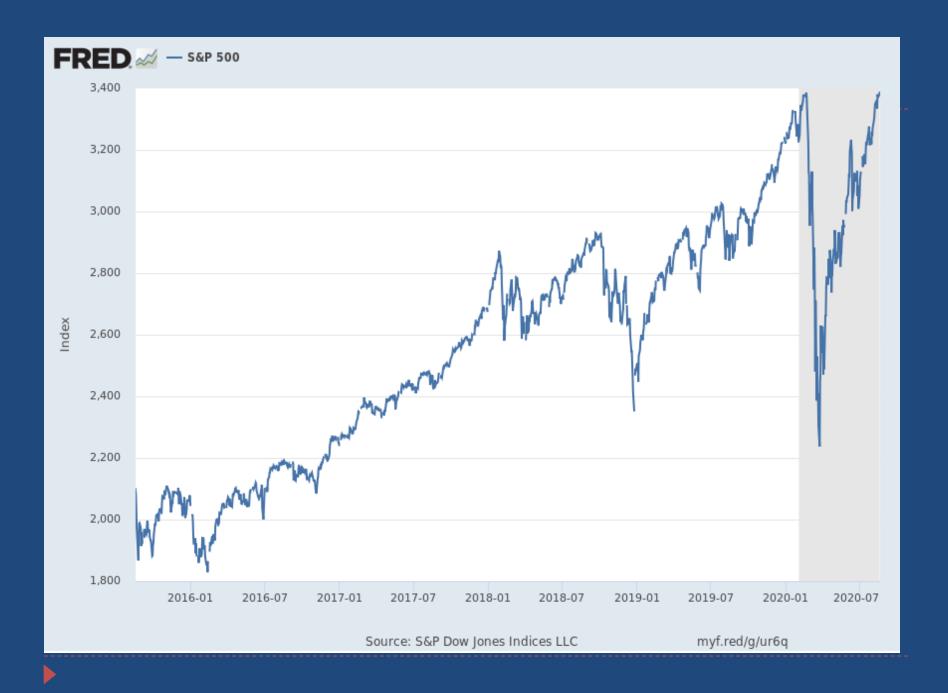


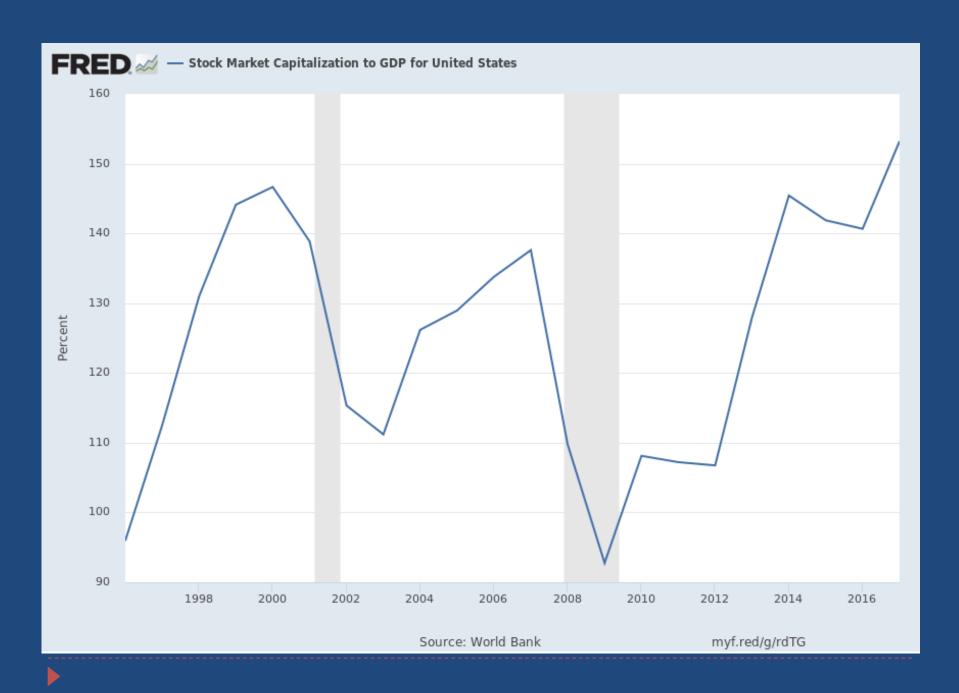












Questions and Answers

