

# “CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM”



Monroe Public Safety Center,  
1810 Martin Luther King Jr. Drive,  
Monroe, Louisiana

September 14 – December 14,  
2019, 9:00 AM – 1:00 PM,  
Saturday

PRODUCED BY

 **EDA University Center for  
Economic and Entrepreneurial  
Development, COB, Southern  
University, Baton Rouge**



**COMNET, LLC**

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# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

## Curriculum Overview

**Duration** of the program: **Forty-eight(48)** hours over twelve (12) weeks period, **September 14- December 14, 2019**

### Curriculum Learning Goal:

This program is designed to introduce the Center's certified Creating Neighborhood Developers(or Perspective Neighborhood Developers) into a mentorship program to develop renovation or new construction expertise on designated properties distributed by the local municipal government or a cooperative Endeavor Agreement or owned by the developer within the City of Monroe. After completing all the courses, program participants will become emerging developers by putting into practice (1) acquisition of properties, (2) identifying secured funding, and (3) basic project managements.

**Who can register:** Any perspective neighborhood developers or the Center's Certified Developers

**Where:** **City of Monroe Public Safety Center, 1810 Martin Luther King Jr. Dr., Monroe**

**When:** September 14 – December 14, 2019  
(Saturdays, 9:00-1:00pm)

### Contact:

- Ellen Hill, Department Head, Planning and Urban Development: 318-812-7443,
- Dr. Sung No: 225-773-8917,
- Dr. Donald Andrews: 225-921-3890, or
- Eric Porter, ComNet LLC: 225-205-6562

**Website:** [www.subruniversitycenter.org](http://www.subruniversitycenter.org)



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 1: Saturday: September 14, 2019, 9:00 AM to 1:00 PM.**

## **Program Review:**

- Mayor Jamie Mayo, City of Monroe
- Ellen Hill, Department Head, Planning and Urban Development, City of Monroe
- Eric L. Porter, Creator, Creating Neighborhood Developer. ComNet, LLC
- Lacy Baaheth, Lacy Baaheth & Assoc., Real Estate Broker, Real Estate Commissioner
- Dr. Sung No, Professor, Co-Director, Southern University EDA University Center

## **Course 1: Sustainable Neighborhood Development, Entrepreneurship and Small Business fundamentals, and Understanding the Impact of Business Cycles and Financial Market Condition**

**Course Description:** This session reviews how other neighborhoods, such as Soulsville neighborhood in south Memphis, have successfully been revitalized. This class also gives participants a constructive overview of not only neighborhood revitalization process but also sustainable neighborhood development process.

Running a micro/small business often requires that you become a jack-of-all-trades. It is therefore important to know early on the skills that you have and those that you will either have to learn or delegate to others. The key business skills to consider include (1) business and strategic planning, (2) basic accounting, (3) financial management, (4) people management, (5) marketing, (6) sales, and (7) operations managements. The class will go over these fundamentals during the program.

Practically, all businesses operate around certain business cycles. A business cycle refers to various stages of growth or contractions within a business, industry, or economy. Certainly, real estate is no exception. Timing the real estate cycle is crucial to achieving big returns on investment. This class is to provide the overview of the impact of business cycles and financial market condition on the availability of funds for the real estate industry.

**Duration:** 4 Hours

## **Presenters:**

- Dr. Donald Andrews, Dean of the College of Business-Southern University



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 2: Saturday: September 21 , 9:00 AM-1:00 PM**

**Course 2: Acquisition & QuickBooks Training:**

**Duration: 4 Hours**

This course is designed to provide beginning and small developers with the basic knowledge and methodology needed to identify, examine, and acquire properties for potential development projects through various processes: Blighted property acquisition; public bid process; inheritance; strategic planning.

QuickBooks training will be greatly rewarding for individuals/business owners who want to pay bills, invoice customers, create receipts, and reconcile checking accounts in one accounting book. In addition, the participants will learn how to manage accounts payable (A/P), account receivable (A/R), and assets, control inventory, and forecast future sales and finally generate reports.

**Presenters:**

- Dr. Ghirmay Ghebreyesus, Director, Southern University EDA University Center
- City of Monroe - City Attorney
- Jawaun Downs, Community Development Director, City of Monroe
- Deirdre Jones, Real Estate agent, Xavier University Properties, New Orleans, LA
- Raymond Brown, Attorney, Environmental and Title

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**WEEK 3: Saturday, September 28, 2019, 9:00 A.M-  
1:00 PM**

## **Course 3: Personal Finance**

Establishing short and long term financial goals is absolutely essential regardless of what life stage you are in. Well planned personal money management is the key to success in achieving all of your financial goals, along with a good credit management. The money management seminar provides practical strategies and techniques for YOU. The credit management class will help you understand the risks and consequences of bad credit or mismanagement of credit, and provides credit management strategies.

**Duration:** 4 Hours

### **Presenters:**

- Miranda Rocha, Todd Moffatt, Michael Roberts Joey Rocha, Rent Accelerator, Pearland, TX
- LaVon Burbank, Community Development Relationship Manager, Woodforest Bank, New Orleans, LA
- Official, Centric Federal Credit Union, Monroe, LA
- Siedda Hines, Mortgage Consultant, Baton Rouge, LA

# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM



**WEEK 4: Saturday, October 5, 2019, 9:00 AM- 1:00 PM**

**Course 4: Provisional Capacity Assessment**

**Duration: 4 Hours**

## **What will be covered:**

- (1) Assessment of your decision to become an emerging developer by evaluating the situation and whether or not you have the qualities and abilities to become a small developer.
- (2) Who are emerging developers? They are recent retirees, investment groups/clubs, and individual property owners.
- (3) How to leverage your funds with available grant money and engage investors to develop properties.

## **Presenters:**

- Nicole Barnes, Jericho Road Housing Initiative, New Orleans, LA
- Andreanecia M. Morris, Housing NOLA, Executive Director
- Marla Williams: Mt. Pleasant CDC, Monroe, LA
- Miranda Rocha, Todd Moffatt, Michael Roberts Joey Rocha, Rent Accelerator, Pearland, TX



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 5: Saturday, October 12, 2019, 9:00 AM - 1:00 PM**

**Course 5: Funding**

**Duration: 4 Hours**

This course is designed to provide a basic overview of loan packaging along with real-world examples and helpful tips. The course is directed to anyone who is interested in borrowing money to start, grow or expand his/her businesses. It also provide local and state entities to present the organizations housing and rental developers program to fund projects that provide safe, affordable housing for the people of Louisiana.

## **Presenters:**

- Will Campbell, Millenium Banking Consultants
- Brad Sweazy, Louisiana Housing Corporation Chief Operating Officer
- Jawaun Downs, Monroe Community Development Director
- Rinaldi Jacobs, Full Circle Development





# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 6: Saturday, October 19, 2019, 9:00 AM – 1:00 PM**

## **Course 6: Development & Construction**

This course provides information regarding the development and construction planning of a housing project. It will teach the emerging developer how to plan, implement, and achieve milestones in the development phase.

### **What will be covered:**

- (1) Planning: Emphasis on the importance of planning
- (2) The design phase of construction: Working with architects and engineers
- (3) Document administration: The procurement process for contractors
- (4) Environmental review process

**Duration:** 4 Hours

### **Presenters:**

- J.C. Ceaser, MBA, President, Red Horse Infrastructure Group, LLC
- Achilles Williams, CPA, Developer
- Earl L. Davis, local Construction Manager, ComNet
- Aaron Patten, Jr. Build-A-Home, Building Supplies, Natchez, MS



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 7: Saturday, October 26, 2019, 9:00AM-1:30PM**

## **Course 7: License-Permits-Certifications-Insurance**

Contractors' Licenses are required for developers who wish to build their own structures or renovate them. In some cases, they can maximize profits by building the structures themselves. The pros and cons of the two alternatives are highlighted.

### Topic 1: Developer/Contractor

A construction license is required for emerging developers who will not only serve as property developers, but would also like to become contractors. A representative from the Louisiana State Licensing and Contractors Board will present information concerning construction licensing.

### Topic 2: Permitting Process

All design plans and engineering plans must be approved by the local municipality. In Monroe the Department of Planning and Urban Development – Inspections Division approves all plans and issues permits after a Zoning Compliance Form is approved by Planning and Zoning Division in the same department. Information regarding this process will be presented.

### Topic 3: Certifications

Property development aimed at providing residential living spaces to special needs individuals, such as senior citizens, persons with disabilities, and veterans, involves special certifications for their tenants. Information regarding this process will be presented.

### Topic 4: Insurance 101

Acquiring the proper insurance, such as General Liability, Workers Compensation, Automobile and Professional Services Insurance is a must when developing properties. The instructor will detail the subject matter.

### **Presenters:**

- Ada Bell, Louisiana Small Business Development Center, Baton Rouge, LA
- Mr. Sherman Pittman, Professor, College of Business, Southern University A&M College
- Charles "Chuck" Sandifer, City of Monroe, Chief Building Official

**Duration:** 4.5 Hours.

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**WEEK 8: Saturday, November 2, 2019, 9:00 AM – 12:30 PM**

**Course 8: Understanding Blueprints, Bidding Projects, and Construction Documentation**

This course will cover the development of the design plans for the developer's project. It consists of technical drawings design, draft, diagram, scale drawings, outline, sketch, pattern, map and layout. It will be a guide for all aspects of developing a housing project whether renovation or new construction. The blueprint is a guide to estimate the cost of a project.

Also, this course will cover estimating and letting bids out to contractors for building your projects. At the end of this course, one should have a thorough understanding of estimating their projects and letting it out for bids to contractors properly and in compliance if government funds are expended. Software training is used as well as other means of estimating job costs.

**Presenters:**

- Roland Arriaga, Archi-Dinamica Architects, AIA, New Orleans, LA

**Duration:** 3.5 Hours



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 9: Saturday, November 9, 2019, 9:00 AM-  
1:00 PM**

## **Course 9: Estimating: Xactimate Training**

Small housing developments, such as single and multi-family construction require proper and precise cost estimation for development. By utilizing Xactimate software for cost estimation, emerging developers can enhance their competitiveness in winning state and local government-funded housing projects. The following will be covered in the Xactimate training (lecture & hands-on): Gathering loss information; sketching a diagram of the structure; selecting the related program cost; and reviewing and verifying estimate accuracy.

**Duration: 4 Hours**

### **Presenters:**

- Akintunde “Kin” Hardy, Estimator, ComNet
- Earl L. Davis, Xactimate 28 Trainer, ComNet
- Eric L. Porter, Xactimate Remodel, ComNet



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

**WEEK 10: Saturday, November 16, 2019, 9:00AM-1:00PM**

## **Course 10: Project Management, Contract Management and Scheduling**

The management of a development project requires the management of the entire job: Managing people, scheduling, planning, and budgeting. All of this is done to ensure that the project is done on time and on budget.

### **What will be covered:**

- (1) How to manage the funds that have been entrusted to the developer to start and complete the project.
- (2) Compliance and reporting are critical elements that must be adhered to when developing with federal funding sources. Basic information regarding various compliance reports is typically required for proper development.

**Duration:** 4 Hours

### **Presenters:**

- Eric L. Porter, ComNet, LLC
- Reginald Miles, ComNet, LLC



# **CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM**

**WEEK 11: Saturday, December 7, 2019, 9:00 AM-  
1:00 PM**

**Course 11: Creating Sustainable Neighborhood  
Developers Mentorship Program & Exam I**

**Duration: 4 Hours**

**Presenters:**

- Eric L. Porter, ComNet, LLC
- Dr. Donald Andrews, Dean, College of Business, Southern University A&M College
- Dr. Ghirmay Ghebreyesus, Director, Southern University EDA University Center
- Dr. Sung No, Southern University EDA Center



# **CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM**

**WEEK 12: Saturday, December 14, 2019, 9:00 AM-  
1:00 PM**

**Course 12: EXAM II and Certification Ceremony**

**Duration: 4 Hours**

**Presenters:**

- Mayor Jamie Mayo, City of Monroe
- Ellen Hill, Department Head, Planning and Urban Development, City of Monroe.
- Official, Mt. Pleasant CDC
- Eric L. Porter, ComNet, LLC
- Dr. Donald Andrews, Dean, College of Business, Southern University A&M College
- Dr. Ghirmay Ghebreyesus, Director, Southern University EDA University Center
- Dr. Sung No, Co-Director, Southern University EDA University Center

# Highlighted Presenters



Mayor James E. "Jamie" Mayo  
33rd Mayor of the City of Monroe,  
Louisiana

James was born in Monroe, LA and he has a B.S. in Business Administration from Northeast Louisiana University (ULM). For the last 20 years, James has worked for companies such as State Farm Insurance, Allstate Insurance, and JP Morgan Chase. He is married to Angela (Washington) Mayo, a retired educator, and they are proud parents of two children (Jared and Ashley) and a grandson (Tyler).

During his political life, he has served a District #5 City Councilman for the city of Monroe between 1995 and 2000. He was appointed Interim-Mayor in June 2001 and elected Mayor in October 2001 – to fill the unexpired term. Later he was re-elected Mayor in 2004, 2008, 2012, and 2016 respectively. As Mayor, he focused on economic development, public safety, partnerships in education, beautification, housing & growth, and marketing Monroe. Under his leadership, Monroe enjoyed a budgetary surplus; the city earned an AA bond rating and continue to build an overall fund balance of more than \$14 million.

These economic development projects highlight some of the achievements of his economic agenda: Monroe is home to the corporate headquarters for the nations' 3rd largest telecommunications company: Centurylink. IBM is constructing an application development and innovation center, which will be the anchor of a new 88-acre lifestyle community development establishment called Century Village. Monroe has built a Fire & Police Public Safety Center and a new Monroe Regional Airport Terminal. A new \$60-million-dollar water system improvement project is now underway. Monroe is currently pursuing a resiliency strategy in collaboration with the Ouachita Parish Police Jury and the City of West Monroe - to secure \$100-million for drainage and flood prevention projects.





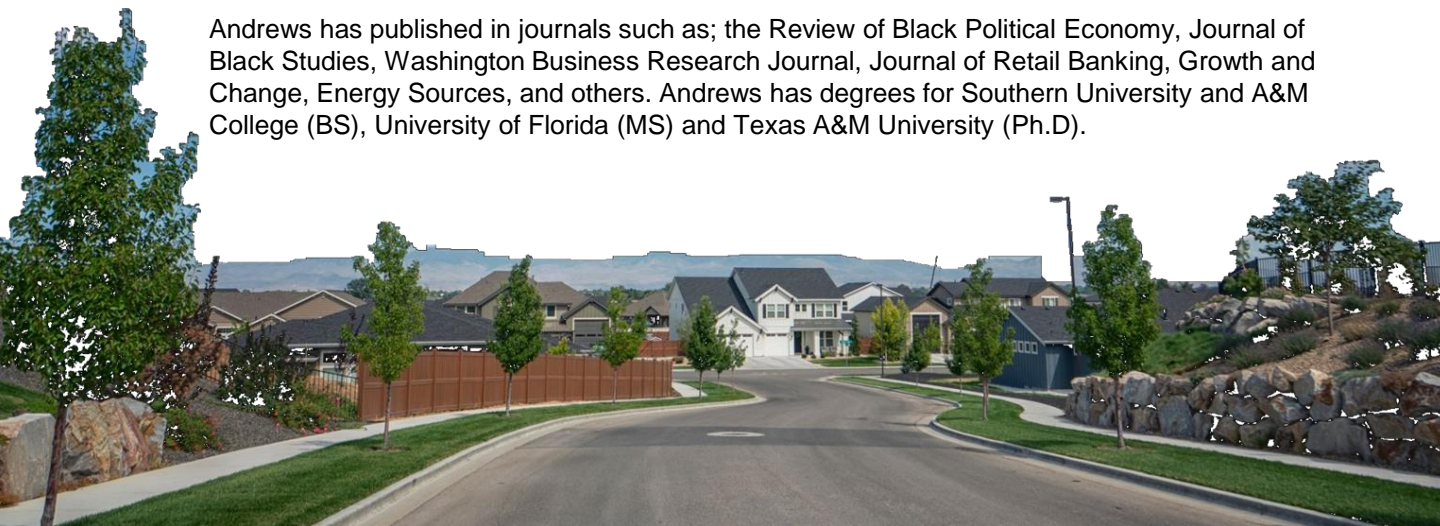
Dr. Donald Andrews, Dean,  
Southern University and  
A&M College

Dr. Donald Andrews serves as Dean of the College of Business at Southern University in Baton Rouge and provides the leadership to move the college forward based on a strategic planning process to achieve continuous improvement in the educational programs and services that are provided to the College's stakeholders. The College is accredited by the Association to Advance Collegiate Schools of Business.

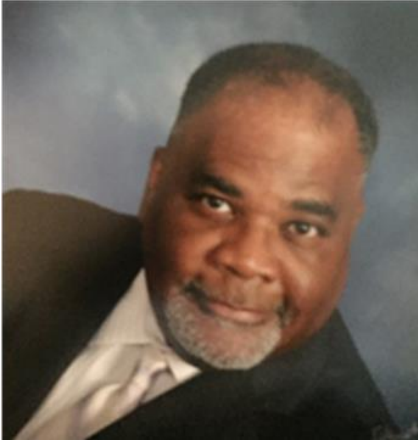
Dr. Andrews is a Recipient of Judges' Award for the Best Practice Initiative in university-based economic development and a leading-edge national example of regional transformation for economic prosperity at the 2018 Annual Summit of University Economic Development Association, Milwaukee, Wisconsin, 2018. He is the co-founder of "Creating Sustainable Neighborhood Developers' Program," which has been recognized by peers nationwide as an original, scalable, and sustainable solution which should be replicated.

As an economist, Andrews has over 40 years of experience in teaching, research and service. He was selected a Nissan Fellow to study entrepreneurship, participated in the Carnegie Mellon Fellows - Program Scholar Project University of Michigan, Master Teacher project at Georgia State University, the Multi-City Study of Urban Inequality at the University of Michigan, the Personnel Economics Program at Stanford University, the Price Babson Entrepreneurship program at the University of California at Berkeley, and Entrepreneurship Summit Programs at Babson College. He has worked on international grant projects in Uganda, Liberia, South Africa and Brazil. In May of 2011 he was a member of the Indiana University Study Tour to Brazil, the 2014 University of Connecticut Study Tour on Sustainability in Australia, and the University of South Carolina Study Tour to Southern Africa (Zambia, Botswana, Namibia and South Africa) in 2015.

Andrews has published in journals such as; the Review of Black Political Economy, Journal of Black Studies, Washington Business Research Journal, Journal of Retail Banking, Growth and Change, Energy Sources, and others. Andrews has degrees for Southern University and A&M College (BS), University of Florida (MS) and Texas A&M University (Ph.D).







Eric Porter,  
Creating Neighborhood  
Developer for  
Economically Distressed  
Areas

Eric Porter is a Recipient of Judges' Award for the Best Practice Initiative in university-based economic development and a leading-edge national example of regional transformation for economic prosperity at the 2018 Annual Summit of University Economic Development Association, Milwaukee, Wisconsin, 2018. He is the co-founder of "Creating Sustainable Neighborhood Developers' Program," which has been recognized by peers nationwide as an original, scalable, and sustainable solution which should be replicated. He is the senior partner with ComNet, LLC, founded in 1998. He had held various senior level positions with Emery Worldwide, AT&T and MCI Communications. In 2005, after a long corporate career, Eric embarked upon a new phase of his life: entrepreneurship. Armed with a severance package and a driving will to succeed, ComNet acquired Regional Broadband of Lafayette, LA. In the aftermath of Hurricane Katrina in 2005, the acquired start-up blew its projections off the charts. In 2006, ComNet, LLC expanded to include construction, construction management and program management services.





Roland Arriaga,  
Architect-Designer

Roland is a founding partner at Archi-Dinamica Architects, LLC in New Orleans, LA. His firm specializes in commercial and residential projects. It also helps clients navigate through the complexities of building code, design committees, and zoning regulations before starting developing work. His firm pre-designs project, and defines the unknown processes involved in obtaining plan approvals from various regulatory agencies. He has a Bachelors of Architecture-Barch from the University of Louisiana at Lafayette, and a General Business/Commerce degree from University from New Orleans.





**Licia Baaheth,  
Certified Distressed  
Property Expert (CDPE)**

Licia is the owner of Lacy Baaheth & Associates, a Real Estate Sales and Property Management Company. She is a Certified Distressed Property Expert (CDPE) with over 10 years of experience from the Parish of East Baton Rouge and the Louisiana Department of Transportation and Development. She has worked extensively on state projects such as; Louisiana Department of Transportation and Drainage Glen Oaks Drive Street Improvements (Plank Rd to McClelland Dr) Acquisition and Relocation Services. In 2009, she was contracted by the East Baton Rouge Sewerage Commission (EBROSCO) where she provided services such as; Identification of possible or other vested interests in subject property, completion of detailed Contact Logs with landowners to provide information for expropriation. In 1996, She pursued a degree in chemistry from Southern University and A&M college. Licia officially acquired her real estate broker's license in 2006.







Nicole Barnes,  
Executive Director,  
Jericho Road Episcopal  
Housing

Nicole is the executive director at Jericho Road Episcopal Housing Initiative in New Orleans. She has been the New Orleans area Director for Builders of Hope between April 2011 and February 2012. She served as a Vice President - Homeownership Programs in Housing Authority of New Orleans from November 2006 to April 2011. Barnes received her Doctorate in M.P.A. Public Administration at Southern University and Agricultural and Mechanical College at Baton Rouge in 1995. He has her B.A. in Political Science from Xavier University of Louisiana.





**Will Campbell**  
Vice President, Essential  
Federal Credit Union

Will has been the VP of commercial services and mortgage retail -- at Essential Federal Credit Union in Baton Rouge, Louisiana since 2016. He is also a Managing Partner at Millennium Consulting Network Inc. Campbell has worked as an adjunct professor at Southern University and Agricultural and Mechanical College at Baton Rouge since 2016. He has also served as the SBA manager VP for Louisiana Capital One Bank from 2014 to 2016. Will was Director of Louisiana Small Business Development Center from January 2010 to April 2014, in Baton Rouge, LA. Will received his Master of Arts – MA at Liberty University, and a BA in management in 2015. He also has a certificate of entrepreneurship from Babson College. Will received a Bachelor of Science in management and military science at University of South Alabama, Activity Alpha Phi Alpha ROTC.





J.C. Ceaser  
Real Estate  
Developer/Lecturer

J.C. Ceaser is President of Red Horse Infrastructure Group, Baton Rouge, LA. He also served as Deputy Housing Director at Louisiana Recovery Authority and Project Manager of Louisiana Housing Finance Agency. He received a master's in science – MS Sustainable Real Estate development at Tulane University New Orleans, LA.







Dr. Ghirmay S. Ghebreyesus,  
Director, EDA University Center  
Chair, Department of Accounting,  
Economics, and Finance,  
SUBR, Baton Rouge, LA

Ghirmay S. Ghebreyesus, Department Chair and Professor, Doctor of Philosophy in Economics (Strathclyde University in Glasgow, Scotland), M.Sc. in Economics (Strathclyde University, Glasgow, Scotland), and Director of EDA University Center for Economic and Entrepreneurial Development. His work has appeared in *The International Journal of Business and Economics*, *The International Journal of the Academy of Business and Public Administration*, *Journal of Economic Development*, *Journal of International Economics*, *The African Economic and Business Review*, *Scandinavian Journal of Development Alternatives*, *Journal of Business and Economic Studies*, and *The Journal of Economics and Economic Education Research*. Developed international projects in Armenia, Liberia funded by Federal agencies and participated in several faculty development programs and professional conferences and workshops.







Siedda Hines  
Mortgage Expert,  
GMFS Mortgage

Siedda's work involves helping others build wealth through homeownership. Her services range from conventional, Jumbo, and Government mortgage programs such as FHA loans, to VA loans for Veterans, USDA Rural Development home loans, residential, investment, construction, land, and home equity loans. She served as a Project Coordinator at Complete Construction Contractors, L.L.C. in April 2016 to January 2017 in Baton Rouge, Louisiana. As the project coordinator/client liaison, she helped facilitate the disaster recovery process between the client and the general contractor. She was part of the Women's Track and Field Team at Louisiana State University between August 2009 to May 2013. Siedda received her Bachelor's degree, in Sports Administration at Louisiana State University in 2013.





Rinaldi Jacobs Sr.  
CEO,  
Full Circle Development, LLC

I am faith-grounded and driven to be a servant leader of leaders. My background is one of a broad range of experiences. My early professional years were spent between broadcasting and being a political operative. This led me to work for different media outlets and several political campaigns. While both tracked well with my degree (BA-Political Science and Masters in Media & Communications) from Southern University and Agricultural and Mechanical College at Baton Rouge. I decided to move into the business world. Having worked as a retail manager, sales manager, marketing director, and operations manager has given me a solid foundation and various experiences.

In the 1990's I started my own successful business. We brought it back to life after a fire that nearly ruined it. The next move was into the banking and mortgage industry. This move allowed tours of various banks such as National City Bank, Wells Fargo and Liberty Bank. While being a licensed mortgage banker, I opened my own mortgage brokerage. This invaluable experience gained, widened the drive into ownership of a real estate development company, Full Circle Development, LLC. This eventually led to a 100 home development. The evolution into real estate development is a natural along with construction and demolition. In the last 3 years Full Circle Development has opened the doors on several other business opportunities in scrap metal and demolition work.

We now have a focus on North Baton Rouge and all the great opportunities that await this sleeping giant. Southern University will also be a part of our gift back to the community. But yesterday is history, tomorrow is a mystery, today is the present. (a gift). Take advantage of it. What was once old is merely brought back to life. As in the book of Proverbs "There is nothing new under the sun".





Andrea Morris  
Executive Director,  
Housing NOLA

Andrea is an advocate for affordable housing. She serves as the Executive Director for Housing NOLA, a public, private partnership empowered to implement a 10-year plan for ending housing insecurity for all New Orleans by fostering community empowerment within New Orleans neighborhoods and managing the collaboration of government entities, nonprofits, business owners, advocates, and community leaders. Morris has been responsible for developing and implementing the organization's homeownership plan and managing its soft-second mortgage administration programs. Morris has participated in agency-level policy decisions and advised the agency's administration on the public relations consequences. She has produced and disseminated material designed to stimulate interest, cooperation, and acceptance in program participants, staff, officials, and the general public. She managed the Section 8 Department's marketing and communications needs, including public relations, event coordination, electronic media, special programs, and information dissemination. Andrea received B.A. in Communications and Sociology at Loyola University New Orleans. She has High School Diploma at West St. John High School.







Dr. Sung C. No  
W.E. "Bill" Tucker  
Endowed Professor,  
SUBR, Baton Rouge

Dr. Sung C. No is a Recipient of Judges' Award for the Best Practice Initiative in university-based economic development and a leading-edge national example of regional transformation for economic prosperity at the 2018 Annual Summit of University Economic Development Association, Milwaukee, Wisconsin, 2018. He is the coordinator of "Creating Sustainable Neighborhood Developers' Program," which has been recognized by peers nationwide as an original, scalable, and sustainable solution which should be replicated. He has been a co-Director of EDA University Center for Economic and Entrepreneurial Development at Southern University for seven years. He also holds W.E. Tucker Endowed Professorship and runs the 21Century Financial Analysis and Security Trading Lab. He strives to fulfil the mission of AACSB International: Engagement, Innovation, and Impact at Southern University and A&M College. He engages in numerous outreach and workforce developments across the State of Louisiana, initiates innovative ideas and publications, and makes a positive impact on the University Center's stakeholders. He was a recipient of Teacher of the Year at College of Business from 2005 -2009 each year in a row, the Chancellor's Award for Excellence in Teaching in 2014 and the System President's Teaching Excellence in 2014.







Sherman Pittman  
President,  
the Gemini Group LLC

Mr. Pittman is authorized by the Louisiana Department of Insurance to teach 13 insurance courses, such as fundamentals of Risk and Insurance, Life Insurance and Professional Financial Planning, Employee benefits, and Property and Liability Insurance at Southern University and A&M College. He is president of the Gemini Group LLC, which markets and sells all lines of commercial and personal lines insurance, as well as, provides Investment and financial planning services. In the past, he served on a member committee to underwrite insurance for the New Orleans Convention Center, and the New Orleans Airport. He also conducted all training activities for his agency. He holds Life, Health and Accident License Property/Casualty License Former member of FINRA (series 6 license). Currently, he serves as Chairman of the Board Group of independent insurance agents organized to assist with the underwriting of large and unique insurance risks.



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

MEMO



# CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

## Contact Information:

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Dean, College of Business, Southern University  
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**Dr. Ghirmay Ghebreyesus**,

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Center

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## SPECIAL THANKS TO



*Mount Pleasant CDC*

