

“CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM”

Virtual Class



PRODUCED BY

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



COMNET, LLC

**T.T. Allain Hall (College of
Business) Southern University
A&M College**

**August 22– October 17, 2020
9:00 AM – 1:00 PM
All Saturdays**

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CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

Curriculum Overview

Curriculum Learning Goals:

This program is design to accelerate the center's recent Sustainable Developer' Certification student into a mentorship program to develop via renovation or new construction, designated properties distributed by the local Municipality or the local Regional Development Authority or Landbank, via a Cooperative Endeavor Agreement. Once the emerging developer complete all of the courses, they will be knowledgeable in the following areas: acquisition of properties, provisional capacity, identifying secured funding, estimating and basic project managements.

- **Duration of the Curriculum: Twenty-four (24) hours over a Six (6) week period.**
- **Who can register:** Any perspective neighborhood developer.

Virtual Mentorship Program

Presented By

SU EDA University Center for Entrepreneurial
and Economic Development

and

ComNet, LLC

- **Where: Virtual classroom, ZOOM Conferencing**
- **When: August 22, 2020 – October 17, 2020**
(Saturdays, 9:00-1:00pm)

Contact:

- Marilyn Doherty: 225-771-5191
- Dr. Sung No: 225-773-8917,
- Dr. Donald Andrews: 225-921-3890, or
- Eric Porter, ComNet LLC: 225-205-6562

Website: www.subruniversitycenter.org

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

WEEK 1: Saturday, August 22, 2020

9:00AM - 1:00 PM

Course 1: The State of Real Estate Development: The New Normal Acquisition - Cooperative Endeavor Agreements

Speakers:

- Dr. Donald Andrews: Dean of the College of Business, Southern University.
- Dr. Ghirmay Ghebreyesus - Director, SU EDA University Center
- Eric Porter, ComNet, LLC:
- Cedric Grant, Grant Management LLC
- Deidra Jones, Real Estate Agent, Xavier University Properties, New Orleans, LA.

What will be covered:

Blighted and other property acquisitions

Properties that were abandoned and acquired by a municipality through the adjudicated process. Properties that were adjudicated and transferred to a landbank. Direct purchasing of properties and inheritance properties.

Public Bid Process

The local municipality or sheriff will dispose of these properties through a bidding process.

Inheritance

These are properties that are passed down through family wills, successions or titles.

Purchase Properties

The developer directly purchases the property from an owner via a monetary transaction.

Strategic Planning

Basic template for developing an acquisition plan.

Who should attend:

Individuals who desire to become Neighborhood Developers or small rental property landlords.



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

WEEK 2: Saturday, August 29, 2020

9:00 AM to 1:00 PM

Course 2: Capacity Building and Funding Sources

Capacity Building: During this session you will learn about personal equity/wealth, how you add-on funding to implement a desired project. How to improve and retain skills, knowledge, tools, equipment and other resources needed to complete a project.

Capacity Building in the New Normal: Why as developers, you need to know about market assessments, and not max-out emerging developers' equities in the pandemic. How to benefit from advocates in terms of needs and benefits.

Funding Sources: During this session you will learn about funding sources and providing resources to finance a program or project. Those sources include credit, venture capital, donations, grants, savings, subsidies, leveraging, and taxes and lastly, cash.

Speakers:

- Nicole Barnes, Executive Director, Jericho Road Episcopal Housing Initiative, New Orleans
- Andreanecia Morris, Exe. Director, Housing NOLA, Chair, of Greater New Orleans Housing Alliance
- Matthew Sims, Sr. VP Commercial Lending, Liberty Bank, New Orleans
- Rinaldi Jacobs, President, Full Circle Developments
- Matthew Sims, Sr. Vice President, Commercial Lending, Liberty Bank & Trust.

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WEEK 3: Saturday, September 5, 2020

9:00 AM to 1:00 PM

Course 3: License, Certifications, Insurance, Taxes and Organizational Management

Course Description: During this session you will learn about licensing, certifications, types of insurance and bonding, and the importance of management in business.

The course also teaches the importance of having knowledge of Louisiana business law, federal income tax and state withholding income taxes.

Presenters:

- Ada Michelle Bell, *Louisiana Small Business Development Center*
- Mel Robertson, *3M Global LLC, Consulting Management Firm*
- Agnes Andrews, *Insurance Consultant*
- Dr. Sung No, *Professor, College of Business – Southern University.*

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WEEK 4: Saturday, September 12, 2020

9:00 AM to 1:00 PM

Course 4: Design: Understanding Construction Drawings

During this session you will learn about bidding construction jobs out and bidding jobs internally and estimating the cost of your project.

Course 5: Construction beyond the Housing Development Award in a present and post COVID World.

During this session you will learn how one starts once their proposal has been accepted by a funding source, a municipality and/or a community development corporation.

- Environmental Procedures

Presenters:

- Roland Arriaga : Archi Dinamica, Architects
- J.C.Ceaser: President and Developer, Red Horse Infrastructure Group, LLC and Republic Development Partners (RDP)
- David Timoll - Neighborhood Restoration of Baton Rouge, LA.
- Brett Blake
CEO, Crest Developers



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WEEK 5: Saturday, September 19, 2020

9:00 AM to 1:00 PM

Course 6: QuickBooks

During this hand on training session you will learn how to track, organize, and manage your business utilizing an accounting software package.

Speaker: Achilles Williams, CPA

Course 7: Xactimate Awareness

During this session you will learn about using Xactimate Awareness for construction renovation, new construction, and insurance proof of loss claims appeals.

Speakers:

- Michael Roberts and Miranda Rocha
Rent Accelerator
- Eric L. Porter... ComNet, LLC
- Kimberly Toups ... ComNet, LLC



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WEEK 6: Saturday, September 26, 2020

9:00 AM to 1:00 PM

Course 8: Environmental Issues in Real Estate

When a person is buying or selling a piece of real estate, they need to be aware of the common environmental issues that could affect the transaction. The presenter will go over environmental issues in real estate.

Course 9: Project Management:

During this session you will learn about the practices of initiating, planning, executing, controlling, and closing the work of projects to achieve specific goals and meet specific success criteria at the specified time. In an effort to reduce the spread of COVID, utilizing new considerations for technology infrastructure and access management for properties, projects can be done on-time with a new normal concept.

Speakers:

- **Dr. Ghirmay Ghebreyesus,**
Director, Southern University EDA University Center
- **Raymond A. Brown**
Esq. MS, MBA
- **Eric L. Porter... ComNet, LLC**
- **Earl L. Davis – ComNet, LLC**



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Week 7: Saturday, October 3, 2020

Course: Exam Preparation



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Week 8: Saturday, October 10, 2020

8:30 AM to 10:30 AM

EXAM



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Week 9: Saturday, October 17, 2020

8:30 AM to 1:00 PM

VIRTUAL GRADUATION

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



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@ 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

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WEEK 2

Saturday

August 29

9:00 AM-1:30 PM

Course 2: Capacity Building and Funding Sources

- 9:00 Welcome
Eric Porter
President, ComNet LLC
- 9:05 **Provisional Capacity**
Andreanecia Morris
Executive Director of Housing NOLA
President, Greater New Orleans Housing Alliance
- 10:10 Southern University EDA University Center for
Economic and Entrepreneurial Development
Donald Andrews
Dean,
College of Business, SUBR
- 10:15 **Capacity Building**
Nicole Barnes
Executive Director,
Jericho Road Episcopal Housing Initiative
- 11:15 Break
- 11:20 **Lending**
Matthew Sims, Sr.
Vice President,
Commercial Lending, Liberty Bank & Trust.
- 12:25 **Funding Sources**
Rinaldi Jacobs
President, Full Circle Development,
Baton Rouge, LA.
- 1:30 Closing
Sung No
Co-director,
Southern University EDA University Center
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WEEK 3
Saturday
Sep. 5
9:00 AM-1:00 PM

Course 3: License, Certifications, Insurance, Taxes and Organizational Management

- 9:00 Welcome
Eric Porter
President, ComNet, LLC
- 9:10 **Licenses-Permits-Certifications**
Ada Bell
Director,
Louisiana Small Business Development Center (LSBDC)
at Southern University
- 10:15 Course Overview
Eric Porter
Co-founder,
CSND at Southern University EDAUC
- 10:20 **Organizational
Management**
Mel Robertson,
3M Global, LLC
- 11:20 Break
- 11:30 **Introduction**
Eric Porter
- 11:35 **Insurance**
Agnes Andrews
Allstate Insurance Agency
Baton Rouge, LA.
- 12:50 Closing
Sung No
Co-director,
Southern University EDA University Center
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WEEK 4
Saturday
Sep. 12

9:00 AM-1:00 PM

Course 4: Design: Understanding Construction Drawings & Construction beyond the Housing Development Award in a present and post COVID World.

- 9:00 Welcome & Introduction
Eric Porter
Co-founder,
CSND at Southern University EDAUC
- 9:10 **Design: Understanding Construction Drawings**
Roland Arriaga
AIA Architect,
Archi-Dinamica Architects, LLC
New Orleans, LA
- 10:15 Introduction
Dr. Donald Andrews
Dean,
College of Business, SUBR
- 10:20 **Construction beyond the Housing Development**
David Timoll
Neighborhood Restoration of Baton Rouge, LA.

Brett Blake
CEO,
Crest Developers
- 11:35 Break**
- 11:40 Introduction
Eric Porter
- 11:45 **Construction beyond the Housing Development**
J.C. Ceasar
President, Republic Development Partners,
President, Red Horse Infrastructure Group
- 12:55 Closing
Sung No
Co-director,
Southern University EDA University Center
-

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WEEK 5

Saturday

Sep. 19

9:00 AM-1:00 PM

Course 6 & 7: Credit Score Ready - Xactimate Remodel - QuickBooks

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|-------|---|
| 9:00 | Welcome <i>Eric Porter</i> Co-founder, CSND at Southern University EDAUC |
| 9:05 | Credit Score Ready <i>Michael Roberts and Miranda Rocha</i> Rent Accelerator |
| 10:15 | Introduction <i>Eric Porter</i> ComNet, LLC |
| 10:15 | Xactimate Design <i>Kimberly Toups</i> ComNet, LLC |
| 10:45 | Xactimate Remodel <i>Eric Porter</i> ComNet, LLC |
| 11:25 | Break |
| 11:30 | Introduction <i>Dr. Donald Andrews</i> Dean, College of Business, SUBR |
| 11:40 | QuickBooks <i>Achilles Williams,</i> CPA. |
| 12:50 | Closing <i>Sung No</i> Co-director, Southern University EDA University Center |

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WEEK 6

Saturday

Sep. 26

9:00 AM-1:00 PM

Course 8 & 9: Environmental - Project Management

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|-------|---|
| 9:00 | Welcome <i>Dr. Ghirmay Ghebreyesus</i> Director, Southern University EDA University Center |
| 9:10 | Introduction <i>Eric Porter</i> Co-Founder CSND |
| 9:15 | Environmental Issues in Real Estate Raymond A. Brown Esq. |
| 10:15 | Introduction Dr. Ghirmay Ghebreyesus Director, Southern University EDA University Center |
| 10:20 | Project Management <i>Eric Porter</i> ComNet, LLC |
| 11:20 | Break |
| 11:30 | Project Management (Cont'd) <i>Eric Porter</i> ComNet, LLC |
| 12:45 | Exam Process <i>Dr. Sung No</i> Co-director, Southern University EDA University Center |
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SPECIAL THANKS TO

