

“CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM”



PRODUCED BY

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



COMNET, LLC

**Room 313, T.T. Allain Hall (College
of Business) Southern University
A&M College**

**March 21– May 16, 2020
9:00 AM – 1:00 PM
All Saturdays**

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CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

Curriculum Overview

Duration of the program: **twenty-two and half hours (22.5)** over a seven (7) week period, **March 21- May 16, 2020**

Curriculum Learning Goal:

This program is designed to introduce the Center's certified Creating Neighborhood Developers (or Perspective Neighborhood Developers) into a Real Estate housing development training program to develop, renovate or provide new construction expertise on designated properties distributed by the local municipal government and or rural areas of the state of Louisiana. 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 amongst other expertise. In the end, there's an examination. Those who pass the exam with a 70% score or greater will receive a "Creating Sustainable Neighborhood Developers" Certification from Southern University College of Business EDA Center.

Who can register: Any perspective neighborhood developer.

Where: 21st Century Global Communications Center
Room 313, T.T. Allain Hall (College of Business)
Southern University A&M College

When: March 21, 2020 – May 16, 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: March 21, 2020; 9:00 AM to 1:00 PM.

Program Review:

- Dr. Donald Andrews, Dean, College of Business
- Eric L. Porter, Creator, Creating Neighborhood Developer. ComNet, LLC
- Dr. Ghirmay Ghebreyesus, Director, Southern University EDA University Center
- 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 must 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: 30 Minutes

Presenters:

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

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WEEK 1: Saturday: March 21st , 9:00 AM-1:00 PM

Course 2: Acquisition:

Duration: 1.5 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 and municipality donations.

Presenters:

- Nicole Barnes – Executive Director, Jericho Road Episcopal Housing Initiative

WEEK 1: Saturday: March 21st, 9:00 AM – 1:00 PM

Course 3: Provisional Capacity Building:

Duration: 1.5 Hours

- (1) Assessment of your decision to become an emerging developer by evaluating the situation and whether you have the qualities and abilities to become a small developer.
- (2) How to leverage your funds with available grant money and engage investors to develop properties.
- (3) Awareness of Housing advocating for affordable housing policies and funding at the local, state and federal levels.

Presenters:

- Andranecia Morris – Executive Director, HousingNOLA



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WEEK 2: Saturday, March 28, 2020, 9:00 A.M-1:00 PM

Course 4: Personal Finance

Establishing short- and long-term financial goals is essential, regardless of what life stage you are in. Well planned personal money management is the key to success in achieving all 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: 3.30 Hours

Presenters:

- Will Campbell, President Millennium Consulting Network, Inc.
- Siedda Hines, Sr. Mortgage Consultant, Baton Rouge. LA
- Terry Brown, Guaranty Bank
- Michael Roberts & Joey Rocha,

Rent Accelerator

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WEEK 3: Saturday, April 4, 9:00 AM- 1:00 PM

Course 5: QuickBooks

Duration: 1.30 Hours

What will be covered:

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.

Presenter:

- Achillies Williams, C.P.A., C.G.M.A.

Course 6: Construction: Beyond the Housing Development Award:

How does one start once their application or business plan has been accepted by a funding source, a municipality and or a community development corporation.

Duration: 1.15 Hours

Presenter:

JC Ceasar, President

Course 7: Funding

This course is designed to provide a basic overview of loan packaging. 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.

Presenter: Rinaldi Jacobs, Full Circle Development

Duration: 1:15 Hours



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WEEK 4: Saturday, April 18, 9:00 AM - 1:00 PM

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

Duration: 2.30 Hours

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

Course 9: Licenses – Permits – Certifications

Duration 1:15 Hours

How to acquire Construction Licenses. Pull construction permits and obtain state certifications.

Presenter:

Ada Womack, Business Consultant

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WEEK 5: Saturday, April 25, 2020, 9:00 AM – 1:00 PM

Course 10: Xactimate

Duration: 2.0 Hours

Xactimate Xactware Solutions provide computer software solutions for professionals involved in estimating all phases of building and repair. It provides claims estimating, contents replacement, packout, packback, claims management. It also provides estimates for remodeling and new construction of residential and small commercial jobs.

Presenter:

Eric L. Porter, President of ComNet, LLC

Course 11: Insurance:

Duration: 1.30 Hours

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

Presenter:

Agnes Andrews, Agent

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WEEK 6: Saturday, May 2, 2020, 9:00AM-1:30PM

Course 12: Construction: New Construction and Renovations:

The process of implementation of single family and multifamily homes utilizing buildings and infrastructure construction.

Duration: 1.30 hours

Presenter: David Timoll, Neighborhood Restoration of Baton Rouge.

Course 13: Project Management

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.

Presenters: Eric L. Porter

Duration: 1.30 Hours

Examination Preparation:

Dr. Sung No:

Duration 45 Minutes:

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WEEK 7: Saturday, May 9, 9:00 AM – 11:30 AM

**Exam: Creating Sustainable Neighborhood
Developers**

Duration: 2.5 hours.

Administer: Dr. Sung No



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WEEK 8: Saturday 10: 00 AM

**Creating Sustainable Neighborhood Developers
Certification Ceremony:**

Lunch Served:

**Speaker: E. Keith Cunningham, Executive Director,
Louisiana Housing Corporation**

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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SPECIAL THANKS TO

