

"CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM"



PRODUCED BY

 **EDA University Center for
Economic Development
Southern University, BR**



COMNET, LLC

**313 T.T. Allain, College of Business,
Southern University A&M College,
Baton Rouge, Louisiana**

**April 6 – May 11, 2019
9:00 AM – 1:00 PM
All Saturdays**

CONTENTS

03 CURRICULUM
OVERVIEW

04 PROGRAM

10 CONTACT
INFORMATION



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

Curriculum Overview

Duration of the program: Twenty-five(25) hours over six (6) week period, April 6- May 11, 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 the local Regional Development Authority via a cooperative Endeavor Agreement. After completing all the courses, program participants will become expert learners on the following areas: Acquisition of properties, identifying secured funding, and basic project managements.

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

Where: 313 Global Communication Center (T.T.Allain), the college of Business, Southern University A&M College, BTR, LA.

When: April 6- May 11,2019 (Saturdays, 9:00-1:00pm)

Contact: Dr. Sung No. 225-773-8917 or Dr. Donald Andrews, 225-921-3890

Website: www.subruniversitycenter.org



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 1: Saturday, April 6, 2019. 9:00 AM to 1:00 PM

Program Review:

- Eric Porter, ComNet LLC
- Dr. Sung No, W.E. Endowed Professor and Co-Director, Southern University EDA University Center for Entrepreneurial and Economic Development.
- J.C. Cesars, Community Housing Partners

Course 1: Sustainable Neighborhood Development

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.

Duration: 1 Hour

Instructor:

- Dr. Donald Andrews, Dean, the College of Business, Southern University and A&M College.

Course 2: Firm Structure, Regulations, and Taxes

Course Description: The course demonstrates proper organizational structures, resources and regulating agencies for small business. In addition, the course helps participants obtain a solid understanding of Louisiana Business Law, Federal Income Tax and State Withholding Income Taxes.

Duration: 3 Hours

Presenters:

- Ada Michelle Bell, Louisiana Small Business Development Center
- Raymond Brown, ESQ

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 2: 8:30 AM - 1:30 PM, Saturday, April 13, 2019

Course 3: Advanced Acquisition-Cooperative Endeavor Agreements

Course Description: This course presents a practical approach to blighted property acquisition and properly purchase at large. The course teaches how to go through public bid process, inheritance property acquisition, and strategic planning for property developments.

Duration: 5 Hours

Presenters:

- Dr. Donald Andrews, Deans of the College of Business, Southern University
- Chris Tyson, Esq: Executive Director, East Baton Rouge Regional Development Authority
- Eric Porter, ComNet, LLC
- Deirdre Jones, Restate Agent, Xavier University Properties, New Orleans, LA.



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 3: Saturday, April 20, 2019, 9:00A.M-1:00PM

Course 4: Financial Capacity

Course Description: This course presents the financial limit of an organization's ability to absorb losses with its own funds or borrowed funds without major disruption. Additionally, the participants will learn how to improve business credit scores and maintain great business credentials.

Duration: 2.5 Hours

Speakers:

- LaVon Burbank, Community Development Relationship Manager, Woodforest Bank, New Orleans, LA.
- Todd Moffat, Michael Rogers, and Kevin Elliott, Rent Accelerator, Mandeville, LA.
- Siedda Hines, Mortgage Loan Officer, GMFS Mortgage Company

Course 5: QuickBooks

Course Description: This hands-on sessions reviews accounting basics and takes participants through the desktop version of QuickBooks. Participants will learn to record income and expenses and set up chart of accounts; create and print invoices, receipts, and statements; track your payables, inventory, and receivables and generate reports.

Duration: 1.5 Hours

Instructor: Dr. Linda Batiste

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 4: Saturday, April 27, 2019. 9:00 AM – 1:00 PM

Course 6: Developer's Institute Funding Sources

Course Description: This course covers Funding Sources for Developers. See what lenders expect your projects to look like in order to fund your project. See what funding programs are out there for developer's housing projects and programs. Learn about the 5C's of credit and why having building a relationship with a banker is king in being a developer.

Duration: 4 Hours

Presenters:

- Will Campbell, Essential federal Credit Union
- Anita Lockett, East Baton Rouge Parish Office of Community Development.
- TBD, Louisiana Housing Corporation
- TBD, Chase Bank
- Lavon Burbank, Wood Forest Bank
- Rinaldi Jacobs, Full Circle Development



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 5: Saturday, May 4, 2019, 2019. 9:00AM-1:00PM

Course 7: Understanding Blueprints

Course Description: 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 cost of a project.

Duration: 2.5 Hours.

Speaker:

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

Course 8: Estimating and Bidding Projects

Course Description: 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 the importance 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.

Duration: 1.5 Hours

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

WEEK 6: Saturday, May 11, 2019, 9:00AM-1:00PM

Course 9: Project Management, Contract Management, and Scheduling

Course Description: The process of project management, the skills and competencies requires relationships with contracts and suppliers of both goods and services. Therefore, the course topics includes contractual relationships, the written contract, the essential elements of contracts, types of construction contract, contract documents between the owner and the general contractor, analysis of basic owner contract agreement, and provisions of general conditions.

Duration: 4 Hours

Program – Closing Presentations

Duration: 0.5 Hours

Presenters:

- Dr. Donald Andrews, Dean of the College of Business-Southern University
- Dr. Sung No, Professor, Co-Director, Southern University EDA Center
- Eric L. Porter, ComNet, LLC



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: MENTORSHIP PROGRAM

**WEEK 7: Saturday, May 18, 2019. 9:00AM-
11:00AM**

Certification Exam!

T.T.Allain Room 313

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