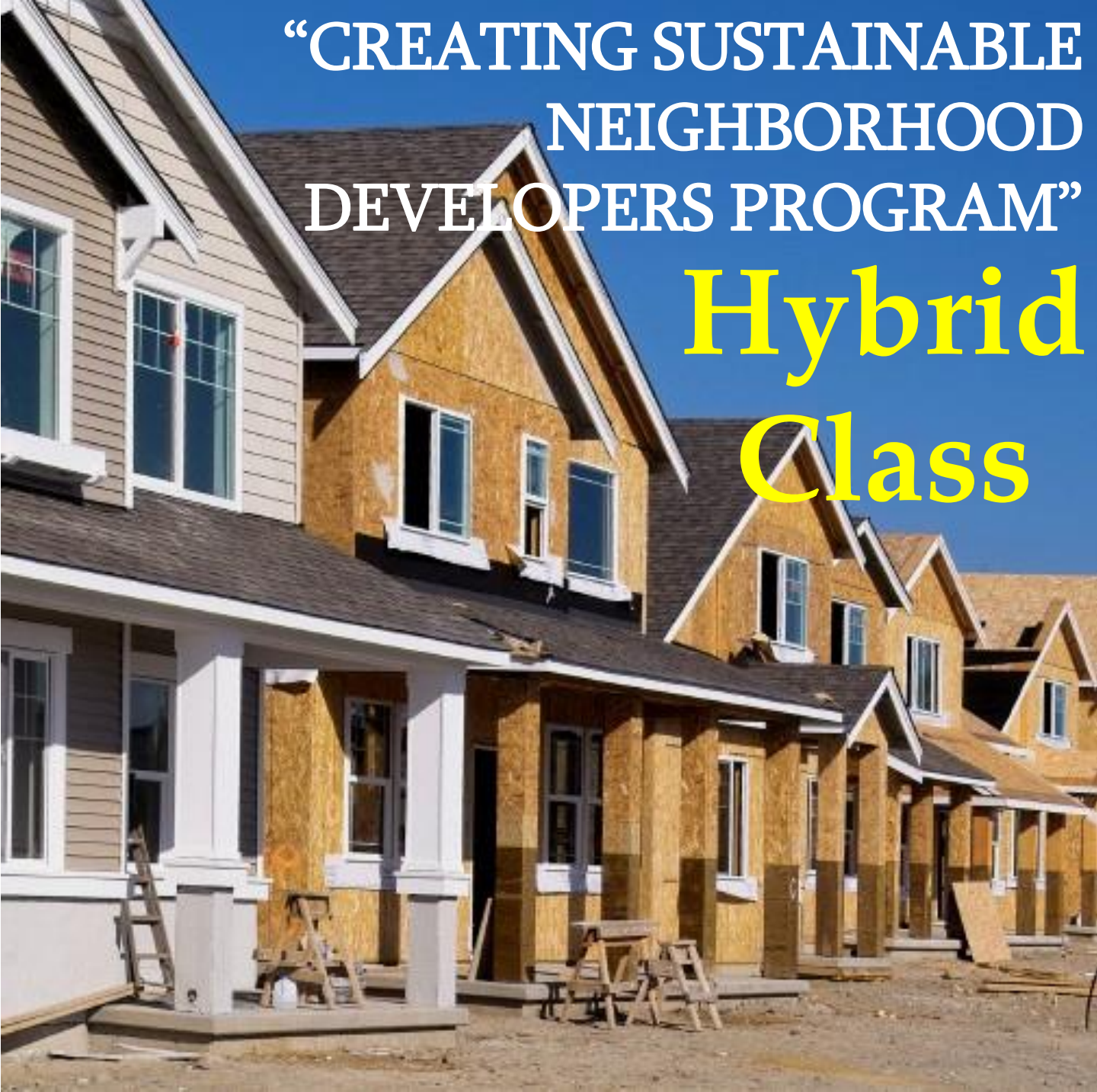


“CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM”

Hybrid 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**

**#313 T.T. Allain Hall
October 29 – December 17, 2022
9:00 AM – 1:00 PM
Every Saturday**

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CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: HYBRID

Curriculum Overview

This program delivers a practical introduction to neighborhood development. A total of twelve (12) subject matters will walk you through how to begin your journey to property development in your neighborhood. Through a mix of lectures and hands-on software training, twenty-five (25) practitioners will demonstrate their specialties on (1) Entrepreneurship and Small Business fundamentals, (2) The State of Real Estate Development, (3) Real Estate Acquisition, (4) QuickBooks, (5) Team Management: Leadership, (6) Personal Finance & Funding, (7) Provisional Capacity Assessment, (8) Development & Construction, (9) License-Permits-Certifications-Insurance, (10) Understanding Blueprints, Bidding Projects, and Construction Documentation, (11) Xactimate, (12) Bonding Awareness and Project Management during six Saturdays. The program also administers its program exam to certify the participants' understanding of these twelve topics.

Hybrid Program

Presented By

SU EDA University Center for Entrepreneurial
and Economic Development

and

ComNet, LLC

- **Who can register:** Any prospective neighborhood developers
- **Where:** #313 T.T. Allain Hall &
ZOOM Conferencing
- **When:** October 29 – December 17, 2022,
Every Saturday, 9:00 am - 1:00 pm.
- **Duration:** 24 hours
- **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, October 29, 2022

9:00AM - 1:00 PM

Course 1: The State of Real Estate Development

Speakers:

- Dr. Donald Andrews, Dean,
The College of Business, Southern University.
- Dr. Ghirmay Ghebreyesus - Director, SU EDA
University Center
- Eric Porter, ComNet, LLC:
- Brenda Breaux, Executive Director of New Orleans
Redevelopment Authority
- Cedric Grant, Grant Management LLC
- Lacy Baaheth, Broker/Owner/Realtor,
Lacy Baaheth & Associates

What will be covered:

Economics Fundamentals and Business Cycles

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.

The overall state of real estate based on supply and demand

The real estate market follows a cycle of Recovery, Expansion, Hyper supply, and Recession every 18 year. This session explains the characteristics of each phase in great detail.

Who should attend:

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



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

WEEK 2: Saturday, November 5, 2022

9:00 AM to 1:00 PM

Course 2: Entrepreneurship, Business Cycles, Building Community Prosperity, Capacity Building, and Funding Sources.

Entrepreneurship in business cycles: During this session, the trainer teaches how the entrepreneurial process creates a better world in business cycles.

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.

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, taxes, and, last but not least, cash.

Performance Bonds. The bonds are used to guarantee a construction agreement.

Speakers:

- Dr. Donald Andrews, Dean,
The College of Business, Southern University.
- Nicole Barnes, Executive Director, Jericho Road
Episcopal Housing Initiative, New Orleans.
- Andreanecia Morris, Exe. Director, Housing NOLA,
Chair, of Greater New Orleans Housing Alliance.
- Louis Russell, Director of Housing, Louisiana
Housing Corporation.

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WEEK 3: Saturday, November 12, 2022

9:00 AM to 1:00 PM

Course 3: Bank Lending Code and Criteria, Business Insurance, and Organizational Management in Neighborhood Developers' Perspective

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

Presenters:

- Matthew Sims, Sr. VP Commercial Lending, Liberty Bank.
- William Campbell, Director of Community Development, b1 Foundation.
- LaCarsha Babers, Assistant Vice President; Hancock Whitney Bank
- Agnes Andrews, Insurance Consultant.

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WEEK 4: Saturday, November 19, 2022

9:00 AM to 1:00 PM

Course 4: Understanding Construction Drawings, and Design.

This course will cover the development of the design plans for the developer's project. It comprises 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 estimating the cost of a project.

Course 5: Fundamentals of Project Development

During this course, project development practitioners will demonstrate how to develop the project from start to finish by utilizing Feasibility Studies, Design, Acquisition, Investors, and Financing.

Presenters:

- Roland Arriaga : Archi Dinamica, Architects
- Mel Robertson, 3M Global Business Consulting Firm
- Clem Lafleur, President of Clem Jr Development
- Charles Theus, Developer Consultant, Monroe, LA

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WEEK 5: Saturday, December 3, 2022

9:00 AM to 1:00 PM

Course 6: Construction Permits, QuickBooks, Xactimate, and Real Estate Development Opportunities

During this hand-on training session, you will learn how to track, organize, and manage your business utilizing an accounting software package-QuickBooks. We will provide you with all the licenses and certifications that are out there to leverage your business and we will present how to estimate construction projects, then implement them. We discuss further, Disaster Recovery efforts as it relates to Xactimate and insurance claims and supplemental claims. The session also introduces 3D Printed Homes in great detail.

Speakers:

- Achilles Williams, CPA.
- Ada Womack-Bell, Small Business Development Center.
- Down Matthews, President of First Procyon Consulting, Adjuster Resources & Emmasson, Inc.

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WEEK 6: Saturday, December 10, 2022

9:00 AM to 1:00 PM

Course 7: 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 8: 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. The instructor will walk you through the fundamentals of project management.

Bonus: Making The Sale:

Speakers:

- Raymond A. Brown, Esq. MS, MBA.
- Eric L. Porter... ComNet, LLC.
- Deidra Jones, The Touchdown Group.

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

Exam Week: Thursday, December 15, 2022

Exam 1: : Thursday, December 15, 7:00 - 8:30 PM



CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

Week 7: Saturday, December 17, 2022

Second Exam: 8:30 - 10:30 AM

Hybrid GRADUATION: 10:45 AM - 1:00 PM

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**, Co-Director
- **Marilyn Doherty**, College of Business
- **Keynote Speaker: TBA**

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM

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MEMO



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SPECIAL THANKS TO

