

Creating Neighborhood Developers



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



After the emerging developers complete all the courses, they will be knowledgeable in the following areas: Acquiring properties, identifying and securing funding, and implementing basic project managements.

Location: 313 T.T. Allain (the College of Business)

**Duration of the curriculum: Thirty four (34) hours over a ten (10) week period
March 10 through May 12, 2018**

Week 1: Saturday, Mar 10th, 9:00-1:00 PM
COURSE 1: Entrepreneurship and Small Business
Fundamentals & Understanding the Impact of Business
Cycles and Financial Market Condition
DURATION : 4 hours

Week 2: Saturday, Mar 17th, 9:00-1:00 PM
COURSE 2: Acquisition & QuickBooks
DURATION : 4 hours

Week 3: Saturday, Mar 24th, 9:00-12:00 noon
COURSE 3: Provisional Capacity Assessment
DURATION : 3 hours

Week 4: Saturday, Mar 31st, 9:00-11:30 AM
COURSE 4: Personal Finance 101
DURATION : 2.5 Hours

Week 5: Saturday, Apr 7th, 9:00-1:00 PM
COURSE 5: Funding
DURATION: 4 Hours

- Funding 101: A Basic Overview of Funding Sources & Loan Packaging

- Funding 102: Funding Sources & Loan Packaging

Week 6: Saturday, Apr 14th, 9:00-12:00 noon
COURSE 6: Development and Construction
DURATION : 3 Hours

Week 7: Saturday, Apr 21st, 9:00-11:30 AM
COURSE 7: Licence - Permits - Certifications
DURATION : 2.5 hours

Week 8: Saturday, Apr 28th, 9:00 - 12:00 noon &
1:00 - 3:00 PM
COURSE 8: Xactimate Training
DURATION : 5 Hours

Week 9: Saturday, May 5th, 9:00-12:00 noon
COURSE 9: Project Management
DURATION : 3 hours

Week 10: Saturday, May 12th, 9:00-12:00 noon
COURSE 10: Risk Management
DURATION : 3 hours

Program Commencement: 12:00-1:00pm
Lunch: 1:00-2:00pm

Registration at :
www.subruniversitycenter.org
or
(225) 771-5954

Contact:
Sung Chul No, Co-Director



Creating Neighborhood Developers Program Curriculum Overview

Curriculum Learning Goals: After emerging developers complete all courses, they will be knowledgeable in the following areas: Understanding entrepreneurship, acquiring properties, identifying and securing necessary funds, and implementing basic project management.

Duration of the Curriculum: Thirty four (34) hours over a ten (10) week period

WEEK 1: Saturday, March 10, 2018, 9:00 - 1:00 PM

Course 1: *Entrepreneurship and Small Business Fundamentals & Understanding the Impact of Business Cycles and Financial Market Condition*

Presenters:

Donald Andrews, Dean, College of Business, SUBR

Eric Porter, ComNet, LLC

Chris Tyson, Executive Director of EBR Redevelopment Authority

William Campbell, Jr., Vice President of Residential and Commercial Lending, Essential Federal Credit Unit

Sung No, W.E. Endowed Professor, EDA University Center, SUBR

George Kirk, Professor, Department of Management, Marketing & E-Business, COB, SUBR

Jose Noguera, Professor, Chair, Department of Management, Marketing & E-Business

Rinaldi Jacobs, Executive Director of Baton Rouge Economic Development North

Lacy Baaheth, PhD,ABR, GRI, CDPE, VRM, Certified Veteran Housing Counselor, BROKER/Owner

Duration: 4 hours

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 (Small Business BC). 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.

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.

Course 2: *Acquisition & QuickBooks*

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:

Cedric Grant, President, Grant Management Company

Veneeth Lyenger, Assistant Administrative Officer, East Baton Rouge, City of Baton Rouge

Deidra Jones, Xavier University. The University Role in Developing Communities

Linda Batiste, Director of Finance, Southern University Agricultural Center/QuickBooks Training Consultant

Who should attend:

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

Course 3: Provisional Capacity Assessment

Duration: 3 hours

Presenters:

Andrenecia Morris, Executive Director of "Greater New Orleans Housing Alliance"

Nicole Barnes, Executive Director of "Jericho Road Housing Initiative"

Samuel Sanders, Executive Director of "Mid City Redevelopment Alliance"

What will be covered:

- (1) Assessing 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.

Course 4: Personal Finance 101: Personal Money & Credit Management

Duration: 2.5 hours

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.

Presenter:

Theodore R. Daniels, Founder & President, Society for Financial Education & Professional Development, Inc.

Course 5: Funding

Duration: 4 hours

Funding 101: A basic overview of funding sources and loan packaging

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.

Presenter:

William Campbell, Jr., Vice President of Residential and Commercial Lending, Essential Federal Credit Unit

Funding 102: Funding sources and loan packaging in Practice

Presenters:

Corey Lair, Sr. Vice President of Bancorp South Bank

Lydia Jackson, Vice President of Capitol Bank

Siedda Herbert, Home Loan Expert with Affluent Home Loans

Course 6: Development and Construction

Duration: 3 hours

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.

Presenters:

Clem Lafleur, Single Family and Multifamily Developer

David Timoll, General Contractor, Neighborhood Restoration of Baton Rouge

James Moore, General Contractor, Expert Maintenance and Contracting Service

TBA, EBR Office of Community Development

TBA, Louisiana Housing Corporation

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

Course 7: Licenses – Permits – Certifications

Duration: 2.5 hours

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.

Presenter:

Ada Womack, Business Consultant, Louisiana Small Business Development Center

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.

Permitting Process:

All design plans and engineering plans must be approved by the local municipality's department of public works. Information regarding this process will be presented.

Topic 2: 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.

Course 8: Xactimate Training

Duration : 5 hours

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.

Presenters:

Eric Porter, ComNet, LLC

Damein Wells, ComNet, LLC

Jon-Reese Armstrong, ComNet, LLC

Course 9: Project Management

Duration: 3 hours

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.

Presenters:

Eric Porter, ComNet, LLC

Reginald Miles, ComNet, LLC

Jose Noguera, Chair, Department of Management, Marketing & E-Business

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.

Course 10: Risk Management

Duration: 3 hours

(1) Insurance 101: Personal Insurance, business insurance, and workers' compensation insurance

(2) Disaster Management:

This class trains emerging developers to proactively prepare for a disaster, take the steps to function during a disaster, and utilize what they have learned. More importantly, the class shows you how to capture opportunities that arise due to disasters. Local contractors and businesses will give testimonials on how they have benefited from a well prepared disaster management program.

(3) Emergency Preparedness:

Topics include remediation and demolition, documentation of disaster losses, cost estimation of coverage compliance, ICC education, insurance claims assistance, and registration for SAM (System Awards Management).

Presenters:

Sherman Pittman, Chairman, Gulf States Insurance Association

Eric Porter, ComNet Disaster Recovery Services

Gayle Young, ComNet Disaster Recovery Services

Program Commencement: 12:00 Noon - 1:00 PM

Who should attend: All program participants

Contact Information:

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