

“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**

**October 16- December 11, 2021
9:00 AM – 1:00 PM
Every Saturday**

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CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: VIRTUAL

Curriculum Overview

This program delivers a practical introduction to neighborhood development. Nine subject matters will walk you through how to begin your journey to property development in your neighborhood. Through a combination of lectures and hands-on software training, eighteen subject-matter practitioners will demonstrate their specialties on: (1) The State of Real Estate Development and Acquisition, (2) Capacity Building and Funding Sources, (3) Housing Policy and Strategic Housing Advocacy, (4) QuickBooks, (5) License, Certifications, and Insurance, (6) Understanding Construction Drawings, (7) Construction Beyond the Housing Development Award in a Present COVID World, (8) Xactimate, and (9) Project management. The Center also administers its program exam to certify the participants' understanding of these nine topics.

Virtual Program

Presented By

SU EDA University Center for Entrepreneurial
and Economic Development

and

ComNet, LLC

- **Who can register:** Any prospective neighborhood developers
- **Where:** Virtual classroom, ZOOM Conferencing
- **When:** October 16 – December 11, 2021,
Every Saturday, 9:00-1:00 pm, CST.
- **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

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CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM : VIRTUAL

WEEK 1: Saturday Oct 16, 2021

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:
- Cedric Grant, Grant Management LLC
- Lacy Baaheth, Broker/Owner/Realtor,
Lacy Baaheth & Associates

What will be covered:

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.

Who should attend:

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

WEEK 1
Saturday
Oct 16, 2021
9:00AM-1:00 PM

6TH CREATING
SUSTAINABLE
NEIGHBORHOOD
DEVELOPERS'
PROGRAM: *Virtual*

- 9:00 am: **Welcome!**
Dr. Donald Andrews- Dean, College of Business,
Southern University and A&M College
- 9:05 am: **SU EDA University Center for Economic and Entrepreneurial
Development**
Dr. Ghirmay Ghebreyesus, Director, SU EDA University Center
- 9:10 am: **Course Objectives**
Eric L. Porter/ComNet LLC
- 9:15 am: **Curriculum Direction**
Dr. Sung No, Co-Director, SU EDA University Center
- 9:20 am: **“Where are they Now (Program Graduate)?”**
April Hawthorne, Executive Director, BRNEDD
- 9:30 am: **“Business Cycle“**
Dr. Donald Andrews
- 10:30 am: **Break**
- 10:40 am: **“Acquisition of Properties from Municipalities: How do you
communicate it to Government”**
Cedric Grant, Grant Management Group, LLC
- 11:45 am: **“Real Estate Acquisitions & Development”**
Lacy Baaheth, Broker/Owner/Realtor, Lacy Baaheth & Associates
- 12:45 pm: **Course Direction**
Eric L. Porter & Sung No
- 1:00 pm: Closing

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: VIRTUAL

WEEK 2: Saturday, October 23, 2021

9:00 AM to 1:00 PM, CST

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.

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.

Speakers:

- Daryl Blacher, Grant Administrator, EBR Parish, Louisiana
- Matthew Sims, Sr. VP Commercial Lending, Liberty Bank, New Orleans
- William Campbell, Exec. VP, Essential Federal Credit Union, Baton Rouge, LA.



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WEEK 2
Saturday
Oct 23, 2021
9:00AM–1:00 PM

6TH CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS' PROGRAM: *Virtual*

- 9:00 am: ***Welcome!***
Dr. Ghirmay Ghebreyesus, Director, SU EDA University Center
- 9:10 am: ***Course Objectives***
Eric L. Porter, ComNet LLC
- 9:15 am: ***Curriculum Direction***
Dr. Sung No, Co-Director, SU EDA University Center
- 9:20 am: ***“Where are they Now (Program Graduate)?”***
Jewel Bakewell, Real Estate Broker at Crown Jewell Realty, N.O.
- 9:40 am: ***EBR Office of Community Development***
Daryl Blacher, Grant Administrator
- 10:50 am: ***Break***
- 11:00 am: ***Banking - What Does Bank Expect from Developers***
Matthew Sims, Executive Vice President, Liberty Bank.
- 12:00 am: ***Breaking the Lending Code***
William Campbell,
JR. Exe. VP and Director for Community Development, B1 Bank.
- 1:00 pm: Closing. Have a Great Homecoming Weekend!



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WEEK 3: Saturday, October 30, 2021

9:00 AM to 1:00 PM, CST.

Housing Policy and Strategic Housing Advocacy & QuickBooks

Course 3. Housing Policy and Strategic Housing Advocacy:

This class will emphasize the importance developers on how to create a healthy and energy efficient affordable opportunities for families. This entity partners with neighborhood residents, organizations and businesses to create and maintain a stable and thriving community within New Orleans and other parts of the State of Louisiana.

Course 4. QuickBooks:

During this hands-on-training session you will learn how to track, organize, invoice and manage your business utilizing an accounting software package – QuickBooks.

Presenters:

- Nicole Barnes, Executive Director, Jericho Road Episcopal Housing Initiative, New Orleans
- Andreanecia Morris, Exe. Director, Housing NOLA, Chair, of Greater New Orleans Housing Alliance
- Achilles Williams, CPA



WEEK 3
Saturday
Oct 30, 2021
9:00AM-1:00 PM

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- 9:00 am: ***Welcome!***
Dr. Donald Andrews- Dean, College of Business,
Southern University and A&M College
- 9:05 am: ***Course Objectives***
Eric L. Porter, ComNet LLC
- 9:10 am: ***Curriculum Direction***
Dr. Sung No, Co-Director, SU EDA University Center
- 9:20 am: ***"Where are they Now (Program Graduate)?"***
Siedda Hines, GMFS Mortgage & Owner @ Maverick's Ice Cream
and Italian Ice
- 9:35 am: ***"Jericho Road Episcopal Housing Initiative - Greater New
Orleans Region"***
Nicole Barnes, Executive Director
- 10:35 am: *Break***
- 10:45 am: ***"HousingNOLA - Greater New Orleans Region"***
Andreanecia Morris, Executive Director.
- 11:45 am: ***QuickBooks***
Achilles Williams, C.P.A., C.G.M.A.
SU EDA Program Certified Sustainable Neighborhood Developer
- 12:50 pm: Post Class Comments and Q & A
Dr. Donald Andrews, Eric Porter and Dr. Sung No
- 1:00 pm: Closing: Have a great Weekend!

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: VIRTUAL

WEEK 4: Saturday, November 6, 2021

9:00 AM to 1:00 PM, CST

Fundamentals of Property Development

Course 5. Licenses, Certifications, and Insurance

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.

Environmental – Disaster Mitigation in Real Estate

Disasters happens such as Hurricane Ida. Homes are inundated with flood, wind and structural damages. It can become an environmental nightmare with mold, insurance denials and despair. This subject also provides the awareness to a home buyer or seller where these environmental issues has to be resolved.

Presenters:

- Agnes Andrews, Owner & Agent, Allstate Insurance Agency
- Ada Womack, MBA, Director, Louisiana Small Business Development Center at Southern University
- Deirdre Jones, President, The Touchdown Group
- Raymond Brown, Esquire, MS, MBA



WEEK 4
Saturday
Nov 6, 2021
9:00AM-1:00 PM

**6TH CREATING
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- 9:00 am: ***Welcome!***
Dr. Donald Andrews- Dean, College of Business, Southern University and A&M College
- 9:05 am: ***EDA University Center***
Dr. Ghirmay Ghebreyesus, Director, SU EDA University Center
- 9:10 am: ***Course Objectives***
Eric L. Porter, ComNet LLC
- 9:20 am: ***“Where are they Now (Program Graduate)?”***
Meredith Dunbar - “Women in Real Estate Summit”
- 9:35 am: ***“Business Insurances”***
Agnes Andrews, *Owner & Agent, Allstate Insurance Agency*
- 10:35 am: *Break***
- 10:45 am: ***“Licenses, Certifications and Business Start-Ups”***
Ada Womack, MBA, Director,
Louisiana Small Business Development Center at Southern University
- 11:35 am: ***“Steps to Starting a Non-Profit Organization”***
LaTania Anderson, *landerson consulting inc.*
- 11:45 am: ***“The Creation of a Neighborhood Developer”***
Deirdre Jones, President, *The Touchdown Group*
- 12:25 pm: ***“Disaster Mitigation in Real Estate”***
Raymond Brown, Esquire, MS, MBA
- 1:00 pm: Closing
Dr. Sung No, Co-Director, SU EDA University Center

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WEEK 5: Saturday, November 13, 2021

9:00 AM to 1:00 PM

Understanding Construction Drawings, Organizational Management, Resource Procurement in Affordable Housing Market

Course 6. Understanding Construction Drawings:

This course will cover the development of the design plans for the developer's project. It consists of understanding technical drawings and design, drafts, diagrams, scale drawings, outlines, sketching, patterns, maps and layout. It will be a guide for all aspects of developing a housing project whether renovation or new construction. This is a blueprint guide to assist in estimating the cost of the project.

Organizational Management: This course teaches the entrepreneur about the art of planning, developing, implementing and administering development to their organization. This produces functional, divisional, team, network and horizontal structures.

Speakers:

- Roland Arriaga, Archi Dinamica, Architects
- Mel Robertson, 3M Global Consulting Mgt. Firm
- Rinaldi Jacobs, Full Circle Development, LLC



WEEK 5
Saturday
Nov 13, 2021
9:00AM–1:00 PM

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- 9:00 am: ***Welcome!***
Dr. Donald Andrews- Dean, College of Business,
Southern University and A&M College
- 9:05 am: ***Course Objectives***
Eric L. Porter, ComNet LLC
- 9:10 am: ***Curriculum Direction***
Dr. Sung No, Co-Director, SU EDA University Center
- 9:20 am: ***“Where are they Now (Program Graduate)?”***
Non-Profit Developer Consultant, LaTania Anderson
- 9:35 am: ***Understanding Construction Design & Drawings***
Roland Arriaga, Archi Dinamica, Architects
- 10:40 am: *Break***
- 10:50 am: ***Organizational Management:***
Mel Robertson, 3M Global Consulting Mgt Firm
- 11:35 am: ***Financing Your Dreams and Your Vision***
Rinaldi Jacobs, Full Circle Development, LLC
- 12:25 pm: ***Rent Accelerator.....Free-To-Live***
Michael Roberts, The Roberts Group
- 1:00 pm: Closing: Have a great Weekend!



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WEEK 6: Saturday, November 20, 2021

9:00 AM to 1:00 PM

Course 7. Construction Beyond the Housing Development Award in a present COVID World:

During this session you will learn, how does one start construction on their project once their proposal has been accepted by a funding source; be it a financial institution, state/federal housing agency, a municipality and or a community development corporation. What are the types of homes are developers building? What are the cost associated with the housing development?

Course 8. Xactimate Awareness: During this session you will learn about using Xactimate Awareness for Damage Assessments, Construction Renovation, New Construction and Insurance Proof of Loss Claims Appeals.

Course 9. Project Management: During this session you will learn about the practices of initiating, planning, executing, controlling and closing the work of project to achieve specific goals and meet specific success criteria at the specified time.

Speakers:

- **Dwon Matthews, 1st Procyon Consulting.**
- **Eric L. Porter, ComNet, LLC**



WEEK 6
Saturday
Nov 20,2021
9:00AM-1:00PM

**6TH CREATING
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- 9:00 am: ***Welcome!***
Dr. Donald Andrews- Dean, College of Business, Southern University and A&M College
- 9:05 am: ***Course Objectives***
Eric L. Porter, ComNet LLC
- 9:10 am: ***Curriculum Direction***
Dr. Sung No, Co-Director, SU EDA University Center
- 9:20 am: ***“Where are they Now (Program Graduate)?”***
Lester Pourciau, “The Pourciau Companies”
- 9:35 am: ***Construction Beyond the Housing Development Award: Xactimate Down Matthews, “Concept Blue”***
- 10:50 am: *Break***
- 11:00 am: ***Construction Cont’d***
Down Matthews, “Concept Blue”
- 11:45 am: ***Project Management – Best Practices***
Eric L. Porter, Sr. Co-Creator of CSNDP
- 12:45 pm: ***Course Ending Review and Exam Preparation***
Dr. Sung No
- 1:00 pm: ***Closing***
Dr. Donald Andrews
Dr. Ghirmay Ghebreyesus, Director, SU EDA University Center

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: VIRTUAL

Week 7: Saturday, December 4, 2021

Exam 1: : Saturday, December 4, 8:30 -10:30 AM



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Week 8: Saturday, December 11, 2021

Second Exam: 8:30 - 10:30 AM

GRADUATION

10:45-12:45 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
- **Keynote Speaker: Louis Russell**
Director of Housing Production,
Louisiana Housing Corporation

Join us Saturday, Dec. 11 at **10:45 am**
**6th Creating Sustainable Neighborhood
Developers' Program Graduation Ceremony:**
Virtual

<https://zoom.us/j/91088057186?pwd=NndPVjhYWw1ORXA3b2VFUTQzMigJdz09>

10:45

Introduction

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

10:50

Keynote Speaker

Louis Russell

Director of Housing Production,
Louisiana Housing Corporation

11:50

**“Medal & Certification of Achievement (COA)”
Presentation**

12:00

Program Closing Remarks

Dr. Donald Andrews, Dean
Dr. Ghirmay Ghebreyesus, Director
Dr. Sung No, Co-director,
Southern University EDA University Center

12:20

Program Testimonials

“What’s Next?”

Eric Porter, ComNet, LLC
Co-Founder,
Creating Sustainable Neighborhood
Developers' (CSND) Program

CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS PROGRAM: VIRTUAL

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MEMO

