

# CREATED TAMPA BAY

2023



CREATED Tour of Tampa Encore Project

# COMMUNITY REAL ESTATE DEVELOPMENT CERTIFICATE AT THE UNIVERSITY OF SOUTH FLORIDA

The Community Real Estate Development Program at USF offers practical training for community developers and others in the industry, providing the tools needed to carry out successful affordable housing and community based real estate development projects.

## Who Should Attend

- ✓ Affordable housing developers
- ✓ Local government community development staff
- ✓ Board members of community development organizations, community-based organizations, community housing development organizations
- ✓ Policy makers and community leaders who are engaged in promoting affordable housing
- ✓ Students in business, urban studies, architecture and others who desire a more hands-on experience in project level real estate financial analysis

## Participant Benefits

- ✓ Immediate application of curriculum into career
- ✓ Shared knowledge of best practices from quality instructors and content matter experts
- ✓ Understanding advanced terminology of the real estate and community development field
- ✓ Mastering the financial aspects of property development
- ✓ Quick and easy assessments of potential real estate acquisitions
- ✓ Networking possibilities and shared experiences of fellow practitioners

To Register Simply Scan Below  
or Click [Here](#).



# WORKSHOP CURRICULUM

*It has been gratifying to see so many community organizations, government employees and the private sector companies sending their employees to participate in this valuable training experience.”*

*Ed Johnson Manager,  
East Tampa Development  
Economic and Urban  
Development Dept,  
City of Tampa*



*As a Community Development Manager who has been asked to serve on several non-profit Boards of Directors, the CRED program has elevated and enhanced my knowledge of the real estate market.”*

*Beverly Kirton-Smith  
VP/Community Development  
Manager, SunTrust Bank*

## **Basic Skills in Real Estate Development**

This learning module teaches the skills needed to:

- ✓ Create pro formas for affordable homeownership and rental housing
- ✓ Project feasibility & spreadsheet analysis
- ✓ The language of lenders and real estate developers

## **Financing, and Subsidy Requirements**

Resources for Affordable Housing & Community Economic Development Students will develop an understanding of:

- ✓ Public and private financing
- ✓ Subsidy resources for community development
- ✓ Learn how to prepare project financial analyses and creatively structure feasible projects
- ✓ Underwriting requirements of financing and subsidy providers
- ✓ Pre-development financing requirements and sources

## **Managing Real Estate Development**

This module prepares students for the development and implementation of an actual project concept of:

- ✓ Creating a Project Work Plan
- ✓ Site control/acquisition strategies
- ✓ Managing members of the development team
- ✓ Understanding regulatory issues and requirements

## **Culmination**

The Culmination exercise uses a case study and teamwork to test participants understanding of concepts taught in the classroom. During the final exercise, students present their proposed project to an informal roundtable of community development practitioners, public program staff, and local private lenders, who provide feedback and recommendations.

# PROGRAM INFORMATION

## Instructors

Seasoned local industry professionals serve as instructors and mentors for the course. Our instructors reflect the diversity of the field of community real estate development and brings practitioners with knowledge and real-world experience to the classroom with connections to the local market.

## Location

Depending on the COVID-19 environment, CRED 2023 is projected to be a hybrid of four face-to-face meetings (October 6-7 & November 10-11) and the rest using the TEAMS virtual platform.

CRED 2023 SCHEDULE
Friday, October 6 (in-person) INTRODUCTION and HISTORY OF COMMUNITY DEVELOPMENT
Saturday, October 7 (in-person) MARKET RESEARCH
Friday, October 13 (virtual) SITE SELECTION/GOVERNMENT PROGRAMS
Saturday, October 14 (virtual) PRO-FORMA
Friday, October 20 (virtual) DESIGN
Saturday, October 21 (virtual) SITE PREPARATION
Friday, October 27 (virtual) PRE-CONSTRUCTION/CONSTRUCTION
Saturday, October 28 (virtual) PUBLIC AND PRIVATE FINANCE
Friday, November 3 (virtual) MARKETING
Saturday, November 4 (virtual) TENANT SELECTION
Friday, November 17 (in-person) PRESENTATION PRACTICE
Saturday, November 18 (in-person) PRESENTATIONS
Friday classes are from 1pm to 5pm and Saturdays are from 9am to 5 pm with a 1-hour lunch

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