

The program is designed for:

- 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

Visit WWW.FIOG.USF.EDU for Upcoming Events!

Location: *Lauderdale Lakes Educational & Cultural Center
3580 W. Oakland Blvd, Lauderdale Lakes, FL 33311*

Program Time & Dates: *9:00 AM - 3:00 PM; Saturdays: January 21;
February 4, 18; March 3, 17, 31; April 14, 28*

Fees: *\$125 per person*

Equipment: *Students will be required to purchase a Hewlett Packard HP12C Financial Calculator for in-class problem solving; approximate cost \$75.00. Computers provided; may bring laptop; encouraged to bring USB flash drive to each class.*

Program Manager & Principal Instructor:

The workshops will be taught by a team of expert South Florida community developer-practitioners led by Thomas M. Zuniga. He has served as Program Director and Principal Instructor of the FIOG CRED Tampa Bay program since 2006. He has gained national recognition for teaching affordable housing and real estate development to community developers, government agency staff, CDC Board and Staff and emerging private developers. Mr. Zuniga's formulations of various local market-driven community program initiatives have become national models.

Download application online: *fiog.usf.edu/calendar/list/*

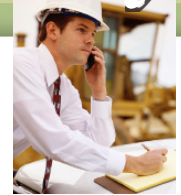
Questions? Contact: *Vickie Molina: 813-974-9627 or lvmolina@usf.edu*

THANKS TO OUR PARTNERS



Solutions for a Stronger Community

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



- *Learn the Basics of Real Estate Analysis*
- *Understand the Requirements of Available Financing and Subsidy Resources for Affordable Housing*
- *Develop Skills to Manage the Community Real Estate Development Process*

In 2007, HUD honored the CRED Tampa Bay program as a Best Practice Award in Community Capacity Building.

CRED South Florida 2012



CERTIFICATE IN COMMUNITY REAL ESTATE DEVELOPMENT

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.



Basic Skills in Real Estate Development

The objectives of this learning module are to teach the skills needed to:

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



Financing and Subsidy Requirements of 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.

Deal Planning, including:

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

Simulation & Graduation

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

“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, East Tampa Development, Economic and Urban Development Department



COMMUNITY REAL ESTATE DEVELOPMENT PROGRAM IN SOUTH FLORIDA 2012 APPLICATION

DATES: Saturdays: January 21, February 4, 18, March 3, 17, 31 & April 14; 9:00 AM – 3:00 PM
Capstone: Saturday, April 28, 2012; 9:00 AM – 3:00 PM
Graduation Reception: Location, Date & Time TBD

FEE: \$125.00 per person. (To be paid once notification of acceptance into program is made.)

EQUIPMENT: Participants are required to purchase an **HP12-C** calculator for this course; approximate cost \$75.00.

Please complete the following application and submit for approval by **JANUARY 13, 2012, 5:00 PM**. Applicants will be notified of results on January 18, 2012. E-mail the completed application, your resume, and a letter of recommendation to Vickie Molina at lymolina@usf.edu. Please use **CRED PROGRAM 2012 APPLICATION** in your subject line. Contact Vickie Molina at **813-974-9627** for more information.

STEP I: Please give us your contact information. *(Please print.)*

Name:		Email:		
Employer:		Title:		
Physical Address:		City:	ST:	Zip Code:
Work Phone #:	Evening Phone #:	Cell Phone #:		

Do you require an accommodation for a disability? If so, please indicate below.

Accommodation Requested:

STEP II: On **ONE** separate page, please respond to the following:

1. Describe your current job responsibilities as well as any past experiences you think would be applicable to this program. (*“Please see resume”* is not an acceptable answer.)
2. Describe a project you or your organization would like to develop as a result of participating in this program.
3. List any other real estate development programs you have attended and when.
4. Explain what you hope to gain from this training program.

STEP III: Submit a current resume listing your education, employment and community service background.

STEP IV: Submit a letter of recommendation from the President, CEO or Board Chair at your current workplace. If you are self-employed, please include a letter of recommendation from a development partner (past, present, or future).