

2021 LPCCD's Pilot Real Estate & Business Development Training Program

The course is organized by weeks. Each week will either involve an approximately 60 minute online video self study session the participant will complete on their own or a real-time evening Zoom call with the full class and session instructor for dialogue and discussion.

Video Self-Study Session 1: Intro to Small-Scale Development as a Small Business

- Developing a business model and plan for your small development business
- Small development counts! Value it creates beyond the "development as usual" model
- What does small-scale development mean? Types of Small-Scale Developments. Roles you can play in small development; Newark perspectives and possibilities
- Business fundamentals

Please complete Session 1 by February 15th

Zoom Call Full-Group Session 2: Skills & Experience Needed for this Business February 16th at 7:00 pm

- What skills are needed to complete a small development project? (Group Brainstorm)
- Which you have, which you can teach, which you want to learn, and which will you partner with others on?
- Discussion: what those skills look like in practice, other resources in Newark for your business
(Update & refine your business plan, as needed, after each session)

Video Self-Study Session 3: What the neighborhood context means for your business

- Kinds of developers & what they deliver. What does this place need?
- How is a neighborhood organized? How do your projects fit in?
- How value can be created (and captured) from traditional neighborhood design

Please complete Session 3 by March 1st

Zoom Call Full-Group Session 4: Lincoln Park as a Target Market for Small Developers March 3rd at 7:00 pm

- How to assemble a scope of work
- Types of residential & commercial tenants and rents

Video Self-Study Session 5: Cost Structures, Revenue Streams

- Intro to the development budget (Pro forma)
- Site planning (New Construction)
- Rehab Budgeting

Exercise: submit your own sample site plan and pro forma

Please complete Session 5 by March 15th

Zoom Call Full-Group Session 6: Q&A Session (~30 minutes) [March 17th at 7:00 pm](#)

Video Self-Study Session 7: The Business of Rehab & Renovation

- Types of projects, skills needed, roles you can play & who else you'll need - linking renovation and restoration work
- Different project types and structures
- Benefits of historic restorations in development
- The importance of building and maintaining equity in your investment
- Three main contract types
- Tax Implications of Business Structure (Sole Proprietor, LLC, LLP, WBE) + Indy Contractor vs Employees

Please complete Session 7 by March 29th

Zoom Call Full-Group Session 8: Q&A Session [March 31st at 7:00 pm](#)

Video Self-Study Session 9: Financing

- What you need to prepare to get a bank loan
- Rehab loan details, Line of Credit and other options for Construction Loans, how to get financing for rehab projects
- Business/project structure options (e.g. owner occupied, etc). Conversation to permanent financing

Please complete Session 9 by April 12th

Zoom Call Full-Group Session 10. Presentations and Feedback on Your One-Page Business Plan for 2021 [April 21st at 7:00 pm](#)

- Present the business plan you've been developing and refining over the prior sessions. Describe what kind of work you will be trying to do in 2021 and the main tasks and key questions you have to deal with across the 10 dimensions of your business plan. Get feedback, suggestions and encouragement from a panel of local development practitioners.