



REAL ESTATE CO-POWERMENT SERIES

FALL 2018 SCHEDULE



Date:		Topic:	Presenter:	Organization:
2-Oct	Module 1	<p>INTRODUCTION</p> <ul style="list-style-type: none"> - What is the Real Estate Co-Powerment Series? - Class structure & feedback procedure <p>REAL ESTATE BASICS</p> <ul style="list-style-type: none"> -Strategies (flipping, wholesaling, rent-to-own -Financing strategies (all equity, first lien mortgage, mezzanine debt) -Ways to purchase (limited partnership, REITs, LLCs) -What you purchase (Land, improvements, subsurface) -Pieces of transactions (deed, title, mortgage, note) -Underwriting (key terms for next class) 	Joshua Pollard	Omicelo Cares
4-Oct	Module 2	<p>COMMUNITY ENGAGEMENT</p> <ul style="list-style-type: none"> - Tools for effective community engagement - Leadership in community - Advocacy in community - Citizen participation 	Sallyann Kluz	Pittsburgh Office of Public Art
9-Oct	Module 3	<p>PROFORMA DEVELOPMENT</p> <ul style="list-style-type: none"> - Hands-on proforma modeling using strong participant projects in course -Determining minimal equity return -Excel underwriting model -Intro to Allegheny Co. real estate site (taxes, sq. ft) -Intro to Rentometer (rent comps) -Example underwriting w/ 3 properties submitted by class -Building scenario analysis table (vacancy, total initial improvement costs) -Checklist of full process & timeline 	Tom Hardy	Palo Alto Partners

11-Oct	Module 4	PROFORMA DEVELOPMENT CONTINUED	Tom Hardy	Palo Alto Partners
16-Oct	Module 5	CITY PLANNING -The City of Pittsburgh Planning process -Importance of community master plan -Community Masterplan Schedule/role -Interwoven role of Planning and Zoning - EcoInnovation Districts - Inclusionary Zoning	Derek Dauphin	City of Pittsburgh Department of City Planning
18-Oct	Module 6	ARCHITECTURE & DESIGN - Introduction to community-sensitive design - Understanding design language - Steps in the design process - Design charrettes, renderings, full drawing sets - Licensed vs. Unlicensed architects - Architects vs. Engineers - When to get an architect involved in your project	Lakeisha Byrd	Communion
23-Oct	Module 7	TRANSACTIONAL LAW Transactional law Legal Do's and Don't's Public/Private partnerships Legal traps that happen during closings (title insurance) GREEN BUILDING -The importance of green thinking now and in the future - long term benefits/consequences -Pittsburgh 2030 District - Financially and scientifically practical strategies for small assets and/or vacant properties. -List of resources that participants can use in the future	Scott Dietterick and Angelica Ciranni	JSDC Law Offices and Green Building Alliance
25-Oct	Module 8	LAND RECYCLING -Future of land recycling in Pittsburgh -Role of the Land Bank in Land Recycling RESOURCES/MARKET ANALYSIS -Allegheny County online resources -Prothonotary -Introduction to PHDC-Light	Bethany Davidson and Rich Snipe	Urban Redevelopment Authority

30-Oct	Module 9	ALPHABET OF TAX CREDITS - Origin, purpose, players of each major credit program (LIHTC, HTC, NMTC, NPP, NAP) - Highlight projects that used tax credits - Introduce TC's into financial underwriting model REAL ESTATE BROKERAGE - Understanding the brokerage process - Broker vs. Agent vs. Realtor - Licensing and certifications	Tom Hardy and DeAnna Davis	Palo Alto Partners and Keller Williams Realty
1-Nov	Module 10	OPPORTUNITY ZONES FOR THE PEOPLE Event @ Energy Innovation Center *5:00-7:30pm*	Joshua Pollard	Omicelo Cares
6-Nov	Module 11	FINANCIAL TRAINING -What is a bank looking for & how to get there -Goal of community banking -Personal guarantees -What it takes to get loan from bank -Hard Money; Equity Investors -Importance of personal credit LIFE INSURANCE - The role of life insurance in investing - Borrowing, policy types, & implications	Ray Garofalo and Kimberly Hairston	Dollar Bank and New York Life
8-Nov	Module 12	LANDLORD TRAINING PART 1 - Financial responsibilities - Building & maintenance responsibilities - Tenant management - Legal, insurance, tax matters, contracting	Devon Goetze	Community Reinvestment Solutions
13-Nov	Module 13	LANDLORD TRAINING PART 2 - Financial responsibilities - Building & maintenance responsibilities - Tenant management - Legal, insurance, tax matters, contracting	Devon Goetze	Community Reinvestment Solutions
15-Nov	Module 14	LANDLORD TRAINING PART 3 - Financial responsibilities - Building & maintenance responsibilities - Tenant management - Legal, insurance, tax matters, contracting	Devon Goetze	Community Reinvestment Solutions
16-Nov	Graduation	HEALTHY NEIGHBORHOODS CELEBRATION - Hosted by Neighborhood Allies - Carnegie Museum of Art - *2:00-5:00pm*		Omicelo Cares and Neighborhood Allies