



# CRED TAMPA BAY 2021



CRED 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

*“CRED was an intense journey of collaborative skill building, learning, and growth. However, what makes CRED are the people you meet who share a certain enthusiasm for the work that only comes from the heart.”*

Nina Venter, CRED Class of 2015



[fioq/usf.edu/cred](https://fioq/usf.edu/cred)

Application Link:

[https://usf.az1.qualtrics.com/jfe/form/SV\\_5sVvkCEcHsM7ZliZ](https://usf.az1.qualtrics.com/jfe/form/SV_5sVvkCEcHsM7ZliZ)

# WORKSHOP CURRICULUM

*It has been gratifying to WORKSHOP CURRICULUM 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 2021 is projected to be a hybrid of two face-to-face meeting (January 29 & February 27) and the rest using the TEAMS virtual platform.

CRED 2021 PROPOSED SCHEDULE	
Friday, January 29	INTRODUCTION
Saturday, January 30	OVERVIEW
Friday, February 5	PRO FORMA INTRODUCTION
Saturday, February 6	THE LAND
Friday, February 12	PRO FORMA CONTINUED
Saturday, February 13	PUBLIC AND PRIVATE FINANCE
Friday, February 19	PRO FORMA CONTINUED
Saturday, February 20	LOCAL GOVERNMENT & CONSTRUCTION
Friday, February 26	MOCK INTERVIEWS
Saturday, February 27	CULMINATION
Friday classes are from 1pm to 5pm and Saturdays are from 9am to 5 pm with a 1-hour lunch.	

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