

# Small Real Estate Developer Training and Capacity Building Program

## OVERVIEW

The objective of this series of events and training opportunities is to cultivate new and grow the capacity of existing small scale real estate developers throughout Virginia for the purposes of revitalizing neighborhood residential and commercial areas. The Virginia Department of Housing and Community Development has partnered with Incremental Development Alliance to provide this program, supported with funding from the Virginia Housing Development Authority.

The free **Educational Lectures** will explain common development challenges and detail a series of finance, design and construction techniques specific for completing successful small building projects - both rehabilitation and new construction. These talks will also explain the value of small buildings to the local tax base.

The **Small Scale Development Workshop** is a one-day course focusing on how to formulate a project. The training provides a big picture view of neighborhood-based development to help attendees analyze what makes a good project, how a building makes money, and how small developers interact with the broader ecosystem of professionals in the built environment. By the end of the workshop, small developers will feel more prepared to take the first steps toward their own project.

The **Small Developer Boot Camp** is an opportunity for participants to bring an actual project in front of seasoned small developers. Participants will work through exercises that look at zoning code, drawing site plans, creating a financial pro forma and creating a pitch package for investors all based on their own specific project.

Upon completion of the boot camp, viable projects will receive intensive project level advanced coaching.

## IMPORTANT DATES

### Kick-off Webinars

February 12-14, 2019

### Educational Lectures

March 18-19, 2019:

Harrisonburg, VA

Wytheville, VA

Petersburg, VA

### Small Scale Development Workshop

May 16, 2019: Staunton, VA

### Small Developer Boot Camp

July 20-21, 2019: Lynchburg, VA

## FOR MORE INFORMATION

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