

## Upcoming NJRA RTI Redevelopment Training Institute Courses

Date	Location	Sponsor	Event Information
May 11-14, 2010	Richard Stockton College Atlantic City, NJ	NJRA Redevelopment Training Institute	Real Estate Development
June 1-4, 2010	US Dept. of Housing and Urban Development Newark, NJ	NJRA Redevelopment Training Institute	Project Finance
June 23, 2010	Thomas Edison State College Trenton, NJ	NJRA Redevelopment Training Institute	Workshop: Green Building
October 12-15, 2010	North Jersey	NJRA Redevelopment Training Institute	Redevelopment Planning Process
November 4,5, 8, 9, 2010	Central Jersey	NJRA Redevelopment Training Institute	Real Estate Development
February 14-17, 2011	South Jersey	NJRA Redevelopment Training Institute	Project Finance

### Event Information

#### **Redevelopment Planning Process (CM 20) \$295**

This dynamic and entertaining training program addresses the legal and planning aspects of the redevelopment process in New Jersey. Due to the complexity of the redevelopment laws in this state, the redevelopment planning process course will provide an opportunity to provide a detailed overview of the entire process. Some of the key elements covered during this course are designating an area in need of redevelopment; creation & adoption of a redevelopment plan; selecting a redeveloper; and negotiating the redevelopment agreement.

In addition to providing students with information on redevelopment planning, the instructor will also give daily quizzes to assess comprehension of the material. On the final day of the course, a panel discussion is conducted with some of the industry's most knowledgeable and successful professionals. Panelists will discuss their experiences in redevelopment and other specified topics of interest, and provide an opportunity for interactive discussion and question and answer period.

**Additional Topics Include:**

- Redevelopment and the Partnership with Government
- Community Visioning
- COAH-Affordable Housing Requirements
- Property Acquisition and Eminent Domain
- Redeveloping Contaminated Property
- Smart Growth/Brownfields
- Recent Developments in Litigation

**Real Estate Development (CM 8) | \$295**

The Real Estate Development course is designed to provide you with the information and tools needed to develop commercial and mixed-use real estate development projects. This four-day course will cover the development process, its sequence, and its inter-relationship to help you identify issues that need to be addressed each step of the development process. Industry leaders will delve into the many nuances of this complex and multifaceted subject matter.

Students will learn the development process including project concept development, feasibility analysis, project planning, financing, construction and operations. An in-depth overview of the terms, concepts, players and the process of real estate development will also be given. To enhance your knowledge and decision making, instructors will use a hypothetical case as the framework for some of the presentations, discussions and exercises. The purpose of this format is to provide an interactive and participatory learning environment for you to apply the principles learned to real life scenarios. In addition, students will receive daily reviews and will be quizzed on the covered material.

**Additional Topics Include:**

- Feasibility Analysis
- Due Diligence/Appraisal
- Site Acquisition Strategies
- Environmental Assessment
- Architectural & Engineering
- Leasing
- Property Management

**Project Finance | \$395** (This course qualifies for 26.4 Continuing Professional Education (C.P.E.) credits.)

This four-day course introduces the key components of project finance. Students learn the terms and conditions along with a review of loan applications and closing documents. The **NEW** Excel component will enable all attendees to develop an understanding of how to use the power of Excel to analyze cash flow, leverage partnerships and joint ventures, and construction projects.

Learning from a hands-on approach, participants will analyze and develop project financials, calculate debt capacity, loan payments, ratios, and return on investments. Students will also explore various tools and incentives used to close financing and improve project feasibility.

Financial Topics will include:

- Building effective cash flow assumptions
- Cash flow statements
- Valuation of an asset using discounted cash flow analysis
- Amortization schedules for mortgages
- Impact of leverage
- Depreciation schedules
- Impact of taxation (income, capital gains, and accumulated depreciation)
- Partitioning the IRR
- Partnerships (preferred returns, waterfalls, and IRR look backs)
- Sensitivity tables and graphs for presentation and analysis
- How to use Excel and Argus together for effective analysis

*Students are expected to bring their own laptops and have a basic knowledge of Microsoft Excel. (Excel 2003 or 2007 is preferred).*

**Workshop: Green Building | \$75**

The Green Building Workshop is the next logical step in the NJRA RTI course offerings. Participants will gain a more in-depth knowledge of the commonly used terms “sustainable development” and “green building.”

During this workshop, expert consultants and developers who are well-versed in sustainable design, construction, operations, and planning will identify ways to reduce the burden on the environment in terms of resources, land use, and air and water quality. The goal is to highlight innovative models and best practices from New Jersey, New York and Pennsylvania.

In addition, this workshop will provide an opportunity for lenders, business service providers and governmental agencies to share their resources and programs that can facilitate sustainable development practices. Participants will leave this workshop encouraged to plan, design, construct, and maintain buildings, neighborhoods, and cities that are more environmentally-friendly for everyone.