

Redevelopment Planning Process
\$295

The Redevelopment Planning Process, a three-1/2-day dynamic and engaging course, explores the legal and planning aspects of the redevelopment process in New Jersey. Instructors address major topics including redevelopment plans, redeveloper agreements, and current legal and public policy issues. Case studies are used to demonstrate the successes and pitfalls of redevelopment planning. Additionally, students work with a fictitious municipality throughout the duration of the course demonstrating how the concepts are actually applied. Students taking this course can receive 20 Certification Maintenance (CM) or Law credits offered through the American Institute of Certified Planners. The last day of the course offers a panel discussion, which can be taken separately for two (2) CM credits.

October 5-8, 2009	NJN
9 am – 4 pm	25 S. Stockton St. Trenton, NJ 08608
April 13-16, 2010	Central Jersey
9 am – 4 pm	
October 12-15, 2010	North Jersey
9 am – 4 pm	

Real Estate Development
Cost: \$295

This four-day course gives students an opportunity to learn an in-depth overview of the terms, concepts, players and the process of real estate development. Industry leaders delve into the many nuances of this complex subject matter and leave attendees with a better understanding of implementing and developing a real estate project, the roles and responsibilities of the project team, market analysis, and property acquisition strategies. Experts from all segments of the industry teach with first-hand accounts and real-life examples; demonstrating what works and what doesn't, while highlighting some of their own success stories.

October 19-22, 2009	US Department of Housing and Urban Development
9 am – 4 pm	One Newark Center, 15 th Floor, Newark, NJ 07102
May 11-14, 2010	Central Jersey
9 am – 4 pm	
November 4, 5, 8, 9, 2010	South Jersey
9 am – 4 pm	

Project Finance

Cost: \$395

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. Learning from a hands-on approach, participants analyze and development project financials, calculate debt capacity, loan payments, ratios, and return on investments. Students also explore various tools and incentives used to close financing and improve project feasibility. *A calculator is mandatory for this course.*

February 1-4, 2010 9 am – 4 pm	Central Jersey
June 1-4, 2010	North Jersey
February 14-17, 2011	South Jersey

Workshops

Core courses are enhanced with supplemental one-day workshops that address key issues pertaining to redevelopment. Workshops, which are open to both past graduates and the general public, keep participants up-to-date on what is taking place in the development world.

Recovery Zone Financing Workshop

Cost: \$50

Mcmanimon & Scotland, LLC will shed light on the American Recovery and Reinvestment Act which created a new category of bonds intended to stimulate redevelopment efforts. In this half-day workshop, you will learn how Recovery Zone Bonds can provide tax incentives for local and county government to spend money to promote job creation and economic growth in distressed areas.

Thursday, November 5, 2009 9 am – Noon	Thomas Edison State College 101 West State Street Trenton, NJ 08608
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