

2024 CEDAM Real Estate Boot Camp

Agenda

September 16 – 20, 2024 | Inner City Christian Federation (ICCF)

Grand Rapids, Michigan

During our Real Estate Boot Camp we will cover a brief history of the community development field and explore how real estate development can cultivate strong neighborhoods. Participants are asked to bring a development project in mind to the training; those who do not have a development in mind will join forces with those who do for a final pitch presentation to our funding panel. We will cover the development process, pro formas, the cost of development, ways to finance your development, who should be on your development team, and more! This training is geared toward those working on both small and large affordable housing projects in urban and suburban contexts.

September 16, 2024

Time	Session	Speaker(s)
9:00am - 10:00am ICCF Community Center 400 MLK Jr St SE, Grand Rapids	Check-in and continental breakfast	
10:00am - 10:30am	Kick off! Welcome, Introductions, Objectives & Expectations	CEDAM's Emily Reyst, Teresa Gillotti, Sandy Pearson
10:30am - 12:00pm	Community Development: A brief history & how neighborhoods change over time	Housing Next's Brooke Oosterman & Flywheel's Ryan Kilpatrick
12:00pm - 1:00pm	Lunch	
1:00pm - 2:30pm	Buildings and site layouts: Developing naturally occurring affordable housing	Housing Next's Brooke Oosterman & Flywheel's Ryan Kilpatrick
2:45pm-3:45pm	Development process phases	ICCF's Dakota Riehl & Jan van der Woerd

3:45pm-5:00pm	The development team is everything	ICCF's Dakota Riehl & Jan van der Woerd
5:00pm-7:00pm	Dinner & Networking	The Old Goat

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DRAFT Agenda

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Tuesday, September 17, 2024

Time	Session	Speaker(s)
9:00am - 10:30am ICCF, 415 MLK Jr. St. SE, Suite 100, Grand Rapids	Creative solutions: How zoning works and when it doesn't	Grand Rapids (GR) Planning Department - Kristin Turkelson
10:45am - 11:45am	Zoning exercise	CEDAM's Teresa Gillotti and GR Planning Department - Kristin Turkelson + Rowan Brady
11:45am - 12:15pm	Introduction to final projects & team formation	CEDAM's Emily Reyst
12:15pm - 1:15pm	Lunch	
1:30pm - 2:30pm	Introduction to pro formas	Cinnaire's Cassandra Oracz
2:45pm - 3:45pm	How changing building types changes your pro forma (exercise)	Cinnaire's Cassandra Oracz and CEDAM's Teresa Gillotti
3:45pm - 4:45pm	MSHDA Programs	MSHDA's Tony Lentych
5:00pm - 6:00pm	Dinner	
6:00pm - 7:30pm	Project work time	

Wednesday, September 18, 2024

Time	Session	Speaker(s)
9:00am – 10:15am ICCF, 415 MLK Jr. St. SE, Suite 100, Grand Rapids	LIHTC 101: Calculating tax credits	Cinnaire's Matthew Miller & Max Olive
10:30am - 12:00pm	LIHTC 101: Development & operating pro formas (with case studies)	Cinnaire's Matthew Miller & Max Olive + The GR Housing Commission
12:00pm - 1:00pm	<i>Lunch</i>	
1:00pm - 2:30pm	Panel: Accessing capital & working with financial institutions	Sponsor financial institutions panel - Walker & Dunlop, IFF, FHLBI, Cinnaire, Opportunity Resource Fund
2:45pm - 3:45pm	Funding & Incentives: Tools to reduce your gap	City of Grand Rapids Economic Development and Community Development: Jessica Solis, Connie Bohatch & Erin Banchoff
4:00pm – 5:30pm	<i>Local Tour</i>	Start at Southgate Apts
6:00pm - 8:00pm	Dinner/Networking	Ferguson Apartments rooftop

Thursday, September 19, 2024

Time	Session	Speaker(s)
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9:00am - 10:30am ICCF Community Center 400 MLK Jr St SE, Grand Rapids	MSHDA - QAP / LIHTC	MSHDA's Mason Crozier
10:45am - 12:00pm	Green & energy efficient development & incentives	Edison Community Partner's Jason Muniz
12:00pm – 1:00pm	<i>Lunch</i>	
1:00pm – 1:45pm	Case study: Non-LIHTC deal	LINC Up's Shanika Gordon & Stephanie Gingerich
2:00pm - 3:00pm	Case study: Layered financing	Dwelling Place's Jacob Horner and Jeremy DeRoo
3:00pm - 3:30pm	Project work time - site location, zoning, building types, affordability levels	CEDAM staff, Cassandra Oracz, Mason Crozier
3:30pm - 5:00pm	Project work time - pro forma work	CEDAM staff, Cassandra Oracz, Mason Crozier, Emily Cauzillo
5:00pm - 7:30pm	<i>Dinner and work on final presentations</i>	Work on final presentations

Friday, September 20, 2024

Time	Session	Speaker(s)
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Time	Session	Speaker(s)
9:00am – 11:00am ICCF, 415 MLK Jr. St. SE, Suite 100, Grand Rapids	Finalize presentations	IFF David de Velder, MSHDA Mason Crozier, David, Max Olive, Matthew Miller
11:00am - 12:00pm	Final projects (2)	Project teams (2)
12:00pm - 12:30pm	Lunch	
12:30pm - 3:00pm	Final projects (5)	Project teams (5)

Each team will present their final project to the cohort as well as experts in the field who will provide valuable feedback on your next steps.

After Boot Camp: Participants will be a part of CEDAM's Boot Camp alumni network and have access to our Boot Camp "My Community" where you can stay in touch with your cohort, funders, and other emerging real estate professionals across Michigan.