EMERGING DEVELOPER PROGRAMS

EMERGING DEVELOPER CLASSES
We offer 5 programs throughout the year designed specifically for Emerging Developers. The classes are taught through lecture, presentation or panel around principles of real estate development. Classes are open to the public, and current class topics are: Project Feasibility, Zoning, Developing with 3.0, Finding Local Capital, and Unpacking Local Deals.

URBANPLAN
Offered in collaboration with ULI Memphis
UrbanPlan is a hands-on interactive simulation of a planning process involving teams that work together using legos, a site plan and a spreadsheet to respond to a Request for Proposals from the fictional city of Yorktown.

“Non-profit professionals, policy makers, developers, architects, public officials, resident leaders and young professionals should make every effort to engage in this simulation to learn these very values.”

Leslie Smith
Blight Authority of Memphis

REDI
(REAL ESTATE DIVERSITY INITIATIVE)
Offered in collaboration with ULI Memphis
REDi is an in-depth 15-session curriculum focused on small scale development opportunities in Memphis. Participants gain direct experience working in teams to produce a development plan, pro-forma and marketing plan for a real project. Priority acceptance is given to people of color and women.

“Extremely valuable, I feel empowered. I feel prepared to get a start in real estate. I don’t have all the answers, but I now know what questions to ask.”

Kamilah Turner
REDI Graduate
To register visit www.RegionSmart.org
SMALL DEVELOPMENT WORKSHOPS
Offered in Collaboration with the Incremental Development Alliance

One-day Workshops prepare aspiring developers to take the first steps on a project: Determine what makes a good project, understand how a building makes money, and Learn how small developers interact with the broader ecosystem of professionals in the built environment.

TECHNICAL ASSISTANCE CLINICS

Participation in other Emerging Developer Programs are a pre-requisite. Limited attendance, 2-3 hour sessions led by professional volunteers who offer technical assistance on local projects. Clinics are designed to give emerging developers the opportunity to hear from industry professionals. Participants come to the clinics with a project in hand to get assistance in moving their project forward. Clinics are designed to support emerging developers during the concept and feasibility phases of projects. The goal is to get the projects to a point where they are funded and professional services can be hired. Clinics will be offered on Pro Forma Development, Site Design & Planning, Construction Estimating, and Lender Pitching.

BOOTCAMPS
Offered in Collaboration with the Incremental Development Alliance

Project BootCamps are two-day opportunities for participants to bring an actual project in front of seasoned small developers for advice and input. Participants digest zoning code, draw a basic site plan, create a financial pro-forma model and make a pitch package for investors. The Bootcamps are for individuals with an actual development project in mind (whether they control a site or are looking for one) who want to connect to a network of development professionals and work through their ideas with experienced small developers. We will not host a BootCamp in Memphis until 2021. Virtual BootCamp opportunities can be found at: IncrementalDevelopment.org

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