Course Overview

The two-day Small Developer Boot Camp applies the foundational training from the one-day Workshops to real projects. With lots of one-on-one time, the Boot Camp gives participants an opportunity to bring their actual development projects (ideally at the planning stage) in front of seasoned small developers.

Participants work through exercises like building and refining their pro forma, creating an investor proposal package, and drawing out the zoning parameters for their lot. Participants can also practice pitching their project to the group and instructors in order to get feedback in a supportive environment.

The Boot Camp is all about hands-on and how-to. Participants should come prepared with paper, pencils, a calculator and computer to make the most of the practicum sessions over these two days of learning.

Scholarships are available. To apply, please contact: training@incrementaldevelopment.org

Learning Objectives

- Understand how to make strategic design decisions
- Estimate development income and expenses
- Interpret, analyze, build, and refine a pro forma
- Understand what makes a compelling proposal to investors
- Read and interpret zoning as it applies to your building lot
- Meet people who can help you
Friday

8:00 AM - 12:00 PM - SESSION 1: WHAT IS YOUR PROJECT?

• Reading your zoning and drawing your building lot.
• Understanding the people behind your project: Renters vs Owners, Residential Target Audiences vs Commercial Operators/Entrepreneurs
• Practicum: Drawing and Zoning; Building Program and Target Audiences

12:00 PM - 1:00 PM - LUNCH (PROVIDED)

1:00 PM - 4:30 PM - SESSION 2: DOES THE PROJECT MAKE MONEY?

• Learn to build an in-depth project pro forma for specific building type/use
• Q&A breakout deeper into incomes and expenses
• Inside the residential marketplace - For Sale, For Rent, 1-4 Unit, 5+ Units
• Inside commercial/mixed use - Types of Commercial Users, Short vs Long Term Holds
• Practicum: Build and Refine Your Own Pro forma in Excel

5:00 - 7:00 PM - NETWORKING DINNERS IN SMALL GROUPS (MEAL ON YOUR OWN)

7:30 - 9:30 PM - OPTIONAL OFFICE HOURS WITH FACULTY AT HOTEL

Saturday

8:00 AM - 11:45 AM - SESSION 3: WHO’S GOING TO INVEST IN YOUR PROJECT?

• Assemble project financing package and understand the relationships that surround the money.
• Practicum: Create 3 financing and deal structure scenarios; Complete your Financing Package Draft and Practice Talking Points

12:00 PM - 1:00 PM - GRADUATION LUNCH (PROVIDED)

1:30 PM - 5:00 PM - PROJECT PRESENTATIONS

6:00 PM - DINNER (MEAL ON YOUR OWN)