



## Development Finance Toolbox

### OPTIONAL PRE-COURSE WORKSHOP (8:30 am – 12:30 pm)

**Wednesday, September 21**

8:00 am – 8:30 am

#### **Registration for Attendees of Optional Pre-Course Workshop**

*NOTE: Pre-course workshop begins promptly at 8:30 am. To avoid interrupting the pre-course workshop while it is in progress, those who arrive after 8:30 am will be asked to wait in another room until lunch.*

8:30 am – 12:30 pm\*

#### **Pre-Course Workshop: Fundamentals of Developer Real Estate Financing - Understanding the Effect of Grants and Loans on Development Projects**

Pat Thomson  
National Development Council

- Public Sector and Real Estate Development
- Real Estate Concepts and Development Process
- Sources and Uses
- Pro Forma Income and Expense Statement
- Underwriting and Lender Ratios

*\* Breaks as determined by instructor.*

12:30 pm – 1:30 pm

**Lunch for all program attendees** (Dining Hall, first floor)

*The regular program will begin after lunch.*