



Development Finance Toolbox

PRE-COURSE WORKSHOP (INCLUDED WITH COURSE FEE) (8:30 am – 12:30 pm)

Tuesday, September 19

8:00 am – 8:30 am

**Registration for Attendees of Pre-Course Workshop
(included with course fee at no extra charge)**

*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.