

2012 Course Schedule

NJBA NJRA REDEVELOPMENT TRAINING INSTITUTE®



**Your Source for
Redevelopment Training in
New Jersey**

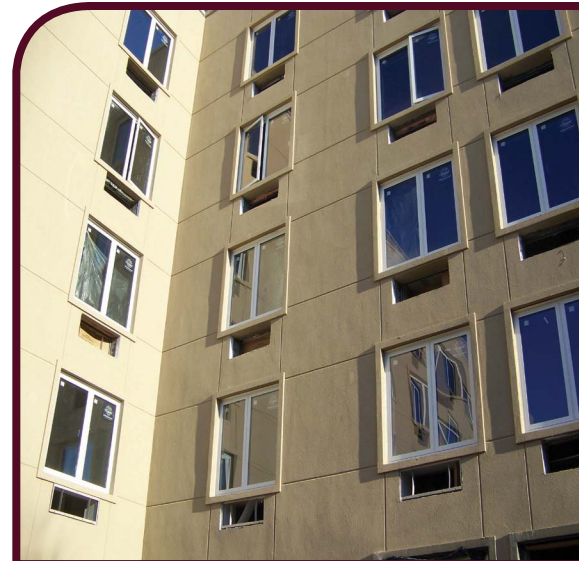
Selected courses are approved for professional credentials through AICP, NEDA and the Supreme Court of New Jersey Board on Continuing Legal Education

New Jersey Redevelopment Authority

The New Jersey Redevelopment Authority was created in 1996 as an independent entity of the State of New Jersey to identify and finance redevelopment and economic development initiatives in the State's urban communities. NJRA partners with community-based organizations, real estate developers, municipalities, and businesses to invest in redevelopment projects that increase economic opportunities in its eligible communities. NJRA offers various forms of financial assistance, including loans, guarantees, and equity investments; as well as technical and planning assistance.

NJRA's mission is to provide a unique approach to revitalization efforts in New Jersey's cities. NJRA develops programs and resources to improve the quality of life by creating value in urban communities.

To date, NJRA has committed to invest more than \$340 million in New Jersey's urban communities, leveraging more than \$3 billion in private sector investments. NJRA has also extended its technical assistance arm, not only to its mandated urban audience, but to the Tri-State area through the New Jersey Redevelopment Training Institute.



NJRA Redevelopment Training Institute

In 2006, the NJRA Redevelopment Training Institute (NJRA RTI) was designed to provide opportunities for non-profit and for-profit developers, professional consultants, entrepreneurs, and municipal/county officials to learn about all aspects of redevelopment.

The goal of NJRA RTI is to present the student attendees with intermediate-level training courses that outline the nuances of the redevelopment planning process in New Jersey, focus on the real estate development process, and unlock the key to understanding project finance, as well as providing pertinent information on various redevelopment topics in a workshop setting. Instructors are seasoned industry professionals that bring real-world experience to the classroom.

Due to the overwhelming popularity of NJRA RTI, courses are being offered regionally throughout the state in Northern, Central, and Southern New Jersey.





Redevelopment Planning Law

Pending 12 Certification Maintenance Credits
Pending 12 Continuing Legal Education Credits

This dynamic and entertaining training program addresses the legal and planning aspects of the redevelopment process in New Jersey. Due to the complexity of the redevelopment laws in this state, the redevelopment planning process course will provide an opportunity to provide a detailed overview of the entire process.

Some of the key elements covered during this course are designating an area in need of redevelopment; creation & adoption of a redevelopment plan; selecting a redeveloper; and negotiating the redevelopment agreement. In addition to providing students with information on redevelopment planning, the instructor will also give daily quizzes to assess comprehension of the material.

On the final day of the course, a panel discussion is conducted with some of the industry's most knowledgeable and successful professionals. Panelists will discuss their experiences in redevelopment and other specified topics of interest, and provide an opportunity for interactive discussion and question and answer period.

Additional Topics Include:

- Redevelopment and the Partnership with Government
- Community Visioning
- Property Acquisition and Eminent Domain
- Redeveloping Contaminated Property
- Smart Growth/Brownfields
- Recent Developments in Litigation

Real Estate Project Feasibility

Pending 8 Certification Maintenance Credits
Pending 12 Continuing Legal Education Credits

The Real Estate Development course is designed to provide you with the information and tools needed to develop commercial and mixed-use real estate development projects. This two-day course will cover the development process, its sequence, and its inter-relationship to help you identify issues that need to be addressed each step of the development process. Industry leaders will delve into the many nuances of this complex and multifaceted subject matter.

Students will learn the development process including project concept development, feasibility analysis, project planning, financing, construction and operations. An in-depth overview of the terms, concepts, players and the process of real estate development will also be given. To enhance your knowledge and decision making, instructors will use a hypothetical case as the framework for some of the presentations, discussions and exercises. The purpose of this format is to provide an interactive and participatory learning environment for you to apply the principles learned to real life scenarios. In addition, students will receive daily reviews and will be quizzed on the covered material.

Additional Topics Include:

- Feasibility Analysis
- Due Diligence/Appraisal
- Site Acquisition Strategies
- Environmental Assessment
- Architectural & Engineering
- Leasing
- Property Management



Upcoming Course Dates

November 7-8, 2012
Thomas Edison State College
101 W. State St.
Trenton, NJ 08608
Time: 9:30 am - 4:30 pm

Cost: \$150

Upcoming Course Dates

October 16-17, 2012
Thomas Edison State College
101 W. State St.
Trenton, NJ 08608
Time: 9:30 am - 4:30 pm

Cost: \$199

For more information, call 609-278-5779 or visit www.njra.us/rti



Excel-Based Project Finance

Each two-day course qualifies for 13.2 Continuing Professional Education (C.P.E.) credits.

BEGINNER

This two-day class will introduce financing tools and the types of financing available in today's market for residential and commercial development including the lease as a form of financing. You will learn finance concepts and terminology including net operating income (NOI), net present value (NPV), and return on investment (ROI). Students will also learn how to construct development budgets and operating pro formas using Microsoft Excel. Emphasis will be placed on learning Excel formula composition. Each student will be required to complete a pre-reading assignment prior to the start of class. **Students are expected to bring their own laptops and have a basic knowledge of Microsoft Excel. (Excel 2003 or 2007 is preferred).**

INTERMEDIATE

During this two-day class, you will learn how to build financial models for the acquisition and development of commercial and mixed-use real estate development projects using Microsoft Excel. Students will participate in the development and analysis of project financials including the calculation of loan payments, debt capacity, net present value (NPV), internal rate of return (IRR), and other financial calculations. Additionally, students will learn how to create a basic sensitivity analysis using Excel. A brief review of financing tools and products will be covered. **Students are expected to bring their own laptops and have an intermediate knowledge of Microsoft Excel. (Excel 2003 or 2007 is preferred).**

ADVANCED

This two-day advanced course will delve into financial modeling for various commercial and mixed-use development projects using Microsoft Excel. Come prepared to integrate risk analysis into financial models by using various tools and incentives, including NJRA financing products to close financing gaps and improve project feasibility. A hands-on approach using Excel will be implemented throughout the training session. **Students are expected to bring their own laptops and have knowledge of real estate finance and advanced knowledge of Microsoft Excel. (Excel 2003 or 2007 is preferred).**

Laptops Are Mandatory

Upcoming Course Dates

**Intermediate
June 13-14, 2012**

Thomas Edison State College
101 W. State St.
Trenton, NJ 08608
Time: 9:30 am - 4:30 pm

Cost: \$199

Check the NJRA RTI Web site for additional course dates.

NJRA RTI Workshops

In addition to the core training courses, the Redevelopment Training Institute offers a host of one-day workshops covering hot issues surrounding redevelopment, real estate development and project finance. These workshops are interactive and focus on real life experiences, best practices and tools you can bring back to your respective areas of work.

- March 15 :** Green Building Series: Sustainable Development
- March 23:** The Value of Using a Redevelopment Attorney (Cost: \$50)
- April 12:** Finance/Partnership Structuring
- April 27:** Green Building Series: Urban Design Considerations (Cost: \$50)
- May 10:** Real Estate Development Law
- May 19:** Understanding the Redevelopment Process and Your Role In It (Cost: \$60/NJ Institute of Technology, Newark)
- June 20:** Market Analysis 101/Real Estate Trends
- Sept. 27:** Property Valuation Including Distressed Properties, Vacant Land and Site Assemblage
- Oct. 10:** Tax Assessor Workshop (North Jersey)
- Oct. 12:** Tax Assessor Workshop (South Jersey)
- Oct. 25:** Fundamentals and Negotiations of Commercial Leases

**Unless noted, all workshops will be held at Thomas Edison State College
101 W. State Street, Trenton, NJ 08608**



Visit www.njra.us/rti for full workshop descriptions.

Bring Your Redevelopment Project to the RTI Deal Clinic

Is your project ready to be explained to industry experts?

The RTI Deal Clinic serves as an opportunity for all RTI Redevelopment Planning Process, Real Estate Development or Project Finance graduates to receive technical assistance on their site-specific real estate development projects. The goal of the Deal Clinic session is to provide strategic insight, direction and recommendations so NJRA RTI training participants can successfully complete redevelopment projects in New Jersey. You will be given an opportunity to present a development project and receive practical advice from a team of development professionals so you can determine the most appropriate next steps for your projects.

Bring the NJRA RTI to Your Municipality or Non-Profit

Address Development Challenges Through Redevelopment Education!

NJRA RTI on-site training offers the same expert instruction as our public sessions, but are conducted at your preferred location. We will assess your redevelopment goals and develop materials and a customized course based on your municipality or non-profit. This training will offer your staff the opportunity to engage in a dynamic learning environment that is both convenient and cost-effective. The on-site training provided through NJRA RTI will enable your development staff to acquire skills that will promote growth and knowledge to facilitate redevelopment activities in your communities. This invaluable resource will provide key "problem solvers" with the necessary tools to make redevelopment goals a reality.

Classroom Structure

All courses will combine lectures, interactive discussions, small group activities and workshops, question and answer sessions, and case studies. Additionally, during the Project Finance course, participants will work out problems, develop spreadsheets, and other hands-on activities to ensure a better understanding of the concepts. Each course is highly interactive and involves multiple learning techniques.

To ensure that all participants have a full opportunity to benefit from the learning experience, it is our goal to ensure a diverse mix of organizations and professionals in the classroom.

Enrollment

Interested participants **must** submit an application accompanied with **full payment**. Applications completed online will not be processed until payment or purchase order is received. Cancellations must be received in writing three weeks prior to the start date of the specific training course. **No refunds will be given for cancellations after this date.**

Scholarship

If cost prohibits you to apply to the NJRA Redevelopment Training Institute, please explain your hardship on your application. A limited number of partial scholarships will be made available to non-profit organizations and municipalities only. State employees may also qualify for special rates.

Earn Professional Credentials

NJRA Redevelopment Training Institute provides professional credentials to help you complete your certification requirements.



American Institute of Certified Planners (AICP)

AICP is the American Planning Association's professional institute, providing recognized leadership nationwide in the certification of professional planners, ethics, professional development, planning education, and the standards of planning practice. AICP's Certification Maintenance (CM) program helps planners gain the knowledge and skills they need to remain current in the practice of planning. Several of NJRA RTI's courses and workshops have been approved for CM credit through AICP.



Northeastern Economic Developers Association (NEDA)

The Northeastern Economic Developers Association, the leading economic development organization in the northeast, provides education, resources, advocacy, and networking opportunities for its members. NEDA offers an Economic Development Professional (EDP) designation, which recognizes significant professional education and/or experience in the field of economic development or closely related disciplines. All NJRA RTI courses and workshops are recognized under the EDP program. The completion of all three courses allows students to receive credit towards an EDP designation or renewal. Please review the EDP Program requirements at www.nedaonline.org.



Supreme Court of New Jersey Board on Continuing Legal Education

New Jersey Redevelopment Authority is an approved CLE Provider through the Supreme Court of New Jersey Board on Continuing Legal Education.

NJRA REDEVELOPMENT TRAINING INSTITUTE

OTHER WAYS TO APPLY

1 Online
www.njra.us/rti.

2 By Phone
609-278-5779

3 FAX this form to:
609-292-6070

4 E-mail
njrarti@njra.us

5 Mail this form to:
NJRA
150 West State Street
2nd Fl.
P.O. Box 790
Trenton, NJ 08625

ADDITIONAL INFORMATION

State employees. Because NJRA is a State Authority, state employees can take advantage of special pricing. Call 609-278-5779 for details.

Registration Fees. Fees for all courses are payable at time of registration. If payment is not presented at that time, you will be sent an invoice that is immediately payable upon receipt, unless other arrangements are made with NJRA.

Please note: Registration fees are subject to change without notice. Classes may be added, canceled, or scheduled without notice according to demand or due to unforeseeable circumstances.

Scholarships: A limited number of partial scholarships are available to non-profit organization and municipalities. Please explain your hardship on the back of this application.

Transfer, cancellation and refund policy. You may, in writing, transfer to a future course, send someone to take your place or cancel without penalty at any time up to three weeks (15 days) prior to your course. If you provide NJRA with less than three weeks notice, or fail to attend, you will be liable for the entire course fee. Telephone cancellations will not be accepted.

Mailing list. To be added to our mailing list, please send us your name, title and address to njrarti@njra.us.

Class Cancellation Due to Weather: To find out if class is cancelled due to weather conditions, please call: 609-278-5779.

Salutation Mr. Mrs. Ms. Miss First Name _____ Last Name _____

Title _____

Organization (Please use full name) _____

Address Work Home (Please check one) _____

City _____ State _____ Zip _____

Office Phone (____) _____ Home Phone (____) _____

E-mail _____ Fax (____) _____

Education Level
 Less than High School H.S. Diploma or Equivalent Some College Bachelor's Degree
 Some Graduate School Master's Degree Ph.D and Higher

Are you seeking Certification Maintenance Credits? Yes No
 Are you seeking Continuing Legal Education Credits? Yes No

Which of the following best describes your organization? (Please check one)
 Local Government Community-Based Development Organization Developer
 Financial Institution Faith-Based Organization Other: _____

How did you hear about NJRA RTI? (Check all that apply)
 Brochure Conference Newspaper E-mail from NJRA RTI Meeting Colleague
 Past Attendee Trade Show Trade Magazine NJRA RTI Web site Other (specify) _____

Check here if you have special needs addressed by the Americans with Disabilities Act. Check here if you have special dietary needs.
 Please specify: _____ Please specify: _____

Please register me for the following courses:

Course Name	Date	Location

Course Name	Date	Location

Course Name	Date	Location

Charge My: VISA MasterCard AMERICAN EXPRESS Amount: _____

Name (as shown on card): _____

Account Number: _____ Expiration Date: Month _____ Year _____

Authorized Signature (Required) _____

Please check here if your credit billing address is different from the address listed above.

Check (Make Payable to NJRA)

Purchase Order # _____

Signature _____ Date _____

Learn Essential Information Critical to Undertake Successful Redevelopment Efforts



Your Source for Redevelopment Training in New Jersey



NJRA Redevelopment Training Institute Participants are Saying:

"By attending the NJRA Redevelopment Training Institute, you will learn important redevelopment information from industry leaders with real hands-on experience. Participants in these intensive courses will walk away with the knowledge to undertake projects that will positively impact New Jersey's communities."

"The NJRA Redevelopment Training Institute has seasoned my professional career and provided me with the necessary working knowledge for developing projects. I was able to immediately incorporate these skills into my work performance. Today, I refer back to the handouts, 'My Development Bible,' as a refresher."



"I needed to understand the financial tools available for developers. This course provided a solid overview of these tools. I am now better served in understanding how to put together a redevelopment project."

"Successful redevelopment requires a team of specialists knowledgeable of each part of the process. The NJRA Redevelopment Training Institute meets this task head on."