



REQUEST FOR APPLICATIONS Greater Newark Housing Development Training Institute (HDTI)

Local Initiatives Support Corporation (LISC) Greater Newark is pleased to announce that it is now accepting applications for its Housing Development Housing Institute (HDTI). This training is made possible through the generous funding of **Prudential**.

Up to 30 participants will be selected by LISC to participate in this comprehensive training in affordable housing development within a community development context. Preference will be given to groups working in the Greater Newark footprint (Newark, Irvington, Orange, Jersey City, East Orange), with secondary consideration for those organizations working in or near Camden.

Applications, which can be found [here](#), are due by July 29. **Both for-profit and nonprofits involved in the development of affordable housing are encouraged to participate in this training. BIPOC- and women-owned firms are encouraged to apply.** Selected participants will be notified by August 4.

An informational webinar will be held on July 13 from 2:30pm-3:30pm Register [here](#).

ABOUT LISC

Together with residents and partners, LISC forges resilient and inclusive communities of opportunity across America—great places to live, work, visit, do business and raise families.

LISC's Strategics

- Strengthen existing alliances while building new collaborations to increase our impact on the progress of people and places
- Develop leadership and the capacity of partners to advance our work together
- Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities
- Invest in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities
- Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being

Affordable Housing

A safe, affordable home is one of the basic requisites of life—a key to individual health and well-being, and the foundation for sustainable, economically vibrant and diverse neighborhoods. Housing is where LISC started.

And it's still the cornerstone of our mission, even as our vision has expanded to include catalyzing opportunity for people and places in many ways: through education, good jobs, health, safety and economic development. LISC continues to make quality, affordable housing available to low-income and vulnerable residents—from seniors to veterans to the formerly homeless—in underserved communities.

LISC investments have led to the creation of **436,320** affordable homes and apartments since 1980. For more on LISC's impact, click [here](#).

PARTICIPANT PROFILE: WHO SHOULD APPLY?

- Staff and individuals working at **for-profit and nonprofit organizations involved in the development of affordable housing, particularly with a focus on the Greater Newark area. BIPOC- and women-owned firms are encouraged to apply.**
- **Developers located in other parts of NJ such as Camden**, interested in serving the Greater Newark market.
- Developers engaged or in some aspect of community centered affordable housing development **servicing communities of color.**
- Developers seeking to **build their affordable rental development skills** via practical, real world examples and shared experience.
- Individuals and staff working at organizations who have historically been active in affordable housing development and seeking reengage with the Greater Newark affordable housing development ecosystem.
- Individuals/developers who are able and willing to make a **commitment of approximate 5 – 6 hours per week for in class time** and some prep time beginning in late August through mid-November.
- Developers interested in learning more about how best to develop affordable housing in **partnership** with other organizations .

PROGRAM DESCRIPTION

This training is modeled on the highly Housing Development Training Institute successful training that LISC has delivered in California since 1998. Over 400 people representing 100 community development organizations throughout California have graduated from the program and gone on to create nearly 30,000 affordable homes for people with low incomes.

While modeled on the California training, the curriculum has been substantially updated to reflect the realities of building affordable housing in New Jersey.

The goals of this training are:

- **Increase the development capacity of affordable housing developers** by providing practical, comprehensive, and intensive skill training in affordable housing development and community development strategies and techniques.
- **Increase the supply of affordable housing** through the program's emphasis on production as part of the learning process.
- **Foster a network of project management professionals** who serve as a resource to each other, share information and provide peer support throughout their careers.

PROGRAM COMPONENTS

The specific components of the training program include the following curriculum modules on real estate development: The specific components of the training program include the following curriculum modules on real estate development:

- definitions of common real estate development terms
- exploration of the key components of sound, socially responsible property and asset management
- extensive financial feasibility and analysis instruction
- housing finance - the "in's" and "out's" of public resources
- instruction on how to use computerized spreadsheets
- how to select, organize and manage a development team
- understanding and managing the development process
- identifying and accessing funds for development
- feasibility analysis
- identifying sites and obtaining site control
- single-family new construction and rehab
- tax credit projects
- resolving planning and zoning issues
- construction management
- marketing and lease-up
- introduction to property and asset management

A combination of presentations, webinars, case studies and simulations allows participants to negotiate a typical housing development deal issue with real world practitioners and draws on all of the program's skill areas outlined above. Working together in small groups, the participants are able to learn from each other and build upon skills learned during the training sessions.

PROGRAM SCHEDULE

The overall program cost, including trainer costs, administration, materials and supplies is approximately \$3,000. Due, to the generous support of our sponsors however, participants will participate **free of charge**. In order to graduate with a Greater Newark Development Training Institute certificate, participants must attend all sessions and demonstrate a mastery of the materials.

To ensure the training is accessible to a variety of skill levels, trainers will hold office hours throughout the course. Participants can expect individualized attention and technical assistance on the course work, shared group assignments and their current projects.

Dates:

- Session 1: August 24 (2:00 – 4:00 pm Eastern)
- Sessions 2 -22: Each Tuesday (10am-noon Eastern) and Thursday (2:00-4:00 pm Eastern)
- Session 23: November 15 (10am-noon Eastern)

HDTI TRAINERS

Helen Dunlap

Helen is a Housing and Community Economic Consultant specializing in strategic, systems and organizational change work for a myriad of international and domestic owners, developers, lenders, and other stakeholders engaged in building, owning, and financing affordable housing. In the past 40 plus years, Helen has run a local housing nonprofit in Napa, California, launched the California Housing Partnership, a state of California sponsored entity, and ran two for-profit subsidiaries for Shore Bank Corporation. She was also the Deputy Assistant Secretary responsible for FHA multifamily portfolio during the first term of the Clinton Administration and President of the National Low-Income Housing Coalition. Helen was at HUD during the creation of mark-to-market as an innovative solution at the time. She was included in a handful of people who created HUD's Real Estate Assessment Center (REAC) which focused on property inspections. She is also a board member of the National Equity Fund, a LISC subsidiary.

Deborah Boatright

An acknowledged expert in affordable housing and community development, Deborah Boatright specializes in developing partnerships that unite the public and private sector in efforts to improve housing and financial options for low-and-moderate income families and address community needs. A major project over the last four years has been increasing the capacity of African-American faith-based community development credit unions in New York, Chicago and Washington DC to build assets and wealth in lower income communities under the auspices of Inclusiv.

From 2006-2016, Deborah served as the Northeast regional vice-president for NeighborWorks America. Prior to joining NeighborWorks America, she served as an Assistant Commissioner, Office of Community Development of the NYS Division of Housing and Community Renewal.

Deborah earned her Masters Degree in Policy Analysis and Urban Affairs from The New School; and was a Fannie Mae Fellow at Harvard University's Kennedy School of Government Program for Senior Executives in State and Local Government.

Kwofi Reed

Since joining LISC in 2011 Kwofi directly deployed LISC's lending activity, supporting affordable housing, economic development and community projects, in urban markets throughout California, Arizona, Washington State and Texas. Prior to joining LISC, he oversaw the District of Columbia's Tenant Purchase Program helping to finance and train residents as they purchased and managed their own apartment buildings and coops.

A community development professional, Kwofi is a graduate of Fisk University in Nashville, TN, holds a law degree from Georgetown University and is a member of the California Bar. At Georgetown University Law Center, he spent two years working with the Harrison Institute for Public Law.