

# City of Seattle – Equity Development Initiative (EDI) Real Estate Finance

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## **PRESESSION ASSIGNMENT**

- Review course agenda

## **DAY 1**

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- 8:30 a.m. COFFEE AVAILABLE**
- 9:00 WELCOME AND INTRODUCTIONS**
- 9:30 THE DEVELOPMENT PROCESS**
- Major Actors
  - Stages in the Development Process
  - Key Issues
- 10:30 KEY FINANCIAL ANALYSIS DOCUMENTS**
- Source and Use Statement
  - Operating Pro Forma
  - Calculating Debt Service
  - Developer Returns (Cash on Cash Rate of Return)
- CASE STUDY – WIDCO – Assignment 1**
- 11:45 CAPITALIZATION RATES AND FAIR MARKET VALUE**
- CASE STUDY – CAPCO**
- 12:30 LUNCH**
- 1:30 PERMANENT LENDING UNDERWRITING AND RATIO ANALYSIS**
- Underwriting Issues
  - Lender Ratios
- CASE STUDIES - The Loan  
Aquarium Arms #1**
- CASE STUDY – Aquarian Arms – Assignment #2**
- 3:00 TAXES AND REAL ESTATE DEVELOPMENT**
- Cash Flow After Tax
  - Depreciation

## DAY 2

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<b>8:00 a.m.</b>	<b>COFFEE AVAILABLE</b>
<b>9:00</b>	<b>TAX CREDITS FOR COMMUNITY DEVELOPMENT</b> <ul style="list-style-type: none"> <li>• <b>Rehabilitation Tax Credits (HISTORIC)</b></li> <li>• <b>Low-Income Housing Tax Credits (LIHTC)</b></li> <li>• <b>New Markets Tax Credits (NMTC)</b></li> </ul> <b>CASE STUDY: Great Plains &amp; Southern Railroad</b>
<b>10:30</b>	<b>SPREAD SHEET BASICS - INTRODUCTION</b>
<b>11:00</b>	<b>FINANCE SPREAD SHEETS</b>  <b>CASE STUDY – Courthouse Square Mixed Use Development</b>
<b>12:30 p.m.</b>	<b>LUNCH</b>
<b>1:30</b>	<b>CASE STUDY – Continue Case Work</b>
<b>2:30</b>	<b>CASE STUDY - Interpreting Data</b>
<b>3:00</b>	<b>CASE STUDY - Courthouse Square – Gap Funding</b>
<b>4:00</b>	<b>CASE STUDY - Interpreting Data</b>
<b>4:30</b>	<b>DISCUSS DAY 3 ASSIGNMENT PROJECTS AND SPREADSHEET</b>
<b>5:00</b>	<b>ADJOURN</b>