

# REAL ESTATE DEVELOPMENT EMPOWERMENT TRAINING

## REAL ESTATE CONSULTANTS, ADVISORS AND TRAINERS.

The Hudson/Barnett Group is a State of Virginia Small, Women and Minority, SWaM certified real estate development consulting company comprised of two principals, Glenn Hudson and Edward Barnett. Our mission is to assist Public Housing Authorities, local governments, Historically Black Colleges and Universities, and non-profit/for-profit entities successfully carry out development opportunities. **Our experience includes:** training, underwriting, advising clients on the real estate development process, building developer capacity, structuring joint venture partnerships, deal structuring and financial modeling/packaging. We are offering a **three day intense** Real Estate Development Training Workshop for Virginia Association of Housing and Community Development Officials (VAHCDO). Our three day training will cover the following topics:

- WHAT DOES IT MEAN TO OWN REAL ESTATE
- MAKING THE DECISION TO BECOME THE DEVELOPER
- THE ROLE OF THE DEVELOPER
- PUTTING TOGETHER YOUR DEVELOPMENT TEAM
- ASSESSING YOUR CAPACITY TO DO DEVELOPMENT
- JOINT VENTURE PARTNERSHIPS
- FORMING THE CONCEPT/COMMUNITY PLANNING
- OVERVIEW OF MARKET STUDY
- FINANCING, PREPARING A BUDGET, LENDING RATIOS, SPREADSHEETS
- LOW INCOME TAX CREDITS/HISTORIC TAX CREDITS
- PROPERTY AND ASSET MANAGER ROLES



### HUDSON/BARNETT GROUP

P.O. Box 326  
Richmond, Virginia 23218

Phone: (804)677-3302/(312) 543-5128  
Fax: (707) 788-4055  
Email: gfhud@aol.com  
Email: ed@hudsonbarnettgroup.com