

VIRGINIA ASSOCIATION OF HOUSING AND COMMUNITY DEVELOPMENT
OFFICIALS AND THE HUDSON/BARNETT GROUP INVITES YOU TO ATTEND
REAL ESTATE DEVELOPMENT TRAINING

October 13 – 15, 2009

Williamsburg Marriott
50 Kingsmill Road, Williamsburg, VA 23185

HOTEL INFORMATION: \$99.00 single/double plus tax
Call 1-800-442-3654 or 757-220-2500 for reservations
by **September 13, 2009**.
Code: Virginia Association of Housing

DIRECTIONS: From Norfolk or Richmond, directions are the same:
I-64 East (from Richmond), I-64 West (from Norfolk).
Exit 242-A off I-64 onto Exit 199 West. Take
second Williamsburg Exit onto Route 60. Turn right
onto Route 60 (East), turn right at 4th traffic light
(Kingsmill Road). The Williamsburg Marriott will be on
your right.

PARKING: Complimentary

AIRLINE INFORMATION: Newport News/Williamsburg Airport

SCHEDULE:

8:30 a.m.	Continental breakfast
9:00 a.m.	Seminar begins
10:45 a.m.	Morning break
12 noon	Lunch, on your own
1:00 p.m.	Afternoon session
2:30 p.m.	Afternoon break
5:00 p.m.	Seminar ends

REGISTRATION FEE: \$495.00

Some of the topics to be covered are Life Cycle Stages of the Real Estate Development Process, Role of the Developer, Assembling the Development Team, Joint Venture Partnerships, Forming the Initial Concept, Zoning, Financing, Lending Ratios, Tax Credits, Appraisals, Underwriting/Equity Pricing, etc.

Please make checks payable to: VAHCDO, Attn: Valerie Hill Neal, Post Office Box 797, Newport News, VA 23607. Please submit registration form and payment no later than **October 2, 2009**. On-site registration accepted. Registration fee includes training, instructional materials, workbook, continental breakfast and refreshments for the three-day training.

CONTACT: Valerie Hill Neal or Carl V. Williamson
Telephone: 757-928-2620 Fax: 757-247-6535

SPECIAL NOTE: Please, no taping or video recording.

SEMINAR REGISTRATION FORM
Real Estate Development Training - October 13 – 15, 2009

Please complete this form and send payment no later than **October 2, 2009** to:

VAHCDO
Attention: Valerie Hill Neal
Post Office Box 797
Newport News, VA 23607

Please complete a separate form for each participant:

Name _____
Title _____
Organization _____
Street Address (no P. O. boxes) _____
City _____ State _____ Zip Code _____
Phone _____ Fax _____

If you require a reasonable accommodation, please contact Valerie Hill Neal at 757-928-2620.