

FIRST HOUSING IN COLLABORATION WITH HUDSON REAL ESTATE ADVISORY GROUP  
AND THE FLORIDA COMMUNITY DEVELOPMENT ASSOCIATION

# REAL ESTATE DEVELOPMENT TRAINING

OCTOBER 11-12, 2018 | 8:30AM-5:00PM

601 E. KENNEDY BLVD, 26TH FLOOR, CONFERENCE ROOM A  
TAMPA, FL 33602

## COURSE OUTLINE

- The Role of the Developer
- Making the Decision to Become the Developer
- Assessing your Capacity to do Development
- Putting Together your Development Team
- Joint Venture Partnerships
- Forming the Concept
- Overview of the Market Study
- Zoning and Permitting
- Project Financing
- Preparing a Budget
- Ratios
- RAD
- Tax Credits
- Spreadsheets
- Sizing the Deal
- Roles of the Property and Asset Manager

**DON'T WAIT, REGISTER NOW!**  
[rivierabeachcdc.org/DevTraining](http://rivierabeachcdc.org/DevTraining)

## REGISTRATION DETAILS

### \$150 PER PERSON

Includes Course Materials, Continental Breakfast  
and Lunch on Both Days

### INSTRUCTOR

**Glenn Hudson,**

Hudson Real Estate Advisory Group

### INFORMATION AND REGISTRATION

Contact **Annetta Jenkins**

[ajenkins@rbcracra.com](mailto:ajenkins@rbcracra.com) or 561-844-3408

Reasonably priced hotels nearby

[rivierabeachcdc.org/DevTraining](http://rivierabeachcdc.org/DevTraining)

Sponsored by:



Participating Organizations

