



2022 CBREDT Short Summary of Classes

Architecture & Design helps students gain basic understanding of terminology, scale, standards and the ability to read construction documents. This session further prepares students on how to interact and engage builders and designers. Students will be empowered to conceptualize functional designs that are cost effective and aesthetically pleasing.

Construction Means & Methods 1 focuses on cost estimates and the cost management process. Students will explore a spreadsheet estimate, learning about the format and structure of the template. Students will also learn about best practices and techniques for estimating total construction costs.

Construction Means & Methods 2 enables students to understand the construction process – the various contracting approaches available to construct a project and understand to what degree each entity (Owner/Developer/ Construction Manager/Contractor) is exposed to various risks associated with constructing a project.

Design Consultants & Technical Development – architects and other design professionals can help developers with early indication of parameters that will work with a particular place and/or building. This class will provide an overview of building codes, design requirements and the various roles of professional design consultants in determining if planned improvements can be built in an attractive, timely, and cost-effective manner.

Early-Stage Analysis provides resources for gathering critical upfront information as students learn how to start a preliminary “back of envelope” analysis. Topics include demographics and trends, and learning how to walk the neighborhood with a critical eye.

Environmental Assessments teaches about an essential part of the due diligence process. Most lenders require an environmental assessment of commercial property. This session provides an overview of the rules and regulations governing assessments, the State Environmental Quality Review Act (SEQR). Students will learn about Phase 1 and 2 assessments.

Feasibility Analysis guides students on what to look for during review of a development project while considering regulatory requirements, cap rates, and other factors that impact development decisions.

Intro to Financial Modeling gives students the basics of project and cash flow pro forma financial models using Excel. A sample case study will be used to illustrate key assumptions and inputs.

Financial Modeling 1 offers insight into calculations students will use to analyze profitability. Students will learn to refine assumptions about revenue, costs and other inputs.

Financial Modeling 2 & 3 students will dig deeper into calculations used to analyze profitability. Students will learn to generate their own project pro forma and learn to refine assumptions about revenue, costs and other inputs.

Market Analysis provides resources for gathering critical information as students learn how to identify needs and compare opportunities.

Microsoft Excel Basics will provide students with the basics and some advanced tools for using Microsoft Excel, in preparation for creating a pro forma.

Partnerships & Joint Ventures investigates team building and partnering options available to developers. Partnerships can provide greater access to financing sources, staff capacity, and community support. These collaborative efforts can offer a creative and vital approach to development.

Permitting & Entitlements familiarizes students with the range of local regulations governing site planning and feasibility while exploring the process for applying and securing planning board approval.

Project Tour provides students the opportunity to visit a local real estate development project that is under construction. Presentation by and discussion with the project's developer will be included with the tour.

Raising Capital 1 helps students understand the financing process. This session investigates how to calculate payments, interest and principal and their impact on a pro forma. The students will also examine how personal finances can be a factor in the approval process for commercial property loans. Students will review sample documents that are often required by lenders.

Raising Capital 2 investigates alternative financing options available to developers. The session also examines the value of tax incentives and strategies for monetizing tax credits. Students will gain basic understanding of tax rules and structures to bring capital into projects. Students will also become familiar with the state, federal and local incentives available for real estate development.

Risk Management prepares students to identify and evaluate various sources of risk, then select and implement solutions to control these risks through insurance, bonding and other mechanisms of risk transfer and distribution. This class also provides students the opportunity to explore how risk management relates to real estate transactions and financial services.

Sales, Leasing, & Property Management offers strategies to market and lease a property. Students will learn about the different types of leasing (residential vs. office) and agreements (triple net vs. gross), how to find the right tenant, and the key elements of a good lease. It also unpacks accounting practices and how they impact the long-term viability of the development project. Students will learn how to keep their property in good condition and maintain strong relationships with tenants.

Stakeholder Engagement is an opportunity for students to learn about the different stakeholders involved in the real estate process. Students will also learn how to connect with the local community, interest groups, nearby residents, landowners, and social and political organizations to get valuable feedback early in the development process.

Structuring Deals & Lender Relationships teaches students the process of getting a property "under contract" or signed purchase agreement. This session also reviews the elements of due diligence and the process of investigating the property. Students will develop knowledge of other contractual requirements such as loan agreements and construction agreements.

The Development Process provides an understanding of commercial real estate from a small developer's perspective. With connections to the community and deep insight into particular neighborhoods, small developers may know the local market, but lack the depth of knowledge, broad set of skills and/or connections to technical resources required to pull together a development project. This session is an overview of the full development process. Students will learn how to make informed real estate development decisions and become familiar with the due diligence process and the various players in real estate development.

UrbanPlan is a realistic, engaging exercise in which students learn about the fundamental forces that affect real estate development. Through role play, students will become familiar with private and public sector roles, complex trade-offs, and fundamental economics in play when proposing realistic land use solutions to vexing growth challenges.