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Applications Available for East Side 2022 Community-Based Real Estate Development Training
Program Graduates Will Be Invited to Apply for Project Funding from Empire State Development

Buffalo, NY -- Applications are now being accepted for the 2022 Community-Based Real Estate Development Training program, which teaches East Side building owners and community members how to plan for and implement a commercial real estate development project. The program is designed to build a community of citizen developers on the East Side of Buffalo by empowering community members with the skills and knowledge to successfully complete a project. It is part of New York State's \$65 million East Side Corridor Economic Development Fund and funded in collaboration with private and philanthropic organizations who created a pooled, \$8 million East Side Collaborative Fund to support capacity building and to develop and implement programs like this. This is the third cohort of the successful program which began in 2019.

Applications for the Community-Based Real Estate Development Training Program are due **Wednesday, December 8, 2021 by 5 p.m.** and are available on the East Side Avenues website at www.eastsideavenues.org/CBREDT-2022. There is **no cost** to apply or participate in the program. Students will be selected from the pool of applicants. Upon acceptance, there is a one-time, non-refundable \$100 registration fee.

The 23-week program provides an overview of the commercial real estate development process, including pre-development, construction management, property management, and financing the project from private and public sources. The majority of classes will be held as virtual sessions. The program adheres to State and County Departments of Health guidelines.

POTENTIAL REAL ESTATE DEVELOPMENT FUNDING OPPORTUNITIES

This program will explore potential federal and state funding opportunities for commercial development in Buffalo and, in particular, for the East Side of Buffalo. To encourage students who successfully complete the program to use the knowledge acquired through the program, Empire State Development (ESD) established a \$5 million capital grant program available only to these students for implementing projects on the East Side of Buffalo. Upon graduation from the program, the students are invited to engage in a conversation with ESD

about their project idea and develop an opportunity for ESD funding for a portion of project costs. More information on the fund can be found [here](#).

CLASS DETAILS

- Classes are held on Wednesday evenings from 6 to 8 p.m. from March 2, 2022 – August 3, 2022.
- Students are also required to attend these five (5) Saturday sessions: UrbanPlan, Intro to Excel / Intro to Financial Modeling, Financial Modeling 1, Financial Modeling 2, Financial Modeling Workshop. The UrbanPlan class 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.
- There will be four (4) additional Saturday sessions including a Site Tour which will provide students the opportunity to visit a local real estate development project that is under construction. Attendance is strongly encouraged but not required.
- This is an adult education program and is completely non-credit bearing. Students who successfully complete the training program will receive a Certificate of Completion and be invited to participate in the Completion Ceremony in August 2022.

The Community-Based Real Estate Development Training Program is designed to enable community members to develop their own properties, fostering entrepreneurial spirit and creativity and to better ensure that lands and buildings along the East Side corridors are improved in a manner driven by the East Side community. The Community-Based Real Estate Development Training Program was developed through collaboration of the University at Buffalo School of Architecture and Planning, University at Buffalo Regional Institute (UBRI), Local Initiatives Support Corporation (LISC) WNY, and ESD.

Participants will be selected from a pool of applicants through a selection process which includes a written application and an interview. Applicants will be reviewed based on their residency, ownership of commercial property (and its location), development experience, vision for commercial property development, entrepreneurship, and impact of the project.

Questions regarding this program should be directed to ap-CBREDT@buffalo.edu or (716) 878-2440.

About East Side Avenues

East Side Avenues is a capacity building initiative developed to fund, plan and coordinate revitalization strategies and initiatives aimed at improving economic conditions in four main commercial corridors on Buffalo's East Side. It is backed by a unique partnership of private and philanthropic organizations that created the pooled, \$8 million East Side Collaborative Fund administered by the Community Foundation for Greater Buffalo. The grants and supports are being provided to complement capital funding that is being awarded by

Empire State Development (ESD) as part of its \$65 million East Side Corridor Economic Development Fund (ESCEDF).

East Side Avenues stemmed from UB Regional Institute's (UBRI) partnership with ESD and the City of Buffalo to reach out to community members, to listen, analyze past investments and create a comprehensive plan focused on what key stakeholders said they'd like to see happen and what projects they believe are important for promoting economic activity. East Side Avenues is led by a Project Implementation Team (PIT) from UBRI that will work to build organizational capacity by ensuring appropriate supports such as infrastructure, staff and funding are in place; assisting with strategic planning, program design and problem solving; reporting on progress and ensuring responsible use of resources. UBRI is the research enterprise of the University at Buffalo School of Architecture and Planning. Learn more about East Side Avenues at www.eastsideavenues.org

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