



## 2022 Community-Based Real Estate Development Training Frequently Asked Questions

### **Who is eligible and what is the class size for this course?**

Classes are limited to 20 students. This is a competitive application process and not all applicants will be accepted. Applicants will be reviewed based on the following criteria: residency, commercial property ownership, development experience, vision for commercial property development, entrepreneurship, and impact. The program is ideal for individual commercial property owners and prioritization is given to applicants who reside on the East Side, own and/or are interested in commercial real estate development on the East Side.

### **I don't own a commercial property on the East Side, but I am a resident of Buffalo's East Side and interested in real estate development on the East Side. Am I eligible to apply to this program?**

Yes. East Side residents interested in commercial development which includes mixed-use (residential and commercial) real estate development in their community are eligible to apply, but please note that this is a competitive program and those applicants who own commercial properties will be given preference.

### **I don't live on the East Side but I do own commercial property there and I'm an Erie County resident. Am I eligible to apply to this program?**

Yes. East Side property owners are eligible to apply, but please note that this is a competitive program and those applicants who are East Side residents who own and are interested in redeveloping commercial properties will be given preference.

### **I am interested in redeveloping a commercial property that is on the East Side, but not located on Michigan, Jefferson, Fillmore and Bailey Avenues. Am I eligible to apply to this program?**

Yes. Property ownership on one of the four commercial corridors is not an application requirement, but please note that this is a competitive program and those applicants who do own commercial property on the four corridors will be given preference.

### **My business partner (or relative) and I jointly own a commercial property, can we both apply to take the course as a team?**

No. Individuals are encouraged to apply and each application will be reviewed on its own merit; however if there are multiple members of a development team or family interested in applying, it is advised that they choose ONE member to apply and attend the class if selected. In addition, acceptance is non-transferable. In other words, if an individual is accepted, he/she may not transfer the class seat to another member of the development team.

### **I work for a non-profit and/or faith-based organization. Are we eligible to participate in the program?**

No. The program is ideal for individual commercial property owners. Prioritization is given to applicants who reside on the East Side, own and/or are interested in commercial real estate development on the East Side.

### **I'm employed by the University at Buffalo, can I apply to take the course?**

Yes, you may apply to the program. It is open to all Erie County residents, 18 years or older.



**I am a City of Buffalo resident and am interested in developing commercial property, but not on the East Side. Am I eligible to apply to this program?**

The program is intended to ensure that land and buildings along the East Side corridors are improved for productive use, in a manner driven by the community, and less likely to fall into the hands of absentee landlords and/or sit unused as blighting influences. The goal is to build a community of citizen developers interested and equipped to take an active role in revitalizing their neighborhoods. Although you are eligible to apply, because of this East Side focus, your application may not be selected.

**I don't have any real estate development experience, but have a strong interest in commercial real estate development particularly on the East Side. Am I eligible to apply to this program?**

Yes. There are other criteria that may help your candidacy for this program such as East Side residency, vision for your neighborhood, experience operating a business or other relevant experience and education. However, please note that this is a competitive program and applicants that do own commercial property on the East Side will be given preference.

**How much does the program cost?**

There is no fee to apply, however, if accepted, there is a one-time non-refundable \$100 registration fee.

**Can the \$100 registration fee be waived?**

No. This is a one-time non-refundable \$100 registration fee for students accepted into the program. Other costs, including tuition and books, are covered through a partnership of local private foundations and corporations.

**I want to start or improve my small business, is this the right program for me?**

No. If your focus is business development, this is not the program for you. This program is primarily for East Side residents who own and are interested in redeveloping a commercial property. However, if you need assistance with your small business or nonprofit organization, or help in starting a small business we are happy to connect you with other available resources such as the Beverly Gray Business Exchange Center or the Small Business Development Center at SUNY @ Buffalo State College that focus on entrepreneurship.

**I want to make improvements to my East Side home, is this program right for me?**

No. The focus of this program is on commercial property, which includes mixed-use (residential and commercial) property.

**I am interested in redeveloping a property on the East Side into affordable housing, is this program right for me?**

No. This program focuses on redeveloping commercial property, which includes mixed-use (residential and commercial) property. Although you are eligible to apply, your application may not be selected.

**I'm interested in this program but am not ready to apply at this time, will there be future training programs?**

Yes. We hope to offer this program in future years.

**If I am not accepted into the program in 2022 can I apply in future years?**

Yes. This is a competitive program and not all applicants will be accepted. We encourage you to apply again in future years.



**What is the time commitment for participation in the program?**

- The program will last approximately 23 weeks.
- Class Dates: Classes are held on Wednesday evenings from 6:00 - 8:00 PM from March 2, 2022 – August 3, 2022.
- There will also be five (5) mandatory Saturday sessions from 10-12 noon.
- Four additional Saturday sessions will be held. Attendance is strongly encouraged but not required.
- Lunch will be served at in-person Saturday sessions.

**I am interested in this program, but the time commitment does not work with my schedule. Can I participate in the program on a limited basis?**

No. The program was designed for students to actively participate in virtual classroom instruction, as a cohort, so that they are equipped with the knowledge to successfully develop a commercial or mixed-use (residential and commercial) property.

Attendance will be taken at all classes. Requests for excused absences should be submitted to the program administrator in advance. STUDENTS WITH MORE THAN THREE (3) UNEXCUSED ABSENCES WILL BE DROPPED FROM THE PROGRAM.

**Is this a credit bearing program? Does it fulfill any requirements if I wish to apply to the UB School of Architecture and Planning?**

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. It does not fulfill any requirements for any degree or credit-bearing course granted through the UB School of Architecture and Planning.

**Do I qualify for any public funding if I complete this program?**

This program will explore potential federal and state funding opportunities for commercial property development in Buffalo and in particular, for the East Side of Buffalo. Students who successfully complete the program are invited to apply for capital funds administered by Empire State Development.

**What topics does this program cover?**

This 23-week program is designed to provide 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. View the class topics at [www.eastsideavenues.org/CBREDT-2022](http://www.eastsideavenues.org/CBREDT-2022).

**Who teaches this program and what are their areas of expertise?**

A wide range of committed experts in the field will serve as instructors. Classes will include inspirational stories from commercial real estate developers in Buffalo as well as instruction by lecture and hands-on activities. View the instructor list at [www.eastsideavenues.org/CBREDT-2022](http://www.eastsideavenues.org/CBREDT-2022).

**I own a parcel of vacant land and want to build a commercial property on it. Am I a good candidate for this program?**

Yes. The program will empower community members with the skills and know-how to plan for and implement redevelopment of their own commercial property and/or vacant or under-used parcels.

**During the course, will my final project help me advance redevelopment of the property I own?**

Yes. If you own a commercial property you would like to redevelop, your final project will help you advance those goals.



**What is the process to apply?**

All candidates interested in participating in the Community-Based Real Estate Development Training program must participate in a two-step application and interview process. There is no fee to apply.

**Step 1:** Complete an application in one of two ways:

- I. For online applicants: Use [this link](#) to complete an electronic form.
- II. For paper applicants: Applications can be downloaded and printed from [www.eastsideavenues.org/CBREDT-2022](http://www.eastsideavenues.org/CBREDT-2022). Completed paper applications can **ONLY** be returned by:

- 1) Mail to:

**Monique Sullivan-James  
C/O University at Buffalo Regional Institute  
77 Goodell, Suite 302  
Buffalo, NY 14203**

**OR**

- 2) Scan and email to: [ap-CBREDT@buffalo.edu](mailto:ap-CBREDT@buffalo.edu)

**Applications must be postmarked or received by Wednesday, December 8, 2021 at 5:00 PM ET. There are no in-person drop-offs and late applications will not be considered.**

**Step 2:** After review, selected applicants will be invited for an interview in January 2022. If invited for an interview, applicants are required to submit a current resume, via email, to [ap-CBREDT@buffalo.edu](mailto:ap-CBREDT@buffalo.edu).