HOMES
JOBS
COMMUNITY

Professional Development
Certification Programs
Sponsored and Customized Training
Online Training
Training Schedule

ndconline.org

WHY CHOOSE NDC TRAINING?

Stabilize and Sustain Your Community

Today, with a proven track record of results and accountability in revitalizing neighborhoods, important strategic partnerships, a highly developed training curriculum and a model for delivering technical assistance, NDC possesses the skills and experience to achieve local community development goals.

"NDC training gives practitioners the tools and techniques needed to get deals done. We bring the real world to the classroom with case studies based on actual deals and instructors who teach what they do in support of NDC's mission in communities throughout the country."

Capacity building through technical assistance and training is the heart of NDC's work, but in pursuit of our mission, we have become a full-service community development financial institution for community and economic development, bringing development expertise and financial resources to client communities through a variety of high-impact programs.

NDC training is intense and rigorous—with as many hours as an average college course—plus homework and a final exam. Students work through real case studies, analyzing and structuring them to reach real solutions. We regularly update our courses with new material that reflects the latest financing programs, legislation and regulations. Course instructors are members of NDC's team of development finance specialists who impart real-world knowledge in the classroom. Working in communities across the country to structure a wide range of transformative projects, our instructors bring a wealth of experience and a timely perspective to every NDC training course.

AT A GLANCE

70,000+
Trained Professionals

3,522+
EDFPs

1,957+
HDFPs

200+
Sponsors

221+
Training Locations

TRAINING OPPORTUNITIES

Sponsored and Customized Training

Secure high quality NDC Training tailored to staff and local needs while reducing per participant tuition, and avoiding travel expenses

Professional Certification Programs

NDC offers comprehensive training certification programs considered to be the "gold standard" of professional economic and housing development finance training:

- Economic Development Finance Professional™
- Housing Development Finance Professional™

Professional Development Courses

Designed to meet the capacity-building needs of both seasoned professionals and those new to the field, these courses complement NDC's certification programs and are powerful standalone training opportunities. Courses focus on specific development finance programs or techniques such as revolving loan funds, CDBG compliance and mixed-use real estate finance.

Online Training

Travel and time constraints don't have to be an obstacle to your professional development. The online training format combines the best of NDC's classroom settings with the convenience of "anywhere access" to NDC training.

Recertification

As an NDC-Certified Economic Development Finance Professional (EDFP), Housing Development Finance Professional (HDFP) or Rental Housing Development Finance Professional (RHDFP), you are recognized as a leader in your field. Keeping your certification and skills up-to-date will enhance your peer recognition and, most important, your ability to serve your community and your organization.

Training Schedule and Locations

View the training schedule and list of open course locations.

Academy

See and hear directly from those who are confronting the policy challenges that profoundly affect the Community Development world.

APA AICP APPROVED

AICP members can earn Certification Maintenance (CM) credits for many NDC Training activities. When CM credits are available, they are noted on NDC's website or at www.planning.org/cm.

CM APA AICP Certification Maintenance

"NDC's intensive certification courses delivered the best possible learning experiences for my staff. These courses set the standard by which I will measure future training seminars."

- State Housing Finance Authority Director

Sponsored and Customized Training

An investment in development finance skills and knowledge that delivers community benefits for years to come.

Housing and Economic Development Networks, State and Local Governments, Community Development Banks and Charitable Foundations across the U.S. have sponsored NDC Training to:

- **Enhance the economic, housing and community development skills of their staff and development partners**
- **Secure high quality training that's tailored to local and organizational needs**
- **Reduce tuition and travel expenses.**

When NDC comes to your community, development practitioners are able to enhance their financial analysis and problem solving skills in the same classroom with their colleagues and to collectively discuss and address local development challenges and opportunities.

The states and communities served by our sponsors benefit from the increased capacity of development professionals to move critical projects - small business expansions, affordable housing development, community facility upgrades - from planning to completion.

In our sponsored training classes, NDC instructors deliver the skills, case studies and real world experience that have made our nationwide training the gold standard in the field. NDC can present existing certification and professional development courses, or work with sponsors to customize a unique training program that focuses on the capacity building needs and interests of your staff, partners and community.

To learn more about bringing NDC Training to your state, community or organization, please contact NDC's Training Office at 859-578-4850 or email training@ndconline.org.

Sponsoring organizations benefit by building development finance capacity for their staff and partners while reducing tuition and travel expenses.

Foundations, community development banks and other funders can meet their mission and CRA responibilities by investing in sponsored NDC training.

Professional Certification Programs

Participants in NDC training, including staff members of Housing and Economic Development Networks, State and Local Governments, Community Development Banks and Charitable Foundations across the U.S., consider our certification programs to be the gold standard for professional training.

Economic Development Finance Professional Certification Program™

The National Development Council's 4-course Economic Development Finance Professional (EDFP) Certification Program™ is a rigorous and comprehensive training series designed solely for economic development practitioners. Participants learn the tools and techniques of the trade to build the capacity they need to successfully create jobs and translate economic development opportunities into results for their communities. Topics include business credit and real estate finance analysis, loan packaging, negotiating, problem solving, deal structuring and more!

- **ED101—Economic Development Finance**
- **ED201—Business Credit Analysis**
- **ED202—Real Estate Finance**
- **ED300—The Art of Deal Structuring**

Economic Development Finance Professional with Business Credit Emphasis (EDFP-BC) Certification is available for sponsorship.

"The EDFP certification has made a tremendous difference in my career. It provided a basis for analyzing business financials and completing commercial development deals. That training gave me the tools to award over $1 million in small business loans, creating and preserving hundreds of jobs."

Allison Sharkey Simpkins
Executive Director
Lake Street Council

Housing Development Finance Professional Certification Program™

The National Development Council's Housing Development Finance Professional (HDFP) Certification Program™ thoroughly examines the practice of affordable housing finance and development. Participants learn the steps of the housing development process, the techniques used to analyze and structure financing for home ownership and rental housing deals, and the problem solving and negotiating skills needed to make complicated deals feasible. Topics include the housing development process, Historic Rehabilitation and Low-Income Housing Tax Credits, negotiating, problem solving, deal structuring and more!

- **HD410—Home Ownership Finance**
- **HD420—Rental Housing Development Finance**
- **HD422—Computer Spread Sheet Analysis for Housing**
- **HD430—Housing Development Finance: Problem Solving and Deal Structuring**

Rental Housing Development Finance Professional (RHDFP) Certification is available for sponsorship.

98%
ENHANCED CAPABILITIES BENEFITED EMPLOYER

TOP AREAS IN WHICH STUDENTS BENEFIT MOST FROM NDC TRAINING

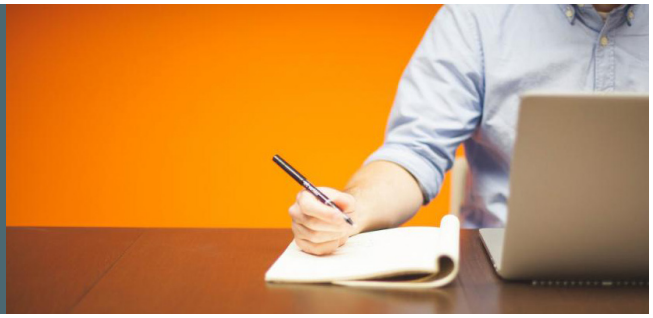
Understanding of financing process

Technical underwriting/ project structuring

Broader community/ economic planning

Visit ndconline.org to learn more about the courses in our Certification Programs.

Visit NDC's webiste to view the most current **Professional Development** and **Online Training** schedule and to learn more about **NDC Recertification**.



Professional Development

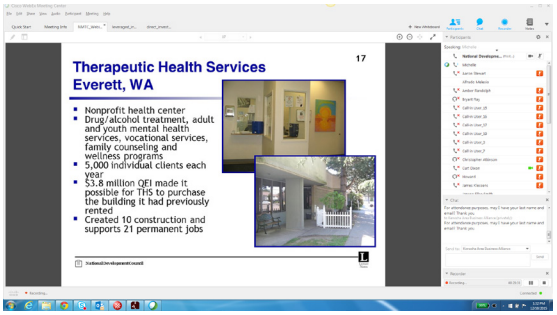
NDC's Professional Development courses provide timely instruction on specific financing tools, programs and development strategies. Designed to meet the needs of both seasoned professionals and those new to the field, these courses complement our certification programs and are powerful stand-alone training opportunities.

- **PD515—New Markets Tax Credits**
- **PD512—Mixed Use Real Estate Finance**
- **PD502—Low Income Housing Tax Credits**
- **PD112—Asset Management for Affordable Housing**
- **CD101—Economic and Community Development Finance**
- **PD405—Revolving Loan Funds and CDBG Compliance**
- **PD407—Making CDBG Work for Your Economic Development Efforts**
- **Real Estate Finance**
- **Rental Housing Development Finance**
- **HUD Section 108 Loan Guarantee Program**
- **Home Ownership Finance**
- **Economic Development Finance**
- **Cash Reigns Supreme: Tracking the Financial Results of Your Business**

Online Training

NDC's Online Training courses, each on a specific development tool or program, are taught with the same skill and real-world expertise that have made NDC training premier in the field. As a supplement to our certification programs and professional development courses, NDC's Online Training programs offer timely and useful information for a wide variety of economic, housing and community development finance practitioners.

- **Asset Management for Affordable Housing**
- **Financing Your Renewable Energy Project**
- **Low-Income Housing Tax Credits**
- **Housing Development Finance Programs**
- **Main Street Finance: Mixed-Use Real Estate**
- **New Markets Tax Credits**



Recertification

Maintain your NDC professional certification and increase your skills while learning the latest development tools and techniques. Participation in a variety of professional education and industry-wide events and activities will make the continuing education process both meaningful and achievable. As an NDC-Certified EDFP or HDFP, you are recognized as a leader in your field. Keeping your certification and skills up-to-date will enhance the recognition of your peers, the value of your certification, and your ability to improve underserved low and moderate-income communities.

2016-2017 TRAINING SCHEDULE

View the most current schedule and the list of AICP approved classes at **ndconline.org**.

	Course	Date	Location	Early Registration Discount Deadline	AICP Approved CM Credits*
EDFP Certification Program™	ED101—Economic Development Finance	Feb. 13-17, 2017 June 5-9, 2017 Aug. 28-Sept. 1, 2017	Philadelphia Minneapolis Los Angeles	Jan. 28, 2017 May 20, 2017 Aug. 12, 2017	CM | 38.50 CM | 38.50 CM | 38.50
	ED201—Business Credit Analysis	Dec. 5-9, 2016 May 1-5, 2017 Aug. 14-18, 2017 Oct. 2-6, 2017	Los Angeles Philadelphia Minneapolis Los Angeles	Nov. 19, 2016 April 15, 2017 July 29, 2017 Sept. 16, 2017	CM | 38.00 CM | 38.00 CM | 38.00 CM | 38.00
	ED202—Real Estate Finance	Nov. 14-18, 2016 Jan. 30-Feb. 3, 2017 July 24-28, 2017 Nov. 6-10, 2017	Philadelphia Los Angeles Philadelphia Minneapolis	Oct. 29, 2016 Jan. 14, 2017 July 8, 2017 Oct. 21, 2017	CM | 33.00 CM | 33.00 CM | 33.00 CM | 33.00
	ED300—The Art of Deal Structuring	Oct. 24-28, 2016 March 27-31, 2017 Dec. 4-8, 2017	Minneapolis Philadelphia Los Angeles	Oct. 8, 2016 March 11, 2017 Nov. 18, 2017	CM | 29.50 CM | 29.50 CM | 29.50
HDFP Certification Program™	HD410—Home Ownership Finance	March 14-17, 2017 July 11-15, 2017 Dec. 4-7, 2017	Philadelphia Minneapolis Los Angeles	Feb. 26, 2017 June 25, 2017 Nov. 18, 2017	CM | 27.50 CM | 27.50 CM | 27.50
	HD420—Rental Housing Development Finance	Dec. 5-9, 2016 Feb. 13-17, 2017 June 12-16, 2017 Oct. 2-6, 2017	Philadelphia Los Angeles Philadelphia Minneapolis	Nov. 19, 2016 Jan. 28, 2017 May 27, 2017 Sept. 16, 2017	CM | 36.00 CM | 36.00 CM | 36.00 CM | 36.00
	HD422—Computer Spread Sheet Analysis for Housing	Nov. 2-4, 2016 May 23-25, 2017 Sept. 26-28, 2017	Minneapolis Los Angeles Philadelphia	Oct. 17, 2016 May 7, 2017 Sept. 10, 2017	CM | 22.50 CM | 22.50 CM | 22.50
	HD430—Housing Development Finance:Problem Solving and Deal Structuring	March 20-24, 2017 Oct. 2-6, 2017	Minneapolis Los Angeles	March 4, 2017 Sept. 16, 2017	CM | 29.50 CM | 29.50
Professional Development	Asset Management for Affordable Housing	Spring 2017	Philadelphia	TBD 2017	CM | TBD
	PD405—Revolving Loan Funds	Fall 2017	Los Angeles	TBD 2017	CM | 14.00
	PD502—Low-Income Housing Tax Credits	June 20-22, 2017	Philadelphia	June 4, 2017	CM | 19.50
	PD112—Mixed-Use Real Estate Finance	Summer 2017	Minneapolis	TBD 2017	CM | 15.25 CM | 15.25
	PD515—New Markets Tax Credits	Nov. 8-10, 2016 Spring 2017 Fall 2017	Minneapolis Minneapolis Los Angeles	Oct. 23, 2016 TBD 2017 TBD 2017	CM | 22.00 CM | 22.00 CM | 22.00
Online Training	TBD	TBD	Online	TBD	CM | TBD
	Asset Management Webinar	Nov. 15, 2016	Online	Oct. 28, 2016	CM | 3.50
	New Markets Tax Credits Webinar	TBD	Online	TBD	CM | 3.00

Updated: Oct. 20, 2016

2016-2017 TRAINING LOCATIONS

Los Angeles

The Westin Bonaventure
404 South Figueroa Street
Los Angeles, CA 90071
213-624-1000

Minneapolis

Aloft Minneapolis
900 Washington Ave. South
Minneapolis, MN 55415
612-455-8400

Philadelphia

Sheraton Society Hill
1 Dock St. (2nd & Walnut Sts.)
Philadelphia, PA 19106
215-238-6000

NDC ACADEMY

OCTOBER 23-25, 2017
WASHINGTON D.C.

Join over 500 community development practitioners from over 40 states and 230 communities at the NDC Academy 2017 in Washington, DC! This biannual event is the industry's premier conference for the country's economic and community development professionals. The Academy brings together elected officials, policy makers, finance program experts and Congressional staff for direct talk on key issues and ideas that impact community and economic development. NDC's development finance experts teach fast-paced sessions on both the core federal programs and the latest programs and techniques for every type of community development project. Submit your own local projects for recognition and review by your peers. Spend time on Capitol Hill, meeting with your representatives and networking with your colleagues at the Academy's Capitol Hill reception.

NDC Recertification credits: 3.0

For more information, visit ndcacademy.org.

"The Economic Development Finance Professional Certification that I received in December 1994, the Housing Development Finance Professional Certification received in May 1999 as well as my attendance and participation in the biennial NDC Academies have proven to be invaluable to my professional development and PCCEO's economic development."

McFarland A. Bragg II, CCAP
President/CEO
PCCEO

We create and implement economic and community development strategies that increase the flow of capital to urban and rural communities, establish finance programs, and help to create a professional and economic community development workforce through our nationally recognized training program. NDC acts as a teacher, advisor, investor, developer and lender all in one, working tirelessly to increase the flow of investment capital, spur job creation and bring community development to America's economically challenged areas.

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Seattle, WA 98101
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Cleveland Office
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(216) 303-7177