This course, the first in the HDFP Certification Program™, explores the skills used by successful practitioners to develop and finance affordable, owner-occupied, single family housing. The focus is on the role of financing in affecting affordability—both of the unit’s sales price and the buyer’s monthly mortgage payment. Specific topics include:

**Home Ownership Development Overview**
- Achieving a public purpose
- Stabilizing neighborhoods
- Promoting economic growth

**Home Ownership Development Process**
- Steps and key players in the process
- Roles of the non-profit and public sectors
- Site selection and development

**Financing and Deal Structuring**
- Construction financing
- Profit and loss
- Cash flow statement

**Qualifying Home Buyers**
- Calculating ratios
- Verifying information
- Evaluating credit reports

**Home Buyer Income and Credit Barriers**
- Down payment and closing costs
- Debt/income ratios
- Credit history
- Monthly payment
- Overcoming barriers
- Lease purchase option

**Permanent Mortgage Programs**
- Federal programs
- Private lender programs
- Programs under the Stimulus
The second course in the HDFP Certification Program™, HD420 takes a detailed look at the financing and development of affordable rental housing. Participants learn the underwriting criteria used by lenders and rates of return demanded by private equity investors to determine their investment in a rental housing project. The course also explores methods for attracting the maximum private capital and techniques for using public funds to fill financing gaps. Specific topics include:

**Rental Housing Development Process**
- Key actors and their concerns
- Steps in the development process

**Financial Projections**
- Pro forma income and expense analysis
- Sources and uses of funds

**Private Sector Financing**
- Permanent lender ratio analysis
- Construction lending
- Construction management

**Appraisals**
- Three approaches to value

**Tax Credits**
- Rehabilitation tax credits
- Low-income housing tax credits

**Discounted Cash Flow Analysis**
- Present value theory
- Internal rate of return

**Syndication**
- Pricing benefits
- Investor concerns
- Partnership issues

**Deal Structuring**
- Altering rates of return
- Debt and equity investment vehicles

Prerequisite: While not required, NDC recommends that individuals complete the HD410 course before enrolling in HD420.
The third course in the HDFP Certification Program™, HD422 builds housing finance analysis skills using computerized spread sheets. Participants use financial analysis forms and spread sheets to improve their decision making skills. Affordable home ownership and rental development case studies, based on actual projects, are analyzed using computer-based models. Specific topics include:

**Spread Sheet Basics**
- Navigating financial forms and spread sheets
- Entering data
- Implications of revised project assumptions

**Home Ownership Spread Sheets**
- Development budget
- Monthly cash flow pro forma
- Profit and loss statement
- Home buyer mortgage analysis
- Interpreting data

**Rental Housing Spread Sheets**
- Development budget
- Pro forma income and expense statement
- Sources of funds
- Tax and appreciation benefits
- Interpreting data

**Debt and Equity Investment Vehicles**
- Conventional debt
- Alternative mortgage instruments
- HOME
- CDBG
- Additional financing programs

**Prerequisites:** HD410 and HD420

Participants must bring a laptop computer equipped with Microsoft Excel.
HD430 – Housing Development Finance: Problem Solving and Deal Structuring

The fourth and final course in the HDFP Certification Program™, HD430 blends the financial analysis techniques learned in the previous courses with the problem solving and negotiating skills that housing development practitioners use to close complex projects. This five-day course challenges participants to analyze and structure financing packages for home ownership and rental housing deals that are complicated by a variety of factors, both financial and non-financial in nature.

Participants become skilled at the methods used to structure financing that most effectively leverages public dollars. Specific topics include:

**Deal Structuring**
- Identifying financial and non-financial issues
- Assessing participants
- Problem solving process
- Devising a negotiation strategy
- Mixed-use deals
- LHITC deals
- Creative gap filling techniques
- Lease-purchase housing projects

**Fees and Reserves**
- Developer’s compensation
- Investor requirements
- Permanent lender requirements
- Types of reserves
- Credit adjusters

**Other Issues**
- Appraising LIHTC deals
- Exit strategies for LIHTC deals
- Zoning
- Environmental issues

5 days

**Prerequisites:** HD410, HD420 and HD422

Participants must bring a laptop computer equipped with Microsoft Excel.
This three-course training series thoroughly examines the practice of affordable rental housing finance and development. Participants learn the steps of the housing development process, the techniques used to analyze and structure financing for rental housing deals, and the problem solving and negotiating skills needed to make complicated deals feasible. Topics include the rental housing development process, Historic Rehabilitation and Low-Income Housing Tax Credits, negotiating, problem solving, deal structuring and more.

HD420 – Rental Housing Development Finance

The first course in the RHDFP Certification Program™, HD420 takes a detailed look at the financing and development of affordable rental housing. Participants learn the underwriting criteria used by lenders and rates of return demanded by private equity investors to determine their investment in a rental housing project. The course also explores methods for attracting the maximum private capital and techniques for using public funds to fill financing gaps. Specific topics include:

**Rental Housing Development Process**
- Key actors and their concerns
- Steps in the development process

**Financial Projections**
- Pro forma income and expense analysis
- Sources and uses of funds

**Private Sector Financing**
- Permanent lender ratio analysis
- Construction lending
- Construction management

**Appraisals**
- Three approaches to value

**Tax Credits**
- Rehabilitation tax credits
- Low-income housing tax credits

**Discounted Cash Flow Analysis**
- Present value theory
- Internal rate of return

**Syndication**
- Pricing benefits
- Investor concerns
- Partnership issues

**Deal Structuring**
- Altering rates of return
- Debt and equity investment vehicles

For Sponsorship Only

Prerequisite: None
The second course in the RHDFP Certification Program™, HD423 incorporates the use of computer spread sheets designed to give participants the ability to apply the financial analysis techniques presented in the previous course. In this three-day course, participants learn to use spread sheets as a tool to locate and interpret key financial information and to restructure a housing transaction based on revised assumptions. More time is available to consider structuring options for affordable home ownership and rental housing case studies. Specific topics include:

**Spread Sheet Basics**
- Navigating financial analysis forms and spreadsheets
- Entering data into computerized spread sheets
- Implications of changing project assumptions

**Rental Housing Spreadsheets**
- Development budget
- Pro forma income and expense statement
- Sources of funds
- Tax and appreciation benefits

**Debt and Equity Investment Vehicles**
- Alternative mortgage instruments
- HOME
- CDBG
- Other financing programs
The third and final course in the RHDFP Certification Program™, HD435 blends the financial analysis techniques learned in the previous courses with the problem solving and negotiating skills that housing development practitioners use to close complex projects. This five-day course challenges participants to analyze and structure financing packages for home ownership and rental housing deals that are complicated by a variety of factors, both financial and non-financial. Participants become skilled at the methods used to structure financing that most effectively leverages public dollars. Specific topics include:

**Deal Structuring**
- Identifying financial and non-financial issues
- Assessing participants
- Problem solving process
- Devising a negotiation strategy
- Mixed-use deals
- Low-Income Housing Tax Credit deals
- Creative gap filling techniques
- Lease-purchase housing projects

**Fees and Reserves**
- Developer’s compensation
- Investor requirements
- Permanent lender requirements
- Types of reserves
- Credit adjusters

**Other Issues**
- Appraising LIHTC deals
- Exit strategies for LIHTC deals
- Zoning
- Environmental issues