“As my career has changed and my responsibilities have grown, the training from NDC has been the core of my knowledge and the basis of most fundamental and advanced decisions I have had to make on projects and organizational structure.”

Robert A. Cooks, President and CEO, Augusta Neighborhood Improvement Corporation

Nationally Recognized as the Leading Provider of

TRAINING PROGRAMS
FOR ECONOMIC, HOUSING, AND COMMUNITY DEVELOPMENT FINANCE PROFESSIONALS

NDC 50 YEARS
HOMES | JOBS | COMMUNITY
WHY CHOOSE NDC TRAINING?

Course instructors are part of NDC’s team of leading development finance practitioners and bring a wealth of real time knowledge and expertise to every NDC training course.

NDC certification series 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 to reach real solutions.

We regularly update our courses with new material that reflects the latest financing programs, legislation and regulations. This includes Opportunity Zones, New Markets Tax Credits, changes to CRA regulations, and more.

“Given the common theme of limited budgets for training, I recommend the NDC EDFP Certification as option number one for the staffing investment dollar.”

Neil White, EDFP
Regional Economic Development Director,
Wisconsin Economic Development Corp.

BECOME AN EXPERT

NDC courses teach professionals how to:
• Evaluate small businesses for creditworthiness
• Structure real estate deals
• Finance affordable housing
• Assemble financing for complex projects using tax credits, tax-exempt bonds and other state and federal programs.

Professional Certification Programs

NDC’s week-long comprehensive training certification courses are held at locations around the country. Check the current schedule online to find a time and place that is convenient for you.

• Economic Development Finance Professional™
• Housing Development Finance Professional™
• Rental Housing Development Finance Professional™
• Customized certification programs

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
• Low-Income Housing Tax Credits
• New Markets Tax Credits
• Mixed-Use Real Estate Finance

Sponsored and Customized Training

Bringing NDC training classes to your community saves travel time and money for local participants and can significantly reduce per-participant tuition. Sponsors of NDC trainings include:

• Federal, state and local governments
• State housing finance agencies
• Economic, housing and community development associations and networks
• Banks seeking to meet Community Reinvestment Act goals
• National and local foundations

Webinars and Online Training

Travel and time constraints don’t have to be an obstacle to professional development. NDC is expanding our online training options to combine “anywhere access” that will prep development professionals for our nationally recognized in-class casework. Visit ndconline.org/training for the latest information.
“It’s the invaluable training that I received from NDC that has propelled my career to the highest level in the Public Housing Industry. I am known as an innovator and visionary, thanks to NDC training.”

Michael A. Bates, HDFP
Executive Director, Gallatin Housing Authority

OUR WORK

NDC acts as partner, teacher, investor, developer and lender, bringing together advisory services and capital for community and economic investment. We work with local and state governments and community-based organizations to help them create and implement their own unique development strategies.

See our current training class schedule and more information at NDCONLINE.ORG/TRAINING
PROFESSIONAL CERTIFICATION PROGRAMS
Training Our Communities

Economic Development Finance Professional Certification Program™

NDC’s 4-course Economic Development Finance Professional (EDFP) Certification Program™ is a rigorous and comprehensive training series designed for economic development practitioners. Participants learn how 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

Rental Housing Development Finance Professional Certification Program™

NDC’s Rental Housing Development Finance Professional (RHDFP) Certification Program™ thoroughly examines the practice of affordable rental housing finance and development. Participants learn the housing development process, how to analyze and structure financing for rental housing deals, and negotiating skills to make complicated deals feasible. Topics include Historic Rehabilitation and Low-Income Housing Tax Credits, problem solving, deal structuring and more!

- HD420—Rental Housing Development Finance
- HD423—Computer Spread Sheet Analysis for Rental Housing
- HD435—Rental Housing Development Finance: Problem Solving and Deal Structuring

RHDFP’s may obtain the Housing Development Finance Professional (HDFP) Certification™ by completing the HD410-Home Ownership Finance course in addition to the RHDFP Certification Program™. The HD410 is a stand-alone course and can be completed at anytime.

- HD410—Home Ownership Finance
- Rental Housing Development Finance Professional (RHDFP) Certification Program™

Webinars and Online Training

Travel and time constraints don’t have to be an obstacle to professional development. NDC is expanding our online training options to combine “anywhere access” that will prep you for our signature in-class casework. Visit ndconline.org/training for the latest information.

“I loved this training. It helped me to better understand the work I’ve been doing that supports my agency’s economic and real estate development goals.”

Terri Morgan, EDFP, Senior Project/Program Specialist, Prosper Portland

Professional Development Courses
(Online or Classroom: Check ndconline.org/training)

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.

- New Markets Tax Credits
- Mixed-Use Real Estate Finance
- Low-Income Housing Tax Credits
- Asset Management for Affordable Housing
- Economic and Community Development Finance
- Revolving Loan Funds
- 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
- How to Get a Loan

The EDFP, RHDFP, HDFP Certification Programs, and all NDC Professional Development Courses, are available for sponsorship to bring the benefits of NDC Training to your community, colleagues and development partners.
# 2019 Training Schedule

View the most current schedule at ndconline.org/training

<table>
<thead>
<tr>
<th>COURSE</th>
<th>DATES</th>
<th>LOCATION</th>
<th>EARLY REGISTRATION DISCOUNT DEADLINE</th>
<th>EARLY REGISTRATION DISCOUNT CODE</th>
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<tr>
<td><strong>EDF P Certification Program™</strong></td>
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<tr>
<td>ED101—Economic Development Finance</td>
<td>April 1-5</td>
<td>Arlington, VA</td>
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<td>Aug. 12-16</td>
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<td>ED201—Business Credit Analysis</td>
<td>June 3-7</td>
<td>Los Angeles</td>
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<td>Sept. 9-13</td>
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<td>Oct. 7-11</td>
<td>Minneapolis</td>
<td>Sept. 23</td>
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<tr>
<td>ED202—Real Estate Finance</td>
<td>April 8-12</td>
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<td>Nov. 4-8</td>
<td>Arlington, VA</td>
<td>Oct. 21</td>
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<td>ED300—The Art of Deal Structuring</td>
<td>March 18-22</td>
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<td>Nov. 18-22</td>
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<td>HD420—Rental Housing Development Finance</td>
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<td>May 6-10</td>
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<td>Sept. 16-20</td>
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<td>HD423—Computer Spreadsheet for Rental Housing</td>
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<td>July 9-11</td>
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<td>June 23</td>
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<td>Dec. 10-12</td>
<td>Arlington, VA</td>
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<td>HD435—Rental Housing Development Finance: Problem Solving and Deal Structuring</td>
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<td>Minneapolis</td>
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<td>Oct. 28 - Nov. 1</td>
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<td>HD410—Home Ownership Finance</td>
<td>March 26-29</td>
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<td>(RHDFP's may obtain HDFP Certification by completing the HD410 course. Please see the NDC website for more information on the revised HDFP Certification Program.)</td>
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<td>Aug. 27-29</td>
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<td>PD112—Mixed-Use Real Estate Finance</td>
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<td>July 10</td>
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<td>Developing and Financing Affordable For Sale Housing</td>
<td>June 5</td>
<td>Online</td>
<td>May 22</td>
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<td>Main Street Finance: Mixed-Use Real Estate</td>
<td>June 20</td>
<td>Online</td>
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</tbody>
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Updated: 1/29/2019

**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.

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## 2019 Training Locations

**Arlington, VA**
The Westin Crystal City  
1800 Jefferson Davis Hwy.  
Arlington, VA 22202  
703-486-1111

**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