



FALL, 2004 TRAINING SESSION SCHEDULE
WEEK BY WEEK SUMMARY

Updated September 16, 2004: Please check website for further updates

WEEK 1 -- SEPTEMBER 20 TO 25: Overview of the Redevelopment Industry and Partners

Monday, September 20

9:00 am to 11:00 am	Fellows Introductions <i>Valerie Piper, Executive Director, Center for Urban Redevelopment Excellence at Penn</i>	Houston Hall 223
12:00 pm to 4:00 pm	Overview of University of Pennsylvania West Philadelphia Initiatives and University City tour <i>Dr. Lucy Kerman, Special Projects Coordinator, Office of the President, University of Pennsylvania</i>	Meeting Place TBD
4:30 pm to 6:30 pm	Welcome Reception <i>University Community</i>	Lower Gallery Meyerson Hall

Tuesday, September 21

1:30 pm to 4:30 pm	Urban Policy Past & Present <i>Dr. Eugenie L. Birch, Chair, Department of City and Regional Planning, University of Pennsylvania</i>	Houston Hall 223
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Wednesday, September 22

9:00 am to 12:00 pm	Industry Structure and Geography <i>Paul C. Brophy, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
2:00 pm to 5:00 pm	Urban Redevelopment as a Partnership <i>Mindy Turbov, President, Turbov Associates</i>	Houston Hall 223
6:00 pm	Dinner with Mindy Turbov	Location TBD

Thursday, September 23

9:00 am to 12:00 pm	Panel: Roles of Philanthropy in Urban Redevelopment <i>Confirmed: Steve Minter, formerly of Cleveland Community Foundation; Reese Fayde, CEO, Living Cities; Bob Giloth, Annie E. Casey Foundation</i>	Houston Hall 223
12:00 pm to 2:00 pm	Lunch with Reese Fayde	Houston Hall 223
2:00 pm to 5:00 pm	Race and Urban Redevelopment <i>Aurie A. Pennick, Executive Director, The Field Foundation of Illinois</i>	Houston Hall 223

Friday, September 24

	No sessions Closed due to Yom Kippur Holiday	
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WEEK 2 -- SEPTEMBER 27 TO OCTOBER 1: Repositioning Neighborhoods in the Regional Marketplace: Market Analysis linked to Master Planning and Urban Design

Monday, September 27

9:00 am to 12:00 pm	Neighborhood Market Conditions <i>Paul C. Brophy, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
12:00 pm to 2:00 pm	Brown bag lunch with Paul Brophy	Houston Hall 223
2:00 pm to 5:00 pm	Future Market Analysis: Learning to Make a Market <i>Laurie Volk, Zimmerman/Volk Associates</i>	Houston Hall 223

Tuesday, September 28

9:30 am to 1:30 pm	Measuring Neighborhood Market Conditions <i>Jeremy Nowak, President & CEO, The Reinvestment Fund (TRF)</i>	TRF 7th and Arch Sts
2:00 pm to 5:00 pm	The Philadelphia Context <i>Patricia L. Smith, Director of the Neighborhood Transformation Initiative (NTI), Mayor's Office, Philadelphia</i>	Houston Hall 223

Wednesday, September 29

9:00 am to 12:00 pm	Principles of Urban Design and Quality Master Planning <i>Gary Hack, Dean and Paley Professor, PennDesign, University of Pennsylvania</i> <i>Don Carter, FAIA, Managing Principal, Urban Design Associates</i>	Houston Hall 223
2:00 pm to 5:00 pm	Continuation of morning session.	Houston Hall 223

Thursday, September 30

9:00 am to 12:00 pm	What Makes a Healthy Neighborhood <i>Sandra Moore, President, Urban Strategies</i> <i>Mindy Turbov, President, Turbov Associates</i>	Houston Hall 223
12:00 pm to 2:00 pm	Brown bag lunch with Sandra Moore	Houston Hall 223
2:00 pm to 5:00 pm	Planning for the Non-Physical Elements of Quality Neighborhoods <i>Sandra Moore, President, Urban Strategies</i> <i>Mindy Turbov, President, Turbov Associates</i>	Houston Hall 223

Friday, October 1

8:30 am to 5:30 pm	Code of the Street: Philadelphia Neighborhood Driving Tour <i>Dr. Elijah Anderson, Charles & William L. Day Distinguished Professor of Social Science</i> <i>University of Pennsylvania</i>	Bus Tour
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WEEK 3 -- OCTOBER 4 TO 8: Real Estate Finance Basics for Affordable and Mixed Income Residential Rental (Participants must attend all sessions during this week; registration will be limited.)		
Monday, October 4		
9:00 am to 12:00 pm	Initial Pro Forma and Financing Plan <i>Mary Reilly, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
2:00 pm to 5:00 pm	Where the Funding is and How to Get It <i>Mary Reilly, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
Tuesday, October 5		
8:30 am to 9:30 am	Homework Review with Mary Reilly	Houston Hall 223
9:30 am to 12:30 pm	Lender and Equity Investor Perspective <i>Brian Tracey, Senior Vice President, Bank of America Community Development Bank</i>	Houston Hall 223
2:00 pm to 5:00 pm	Subsidy Program Overview <i>Mary Reilly, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
Wednesday, October 6		
9:00 to 12:00 pm	Financial Packaging <i>V. Lamar Wilson, Wilson Associates, Inc. (invited), Roy Diamond, Diamond Associates (proxy)</i>	Houston Hall 223
12:00 pm to 2:00 pm	Brown bag lunch with Lamar Wilson	Houston Hall 223
2:00 pm to 5:00 pm	Determining Final Feasibility <i>Mary Reilly, Principal, Brophy & Reilly LLC and Vicki Vaughn, V2, Inc.</i>	Houston Hall 223
Thursday, October 7		
8:30 am to 9:30 am	Homework Review with Mary Reilly	Houston Hall 314
9:30 am to 5:00 pm	Historic and Low-Income Housing Tax Credits <i>Mary Reilly, Principal, Brophy & Reilly LLC and Vicki Vaughn, V2, Inc.</i>	Houston Hall 314
Friday, October 8		
9:00 am to 12:00 pm	Basics of Tax-Exempt Bonds <i>Mary Reilly, Principal, Brophy & Reilly LLC and Vicki Vaughn, V2, Inc.</i>	Houston Hall 314
1:00 pm to 2:00 pm	Real Estate Development Process: Curriculum Overview <i>Mary Reilly, Principal, Brophy & Reilly LLC</i>	Houston Hall 314
2:00 pm to 5:00 pm	New Markets Tax Credits <i>Charles Werhane, ESIC Realty Partners</i>	Houston Hall 314

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WEEK 4 -- OCTOBER 11 TO 15: The Real Estate Development Process

Monday, October 11

	No Sessions Closed due to Columbus Day Holiday	
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Tuesday, October 12

9:00 am to 12:00 pm	Real Estate Development Process: Industrial Development Cases <i>Asuka Nakahara, Associate Director, Zell-Lurie Real Estate Center Wharton School, University of Pennsylvania</i>	Houston Hall 223
2:00 pm to 5:00 pm	Recognizing Opportunities <i>Jim Grauley, Bank of America Community Development Bank</i>	Houston Hall 223

Wednesday, October 13

9:00 am to 11:30 am	Site Selection and Land Control <i>Bill Witte, Managing Partner, The Related Companies of California</i>	Houston Hall 223
11:30 am to 12:30 pm	Lunch with Bill Witte	Houston Hall 223
12:30 pm to 3:00 pm	Selecting the Development Team <i>Bill Witte, Managing Partner, The Related Companies of California</i>	Houston Hall 223
3:00 pm to 5:30 pm	Development Approval Process <i>Noel Eisenstat</i>	Houston Hall 223

Thursday, October 14

9:00 am to 12:00 pm	Designing the Project <i>Alfred J. Spagnolo, AIA, Spagnolo/Gisness & Associates</i>	Houston Hall 218
12:00 pm to 2:00 pm	Brown bag lunch with Harry Nash	Houston Hall 218
2:00 pm to 5:00 pm	Managing the Construction Process <i>Harry Nash, Corcoran Jennison Companies</i>	Houston Hall 218

Friday, October 15

9:00 am to 12:00 pm	Marketing and Lease-Up <i>Judy Weber, VIVA Consulting</i>	Houston Hall 218
2:00 pm to 5:00 pm	Property Management & Operations <i>Judy Weber, VIVA Consulting</i>	Houston Hall 218

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WEEK 5 -- October 18 to 22: The Public/Private Development Process: Home Ownership, Historic Preservation, Commercial, and Retail Strategies		
Monday, October 18		
2:00 pm to 5:00 pm	Retail Development and Neighborhood Revitalization <i>Ike Heard, Heard Systems</i>	Houston Hall 223
Tuesday, October 19		
9:00 am to 3:30 pm	Public/private Commercial Redevelopment Case Study: The Navy Yard, Philadelphia <i>John Grady, Senior Vice President, Philadelphia Industrial Development Corporation</i> <i>John Gattuso, Senior Vice President, National Marketing & Development, Liberty Property Trust</i> <i>Joy DeJesus, Marketing & Development Specialist, Liberty Property Trust</i>	The Navy Yard
Wednesday, October 20		
11:00 am to 1:00 pm	Market-Rate Home Ownership Development in Urban Areas <i>John Westrum, President & CEO, Westrum Development Company</i>	Houston Hall 223
2:00 pm to 5:00 pm	Affordable and Mixed Income Home Ownership Development <i>Ron Wilson and Christine Madigan, Enterprise Homes</i>	Houston Hall 223
Thursday, October 21		
9:00 am to 10:30	Core Capacities for Urban Redevelopment <i>Patti Patrizi, Patrizi Associates</i>	Houston Hall 223
11:00 am to 1:00 pm	Creating the Development Entity <i>Susan Bryson, Partner, Wiggin & Dana</i>	Houston Hall 223
1:30 pm to 3:30 pm	Mock Closing <i>Susan Bryson, Partner, Wiggin & Dana</i>	Houston Hall 223
Friday, October 22		
9:00 am to 11:00 am	Fundamentals of a Successful Project <i>Mary Reilly, Principal, Brophy & Reilly LLC</i>	Houston Hall 223
1:00 pm to 5:00 pm	Race Still Counts <i>Fred Miller and Dr. Judith Katz, Kaleel Jamison Consulting Group</i>	Houston Hall 223
Saturday, October 23		
9:00 am to 5:30 pm	Effective Collaboration in Urban Redevelopment <i>Xavier de Sousa Briggs, Associate Professor, Hauser Center for Nonprofit Organizations</i> <i>JFK School of Government, Harvard University</i>	Houston Hall 314

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WEEK 6 -- October 25 to 29: Core Elements of Successful, Large Scale Redevelopment		
Monday, October 25		
9:00 am to 12:00 pm	Reformulating Social Service Delivery <i>Sandra Moore, President, Urban Strategies</i> <i>Mindy Turbov, President, Turbov Associates</i>	Houston Hall 223
2:00 pm to 5:00 pm	Human Capital Building <i>Eunice Crosby, Local Advisory Council President, Madden Park Homes, Marlene Hodges, Community Services Liaison, COVAM</i> <i>Dovie Newell, former President, Local Advisory Council, Community Development, Beatriz Stotzer, CEO, New Economics for Women</i>	Houston Hall 223
Tuesday, October 26		
9:00 am to 5:00 pm	Perspectives of Public, Private and Community Partners in Redevelopment: Centennial Place, Atlanta, GA <i>Renee Glover, CEO, Atlanta Housing Authority; Egbert Perry, Chairman & CEO, The Integral Group, LLC;</i> <i>Kevin McCormack, McCormack Baron Salazar; Michael Reardon, Nixon Peabody; Dr. Norman Johnson, Florida A&M University,</i> <i>Dovie Newell, former President, Local Advisory Council</i>	Houston Hall 223
Wednesday, October 27		
9:00 am to 12:00 pm	Building a Nonprofit Redevelopment Organization <i>Carol Galante, President, BRIDGE Housing Corporation</i>	Houston Hall 314
2:00 pm to 5:00 pm	Making a Business of Urban Redevelopment <i>Egbert Perry, Chairman and CEO, The Integral Group, LLC</i>	Houston Hall 314
Thursday, October 28		
9:00 am to 12:00 pm	State of the Cities <i>Bruce J. Katz, Vice President and Director, Metropolitan Policy Program, The Brookings Institution</i>	Houston Hall 223
12:00 pm to 2:00 pm	Lunch with Bruce Katz	Location TBD
3:00 pm to 4:30 pm	Introduction to Group Project <i>Valerie Piper, Executive Director, Center for Urban Redevelopment Excellence</i>	Houston Hall 223
Friday, October 29		
2:00 pm to 5:00 pm	Historic Preservation and Neighborhood Revitalization <i>Stanley A. Lowe, Vice President, Community Revitalization, National Main Street Center/Community Partners Program</i> <i>National Trust for Historic Preservation</i>	Houston Hall 223

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WEEK 7 -- November 1 to 5: Group Project

Monday through Friday: Fellows and full-course participants work on group project, a response to a mock RFP.

Wednesday, November 3		
10:00 am to 12:00 pm	Conversation with Richard Baron <i>Richard Baron, Chairman and CEO, McCormack Baron Salazar</i>	Location TBD, New York NY
12:00 pm and on	ULI Trends Conference Luncheon <i>Richard Baron to speak and be honored with the 2004 J.C. Nichols Prize for Visionaries in Urban Development</i>	Hilton Hotel, New York, NY

Thursday, November 4		
9:00 pm to 12:00 pm	Measuring Success in Urban Redevelopment <i>Patti Patrizi, Patrizi Associates</i>	Houston Hall 314

Friday, November 5		
4:00 pm	Group project submission materials due	



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JOINT TRAINING FOR FELLOWS COHORTS 1 & 2 -- NOVEMBER 8 TO 12: Intensive Negotiations Workshop and Special Events		
Monday, November 8		
10:30 am to 5:00 pm	Cohort 1: Reflective Practitioners Discussion: Patti Patrizi, Patrizi Associates	Houston Hall 223
9:00 am to 12:00 pm	Cohort 2 & full-course participants: Myers-Briggs Exercise: Louise Eberhardt, President, Hart Performance Group	Houston Hall 311
7:00 pm – 10:00 pm	Party: Fellows Cohorts 1& 2, full course participants	
Tuesday, November 9		
9:00 am to 5:00 pm	Negotiation Workshop Based on the Theories & Tools of The Harvard Negotiation Project <i>Frank Sanchez, Cambridge Negotiation Strategies, Inc.</i>	Houston Hall 223
Wednesday, November 10		
9:00 am to 5:00 pm	Negotiation Workshop Based on the Theories & Tools of The Harvard Negotiation Project <i>Frank Sanchez, Cambridge Negotiation Strategies, Inc.</i>	Irvine Auditorium Rm G7
Thursday, November 11		
9:00 am to 5:00 pm	Fellows' Field Case Discussion: Factors in Assessing Sites and Development Opportunities	Irvine Auditorium Rm G7
2:00 pm to 4:30 pm	Advisory Board Meeting <i>Center Staff and Advisory Board</i>	Houston Hall 314
5:30 pm to 7:30 pm	Reception	MarBar at Marathon Grill 40th and Walnut Sts.
Friday, November 12		
9:00 am to 2:00 pm	Cohort 2: Group project presentation and discussion	Irvine Auditorium Rm G7
2:30 pm to 5:00 pm	Farewell	Location TBA