Overview

The Community Developers Roundtable is a collective network and capacity building initiative for established non-profit and for-profit community-oriented real estate developers serving the Dallas- Fort Worth metroplex. Currently, North Texas' lack of affordable housing and community-based commercial projects can be attributed to, among other systematic issues, the limited resources and capacity of existing organizations. The CDR is focused on building the capacity of <u>existing</u> organizations, specifically designed to work with community-oriented developers with two or more years of experience and a strong development pipeline, through long-term engagement, strategic partners, and flexible capital. To do so, the Roundtable provides monthly training sessions, that include advisor case studies, deal review/feedback, vendor referrals, etc.; curation of investor and partner networking events; access to a staff-training resource pool; and has provided access to a designated Predevelopment Fund providing low-interest forgivable debt for hard-to-capitalize stages of any real estate project.

The Roundtable launched in September 2022 and has served 22 developers since then. CDR Members reported deal pipelines, projects either in predevelopment to under construction, of 1,308 housing units and 17 commercial projects, between Fall 2022 and Fall 2024, resulting in development activity totaling nearly $125 million. Since inception, we have deployed through our partnership with BCL of Texas, $1.7M in predevelopment and construction loans across two cohorts, having increased the pipeline of 39+ housing units.

Eligibility Criteria

Admission to the Roundtable is extremely competitive with a limited number of participants accepted from a strong pool of applicants. Participants are selected based on their qualifications and previous real estate experience. Participants are selected through a rigorous **three-step screening process:**

Step One: Assessment of Development Experience

Candidates will be required to have a minimum of two years of real estate development experience, with a commitment to develop community-oriented projects. To demonstrate competency in these requirements, candidates will need to provide previous development history via the application. Key criteria include:
- Minimum of completing (1) project or active project with approved plans and financing secured.
- (1) Professional Reference from a previous lender and (1) Additional Professional reference.
- Minimum of (1) project that fits in the targeted project types
  - Single-family housing, attainable for buyers earning up to 120% of AMI
  - Multifamily Housing, attainable for renters earning up to 80% AMI
  - Commercial real estate located in underserved or distressed areas

Note: Once past the initial screening via Step 1, participants will need to provide the information needed for Financial/organizational capacity requirements within a 1-week notification of being selected. All documents will be reviewed by partner financial lenders (shared confidentially) to assess readiness for financing alongside providing opportunities for improvement.

Step Two: Financial & Organizational Capacity Assessment:

Candidates will provide at minimum, two years of financial statements, on outline of their organization leadership structure, and any additional relevant project highlights.

The financial assessment ensures that Roundtable participants are prepared, or have a pathway to be prepared, for financing opportunities. Regardless of their selection, all candidates may receive the written feedback from local lenders on their current financials. (All financial information will be confidentially, and our team can address any questions or concerns prior-to.)

Step Three: Selection Committee Candidate Interviews*:*

Candidates will be interviewed in-person by the Selection Committee (virtual options are available upon request). The committee will include CDR Alumni, CDR partners, local lenders, and community stakeholders.

Tentative 2025-2026 Community Developers Roundtable (Fort Worth) Application Schedule:

August 28th	Launch Event
September 4th	Q&A Webinar via Zoom
September 9th	Application Window Closes
October 30th	Candidate Orientation / 1st Monthly Session
November 2025– May 2026	(In-person, Monthly sessions are scheduled the 3rd Thursday of the month. Final session dates are shared with selected CDR Members)
May 2026	Roundtable Year-End Program Celebration

Program Structure

Community Developers Roundtable meets regularly for eight monthly) sessions, and hosts two structured networking events, with other events, trainings, and networking as opportunities arise. During each monthly session, developers can network with existing practitioners, share financial resources, get updates on local policy, and align opportunities for catalytic real estate development. Every session builds on the experience and insights of the past sessions. Between classes, we will continue to tweak the curriculum, add opportunities to interact with industry partners, and collectively build out additional resources for participants.

Sessions meet in person once per month, typically on the third Thursday of every month at 8:30am-1:00pm beginning October 30, 2025 through May 2025. Lunch and parking will be provided. Candidates are expected to participate in 70% of the Roundtable engagements.

Admissions Process:

All candidates interested in participating in the Community Developers Roundtable Program must submit a complete application packet. A complete application includes the attached application and all required documentation including a current resume and (2) professional recommendations. Please use the following file name format when uploading attachments to avoid lost or unidentified materials: LASTNAME_FIRSTNAME_ItemName ex: "Jones_Mark_Resume"

Following the application review, applicants are required to submit financial documents. Following the financial assessment, those selected for the final round will receive an email to schedule an interview.