



## Overview

The Community Developers Roundtable (CDR) is a collective networking and learning opportunity for existing diverse non-profit and for-profit community-oriented real estate developers. The Community Developers Roundtable addresses a gap in the community development ecosystem by offering a longer-term, developer-led structure with on-going feedback and accountability to community-oriented development projects. Additionally, the Roundtable aggregates partnerships, maintains community, and promotes collective strategies to address housing affordability and community-based commercial development.

Planning is underway for our inaugural Community Developers Roundtable Network. Selection of the 2<sup>nd</sup> Cohort will take place during the Fall of 2023.

## 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; organization leadership structure; and past project highlights.



The financial assessment ensures that Roundtable participants are prepared, or have a pathway to be prepared, for target financing available through the dedicated Predevelopment Fund, of which a percentage is forgivable alongside flexible terms.

All candidates will receive written feedback from local lenders on their current financials. (These will be shared confidentially, and our team can address any questions or concerns prior-to.)

### **Step Three: Selection Committee Candidate Interviews:**

Candidates will participate with in-person panel interviews with the Selection Committee (virtual options are available upon request). The committee will include CDR partners, local lenders, and community stakeholders.

### **Tentative 2023-2024 Community Developers Roundtable:**

August 30 <sup>th</sup>	Launch Event
August 31 <sup>st</sup>	Q&A Webinar via Zoom
August 1 <sup>st</sup> – September 8 <sup>th</sup>	Step 1: Candidates online enrollment
October 19 <sup>th</sup>	Candidate Orientation / 1 <sup>st</sup> Monthly Session
May 2023	Roundtable Year-End Program Celebration

### **Program Structure**

Community Developers Roundtable is an approximately (8) sessions including (2) networking events. 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 (1) per month on the second Thursday of every month at 8:30am-1:00pm beginning October 19, 2023 through May 2023. Lunch and parking will be provided. If classes were to transition to virtual instruction later in the program due to COVID19, participants will receive an update on the procedure for transition to virtual meetings. 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 recommendation. Please use the following file name format when labeling each of your PDF submissions to avoid lost or unidentified materials: LASTNAME\_FIRSTNAME\_ItemName ex: "Jones\_Mark\_Resume"

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