Schedule
Mondays | 6:00 – 8:00 pm
September 9 through December 15, 2019

Program Fee
$250
Includes all reference materials and book(s)

Applications Due
July 1, 2019
Students will be notified of program acceptance by August 1.

Who Can Apply?
Minorities and women are eligible to apply for the program. Up to 30 participants will be accepted, based on completed applications.

Would you like to advance your real estate career? Are you considering entering the real estate development field?

Join us this Fall for REDI.

Real Estate Diversity Initiative (REDI)
REDI is a comprehensive, 15-session curriculum designed to advance the real estate careers of professionals of color and women.

Thirty participants step into the role of a real estate developer, gaining direct knowledge and experience working in teams to produce a development plan, pro-forma, and marketing plan for a real project.

Participants are taught by a volunteer faculty of experienced, multi-disciplinary, top-tier practicing real estate professionals serving as instructors, mentors and facilitators who share market-based knowledge and the wisdom from their experience.

The program concludes with REDI teams presenting their proposals to a panel of real estate professionals who engage the participants and provide constructive feedback.
Why REDI?

Real estate development is often learned on the job, yet many with an interest in development do not have access to real estate mentors. Real estate experience is gained from working on a viable project, yet how does one work on a first project without prior experience?

St. Louis is full of individuals of color and women who are committed to learning. With your help, REDI will deliver

2019 Curriculum

Sessions run weekly on Mondays, from 6:00 pm – 8:00 pm, September 9 – December 16, 2019, and feature a blend of classroom-style lecture and project-based learning.

<table>
<thead>
<tr>
<th>Session</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Kick off &amp; Curriculum Introduction</td>
</tr>
<tr>
<td>2</td>
<td>Site Tour and Entitlements</td>
</tr>
<tr>
<td>3</td>
<td>Working Session – Site Visioning</td>
</tr>
<tr>
<td>4</td>
<td>Community Engagement</td>
</tr>
<tr>
<td>5</td>
<td>Market Analysis</td>
</tr>
<tr>
<td>6</td>
<td>Design</td>
</tr>
<tr>
<td>7</td>
<td>Back of the Envelope Feasibility</td>
</tr>
<tr>
<td>8</td>
<td>Working Session – Site Assessment, Planning &amp; Design</td>
</tr>
<tr>
<td>9</td>
<td>Proforma Development</td>
</tr>
<tr>
<td>10</td>
<td>Financing (Equity and Debt)</td>
</tr>
<tr>
<td>11</td>
<td>Working Session 3</td>
</tr>
<tr>
<td>12</td>
<td>Working Session 4</td>
</tr>
<tr>
<td>13</td>
<td>Working Session 5</td>
</tr>
<tr>
<td>14</td>
<td>Working Session 6</td>
</tr>
<tr>
<td>15</td>
<td>Presentations &amp; Graduation</td>
</tr>
</tbody>
</table>

What is REDI?

REDI is a curriculum designed to advance the real estate careers of professionals of color and women. Students are taught by a volunteer faculty of experienced, multi-disciplinary, top-tier practicing real estate professionals serving as instructors, mentors, and facilitators sharing market-based knowledge and wisdom from their experience.

Thirty students step into the role of a real estate developer, gaining direct knowledge and experience working in teams to produce a development plan, pro-forma, and marketing plan for a real project.

The program concludes with REDI teams presenting their proposals to a panel of real estate professionals who engage the participants and provide constructive feedback.

Support REDI in St. Louis

Become a Founding Sponsor of this important work today. Contact Kelly Annis, ULI St. Louis at kelly.annis@uli.org or 314.833.9977.
2019 Program Application

Please complete the application and email one single pdf file that includes a completed application and attachments to Kelly.Annis@ULI.org. Application deadline is July 1, 2019. Students will be notified by August 1.

Personal Information

__________________________________________
Name

__________________________________________
Address

Phone/Cell ___________________________ Email ___________________________ Gender ___________

Race/Ethnicity (note all that apply)

__ Black/African American    __ Hispanic/Latino (non-white)    __ Asian      __ American Indian/Alaska Native

__ Native Hawaiian/ Pacific Islander    __ White (women only)    __ Other (describe): ___________________________

Employment History

(Please provide information on your employment for the past 10 years, OR your last 2 jobs)

Current Employer:

Number of years employed ___________________________ Type of business ___________________________

Position ___________________________

Primary Responsibilities ___________________________

Previous Employer:

Number of years employed ___________________________ Type of business ___________________________

Position ___________________________

Primary Responsibilities ___________________________

Educational History

High School Diploma ___________

Associate Degree ___________ School ___________________________ Major/Minor ___________________________

College Degree ___________ College/University ___________________________ Major/Minor ___________________________

Advanced Degree ___________ College/University ___________________________ Major ___________________________
Real Estate Experience

What do you believe is your level of real estate expertise? (please pick just one answer)

_____ Beginner. Some knowledge of real estate, but eager to learn more.

_____ Intermediate. Working in a related profession (construction, etc.) and/or knowledge of real estate concepts/ideas, but limited direct experience.

_____ Advanced. Currently working or recently worked in real estate; very familiar with real estate concepts.

Please rate your knowledge and experience in the real estate industry using a scale from 1 to 5: (1 is low; 5 is high)

_____ Working with Architect(s)  _____ Property Management
_____ Financial Budgeting  _____ Developing Business Plan  _____ Landscape Architects
_____ Land Acquisition  _____ Public Regulatory Agencies  _____ Urban Planning
_____ General Contracting  _____ Land Use
_____ Project Management  _____ Community Engagement

Your REDI Goals

Please explain on a separate page (in 200 words or less) what you personally hope to gain by completing the program and how you will use the information you learn from the REDI program.

References

At least one letter of reference must be attached with your application. Be sure that the reference is relevant to your participation in the program and are from people who have knowledge of your abilities and interest in real estate development.

How Did You Hear About the REDI Program? ____________________________

Thank you for your application. We will let you know if interviews will be conducted in connection with the application process. We will notify applicants of their acceptance into the program by August 1 and discuss next steps in the process. For more information, contact Kelly Annis, ULI St. Louis, at kelly.annis@uli.org.