

2024 Urban Land Institute Cleveland Real Estate Diversity Initiative Program Application

Please complete the application and email one single pdf file that includes a completed application and attachments to Cleveland@uli.org. Applications are due by April 12.

Personal Information

| | |
|-------------------|--|
| Name | |
| Address | |
| Phone/Cell | |
| Email | |
| Gender | |

Race/Ethnicity

- Black/African American
- Hispanic/Latino (non-white)
- Asian
- American Indian/Alaska Native
- Native Hawaiian/Pacific Islander
- White (Female or LGBTQ+)
- 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 | |

| | |
|---------------------------------|--|
| Current Employer | |
| Number of years employed | |
| Type of business | |
| Position | |
| Primary Responsibilities | |

Education History

| | School/College/University | Major/Minor (if applicable) |
|----------------------------|----------------------------------|------------------------------------|
| High School Diploma | | |
| Associates Degree | | |
| College Degree | | |
| Advanced Degree | | |

Real Estate Experience

What do you believe is your level of real estate experience? Please pick just one answer. This information will be used to place you in working teams if selected for the program.

| | |
|--|--|
| | 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 of 1 to 5 (1 is low; 5 is high). This information will be used to place you in working teams if selected for the program.

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

Your REDI Goals

Please explain below or 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.

How did you hear about the REDI Program? _____

Thank you for your application. Each applicant will be invited to participate in a 15-minute interview process which will take place in April. We will notify applicants of our decision in early May. The \$500 program fee is required before the course begins on Tuesday, June 6. If we do not receive the program fee by this time, we will assume that you forfeit your place in the program. Applications are due by April 12.

Questions? For more information email Cleveland@uli.org or call 216-755-4061.

Thank You to Our Sponsors



Real Estate Diversity Initiative Program Schedule 2024

Classes are scheduled on Tuesday's from 6:00-9:00 pm. In addition to this class time, it is recommended that teams meet outside of class approximately 3 times to work on the case

study project. Tuesday, July 2 and Tuesday, September 3 will be skipped due to the holiday. Attendance is required for all sessions. If an attendee misses more than one class, they will be asked to leave the program with no refund. Classes will take place at SITE Centers located at 3300 Enterprise Pl, Beachwood, Ohio 44122 unless otherwise noted.

In-Person Kickoff Reception, June 4 *Location will be announced closer to the event date.*

Session 1: Curriculum Introduction, June 11

- Review case study project & program overview
- Team's connect to outline schedules for the remainder of the program

Session 2: Financing, June 18

- Market Analysis & Feasibility
- Due Diligence

Session 3: Financing, June 25

- ProForma Introduction

Session 4: Project Funding, July 9

- Public & Private Funding

Session 5: Team Working Time, July 16

Session 6: Site Due Diligence, July 23

- Utilities and Traffic
- Environmental Testing & Brownfields

Session 7: Legal & Market Due Diligence, July 30

- Zoning, Entitlements, and Governmental Approvals
- Legal Representation

Session 8: Finance, August 6

- Pro Forma Deep Dive

Session 9: Team Working Time, August 13

Session 10: Finance, August 20

- Case Study Project Pro Forma

Session 11: Post Construction, August 27

- Operations & Property Management
- Programming, Pre-Leasing, Sales

Session 12: Practice Presentations, September 10

Session 13: Final Presentations, September 17

Graduation: September 24