



Developers Training Program



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A comprehensive training program focused on facilitating developers to expand their portfolio, capability, and resources for greater success within the market.



Updates to Date:

\$40.3M financed for 401 housing units from Cohort 1 - 5

Additional projected **\$8M** closing in 2024.

84 developers completed Developers Training Program (Cohorts 1-5)

110 capital matches for participating developers (Cohort 1-5)

*18 total matches in Cohort 1
32 total matches in Cohort 2
28 total matches in Cohort 3
22 total matches in Cohort 5*

Program Goals

To help emerging developers expand their capacity and project access, while becoming more competitive as the city's affordable housing project pipeline grows and more market opportunities arise. In order to support more inclusive and equitable wealth generation, the program will help developers of color to: (1) enhance their networks (2) gain access to capital opportunities (3) build their capacity to expand their existing portfolio of business and contracts.

Program Components

- Instructional Modules facilitated by market leaders spanning over 8 weeks.
- 3 Workshops tailoring developmental needs and facilitating portfolio expansion.
- 40 training hours.
- 1-on-1 coaching with experienced real estate developers.
- In-person networking events (3 per cohort).
- Real-time assistance with deals in the project pipeline.
- Shark-tank style Pitch Competition for access to capital.
- Access to the Credit-Enhancement Fund.
- Culmination Conference with Market Experts and Guests.

Eligibility Requirements

- Firms located in a greater New York City region (in one of the 5 boroughs of NYC; Long Island; Westchester County or Northern NJ) and who do a majority of their business in NYC.
- At least five (5) years of experience as a real estate developer
- Experience developing housing/commercial spaces (projects greater than 50 units of housing or 15,000 square feet of commercial space preferred).
- Fewer than 50 employees.
- At least one active real estate project in the pipeline – for example, an affordable housing project for which the firm was selected as developer by a government agency such as NYC Department of Housing Preservation and Development (HPD), NYC Economic development Corporation (EDC) and NYS Homes and Community Renewal (HCR).

Upcoming Program Milestones:

Summer/Fall 2024 | Launch of Cross-Sector Developers Training Program

Fall 2024 | Program Expansion to further support NYC-based Contractors

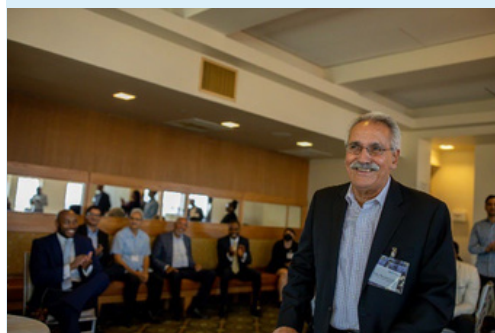


For More Information

about the Developers of Color Training Program please feel free to reach out to

nycdevelopersofcolor@lisc.org

And visit our website at [LISC](https://lisc.org)
NY's Developers Training Program



Program Updates by Cohort

Cohort One (October 2021-January 2022) Virtual Delivery

- Number of Graduates **12**
- Number of Workshops **3**
- Speakers/Presenters **18**
- Number of Sharks **7**
 - Number of Matches from Shark Investor Tank Pitch Contest **18**
- Conference (Virtual) Participants **200+**

Cohort Two (June 2022- August 2022) Hybrid Delivery

- Number of Graduates **21**
- Number of Workshops **3**
- Number of In-person networking sessions **3**
- Speakers/Presenters **12**
 - Number of Matches from Shark Tank Investor Pitch Contest **32**
- Conference Attendees (Columbia University) **200+**

Cohort Three (October 2022-February 2023) Hybrid Delivery

- Number of Graduates **23**
- Number of Workshops **2**
- Number of In-person networking sessions **3**
- Speakers/Presenters **19**
- Number of Matches from Shark Tank Investor Pitch Contest **28**

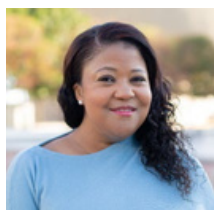
Cohort Four (June 2023 – July 2023)

- Number of Graduates **14**
- Number of In-Person Networking Sessions **1**
- Speakers/Presenters **10/5**
- Number of Deep-Dive Sessions **7**

Cohort Five (November 2023 - March 2024)

- Number of Graduates **29**
- Number of In-Person Networking Sessions **3**
- Speakers/Presenters **10**
- Number of Workshops **3**

Contact Us



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Program Partners include:

**Red to Green
Consulting**

