



Historic Real Estate Finance Certification

With the generous support of The 1772 Foundation, the Main Street America Institute is pleased to offer the National Development Council's Historic Real Estate Finance Certification series to Main Street staff who are interested in deepening their knowledge of and participation in real estate development transactions, particularly in the utilization of Historic Tax Credits.

Overview

The Historic Real Estate Finance Certification program is comprised of two, one-week in-person courses. Together, these two courses dive-deep into the tools and processes used by developers, financial institutions and economic development professionals to make historic real estate projects happen in communities. With this knowledge, commercial district revitalization professionals can take become active participants in real estate projects and bring new life to downtown buildings.

The first course in the series is HRE 247 – Historic Real Estate Finance. HRE 247-Historic Real Estate Finance takes a systematic look at the real estate development process from the perspective of the key players – lenders, developers, investors, and Main Street managers. Participants will analyze a variety of historic real estate projects in the context of the rates of return and collateral required by the financing partners and determine the appropriate amount of public sector financing needed to make projects feasible. Financing tools and techniques, including federal and state tax credits, will be structured to maximize the amount of equity attracted to close financing gaps.

The second course is HRE 347 - Real Estate Development Finance: Problem Solving and Deal Structuring. This course integrates the real estate finance skills learned in the previous course with the creative demands of deal structuring. Participants will apply a process for solving problems in order to overcome the myriad obstacles, both financial and non-financial, to the successful structuring of historic preservation projects in Main Street and downtown commercial districts. Special emphasis is placed on issues and opportunities for structuring federal Rehabilitation Tax Credits including how the program works, how it attracts equity, and how it can be used to leverage other financing sources.

Through the support of The 1772 Foundation, the Main Street America Institute is able to substantially underwrite participation for members of the Main Street network and offer limited travel scholarships.



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2019 – 2020 Dates and Locations

Course 1

HRE 247 – Historic Real Estate Finance

November 11 – 15, 2019
Milwaukee, WI

Course 2

HRE 347 - Real Estate Development Finance: Problem Solving and Deal Structuring

January 13 – 17, 2020
Baltimore, MD

Pricing and Registration

Type	Price (per course)	Process
Non-Main Street affiliated	\$1375	Register on the National Development Council's webpage here.
Main Street America General Members* and Affiliate Members	\$500	Email msai@savingplaces.org for a discount registration code.
Accredited Main Street America Communities**, Main Street Coordinating Programs, and MSARP recipients.	\$250	Email msai@savingplaces.org for a discount registration code.

**Interested in learning more about Main Street America membership? [Click here.](#)*

***Limited travel scholarships are available for representatives of Accredited Main Street America Communities. Email msai@savingplaces.org for an application.*

Main Street America Institute Credit

Those who are pursuing the Main Street America Institute's Community Transformation Certificate may substitute HRE 247 and/or HRE 347 for one of the certificate's online course requirements. Participants receiving passing grades in HRE 247 and/or HRE 347 will receive credit towards the certificate in lieu of a course in either the Economic Vitality or Quality Design area. For further information, email msai@savingplaces.org.



HRE 247: Historic Real Estate Finance Training Hotel and Travel Logistics

DATE / TIME	<p>Workshop Begins: 8:30 am, Monday, November 11, 2019 Workshop Ends: 1:00 pm, Friday, November 15, 2019</p>
HOTEL LOCATION (ROOMS AND ALL SESSIONS)	<p>Hilton Garden Inn – Milwaukee Downtown 611 N Broadway Milwaukee, WI 53202</p>
ACCOMMODATIONS	<p>MSAI Block: \$139/night from November 10 through November 15, 2019.</p> <p>To reserve: Use this link or call 414-271-6611 and mention the group code NMSCM. Reservations must be made by October 11, 2019.</p> <p>Hotel Check-in: 3:00 pm (please arrange early check-in directly with the hotel) Hotel Check-out: 11:00 am (guests can store luggage until end of workshop)</p>
TRANSPORTATION	<p>Airports: General Mitchell International Airport is located 10 miles from the hotel.</p> <p>Ground Transportation: Estimated cost for a ride share ride from the airport is \$20 and will take 15 minutes.</p> <p>Parking: Valet parking is available at the hotel for \$30/day. Off-site parking is available nearby for \$10-16/day.</p>