

## **CRPLAN 6460: Real Estate Development and Finance for Planners**

**Instructor name:** James Russell, CEcD  
**Year and term:** 2016 SPRING  
**Meeting time:** W/F 9:35 a.m. -10:55 a.m.  
**Meeting Location:**

**Telephone/E-mail:** (614)390-9704 / name.#@osu.edu  
**Office location:** tba  
**Office hours:** By appointment

### **COURSE INFORMATION**

#### **DESCRIPTION**

Throughout a planner's career – whether in the public or private sector –situations will occur when a plan will sit on a shelf and never be built or developed. Often this is not because the original plan was flawed but rather because of market conditions, financing challenges or an inability to attract outside investment.

Taking a plan from concept to construction is a rewarding opportunity to witness the growth of a community from the ground up. From a real estate development standpoint, without a true understanding of how the local market drives success and how a project proforma drives profit, a great plan may be nothing more than a good idea waiting to be built. The successful real estate developer quantifies this “financial gap” and focuses their efforts to close it. This could be through public incentives, a more thorough analysis of the local economy or even the acceptance of a lower rate of return.

#### **GOALS & OBJECTIVES**

This introduction to real estate development and finance will provide the student with a baseline of knowledge that will lead to a better understanding of the level of effort “beyond the plan” that leads to a successful project. This includes basic information about how a project opportunity is evaluated, structured, financed and ultimately constructed.

By the end of this course, students will be able to:

- Employ the 8 basic steps of real estate development and the process of how a deal progresses through to completion.
- Gain knowledge of the financing cycle of a deal and the logic behind real estate financing decisions.
- Analyze the anatomy of a real estate deal and learn how each component stage impacts the next.
- Use the analysis of the deal to more thoughtfully consider options that are most impacted by economic forces and how to better balance the three most fundamental priorities of planning: the Economy, the Environment, and Social Equity.

#### **FORMAT**

The structure of this course will be primarily lecture from both the instructor and guest speakers. Offsite meeting(s) of the class may be included to tour an active development project.

**COURSE MATERIALS** – No outside textbooks required. Various readings/articles utilized in the class will be provided.

#### **ASSIGNMENTS**

Students should expect to complete a paper (6-8 page) and oral presentation related to a completed development project (March 2) and complete a group project for submission and class presentation (April 20 and 22). Instructor may quiz the students periodically or assign other homework or readings as determined by quality of class participation and discussions.

## CRITERIA FOR EVALUATION OR GRADING

Grading criteria includes 20% for class participation/quizzes/homework; 35% for submitted paper and oral presentation and 45% for the final group project.

Letter grades are assigned based on a standard scheme:

A	93-100
A-	90-92.9
B+	87-89.9
B	83-86.9
B-	80-82.9
C+	77-79.9
C	73-76.9
C-	70-72.9
D+	67-69.9
D	60-66.9
E	<60

## PLANNING ACCREDITATION CRITERIA MET

The Planning Accreditation Board has a series of standards by which accredited planning programs are measured. Below is a list of accreditation criteria that are covered in this course.

- Purpose and Meaning of Planning: appreciation of why planning is undertaken by communities, cities, regions, and nations, and the impact planning is expected to have.
- Research: tools for assembling and analyzing ideas and information from prior practice and scholarship, and from primary and secondary sources.
- Written, Oral and Graphic Communication: ability to prepare clear, accurate and compelling text, graphics and maps for use in documents and presentations.
- Quantitative and Qualitative Methods: data collection, analysis and modeling tools for forecasting, policy analysis, and design of projects and plans.
- Planning Process Methods: tools for stakeholder involvement, community engagement, and working with diverse communities.
- Leadership: tools for attention, formation, strategic decision-making, team building, and organizational/community motivation.
- Governance and Participation: appreciation of the roles of officials, stakeholders, and community members in planned change.
- Sustainability and Environmental Quality: appreciation of natural resource and pollution control factors in planning, and understanding of how to create sustainable futures.

## SCHEDULE

Week 1	Course Introduction/Understanding the "lingo"
Week 2	8 Basic Steps of Real Estate Development
Week 3	Predevelopment – how important is the upfront work
Week 4	The Anatomy of a Deal – what goes in; what should stay out
Week 5	Paper assignments; The Financing Cycle of deal – how it comes together
Week 6	Basic Financing – how good deals become great deals
Week 7	<i>Guest Lecturer</i> – preparing a proforma
Week 8	<b>Papers Due</b> ; Site selection – location, location, location
Week 9	Understanding the impact of the market to the plan <b>March 14-18 Spring Break</b>
Week 10	Introduction to Construction/ <i>Guest lecturer</i>
Week 11	Closing the gap – how do we get it to work
Week 12	Finding the balance – The Economy, The Environment and Social Equity
Week 13	Review – final project work sessions
Week 14	<b>Last Week of Class – Final Project Presentations</b>

## **COURSE POLICIES**

### **ATTENDANCE**

Students are expected to attend all scheduled class meeting times and related events as outlined in the course syllabus. If a student cannot attend a regularly scheduled class then he/she should email the instructor to make arrangements to make-up and missed assignments.

The following situations constitute an "excused absence". They are:

**Personal illness:** Students who are too ill or injured to participate in class must provide written documentation from a physician stating that the student cannot participate in class.

**Death of a member of the student's immediate family:** Students who have missed class due to a death in the family must provide documentation of the death (death certificate, obituary, etc.).

**Military or government duty:** Please notify the instructor prior to service.

**University/Knowlton School sanctioned events:** Students who will be participating in University/Knowlton School sanctioned events must provide the instructor with a copy of the scheduled events and those classes of which will be missed.

**Major religious holiday:** Students who will be observing a religious holiday must provide date/event written notification to the instructor within the first two weeks of the semester.

A student's grade will drop one letter grade after the second and third unexcused absences; and a student with four unexcused absences can be dropped from the course and given an "E".

### **DEADLINES**

Students who miss deadlines due to valid and documented extenuating circumstances may submit the required work at a date agreed upon with the instructor.

Unexcused work will not be accepted, incomplete projects will be evaluated in relation to their degree of completion, and a student is present only if he or she displays sufficient preparation for the course to the instructor.

### **STUDIO BEHAVIOR**

Students must work in the studio because of the collaborative nature of research and the shared development of techniques. Students are responsible for keeping the studio clean, floors free from obstructions, and all studio furniture in good condition and original location. All presentation materials must be removed from review spaces following reviews and all studio materials must be removed from the building at the close of spring semester. Students may store material in the studio credenzas over winter break.

### **COMMUNICATION**

Students must check their university email daily.

## **GENERAL POLICIES AND PROCEDURES**

### **ACADEMIC MISCONDUCT**

Academic integrity is essential to maintaining an environment that fosters excellence in teaching, research, and other educational and scholarly activities. Thus, The Ohio State University and the Committee on Academic Misconduct (COAM) expect that all students have read and understand the University's Code of Student Conduct, and that all students will complete all academic and scholarly assignments with fairness and honesty. Students must recognize that failure to follow the rules and guidelines established in the University's Code of Student Conduct and this syllabus may constitute "Academic Misconduct."

OSU's Code of Student Conduct (Section 3335-23-04) defines academic misconduct as: "Any activity that tends to compromise the academic integrity of the University, or subvert the educational process." Examples include (but are not limited to) plagiarism, collusion (unauthorized collaboration), copying the work of another student, and possession of unauthorized materials during an examination. Ignorance of the University's Code of Student Conduct is never considered an "excuse" for academic misconduct, so it is recommended that you review the Code of Student Conduct.

If a faculty member suspects that a student has committed academic misconduct in a course, they are obligated by University Rules to report suspicions to the Committee on Academic Misconduct. It is the responsibility of the Committee on Academic Misconduct to investigate or establish procedures for the investigation of all reported cases of student academic misconduct. If COAM determines that a student has violated the University's Code of Student Conduct, the sanctions for the misconduct could include a failing grade in this course and suspension or dismissal from the University.

**Resources you can refer to include:**

The Committee on Academic Misconduct web page: [oaa.osu.edu/coam.html](http://oaa.osu.edu/coam.html)

Ten Suggestions for Preserving Academic Integrity: [oaa.osu.edu/coamtensuggestions.html](http://oaa.osu.edu/coamtensuggestions.html)

## **SEXUAL HARRASSMENT**

Any forms of sexual harassment or intimidation will not be tolerated. OSU's Sexual Harassment policy, which applies to all faculty, staff, and students, includes lewd remarks and inappropriate comments made in the studio environment, classroom, and computer labs as well as the "display of inappropriate sexually oriented materials in a location where others can see it." Sexual harassment includes inappropriate behavior among two or more students; between students and faculty; and among faculty. The actions can take place in physical, verbal, or written forms. Refer to University's Code of Student Conduct 3335-23-04 (C) for additional information and for procedures on filing a complaint.

## **KNOWLTON SCHOOL CONDITIONS FOR PROBATION BY SPECIAL ACTION**

All undergraduate students must meet standards of academic progress. Students who do not meet these standards are subject to probation and dismissal. Dismissed students have an opportunity to apply for reinstatement. As described in University Rules, the responsibility for administering these rules is split between the university and the student's school or program. Refer to the Undergraduate Advising Handbook section D for details on how these provisions are implemented: [knowlton.osu.edu/students/current-students](http://knowlton.osu.edu/students/current-students).

## **SAFETY**

To provide the best education, the Knowlton School must act as a community. As such, its members (faculty, students, and staff) must respect and watch out for each other. The studio is available for students 24/7. The University escort service provides safe transportation to and from Knowlton Hall 7:30AM-3:00AM. Call 292-3322.

## **STUDENTS WITH DISABILITIES**

If you have a documented disability, please register with Student Life Disability Services. After registration, make arrangements to meet with instructors as soon as possible to discuss your accommodations, so they may be implemented in a timely fashion. If you have any questions about this process, please contact Disability Services at 614-292-3307.

## **PROFESSIONAL CONDUCT**

Students are expected to conduct themselves in a professional manner and to abide by the provisions in the Code of Student Conduct. Students should appreciate diversity, and they should conduct themselves professionally with members of the same or opposite gender and/or from different ethnicities and cultures.

Students should represent themselves in a professional manner in forums that have public access. This includes information posted on social networking sites such as Facebook and Twitter. Information on these pages is often screened by potential employers, and unprofessional material can have a negative impact on job or graduate school prospects.

## **PROHIBITED ITEMS AND ACTIONS**

The following items are prohibited: Non-Knowlton School furniture, alcohol, cigarettes, weapons, bicycles, skateboards, rollerblades, pets, spray paints, foam cutter wands, welding devices, heat guns and any flame or gaseous liquid device.

The following safety compliances must be observed: electrical power cords cannot be connected in a series or extend over traffic areas; fire extinguishers must remain accessible and in full view; access to stairwells, corridors, and aisles must maintain a 44" clear width and handrails must be unobstructed.

Building surfaces cannot be marked, anchored to, or penetrated.

Installations may not occur in any part of the building except by permission of the Knowlton School Building Coordinator.

Power tools are restricted to the shop except when permission is granted by the Knowlton School Building Coordinator.

Loud noise is forbidden.

Graffiti and vandalism are grounds for disciplinary action.

## **STUDENT RESOURCES**

### **Knowlton Student Services**

100 Knowlton Hall. Hours: 8 a.m. – 5 p.m. weekdays

Undergraduate Students: [knowlton.osu.edu/students/undergraduate](http://knowlton.osu.edu/students/undergraduate)

Graduate Students: [knowlton.osu.edu/students-current-students/graduate](http://knowlton.osu.edu/students-current-students/graduate)

### **Student Advocacy and the Dennis Learning Center**

[advocacy.osu.edu](http://advocacy.osu.edu)

[dennislearningcenter.osu.edu](http://dennislearningcenter.osu.edu)

### **University Counseling and Consultation Services**

[ccs.ohio-state.edu](http://ccs.ohio-state.edu)

### **Ohio State Police Department**

[ps.ohio-state.edu](http://ps.ohio-state.edu)

General non-emergency: (614) 292-2121

**To report an emergency, dial 9-1-1**