

## NDC Training Opportunity

# Brownfields Redevelopment: Environmental and Economic Viability

## Delivered in Partnership with Kentucky Brownfield Redevelopment Program

Effective brownfield redevelopment requires not only environmental remediation but effective collateralizing and risk mitigation of the newly-cleaned property. This one-day training session, taught by the National Development Council, gives practitioners a solid foundation in real estate finance, specifically the challenges of developing and marketing a reclaimed brownfield. Participants gain insight into the way investors see the real estate market, and brownfields in particular, and how to meet their requirements. Brownfields redevelopment projects are evaluated using the same measuring tools used by lenders, developers and investors. Using case studies based on actual deals, students examine the amount and type of incentive financing needed to make a deal happen. Staff from the Kentucky Brownfield Redevelopment Program will speak on their role in the redevelopment process and the tools and resources that they can provide to those wishing to address these properties.

**BB&T is bringing  
NDC's real estate  
finance for  
brownfields training  
to Kentucky!**

### Specific Topics Include:

- Calculating project costs
- Projecting the developer's pro forma
- Determining debt capacity
- Measuring equity attracted
- Quantifying the financing gap
- Closing the gap

## Course Information

### *Date*

July 25, 2011

### *Tuition*

\$50. You save \$180 on tuition through BB&T's generous support!

### *Registration*

Submit your registration online at:  
<http://bbttraining.com> by July 8.

### *Location*

Lexington, KY. Specific location details will be provided upon registration confirmation.

### *Course Contact*

Marlo Scruggs  
BB&T, Vice President  
Community Development Specialist  
501 Tennessee Avenue  
Charleston, WV 25301  
304.353.1682  
[mascruggs@bbandt.com](mailto:mascruggs@bbandt.com)

