What is Jumpstart Germantown?
Jumpstart Germantown Initiatives

1. Training Program
2. Developers’ Network
3. Loan Program
Training Program

OBJECTIVES
A. Removing blight and revitalizing neighborhoods
B. Changing the face of development: Diversity
C. Investing in the future: Creating a nest egg

ACCOMPLISHMENTS
A. 522 Mentoring Applications since April 2015
B. 233 Graduates since June 2015
Training Program

4 SESSIONS PER YEAR; 20 DEVELOPERS PER SESSION
Developers’ Network

OBJECTIVES

A. Grow the pie by sharing resources
B. Create momentum by generating a buzz
C. Encourage development by connecting investors

ACCOMPLISHMENTS

A. More the 600 novice and experienced developers participating
B. Guest speakers such as Eagles’ Brandon Bair and Councilmen Allan Domb & Derek Green
C. Established, well used Facebook Page
**Loan Program**

**OBJECTIVES**

A. Provide loans that banks won’t approve

B. Remove the financial barriers for aspiring developers

C. Focus residential development on Germantown

**ACCOMPLISHMENTS**

A. Committed more than $5.3 million

B. Closed 54 loans to date
Jumpstart Philosophy

**DOING WELL BY DOING GOOD**

A. Improving your community: Reducing blight
B. “Growing the Pie”: Sharing resources
C. Gaining community support, and a marketing advantage, by being a good neighbor
D. Investing in your future: Creating a nest egg
E. Changing the face of development: Diversity
Thank You
Start Your Own Jumpstart

USE THIS GUIDE TO:

A. Determine if you’re ready to Jumpstart
B. Understand details of the 3 programs
C. Learn by example - Jumpstart Germantown
Train New Real Estate Developers

WORKBOOK INCLUDES

A. Program Philosophy
B. The 7 JumpSteps
C. Tools, Worksheets, Quizzes & Homework
SESSION 2

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At the end of Session 2, you’ll...

1. develop skills
   - determine feasibility of a project
   - develop a design
   - create a scope of work

2. gain knowledge
   - short and long-term strategies for reducing equity invested by refinancing
   - the basics of permitting and code considerations

3. obtain tools
   - development Budget spreadsheets (for Buy & Hold/Buy & Sell)—available online
   - Pro Forma Profit & Loss spreadsheets (for Buy & Hold/Buy & Sell)—available online

TOOL 3.1
AN INTRODUCTION TO RESIDENTIAL ZONING
(based on a handout from Scott Masters, Esquire, and Larsen PLLC)

When am I required to get Zoning approval?
Zoning is one of the first steps in the development approval process. Each land use activity must demonstrate that it conforms with the municipality’s zoning laws—whether it’s a simple change in land use, brand new construction project, or rehabilitation project.

Zoning regulations ensure that the land use, site layout, and building on every parcel of land are compatible with its surrounding conditions.

Will I need a Zoning Permit?
Generally, a project will need a new zoning permit if it involves:

• changes in use
• new construction or additions
• alterations that result in a change in gross floor area
• carports, detached private garages, greenhouses, and rear yard sheds (for homes above a certain size)
• installation of a fence (if it exceeds the height limits the zoning code established)
• construction of a deck higher than a certain height
• wind energy conversion systems or ground-mounted/freestanding solar collectors
• creation of off-street parking or reconfiguration of existing parking
• changes to a property’s zoning classification ("zoning map revision")
Present the Material

The 7 JumpSteps of Real Estate Development

1. Create a Development Strategy & Identify Your Team
2. Source a Property
3. Do Your Due Diligence
4. Find Your Financing
5. Develop Design & Procure Permits
6. Customize Construction
7. Lease/Manage/Sell Your Property

POWERPOINT SLIDES

A. Follow along w/ the workbook
B. Keep presenters on track
C. Help visual learners
Access the Resources

WEBSITE

A. Information for Individuals and Neighborhoods

B. Information repository

C. List of Jumpstart neighborhoods