

# Vermont Homes for All Small Scale Development Training Opportunities



## Small Scale Developer Academy

*An intensive six week program to prepare emerging developers for their next small-scale development project. Over five 3-hour training sessions, weekly office hours, and a Dolphin Tank to pitch their final deliverable: an investor-ready pitch package.*

**26 - 30**  
**MAY - JUN**

### Academy #1

**Virtual Training**  
4:30 PM - 7:30 PM

**28 - 1**  
**JUL - SEP**

### Academy #2

**Virtual Training**  
4:30 PM - 7:30 PM

**6 - 10**  
**OCT - NOV**

### Academy #3

**Virtual Training**  
4:30 PM - 7:30 PM

**TO REGISTER, FILL OUT AN INTAKE FORM:**

[https://vhcb-dszbs.formstack.com/forms/homes\\_for\\_all\\_intake](https://vhcb-dszbs.formstack.com/forms/homes_for_all_intake)



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## Small Scale Developer Academy

### Course Overview

The Small Developer Bootcamp helps participants apply practical skills to their own real estate projects. Bring your actual development project (ideally in the planning stage) and work with experienced developers through hands-on exercises.

You'll work on building your pro forma, mapping zoning parameters for your property, creating investor proposals, and practicing your project pitch in a supportive environment with personalized feedback.

This bootcamp is hands-on and practical. This class takes place over six weeks and includes: five 3-hour topic focused training sessions, weekly office hours, access to a virtual platform for peer-to-peer learning and networking, and a final “Dolphin Tank” Pitch Day to showcase your investor ready pitches.

### Learning Objectives:

- Understand how to make strategic design decisions
- Estimate development income and expenses
- Build, analyze, and refine a pro forma
- Understand what makes compelling investor proposals
- Read and interpret zoning as it applies to your building lot
- Meet people who can help you



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## Small Scale Development Academy SCHEDULE

### Session 1: Introductions & Overview

Welcome session with cohort introductions, project overviews, and a sample final pitch presentation to show what you'll work toward.

### Session 2: Structuring Your Business

Learn how to set up your development business, including choosing between personal mortgages vs. LLCs, handling legal and financial requirements, identifying your role, and creating a business pro forma.

### Session 3: Figuring Out Your Long Game

Explore what drives your business and the trade-offs needed to achieve long-term goals, including how money flows through projects over 5+ years, multi-year cash flow concepts, lifestyle choices, avoiding pitfalls, and building key relationships.

### Session 4: Analyzing a Particular Project

Create a rough site plan and run initial numbers to determine if your project is legal, financially viable, and worth pursuing—and learn when to walk away and how it fits your development cycle.

### Session 5: Pitching a Project

Learn how to effectively pitch your project to funders, neighbors, city officials, and future tenants, including timing your conversations and finding the right lenders, investors, and tenants.

### Session 6: Dolphin Tank Pitch Session

Practice your pitch in front of your cohort and faculty to receive real-time feedback and refine your presentation.

**Format:** Virtual Live-Streaming Sessions

**Also Includes:** Faculty Office Hours, Access to Peer Networking Slack Platform, Weekly Hands-On Homework Activities, Zoning Worksheet, Pro forma Templates including: Pocket Pro forma, Static Pro forma - Triplex Rehab, Static Pro forma - Build to Sell, Multi-Year Cash Flow, Pitch Package Worksheet, and Pitch Package Presentation Template

