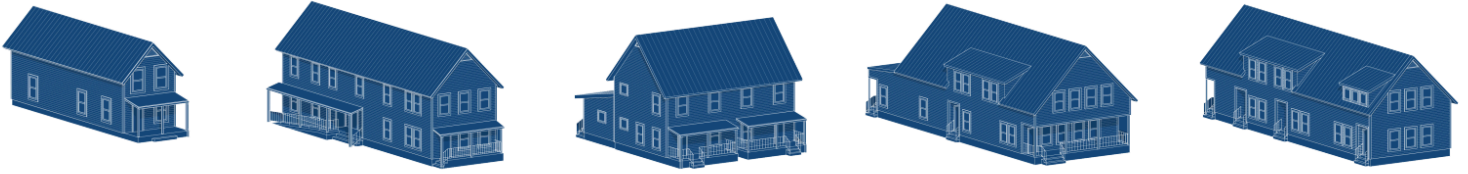


# Vermont Homes for All Small Scale Development Training Opportunities



## Small Scale Development Workshops

*Spend a day learning the complete pre-development cycle — from site assessment to project readiness for funding.*

**21**  
**FEB**

### Montpelier, VT

**Montpelier Senior Activity Center**  
**58 Barre Street**  
8:30 AM - 5:00 PM

**22**  
**APR**

### Middlebury, VT

**Middlebury Town Hall Theater**  
**72-76 Merchants Row**  
8:30 AM - 5:00 PM

**22**  
**JUN**

### Brattleboro, VT

**exact venue tbd**  
8:30 AM - 5:00 PM

**23**  
**SEPT**

### Lyndon, VT

**exact venue tbd**  
8:30 AM - 5:00 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)



# Vermont Homes for All Small Scale Development Training Opportunities



## Small Scale Development Workshop

### Course Overview

The Small Scale Development Workshop is a full-day workshop that teaches you how to create neighborhood development projects. You'll learn to build small projects—1-3 story buildings with under 20 units that can be residential, commercial, or mixed-use.

No real estate experience needed. The workshop assumes you know your community well, and we'll teach you the rest. Through presentations on finance, design, and site selection, plus hands-on practice and networking with others in your area, you'll take the first step toward becoming a small developer or supporting small development in your city.

### Learning Objectives

- Understand small-scale development and its community benefits
- Learn how buildings generate income and what works in your local market
- Discover how to start your first project with limited resources
- Read and interpret zoning codes to find building opportunities
- Identify skill gaps and where you need support
- Connect with people who can help you succeed



# Vermont Homes for All Small Scale Development Training Opportunities



## Small Scale Development Workshop

### SCHEDULE

*8:30AM Arrival | 9 AM Class Begins*

#### **Power of the Incremental Approach**

Build wealth in your community by starting small, developing relationships, and making steady improvements over time.

**Business Models and Skillsets** What projects interest you? How will you structure them? What skills do you have, and who can fill the gaps?

**Right-Sizing Your Project** Use zoning, financing, and building codes to control costs and reduce risk.

*10:30 AM 10 Minute Break*

**Zoning** Learn the regulatory basics that determine what can be built and what requires special permission.

**Market Research & Site Selection** Find the right property and understand local rents, sales prices, and market conditions in your neighborhood.

**Q&A**

*12 PM Lunch | 1 PM Class Resumes*

**Buying a Property** Overview of the purchase process and essential due diligence steps.

**Building Arts 101** Learn architecture and design basics to create more valuable projects that benefit your community.

*2:15 PM 10-15 Minute Break*

**Project Pro Formas** Understand financial templates, key terms, and how a building generates profit.

**Exercise: Site Planning and Pro Forma Practice** laying out a building using zoning codes and completing a pro forma to evaluate financial performance.

**Financing a Project** Learn how to secure mortgages and construction loans, including preparing financial packages and pitches for banks and investors.

**Final Q&A and Wrap-Up**

*5:00 PM - Conclusion*

