

COURSE SYLLABUS – BUSINESS 365 - 765
Contemporary Topics
Green – Sustainable Development
Spring Semester, 2009

Instructor: Tom Landgraf
Office: 4283 Grainger
Office Hours: By appointment
E-mail: tlandgraf@facstaff.wisc.edu
Office Phone: 608-233-6898
Office Fax: 608-233-9800
Cell Phone: 608-235-4466

TA: **Geoff Ihle**
Office: 5266 Grainger
Office Hours: By Appointment
E-mail: gnihle@wisc.edu

Objective: This course is intended for students who: 1) have an interest in the Green and sustainable aspects of housing and commercial property development and operation, 2) the re-use and / or rehabilitation of existing structures, 3) redevelopment of historic buildings into housing or commercial space, 4) related special topics such as financing sources, tax issues, financial structuring, legal issues and energy cost management . The course will acquaint you with both the approach, and the necessary tools such as financing, government programs and regulations, that a successful developer will need to understand in order to succeed.

Course Format: All meetings are on Tuesday and Thursday in Room 1270 Grainger, from 2:30 – 3:45 pm.

General discussion will begin with affordable multi family housing, since the major class group project will be associated with this aspect of the national housing policy.

Interspersed throughout the semester will be short discussions on current housing developments in the area. Outside speakers currently involved in one or more aspects of residential real estate development, planning, financing or operations will make short presentations.

You will be assigned to a working group consisting of 4 - 5 persons each. In these groups, you will work on the major class projects and other special issues that arise during the semester.

**Course
Requirements:**

Several local field trips will be planned. You will be expected to attend at least one local City of Madison Plan Commission, Community Development Authority Meeting, Urban Design Commission meeting, or a Sheriff's Sale foreclosure proceeding.

Class participation is expected of everyone. Attendance is recorded at each session. This is 10% of the final grade in the class.

As a general rule, time will be set aside at the end of the Thursday class period for the groups to discuss their current assignments and work on various aspects of the real estate analysis.

Throughout the semester, and at the end of each group assignment, you will be asked to submit an evaluation of yourself and your other group members participation and contribution to the respective assignment. These evaluations will influence 25% of your grade.

Grading:

Government Meeting Participation	10%
Class Participation	10%
Group Assignments – written	25%
Peer Reviews	25%
Exams	30%

There will be no mid term or final examinations. There will be several “are we on the same page” exams.

**Text and
Readings:**

There is no Course Packet or Text required for the class. Instead, you will be asked to review material, 1) on electronic reserve in the library, 2) handed out in class, 3) found on the Class Web Site, or 4) found on other identified web sites. While you will not need to deploy some of your disposable income on a Text or Course Packet, you will negate some of that savings in part with ink / cartridges for your printer. You will receive a considerable amount of material via email.

The Class Web Page will be your major link to class material, required readings, and research.

During the semester we will review material on the following general topics, but not necessarily in this order.

1. Tenant energy efficiency and cost of operation
2. Renewable energy on the utility level
3. Renewable energy on the homeowner level
4. Multifamily Energy Benchmark data study
5. Rain Gardens and surface retention – detention programs
6. Planning your new single or multifamily family home from an energy efficiency level
7. Basics of utility billing
8. Land Planning with Green and Sustainable concepts
9. Energy rebate programs
10. Green Built Certification
11. LEED Certification
12. Deconstruction practices
13. Forestry Management and Certification
14. State level natural resources issues
15. Chicago Climate Exchange
16. Financial proforma development and evaluation
17. Elements of housing development financial structures
18. Types and sources of Equity financing
19. Types and sources of long term Debt Financing
20. Short Term Construction and Project Financing
21. Legal structures for setting up a development concept
22. Soft or Secondary Financing
23. Annual Operating Costs
24. Governmental (principally Federal) funding programs
25. Tax Incremental Financing (TIF)
26. Brownfield designation, remediation and financing
27. Zoning, community planning and density issues
28. Affordable Housing Mandates (i.e. Inclusionary Zoning)
29. Infill development – redevelopment and troubled neighborhood redevelopment
30. Dealing with special needs populations
31. Five easy steps on how to make a great development - property a blight on the neighborhood and your reputation

Other Course Policies:

(1) Class participation includes regular class attendance, participation in class discussions and attendance at the project presentations and field trips. (2) No makeup unless pre-approved or a medical or family emergency. (3) Small group project grades are determined on the basis of the quality of the written report and completeness of the financial forecast associated with each development. (4) Everyone on the respective group receives the same initial grade. However, the impact of negative evaluations from your other small group members will absolutely negatively impact your final semester grade.

Laptops, MP3 players, cell phones, IPODs, etc. will not be allowed in class. Use this simple rule, “if it has an on – off switch”, it is turned off and stowed away.