



REAP (www.projectreap.org)
REAP NYC 2018 Sample Schedule
March 8 - May 16, 2018
6pm - 9pm

Unless otherwise noted, all classes will be held at ICSC – 1221 Avenue of the Americas, 41st Floor | New York, NY 10020

Please note that we require at least 80% attendance during the program. You are allowed three (3) excused absences.

	Monday March 5	Tuesday March 6	Wednesday March 7	Thursday March 8	Friday March 9
6 – 9 PM				Opening Reception	
	Monday March 12	Tuesday March 13	Wednesday March 14	Thursday March 15	Friday March 16
WEEK 1 6 – 9 PM		Financial Analysis (Issues & Concepts) <i>Basic concepts of real estate finance, risk & valuation</i>		Financial Analysis (Financial Modeling) <i>Introduction to the real estate cash flow model</i>	

	Monday March 19	Tuesday March 20	Wednesday March 21	Thursday March 22	Friday March 23
WEEK 2 6 – 9 PM		Recapitalizing Commercial Property		Market Analysis <i>Introd. to market supply & demand drivers</i>	
	Monday March 26	Tuesday March 27	Wednesday March 28	Thursday March 29	Friday March 30
WEEK 3 6 – 9 PM		Developing the Office Model <i>Introd. to the economics of office properties</i>		Office Asset Management <i>Asset & property mgmt. concepts of office bldgs. & portfolios</i>	
	Monday April 2	Tuesday April 3	Wednesday April 4	Thursday April 5	Friday April 6
WEEK 4 6 – 9 PM		Shopping Center Investment <i>How to evaluate shopping ctrs. & retail real estate properties</i>		Shopping Center Asset Management <i>Considerations in managing shopping center assets</i>	

	Monday April 9	Tuesday April 10	Wednesday April 11	Thursday April 12	Friday April 13
WEEK 5 6 – 9 PM		Affordable Housing Development <i>How do developers make the numbers work?</i>		Private Equity Sources and Resources <i>The role of private equity in the capitalization of real estate deals</i>	
	Monday April 16	Tuesday April 17	Wednesday April 18	Thursday April 19	Friday April 20
WEEK 6 6 – 9 PM		Deal Negotiation <i>Introd. to the legal & business dynamics of a deal-making</i>		Multifamily Housing Development <i>Considerations in developing market-rate housing</i>	
	Monday April 23	Tuesday April 24	Wednesday April 25	Thursday April 26	Friday April 27
WEEK 7 6 – 9 PM		Alternative Financing for Economic Development <i>A discussion of the old and the new in alternative financing tools, including crowdfunding</i>		Investment & Brokerage Sales <i>The role of investment brokers in real estate deal-making</i>	

	Monday April 30	Tuesday May 1	Wednesday May 2	Thursday May 3	Friday May 4
WEEK 8 6 – 9 PM		Trade Association Night & REAP Networking Reception BOMA, ICSC, NAIOP, ULI, NYSFAFH, CORENET <i>Introduction to Trade Associations and a reception hosted by JPMC for candidates & alumni</i>		McDonald's Real Estate Strategy <i>How McDonald's grows via mixed-use & free-standing locations</i>	
	Monday May 7	Tuesday May 8	Wednesday May 9	Thursday May 10	Friday May 11
WEEK 9 6 – 9 PM		Walmart Real Estate Strategy <i>How Walmart grows via mixed-use & free-standing locations</i>		Starbucks Real Estate Strategy <i>How Starbucks grows via mixed-use & free-standing locations</i>	
	Monday May 14	Tuesday May 15	Wednesday May 16	Thursday May 17	Friday May 18
WEEK 10 6 – 9 PM		Panel Discussion: Legal Issues in Commercial Real Estate <i>Legal Leasing Issues, Ground Leasing, Closings & Financing</i>	Graduation Ceremony		