

## Real Estate 101 for Nonprofits Frequently Asked Questions

### WHAT IS REAL ESTATE 101 FOR NONPROFITS?

Real estate is typically the second largest budget item for nonprofit organizations, making it a high priority for senior staff and board members. Real Estate 101 for Nonprofits is a series of five two-hour-long workshops designed to educate nonprofit leaders on the real estate development process.

### 2021 PROGRAM DATES\*

August 10, 2021: Real Estate Overview: Getting Started and Anticipating "Bumps"

September 14, 2021: Becoming a Saavy Tenant, Buyer, or Seller

October 12, 2021: Managing Zoning and Permitting – Bonus Topic: Receiving Gifts of Real Estate

November 2, 2021: Lessons Learned From Design and Construction

December 7, 2021: Pulling It All Together — Source of Funds

*\*Program dates are tentative and subject to change*

### WHO SHOULD PARTICIPATE IN REAL ESTATE 101?

Since real estate is complicated, and decisions can be quite costly to an organization, this program is open only to senior level nonprofit professionals and board members with responsibilities for real estate decisions. Up to two representatives from each organization are eligible to attend program modules. Third party representatives, such as brokers, are not eligible.

### WHO LEADS REAL ESTATE 101 PROGRAM MODULES?

Eliza Solender, president of Solender/Hall, Inc. and a national expert on nonprofit real estate, is the Real Estate 101 program creator and facilitator. Modules will also include panels of TREC members who are experts within different areas of the commercial real estate industry as well as nonprofit executives with significant real estate experience.

### WHAT ARE THE REQUIREMENTS TO APPLY?

Interested organizations must complete an application online at [recouncil.com/trec-foundation/real-estate-101](https://recouncil.com/trec-foundation/real-estate-101) by Friday, July 16, for consideration. Selected attendees must complete four of the five program modules, but it is recommended they attend all five sessions. Attendees must be employees or board members of the registered organization. Each organization that completes the program will be recognized on TREC's website. Space is limited.

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## WHAT DOES THE PROGRAM COST?

Real Estate 101 for Nonprofits is presented at no cost to participants.

## WHERE ARE CLASSES HELD?

Program classes will take place in the first floor Annex building of The Real Estate Council's offices at 3100 McKinnon Street, Dallas, TX 75021.

## WHEN ARE APPLICATIONS DUE?

Organizations interested in applying for the Real Estate 101 program must submit their applications by **Friday, July 16.**

## WHO SHOULD I CONTACT WITH ADDITIONAL QUESTIONS?

Please email TREC Community Investment Manager Kawanise Mims at [kmims@recouncil.com](mailto:kmims@recouncil.com) with any questions.

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