

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

5
JUN

Brattleboro, VT

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

5
SEPT

Lyndon, VT

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

TO REGISTER, FILL OUT AN INTAKE FORM:
[BIT.LY/VERMONTDEVELOPER](https://bit.ly/vermontdeveloper)



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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

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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



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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



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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



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INC DEV FACULTY BIOS



**Ivy Vann | Ivy Vann Town Planning
Peterborough, NH**

Ivy Vann is a town planner and Form-Based Code Institute certified professional dedicated to helping communities create regulations that enable beloved, financially successful places. She specializes in public engagement, zoning reform, and incremental development strategies that empower local investment.



**Alli Thurmond Quinlan | Range
Fayetteville, AR**

Alli is a multifaceted professional who combines her expertise as an architect, landscape architect, and small infill developer to create award-winning, community-focused projects in Fayetteville, Arkansas, where she brings a unique hands-on approach shaped by her ranching background to create beautiful, walkable developments that serve both existing residents and newcomers while maintaining financial viability.



**Joel Dixon | Urban Oasis Development
Atlanta, GA**

Joel Dixon is Co-Principal of Urban Oasis Development and President of Catalyst Investment Partners, aggregating investor capital for Atlanta real estate and ventures. A native Atlantan with deep community connections, he brings 15+ years of business development experience, a Stanford degree in Symbolic Systems, and Urban Land Institute leadership training to mobilizing resources for strategic growth.



**Eric Kronberg | Kronberg Urbanists + Architects
Atlanta, GA**

Eric Kronberg is a zoning whisperer who specializes in balancing urban design, architecture, and development needs to create better places. As principal at Kronberg Urbanists + Architects, he demystifies regulations and helps navigate the redevelopment maze. Eric advocates for walkable communities through his work with the Incremental Development Alliance and Congress for the New Urbanism



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INC DEV FACULTY BIOS



Elizabeth Ward Williams | Kronberg Urbanists + Architects Atlanta, GA

Elizabeth Ward Williams is Director of Urban Design at Kronberg Urbanists + Architects. An Atlanta native with Georgia Tech master's degrees in architecture and planning, she's dedicated to creating a city she's proud to call home. Elizabeth serves on her neighborhood planning committee, teaches at Georgia Tech, and sits on the Incremental Development Alliance board, using her expertise to advocate for positive changes in policy, development, and design.



Jen Acosta | Acosta Real Estate & Development Bay City, MI

Jenifer Acosta is a community developer specializing in historic revitalization and economic development across the Great Lakes Bay Region. As Lead Consultant for Housing Forward, Midland, she provides data-driven strategies for attainable housing. Her award-winning work bridges preservation with sustainable growth, creating thriving communities with strong sense of place..

LOCAL DEVELOPER ADVISORS



John and Jeff Dunbar | Whitaker Properties Rockingham, VT

John and Jeff Dunbar grew up in Bellows Falls, Vermont and have spent most of their 50+ years in the region. They work in the housing sector through insulation and weatherization, and serve in local government and nonprofit roles. In 2014, they began as housing providers by taking over three family duplexes, then expanded their rental portfolio while serving in local government starting in 2020. Their focus is investing only in their hometown to improve homes and living conditions while changing the narrative around landlord-tenant relations.