

<http://www.nationaldevelopmentcouncil.org/index.php/site/training/category/introduction/>

NDC Training

NDC helps communities build development finance capacity at the local level through training leading to professional certification. NDC created the first training program solely for economic, housing and community development practitioners four decades ago. Since then, we have trained more than 55,000 individuals in the art and science of economic and housing development finance.

NDC's courses are intense and rigorous, with as many classroom hours as an average college course, plus homework, and in certification courses, a final examination administered on the last day of each class. You may attend the courses at your own pace but may not enroll in any course until you have met all prerequisites. Training participants work through case studies based on actual projects. Real world problems and obstacles arise and are resolved.

Course instructors, including former bankers, developers, entrepreneurs, community and economic development officials and government agency leaders, are members of NDC's team of development finance specialists who impart real-world knowledge in the classroom. As deal-doers themselves working in communities across the country in support of NDC's mission, our instructors bring a wealth of experience and a timely perspective to every NDC training course.

"This was the single training that launched my career. Even with a background in accounting and finance, NDC training filled in the blanks, discussing funding sources, deal strategies and how to handle the political aspects of negotiations. Even though I took the courses in the '80s, the training manuals have proven a valuable resource. I require all my staff to get the certification and each one has echoed my sentiments."

— Tracey Nichols, Director of Economic Development, City of Cleveland



Certification Programs

Participants in NDC training, including staff members of local and state development agencies and non-profit development organizations, consider our certification programs to be the gold standard for professional training. We offer two certification programs:

http://nationaldevelopmentcouncil.org/index.php/site/training_schedule/category/certification/#edfp

Economic Development Finance Professional Certification Program™

Our training is specially geared to developing knowledge and skills essential to making deals happen. The Economic Development Finance Professional (EDFP) Certification Program is a rigorous, four-course training series that explores the skills essential for the successful practice of economic development - business credit and real estate finance analysis techniques, loan packaging procedures, negotiating and problem solving skills and deal structuring techniques. Participants in the EDFP Certification Program build the capacity to translate development opportunities into results for their communities. Topics covered in the EDFP Certification Program include the following:

- Business credit
- Real estate finance analysis
- Loan packaging procedures
- Negotiating and problem solving skills
- Deal structuring techniques

You will learn from the real world examples of NDC course instructors. In addition to lessons drawn from actual projects, you will learn through hands-on exercises. You will be presented with projects and will be challenged to complete them successfully.

Certification candidates must complete all four courses and pass the examination administered on the final day of each class. You may attend the courses at your own pace but may not enroll in any course until you have met all prerequisites.

NDC training classes are offered in a variety of locations and various times throughout the year. View a complete listing of [upcoming courses for the Economic Development Finance Professional \(EDFP\) Certification Program](#). We look forward to your participation.

"NDC's EDFP Certification Program gave me the foundation to work with a broad range of community development players. Through the training, I acquired the skills and ability that allow me to quickly analyze and determine feasible projects."

— *Richard LoPresti,*
Director, Department of
Economic and Community
Development, State of
Connecticut