Incremental Development Alliance

We envision neighborhoods regenerated by small developers who care deeply about the places where they live and build.

WHAT WE DO:

We offer **aspiring developers** training and mentorship to help them take the first steps toward their small-scale real estate development projects.

We coach **civic leaders** how to cultivate patient, healthy real estate development at scale accessible to locals, starting with supportive regulation.

HOW WE DO IT:

- We design and deliver **training** for groups at different stages of the development process.
- We offer **training** to governments, foundations, and nonprofits looking to troubleshoot challenges in their local development ecosystem.
- We **speak** at conferences and events.
- We **implement** in our own communities, speaking from experience.

ABOUT THE INCREMENTAL DEVELOPMENT ALLIANCE

We are an Alliance of practitioners who train small developers, helping citizens strengthen their own neighborhoods and helping city champions get the kind of development their community wants.

We are a 501(c)(3) nonprofit, founded in 2015. We aim to inspire and enable thousands of small (1-3 story) development projects, championed and developed by local people. We focus on infill development, helping people stay, return, and contribute to the place they love.

CONTACT

training@incrementaldevelopment.org

incrementaldevelopment.org

Our Services

Educate | Coach | Create

WE TRAIN SMALL DEVELOPERS

Our **Small Developer Seminar and Workshop** on small scale real estate development are all about project formation. We take a big picture view of neighborhood-based development to help attendees analyze what makes a good project, how a building makes money, and how small developers interact with the broader ecosystem of professionals in the built environment. By the end of the Workshop, aspiring developers will feel more prepared to take the first steps on their own project and city champions will see inside the black box of real estate transactions.

Our **Small Developer Boot Camps** build on the foundational training from the one-day Workshops. The Boot Camp is an opportunity for participants to pull out a map, pencil, and calculator and take action on an actual project with the guidance of seasoned small developers. In small groups, participants work through exercises like digesting their zoning code, drawing a basic site plan, creating a financial pro forma model, and creating a pitch package for investors, all applied to their own specific project.

WE START IMPORTANT CONVERSATIONS

We offer lectures, educational conference sessions, and seminars on incremental development in theory and practice. All lectures are paid speaking appearances by faculty, founding members, or recommended voices within the Alliance. Topics focus on the speaker's subject expertise but may include:

- **What does incremental development look like in practice?** Story-heavy presentations on incremental development projects. Motivational in effect.
- **Why is incremental development important and what are the barriers to its success?** Persuasive presentations geared toward a general audience or local decision-makers involved in the development process.
- **How do you become a small developer?** A high-level overview aimed at the beginner. This is a teaser length intro to our training workshops.
- **How do you become a city that supports small developers?** A high-level overview aimed at public officials. This is a teaser length intro to our coaching work.