

SMALL DEVELOPER BOOT CAMP

November 5 - December 3, 2025 | Sacramento + East Bay
Wednesdays 3:30-7pm PT



Four instructional sessions, followed by homework, small group support sessions, and one-on-one coaching. The course concludes with “Dolphin Tank” Practice Pitch sessions and a Small Developer Supplies and Services Showcase.

This program is made possible by the generous support of the following sponsors:



For more information and to register by scanning the QR code or visiting:
incrementaldevelopment.org/events/ca-smalldev-bootcamp





BOOT CAMP SCHEDULE

Boot Camp Content Session 1 Intro & Structuring Your Building Program

Theme: WHAT IS YOUR PROJECT?

- Overview to Course Structure
- Participant Introductions
- How much rent can you generate?
- Finding people and creating a building program.
- How are you going to pay for your building?
- Structuring your organization and deal

Boot Camp Content Session 2 What is Allowed to be Built on the Site?

Theme: ZONING & BUILDING CODE

- Reading Zoning and Devising Buildings
- How to Design a Loveable Building Within the Buildable Area

Boot Camp Content Session 3 Proformas and Financing Strategies

Theme: HOW DO THE FINANCIALS WORK AND WHAT IS THE STRATEGY BEHIND THEM?

- Generating the Static Pro forma
- Modeling a Multi-Year Cash Flow
- What levers can you pull on your pro forma?
- Being Scrappy in a Rehab Market

Boot Camp Content Session 4 Pitching Your Project

Theme: FEED THEM WHAT THEY EAT

- Telling the Story of Your Project: Feed them what they eat
- Assemble your Pitch Package

This program is hosted and part of the City of Sacramento and Build It Green's Small Developer Incubator initiatives.

