



Faith-Based Development Initiative

“Feeding Faith Leaders with Community Fervor” – Webinar Series Pro-formas – Getting Familiar with a Basic Tool of Real Estate Finance

Thursday, May 27, 2021

11:00am – 12:00pm

- 11:00 am **Welcome & Introduction of Presenter**
Timothy Block, Senior Program Director, Enterprise Community Partners
- 11:05 am **Real Estate Asset Financial Analysis**
Louis Kiang, Director, Real Estate Development, Enterprise Community Partners
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- Time Value of Money / Six functions of a dollar (compounding)
 - o **Present Value**
 - $PV = FV * 1/(1+i)^n$
 - o Future Value
 - o **Present Value of an Annuity**
 - $PV = PMT * ((1+i)^n - 1) / (i(1+i)^n)$
 - o Future Value of an Annuity
 - o Sinking Fund Amount
 - o Mortgage Payment Amount
 - Proforma
 - o Projections not a prediction
 - Back of the Envelope Analysis (Direct Capitalization)
 - Discounted Cash Flow Analysis
 - Net Present Value
- 11:45 am **Questions & Answers**
- 12:00 pm **Closing**
Timothy Block, Senior Program Director, Enterprise Community Partners

Presenter's Biography



Louis Kiang

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Enterprise Community Development,
Inc.**

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As Real Estate Development Director for Enterprise Community Development, Inc., Louis Kiang is responsible for managing the entire development process including acquisition, deal structuring, design development, financing, public approvals, marketing and leasing/sales.

A seasoned professional with more than 25 years of experience in the acquisition, development, leasing and sale of commercial real estate, Louis joined Enterprise in 2014. His prior experience includes executive and senior management roles at Erickson Living Management, LLC, where he was responsible for identifying qualified sites and opportunities within current markets and new markets for new Erickson communities; BioBAT, Inc. in Brooklyn, New York; and Townsend Capital, LLC and Wexford Equities, LLC, both in Baltimore.

Mr. Kiang received his Bachelor of Science degree and Master's degree in Business Administration from the Robert H. Smith School of Business at the University of Maryland. He has served as an adjunct professor in the Master's degree in Real Estate programs of both the Johns Hopkins Carey Business School and the Georgetown University School of Continuing Studies.