



**Ohio CDC Association (OCDCA)  
presents**

**CONSENSUS BUILDING  
Thursday, March 8, 2012**

**NEGOTIATION SKILLS  
Friday, March 9, 2012**

**with Doug Harsany,  
Harsany & Associates, LLC**

**Sponsored By:**



**Ohio**

Department of  
Development

To Register Visit [www.ohiocdc.org](http://www.ohiocdc.org) under Trainings/Events or use the following:

[Registration Link: Consensus Building and Negotiation Skills - March 2012](#)

## **CONSENSUS BUILDING THURSDAY, MARCH 8, 2012**

This one-day training will teach strategies on how to overcome NIMBYISM (Not in My Backyard). The training will address how to successfully communicate the community/public benefits of affordable housing and community development projects.

The training will include:

- Understanding what it is that you want to accomplish
- Identifying the stakeholders
- Holding a public meeting
- Negotiating techniques to outlast, compromise, collaborate and build consensus
- Making good neighbors

## **NEGOTIATION SKILLS FRIDAY, MARCH 9, 2012**

This one-day training will build CHDO and CDC capacity to negotiate and hire for profit organizations for various development activities. The training will discuss how to develop mutually acceptable agreements with others, conduct negotiations with confidence, create stronger negotiation positions, and dispute resolution techniques.

The training will include:

- When does it make sense to hire an outside firm?
- What legal, regulatory, and practical process should be followed?
- How can I negotiate from a position of strength?
- Developing good contracts and written agreements to get the desired outcome and protect your interest.
- Managing contracts
- Resolving disputes

### **TRAINER:**

**Doug Harsany** has been involved in housing and community development for many years. He started out in the construction industry while still in high school, and became a building contractor and developer, first in California, then in Ohio. From there he went to work for the Ohio Department of Development, where he soon became the manager of the State's housing programs, including those funded with HOME Investment Partnerships (HOME), Community Development Block Grant (CDBG), and the Neighborhood Stabilization Program (NSP). After working with the State of Ohio for over 12 years, Doug recently became a consultant. He now provides training, technical assistance, research and evaluation, and product development services to states, local governments, non-profits and other entities involved in economic development, community revitalization, and housing. Examples of current or recent work include the development of a business plan model for organizations desiring to undertake scattered site rental development, the provision of HOME technical assistance to local governments, and training on NSP. Doug has a master's degree in City and Regional Planning, and is certified with the American Institute of Certified Planners.

## ADDITIONAL TRAINING INFORMATION:

### Time:

Registration begins at 8:30 am with Training Workshop from 9:00 am to 4:30 pm

### Training Location:

**CPO Training Facility, 933 East Gay Street, Columbus, OH 43203**

The CPO Training Facility is directly behind CPO Management Offices, 910 E. Broad St  
Free, On-Site, Surface Parking is Available

### Fees:

<b>CHDOs (Community Housing Development Organizations):</b>	Training is FREE of charge.
<b>Ohio CDC Member and Ohio CDC AmeriCorp VISTA:</b>	Training is FREE of charge.
<b>Non-CHDO, Non Ohio CDC Member:</b>	\$50/day

**Please Note:** Refreshments will **NOT** be provided. We will break for lunch and there are several close by options off-site. Please bring any beverages and snacks with you.

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If you choose to pay via **check** please mail your payment to our lockbox at:

Ohio CDC Association, PO BOX 932093, Cleveland OH 44193

If you choose to pay via **credit card**, please call Rhonda Foreman at 614-461-6392 ext. 210.

**FULL PAYMENT IS EXPECTED BEFORE ATTENDING THE TRAINING**

### Contact:

For questions contact Amy Rosenthal at 614.461.6392 x. 204 or [arosenthal@ohiocdc.org](mailto:arosenthal@ohiocdc.org)

## A Special Thanks to our Sponsors:



Department of  
Development

The Ohio Department of Development (ODOD), The Office of Housing and Community Partnerships (OHCP) through the Ohio Housing Trust Fund  
<http://www.development.ohio.gov/cdd/ohcp/>



The U.S. Department of Housing & Urban Development (HUD)  
<http://www.hud.gov/>