

Dates

Application deadline

January 30, 2022

Notification of application outcome


February 7, 2022 (via email)

Course sessions


February 14, 16, 18, 21, 23 and 25, 2022

Faculty

 Camila Maleronka

 Paulo Sandroni

 Martim Smolka

 Enrique Silva

 Luis Quintanilla

Audience

This course will be taught in **English** and is designed for an international audience of researchers, real estate developers, public officials, and policy makers.

Course capacity: 45

Selection Process

This is a basic level course on land markets and land value capture approaches in São Paulo, Brazil.

Participants will be selected based on professional qualifications, work experience, and potential to further public policy debates and decisions.

The Lincoln Institute of Land Policy seeks gender equality and geographic, professional and thematic diversity in all its courses.

Apply at:

https://lilp.formstack.com/forms/2022_02_pdc_saopaulo



Land Value Capture Approaches in São Paulo: Lessons from Brazil

Online Professional Development Course

February 14, 16, 18, 21, 23 and 25, 2022

9:00 – 11:00 a.m. US Eastern Standard Time (EST)

About

The Lincoln Institute of Land Policy is pleased to launch a new edition of the course *Land Value Capture Approaches in São Paulo: Lessons from Brazil*.

This course will explain the legal framework, mechanics, and outcomes of the pathbreaking land value capture approaches developed in São Paulo, Brazil, beginning in the 1990s. Value capture has enabled the city to harness land and real estate value increases as a way to achieve urban development goals, such as infrastructure financing and social housing provision. Lessons from Brazil can inspire and inform policy makers who are interested in innovative applications of land value capture.

Relevance

Communities around the world face a massive deficit of investment in infrastructure, public services, and increasingly, climate resilience solutions. Governments have shown an interest in adopting innovative land-based financing approaches, such as value capture tools, to narrow investment gaps. To that end, value capture can enable communities to recover land value increases that result from public investments or administrative actions and reinvest them to create public benefits. The course will highlight São Paulo's experience using the sale of development rights to pay for infrastructure, affordable housing, and other public goods.

Learning objectives

- Identify and understand the economic and planning elements that support land value capture
- Comprehend technical and contextual aspects of land value capture instruments used in São Paulo
- Evaluate the results of the São Paulo experience using value capture by getting insights on projects developed through land-based financing mechanisms



Schedule

Monday, February 14 | 9:00 – 11:00 a.m. EST

- Course presentation, introductions, and core concepts – Enrique Silva, Camila Maleronka, Paulo Sandroni, Martim Smolka

Wednesday, February 16 | 9:00 – 11:00 a.m. EST

- *Land markets fundamentals and land value increments* – Martim Smolka

Friday, February 18 | 9:00 – 11:00 a.m. EST

- *Historical background on urban development, infrastructure needs, land valuation, and linkage operations in Sao Paulo, Brazil* – Paulo Sandroni

Monday, February 21 | 9:00 – 11:00 a.m. EST

- *Solo Criado and Outorga Onerosa do Direito de Construir (OODC)* – Camila Maleronka

Wednesday, February 23 | 9:00 – 11:00 a.m. EST

- *Certificates of Additional Construction Potential (CEPACs), upgrade of informal settlements, and new planning and political challenges ahead* – Paulo Sandroni
 - **Bonus Session:** Real estate development game – Paulo Sandroni

Friday, February 25 | 9:00 – 11:00 a.m. EST

- *Urban operation: What is it and what is it for?* – Camila Maleronka

Contact

Questions about course contents, application process, and logistics:

Luis Quintanilla Tamez, ltamez@lincolninst.edu

About the Lincoln Institute

The Lincoln Institute of Land Policy seeks to improve quality of life through the effective use, taxation, and stewardship of land. A nonprofit private operating foundation whose origins date to 1946, the Lincoln Institute researches and recommends creative approaches to land as a solution to economic, social, and environmental challenges. Through education, training, publications, and events, we integrate theory and practice to inform public policy decisions worldwide.

Cost and Access

There is no registration fee for this course.

Selected participants will receive links for live sessions and reading materials.

Selected participants are responsible for attending the course online on the dates and times indicated in this brochure.

About the Course Faculty

Camila Maleronka is an architect and independent consultant with experience in urban planning and urban financing instruments. She has collaborated with the Lincoln Institute of Land Policy since 2010 as a coordinator, researcher, and professor of face-to-face and online courses on urban land management, land value capture, and urban financing. She has worked as a consultant for the public and private sectors in Brazil. She worked as economic studies manager of SP Urbanismo, a company linked to the Municipal Secretariat of Urban Planning of São Paulo, where she was responsible for monitoring Urban Operations and for the development and analysis of economic feasibility studies of urban projects. She has participated in numerous research and specialized publications, including a coauthorship of the article “Urban Operations: What we can learn from the experience of Sao Paulo” (2017), edited and published by the Inter-American Development Bank. **Brazil.**

Paulo Sandroni is a professor and researcher from the Lincoln Institute of Land Policy. Sandroni graduated with a degree in economics from the University of São Paulo in 1964. He was a junior professor in economics at the Catholic University of São Paulo (PUC) until 1969, when he left Brazil during the military dictatorship. He taught at the University of Chile in Santiago until 1973, and at the University of the Andes in Bogotá, Colombia, until 1979. Back in São Paulo, he taught again at PUC until 2006, and joined the Business School of Getulio Vargas Foundation (FGV). In 1988, after the victory of Brazil’s Workers Party (PT), he joined the administration of São Paulo Mayor Luiza Erundina, where he directed agencies dealing with urban development and public transportation. During a short period he was also vice minister of administration for the federal government. In 1994 he left municipal government to continue his teaching and research on urban development in Brazilian and other Latin American cities, and to publish articles and books about economics, including a dictionary considered a primary reference on economics in Brazil. He began his affiliation with the Lincoln Institute in 1997. He is currently a private consultant on urban development and transportation issues, and continues to teach at the FGV Business School and in programs sponsored by the Lincoln Institute. **Brazil.**

Martim Smolka is a senior fellow at the Lincoln Institute of Land Policy and has served as director of the Lincoln Institute’s Program on Latin America and the Caribbean since 1995. Smolka is an economist whose areas of expertise include land markets and land policy, access to land by the urban poor, the structuring of property markets in Latin America, and property tax systems, including the use of land value increment charges to finance urban development and infrastructure. A bachelor’s from the Pontifical Catholic University of Rio de Janeiro and master and doctorate in Regional Science from the University of Pennsylvania, he is cofounder and former president of the Brazilian National Association for Research and Graduate Studies on Urban and Regional Planning. Smolka worked for the Institute of Economic and Social Research of the Brazilian Ministry of Planning (INPES/IPEA) and then for the Institute of Urban and Regional Research and Planning of the Federal University of Rio de Janeiro (IPPUR/UFRJ), before joining the Lincoln Institute. **U.S.A.**

Enrique Silva is the director of international initiatives at the Lincoln Institute of Land Policy. He is responsible for the identification and oversight of existing and new initiatives that leverage the Lincoln Institute’s resources and expand its presence globally. Silva also leads a portfolio of projects and initiatives in Africa, and assists in the development and management of projects on land policy and urbanization in Latin America. Silva collaborates on the development and management of initiatives that focus on a range of themes from land-based fiscal instruments to the fiscal and land policy dimensions of large-scale urban projects to planning regimes and climate change adaptation. He is also working with South African national and local authorities on a range of activities promoting the use of land-based financial tools to finance urban development and inclusionary housing projects. Silva also teaches a course on urban governance and the politics of planning at Harvard University’s Graduate School of Design. Prior to his arrival at the Lincoln Institute, Silva was an assistant professor of city planning and urban affairs and the program coordinator for the graduate programs in city planning and urban affairs at Boston University. Silva holds a Ph.D. in city and regional planning from the University of California, Berkeley, an M.S. in planning from the University of Toronto, and a B.A. in political science from Columbia University. **U.S.A**