

## Dates

### Course applications

February 17–March 10, 2020


### Notification of application outcome


March 20, 2020


### Course

April 18–20, 2020

## Faculty

 Camila Maleronka

 Paulo Sandroni

 Martim Smolka

## 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.

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

Course capacity: 30

## Selection Process

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

## Apply at:

[www.lincolninst.edu/courses-events/courses/30-years-land-value-capture-sao-paulo](http://www.lincolninst.edu/courses-events/courses/30-years-land-value-capture-sao-paulo)

## 30 Years of Land Value Capture in São Paulo: Motivations, Instruments, and Outcomes

*Profesional Development Course*

*São Paulo, Brazil*

*April 18–20, 2020*

### About

The Lincoln Institute of Land Policy is pleased to introduce the first edition of the course 30 Years of Value Capture in São Paulo: Motivations, Instruments, and Outcomes.

This course will explain the legal framework, mechanics, and outcomes of land value capture approaches developed in São Paulo, Brazil, during the past three decades. Value capture has enabled the city to harness land and real estate value increases as a way to overcome urban development challenges, such as infrastructure financing and social housing provision.

### Relevance

Communities around the world face a crisis 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 increasing investment gaps. To that end, value capture can enable communities to recover land value increases that result from public investments or government actions and reinvest them to create public benefits. The course will highlight São Paulo's experience using sale of additional development rights to finance infrastructure projects, affordable housing, parks, and open spaces.

## 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 on-site through a technical visit to projects developed with the implementation of land value capture methods



## Schedule

### Saturday, April 18

- “Introduction to Land Markets” – Martim Smolka
- “Introduction to Urban Development, Infrastructure Needs, Land Valuation, and Land Financing” – Paulo Sandroni
- “Solo Criado and Outorga Onerosa do Direito de Construir (OODC)” – Camila Maleronka
- “Linkage Operations: A Predecessor of Land Value Capture for Social Housing Financing” – Paulo Sandroni

### Sunday, April 19

- Technical visit to Urban Operations: Agua Espraiada, Faria Lima, and Agua Branca

### Monday, April 20

- “Effects of Public Policies on Land Values” – Martim Smolka
- “Urban Operations: What is it and What is it for?” – Camila Maleronka
- “Deep Dive on Urban Operations in São Paulo: Faria Lima, Agua Branca, and Agua Espraiada” – Paulo Sandroni

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## Contact

### Questions about course contents:

Camila Maleronka, [c.maleronka@gmail.com](mailto:c.maleronka@gmail.com)

### General questions about the course, application process, and logistics:

Luis Quintanilla Tamez, [ltamez@lincolninst.edu](mailto: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.

## Costs

There is no registration fee for this course.

Selected participants are responsible for travel expenses from city of origin to São Paulo, Brazil, as well as ground transportation to and from the hotel where the course is held.

Hotel and breakfast for course participants (coming from outside the city of Sao Paulo) will be covered by the Lincoln Institute. This will cover meals for participants checking in on Friday, April 17 and checking out on Monday, April 20 (three nights). Coffee break service will be provided during the course. Participants are responsible for all other travel expenses.

Medical insurance or medical expenses are not covered by the Lincoln Institute for this course.

## 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 graduate of the University of Pennsylvania (M.A./ Ph.D.), he is cofounder and former president of the Brazilian National Association for Research and Graduate Studies on Urban and Regional Planning. **U.S.A.**