

FUNDAMENTALS OF PROPERTY DEVELOPMENT PROGRAM

DAY ONE JUNE 18, 2019

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
RESEARCH & DUE DILIGENCE		
Identifying the site online, using the tools available such as planning schemes, regional and city plans, council websites and readily available information to complete an initial analysis of viability.	Alan Sheldon Mosaic Property Group	8.45am - 9.45am
NEGOTIATION & CONTRACTS		
Clauses, planning, and development law and how to negotiate to ensure that the contract settles on time and remains viable.	Stafford Hopewell Gadens Matthew Raven Gadens	9.45am - 10.45am
MORNING TEA		10.45am - 11.15am
TOWN PLANNING & THE DA PROCESS		
Understanding the types of development applications, the process for approvals and the assessment criteria for town planning. An overview of timeframes, cost, and the actual application process.	Peter Egerton RPS	11.15am - 12.15pm
LUNCH		12.15pm - 1pm
UNDERSTANDING FUNDING OPTIONS		
An overview of the requirements from banks for assessment of project finance including how risk is assessed and the security requirements.	Cameron McColl Boulder Capital	1pm - 2pm
SELECTING THE SITE		
How to identify a potential site for a range of developments and the factors that affect the project feasibility. A 'checklist' of what to look for.	Richard Fulcher Oliver Hume	2.10pm - 3.10pm
AFTERNOON TEA		3.10pm - 3.30pm
FEASIBILITY – A CASE STUDY		
A practical session on preparing feasibilities for a multi-unit complexes and understanding the development options.	Richard Fulcher Oliver Hume	3.30pm - 4.30pm
CLOSE		4.30pm

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DAY TWO JUNE 19, 2019

WELCOME ADDRESS - ROGER COLLINS-WOOLCOCK		8.30am
DESIGNING FOR THE MARKET & FOR YOUR SITE		
Understanding design and site constraints. What code requirements affect your project and what it is that the market is actually looking for?	Peter Edgerton RPS	8.45am - 9.45am
DEVELOPMENT OPTIONS – CASE STUDY		
A practical workshop looking at the impact of design options on project yield.	Stephen Harrison Harrison Development Group	10am - 11am
MORNING TEA		11am - 11.30am
PROJECT MANAGEMENT & BUDGETING		
Managing the project and budgets, developing documentation for banks and valuers, and delivering on time.	Greg Tupicoff Alder Developments	11.30am - 12.30pm
LUNCH		12.30pm - 1pm
DEVELOPMENT CYCLE & ACQUISITION STRATEGIES		
What are the economic and market factors affecting projects and their yields? Understanding what you need to include on a sales contract, conducting property searches, and how the property and development cycle affects the market.	Greg Tupicoff Alder Developments	1pm - 2pm
UNDERSTANDING COSTS & CONSTRUCTION MANAGEMENT		
Understanding the impact of building costs, procurement methods, and how to manage construction costs and contracts.	Matt Hemming Mitchell Brandtman	2pm - 3pm
AFTERNOON TEA		3pm - 3.30pm
SALES & MARKETING		
Now that you have a project approved, what is the requirement for pre-sales, what are qualifying pre-sales and how do you get them? Understanding how to engage a project sales marketing team and how to manage the process.	Brendan Tutt Tessa Group	3.30pm - 4.30pm
CLOSE		4.30pm