

In-Depth Property Development

Course program

DAY ONE / OCTOBER 6

Module 1: Securing the right site

8.30 - 9.30

Market research

Matt Gross from the National Property Research Co. will explain the importance of market research in the development life cycle and the acquisition process.



Matt Gross

9.30 - 10.00

Identifying a site

Michael Forwood from Saunders Havill will discuss how to identify a site that suits your project requirements. He will provide insight into zoning and finding key information such as planning schemes, local area plans, mapping databases, and other online resources.



Michael Forwood

MORNING TEA

10.15 - 11.45

Due diligence

Sean Sandford from SCG Urban will run through a practical case study on the due diligence process for a 100 lot staged subdivision. You will learn how to approach project costing and pricing.



Sean Sandford

11.45 - 1.00

Corporate structures and tax issues

Hung Tran and Eddie Chung from BDO will provide an overview of trusts and company structures. You will learn the difference between long-term investment and short-term projects and gain a practical understanding of tax issues and project impacts. They'll also discuss the ins-and-outs of GST treatment on purchase and sale.



Hung Tran



Eddie Chung

LUNCH

1.45 - 4.30

Case study: site acquisition

Richard Fulcher from Oliver Hume will delve into defining the project. He will share key negotiation and problem solving tactics. He'll also provide insight into on-market and off-market approaches.



Richard Fulcher

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DAY TWO / OCTOBER 7

Module 2: Practical application

8.30 - 9.45

Contract, property, and construction law

Alan McKernan from Colin Biggers & Paisley Lawyers will take you through the basics of Contract Law. He'll touch on the *Trade Practices Act*, consumer protection law, the *Real Estate and Business Agents Act*, covenants, property and construction law, and pre-sales.



Alan McKernan

MORNING TEA

10.00 - 12:00

Funding options

Walk away from this session with an understanding of bank funding requirements and how risk is assessed. Cameron McColl from Boulder Capital and David Byrne from ANZ will walk you through a practical case study.



Cameron McColl



David Byrne

LUNCH

12.45 - 3.30

Understanding a feasibility study

Richard Fulcher from Oliver Hume will discuss the key components of a project feasibility study. He'll cover off financial inputs, useful information sources, sensitivity analysis, and financial risk assessment.



Richard Fulcher

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DAY THREE / OCTOBER 20

Module 3: Project conceptualisation, positioning, and marketing

8.30 - 9.00

Part one: Community engagement

Chelsea van Riet from the UDIA Queensland will discuss the Institute's Community Engagement Toolkit and provide insight into how developers can engage effectively with their neighbours.



Chelsea van Riet

9.00 - 10:45

Part two: Community engagement

Delve deeper and learn how to design successful community engagement programs. Vaughn Bowden from Fiteni Homes will provide a developer's perspective. He'll take you through a practical case study, discuss how to identify community interest groups, and share tips for building a community engagement plan.



Vaugh Bowden

MORNING TEA

11.00 - 1:00

Urban design and place making

Peter Egerton and Melissa Drake from RPS will discuss the principles of urban design. Learn about context and site analysis, design concepts, and developing a concept plan product mix. They'll also discuss the importance of place making, and designing liveable and accessible urban places.



Melissa Drake Peter Egerton

LUNCH

1.30 - 3.00

Project marketing and branding

Kesree Jones from Frasers Property Group will share her tips, and provide an insight into the role of social media. You will learn how to deliver best-practice project marketing and branding outcomes.



Kesree Jones

3.00 - 4.30

Project positioning and marketing

Brendan Tutt from Tessa Group will take you through the marketing and branding levers available to you. Learn how to establish a market position and how to develop a marketing plan. Brendan will cover off tools such as focus groups, advertising and public relations, pre-sales, and the importance of valuations.



Brendan Tutt

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DAY FOUR / OCTOBER 21

Module 4: The planning process

8.45 - 10.15

Part one: Understanding state planning policy

Peter Egerton from RPS will take a look at how planning is organised in Queensland. He'll also discuss strategic planning and statutory planning.



Peter Egerton

MORNING TEA

10.45 - 12:30

Part two: Understanding state planning policy

Delve deeper into the world of planning. You will learn how to engage a town planner, and how to navigate the complexities of codes and regulations. Chiara Towler from RPS will take you through the whole process, including preparing the necessary documentation.



Chiara Towler

LUNCH

1.00 - 2.30

Planning appeals and law

Tom Buckley from HopgoodGanim Lawyers will provide insight into the *Planning Act*, and will discuss the options available to you during the appeals and dispute resolution process.



Tom Buckley

AFTERNOON TEA

2.45 - 4.30

Working with council and the State Government

You'll understand the ins-and-outs of working with both levels of government. Marc Wilkinson from Penfold Property Group and Debra Robinson from Sunshine Coast Council will discuss the differences between councils, and how to navigate involvement from both stakeholders.



Debra Robinson



Marc Wilkinson

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DAY FIVE / NOVEMBER 4

Module 5: Built form

8.30 - 10.00

Owners corporation requirements in new developments

Jim O'Hare from Stratacare will discuss titling, governance, design, insurance, and legislative requirements.



Jim O'Hare

MORNING TEA

10.15 - 12:15

Creating a sense of place and landscape design

Cameron Davies from Deicke Richards and Shaun Pilcher from Calibre will discuss the importance of place making. They'll take a look at water sensitive urban design, landscape design, constructed lakes, public open space, and the role of public art.



Cameron Davies



Shaun Pilcher

LUNCH

1.00 - 1.45

EnviroDevelopment and sustainability

Taylor Hood from UDIA Queensland will provide an overview of EnviroDevelopment. He'll discuss the implications of climate change for the development industry, and provide an insight into the roles of Federal, State and local government. Taylor will also take a look at greenhouse gas emission reduction, rating tools, and how to design for energy efficiency.



Taylor Hood

1.45 - 2.45

Case study: EnviroDevelopment and sustainability

You will walk away from this session with an understanding of the impact of built form. John Pradella from Pradella Property Ventures will delve into a case study to illustrate the deliverables and benefits for developers.



John Pradella

AFTERNOON TEA

3.00 - 4.30

Building the development

Matt Hemming from Mitchell Brandtman will provide insight into the building process. He'll discuss construction types, the value engineering process, cost saving measures, and the tender process. Matt will also share a case study on a built form site.



Matt Hemming

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DAY SIX / NOVEMBER 5

Module 6: Project delivery

8.30 - 9.45

Civil construction

Graham Coles from Northrop Consulting Engineers will provide insight into surveying and engineering inputs, and how to identify a checklist of what to look for. He'll provide tips for working with service providers, and discuss earthworks, roadworks, pedestrian pathways, and other works. You'll also gain an overview of the tender process, quality management, and Occupational Health and Safety.



Graham Coles

MORNING TEA

10.00 - 12:30

Basic project management techniques

Adam Taylor from Alder Constructions will share an overview of basic project management techniques. He'll discuss clarifying the scope, project plan preparation, scheduling for simple projects, and cost management. Adam will also touch on stakeholder management and reporting.



Adam Taylor

LUNCH

1.00 - 2.45

Case study: project management phases

Racing Queensland's Sarah Scruby will take a practical look at the key project management phases. She'll delve into Gantt charts and dependencies, critical path analysis, and estimation techniques. Sarah will also provide examples of a basic feasibility analysis and a basic risk analysis, and will share some overall project context and strategic advice.



Sarah Scruby

TRAVEL TO SITE

3.00 - 4.30

Case study: project delivery

Harrison Phillips from Sekisui House will lead an exclusive site tour of West Village, the 2019 Winner of the UDIA Queensland President's Award for Excellence.



Harrison Phillips