

Development Fundamentals

Course program

DAY ONE / JUNE 8

8.30 - 9.30

Research

Matt Gross from the National Property Research Co. will explain the importance of research within the site acquisition process.



Matt Gross

9.30 - 10.00

Due Diligence

Learn how to complete an initial analysis of site viability. Keylin Group's Jason Murdoch will take a look at identifying the site online and explore readily available tools including planning schemes, regional and city plans, and council websites.



Jason Murdoch

MORNING TEA

10.30 - 11.30

Selecting the site

Delve deeper and learn how to identify a potential site for a range of developments and the factors that affect project feasibility. Richard Fulcher from Oliver Hume will provide a 'checklist' of what to look for.



Richard Fulcher

11.30 - 1.00

Feasibility - a case study

Richard will offer a practical session on preparing feasibilities for a multi-unit complexes and understanding the development options.



Richard Fulcher

LUNCH

1.30 - 2.30

Development options - a case study

Stephen Harrison from Harrison Development Group is set to deliver a practical workshop looking at the impact of design options on project yield.



Stephen Harrison

2.30 - 3.30

Designing for the market and for your site

Peter Egerton and Melissa Drake from RPS will explain design and site constraints. Learn what code requirements affect your project and what the market is actually looking for.



Melissa Drake



Peter Egerton

3.30 - 4.30

Town planning & the Development Application process

Explore the types of development applications, the approvals process, and the assessment criteria for town planning. Peter Egerton and Chiara Frisby will provide an overview of timeframes, cost, and the actual application process.



Chiara Frisby



Peter Egerton

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DAY TWO / JUNE 9

8.30 - 9.30

Negotiations and contracts

Ivan Orola from HopgoodGanim will discuss clauses, planning, and development law. Learn key negotiation skills to ensure contracts settle on time and remain viable.



Ivan Orola

9.30 - 10.30

Development finance 101

Cameron McColl from Boulder Capital and David Byrne from ANZ will share their insight into bank requirements for project finance assessment, including how risk is assessed and the security requirements.



Cameron McColl



David Byrne

MORNING TEA

10.45 - 11.45

Development management and budgets

Greg Tupicoff from Alder Developments will share the ins-and-outs of development management and budgets, developing documentation for banks and valuers, and delivering on time.



Greg Tupicoff

11.45 - 12.45

Development cycle and acquisition strategies

Greg Tupicoff will run through what to include on a sales contract, conducting property searches, and how the property and development cycle affects the market.



Greg Tupicoff

LUNCH

1.15 - 2.00

Understanding strata

Jim O'Hare from Stratacare will explain how strata and community management works.



Jim O'Hare

2.00 - 3.00

Understanding costs and construction management

Matt Hemming from Mitchell Brandtman will explore the impact of building costs, procurement methods, and managing construction costs and contracts.



Matt Hemming

AFTERNOON TEA

3.15 - 4.30

Sales and marketing

Now that you have the project approved, Brendan Tutt from Tessa Group will discuss how to get pre-sales. Learn more about engaging a project marketing team, and how to manage the process.



Brendan Tutt