

Development Fundamentals

Course program

DAY ONE / AUGUST 30

8.30 - 10.00

Research

Claire O'Rourke from Bluebird Property will explain the importance of research within the site acquisition process.



Claire O'Rourke

MORNING TEA

10.15 - 11.15

Development Finance

Rodney Norris from ANZ and Michael Nitschke from MaxCap Group will share their insights into bank requirements for project finance assessment, including how risk is assessed and the security requirements.



Michael Nitschke



Rodney Norris

11.15 - 12.15

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

LUNCH

12.45 - 1.45

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

1.45 - 2.45

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

AFTERNOON TEA

3.00 - 4.00

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

4.00 - 5.00

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 Nick Meadows will provide an overview of timeframes, cost, and the actual application process.



Nick Meadows



Peter Egerton

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DAY TWO / AUGUST 31

8.30 - 9.30

Development options - a case study

Emma Birkett from Mirvac is set to deliver a practical workshop looking at the impact of design options on project yield.



Emma Birkett

9.30 - 10.30

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

MORNING TEA

10.45 - 11.30

Understanding strata

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



Jim O'Hare

11.30 - 12.30

Site selection

Richard Fulcher from Wel.Co will discuss how to identify a site that suits your project requirements and will provide an overview of why research is important to the acquisition process and what is involved with due diligence.



Richard Fulcher

LUNCH

1.15 - 2.45

Feasibility - a case study

Richard Fulcher from Wel.Co 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

2.45 - 4.00

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