

# 3 DAY WORKSHOP OUTLINE & CONTENT

16<sup>th</sup>, 17<sup>th</sup>, 18<sup>th</sup> NOVEMBER 2017

PROPERTY DEVELOPMENT	WORKSHOP OUTLINE & CONTENT	DAY 1
8.30-10.15am	<b>Welcome/housekeeping</b> <ul style="list-style-type: none"> <li>▪ Introduction/Outline</li> <li>▪ Course outcomes &amp; expectations</li> <li>▪ Business Model for Property Development</li> <li>▪ Elements of Property Development</li> <li>▪ The Property Development Process</li> </ul> <p><b>Presenter: Jim Castagnet, Property Developer, Workshop Facilitator</b></p>	JC
10.15-10.30 am	<b>Morning Break</b>	
10.30-11.30 am	<b>Site Acquisition-Part 1</b> <ul style="list-style-type: none"> <li>▪ Sourcing Development Sites</li> <li>▪ How to Pro-Actively locate development sites based on pre-determined criteria and budget</li> <li>▪ The “Funnel Approach”</li> </ul> <p><b>Presenter: Jim Castagnet, Property Developer, Workshop Facilitator</b></p>	JC
11.30-1.00 pm	<b>Role of the Architect</b> <ul style="list-style-type: none"> <li>▪ Role of the Architect in a development project</li> <li>▪ Site Analysis- Technical</li> <li>▪ Design development to achieve highest &amp; best use</li> <li>▪ Case Study</li> </ul> <p><b>Guest Presenter: Amit Julka Chartered Architect, Plus Architecture</b></p>	AJ
1.00-2.00 pm	<b>Lunch Break</b>	
2.00-3.00pm	<b>Development Approval Process</b> <ul style="list-style-type: none"> <li>▪ Integrated Development</li> <li>▪ LEP's, DCP's, SEPP's</li> <li>▪ Council's Role</li> <li>▪ Role of Consultants</li> </ul> <p><b>Guest Presenter : Stan Fitzroy-Mendis, Senior Executive Planner Parramatta Council</b></p>	SM
3.30 -3.45 pm	<b>Afternoon Tea</b>	
3.45pm-5.00pm	<b>Risk Management-Developer Presentation</b> <ul style="list-style-type: none"> <li>▪ Case Study “La Vie En Rose” 6 apt development, Bellevue Hill, Sydney</li> </ul> <p><b>Presenter: Jim Castagnet, Property Developer</b></p>	JC

DAY 2		
8.30-9.30 am	<b>Review of Day 1</b>	JC
9.30-10.30am	<b>Advanced Site Negotiation Strategies</b> <ul style="list-style-type: none"> <li>▪ Options/Joint Ventures/Purchase</li> </ul> <p>Presenter: Jim Castagnet, Property Developer, Workshop Facilitator</p>	JC
10.30-10.45 am	<b>Morning Break</b>	
10.45-12.30pm	<ul style="list-style-type: none"> <li>▪ <b>Role of the Quantity Surveyor</b> <ul style="list-style-type: none"> <li>▪ Tender Process/Building Contract/Selecting a Builder</li> <li>▪ Progress Payment Process and impact</li> <li>▪ Project Cost Management</li> </ul> </li> </ul> <p><b>Guest Presenter: David Madden, Managing Director, MBM Quantity Surveyors</b></p>	DM
12.30-1.30pm	<b>Lunch Break</b>	
1.30-3.30pm	<b>Valuations &amp; Feasibilities</b> <ul style="list-style-type: none"> <li>▪ Property Valuation for Property Development Funding and Land Acquisition</li> <li>▪ Valuation Methodology</li> </ul> <p><b>Guest Presentation: Stephan Castagnet, CPV AAPI, PDW</b></p>	SC
3.30-3.45pm	<b>Afternoon break</b>	
3.45-5.00pm	<b>Feasibility Analysis-Case Study</b> <ul style="list-style-type: none"> <li>▪ Mastering Financial Feasibility Analysis</li> <li>▪ Group Exercise with Case Study</li> </ul> <p><b>Presenter: Jim Castagnet, Property Developer, Workshop Facilitator</b></p>	JC
5.00 pm	<b>Close</b>	JC

DAY 3		
8.30-9.15am	<b>Review of Day 2</b>	JC
9.15-10.15am	<b>Accountancy for Property Developers</b>  <b>Presenter: David Gurney</b> <b>Director Signum Business Advisers</b>	DG
10.45-11.00am	<b>Morning Break</b>	
11.00-12.30pm	<b>Legals for Property Developers</b>  <b>Guest Presenter: Gerard Gooden, Solicitor</b> <b>Gooden Lawyers</b>	GG
12.30-1.30pm	<b>Masterclass Presentation</b>	JC
1.30-2.00pm	<b>Lunch break</b>	
2.00- 3.00pm	<b>Property Development Funding</b> <ul style="list-style-type: none"> <li>• Property Development Finance</li> <li>• Source &amp; Application of Funds</li> </ul> <b>Presenter: Jim Castagnet, Property Developer,</b> <b>Workshop Facilitator</b>	JC
3.00-3.30pm	<b>Review Open Forum</b> <ul style="list-style-type: none"> <li>▪ Review Course Outcomes/Expectations</li> <li>▪ Questions/Discussions</li> <li>▪ Mentoring Programme</li> <li>▪ The Apprentice Property Developer Masterclass - Undertaking a Project</li> <li>▪ Sharing Experiences</li> <li>▪ Feedback Sheets</li> <li>▪ Close</li> </ul>	JC
<b>Close</b>	<b>Presenter: Jim Castagnet, Property Developer,</b> <b>Workshop Facilitator</b>	

