



URBAN DEVELOPMENT INSTITUTE OKANAGAN CHAPTER  
**DEVELOPMENT FUNDAMENTALS MASTER CLASS**

**Friday, October 13  
and Saturday,  
October 14, 2017**

**Development  
Fundamentals Master  
Class**

Fri 8:00 am to 5:00 pm  
Sat 8:00 am to 5:00 pm

**Manteo Resort**  
3762 Lakeshore Rd.  
Kelowna, BC, V1W 3L4  
Room: Clubhouse

**Proudly sponsored by:**



**PLEASE NOTE:**  
Full payment must be received by UDI before your spot is guaranteed.

No refunds. Cancellations must be received in writing 72 hours prior to receive a credit note. Substitutions are allowed.

**Urban Development  
Okanagan Chapter**  
210 - 1460 Pandosy Street  
Kelowna, BC, Canada  
V1Y 1P3  
**T. 778-478-9649**  
**F. 778-478-9649**

Submit registration form to:  
[udiokanagan@udi.org](mailto:udiokanagan@udi.org)



**A MASTER CLASS IN LAND, CONCEPT PLANNING,  
FINANCING, APPROVALS, CONSTRUCTION AND  
MARKETING**

Learn about the fundamentals of real estate development from dynamic experienced industry professionals. This intense two-day course will give you a solid foundation in understanding the development process through interactive classroom exercises while working on a real world project site.

Expertly facilitated by **MARK HOLLAND** of Holland Planning Innovations Inc., this intensive and practical course will empower participants to be highly effective at any stage of development. It is limited to just 40 students and is for UDI members only. Come and learn from the best in the business!

- **Overview of the Real Estate Development Process**  
Mark Holland, President, Holland Planning Innovations Inc.
- **Getting Land and Starting a Project**  
Renee Wasyluk, CEO, Troika
- **Concept Development and Site Planning**  
Bob Evans, Practice Lead - Western Canada, Landscape Architecture and Urban Design, WSP
- **Financial Modeling and Proformas**  
Gerry Mulholland, VP, G.P. Rollo & Associates Ltd., Land Economists
- **Approvals and Community Relations**  
Gail Temple, VP - Operations, Westcorp  
Mary Lapointe, Consultant, Strategic Real Estate Development Consulting
- **Introduction to Construction**  
Kevin Edgcombe, President/Owner, Edgcombe Builders
- **Marketing and Sales**  
Ben Smith, President, Kinsman Marketing Partners

**REGISTRATION FOR Oct 13 & 14, 2017 DEVELOPMENT MASTER CLASS**  
**UDI Members: \$650 + GST = \$682.50 (fee includes all meals)**

NAME \_\_\_\_\_

JOB TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_

WORK PHONE \_\_\_\_\_ CELL \_\_\_\_\_

EMAIL \_\_\_\_\_

VISA/MC/# \_\_\_\_\_

NAME ON CARD \_\_\_\_\_ EXPIRY \_\_\_\_\_

Please invoice me. I will send a cheque before Oct. 2, 2017.