



URBAN DEVELOPMENT INSTITUTE OKANAGAN CHAPTER
DEVELOPMENT MASTER CLASS

**Friday, October 4
& Saturday,
October 5, 2019**

**Development 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, V1Y 1P3
T. 778-478-9649
F. 778-478-9649

Submit registration form to:
udiokanagan@udi.org

MONEY MATTERS... FUNDAMENTALS OF DEVELOPMENT

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 with a slant towards the financial considerations and implications of real estate development. Facilitated by **MARK HOLLAND** of Holland Planning Innovations, this intensive and practical course is limited to just 40 students and will guide you through interactive classroom exercises while working on a real life project site. Come and learn from the best in the business!

- **Introduction to Real Estate Development**
Mark Holland, President, Holland Planning Innovations
- **A Survey of the Real Estate Proforma/Financial Model**
Sandra Cawley, Principal, Burgess Cawley Sullivan & Associates
- **The Role of the Appraiser**
Sean Hughes, Partner, Kent-Macpherson
- **Finding Land**
Sean Hughes, Partner, Kent-Macpherson
Mark Holland, President, Holland Planning Innovations
- **Design Strategies to Minimize Costs and Maximize Revenue**
Ben Rawlinson, Branch Manager, Aplin Martin
Lauren Macaulay, Architect AIBC & Associate Director, IBI Group
- **The Due Diligence Package**
David Eger, Vice President, Western Canada, Altus Group Limited
- **Introduction to Equity**
Chris Ritter, Partner, Canadian Mortgage Strategies and Investments
Luke Turri, Executive Vice President, Mission Group
- **Introduction to Debt**
TBD
- **Financing and the Customer**
Chris Ritter, Partner, Canadian Mortgage Strategies and Investments
Jessica Sorrell, Director of Sales & Customer Experience, Mission Group
- **Construction and Financing**
Lyndon Thomas, Director, LTA Consultants Inc.
Luke Turri, Executive Vice President, Mission Group

REGISTRATION FOR DEVELOPMENT MASTER CLASS - Oct 4 & 5, 2019
UDI Members: \$675 + GST = \$708.75 (fee includes all meals)

NAME _____ JOB TITLE _____

COMPANY _____

PHONE _____

EMAIL _____

VISA/MC/# _____

NAME ON CARD _____ EXPIRY _____