

8th

Hear from the experts on managing complex projects and enhancing their profitability

ESSENTIALS OF REAL ESTATE DEVELOPMENT

Leading-edge strategies for evaluating and optimizing new building opportunities

May 25 & 26, 2010, Toronto

Two-Day Event!

"Good overview of development process and issues affecting the industry."

"Excellent information from very knowledgeable experts."

"Learned things I can use in ongoing work."

"Good overview of the topics."

Workshop Included: Workshop: Mastering the Proforma: An In-Depth Exploration

course highlights

- Site Selection and Analysis: Pre-acquisition Due Diligence
- Site Assembly: The Use of Conditional Contracts and Options
- Adaptive Reuse
- Contamination, Stigma & Property Value: Real Estate Appraisals
- Undertaking an Effective Marketing Program for Your Development Project
- Land Development Valuations
- Land Development: From Annexation to Completion
- Brownfield Redevelopment

participating organizations

Altus Group
Associated Brownfields Inc.
BA Group
Blake, Cassels & Graydon LLP
Calgary Economic Development
CB Richard Ellis / CBRE Global Consulting
Derek A. Lobo & Associates (DALA)

Milborne Real Estate Inc.
PHA Project Management Inc.
Pinchin Environmental Ltd.
Quadrangle Architects Limited
Stikeman Elliott LLP
Surety Association of Canada
Wood Bull LLP

who should attend

Seasoned and up-and-coming real estate developers, investors and their service providers, including: lawyers, financial analysts, accountants, architects, builders & brokers

Course Leader

Andrew Kidd,
CB Richard Ellis
/ CBRE Global
Consulting



Paul D. Bender,
Altus Group



Ralph Bond,
BA Group



Brian Curtner,
Quadrangle
Architects
Limited



John R. Dow,
Stikeman
Elliott LLP



David Gibson,
Altus Group



Derek Lobo,
Derek A. Lobo
& Associates
(DALA)



Hunter
Milborne,
Milborne Real
Estate Inc.



Jeff Murva,
PHA Project
Management
Inc.



Steve Ness,
Surety
Association
of Canada



Vico Paloschi,
Pinchin
Environmental
Ltd.



Andrew
W. Panko,
Associated
Brownfields
Inc.



Edward M.
Perlmutter,
Blake, Cassels
& Graydon LLP



Richard
Pootmans,
Calgary
Economic
Development



Dennis
H. Wood,
Wood Bull
LLP



FACULTY

COURSE LEADER

ANDREW KIDD

As Vice President at **CB Richard Ellis**, Andrew Kidd heads up CBRE Global Consulting for Canada focusing on asset and portfolio optimization strategies, development feasibility and project management, public-private partnerships, economic impact analyses and acquisition/disposition/leasing/financing strategies on a national and international basis.

CO-LECTURERS

PAUL D. BENDER

Paul D. Bender is a Senior Director responsible for the litigation support and expert testimony practice group within the Research, Valuation and Advisory division of the **Altus Group** office in Toronto.

RALPH BOND

Ralph Bond is an expert regarding mixed-use intensification developments and shopping centres. He also leads **BA Group's** parking planning practice, where he enjoys producing strategic action plans for downtown areas.

BRIAN CURTNER

Brian Curtner is a founding Principal of **Quadrangle Architects Limited**. His expertise in adaptive reuse projects and retail environments has made him a strong leader for many of the firm's complex team projects.

JOHN R. DOW

John R. Dow is a partner in the Toronto office of **Stikeman Elliott LLP** practising in the commercial real estate area. His practice is built

on expertise in a wide variety of real estate related transactions.

DAVID GIBSON

David Gibson is Executive Vice President, Global Business Development, for **Altus Group**. He is a member and the past chair of the Legislative Committee of the Canadian Property Tax Association, an accredited member of the Institute of Municipal Assessors of Ontario.

DEREK LOBO

Derek A. Lobo is Chairman & Chief Executive Officer of **Derek A. Lobo & Associates**. He is a leading Apartment Marketing Specialist across North America for over 16 years.

HUNTER MILBORNE

As President and Founder of **Milborne Real Estate Inc.**, Hunter Milborne's organization has marketed and sold more than 500 developments involving residential condominiums, commercial condominiums, resort projects and investment sales.

JEFF MURVA

Jeff Murva is Vice-President of **PHA Management Inc.** He is a professional engineer with experience in managing the design and construction of award-winning commercial building projects and renovation of numerous historical designated heritage buildings.

STEVE NESS

Steve Ness is the President of the **Surety Association of Canada** having assumed the post in 1994. He is also a founder of the organization and one of its original directors.

VICO PALOSCHI

Vico Paloschi is Vice President of the Environmental Due Diligence & Remediation group at **Pinchin Environmental's** Mississauga office. He specializes in due diligence, environmental assessments, remediation and environmental risk management.

ANDREW W. PANKO

Dr. Andrew Panko, PhD., P.Geo. is a founding partner in **Associated Brownfields Inc.**, currently acquiring and remediating a number of brownfield sites in Southern Ontario and converting these to residential and commercial uses.

EDWARD M. PERLMUTTER

A partner in the Toronto office of **Blake, Cassels & Graydon LLP**, Edward M. Perlmutter has more than 25 years of commercial real estate experience, advising vendors, purchasers and lenders on a wide range of real property transactions.

RICHARD POOTMANS

Richard Pootmans is Real Estate Business Development Manager for **Calgary Economic Development**. He has been involved in designing site selection processes and decision making to identify and choose sites for commercial, office, retail, industrial and manufacturing companies during the past 25 years.

DENNIS H. WOOD

As a founding partner of **Wood Bull LLP**, Dennis Dennis Wood is recognized as an expert in all aspects of the land development approvals process. He advises private and public sector clients and specializes in approval processes for projects.

COURSE PROGRAM

SITE SELECTION & ANALYSIS: PRE-ACQUISITION AND DUE DILIGENCE

Once a developer has a clear development idea in mind, they should go on a systematic search for the appropriate property, conducting thorough due diligence on any potential acquisition uncovered. In conjunction with the financial feasibility study, market and site analyses are important tools to help determine whether a project is a go or not. This session examines key issues that development companies should take into account when seeking new sites for development, focusing on pre-acquisition due diligence best practices.

- Key issues that development companies should take into account in seeking and promoting new sites for development
- Selection criteria: location, access, topography, zoning potential of highest and best use and available utilities
- Conducting thorough due diligence to ensure there are no surprises: zoning, subdivision, title, existing leases, financial information
- Title issues such as rights of way and light, restrictive covenants, access rights, the possibility of ransom strips and encroachment by third parties

SITE ASSEMBLY: USE OF CONDITIONAL CONTRACTS & OPTIONS

Site assembly entails the purchase and acquisition of land and buildings worth millions if not billions of dollars. Inevitably, it includes complicated agreements with various partners. This presentation will provide critical information for developers to stay informed about the kinds of contractual arrangements that may be used as well as potential common pitfalls and how to avoid them.

- When and why to use conditional contracts and options
- Site assembly issues, including restrictive covenants, rights of light, rights of way and ransom strips
- Developing high-level conveyancing skills
- Contractual arrangements with construction, planning, environmental and tax considerations
- Standard and non-standard terms and drafting considerations

CURRENT ISSUES IN COMMERCIAL REAL ESTATE

This session will examine current issues in commercial real estate development.

- The New City of Toronto Comprehensive Zoning By-law -
- The Impact of the New HST on Commercial Real Estate Transactions
- The City of Toronto's New Green Roof By-law

BROWNFIELDS REDEVELOPMENT

Developers are looking for new opportunities, in particular to brownfields redevelopment, in order to overcome the shrinking supply of greenfields. This presentation will discuss best practices to meet the special challenges associated with the redevelopment of brownfield properties, including:

- Brownfields assessment: determining the extent of contamination
- The capital structure for redeveloping brownfields
- Remediation or cleanup of contaminated sites
- Brownfields regulation: what you should know about Bill 56

TRANSPORTATION ISSUES IN REAL ESTATE DEVELOPMENT

This session will examine the transportation issues that must be considered in a real estate development project.

- Parking supply and operation
- Transportation studies
- Development approvals

CONTAMINATION, STIGMA & PROPERTY VALUE: REAL ESTATE APPRAISALS

Real estate developers often must deal with sites where historical and existing uses adversely affect the potential for alternative redevelopment. This session's case studies will address numerous concerns associated with the redevelopment of brownfield lands.

- Detrimental conditions arising from historical and existing land uses
- The nature of environmental stigma and diminution in property value
- Highest and best use considerations in brownfield site evaluation

CHALLENGES, OPPORTUNITIES & BENEFITS OF ADAPTIVE REUSE

As developers look for new opportunities in order to overcome the shrinking supply of greenfields, adaptive reuse, the process of transforming old structures for new purposes, plays an important role in land conservation. This presentation will discuss best practices for adaptive reuse projects that will minimize the risks in the process.

- Evaluating potential project sites
- Code compliance: zoning and land-use restrictions
- Compliance with current building codes
- Impact of adaptive reuse on the selection of systems

IMPLEMENTATION: DESIGN, PERMITS AND CONSTRUCTION

This session will focus on the implementation of a real estate development project, from pre-construction design, approvals and permits to construction and occupancy.

- Concept: team lead, site assessment, timing
- Design
- Construction: tender process, demolition
- Occupancy

FINANCING MULTI-UNIT RESIDENTIAL BUILDINGS

Thanks to their historically strong returns and relative stability, multi-family dwellings continue to be a secure asset to finance and mortgage. However, it is very important to do your homework when lending based on an existing building or new structure. Join us for a look at the changing world of residential real estate financing.

- The evolving role of traditional financing channels
- Residential mortgage origination and subservicing
- Toolkit for financing for apartments
- Tips for obtaining the best mortgage rate

EFFECTIVE MARKETING FOR YOUR DEVELOPMENT PROJECT

How do you get the word out about your development project? There are a variety of marketing and media tools and techniques at your disposal, but how do you use them effectively and at a reasonable cost? This session will explore the role marketing plays in every stage of the development process and provide practical tips for using market research, developing and implementing an effective marketing and communication program for project success.

- Marketing, branding and phasing
- Marketing tools and costs
- Selling the completed development

LAND DEVELOPMENT: APPROVALS PROCESS: FROM LAND ACQUISITION TO BUILDING PERMIT

In land development, the central imperative is to be able to realize the highest and best use of the property that is acquired. In many cases, the way to achieve this imperative is through the land use approvals process: a lengthy, expensive and, in Ontario, an increasingly complex process. This presentation will review the land use planning approvals process in Ontario from the point of acquisition to final approval.

- Choosing the right approval process
- Role of government
- Other players in the approvals process
- Working through the approvals process: the art of persuasion

PROPERTY TAX IMPACTS OF OWNERSHIP STRUCTURES IN THE DEVELOPMENT OF REAL PROPERTY

Property tax issues can have far reaching impact on real estate development planning. This session will examine key tax planning issues that arise in commercial and residential real estate development and investment, including choice of entity and financing techniques, tax credits and best practices in structuring transactions to take advantage of tax opportunities.

- Stratification and fractional interests
- Public private partnerships
- Regulated values: utilities properties, ports, major industrial properties

MANAGING RISK IN REAL ESTATE DEVELOPMENT

There is a need for providers of capital to be assured that risks are identified, understood and ultimately mitigated, as negotiating the volume of paper, diverse issues, ever-changing deadlines and priorities associated with construction financing can be a daunting task. This session will cover the risks that lenders are concerned with, how to perform the proper due diligence to uncover potential problems and risk mitigation strategies that can save your company big money.

- Mastering due diligence reviews
- What borrowers should provide to due diligence team
- Creating the best closing checklists for your organization
- Mitigating financing risk

WORKSHOP

MASTERING THE PROFORMA: AN IN-DEPTH EXPLORATION

A key reference point throughout this course, the proforma is a presentation of data, typically financial statements, where the data reflect the world on an 'as if' basis. This in-depth and interactive workshop will enable attendees to explore and experiment with a proforma in a variety of hypothetical situations and scenarios.

- What is the proforma and why is it a crucial roadmap in real estate development
- Exploring hypotheticals: if X happens, how does this affect the proforma and returns?
- The role of the proforma in residual land analyses
- Key components: costs, hard and soft costs, financing

MULTIMEDIA PRESENTATIONS

Register for Essentials of Real Estate Development and we will give you free of charge a CD-ROM comprising the following virtual presentations from recent Federated Press courses and conferences. Presented in their entirety with complete audio and accompanying PowerPoint slides totaling 729 minutes of expert learning, these presentations are an added bonus to this year's course. Bear in mind that these presenters are not necessarily those that you will see and hear at this year's course.

Building Design and Construction Considerations for Developers

Leslie M. Klein
Quadrangle Architects,
 Time: 47 Slides: 13

Legal Issues in the Acquisition, Development, Management and Disposition of Real Estate

Jeffrey W. Lem
Davies Ward Phillips & Vineberg LLP,
 Time: 60

Best Practice Solutions to Deal Threatening Issues

Margaret Knowles
Morguard Investments Limited,
 Time: 54 Slides: 26

Dealing With the Public Sector Government and Public Involvement in the Development

Chris Barré
First Gulf Development Corporation
 Time: 43 Slides: 30

Public-Private Partnership Development

Donna Mayer
Canada Mortgage Housing Corporation,
 Time: 30

Raising and Structuring Finance for Property Development

Brian Kennedy
People's Trust Company,
 Time: 69

Undertaking an Effective Marketing Program for Your Development Project

Jennifer Podmore
MPC Intelligence,
 Time: 40

Contamination, Stigma & Property Value: Real Estate Appraisals

Larry Dybvig
Grover, Elliott & Co. Ltd.,
 Time: 64 Slides: 86

Property Tax Impacts of Ownership Structures in the Development of Real Property in BC

Phil Gertsman
Deloitte & Touche LLP,
 Time: 64 Slides: 36

Brownfields Redevelopment

Ed Lee
Hemmera,
 Time: 64

Analyzing the Financial Feasibility of a Development Project: Operating Budget

G. John Fleming
Altus Helyar Cost Consulting,
 Time: 58 Slides: 29

Development Financing

Jim Neilas & Drew Clark
Neilas Inc.,
 Time: 42 Slides: 22

Green Leases for Healthy Buildings

Michael Glassco
Theodor Sterling Associates Ltd.,
 Time: 32 Slides: 28

Ontario's Programs and Initiatives to Facilitate Brownfields Redevelopment

Hon Q. Lu
Ministry of Municipal Affairs and Housing,
 Time: 37 Slides: 18

Insurance Issues in Leasing

Jennifer Elford
Aon Reed Stenhouse Inc.,
 Time: 25

**Audio/Video segments clickable slide by slide
 Papers and overheads also included
 Print any of the material for your own use**

PROCEEDINGS CD - ROM

Registration: To reserve your place, call Federated Press toll-free at 1-800-363-0722. In Toronto, call (416) 665-6868 or fax to (416) 665-7733. Then mail your payment along with the registration form. Places are limited. Your reservation will be confirmed before the course.

Location: Courtyard by Marriott Downtown Toronto, 475 Yonge Street, Toronto, ON, M4Y 1X7

Cost: The attendance fee for the course is \$1925 per person and covers attendance for one person and the lecturers' presentation material. The fee further includes lunch on both days, morning coffee on both days and refreshments during all breaks. You may purchase a Proceedings CD-ROM containing edited actual proceedings and materials from the course.

Time: This course is a two-day event. Registration begins at 8:00 a.m. The morning sessions start promptly at 9:00. The second day ends at 4:00 p.m.

Cancellation: Please note that non-attendance at the course does not entitle the registrant to a refund. In the event that a registrant becomes unable to attend following the deadline for cancellation, a substitute attendee may be delegated. Please notify Federated Press of any changes as soon as possible. Federated Press assumes no liability for changes in program content or speakers. A full refund of the attendance fee will be provided upon cancellation in writing received prior to May 12, 2010. No refunds will be issued after this date. Please note that a 15% service charge will be held in case of a cancellation.

Discounts: Federated Press has **special team discounts**. Groups of 3 or more from the same organization receive a **10%** discount. Groups of 7 or more from the same organization receive a **15%** discount.

Payment must be received prior to May 18, 2010

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