

DATE

CLASS TOPICS

January 18, 2024	Development Overview & Proposal Strategies - Introduction to Commercial Development from a 30,000 foot view. Review of the development proposal project requirements and strategies for a high quality project and presentation.
February 15, 2024	Market Analysis & Site Selection - Key elements of market and site viability for development; location, infrastructure, product type, economy, supply and demand, trends.
March 21, 2024	Due Diligence & Entitlements - Step by step process, checklist for ground up development vs. redevelopment; from raw dirt to a viable project. Municipal regulations and working with governing agencies through entitlements.
April 18, 2024	Development Financing - Debt, construction, bridge, permanent, hard money, private equity - the purpose, pros and cons of each. The capital stack. The players and institutions involved. When and how developers chose their financing mechanisms.
May 16, 2024	Construction & Site Design - Site design concepts and functional considerations; ground and pre-construction work; understanding various construction techniques and contracts; site work and construction timelines from permit to delivery.
June 20, 2024	Investment Analysis - Development underwriting. Understanding proformas, NOI, capex, debt service, DSCR, IRR, YoC, CoC, cap rate spreads and ratios. Financial stress testing.
July 18, 2024	Regulatory & Economic Impacts in Development - Government relations. Municipal code, zoning/masterplans, city council, planning commission, community relations. Macro and micro economic considerations in development; politics, labor, interest rates, liquidity.
August 15, 2024	Development Project Review - Review components of the final project to understand what the judges will be looking for; receive individual team feedback on project progress.
September 19, 2024 September 20, 2024	Development Project Competition - Holland & Hart Conference Room DLI Graduation Ceremony - Location to be announced