



# URBAN DEVELOPMENT INSTITUTE—CAPITAL REGION

## Development Master Class

# THE FUNDAMENTALS OF REAL ESTATE DEVELOPEMENT

Friday, February 23,  
and Saturday,  
February 24, 2018.

UDI Capital Region  
Development Master  
Class

Fri: 8:00am—5:00pm  
Sat: 8:00am—3:00pm

**Union Club of BC**  
805 Gordon Street,  
Victoria, BC, V8W 1Z6

**Proudly sponsored  
by:**



**NOTE:**  
CPD credits available

**UDI Capital Region**  
101-727 Fisgard St.  
Victoria, BC, V8W 1R8  
P: 250.383.1072

Learn about the six key components of real estate development from experienced industry professionals. This intense two-days course will give you a solid foundation in understanding the development process through interactive classroom exercise and real, up-to-date scenarios. Expertly facilitated by Mark Holland (Holland Planning Innovations).

**Come and learn from the best in the business!**

- **Getting Land and Starting a Project**  
BEN MYCROFT, Senior Development Manager, Royal Bay
- **Concept Development and Site Planning**  
JUSTIN FILUK, Director of Development, Towline
- **Financial Modelling and Proformas**  
GERRY MULHOLLAND, VP, GP Rollo & Associates Ltd.
- **Approvals and Community Relations**  
ALLY DEWJI, Director of Development, Dockside Green
- **Introduction to Construction**  
JOHN KNAPPETT, President, Knappett Projects Inc.
- **Marketing and Sales**  
DARIEN VERBRUGGE, Owner, Core Project Sales

Registration for Feb 23 & 24, 2018 , UDI Capital Region Development Master Class

**Cost**—UDI Members: **\$550 (plus GST)**, Non-Members: **\$650 (plus GST)**

NAME(S): \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 E-MAIL \_\_\_\_\_ PHONE: \_\_\_\_\_  
 VISA/MC # \_\_\_\_\_ EXPIRY DATE: \_\_\_\_\_  
 TOTAL COST \_\_\_\_\_

**Please note:** No refunds after Friday, February 16, 2018.