



25% Developers Club

VIRTUAL BOOTCAMP MAY 2020
WORKBOOK



*Industry Professionals give you
all the tools you need for success
in Property Development*





25% Developers Club

VIRTUAL BOOTCAMP MAY 2020

Schedule

DAY 1 - FRIDAY EVENING 22ND MAY

6:00pm - 6:15pm	Introduction
6:15pm - 6:45pm	Target Area Research
6:45pm - 8:00pm	Site Due Diligence
8:00pm - 9:00pm	Acquisition Process - David Netherton
9:00pm - 9:30pm	Q & A

DAY 2 - SATURDAY 23RD MAY

10:00am - 11:00am	Design Considerations
11:00am - 12:30pm	Financial Feasibility
12:30pm - 1:15pm	Lunch
1:15pm - 2:00pm	Development Application
2:00pm - 2:30pm	Detailed Design & Building Approvals
2:30pm - 3:30pm	Accounting & Tax - Kamal Power
3:30pm - 4:30pm	Securing Finance - Andrew Kubenk
4:30pm - 4:45pm	Q & A

DAY 3 - SUNDAY 24TH MAY

10:00am - 12:00am	Demolition & Construction
12:00pm - 12:45pm	Platinum Accelerator Explanation
12:45pm - 1:30pm	Lunch
1:30pm - 2:30pm	Strata Titling
2:30pm - 4:00pm	Marketing & Selling
4:00pm - 4:30pm	Q & A

DAY 4 - MONDAY EVENING 25TH MAY

6:00pm - 6:30pm	Project Review
6:30pm - 7:30pm	Creative/Specialist Development - David Netherton
7:30pm - 8:00pm	Re-cap & Wrap up
8:00pm - 8:30pm	Q & A



Demolition & Construction

Commercial Build Contracts

- Non-standard Contract
- Retention Money e.g. 5% 12mths
- Negotiable Progress Payment schedule (Confirm with Bank first though)



Demolition

- Demolition Approval
- Services disconnection (power, water, gas, sewer)
- Termination – e.g. sewer disconnection, capping, sealing
- Retain water & power on-site (e.g. asbestos removal)
- Tree & vegetation removal approval
- Demolition process – notify neighbors, photograph boundaries, insurance
- Asbestos removal – suggest contracted by demolition Co.
- Site preparation to handover to Builder – scrapped site
- Don't demolish too early (soil erosion, site val?)



House Relocation

- Is it permitted?
- Consider selling instead of demolishing
 - Ultimate Recycling
 - May be able to sell rather than spending \$\$
 - Consider giving it away
 - Relocate to existing alternative property



 [WWW – House Relocation – Tamara Read May 2018](#)



Council Op Works Pre-start Meeting

- Meet with Builder and Council representative (Engineer)
- Confirm site works & any changes
- Go to meeting prepared
- Confirm chain of communication



Physical Construction Stages

 WWW – Construction – Mick Tiemens and Greg Miller July 2018

- 1) Confirm Insurances valid & in-place (Bank = Interested party)



Physical Construction – Hand-over

- 2) Site hand-over to Builder (Notify as per Build Contract – In writing)

- Site cleared & scrapped
- Temp power



DEMOLITION AND CONSTRUCTION

Physical Construction – Footing / Slab

3) Footings / Slab

- Under-slab services installed
- Footings installed
- Slab poured



DEMOLITION AND CONSTRUCTION

Physical Construction – Frame

4) Frame

- Wall frames installed
- Roof trusses installed
- Services rough-in (power, water, gas, phone)

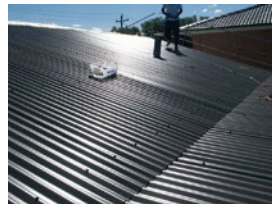


DEMOLITION AND CONSTRUCTION

Physical Construction – Lock-up

5) Lock-up

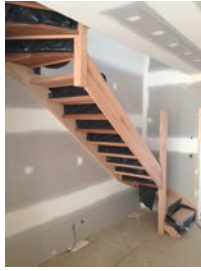
- External wall cladding fixed
- Roof covering fixed
- External windows and doors installed



Physical Construction – Fix-out

6) Fix-out

- Internal lining / plastering
- Architrave, skirting, internal doors
- Cabinetry installed
- Services fit-off
- Floor covering
- Wet area tiling
- Painting
- Garage doors
- Appliances in



Physical Construction – Finishing

6) Finishing

- Shower screens, mirrors, flyscreens
- Gapping
- Window coverings
- Cleaning
- Services connections finalised
- Defects



Completion

- Final Plumbing Inspection & Certificate
- Final Building Certifier Inspection – Certificate of Occupancy / Certificate of Classification Issued,
- Final Council Inspection – triggered by Plan Sealing
- Ensure builder provides “As Construct” plans
- Prior to signing Builders Practical Completion Letter
 - Major defects attended to (On-maintenance defects only left)
– Your strongest negotiation tool = \$\$
 - Building & Contents Insurance in place
- Fire Evacuation Plans

FINAL



Hand-over

- Ensure You Obtain:
 - Certificates – compliance
 - Keys (unit, letter boxes, sheds)
 - Remote controls (garage door, aircon etc.)
 - Instruction manuals (appliances etc.)
 - Warranties
 - List of suppliers (e.g. appliances, fittings / fixtures)
- Arrange On-maintenance defects process – 1 week, 1 month?, tenants / owners contact builder direct?



Relationship Management

- Meet regularly with your Builder and team (Weekly preferably)
- Set expectations in advance
- Site access – unannounced & unaccompanied?
- Don't make assumptions – ask questions
- Take Minutes - Note actions, responsible person, timeframe & keep accountable
- Communication is KEY
- Use email only as confirmation – TALK

Keep the channels of communication always open....



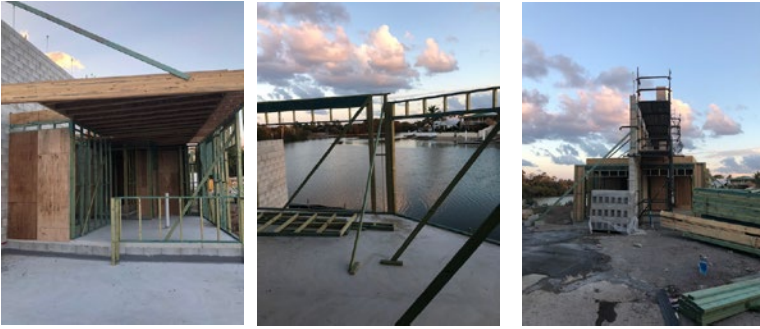
Project Management & Quality

- Be clear about expectations and timeframes
- If not qualified or confident, engage a project manager
- Check in regularly
- Agree communication process – frequency and method
- Consider engaging a building inspector to confirm compliance and quality at key stages (Progress payment claims & Practical Completion)



DEMOLITION AND CONSTRUCTION

Duplex Deal – Frame Stage



DEMOLITION AND CONSTRUCTION

Duplex Deal – Lock-up Stage

Weather board discussed but not included in spec = variation

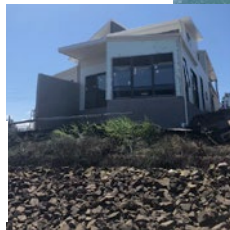


DEMOLITION AND CONSTRUCTION

Duplex Deal – Fix-out



Acoustic upgrade – glass on upstairs bedroom closest to road both units = Variation



Spec = double sink + drainer but no bench space so changed to single sink & drainer = Variation



Townhouse Deal – Lock up Stage

- Ready to move inside



Demolition & Construction Activity – Worksheet 7

Review Details Provided:

- 1) Review build contract clauses & discuss areas for negotiation



Team Required

- | | |
|---------------------------------|----------------------|
| • House Remover | • Land Surveyor |
| • Demolition Contractor | • Quantity Surveyor |
| • Tree Lopper | • Insurance Broker |
| • Builder | • Council |
| • Specialist Trades | • Building Inspector |
| • Project Manager | • Solicitor |
| • Building Certifier / Surveyor | |
| • Mortgage Broker | |
| • Valuer | |



