Session 1 - August 21, 2014
At The Starting Line:
Choosing the Right Team for the Deal
NAIOP Development 201

Featured Presenters

Developer
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Agenda

1. Role of the Developer – from the Developer’s perspective (10 minutes)

2. Role of the Developer – from the Contractor’s perspective (10 minutes)

3. Role of the Contractor – from the Developer’s perspective (10 minutes)

4. Role of the Contractor – from the Contractor’s perspective (10 minutes)

5. Questions & Answers (20 minutes)
1. Role of the Developer – from the Developer’s perspective
   
i. First, select the right delivery process
   ii. Second, select the right design team
   iii. Third, select the right construction team
   iv. Team Building, Leadership, Management
   v. Risk Management, Financing, Leasing, and Marketing
2. Role of the Developer – from the Contractor’s perspective

i. Develop proforma – solicit & acquire debt & equity
ii. Due diligence, vision, entitlements and managing the design team efforts
iii. Lead the project to the starting line & provide proof of financing
iv. Timely resolution of issues & changes with prompt payment
v. Hold all team members accountable
3. Role of the Contractor – from the Developer’s perspective

i. Preconstruction Services – the person

ii. Project Management – the team

iii. The Field Team – Avoid Surprises

iv. Risk Transfer

v. Competency, Communication, Collaboration
4. Role of the Contractor – from the Contractor’s perspective

i. Ensure a safe work environment

ii. Provide schedule and quality leadership

iii. Provide streamlined flow of contract information

iv. Provide streamlined cash flow of payments to subcontractors and vendors

v. Complete project on time and within budget

vi. Lead project to finish line
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5. Questions & Answers