

# 2023 PROPERTY DEVELOPMENT MASTERCLASS

COMPREHENSIVE AND  
INTENSIVE TWO-DAY  
COURSE

 Regular Price: **\$2,750**

 Rendezvous Melbourne  
**The President's Room**

 The Property Development Masterclass  
has been approved for **8 MFAA CPD** hours.

**REGISTER NOW!**

**4<sup>TH</sup> AND 5<sup>TH</sup> MAY**

# THE MASTERCLASS

**i** **Property Development Masterclass** is a comprehensive two-day intensive course with leading industry experts to take you through all the aspects you need to take your development career to the next level:

## Major Topics Covered:

- Be Development Ready
- Legal Documentation
- Research Your Market
- Financing the Project
- Attracting Investors
- Due Diligence and Feasibility
- Avoiding settlement issues, and off the plan sales
- Tax, GST and Project Completion

## Course Includes:

- Access to all materials and extras via login following the event.
- Catering for all meals and breaks



# COURSE AGENDA

8:00 AM - 6:00 PM

DAY 1

DAY 2

## MORNING

**8:00 - 8:30**  
*Registration and light breakfast*

**8:00 - 8:30**  
*Light breakfast*

**8:30 - 9:00**  
*Course and Attendee Introduction*

**8:30 - 10:00**  
*Finding Development Sites - David Hunt & Domenic Suleman*

**9:00 - 10:00**  
*Be Development Ready - Chris Reed*

## BREAK

**10:20 - 11:00**  
*Be Development Ready - Chris Reed*

**10:15 - 11:15**  
*Case Study - Finding a Site - John Spurigan*

**11:05 - 12:45**  
*Legal Documentation - Stephanie McGrath*

**11:15 - 12:45**  
*Attracting Investors - Peter Hutchinson & Domenic Suleman*

## AFTERNOON

**1:30 - 3:00**  
*Research Your Market - Heath Thompson*

**1:45 - 2:45**  
*Financing the Project - Matthew Royal*

**3:20 - 4:20**  
*Due Diligence and Financial Feasibility - Domenic Suleman*

**3:00 - 4:00**  
*Financing the Project Part 2 - Matthew Royal*

**4:30 - 5:30**  
*Tax & GST- Chris Reed*

**4:10 - 5:10**  
*Avoiding settlement issues, and off the plan sales - Mandi Morison*

**5:30 - 5:40**  
*Review and Wrap up*

**5:10 - 5:30**  
*Project Completion - Chris Reed*

**6:00**  
*Drinks and Networking*

**5:30 - 6:00**  
*Review and Wrap up*

# COURSE INFORMATION

## ► Be Development Ready

**So what is your plan? Property Development is like any business activity, whether it is for a 'single one-off' project or you are looking to make a career out of property development, you need to have a plan to succeed.**

This session looks at addressing all the issues to you need look at prior to entering into any property development transaction including:

- **Understand your Business Model**

What's your plan? Are you an active or passive developer? Are you looking to establish a brand?

- **Asset Protection**

'Get your House in order' before embarking on a project. Protect your personal assets from the risk of the property development, including estate planning considerations

- **Understand the Risk**

Assess the various types of risk in property development and understand your level of acceptable risk

- **Structures**

Understand the various structures available

Special Purpose Vehicles (SPVs)

Structuring for:

- flexibility
- Investors
- Outcomes
- Service Entities

## ► Legal Documentation

**The legal documentation is often one of the areas in property development that is given the least thought. Many developers seek out legal advisors based on costs rather than their expertise. It is only usually once you reach a hurdle in a project that a developer realises the importance of good legal documentation.**

In this session we have one of Melbourne's leading legal advisors to private property developers that will be presenting on the various type of legal agreements in property development, what should and shouldn't be included in these agreements and when they should be used;

- Investor agreements; Head of Agreement, Joint Venture, Shareholder, Unit holder
- Purchasing Agreements; Options, Contracts of Sale. Conditional terms etc.
- Contract of sale; terms and special conditions, off the plan sales, sunset clauses etc.
- Consultants and DM Agreements
- Construction and Building Contracts
- S173 Agreements
- General Tricks and Traps

# COURSE INFORMATION

## ► Research your Market

**Some developers often have a concept in mind for their development but often don't consider if the development actually has a market in the area they are looking to develop.**

In this session we have some leading experts in market research and sales and marketing of property development projects that will help you to better understand;

- Your product
- Who your market is
- Research data available
- The current Melbourne market
- Marketing trends for projects
- Effective sales strategies
- Understand how Channel sales are used to support financial close

## ► Financing the Project

**Having a great project and equity is only the start. You still need to finance the project which can often be difficult without a solid track record of property development. Understanding the general finance terms and conditions are essential and are particularly important in the financial feasibility stage when preparing your cash flows, financial ratios, time frames and equity levels.**

Assisting to present this session will be a leading expert in property development financing and will address such issues as:

- Development financing terms and conditions
- Minimum Financial ratios for the project
- Issues around guarantees
- Alternate financing solutions
- Benchmark interest rates and charges
- How to best present the project for financing

## ► Finding Development Sites

**Having a process and a good team can help you make sure you are selecting sites that are going to work, and also allows you to explore different development options for those sites.**

In this session we talk through the consideration when selecting a site including:

- Policy, zoning and overlays
- Early site assessments
- Tools and resources for gathering data and information

# COURSE INFORMATION

## ► Finding a Site and Case Study

Developer John Spurigan of MILA Development Group will use actual developments as live case studies and talk through how he found the sites, and multiple options that had to be explored to arrive at the optimal use of the sites.

- Site Selection
- Development Options
- Decision Making

## ► Attracting Investors

The key to getting any project off the ground is actually being able to have the equity to get started. Many developers new to the industry often look to commence their projects with very no or little money and therefore rely heavily on raising equity through investors. Without 'the runs on the board' it is often difficult for a developer to attract investors and give them the confidence of your ability to deliver a project.

In this sessions we will cover off:

- Alternative ways to structure a deal to attract investors to your project.
- How to present the deal to potential investors
- Understanding the needs of your targeted investors
- Issues surrounding licensing requirements with promoting to investors

## ► Due Diligence and Feasibility

Before making the decision to commit to any project, every property developer needs a sound process of completing their due diligence and conducting a financial feasibility to make sure that the project 'stacks up'. This is an area that many get completely wrong particularly newer developers that don't pay respect to effort required at this stage.

It is crucial that any financial feasibility is not just a one page document that is based around general rules of thumb and proper consideration is made to factors such as:

- Risk and reward
- Timing of events and payments
- Various federal and taxes
- Authority contributions and bonds
- Cash flow planning
- Investors' expectations
- Financial ratios required for debt funding
- Corporate governance.
- Contingencies
- Variance analysis

# COURSE INFORMATION

## ► Avoiding settlement issues, and off the plan sales

**Double stamp duties refer to a situation where a buyer is required to pay stamp duty twice for the same transaction. This often occurs when there is a change in the ownership structure or when there are errors in the transfer documents.**

Double stamp duty issues can arise in various situations, such as when a property is transferred from a company to an individual or from one individual to another. The stamp duty is typically paid on the transfer of ownership, but if there is a change in the ownership structure, such as the transfer of shares in a company that owns the property, then stamp duty may also be payable on the transfer of the shares. This can result in the payment of double stamp duty.

In this session we will look at:

- Investing your deposits
- Nominating may mean double stamp duty
- Stamp duty your purchases will pay
- GST Withholding
- Sunset clauses
- Issues that cause problems at settlement

## ► Tax, GST and Project Completion

**So you are coming to the end of your project but what are the main areas that you need address to wrap up the project?**

In this session we will look at:

- Record Keeping and Reporting
- Taxation considerations including GST, the margin scheme, income tax and CGT issues, stamp duty
- Settlement related issues and risks
- Winding Up development entities



# DOMENIC SULEMAN

**DIRECTOR**  
**BUSINESS CONCEPTS GROUP**

## CONTACT DETAILS

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## PERSONAL PROFILE

Domenic Suleman is a director of Business Concepts Group and leads the Property Services and Lending Divisions.

Domenic's extensive range of skills and qualifications, combined with his many years of experience, set him apart as an adviser. He has an accounting, tax and business advisory background and is an FCPA, holds a Real Estate Agent License, is a lending specialist and is a certified member of MFAA (Mortgage and Finance Association of Australia).

Business Concepts Group assists private property developers in every aspect of their project in order to help derisk and de-stress all elements of the property development cycle.

The ability to assist developers comes from BCG's multi-disciplinary approach where they provide a total and holistic service offering for property developers that extends far beyond the normal accounting, taxation and advisory services of a typical accounting firm. BCG services are tailored for:

- Large Scale Property Developers
- Property Development Syndicates
- Emerging/New Property Developers
- Property Developers conducting 'One-Off' projects
- Land Bankers
- SMSF Property Development



# CHRIS REED

**DIRECTOR**  
**BUSINESS CONCEPTS GROUP**

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## PERSONAL PROFILE

Chris Reed is a director of Business Concepts Group and leads the business advisory, superannuation and financial planning divisions.

Chris is a FCPA (financial planning specialist) and SMSF Specialist with the SMSF Association and has over 20 years' experience advising property developers on projects of all sizes from simple backyard subdivisions right through to large scale apartment projects.

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- Property Developers conducting 'One-Off' projects
- Land Bankers
- SMSF Property Development



# HEATH THOMPSON

**DIRECTOR**  
PROJECTS BY BUXTON

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## PERSONAL PROFILE

For Heath, experience, professionalism and accurate information are key in achieving successful results for his clients. Heath grew up in a property development family and completed a Bachelor of Business Property at RMIT specialising in Property Valuations.

This was followed by more than 12 years completing a variety of development projects, ranging from apartments to hotel accommodation across Melbourne and country Victoria.

Heath has developed a depth of experience across multiple property sectors and understands the pressures and challenges that a property developer faces better than most.

Away from the office, Heath loves spending time with his wife Sophie and two children Harvey and Maisey, as well as watching his beloved St Kilda.

Heath shares his extensive real estate expertise to help his clients improve the value of their property assets through strategic development and effective marketing.



# MATTHEW ROYAL

**DIRECTOR**  
**DEVELOPMENT FINANCE PARTNERS**

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## PERSONAL PROFILE

Matthew has extensive experience in the Real Estate and Finance Industries.

Prior to co-founding Airlisting.com & Development Finance Partners Pty Ltd, Matthew Royal was an Associate Director of Property Finance BankWest.

He has exceptional knowledge and understanding of the financial criteria and methodology used in assessing Property Development and Investment proposals.

Matthew advises Property Developers how to optimise the financing and marketing of their projects to achieve strategic improvements.

Matthew has participated in the negotiation and consummation of numerous significant transactions involving Property Development Loans, Corporate Loan Notes, Equity Partners, Mezzanine Finance, Joint Venture Partners and Construction Finance Loans.

Matthew is regularly quoted by major media outlets such as the AFR and The Australian and is a regular key note speaker, panel expert and moderator at various industry functions such as Urbanity'17 & '18, Property Finance Masterclass Presenter, Basis Point Non-Bank and Aus-China Financing Conferences, Euromoney Annual Distressed Debt and Restructuring Conference, Urbandeveloper.com special event series, PDM Group, Property Developers Association, BCG Finance Masterclass Educational Courses.



# STEPHANIE MCGRATH

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**PRINCIPAL**  
**TWENTY20 LEGAL**

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## PERSONAL PROFILE

Stephanie is Principal of twenty20 legal and brings with her over 12 years' experience in commercial law with a focus on property development, acquisitions, disposals and similar property transactions across Australia.

She has been a presenter on Legal Documentation in the Property Development Masterclass since 2016. Stephanie provides legal solutions to property developers, builders, project managers, property professionals and investors through all aspects of structuring, financing, carrying out and sale of a variety of developments and property ventures including: due diligence, advising on ownership structures, application of relevant taxes and stamp duties, negotiating and drafting commercial agreements and resolving commercial disputes.

She utilises her technical knowledge coupled with strategic commercial solutions to assist clients to achieve their commercial goals and realise the best possible outcome. As a boutique, innovative firm, twenty20 legal offers a clear vision: Clear advice. Clear about costs. Making law easier.



# PETER HUTCHINSON

**MANAGING DIRECTOR**  
**MASTER CAPITAL GROUP**

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## PERSONAL PROFILE

Peter founded Master Capital in 2014 to create and manage investments in residential property and for Master Capital to co-invest alongside its clients.

Peter first worked as an electrical tradesman on construction sites. He jointly owned and managed a building automation and controls business before being (Vic) State Service Manager with Environmental Automation.

Master Capital builds on Peter's diverse managerial and business career experience over the past 25 years in engineering, construction, and property investment companies.

He was a Director of Bendigo Bank's Mt Eliza Community Branch and chaired its Investment and Business Growth Committee.

The Master Capital Group teams with successful development and project professionals to provide investment opportunities in premium residential property developments for a client base of individuals and self managed superannuation funds who are wholesale investors. Our objective is to generate superior returns and diversify risk.



# JOHN SPURIGAN

**DIRECTOR**  
MILA DEVELOPMENT GROUP

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## PERSONAL PROFILE

John Spurigan is an entrepreneur with a unique background in Engineering, Applied Science (Computer) and Aviation (First Officer).

Having spent more than a decade in industries that value systems & processes as a way of driving standards he discovered his passion for property development in 2010.

John is not only passionate about property development but an evangelist for creating financial freedom through property development for others.

His skills and background have lead to a unique and repeatable way of finding suburbs and sites to invest in and create wealth through 'small' developments (\$3 - \$15M).



# DAVID HUNT

**SENIOR VICE PRESIDENT**  
ARCHISTAR.AI

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## PERSONAL PROFILE

David Hunt has 30 years of general management and sales leadership experience in the Australian Property sector. David owned a Real Estate Agency in Sydney earlier in his career and over the past 20 years has held senior management roles in construction and property data businesses. He is the former Executive National Sales Manager of Cordell Information and a former Senior Manager at CoreLogic (RP Data).

In his current role, David heads Archistar's international expansion globally currently focusing on North America. He is a transformational and knowledgeable executive with a passion for providing technology that creates benefit for all stakeholders within the property and construction ecosystem.

David came into Archistar in early 2018 as Head of Sales to help founders Dr Ben Coorey and Rob Coorey commercialise the ground-breaking Property Platform which helps users find and analyse development sites and includes world first parametric design generators. The business has grown rapidly with a customer base across Property Developers, Property Professionals, Architects, Consultants and Government and now has world-first compliance technology.

David holds an MBA from Macquarie Graduate School of Management, a Bachelor of Business in Land Economics, and has undertaken a Building.



# MANDI MORISON

**DIRECTOR AND LICENCED  
CONVEYANCER**  
AB MORISON CONVEYANCING

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## PERSONAL PROFILE

It takes one conversation with Mandi Morison to understand that she is a rarity in the corporate world. Her humanity and expertise shines through every exchange. She treats each and every person with the same degree of respect, professionalism, and compassion, whether they are a first home buyer, or the head of a multi-million-dollar development firm.

Mandi's career in conveyancing began almost twenty years ago, and after two decades as the director of Victoria's largest conveyancing firm under the name Sargeants Port Phillip, she is leading her team into the next chapter of the firm's illustrious history under the new name AB Morison. As one of the first fully licensed conveyancers in Victoria, Mandi is an expert in all aspects of the conveyancing process, including a good knowledge of GST and taxes in relation to conveyancing, complicated GST and tax processes, developments, all aspects of standard residential transfers, and complex related party transactions (SMSFs, trusts, partition agreements, deceased estates, asset protection and spousal and defacto breakdown).

Mandi has experience in buying and selling numerous homes and investment properties and has personally developed multiple unit sites. Her personal experience shines through as she shares our clients excitement and provides practical, real life advice. Mandi has a Bachelor of Business (Marketing) and has also headed a National Franchise in Conveyancing.