

NAIOP Colorado and Snell & Wilmer LLP. Present...

DEVELOPMENT 201:



Session 1 - August 21, 2014

At The Starting Line:

Choosing the Right Team for the Deal



McWHINNEY



Milender White
Construction Co.

NAIOP Development 201

Featured Presenters

Developer

Dean Barber
Vice President of Development
McWhinney

General Contractor

Bryon White
President
Milender White Construction Co.



The image shows a promotional graphic for the Denver Union Station Mixed Use Redevelopment project. On the left is a photograph of the historic Union Station building at night, illuminated with warm lights. To the right of the photo is a list of project partners and their logos. At the bottom of the graphic, it identifies the design-builder as Milender White Construction Co. and includes the text 'Coming Summer 2014'.

DENVER UNION STATION
MIXED USE REDEVELOPMENT

Design-Builder
Milender White Construction Co.

Partners and Logos:
SAGE HOSPITALITY
URBAN NEIGHBORHOODS INCORPORATED
McWHINNEY
LARIMER ASSOCIATES
Milender White Construction Co.
REAL ESTATE GENERATION, LLC
TRYBA ARCHITECTS
JG JOHNSON ARCHITECTS HOSPITALITY & HOUSING DESIGN
Coming Summer 2014



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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)



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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



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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



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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



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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

