

**REAL ESTATE DEVELOPMENT  
AGENDA  
MEDFORD, OREGON  
SEPTEMBER 24 AND 25, 2008**

**SEMINAR B – AFTERNOON SESSIONS**

**DAY 1**

**12:30 P.M. – 1:00 P.M. REGISTRATION**

**1:00 P.M. – 1:45 P.M.**

**WHY DO IT? - ALWAYS LEAVE THE NEIGHBORHOOD OR COMMUNITY  
BETTER OFF THAN YOU FOUND IT**

**1:45 P.M. – 2:45PM**

**DUE DILIGENCE 1 – NEVER FALL IN LOVE WITH YOUR PROJECTS  
BECAUSE YOUR PROJECTS WILL NEVER FALL IN LOVE WITH YOU**

**2:45 P.M. – 3:00 P.M. BREAK**

**3:00 P.M. – 3:45 P.M.**

**TIE UP THE SITE/ELEMENTS OF THE OFFER – YOU DON'T WANT TO JUST  
OWN REAL ESTATE, YOU WANT TO DEVELOP REAL ESTATE**

**3:45 P.M. – 4:30 P.M.**

**DUE DILIGENCE 2 – ALL DEVELOPMENT TAKES PLACE AT THE JUNCTION  
OF TWO MAPS; THE MAPS ARE AT DIFFERENT SCALES**

**DAY 2**

**1:00 P.M. – 2:00 P.M.**

**JURISDICTIONAL APPROVALS – BREVITY IS THE SOUL OF WIT (AND GIVES  
LESS TIME TO BE A TARGET)**

**2:00 P.M. – 2:45 P.M.**

**PROJECT FINANCING**

**2:45 P.M. – 3:00 P.M. BREAK**

**3:00 P.M. – 3:45 P.M.**

**CONSTRUCTION ISSUES – LET'S JUST ALL GET ALONG**

**3:45 P.M. – 4:00 P.M. WRAP UP**