



Andy Tourin First Centennial Title
Justin Noin McKenzie Properties

***Title Process, Development
Overview & Proposal
Strategies January 21, 2026***



Brent Nasset Kimley-Horn
Doug Browne Devcon Construction

***Construction & Design
May 20, 2026***



John Ramous Dermody Properties
Joel Grace Locus Development Group

***Market Analysis & Site Selection
February 18, 2026***



Kyle Rea Tolles Development Co.
Ian Cochran Logic Commercial Group

***Investment Analysis
June 17, 2026***



Lindy Deller Panattoni Development Co.
Andy Durling Wood Rodgers Inc.

***Due Diligence & Entitlements
March 18, 2026***



Cory Hunt Tolles Development Co.
Angela Fuss City of Reno, Dev. Services

***Regulatory & Economic Impacts
July 15, 2026***



Par Tolles Tolles Development Co.
Jim DeVold First Independent Bank

***Development Financing
April 15, 2026***



Kyle Rea Tolles Development Co.

***Development Proposal Review
August 19, 2026***

DATE

CLASS TOPICS

January 21, 2026	Title Process, Development Overview & Proposal Strategies - Introduction to Commercial Development from a 30,000 foot view. Review of the development proposal project requirements and strategies for a high quality project and presentation.
February 18, 2026	Market Analysis & Site Selection - Key elements of market and site viability for development; location, infrastructure, product type, economy, supply and demand, trends.
March 18, 2026	Due Diligence & Entitlements - Step by step process, checklist for ground up development vs. redevelopment; from raw dirt to a viable project. Municipal regulations and working with governing agencies through entitlements.
April 15, 2026	Development Financing - Debt, construction, bridge, permanent, hard money, private equity - the purpose, pros and cons of each. The capital stack. The players and institutions involved. When and how developers chose their financing mechanisms.
May 20, 2026	Construction & Site Design - Site design concepts and functional considerations; ground and pre-construction work; understanding various construction techniques and contracts; site work and construction timelines from permit to delivery.
June 17, 2026	Investment Analysis - Development underwriting. Understanding proformas, NOI, capex, debt service, DSCR, IRR, YoC, CoC, cap rate spreads and ratios. Financial stress testing.
July 15, 2026	Regulatory & Economic Impacts in Development - Government relations. Municipal code, zoning/masterplans, city council, planning commission, community relations. Macro and micro economic considerations in development; politics, labor, interest rates, liquidity.
August 19, 2026	Development Project Review - Review components of the final project to understand what the judges will be looking for; receive individual team feedback on project progress.
September 25, 2026 September 25, 2026	Development Project Competition - Colliers Conference Room DLI Graduation Ceremony - Tamarack Convention Room