



Altus Group

Street Smart. World Wise.

Altus Group

10.11



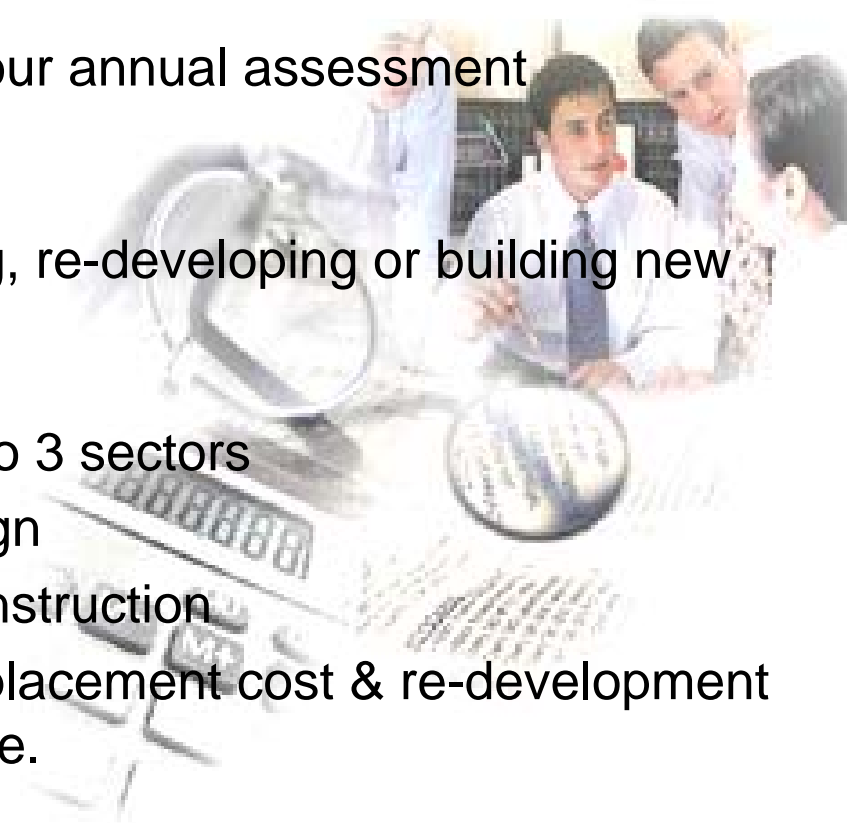
Session B1:

Managing Development Activity & Costs in the Calgary Market



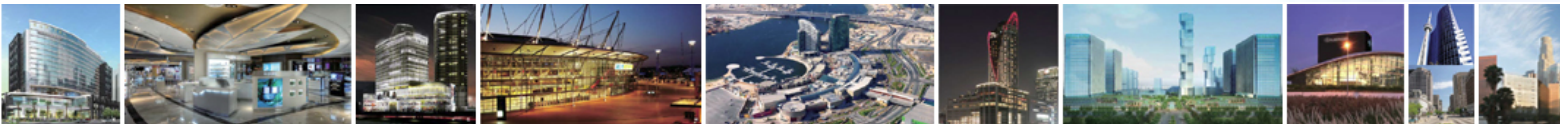
Altus Group's 3 Main Service Offerings

- Tax Consulting & Appeals
 - Available if you need to appeal your annual assessment
- Valuation & Appraisal
 - Available if you are re-mortgaging, re-developing or building new
- Cost Control
 - Where I work; subdivided also into 3 sectors
 - i. Cost Planning during design
 - ii. Cost Monitoring during construction
 - iii. Condition assessment, replacement cost & re-development cost advice during life-cycle.



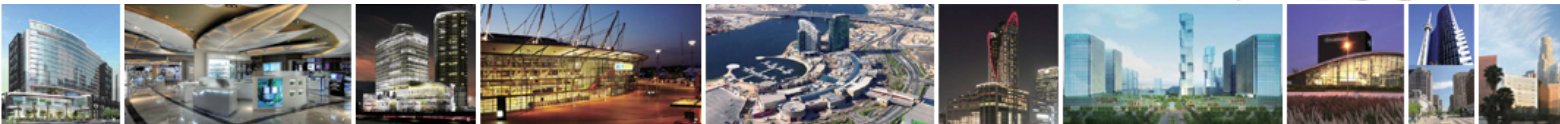
Cost Planning During Design

- The Key to Cost Control; Manage the 4 “*Cost Drivers*”:
 - Area (especially efficiency)
 - Envelope (count the corners!)
 - Systems (capital & operational)
 - Finishes (what you sell!)
- The 5th driver – Time (time is money, even today)
- Manage All Costs – Hard & Soft. Soft Costs are Usually Related to Hard Cost



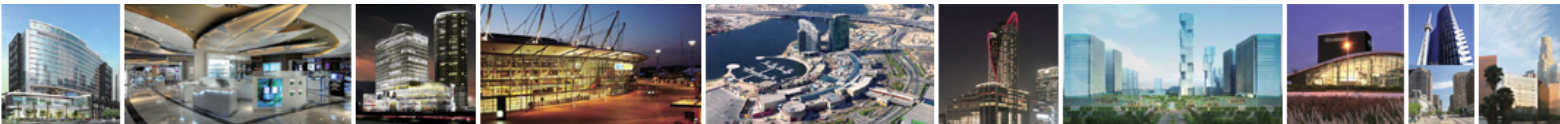
Cost Monitoring During Construction

- Budget Verification for the Project Lender, Building Developer or Joint Venture Partner
- Work in Place/Cost to Complete Certification Monthly
- Contingency Management & Risk Avoidance
- Change Negotiation & Defence



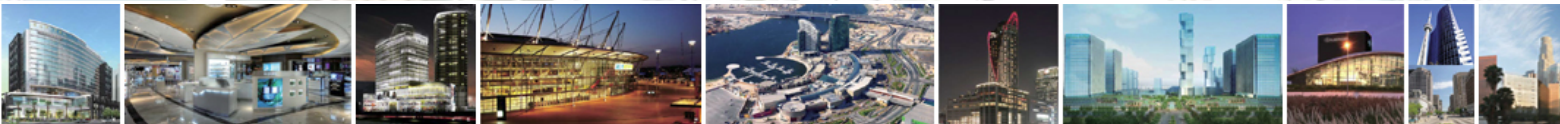
Building Life Consulting

- Condition Assessment in the Event of Sale on Purchase
 - Most importantly, putting a value on repairs
- Insurance Replacement
 - Needs to be adequate and appropriate
- Systems Component Upgrading
 - Cost/benefit analysis
- Tenant Fit-out
 - Cost management



Cost Management In Every Industry

- Residential
 - Multi-family & single family
- Commercial
 - Office & shopping centers
- Institutional
 - Hospital, schools & municipal infrastructure
- Oil & Gas
 - Support infrastructure & system management



Cost Management with every Procurement Option

- Design/Bid/Build
- Private-Public Partnership (PPP)
- Design/Build
- Construction Management

