



RECON

The Future Starts Now

Certified Development, Design and Construction Professional CDP Global Certification Brief

Stephen Gallant, CRX, CDP
CDP Admissions & Governing Committee Chair
Sr. Project Manager-Special Projects, Skye Group

#RECon15

RECON

DIGITAL GUIDE



WEB

Visit icscrecon.org and get the latest news and updates from RECon.



SOCIAL MEDIA

Stay connected, use the hashtag #RECon15 to share your posts across social media.



ICSC MOBILE

Get booth-to-booth directions, connect with attendees, get the schedule and more!



iBEACON

Turn on Bluetooth to participate. powered by COHN



HANDOUTS

Download session PDFs in the ICSC Mobile App



mobile.icsc.org

#RECon15

ICSC Professional Certifications



MANAGEMENT

Certified Shopping Center Manager



MARKETING

Certified Marketing Director



LEASING

Certified Leasing Specialist



DEVELOPMENT

Certified Development,
Design & Construction Professional



EXECUTIVE LEADERSHIP

Certified Retail Property Executive



©2015

Why CDP Matters...

For our industry:

- Elevate Professional Standards
- Recognize Industry Leaders

For your company:

- Identify Emerging Leaders
- Enhance Individual Performance

For you:

- Increase your worth and recognition
- Achieve highest professional standards



CERTIFIED DEVELOPMENT, DESIGN AND CONSTRUCTION PROFESSIONAL

- Domain 1. Pre-Development (20%)
- Domain 2. Design (20%)
- Domain 3. Construction and Construction Management (20%)
- Domain 4. Retail Store Planning (10%)
- Domain 5. Tenant Coordination (10%)
- Domain 6. Government and Regulatory Compliance (5%)
- Domain 7. Project Cost Management (5%)
- Domain 8. Legal, Risk Management and Ethics (5%)
- Domain 9. Sustainability (5%)



RECON

The Future Starts Now

Domain 1

#RECon15

Pre-Development

- Retail Basics
- Site Selection and Acquisition
- Owner's Development Program & Schedule
- Pre-Leasing
- Due Diligence Process
- Entitlements

Pre-Development

- Site Development Agreement
- Governmental Requirements
- Debt and Equity Financing and Lender Requirements
- Public Financing
- Development Pro Forma
- Stakeholders



RECON

The Future Starts Now

pop?
quiz

Pre-Development

A shopping center's leasable area typically includes all of the following EXCEPT the

- A. storage area of an in-line store.
- B. sales area of an in-line store.
- C. sales area of an anchor-owned store.
- D. terrace of a restaurant.

Pre-Development

Which of the following are NOT components of the pre-construction due diligence process for new projects?

- A. Environmental site assessments
- B. Geotechnical investigations
- C. Competitive market analysis
- D. Boundary and topographical surveys

Pre-Development

Total Project Cost	£60,000,000
Gross Building Area (GBA)	300,000 square feet
Common Area	10%
Vacancy	10%
Average Rent	£32 per square foot

Based on the above information, what would be the cash-on-cash return on investment?

- A. 9%
- B. 13%
- C. 14%
- D. 16%



RECON

The Future Starts Now

Domain 2

#RECon15

Design

- Owner's Building Program
- Design Team Selection and Coordination
- Retailer Prototypes
- Design Phases and Deliverables
- Construction Documents and Specifications Phase

Design

- Architect and Design Professional Responsibilities During Construction
- Material and Finishes
- Lighting
- System and Lifecycle Analysis
- Building Information Modeling [BIM]



RECON

The Future Starts Now

pop?
quiz

Design

Which of the following is the primary intent of Construction Documents?

- A. To define the project with detailed drawings and specifications
- B. To prepare the preliminary construction budgeting/estimating
- C. To obtain site plan and zoning approval
- D. To determine the physical placement of mechanical, electrical and plumbing requirements

Design

Which of the following contract documents address the quality of materials?

- A. Schematic drawings
- B. Product brochures attached as exhibits
- C. Specifications
- D. Testing reports

Design

When preparing a landscape plan, the landscape architect will specify the size of trees to be planted in the property by the

- A. age of the tree.
- B. height of the foliage.
- C. thickness of the tree trunk.
- D. size of the tree's rootball.



RECON

The Future Starts Now

Domain 3

#RECon15

Construction & Construction Management

- Construction Project Delivery Systems
- Construction Process
- Construction Contract Documents
- Safety Management
- Project Scheduling and Phasing

Construction & Construction Management

- Project Access and Public Safety
- Construction in an Operating Property
- Labor/Material Issues
- Construction Budgeting and Estimating
- Engineering Activities



RECON

The Future Starts Now

pop?
quiz

Construction & Construction Management

The owner can typically collect liquidated damages from the contractor in which of the following situations?

- A. The contractor delays the owner in the ability to occupy the premises and to use the premises for the intended purpose
- B. The contractor does not complete the punch list
- C. The owner decides when the project should have been completed and refuses to take occupancy
- D. The material suppliers do not deliver materials due to a labor strike

Construction & Construction Management

Inspections and testing of materials by the testing laboratories ensure that the materials

- A. are the most economical and of the highest quality.
- B. meet the specifications.
- C. are in original condition.
- D. will remain in acceptable condition at least through the period specified by the manufacturer's warranty.

Construction & Construction Management

When scheduling a project, which of the following items would come after setting the bar joists or trusses?

- A. Underground utilities
- B. Structural columns
- C. Tilt wall panels
- D. Roof decking



RECON

The Future Starts Now

Domain 4

#RECon15

Retail Store Planning

- Letter of Intent [LOI] and Lease Outline Drawings [LOD]
- Condition of Premises
- Landlord and Tenant Scope of Work
- Branding
- Customer Experience Planning
- Electrical, Mechanical, Plumbing and Physical Requirements

Retail Store Planning

- Landlord Design and Construction Criteria
- Tenant Fixturing
- Visual Merchandising
- Designing for Special Conditions Single Store vs. Prototype Roll-out Program
- Franchise Store Guidelines



RECON

The Future Starts Now

pop?
quiz

Retail Store Planning

Which of the following take(s) precedence when there is a conflict pertaining to exterior signage?

- A. Tenant plans
- B. Landlord requirements
- C. The lease
- D. Tenant design criteria

Retail Store Planning

Which of the following type of wall separates one tenant from another?

- A. Load-bearing
- B. Shear
- C. Demising
- D. Retaining

Retail Store Planning

A landlord's tenant sign criteria should specify all of the following EXCEPT

- A. limits to letter size.
- B. allowed locations of signage.
- C. method of sign attachment.
- D. customer sight lines.



RECON

The Future Starts Now

Domain 5

#RECon15

Tenant Coordination

- Key Points in Lease
- Schedule Management
- Field Coordination
- Tenant Design Criteria
- Tenant Plan Reviews and Approvals
- Permitting
- Tenant Manual
- Tenant Close-Out Procedures



RECON

The Future Starts Now

pop?
quiz

Tenant Coordination

A landlord's enclosed shopping center's tenant design criteria may require negative pressure airflow for which of the following retail uses?

- A. Music store
- B. Hair salon
- C. Mall kiosk
- D. Athletic shoe store

Tenant Coordination

Which of the following tenant improvements typically requires a building permit in most jurisdictions?

- A. Replacement of wall covering
- B. Removal of existing ceramic tile
- C. Ceiling tile replacement throughout store
- D. Installation of new lighting



RECON

The Future Starts Now

Domain 6

#RECon15

Government & Regulatory Compliance

- Pollution Prevention Plan
- Use Restrictions
- Development Agreement
- Worker Safety Standards and Compliance
- Fire and Life Safety Systems and Inspections

Government & Regulatory Compliance

- Prevailing Wage and Unions
- Building and Energy Codes Specific to Use
- Municipal Management
- Accessibility for Disabled Access
- Environmental and Wildlife Considerations



RECON

The Future Starts Now

pop?
quiz

Government & Regulatory Compliance

When special inspections are required for installation of structural components per the International Building Code, who is responsible for hiring the inspector?

- A. The building official
- B. The owner
- C. The general contractor
- D. The component manufacturer

Government & Regulatory Compliance

The minimum fire separation walls between two tenants is determined by the

- A. occupancy type.
- B. size of each tenant.
- C. distance to approved exit.
- D. height of the tenant space.



RECON

The Future Starts Now

Domain 7

#RECon15

Project Cost Management

- Resource Planning
- Cost Estimating
- Cost Budgeting
- Cost Control
- Value Engineering



RECON

The Future Starts Now

pop?
quiz

Project Cost Management

According to industry standards, how often should a construction manager update the project budget during construction?

- A. Daily
- B. Weekly
- C. Monthly
- D. Quarterly



RECON

The Future Starts Now

Domain 8

#RECon15

Legal, Risk Management & Ethics

- Lease
- Real Estate Agreements
- Insurance Requirements
- Lien Laws
- Business Ethics
- Dispute Resolution
- Subordination, Non-Disturbance and Attornment [SNDA]
- Contractor Qualifications Statement
- Experience Modification Rating [EMR]
- Bonding



RECON

The Future Starts Now

pop?
quiz

Legal, Risk Management & Ethics

The Construction, Operations and Reciprocal Easement Agreement (COREA) applies to land within the shopping center ONLY if

- A. the developer is responsible for maintaining the parking areas owned by the anchor(s).
- B. the developer has no obligation to other owner(s).
- C. there are mutual obligations by two or more owners.
- D. there are multiple obligations by two or more owners.



RECON

The Future Starts Now

Domain 9

#RECon15

Sustainability

- Site Development
- Water Efficiency
- Energy and Reduction of Atmosphere Pollution
- Waste, Recycling, Use of Rapidly Renewable Resources
- Indoor Environmental Quality [IEQ]

Sustainability

- Regional Priority
- Green Leases
- Sustainability Practices for Efficiency, Compliance and Stewardship vs. Seeking Sustainability Certification
- External Rating Systems

CERTIFICATION EXAM INFORMATION AND LOGISTICS



©2015



Prometric Testing Centers

- Computer-Based Testing
- Over 400 Testing Locations Worldwide
- Appointments Necessary
- First come -First Served Basis
- Re-tests Available

Certification Testing Windows

June 20-28, 2015

Applications due May 31

October 10-18, 2015

Applications due September 12



©2015



Application Fees

	Members	Non-Members
Certification Eligibility	\$95	\$195
Exam Appointment	<u>\$395</u>	<u>\$795</u>
	\$490	\$990

JTR School Attendees

**Earn up to
\$400 off!**

©2015

Exam Format & Regulations

Format

- Arrive 30 Minutes Early
- Take Tutorial
- 3 ½ Hours for Exam
- 100 Questions
- Multiple Choice
- 15 Minute Break

- **What to Bring on Test Day**
- Approved Calculator
- Government Issued ID
- **What is Provided**
- Lockers for personal items
- Scratch Paper

Testing Tips

- Be Prepared
- Budget your time
- Read Questions Carefully
- Eliminate Answers you know are wrong
- Always answer the question- there is no penalty for guessing

Exam Preparation and Study Aids

- Exam Specifications
 - These blueprints provide you with a detailed and organized list of domains and knowledge areas you will be tested on
- Shopping Center Study Series
 - 12 webinars covering key concepts in the retail real estate industry

Available online at www.icsc.org/CDP

Exam Preparation and Study Aids

- Knowledge Assessments & Practice Tests
 - In key areas available online, anytime
- Publications
 - While there is no single publication that will prepare a candidate, many professionals use publications to augment their study

Available online at www.icsc.org/CDP

Questions & Discussion

Leverage a Global Network Peers

Argentina | Australia | Austria | Bahrain | Bahamas | Belgium | Brazil |
Canada | Chile | China | Colombia | Czech Republic | Ecuador | El
Salvador | Germany | Hungary | India | Indonesia | Japan | Latvia |
Lithuania | Luxembourg | Malaysia | Malta | Mexico | Netherlands | Oman
| Peru | Philippines | Portugal | Poland | Qatar | Romania | Russian
Federation | Saudi Arabia | Singapore | Slovakia | Spain | Sweden |
Switzerland | Taiwan | Trinidad and Tobago | Turkey | United Arab
Emirates | United Kingdom | Syrian Arab Republic | United States |
Uruguay | Venezuela | Vietnam

One World. One Certification.



COMPLETE YOUR SHOW EXPERIENCE

MORE THAN 30 SESSIONS CAPTURED LIVE DURING RECon!

- **Recording Package \$150 usd**
- **Extend Your Own Education**
- **Share Sessions with Colleagues**
- **Compatible with Mobile Devices**



icsc.sclivelearningcenter.com



©2015



Course Evaluation

Please Complete Your Evaluation Now.

1. Take Out Your **Smartphone** or Tablet
2. Go to **survey.icsc.org/2015RECON**
3. Select this course:
CDP Global Certification Brief

