

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

II. CLASSES AT THE UNIVERSITY OF WISCONSIN--MADISON

H. Business 555/527: Commercial Property Development
and Management

1. Syllabi: Selected Years, 1972-78, Undated

Business 527

COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT

Spring Semester -1972

Prof. J. A. Graaskamp

I. Catalog description of Course

527 Commercial Property Development and Management, 11; 3 cr.
The business of creating industrial real estate, office space, shopping centers, and recreation facilities including strategy and feasibility analysis, functional design and construction factors, and financial analysis. Special emphasis will be given negotiation of leases from the viewpoint of both tenant and landlord.

Prereq: Business 520 or 606.

II. Study Materials

Textbook: The Community Builders Handbook, Urban Land Institute, 1968 Ed.
(Available from UW Real Estate Club for \$13.00 in Rm 118)

Extensive materials will be mimeographed and furnished to the students at a cost of \$12.00 payable to UW Real Estate Club in Rm 118.

Some visual materials and text are not suitable for mimeo copy and these are on reserve in the School of Business library when indicated as BLR. Magazines are out of print - in limited supply, so please take care of them for our sake and plan your studies to avoid the last minute rush for your sake!

III. Grades:

There will be three 50-minute quizzes including the final exam. In addition the student must either (1) provide an analytical book review, or (2) provide an analytical study on film of a commercial real estate project. These two projects will count as an additional 100 points. Letter grades will be established on the modes of distribution of the individual point totals out of a possible 400 points.

- A. A suggested book list will be furnished but any book approved by instructor prior to writing a report can be used if it is deemed appropriate to commercial property development or management.
- B. Film studies would be slides done on 35 mm. cameras and film provided by department or may be done with students own 35 mm. camera. Slides become the property of the Real Estate Department slide library.

Class Schedule and Topic Outline

- 1-31 (M) Loose Ends and Loose Beginnings
 2-2 (W) Industrial Park Development
- 2-7 (M) No Class; Historical Origins of the Office Building
 2-9 (W) Form and Function of the Office Structure
- 2-14 (M) Form and Function of Office Interiors
 2-16 (W) Rental Office Building Management
- 2-21 (M) Essential Provisions of the Office Lease
 2-23 (W) Leasing Considerations (continued)
- 2-28 (M) Custom Tailored Offices For the Owner-Occupant
 3-1 (W) Contract Relationships With the Architect
- 3-6 (M) Contract Relationships for the Contractor
 3-8 (W) FIRST 50-MINUTE EXAM
- 3-13 (M) Retail Location Analysis
 3-15 (W) Financial Strategy and Constraints of the Shopping Center
- 3-20 (M) Planning a Shopping Center
 3-22 (W) Planning a Shopping Center (Continued)
- 3-27 (M) Layout and Structure of a Shopping Center
 3-29 (W) Illustrated Slide Lecture
- 4-10 (M) Shopping Center Leases
 4-12 (W) Shopping Center Financing
- 4-17 (M) Retail Renovation of Downtown
 4-19 (W) SECOND 50-MINUTE EXAM
- 4-24 (M) Resort Hotel Development
 4-26 (W) Resort Hotel Development (Continued)
- 5-1 (M) The Second Home Phenomenon and Shoreline Development
 5-3 (W) The Recreational Condominium
- 5-8 (M) Legal Character of the Condominium Agreement
 5-10 (W) Economics of the Bar and Restaurant Development
- 5-15 (M) Presentation of Film Projects
 5-17 (W) THIRD 50-MINUTE EXAM
- 5-19 (F) All Term Projects and Book Reports Due - NO LATE PAPERS

Business 527
 COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT
 Assignment Sheet

Spring Semester, 1972

Prof. J. A. Graaskamp

<u>Date</u>	<u>Readings</u>	<u>Source</u>
1-31	LOOSE ENDS AND LOOSE BEGINNINGS	
	A. "States Move Into Housing", <u>U. S. Savings & Loan News</u> , October 1971	Mimeo
	B. "New Communities and Public Policy", Chapter 10 <u>The Community Builders</u> , by Eichler & Kaplan	Mimeo
2-2	INDUSTRIAL DEVELOPMENT	
	A. <u>Community Builders Handbook</u> , Section 4. pp. 449-470	Text
	B. <u>Architectural Record</u> , June 1966, Building Types Study 360-Industrial Buildings.	Mimeo
	C. <u>Industrial Development</u> , "The Great Southwest Industrial District - Dallas, Fort Worth," Conway Research, Inc.	Mimeo
	D. "Measuring the Productivity of Alternative Industrial Sites in Terms of Net Return on Equity to the Corporation", (Graaskamp)	Mimeo
	E. "Operating the ABC Corporation in Eleven Midwestern Cities," Appendix D, <u>Michigan Economy</u>	Mimeo
	F. "Three Industrial Buildings", <u>Architectural Record</u> , February 1971, pp. 123-132	BLR
2-7	NO CLASS; HISTORICAL ORIGIN OF THE OFFICE BUILDING	
	A. <u>Trends of Office Building Design</u> , George R. Bailey, pp. 13-20	BLR
	B. <u>The Boom in Office Buildings</u> , Robert Moore Fisher, Urban Land Institute, Technical Bulletin #58, pp. 1-5, 17-40	BLR
2-9	FORM AND FUNCTION OF THE OFFICE STRUCTURE	
	A. "How High to Rise," Charles Thomsen, <u>AIA Journal</u> April 1965.	Mimeo
	B. "Determining Optimum Developmental Intensity," Bruce Singer, <u>The Appraisal Journal</u> , July 1970, pp. 406-417	Mimeo

Assignments continued on page 4 for 2-9

- 2-9 (Con't) C. Office Building and Office Layout Planning, Kenneth H. Rippen, Chapters 1,2,3,4. BLR
- D. "Zoning is a 3-Dimensional Word", by Ellen Berkeley Forum, November 1970 Mimeo
- 2-14 FORM AND FUNCTION OF OFFICE INTERIORS
- A. "Offices Are Built to Work In", Savings & Loan News November 1971, pp. 62-67 BLR
- B. "Man and Space", Progressive Architecture, November '69, (Read all of the following articles in this issue:)
- | | |
|--|------|
| Mies van der Rohe (1886-1969) | p. 8 |
| Anonymous Space | 92 |
| Old Time Offices | 94 |
| From Grid to Growth | 100 |
| Who is the New Professional? | 110 |
| Mergers, Conglomerates, Time and Money & | 114 |
| The Conglomerate - Patron of the Buck: | |
| Twentieth Century Merchant Prince: | 115 |
| The High Cost of Construction Delays: | 116 |
| The Systems Approach | 118 |
| Foom for Self Criticism | 122 |
| World's Largest Office Space | 124 |
| A maze of Contradictions | 130 |
| Spaces in Space | 132 |
- 2-16 RENTAL BUILDING OFFICE MANAGEMENT
- A. "The Operating Staff", Journal of Property Management "How to Rent a Building" Mimeo
- B. To be Assigned
- 2-21 ESSENTIAL PROVISIONS OF THE OFFICE LEASE
- A. "Negotiations of a Lease on Behalf of the Tenant" Preparation of Leases, Milton Friedman 1969 PLI pp. 150-160 Mimeo
- B. Leases, Percentage, Short and Long-Term, McMichael and O'Keefe, Chapters 1-3 BLR

2-23 OTHER LEASING CONSIDERATIONS

A. "Selling Rental Space Takes Special Techniques", Mimeo
Advertising & Sales Promotion.

B.

2-28 CUSTOM TAILORED OFFICES FOR THE OWNER-OCCUPANT

A. "Doctor's Offices", Architectural Graphic Standards. Mimeo

B. Business Parks, ULI Technical Bulletin #65 pp.5-44. BLR

C. Community Builders Handbook, pp.241-245. Text

3-1 CONTRACT RELATIONSHIPS WITH THE ARCHITECT

A. A Statement of Professional Services, pp.4-16. Mimeo

B. Standard Form of Agreement Between Owner and Architect, Mimeo
 pp. 2-8.

C. "The Professional Approach to Management of the Whole Building Process", Chap. 1, Professional Construction Management and Project Administration. Mimeo

D. "Anatomy of a Project", Chap. 4, Professional Construction Management and Project Administration. Mimeo

3-6 CONTRACT RELATIONSHIPS WITH THE CONTRACTOR

A. "Six Building Decisions", Business Management. Mimeo

B. "Legal Pitfalls in the Owner-Contractor Relationship", Mimeo
 Chap. 5&6, pp.85-141, Legal Pitfalls in Architecture, Engineering and Building Construction.

3-8 CONTRACTING LAW CONTINUED

3-13 REVIEW OF READINGS

3-15 FIRST FIFTY MINUTE EXAM

3-20 RETAIL LOCATION ANALYSIS

A. Guide to Store Location Research, William Applebaum. BLR
 Sections 1,2,3, and 4.

B. Supermarket Feasibility Study - Muskego, Russel Knetzger, Mimeo
 William Nelson and Associates.

- 3-22 (W) PLANNING A SHOPPING CENTER
- A. Community Builders Handbook, pp. 262-312 Text
 - B. "Basic Necessities of Store Design", Lawrence J. Israel, Architectural Record, June 1964 Mimeo
- 3-24 (F) LAYOUT AND STRUCTURE OF THE SHOPPING CENTER
- A. Community Builders Handbook, pp. 313-399 Text
 - B. "Building Types Study 418, Architectural Record, February 1971, Pp. 89-104 BLR
 - C. "\$2.5-million T/E System Boosts Income", Shopping Center World, March 1972 Mimeo
- 3-27 (M) A HISTORY OF A MODEL SHOPPING CENTER
- A. Part 1, pp. 3-30, Part 2, pp. 87-164, Part 3, pp. 165-190, Shopping Center Strategy, William Applebaum BLR
 - B. "How to use Dollars & Cents of Shopping Centers", J. Ross McKeever, Urban Land, June 1969 Mimeo
- 3-29 (W) ILLUSTRATED SLIDE LECTURE
- 4-10 (M) SHOPPING CENTER LEASES
- A. Community Builders Handbook, pp. 405-427 Text
 - B. Community Builders Handbook, Appendices F, G, H, I. Text
 - C. "Drafting a Shopping Center Lease", Benjamin Pollack, Business & Legal Problems of Shopping Centers Mimeo
 - D. "Specimen Forms", Institute for Business Planning, Inc. Mimeo
 - E. "A Lender's Examination of Shopping Center Leases", Francis P. Gunning, Shopping Center Report #13 Mimeo
- 4-12 (W) FINANCING OF SHOPPING CENTERS
- A. "Giant Jigsaw: Putting Together a Shopping Center, Emanuel B. Halper, Real Estate Review, Summer 1971 Mimeo
 - B. "Ground Leases", Neil Underberg, Business & Legal Problems of Shopping Centers Mimeo
 - C. "Financing Arrangements for the Seminole Shopping Center", James A. Graaskamp, Spring 1963 Mimeo
- 4-17 (M) SPECIALTY SHOPPING CENTERS
- 4-19 (W) SECOND 50 MINUTE EXAM

- 4-24 (M) RESORT DEVELOPMENT
&
4-26 (W)
- C A. Motels & Resorts, A Guide to Better Planning, C. A. Gunn Mimeo
 - D B. Management Through Figures, Robert W. McIntosh Mimeo
 - E C. Projection-Operating & Cash Flow, XYZ Corp., Allen & O'Hara, Inc., January 1969 Mimeo
 - D D. Community Builders Handbook, PP. 235-241 Text
 - E E. "Building Types Study: Resort Hotels & Condominiums", Architectural Record, PP. 95-138, November 1971 BLR
 - F F. "SEC Registration of Real Estate Interests: An Overview", R. Rifkind & M. Borton, The Business Lawyer, April 1972 Mimeo
- 5-1 (M) SECOND HOMES & SHORELINE DEVELOPMENT
&
5-3 (W)
- A. "Planning & Developing Waterfront Property", Wm. B. Rick Urban Land Institute, TB49, June 1964 BLR
 - B. Recreation Land Development, Homer Fieldhouse, Dept. of Resource Development Recreation Division, 1967 BLR
 - C. "Outdoor Recreation: Economic Consideration for Optimal Site Selection & Development", K. McClellan & E. Medrich, Land Economics Mimeo
 - D. Profits from Camping-An Investment Opportunity", The Mortgage & Real Estate Executives Report Mimeo
 - E. Recreation Land & Leisure Report, January 17, 1972 Mimeo
 - F. Recreation Land & Leisure Report, January 31, 1972 Mimeo
 - G. "Interstate Land Sales Registration Act, Practical Exemption Considerations", R. Cookston & Ray Walsh, ALDA Mimeo
- 5-8 (M) THE CONDOMINIUM CONCEPT
&
5-10 (W)
- A. "The Condominium-Cooperative Comparison", Curtis J. Berger, The Practical Lawyer, January 1965 Mimeo
 - B. "Factors Contributing to Success or Failure of Residential Condominium Developments", Wm H. Hippaka & Don C. Bridenstine, Bureau of Business & Economic Research, San Diego State College Mimeo
 - C. "What Sells Condominiums", The Professional Builder, March, 1972, PP. 94-105 BLR

D. "Profile of a Condo Sellout", The Professional Builder,
March, 1972, PP. 106-109

BLR

5-15 (II) PRESENTATION OF SLIDE PROJECTS

5-17 (V) THIRD 50 MINUTE EXAM

5-19 (F) DEADLINE FOR ALL TERM PROJECTS - NO LATE PAPERS ! * C S # &

Business 527

COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT

Spring Semester 1973

Prof. J. A. Graaskamp

I. Catalog Description of Course

527 Commercial Property Development and Management, II; 3 credits. The business of creating industrial real estate, office space, shopping centers, and recreation facilities including strategy and feasibility analysis, functional design and construction factors, and financial analysis. Special emphasis will be given to negotiation of leases from the viewpoint of both tenant and landlord.

Prerequisites: Business 520 or 806.

II. Study Materials

Textbook: The Community Builders Handbook, Urban Land Institute, 1968 ed. (available from UW Real Estate Club for \$13.00 in Rm 118)

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III. Grades

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B. Film studies would be slides done on 35 mm cameras and film. ~~Cameras~~ are available from the department or may be done with student's own 35 mm camera. Slides become the property of the Real Estate Department slide library.

Class Schedule and Topic Outline

- 1-15 (M) Industrial Development Location
1-17 (W) Industrial Park Development
- 1-22 (M) Historical Origins and Marketing of the Office Building
1-24 (W) Form and Function of the Office Structure
- 1-29 (M) Form and Function of Office Interiors
1-31 (W) Rental Office Building Management
- 2-5 (M) Negotiation of the Office Lease
2-7 (W) Custom Tailored Offices for the Owner-Occupant
- 2-12 (M) The Architect and Construction Management
2-14 (W) Fast-Track Building
- 2-19 (M) General Contracting
2-21 (W) General Contracting (continued)
- 2-26 (M) TWO-HOUR MID-SEMESTER EXAM
2-28 (W) Retail Location Theory
- 3-5 (M) Market Analysis for a Shopping Center
3-7 (W) Financial Strategy and Constraints of the Shopping Center
- 3-12 (M) Layout and Structure of a Shopping Center
3-14 (W) Shopping Center Financing
- 3-19 (M) Shopping Center Leases
3-21 (W) Retail Renovation of Downtown
- 3-26 (M) Resort Motel Development
3-28 (W) Resort Motel Development (continued)
- 4-2 (M) The Second Home Phenomenon
4-4 (W) Shoreline Development
- 4-9 (M) The Recreational Condominium
4-11 (W) Legal Character of the Condominium Agreement
- 4-25 (W) Slides
- 4-30 (M) The Theme Park
5-2 (W) Economics of the Bar and Restaurant Development
- 5-7 (M) Government as a Commercial Property Developer

Business 527
COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT
Assignment Sheet

Spring Semester 1973

Prof. J. A. Graaskamp

<u>Date</u>	<u>Readings</u>	<u>Source</u>
1-15 (M)	INDUSTRIAL DEVELOPMENT LOCATION	
	A. "New Factors in Plant Location," Maurice Fulton, <u>Harvard Business Review</u> (May-June 1971), pp. 4-17.	Mimeo
	B. "Measuring the Productivity of Alternative Industrial Sites....," James A. Graaskamp	Mimeo
	C. "Operating the ABC Corporation in Eleven Midwestern Cities," Appendix D, <u>Michigan Economy</u>	Mimeo
	D. <u>Handbook on Industrial Development</u> , American Industrial Development Council	Mimeo
	E. "The Systematic Approach to Industrial Development Research," <u>Urban Land</u> , Vol. 29, No. 6 (June 1970)	Handout
1-17 (W)	INDUSTRIAL PARK DEVELOPMENT	
	A. <u>Community Builders Handbook</u> , Sec. 4, pp. 449-70. Text	
	B. "Building Types Study 360--Industrial Buildings," <u>Architectural Record</u> (June 1966)	Mimeo
	C. "Spotlight: Dallas-Fort Worth's Profit Location," Robert Shepherd, <u>Industrial Development</u> (February 1966), pp. 38-44	Mimeo
	D. "Three Industrial Buildings," <u>Architectural Record</u> (February 1971), pp. 123-32	BLR
1-22 (M)	HISTORICAL ORIGINS AND MARKETING OF THE OFFICE BUILDING	
	A. <u>Trends of Office Building Design</u> , George R. Bailey, pp. 13-26	BLR
	B. <u>The Boom in Office Buildings</u> , Robert Moore Fisher, <u>Urban Land Institute</u> , Technical Bulletin #58, pp. 1-5, 17-40	BLR
	C. "Office Space," and "A Marketing Strategy for CBD'S," <u>Urban Land</u> (June 1972)	Handout

<u>Date</u>	<u>Readings</u>	<u>Source</u>
	D. "Linear Air Diffusing Systems," Max Corazza, <u>Progressive Architecture</u> (June 1972), pp. 88-90.	Mimeo
	E. "Defensible Space: Alternatives to Fear," <u>Progressive Architecture</u> (October 1972), pp. 92-105.	Mimeo
1-31 (W)	RENTAL OFFICE BUILDING MANAGEMENT	
	A. "The Operating Staff," and "How to Rent a Building," <u>Journal of Property Management</u> <i>Creating an Office Building</i>	BLR
	X "Selling Rental Space Takes Special Techniques," Robert Leventhal, <u>Advertising and Sales Promotion</u> (November 1966), pp. 43-46.	Mimeo
	D. "Standard Method of Floor Measurement for Office Buildings," a letter from Charles Luckman and Assoc.	Mimeo
	B. Definition of Rentable Area for Office Buildings	Mimeo
	F. "Great Arithmetic Said to Characterize Return for Office Condominium Investors," <u>Buildings Magazine</u>	Mimeo
	G. Sheridan-Karkow Formula for Determining Rental Value of Office Space	Mimeo
2-5 (M)	NEGOTIATION OF THE OFFICE LEASE	
	B. "Negotiations of a Lease on Behalf of the Tenant," <u>Preparation of Leases</u> , Milton Friedman 1969 PLI, pp. 150-60.	Mimeo
	C. <u>Leases, Percentage, Short and Long-Term</u> , McMichael and O'Keefe, Chapters 1-3.	Mimeo
2-7 (W)	CUSTOM TAILORED OFFICES FOR THE OWNER-OCCUPANT	
	A. "Doctors' Offices," <u>Architectural Graphic Standards</u>	Mimeo
	B. <u>Business Parks</u> , ULI Technical Bulletin #65, pp. 5-44.	BLR
	C. <u>Community Builders' Handbook</u> , pp. 241-45.	Text
2-12 (M)	THE ARCHITECT AND CONSTRUCTION MANAGEMENT	
	A. "Anatomy of a Project," Chap. 4, <u>Professional Construction Management and Project Administration</u>	Mimeo
	B. "The Professional Approach to Management of the Whole Building Process," Chap. 1, <u>Professional Construction Management and Project Administration</u>	Mimeo

<u>Date</u>	<u>Readings</u>	<u>Source</u>
	A. E. <u>A Statement of Professional Services</u> , pp. 4-16	Handout
	B. D. <u>Standard Form of Agreement between Owner and Architect</u> , pp. 2-8.	Handout
	C. E. "Package Deals and the Architect," Roy Murphy, <u>The American Registered Architect</u>	Mimeo
	F. <u>It's the Law</u> , Bernard Tomson and Norman Coplan	Handout
2-14 (W)	FAST TRACK BUILDING	
	A. Specifications Guide , Harold J. Rosen	Handout
	B. "63 Floors Atop 11-Story Base; Fast Tracking Slashes Time," <u>Apartment Construction News</u>	Mimeo
	C. To be assigned.	
2-19 (M)	GENERAL CONTRACTING	
and 2-21 (W)	C A. "Six Building Decisions," <u>Business Management</u>	Mimeo
	D B. "Legal Pitfalls in the Owner-Contractor Relationship," Chap. 5 & 6, pp. 85-141, <u>Legal Pitfalls in Architecture, Engineering and Building Construction</u>	Mimeo
	I C. <u>Construction Contracting</u> , 2nd ed., Richard H. Clough, Chapter 8.	Mimeo
	D. <u>Insurance for Contractors</u> , Walter T. Derk	Handout BLR
2-26 (M)	TWO-HOUR MID-SEMESTER EXAM	

<u>Date</u>	<u>Readings</u>	<u>Source</u>
2-28	RETAIL LOCATION THEORY AND ANALYSIS	
	A. <u>Guide to Store Location Research</u> , William Applebaum Sections 1,2,3, and 4.	BLR
	B. <u>A Systematic Guide to Supermarket Location Analysis</u> , Bernard Kane, pp. 99-126	Mimeo
	C. "Restaurant Site Selection", <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Darley/Gobar Assoc., Inc.	Mimeo
	D. "How Computers Pick Store Sites", <u>American Druggist</u> , December 29, 1969	Mimeo
	³ C E. "Changes in Food Retailing Are Affecting Property Values", Donald Lootens, <u>Real Estate Review</u> , Fall '72	Mimeo
3-5	MARKET ANALYSIS FOR A SHOPPING CENTER	
	^D A. <u>Community Builders Handbook</u> , pp. 262-312	Text
	^A B. A Seminar on Shopping Center Evolution, Excerpts from <u>Ekistics</u> , August 1963	Mimeo
	^B C. "Shopping Centers", <u>Time-Saver Standards, A Handbook of Architectural Design</u> , John Callender, Editor, McGraw Hill, pp. 1081-1091	Mimeo
3-7	FINANCIAL STRATEGY AND CONSTRAINTS	
	A. "Summary of Operating Results of Shopping Centers", <u>The Dollars and Cents of Shopping Centers</u> , 1972 pp. 11-16, pp. 185-194, 215-219	Mimeo
	B. <u>Community Builders Handbook</u> , pp. 313-399	Text
	C. <u>Retail Store Performance</u> , Shopping Center Report #24	Mimeo

<u>Date</u>	<u>Readings</u>	<u>Source</u>
3-12	LAYOUT AND STRUCTURE OF A SHOPPING CENTER	
	A. "Basic Necessities of Store Design", Lawrence J. Israel <u>Architectural Record</u> , June 1964	Mimeo
	B. "Building Types Study 418, <u>Architectural Record</u> , February 1971, pp. 89-104	BLR
	C. "\$2.5-Million T/E System Boosts Income", <u>Shopping Center World</u> , March 1972	Mimeo
	D. "Fight 10-15% Boost in Space Conditioning Costs", "Small Tenants Overpay for Central System, <u>Shopping Center World</u> , February 1973	Mimeo
3-14	SHOPPING CENTER FINANCING	
	A. "Giant Jigsaw: Putting Together a Shopping Center, Emanuel B. Halper, <u>Real Estate Review</u> , Summer 1971	Mimeo
	B. "Ground Leases", Neil Underberg, <u>Business & Legal Problems of Shopping Centers</u>	Mimeo
	C. "Financing Arrangements for the Seminole Shopping Center", James A. Graaskamp, Spring 1963	Mimeo
3-19	SHOPPING CENTER LEASES	
	A. <u>Community Builders Handbook</u> , pp. 405-427	Text
	B. <u>Community Builders Handbook</u> , Appendices F,G, H, I	Text
	C. "Drafting a Shopping Center Lease", Benjamin Pollack, <u>Business & Legal Problems of Shopping Centers</u>	Mimeo
	D. "Specimen Forms", <u>Institute for Business Planning, Inc.</u>	Mimeo
	E. "A Lender's Examination of Shopping Center Leases", Francis P. Gunning, <u>Shopping Center Report #13</u>	Mimeo
3-21	RETAIL RENOVATION OF DOWNTOWN	
	A. "Downtown Retailing", <u>Urban Land</u> , December 1972	Handout Mimeo
	B. <u>Downtown Denver - A Guide to Central City Development</u> <u>Urban Land Institute Technical Bulletin #54</u>	BLR

COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT

Spring Semester 1974

Prof. J. A. Graaskamp

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554 Commercial Property Development and Management, 11; 3 credits. The business of creating industrial real estate, office space, shopping centers, and recreation facilities including strategy and feasibility analysis, functional design and construction factors, and financial analysis. Special emphasis will be given to negotiation of leases from the viewpoint of both tenant and landlord.

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1-16 (W) Historical Origins and Marketing of the Office Building
- 1-21 (M) Form and Function of the Office Structure
1-23 (W) Form and Function of Office Interiors
- 1-28 (M) Rental Office Building Management and the Office Lease
1-30 (W) Critical Path and PERT - Class Problem
- 2-4 (M) The Architect and Construction Management
2-6 (W) Fast-Track Building
- 2-11 (M) AIA Contract
2-13 (W) AIA Contract (continued)
- 2-18 (M) General Contracting
2-20 (W) Critical Path Problems Due
- 2-25 (M) TWO-HOUR MID-SEMESTER EXAM
2-27 (W) Retail Location Theory
- 3-4 (M) Market Analysis and Financial Strategy for a Shopping Center
3-6 (W) Traffic Engineering for the Shopping Center *Janie B. Swiler*
- 3-11 (M) Layout and Structure of a Shopping Center
3-13 (W) Heavy Foundations and Pilings
- 3-18 (M) Shopping Center Leases
3-20 (W) Retail Renovation of Downtown
- 3-25 (M) Resort Motel Development
3-27 (W) Resort Motel Development (continued)
- 4-1 (M) The Second Home Phenomenon *Mike Feiner*
4-3 (W) Shoreline Development
- 4-8 (M) The Recreational Condominium
4-10 (W) Legal Character of the Condominium Agreement
- 4-22 (M) The Theme Park
4-24 (W) The Theme Park (continued)
- 4-29 (M) Economics of the Bar and Restaurant Development
5-1 (W) Slides
- 5-6 (M) Government as a Commercial Property Developer

Business 555
COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT
Assignment Sheet

Spring Semester 1974

Prof. J. A. Graaskamp

<u>Date</u>	<u>Readings</u>	<u>Source</u>
1-14 (M)	INDUSTRIAL PARK DEVELOPMENT	
	A. "New Factors in Plant Location," Maurice Fulton, <u>Harvard Business Review</u> (May-June 1971), pp. 4-17	Mimeo
	B. "Measuring the Productivity of Alternative Industrial Sites...", James A. Graaskamp	Mimeo
	C. "Operating the ABC Corporation in Eleven Midwestern Cities," Appendix D, <u>Michigan Economy</u>	Mimeo
	D. <u>Handbook on Industrial Development</u> , American Industrial Development Council	Mimeo
	E. <u>Community Builders Handbook</u> , Sec. 4, pp. 449-70	Text
	F. "Building Types Study 360--Industrial Buildings," <u>Architectural Record</u> (June 1966)	Mimeo
	G. "Spotlight: Dallas-Fort Worth's Profit Location," Robert Shepherd, <u>Industrial Development</u> (February 1966), pp. 38-44	Mimeo
	H. "Three Industrial Buildings," <u>Architectural Record</u> (February 1971), pp. 123-32	BLR
1-16 (W)	HISTORICAL ORIGINS AND MARKETING OF THE OFFICE BUILDING	
	A. <u>Trends of Office Building Design</u> , George R. Bailey, pp. 13-26	BLR
	B. <u>The Boom in Office Buildings</u> , Robert Moore Fisher, <u>Urban Land Institute</u> , Technical Bulletin #58, pp. 1-5, 17-40	BLR
	C. "Office Space," and "A Marketing Strategy for CBD'S," <u>Urban Land</u> (June 1972)	Handout
1-21 (M)	FORM AND FUNCTION OF THE OFFICE STRUCTURE	
	A. "Materials and Methods: The Future of Highrise Structures," Faziur R. Khan, <u>Progressive Architecture</u> (October 1972), pp. 78-85	Mimeo
	B. "Optimizing the Structure of the Skyscraper," Robert E. Fischer, <u>Architectural Record</u> (October 1972), pp. 97-104	Mimeo

Business 555 - Spring 1974

<u>Date</u>	<u>Readings</u>	<u>Source</u>
1-21 (M) (continued)	C. "How High to Rise," Charles Thomsen, <u>AIA Journal</u> (April 1965)	Mimeo
	D. "Determining Optimum Developmental Intensity," Bruce Singer, <u>The Appraisal Journal</u> (July 1970, pp. 406-17.	Mimeo
	E. "Zoning is a 3-Dimensional Word," Ellen Berkeley, <u>Forum</u> (November 1970), pp. 48-51	Mimeo
	F. "Architectural Engineering" (Elevators), <u>Computer Applications in Architecture and Engineering</u> , G. Neil Harper, pp. 68-72	Mimeo
	G. "Technology: Highrise Fires Alarm the Building Industry," M. Villecco, <u>Architectural Forum</u> (March 1972), pp. 52-55	Mimeo
	H. "Solving Today's Curtain Wall Problems," <u>Architectural Record</u> (May 1972, pp. 129-32	Mimro
	I. <u>Architectural Forum</u> , November 1973, pp. 24-45	BLR
1-3 (W)	FORM AND FUNCTION OF OFFICE INTERIORS	
	A. <u>Office Building and Office Layout Planning</u> , Kenneth H. Rippen, Chapters 1,2,3,4	BLR
	B. "Offices Are Built to Work In," <u>Savings and Loan News</u> (November 1971), pp. 62-67	BLR
	C. "Man and Space," <u>Progressive Architecture</u> (November 1969). Read all of the following articles:	
	Mies van der Rohe	p. 8
	Anonymous Space	92
	Old Time Offices	94
	From Grid to Growth	100
	Who Is the New Professional?	110
	Mergers, Conglomerates, Time & Money, and the Conglomerate--Patron of the Buck	114
	Twentieth Century Merchant Prince	115
	The High Cost of Construction Delays	116
	The Systems Approach	118
	Room for Self Criticism	122
	World's Largest Office Space	124
	A Maze of Contradictions	130
	Spaces in Space	132

<u>Date</u>	<u>Readings</u>	<u>Source</u>
1-28 (M)	RENTAL OFFICE BUILDING MANAGEMENT AND THE OFFICE LEASE	
	A. "The Operating Staff," and "How to Rent a Building", <u>Creating an Office Building.</u>	BLR
	B. "Negotiations of a Lease on Behalf of the Tenant", Preparation of Leases, Milton Friedman, 1969 PLI, pp. 150-60	Mimeo
	C. <u>Leases, Percentage, Short, and Long-Term</u> , McMichael and O'Keefe, Chapters 1-3	Mimeo
	D. "Standard Method of Floor Measurement for Office Buildings," a letter from Charles Luckman and Assoc.	Mimeo
	E. Definition of Rentable Area for Office Buildings	Mimeo
	F. "Great Arithmetic Said to Characterize Return for Office Condominium Investors", <u>Buildings Magazine</u>	Mimeo
	G. Sheridan-Karkow Formula for Determining Rental Value of Office Space	Mimeo
1-30 (W)	CRITICAL PATH NETWORK AND PERT WORKSHOP	
2-4 (M)	THE ARCHITECT AND CONSTRUCTION MANAGEMENT	
	A. "Anatomy of a Project", Chap. 4, <u>Professional Construction Management and Project Administration</u>	Mimeo
	B. "The Professional Approach to Management of the Whole Building Process", Chap. 1, <u>Professional Construction Management and Project Administration</u>	Mimeo
	C. "School is Proving Ground for Modern Methods", <u>Architectural Record</u> , July 1973, pp. 57-8	Mimeo
2-6 (W)	FAST TRACK BUILDING	
	A. "Stretching Your Building Dollar", David N. Burt, <u>California Management Review</u> , pp. 54-60	Mimeo
	B. "Sweet's Refines Logic of the Product Search", <u>Architectural Record</u> , August 1973, pp. 65-6	Mimeo
	C. "Flying Forms for Concrete Structures can save time and Money...", <u>Architectural Record</u> , October 1973, pp. 161-2	Mimeo

Business 555 - Spring 1974

<u>Date</u>	<u>Readings</u>	<u>Source</u>
2-11 (M)	CONTRACT RELATIONS WITH THE ARCHITECT	
	A. <u>A Statement of Professional Services</u> , pp. 4-16	Handout
	B. <u>Standard Form of Agreement between Owner and Architect</u> , pp. 2-8	Handout
	C. "Package Deals and the Architect," Roy Murphy, <u>The American Registered Architect</u>	Mimeo
2-13 (W)	AIA CONTRACT CONTINUED	
	A. <u>It's the Law</u> , Bernard Tomson and Norman Coplan	BLR
	B. "Agreements with Architects and Contractors: The Developer's View," <u>Real Estate Review</u> , Winter 1973.	Mimeo
2-18 (M)	THE DEVELOPER AND THE GENERAL CONTRACTOR	
	A. "Six Building Decisions," <u>Business Management</u>	Mimeo
	B. "Legal Pitfalls in the Owner-Contractor Relationship," Chap. 5 & 6, pp 85-141, <u>Legal Pitfalls in Architecture, Engineering and Building Construction</u>	Mimeo
	C. <u>Construction Contracting</u> , 2nd ed., Richard H. Clough, Chap. 8.	Mimeo
	D. <u>Insurance for Contractors</u> , Walter T. Derk	BLR
2-20 (W)	SLIDE REVIEW OF TOPICS (CRITICAL PATH PROBLEMS DUE)	
2-25 (M)	TWO-HOUR MID-TERM EXAMINATION	
2-27 (W)	INTRODUCTION TO RETAIL LOCATION AND DESIGN THEORY	
	A. A Seminar on Shopping Center Evolution, Excerpts from <u>Ekistics</u> , August 1963	Mimeo
	B. "Shopping Centers", <u>Time-Saver Standards, A Handbook of Architectural Design</u> , John Callender, Editor, McGraw Hill, pp. 1081-1091	Mimeo
	C. "Changes in Food Retailing Are Affecting Property Values", Donald Lootens, <u>Real Estate Review</u> , Fall 1972	Mimeo
	D. <u>Community Builders Handbook</u> , pp. 262-312	Text

Business 555 - Spring 1974

<u>Date</u>	<u>Readings</u>	<u>Source</u>
3-4 (M)	MARKET ANALYSIS AND FINANCIAL STRATEGY FOR SHOPPING CENTER DEVELOPMENT	
	A. <u>Guide to Store Location Research</u> , William Applebaum Sections 1,2,3, and 4.	BLR
	B. <u>A Systematic Guid to Supermarket Location Analysis</u> , Bernard Kane, pp. 99-126	Mimeo
	C. "Restaurant Site Selection", <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Darley/Gobar Assoc., Inc.	Mimeo
	D. "How Computers Pick Store Sites", <u>American Drug- gist</u> , December 29, 1969	Mimeo
	E. "Trade Area Research...and How it Alerts the De- clining Center", Howard L. Green, <u>Shopping Center World</u> , pp. 18-25, 37.	Mimeo
3-6 (W)	FINANCIAL STRATEGY AND CONSTRAINTS	
	A. "Summary of Operating Results of Shopping Centers", <u>The Dollars and Cents of Shopping Centers, 1972</u> pp. 11-16, pp. 185-194, 215-219	Mimeo
	B. <u>Community Builders Handbook</u> , pp. 313-399	Text
	C. <u>Retail Store Performance</u> , Shopping Center Report #24	Mimeo
3-11 (M)	LAYOUT AND STRUCTURE OF A SHOPPING CENTER	
	A. "Basic Necessities of Store Design", Lawrence J. Israel, <u>Architectural Record</u> , June 1964	Mimeo
	B. "Building Types Study 418, <u>Architectural Record</u> , February 1971, pp.89-104	BLR
	C. "\$2.5-Million T/E System Boosts Income", <u>Shopping Center World</u> , March 1972	Mimeo
	D. "Fight 10-15% Boost in Space Conditioning Costs," "Small Tenants Overpay for Central System," <u>Shopping Center World</u> , February 1973	Mimeo
	E. "Energy Conservation: New Products, New Systems, New Commitment," <u>Architectural Record</u> , October '73	Mimeo
3-13 (W)	INTRODUCTION TO FOUNDATIONS AND PILINGS FOR HEAVY STRUCTURES	

Business 555 - Spring 1974

<u>Date</u>	<u>Readings</u>	<u>Source</u>
3-18 (M)	SHOPPING CENTER LEASING	
	A. <u>Community Builders Handbook</u> , pp. 405-427	Text
	B. <u>Community Builders Handbook</u> , Appendices F,G,H,I	Text
	C. "Drafting a Shopping Center Lease", Benjamin Pollack, <u>Business & Legal Problems of Shopping Centers</u>	mimeo
	D. "A Lender's Examination of Shopping Center Leases", Francis P. Gunning, <u>Shopping Center Report #13</u>	Mimeo
	E. "Before the Shopping Center Opens: A Survival Manual for Developer and Tenant", Marvin Williams <u>Real Estate Review</u>	Mimeo
3-20 (W)	RETAIL RENOVATION OF DOWNTOWN	
	A. "Downtown Retailing", <u>Urban Land</u> , December 1972	Mimeo
	B. "Portman: A New Force for Rebuilding the Cities", <u>Business Week</u> , February 17, 1973	Mimeo
	C. "Helping Downtown Compete with the Suburbs", Jonathan Barnett, <u>Architectural Record</u> , Jan. '74.	Mimeo
	D. "Functions and Types of Auto-Free Zones", Barton-Aschman Assoc., Inc. <u>Action Plan for Improvements in Transportation Systems in Large U.S. Metropolitan Areas</u> , pp. 7-27	Mimeo
	E. <u>The Architectural Forum</u> , November 1973 "Rediscovering the Street" pp. 24 "The Efficient City" pp. 30 "A There, There", pp. 38 "Grist and Gusto", pp. 40 "Main Street Revisited", pp. 56	BLR

<u>Date</u>	<u>Readings</u>	<u>Source</u>
3-25	RESORT HOTEL DEVELOPMENT	
	A. <u>Land: Recreation & Leisure</u> , Urban Land Institute Special Report, pp. 6-89	BLR
	B. <u>Community Builder Handbook</u> , pp. 235-241	Text
	C. "Typical Checklist for Feasibility Study of Proposed Hotel"	Mimeo
	D. <u>Motels & Resorts, A Guide to Better Planning</u> , C.A. Gunn	Mimeo
	E. <u>Management Through Figures</u> , Robert W. McIntosh	Mimeo
	F. <u>Projection-Operating & Cash Flow</u> , XYZ Corp., Allen & O'Hare, Inc. January 1969	Mimeo
	G. "An Outside, Inside", <u>Architectural Forum</u> , November 1973, pp. 47-55	BLR
	H. "Portman: A New Force for Rebuilding the Cities", <u>Business Week</u> , February 17, 1973, pp. 58-64	Mimeo
3-27	RESORT HOTEL DEVELOPMENT	
	A. "Profit-Sharing in the Resort Condominium", H.A. Preszler, <u>Real Estate Review</u> , Summer 1972, pp. 31-34	Mimeo
	B. "SEC Guidelines to the Sales of Condominium Units", <u>Real Estate Syndication Digest</u> , Jan. 1973, pp. 25-26	Mimeo
	C. "SEC Registration of Real Estate Interests: An Overview", R. Rifkind & M. Borton, <u>The Business Lawyer</u> , April 1972	Mimeo
	D. "Entrepreneurship, Professional Management, Marketing Keys to Healthy Hotel Industry", an NREI seminar, <u>The National Real Estate Investor</u> , Dec. 1972, pp. 30-35	Mimeo
4-1	THE SECOND HOME PHENOMENON	
	A. "The quiet Boom in Vacation Home Market", R.L. Ragatz and G.M. Gelb, <u>California Management Review</u> , Spring 1970	Mimeo
	B. "The Expanding Market for Vacation Homes", R.L. Ragatz, <u>Real Estate Review</u> , Summer 1973, pp. 15-19	Mimeo
	C. "A Strategy for Success in Recreation Home Developments", G.H. Jacobus, <u>Real Estate Review</u> , Summer 1973, pp. 21-25	Mimeo
	D. "A Lender Looks at Second-Home Financing", Wm. C. Smith <u>Real Estate Review</u> , Summer 1973, pp. 27-30	Mimeo

<u>Date</u>	<u>Readings</u>	<u>Source</u>
	E. "Marketing Recreation Property: A Strategy for Survival and Profit", P.C.M.S. Braun, <u>Real Estate Review</u> , Spring 1973, pp. 33-37	Mimeo
	F. "OILSR Administrator Addresses Land Developers", G.K. Bernstein, <u>American Land</u> , December 1973, pp. 6-9	Mimeo
	G. "Exemptions Under the Federal Land Sales Disclosure Act", Wm. H. McMullin, Jr., <u>Real Estate Review</u> , Fall 1973, pp. 92-97	Mimeo
	H. "Gathering Information for a HUD Filing", D.G. Martin, Jr., <u>American Land</u> , January 1974, pp. 14-17	Mimeo
	I. "Accuracy in Land Advertising", D. Emerson, <u>American Land</u> , January 1974, pp. 18-20	Mimeo
4-3	SHORELINE DEVELOPMENT	
	A. "Planning & Developing Waterfront Property", Wm. B. Rick, Urban Land Institute, TB49, June 1964	BLR
	B. <u>Recreation Land Development</u> , H. Fieldhouse, Dept. of Resource Development Recreation Division, 1967	BLR
	C. "Lake Linganore", B. Cook, <u>American Land</u> , May 1973, pp. 5-10	Mimeo
	D. <u>The Role of Lake Property Owners and their Organizations in Lake Management</u> ", L.L. Klessig and D.A. Yanggen, Dec. 1973 pp. 1-16	Handout
	E. "Campers are New Breed Pioneer", <u>American Land</u> , May 1973, pp. 14-15	Mimeo
	F. "Profits from Camping--an Investment Opportunity", <u>The Mortgage and Real Estate Executive Report</u>	Mimeo
	G. "Subscription Agreement", Sunflower, Inc.	Mimeo
4-8&10	THE LEGAL CHARACTER OF THE RECREATIONAL CONDOMINIUM	
	A. "The Condominium--Cooperative Comparison", C.J. Berger <u>The Practical Problems of Condominium</u> , pp. 37-64	Mimeo
	B. "Checklist on Condominium Conversion", Chicago Title Co., pp. 1-13	Mimeo
	C. "Homes Association of Condominium--Developer's Choice", B. Fitzpatrick, <u>PUD Review</u> , October 1972, pp. 9-16	Mimeo
	D. "Can Condominium Time-Sharing Work", J.E. Liebman, <u>Real Estate Review</u> , Fall 1973, pp. 40-45	Mimeo

<u>Date</u>	<u>Readings</u>	<u>Source</u>
	E. "Computer Tells Condo Feasibility Including Conversions from Rentals", R.S. Graybeal	Mimeo
	F. "Are Condominium Units Securities?", D. Clurman, <u>Real Estate Review</u> , Spring 1973, pp. 18-23	Mimeo
	G. "Keeping Condominium Disputes Out of Court", D.F. Hinkel, <u>Real Estate Review</u> , Winter 1974, pp. 42-45	Mimeo
	H. <u>Recreation Land & Leisure Housing Report</u> , November 25, 1972	Mimeo
	I. "IRS Rules Against Condos", <u>PUD Review</u> , February 1974	Mimeo
	J. "Realtec's 3-Part Strategy for Making it Big", <u>Recreation Land & Leisure Housing Report</u> , Jan. 17, 1972, pp. 1-4	Mimeo
4-22&24	THE THEME PARK	
	A. "The Profit in Amusement Parks", <u>Business Week</u> , June 24, 1972, pp. 116-117	Mimeo
	B. "From the Beginning, it was SOMETHING UNIQUE", R. Disney, <u>The Story of Walt Disney World</u>	Mimeo
	C. "The Magic (Real Estate) World of Disney", <u>Real Estate Review</u> , Winter 1973, pp. 34-35	Mimeo
4-29	BAR AND RESTAURANT DEVELOPMENT	
	A. "Momentum to Carry Sales up 10%", Selected Readings from <u>Nations Restaurant News 1972-1973</u>	Mimeo
	B. "Restaurant Site Selection", <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Darley/Globar Assoc., Inc.	Mimeo
5-1&6	GOVERNMENT AS A COMMERCIAL PROPERTY DEVELOPER	
	A. "Everyday Buildings", Wm. Harlin, <u>The Architectural Forum</u> , October 1972, pp. 40-43	Mimeo
	B. "How Design Firms Should Approach Government Agencies", <u>Architectural Record</u> , January 1973, pp. 55-56	Mimeo
	C. "W.T.C. 2023", <u>The Architectural Forum</u> , April 1973, pp. 57-61	Mimeo

555 Suggested Readings - Spring 1974

What Makes Shopping Centers Tick, Samuel Feinberg (Commerce Library)

City Planning & Aerial Information, Branch, Harvard Press

Shopping Center Strategy, Applebaum, International Council of Shopping Centers

Corporate Real Estate, Development & Management, Edited by Larry Crandall, Presidents Publishing House

Building Contracts for Design & Construction, Hauf, Pub. Wiley

Profits & the Factory Built House - An Investment Probe, & 1972 Update, Kenneth Campbell, Audit Investment

Shopping Towns USA, Victor Gruen and Claude Smith

Design, Development, Management of Medical Buildings, Lloyd D. Hanford

Industrialized Building Systems for Housing, Edited by A.G.H. Dietz and L.S. Cutler, The MIT Press

Planning and Operating a Successful Food Service Operation, Wm. L. Kahr, Chain Store Publishing Co.

The Simple Truth About Western Land Investment, L.F. Cooley and L.M. Cooley, Doubleday & Company

How to Use Leverage to Make Money in Local Real Estate, G. Bockl Prentice-Hall Inc.

Condominiums and Cooperatives, D. Clurman and E.L. Hebard, John Wiley & Sons, Inc.

University of Wisconsin
School of Business
Real Estate Department

Business 555

Commercial Property Development & Management

Spring Semester 1978

Lecture - 8:50 MW

Lab - 8:10-9:40 R

I. Catalog Description of Course

555 Commercial Property Development and Management. 11; 2-3 cr. The business of creating industrial real estate, office space, shopping centers, and recreational facilities including strategy and feasibility analysis, functional design and construction factors, and financial analysis. Emphasis: Negotiations of leases from the viewpoint of both tenant and landlord.

Prerequisites: Business 550 or 705

II. Study Materials

Mimeo Readings: "Handbook of Architectural Design"	\$ 3.00
"Selected Readings for Business 555*"	12.00 = 15 ⁰⁰ Feb.
Textbooks: <u>Shopping Center Development Handbook</u> (optional)	17.00
<u>Building Construction Illustrated</u> (optional)	7.50

*Copies of the required readings will be put on reserve in the School of Business Library.

Mimeo copies of the required reading materials can also be purchased from the UW Real Estate and Construction Club in room 56 Bascom Hall. These resource materials have been reproduced for the convenience of those students who would wish a personal copy of reserve materials.

III. Course Grading

Exams

There will be a forty-five minute exam upon completion of each real estate development topic area of the course. These exams will include information covered during the lab sessions.

March 1	-	6 week exam:	(commercial and office building & first five lab sessions)
April 10	-	11 week exam:	(shopping centers & next five lab sessions)
May 11	-	15 week exam:	(industrial parks, restaurants, and motels/hotels & last three lab sessions)

There will be a special take home section of the 15 week exam that will be due on May 25th. This take home will be the final exam for the course.

Class Projects

Each major real estate development topic area will be accompanied by a short student exercise. These exercises are intended to highlight some critical aspect of the development process.

Problem #1: (due in the 5th week)	Cash Flow Sensitivity Analysis of an Office Building
Problem #2: (due in the 9th week)	Analysis of the Optimal Tenant Mix for a Community Shopping Center under- taken by two person student teams)✓
Problem #3: (due in the 15th week)	Critical Path Analysis of an Industrial Building Construction schedule (under- taken by two person student teams)✓

Graduate students enrolled in the course for 3 credits will be required to complete an additional independent research problem. The graduate students enrolled for 3 credits should confer with the instructor on the research topic during the first two weeks of class.

Grade Distribution for the Course

	<u>Undergraduates & 2 cr. Graduates</u>	<u>3 credit Graduate Students</u>
Six week exam	15%	15%
Eleven week exam	15%	15%
Fifteen week exam & Final Exam	20%	20%
Problem #1	15%	15%
Problem #2	15%	15%
Problem #3	20%	20%
Independent Research Project	--	20%
TOTAL	100%	120%

IV. Office Hours:

Instructor: James C. Canestaro
56 Bascom Hall
263-2649

Office Hours: 10:00-12:00 MWR
(other times by appointment)

BUSINESS 555 - COMMERCIAL PROPERTY DEVELOPMENT & MANAGEMENT

READING & COURSE OUTLINE

LECTURES: READINGS FROM MIXED MATERIAL LAB: READINGS FROM HANDBOOK FOR ARCHITECTURAL DESIGN

	MONDAY	WEDNESDAY	THURSDAY	
OFFICE BUILDINGS	12 INTRODUCTION 80 HIGH RISE OFFICE BUILDING PLANNING & DESIGN	23 OFFICE SPACE FEASIBILITY ANALYSIS	26 ARCHITECTURAL DRAWINGS	JAN.
		1 ARCHITECTURE & ENERGY	2 ARCHITECTURAL PROGRAMMING	
	6 ENERGY ECONOMICS	8 LIFE SAFETY	9 SITE PLANNING & DRAWINGS	FEB.
	13 MANAGEMENT OF THE BUILDING PROCESS	15 PROFESSIONAL PROJECT CONTRACTS	10 FOOTINGS & FOUNDATIONS	
	20 PROJECT LEGAL & INSURANCE ISSUES	22 OFFICE SPACE LEASES	23 INTRO. TO STRUCTURES	
	27 OFFICE SPACE MANAGEMENT			
SHOPPING CENTERS		SIX WEEK EXAM	5 STEEL & CONCRETE FRAMING	
	6 REVIEW OF EXAM & INTRODUCTION - SHOPPING CENTERS	8 SHOPPING CENTER FEASIBILITY ANALYSIS	9 FLOOR FRAMING SYSTEMS	MARCH
	13 LAYOUT OF THE SHOPPING CENTER SITE	15 DESIGN OF SHOPPING CENTERS	10 MASONRY CONSTRUCTION	
	20	SPRING RECESS		
	27	29 SHOPPING CENTER LEASES	30 CURTAIN WALL SYSTEMS	
INDUST. HOTEL/RESTAURANT/RETAIL	3 SHOPPING CENTER LEASES	5 SHOPPING CENTER MANAGEMENT & OPERATIONS	6 MOISTURE & SOUND PROTECTION	
	10 ELEVEN WEEK EXAM	12 REVIEW OF EXAM & INTRODUCTION - INDUSTRIAL PLANT	13 INTRODUCTION TO THE CRITICAL PATH METHOD (CPM)	APRIL
	17 INDUSTRIAL PLANT LOCATION ANALYSIS	19 INDUSTRIAL SITE & PLANT SPACE REQUIREMENTS	20 INTERIOR FINISHES	
	21 INDUSTRIAL LEASING	26 INDUSTRIAL PLANS	27 MECHANICAL & ELECTRICAL SYSTEMS	
REST. HOTEL/MOTEL	1 HOTEL - MOTEL FEASIBILITY ANALYSIS	3 HOTEL - MOTEL PLANNING & DESIGN	4 DIMENSIONS & CLEARANCES	
	8 FINANCING HOTELS & MOTELS	10 RESTAURANT SITE LOCATION	11 FIFTEEN WEEK EXAM	MAY
	15 REVIEW OF EXAM & INTRODUCTION - THEME PARKS	17 THEME PARKS	18 SUMMATION & EVALUATION	