

DEVELOPERS' DEN **XIV**

Schulich School of Business | York University

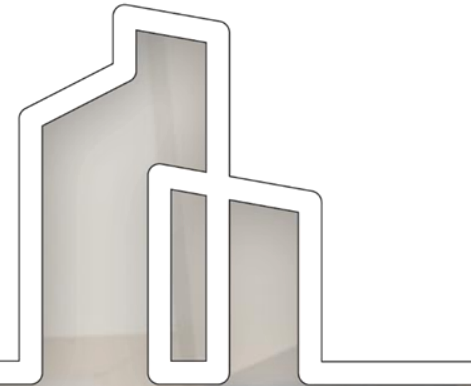
***CANADA'S LONGEST RUNNING AND MOST PRESTIGIOUS
REAL ESTATE CASE COMPETITION***

COMPETITION - 9 MAY 2024

TORONTO, CANADA



schulich.yorku.ca/Developers-Den



INTRODUCTION



SCHULICH SCHOOL OF BUSINESS, TORONTO, CANADA

MBA students specializing in Real Estate and Infrastructure were hungry to compete in an industry specific case competition and to have the opportunity to hone their real estate and business skills by delving into real-world real estate problems.

THE DEN EMERGES

To address this desire for a competitive environment in which to test the knowledge and skills that the graduate students were acquiring, Developers' Den was created as the brainchild of George Carras, founder of RealNet, and Andre Kuzmicki, of the Schulich School of Business.

The Den is hosted at the Schulich School of Business and is an intense one-day case competition, allowing the best and brightest real estate students from leading business schools to showcase their skills before a panel of judges composed of industry leaders.

Now embarking on its 14th year, Developers' Den stands as the most successful and prestigious student real estate case competition in Canada. Attracting top students from Schulich's MBA and MREI programs, Developers' Den delivers a top-notch learning opportunity that challenges students as the future leaders of the industry.



PRIZE MONEY

1 st Place	\$6,000
2 nd Place	\$3,000
3 rd Place	\$1,500



PAST DEVELOPERS' DENS

Photos and the submissions from previous years are available online at [Past Competitions - Schulich School of Business \(yorku.ca\)](https://www.yorku.ca/business/past-competitions).



Developers' Den 2023 Winners
Ryan Sandu – Schulich MREI,
Sabrina Guglietti – Schulich MBA,
John Muir – Schulich MREI,
Humam Musawwir – Schulich MREI, with
Ray Wong, ALTUS

27 MARCH 2024

Registration Opens.

19 APRIL 2024

Registration Closes.

26 APRIL 2024

Case Prep Materials Distributed to Team Primary Contacts.

6 MAY 2024

Submission of presentations to Developers' Den Organizing Committee by 5pm.

7 MAY 2024

Announcement of Teams qualified for the Semi-final round.

9 MAY 2024

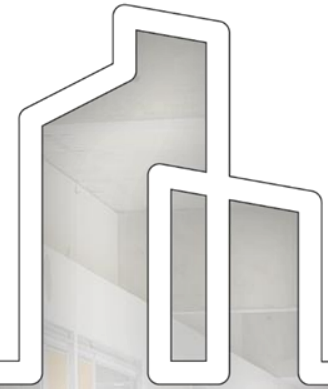
Semi-Final & Final Round presentations, judging, and awards reception in Toronto, Canada.



ELIGIBILITY & REGISTRATION

- Teams must be composed of at least two and not more than three currently enrolled graduate students
- Each team must be sponsored by a Schulich faculty member who will confirm each student's eligibility.
- Students must be enrolled in an accredited graduate program at Schulich School of Business pursuing a Master's degree and in good standing with their program.
- Teams may not solicit or accept any external advice including from other competitors not on the same team; no collusion or outside help or help from faculty members.
- Registration fee of **\$100 CAD** per team via secure payment on registration page.
- No refunds will be issued after your team is fully registered and the registration period has ended.
- Team member substitutions – Up to one team member may be substituted prior to closing of registration.
- Anonymity – Random team numbers will be assigned – teams may not identify their names in submission material.
- Register your team at: <http://schulich.yorku.ca/Developers-Den/>.





CASE COMPETITION

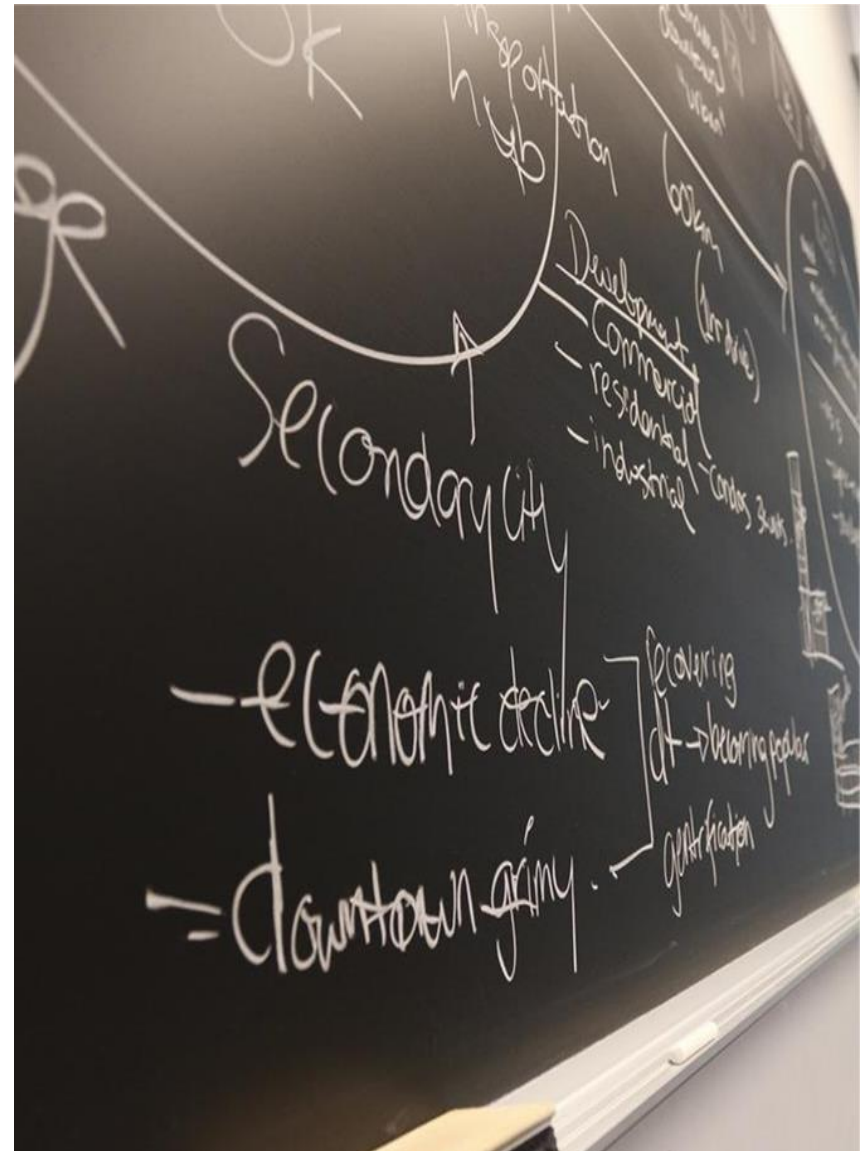
CASE COMPETITION FORMAT

- Teams will be provided with case prep material on **26 APRIL 2024**.
- All teams must submit presentation deck to developersden.ssb@gmail.com & BAbtan@schulich.yorku.ca by **5pm on 6 MAY 2024**.
- The Developers' Den Organizing Committee will screen the presentations and announce the names of the teams qualified for the Semi-Final round on **7 MAY 2024**.
- All qualifying teams will compete in the Semi-Finals.
- 3 teams will progress to the Final round.
- The Semi-Final and Final rounds of the Case Competition will be hosted in Toronto on **9 MAY 2024**.



PRESENTATION FORMAT

- Presentation details – PDF of an 11-slide (max) PPT presentation, including title slide; no videos or animations.
- The title slide should only show the team number, no individual names, or any use of slide backgrounds or formats that might make it possible to identify the team members may be included in any of the slides.
- Submission email subject – “DDXIV - Team #” only.
- No changes to the presentation are allowed after submission. Same presentation will have to be used for Semi-Final and Final rounds.



DATE

- The Semi-Final and Final Rounds will take place in-person on **9 May 2024** in Toronto.

SEMI-FINAL ROUND

- The qualifying teams will be divided into three groups.
- Each team will present its slide deck to a panel of Semi-Final round judges, made up of senior professional developers and investors.
- There will be one panel of judges assigned to each group of three to four teams.
- At the conclusion of the Semi-Final Round, each panel will select one team to advance to the Final Round.
- Teams will receive their presentation time at the start of the day.

FINAL ROUND

- During the Final round, the three finalists will present their slide decks to the Developers' Den judging panel, which will be comprised of senior professional developers, investors and executives.



LUNCH

- Lunch will be provided before the start of the Semi-Final round presentations.

AWARDS RECEPTION & NETWORKING COCKTAIL DINNER

- 1st, 2nd and 3rd place winners will be announced at the Awards Reception.
- The reception will provide an opportunity for contestants to mix with judges, alumni, recruiters and other industry practitioners.



RULES

- Students are required to maintain the highest standards of academic honesty throughout this competition and to abide by the rules and procedures outlined herein. The organizers of the event reserve the right to make modifications and/or clarifications to these rules prior to the competition. Teams that fail to comply with the rules will be disqualified.
- Dress code is business attire.
- A minimum of two of three team members, depending on the size of your team, must attend the competition in order to compete. All competing team members must be present and participate in both the Semi-Final and Final presentations if successful.
- Teams may not seek advice or information or otherwise consult with any third party (including the sponsoring faculty member) at any time throughout the competition.
- Internet access is permitted, and use of publicly available information found on the internet is allowed.
- Slide decks must include a title slide showing only the team number. No individual or institutional names, or any use of slide backgrounds or formats that might make it possible to identify the team members or the School that they represent may be included in any of the slides.
- Slide decks are limited to a maximum of 11 slides including the title slide.

RULES (CONTINUED)

- Slide decks must be submitted by **5:00 pm** on **6 MAY 2024** to the email address identified by the organizers.
- The order in which teams present will be determined by lot. Times and locations for Semi-Final round presentations will be provided at the start of the day.
- The announcement of the three teams participating in the Final round, along with their presentation times, will be made between **4:00 pm - 4:30 pm** on **9 MAY 2024**.
- Semi-Finalist and Finalist teams must be outside of the presentation room at least ten minutes before their scheduled presentation times.
- Each presenting team, in both the Semi-Final and Final Rounds, will have up to twenty minutes to present its recommendations allocated as follows: up to ten minutes for an initial uninterrupted presentation and the remaining time for Q&A with the judges. No changes to the slides are permitted after they have been submitted by email.
- Final round contestants may not witness presentations by other teams unless their team has already presented. No Semi-Final round contestants may witness presentations by other teams.
- In the event that an interpretation of the rules is required, the decision of the organizers will be final.
- All communications between competitors and the organizers in advance of the competition are to be directed to developersden.ssb@gmail.com. Any communications will come from the Co-Chairs.

SCHEDULE (9 MAY 2024)

12:00	<ul style="list-style-type: none"> • Qualifying teams meet at the Semi-Final round venue to receive instructions. • Venue location will be communicated in the due course. • Lunch will be provided at the venue. • Briefing begins at 12:00
12:30 – 14:00	<ul style="list-style-type: none"> • All teams prepare for Semi-final presentation.
14:00 – 15:30	<ul style="list-style-type: none"> • Semi-final round presentations
16:00 – 16:30	<ul style="list-style-type: none"> • Announcement of three finalist teams
17:00 – 18:30	<ul style="list-style-type: none"> • Presentation round for the three finalist teams
18:30 – 20:00	<ul style="list-style-type: none"> • Awards reception. 1st, 2nd and 3rd place winners to be announced