



SAPOA

THE VOICE OF COMMERCIAL PROPERTY



UCT
GRADUATE
SCHOOL OF
BUSINESS

UNIVERSITY OF CAPE TOWN



PDP

PROPERTY DEVELOPMENT PROGRAMME

19 JULY – 31 JULY 2009

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WITH
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CB RICHARD ELLIS



NEIL GOPAL

Chief Executive Officer

ABOUT SAPOA

SAPOA (South African Property Owners Association) was established in 1966 by the leading and large property investment organisations to bring together all role players in the commercial property field and create a powerful platform for property investors. SAPOA is recognised as the representative body and official voice of the commercial and industrial property industry in South Africa, with a combined portfolio in excess of R150 billion. SAPOA members control \pm 90% of all commercial and industrial property in SA. The association is held in high esteem by relevant sectors of government and is, accordingly consulted on all matters pertaining to the property industry. SAPOA enjoys representation on all the South African bodies which are key to the country's property development. Having established close working relationships with a number of similar bodies internationally. SAPOA members and the association benefit from worldwide networking on a variety of issues and arrange appropriate visits and meetings.

Neil Gopal

Chief Executive Officer: SAPOA





ABOUT UCT GSB

The University of Cape Town (UCT) has a track record of 180 years of academic excellence. The oldest university in South Africa, UCT is one of Africa's leading teaching and learning institutions. Established in 1966, the Graduate School of Business (GSB) is anchored in the substantial reputation of the UCT – widely believed to be the strongest research university in Africa. It uses this base – and its own track record - as a solid and effective platform from which to innovate.

The School has been at the forefront of leadership in South Africa in recent years, pioneering new methodologies in executive development that are part of an international movement towards more flexible, creative teaching and action learning at this level. For over four decades, the GSB has been successfully developing leaders and managers who consistently go on to achieve significantly in local and international arenas. The School continually pushes the boundaries and challenges students on every level to ensure that they grow both personally and professionally. The GSB is infused with the spirit of internationalism. From an international faculty, student and alumni body to an international quality label and exchange programme, the School is firmly oriented to the global environment. The GSB is taking the lead in South Africa in developing a business school that is adapted to the circumstances of a country and continent where the imperatives are democratisation, international competitiveness and economic growth.

Executive Education, the fastest-growing area of the School, is increasingly using the innovative education methods pioneered at the school to provide radically new types of value to companies and individuals competing in our globalising, diverse and complex environment. Executive Education is one of the cornerstones of the GSB. It offers delegates the opportunity to be continuously at the edge of their own learning and growth.

Initiated in 1969, this is the thirty year anniversary of the extremely popular Property Development Programme (PDP) which is presented jointly by the University of Cape Town Graduate School of Business and SAPOA. We extend a warm welcome to all of you who have been selected to attend this prestigious course and hope the learnings and friendships you have made here will be long lasting and meaningful.

Elaine Rumboll

Director of Executive Education
UCT GSB



Elaine Rumboll

Graduate School of
Business UCT
Director, Executive Education





Tanya Jeffrey

Chairperson – PDP
Committee

ABOUT PDP

Henry Ford once said: *“Coming together is a beginning, keeping together is a process, working together is success”*. This is certainly true of SAPOA's premier Property Development Programme, and is the essence of any successful project which depends on people and their core skills in a team environment.

Over the next intensive two weeks you will share knowledge with some of the country's leading lecturers and individuals in the property industry; enhance your technical abilities; gain understanding and appreciation of the roles and responsibilities each discipline assumes within the broad spectrum of property and property development; forge new relationships and, more importantly friendships with your esteemed colleagues, which will endure not only the challenges presented by this course, but also present opportunities for working together in the future; and finally to perform as a team to deliver a successful and profitable end product.

The SAPOA PDP Committee, together with its partner in GSB, is proud to welcome you to this prestigious course, and challenges you to rise to the occasion, gain knowledge and grow from the experience and have fun in the process.

Tanya Jeffrey

Chairperson – PDP Committee





ABOUT THE SPONSOR

Congratulations...

Broll Property Group is proud to once again be associated with SAPOA's Property Development Programme.

The acquisition of knowledge – and its subsequent application – is a key differentiating factor in a service organisation's offering. As participants in this year's programme you have already exhibited your thirst for knowledge, now it is up to each of you to apply that know-how in your career.

But it's not only about the information. The friendships struck here will likely grow and become part of the lasting legacy of the programme. People are what add real value to any business. Look around you, these people are likely to play ever-increasing roles in the South African property industry – and you're one of them.

From all of us at Broll; congratulations on completing the 2008 Property Development Programme.

Best wishes

Ken Gerber

Director, Marketing

Broll Property Group



Ken Gerber

Director, Marketing





Alastair Rendall

Arg Design
Director

Tel 021 448 2666
Cell 084 900 6660
Email alastair@argdesign.co.za



Barnard Jaco

Elmado Property Projects
Financial Director

Tel 011 7813676
Cell 082 332 4725
Email aco@elmadogroup.co.za



Barttram Phil

OMIGPI
Head of Research

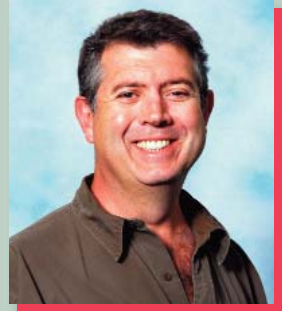
Tel 021 530 4589
Cell 082 887 2277
Email pbartram@omigpi.com



Boshoff Anton

Bigen Africa
Director

Tel 012 842 8844
Cell 082 554 9065
Email anton.boshoff@bigenafrica.com



Chihota Kura

Leapfrog Properties (Pty) Ltd
Managing Director

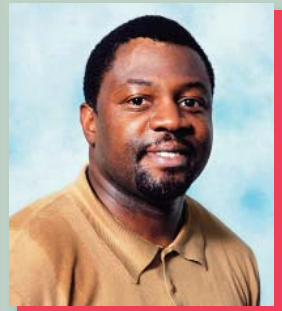
Tel 011 285 0000
Cell 083 616 0655
Email kura.chihota@gmail.com



Coker Isaac

Gik Trade & Investments
Director of Projects

Tel
Cell 082 453 9027
Email isaaccoker@gmail.com





Cooke Belinda

Trust for Urban Housing
Loan Admin Manager

Tel 011 276 1440
Cell 083 408 9519
Email belindac@tuhf.co.za



Davis Charles

City of Joburg
Project Manager

Tel 011 403 4911
Cell 083 462 2311
Email cdavis@lufhereng.co.za



Denny Claire

Standard Bank
Director, Joint Ventures

Tel 011 7708035
Cell 082 7702608
Email claire.denny@standardbank.co.za





De Villiers Manuel

PJ De Villiers Trust
Trustee

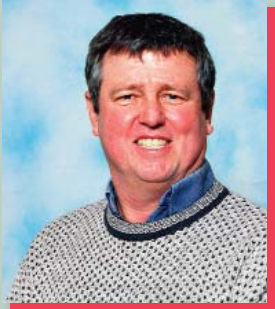
Tel 022 451 2925
Cell 082 880 2525
Email mannie@gmail.co.za



Dykman Leon

Old Mutual Investment
Credit Analyst

Tel 021 504 6721
Cell 083 327 8859
Email ldykman@omigsa.com



Fleming Rob

Davis Langdon
Director Project Management

Tel 011 544 1800
Cell 082 902 6777
Email rob.fleming@davislangdon.co.za



PDP 2009



Freislich Neil

Eris Property Group
Development Manager

Tel 011 7751377
Cell 083 384 2845
Email nfreislich@eris.co.za



George Ashley

Standard Bank
Project Manager

Tel 011 770 8245
Cell 083 400 5358
Email ashley.george@standardbank.co.za



Gouws Leon

Osmond Lange
Architect

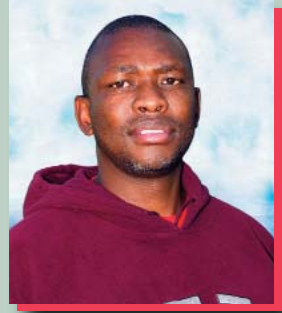
Tel 086 165 2643
Cell 083 355 1371
Email leong@osmondlange.co.za



Gumede Themba

Guma Properties
Project Manager

Tel 012 310 5035
Cell 076 383 2885
Email themba.gumede@dpw.gov.za



Gwala Cyril

Tongaat Hullett
Development Director

Tel 031 560 1938
Cell 083 303 0216
Email cyril.gwala@thdev.co.za



Hackner Gary

Investec Property
Property Trader

Tel 011 286 9392
Cell 082 904 1000
Email ghackner@investec.co.za





PDP 2009



Hako Vuyani

Metropolitan
Managing Director

Tel 021 917 3163
Cell 083 652 6787
Email vhako@metropolitan.co.za



Hardin Robin

Foresite Limited
Projects & Development Director

Tel 230 202 6566
Cell 230 4972738
Email robin.hardin@foresite.mu



Hean Craig

Bradford McCormack
Director – Commercial Leasing

Tel 011 507 2200
Cell 082 444 9598
Email craigh@bmaprops.co.za



Jardim Roberto

Barrow Construction
Property Manager

Tel 011 727 3600
Cell 082 331 7223
Email roberto@barrow.co.za



Laloo Vinesh

Liberty Property
Head Strategic Development

Tel 011 4082306
Cell 082 934 5582
Email vinesh.laloo@liberty.co.za



Lekota Mofasi

Lekota Investment
Chairman

Tel 011 670 5748
Cell 082 904 2228
Email mofasi@equalaccess.co.za





Lupondwana Ncumisa

Nonku Ntshona & Ass
Senior QS

Tel 011 803 2291
Cell 082 256 7967
Email ncumisa@nnaqs.co.za



Mackay James

Retail Africa
Fund Analyst

Tel 021 794 5953
Cell 071 295 2365
Email jfmackay@gmail.com



Maharaj Gorris

ABSA Cres
Property Manager

Tel 031 366 9206
Cell 082 492 3656
Email gorrism@absa.co.za



Mashiane Vusi

Public Works
Director

Tel 012 310 5094
Cell 082 970 3748
Email vusi.mashiane@dpw.gov.za



Mihdidin Sanjiv

Foresite Limited
Managing Director

Tel 230 202 6590
Cell 230 497 5000
Email sanjiv.mihdidin@foresite.mu



Milne Michele

Nedbank Limited
Manager – Property Partners

Tel 011 295 7158
Cell 083 325 6200
Email michelem@nedbank.co.za





Mokobi Dabilo

Cash Bazaar
Snr Project and Development Manager

Tel 00267 391 3051
Cell 00267 713 320
Email dabilom@cashb.bw



Mpalweni Madoda

Intersite Property
Financial Manager

Tel 021 440 5563
Cell 083 690 6036
Email mmpalweni@intersite.co.za



Murphy Colin

Standard Bank
Property Finance Manager

Tel 011 770 8000
Cell 084 676 5726
Email colin.murphy@standardbank.co.za



Musetti Barbara

B Musetti
Project Manager

Tel
Cell 072 403 8641
Email bmusetti@hotmail.co.uk



Ndlovu Pride

Liberty Property
Building Project Manager

Tel 011 408 5150
Cell 083 6811 240
Email pride.ndlovu@liberty.co.za



Newton Debbie

Basil Read
Development Manager

Tel 082 825 8921
Cell 071 6028 676
Email dnewton@basilread.ih.co.za





Parsons Stephan

Stephan Parsons Property Development
CEO/Project Officer

Tel

Cell 082 929 4820

Email stephanparsons@gmail.com



Phahlamohlaka Kapei

Pareto Limited
Property Asset Management

Tel 011 258 6800

Cell 079 5071 396

Email kapei@paretoitd.co.za



Phetlhu Dithuso

Lesedi Consulting Engineers
Executive Director

Tel 00267 392 3330

Cell

Email struct-lesedicons@info.bw



Pierre-Eugene David

Discovery Health
Head Group Facilities

Tel 011 529 2231
Cell 082 606 1335
Email davidp@discovery.co.za



Pilane Matshidiso

Denel Prop
Property Manager

Tel 012 671 1047
Cell 0788 012 365
Email matshidisop@denel.co.za

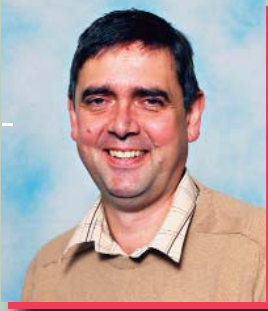


Potgieter Helene

Norval Wentzel Steinberg
Associate

Tel 011 804 6122
Cell 082 824 6058
Email hpotgieter@nws.co.za





Pretorius Johann

Sanlam Properties
General Manager

Tel 011 463 0486
Cell 083 648 8176
Email johann.pretorius@simprop.co.za



Ramugumo Pfunzo

Tsogo Sun Gaming

Tel 011 510 7717
Cell 071 319 1914
Email pfunzor@tsogosun.com



Reddy Mark

Nedbank
Valuer

Tel 031 364 3249
Cell 083 6766 369
Email markr@nedbank.co.za



Rees Quan

R & A Engineering
Director

Tel 011 845 2950
Cell 082 466 1447
Email quanrees@gmail.com



Roodt Ilona

Trust for Urban Housing
Financial Manager

Tel 011 276 1447
Cell 082 451 8231
Email ilonar@tuhf.co.za



Sayed Khalil

First National Bank
Dealmaker (Specialist)

Tel 071 6734062
Cell 072 9939678
Email khalil.sayed@fnbcommercial.co.za





Schulz Gerald

Impendulo Design
Architect

Tel 011 880 4656
Cell 082 331 2864
Email gerald@impendulo.co.za



Segar Sean

Liberty Property
Director

Tel 011 448 6546
Cell 083 307 8194
Email ssegar@stanlib.com



Shepperson Gareth

Brazington Sheppe-Attorneys
Partner

Tel 012 430 4303
Cell 082 371 9221
Email gareth@bsmlaw.co.za



Steuben Jochen

Turner & Townsend (Pty) Ltd
Senior QS

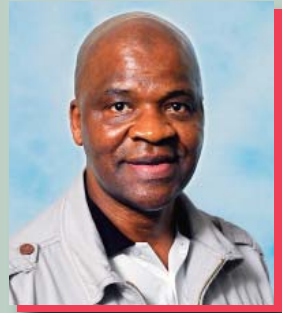
Tel 011 214 1427
Cell 082 564 4672
Email jsteuber@turntown.co.za



Swartz Mthura

Intersite Property
Regional Manager

Tel 043 721 0223
Cell 082 457 573
Email mswartz@intersite.co.za



Thomson Tenille

LDM QS
QS

Tel 021 4653294
Cell 082 578 3638
Email tenille@ldm.co.za





Uhlmann Mark

Amdec
Leasing Manager

Tel 011 684 1655
Cell 083 607 8570
Email marku@amdec.co.za



van Lille Auret

Davis Langdon
QS

Tel 011 544 1800
Cell 082 805 4858
Email auret@davislangdon.co.za



Van Niekerk Kobus

Joe Swart Investment
Audit Accountant

Tel 011 886 3104
Cell 082 442 5697
Email vanro@icon.co.za



Veale Brett

RMB Private Bank
Structured lending

Tel 031 560 7838
Cell 084 727 3455
Email bveale@rmbprivatebank.com



Venter Belynda

Nedbank
Snr Relations Manager

Tel 041 398 8039
Cell 083 627 7218
Email belyndav@nedbank.co.za



Wassell Sarah

Amdec
Prop Dev & Investment

Tel 011 684 1655
Cell 082 445 5798
Email sarahw@amdec.co.za





Webber John Grant

Cliffe Dekker Attorneys
Director

Tel 011 286 1133
Cell 083 407 1444
Email john.webber@dlachd.com



Zager Ilse

Old Mutual Investment
Operations Manager

Tel 021 509 7505
Cell 082 334 0355
Email izager@omigsa.com



Zonke Phakamisa

Liberty Property
Head Finance Admin

Tel 011 408 5151
Cell 083 254 8595
Email phakamisa.zonke@liberty.co.za



PDP 2009 COMMITTEE



Tanya Jeffrey

Ilembe Cost Management
Chairperson – PDP Committee

Tel 032 438 8322
Fax 032 438 8597
Email tjeffrey@turntown.co.za



Clive Shepherd

DSA Architects International
Group Managing Director

Tel 011 779 1600
Fax 011 779 1602
Email clive.shepherd@dsa-arch.com



Prof. Francois Viruly

Viruly Consulting (Pty) Ltd
Chief Executive Officer

Tel 011 728 0751
Fax 011 728 9643
Email services@viruly.co.za



Johan Marnitz

J P Marnitz & Co. Inc,
Attorneys, Conveyancers and Notaries

Tel 27 11 482 5464
Fax 27 11 482 5459
Email marnitz@legalcom.co.za



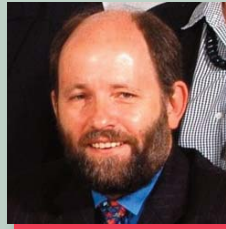
PDP 2009 COMMITTEE



Nonkululeko Ntshona (Nonku)

Nonku Ntshona + Associates
Managing Director

Tel 011 883 6454
Fax 086 612 7135
Email nonku@nnaqs.co.za



Tony Gebhardt

Hamlyn Gebhardt
Managing Director

Tel 011 341 0057
Fax 011 341 0350
Email tony@hamlyngebhardt.co.za



PDP 2009 SAPOA SECRETARIAT



Neil Gopal

SAPOA
Chief Executive Officer

Tel 011 883 0679
Fax 011 883 0684
Email ngopal@sapoa.org.za



Margie Chessman

SAPOA
HRD Manager

Tel 011 883 0679
Fax 011 883 0684
Email hrdmanager@sapoa.org.za



Jane Padayachee

SAPOA
Events Coordinator

Tel 011 883 0679
Fax 011 883 0684
Email events@sapoa.org.za



Mitta Ndaba

SAPOA
Membership Services Officer

Tel 011 883 0679
Fax 011 883 0684
Email mitta@sapoa.org.za





Elaine Rumboll

Graduate School of Business UCT
Director, Executive Education

Tel 021 406 1342
Fax 021 406 1462
Email erumboll@gsb.uct.ac.za



Willem Schaap

Graduate School of Business UCT
Finance & Operations Manager

Tel 021 406 1311
Fax 021 406 1462
Email willemsc@gsb.uct.ac.za



Aniesah Ajam

Graduate School of Business UCT
Project Co-Ordinator – Executive Education

Tel 021 406 1094
Fax 021 406 1462
Email aniesaha@gsb.uct.ac.za



CONTACTS

Aniesah Ajam
Graduate School of Business
Project Co-ordinator – Executive Education

Tel +27 21 406 1094
Fax + 27 21 406 1462
Email aniesaha@gsb.uct.ac.za
www.gsb.uct.ac.za/execed

SAPOA **Education Programmes**

Margie Chessman
Tel +27 11 883 0679
Fax +27 11 883 0684
Email hrdmanager@sapoa.org.za
www.sapoa.org.za

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