



S A P O A

THE VOICE OF COMMERCIAL PROPERTY



PDP

PROPERTY DEVELOPMENT PROGRAMME

24 JULY – 5 AUGUST 2011

Proudly sponsored by



**NEIL GOPAL**

Chief Executive Officer

ABOUT SAPOA

The South African Property Owners Association (SAPOA) is the official umbrella body committed to protecting the interests of the commercial and industrial property sectors, in terms of ownership, management and development in South Africa.

SAPOA objectives are based on the principles of the free enterprise system as the only workable economic system and the inalienability of property ownership, not only for its members but also for the future of South Africa, and its competitiveness in the world arena.

The aims and objectives include maintaining a unique organisation which encourages its members to share their expertise through active participation in the association; fostering key relationships whilst maintaining government acceptability; maintaining a non-political bias whilst participating in governmental legislative structures; contributing through excellence in educational programmes and setting quality standards; as well as providing an efficient forum for responding to change.

SAPOA was established in 1966 by the leading and large property investment organisations to bring together all role players in the commercial property field and to create a powerful platform for property investors.

As a professional body, SAPOA focuses on the interests of the sector both in South Africa and internationally, while addressing issues and meeting challenges within the industry. It engages with associated sectors and other stakeholders on behalf of its members and strives to constantly improve and advance the commercial property industry in South Africa.

In addition to national representation, SAPOA also offers regional councils in six of South Africa's most economically active provinces.

Its annual programme extends from collecting, publishing and disseminating pertinent research among members to making generally available important information about the industry and its components.

As a source of essential information, statistics and trends to its members as well as those outside of the property industry, from government to the media, SAPOA ensures that the property sector enjoys good relationships and recognition on all levels.

SAPOA publishes quality publications, including the monthly South African Property Review, the quarterly SAPOA Property Developer magazine, as well as the SAPOA Property Register, ensuring members are kept fully apprised of news and opportunities on an ongoing basis.

As the voice of the commercial property industry in South Africa, SAPOA has been instrumental in identifying and lobbying issues that affect its members. The association works towards constructive solutions for issues that impede the industry and in the case of the skills shortage.

For more information on SAPOA visit www.sapoa.org.za

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 GSB, is using the innovative education methods pioneered by the GSB to create 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 more than thirty 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

New copy???



Tanya Jeffrey

Chairperson
PDP Committee

New pic???

ABOUT PDP

“A successful man is one who can lay a firm foundation with the bricks others have thrown at him” (David Brinkley). Over the following two weeks, you will share knowledge with some of the country’s leading lecturers and individuals in the property industry, enhance your technical abilities, and gain understanding and appreciation of the roles and responsibilities each discipline assumes within the broad spectrum of property development. You will forge 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.

Once again we are pleased to have Professor Francois Viruly on board as Programme Director. We have also focused on bringing into the programme and our panel discussion such topical matters as ‘going green’ in construction, tackled the burning issues surrounding development initiatives in Africa, expanded on the aspects of property finance and specifically hedging interest rates, and provided you with insights into how to determine the optimal development mix with Sybrandt Strauss. I trust that you will enjoy the revamps and look forward to your feedback.

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

Tanya Jeffrey

Chairperson
PDP Committee

ABOUT THE SPONSOR

Congratulations on your selection to this year's PDP. There is a Chinese proverb that says "Learning is a treasure that will follow its owner everywhere" and this is certainly true of the knowledge you will gain over the next two weeks.

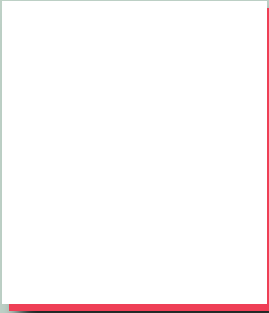
Your experiences and learnings over the course of the programme will be invaluable as you move forward in your career. Even more important are the experiences you will share as a team and the friendships you will build. These are the true legacies of the programme - use the opportunity to its fullest.

Finally, thank you to the team at SAPOA and the Graduate School of Business. This is a programme of the highest quality and Standard Bank is extremely proud to be associated with the PDP.

Gary Garrett
Director, Property Finance
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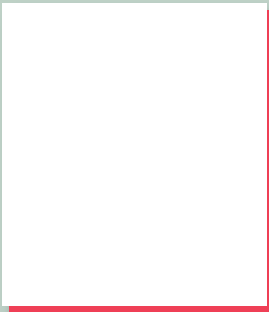
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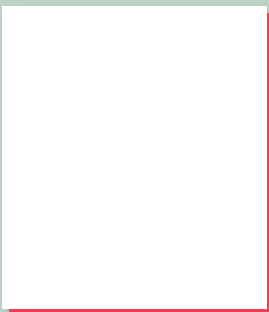
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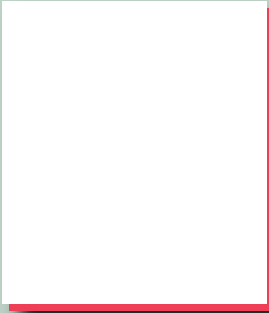
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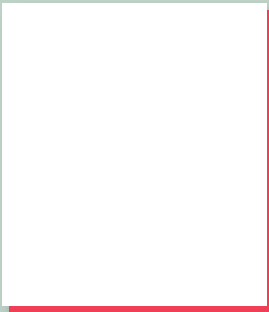
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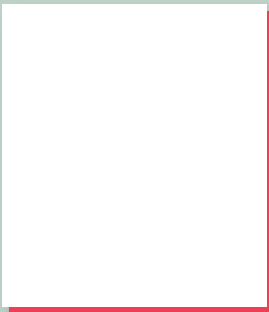
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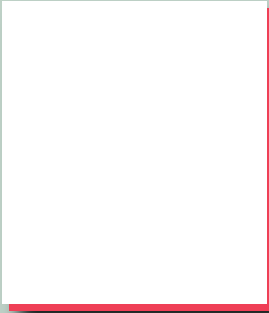
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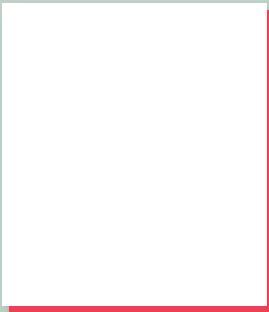
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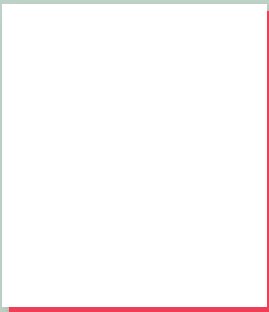
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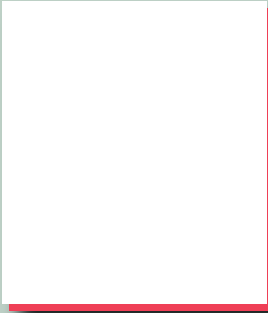
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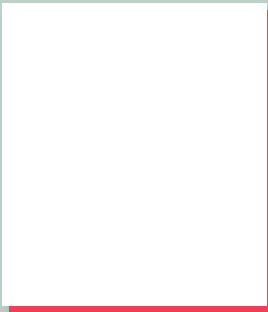
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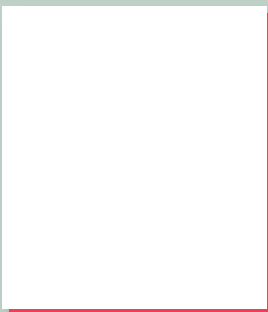
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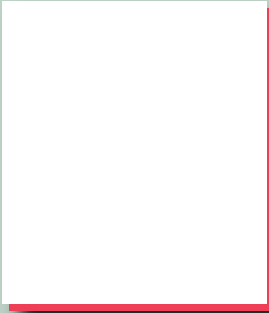
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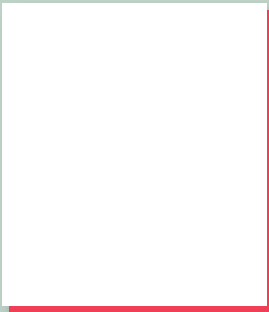
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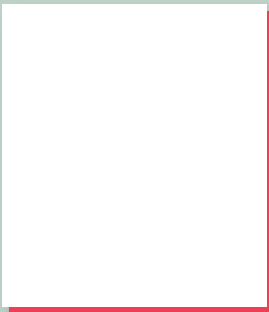
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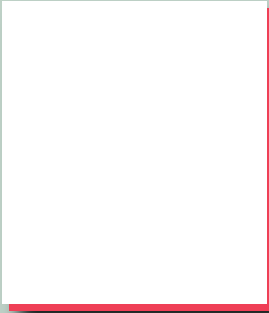
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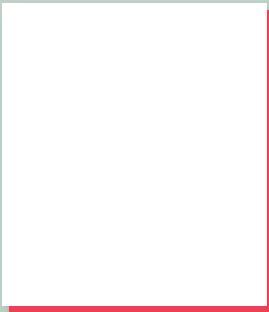
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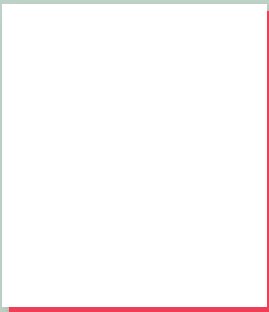
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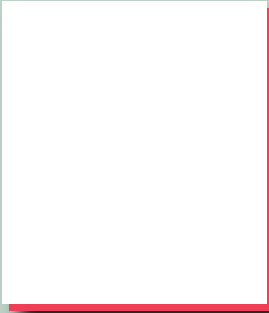
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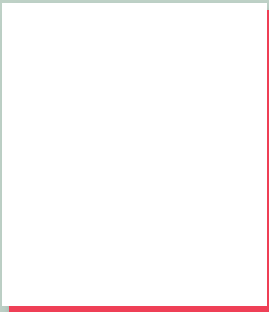
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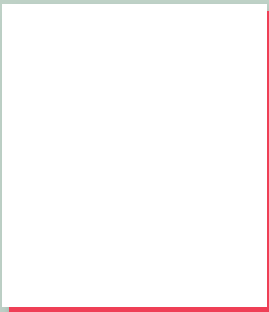
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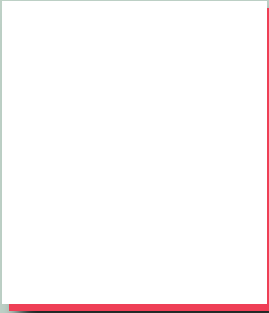
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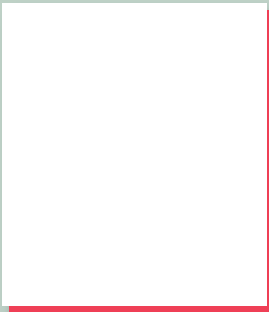
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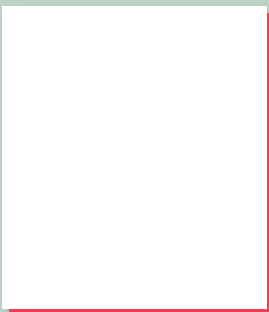
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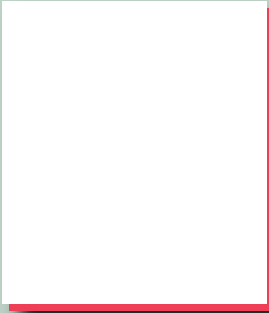
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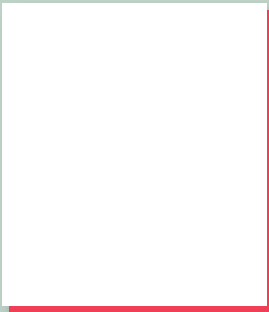
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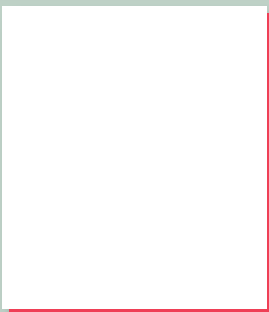
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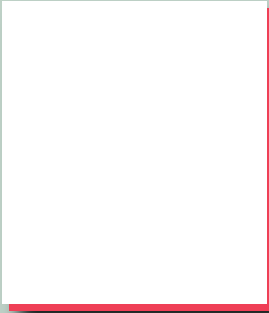
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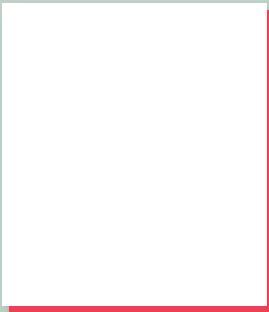
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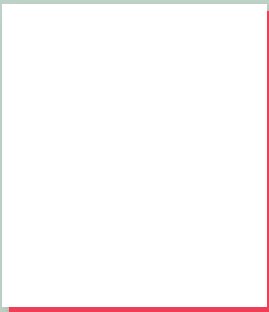
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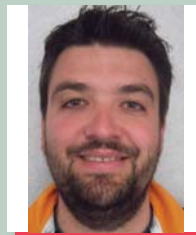
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