

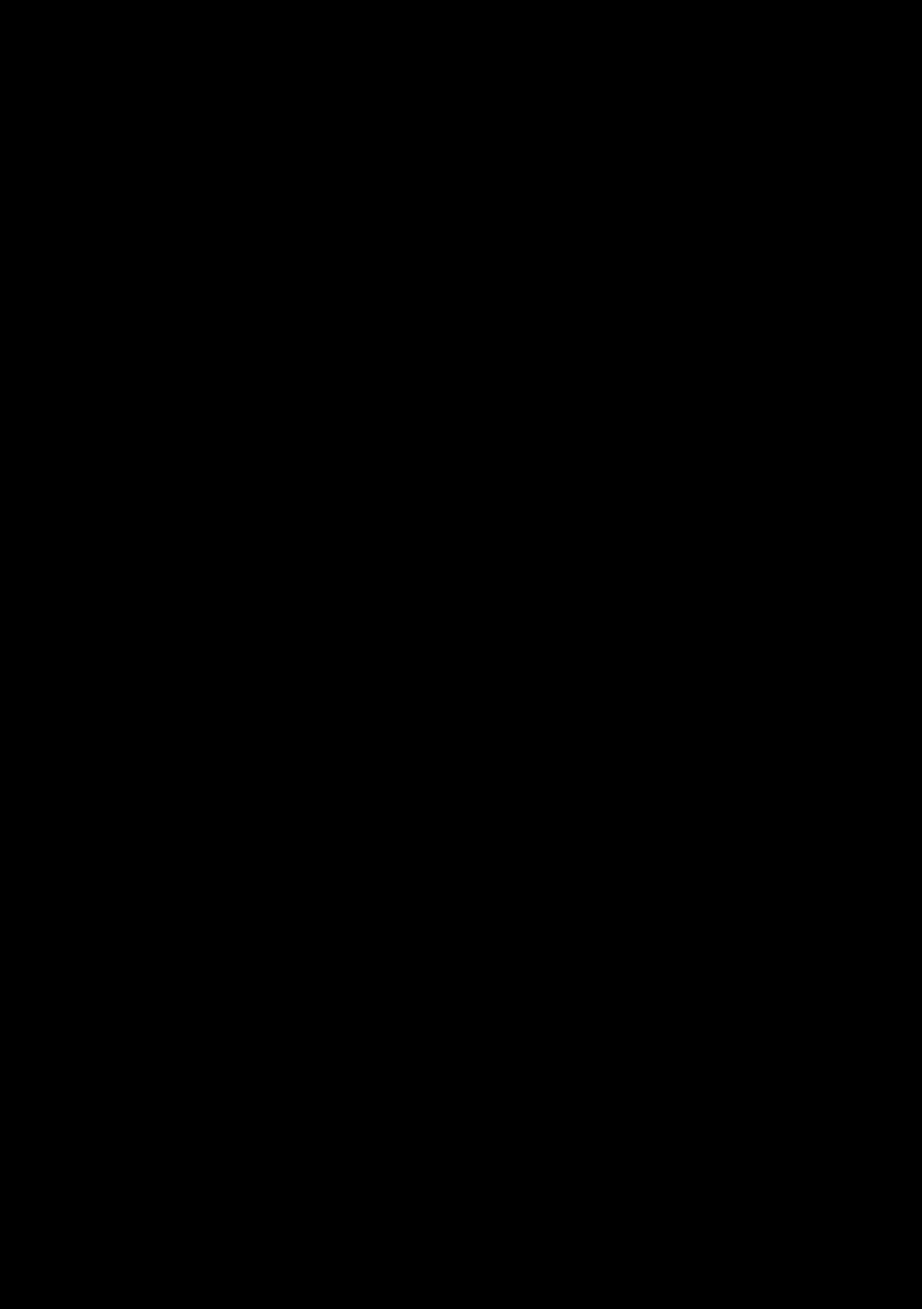


# PROPERTY DEVELOPMENT PROGRAMME 2014

Partnering with



Also trading as Stanbic Bank



# PDP 2014



## ABOUT SAPOA

The Property Development Programme (PDP), presented in collaboration with The Graduate School of Business is one of SAPOA's flagship programmes.

The programme is of the highest quality and presented by experts in the industry. Year after year, it attracts outstanding participants in the industry and supports the development of young professionals, not only in Southern Africa but internationally as well. Over the years, we have seen delegates from the United Kingdom, Namibia, India and Mauritius to name a few, attend our prestigious programme.

The "ever-dedicated" PDP Committee, this year chaired by Mr Henry Chitsulo, continuously endeavour to keep the programme content up-to-date, ensuring that our delegates get the "value-add" they signed up for.

The timeless hours spent on the selection process, ensuring that the profile of our delegates meet the required standards have certainly paid off. This year sees one of the most diversified group of delegates in attendance.

I trust that the first week of intensive lectures and second week of applying these principles into your next group project, have given each of you a deeper insight into the industry. The experiences shared and friendship you have formed, are the true legacies of the PDP, and this two week programme has proven invaluable to you as you move forward into your career.

SAPOA values its main sponsor, Standard Bank, whose continuous and loyal support makes it possible to present a "world-class" programme. Thanks also goes to Hamlyn Gebhardt Quantity Surveyors, Stauch Vorster Architects and AECOM South Africa (Pty) Ltd for sponsoring the prizes for the winning projects.

### Neil Gopal

Chief Executive Officer

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### NEIL GOPAL

Chief Executive Officer



**Kumeshnee West**

Acting Director:  
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Graduate School of  
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**ABOUT UCT GSB**

**Inspiring. Intelligent. Curious. Innovative. Ethical. Professional.** –  
Creating leaders since 1964!

At the UCT Graduate School of Business we recognise that as many of the old social and business structures and ways of thinking are breaking down, we stand at a unique point in human history with exciting possibilities for individuals and organisations.

Home to the only full-time African MBA ranked in the top 100 by the prestigious Financial Times and as just one of 59 schools world-wide to be “triple-crowned” (schools which are accredited by AMBA, EQUIS and the AACSB), the school is among the best in the world.

We take a four-pronged approach to excellence that combines academic rigour, societal relevance, innovation in teaching and thought leadership to transform our students – taking them from a place of knowing to doing to being. GSB is committed to making business better. Our full-colour thinking approach challenges taken-for-granted assumptions and practices and encourages students to do the same. With our roots in Africa, our focus is on emerging market business and our teaching and research is geared towards driving development and understanding in this context, which is characterized by high degrees of uncertainty, complexity and inequality.

Through innovative initiatives like the Bertha Centre for Social Innovation and Entrepreneurship and the Allan Gray Centre for Values-based Leadership we seek to build a new kind of business school: one that is rooted in values and enables positive new ways of thinking and acting in business to achieve sustainable success.

Our fast growing and internationally acclaimed Executive Education department, collaborates closely with our corporate clients and partners to customise cutting edge courses that incorporate the four pronged values approach of the school and equips leaders to thrive in contexts of high degrees of uncertainty, complexity and inequality.

2014 once again brings you the very popular and prestigious Property Development Programme that has been running since 1969. Partnering with SAPOA, the GSB is very proud of this programme which attracts the best in the industry to learn and collaborate together. We welcome you and wish you an enriching journey of learning, innovating and building networks during your time at our school and beyond!

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UCT GSB

## ABOUT THE SPONSOR

The Standard Bank Group has the largest dedicated real estate platform of any financier in sub-Saharan Africa. The established track record of our Real Estate Finance activities in South Africa has been extended to key countries on the continent including Ghana, Nigeria, Uganda, Kenya, Angola and Mozambique. We provide financing in all areas of the real estate sector and are committed to providing financing via a variety of solutions specific to the needs of our clients. Our ability to tap into the vast resources and expertise within Standard Bank Group enables us to provide seamless access to other specialist areas to deliver flexible and comprehensive financing solutions for our clients positioning them at the forefront of their real estate-related initiatives.

With real estate specialists based in Johannesburg, Cape Town, Durban, Port Elizabeth, Lagos, Accra, Nairobi and Kampala, Standard Bank is uniquely positioned to tailor-make solutions to suit various organisations, industries and countries. The bank's longstanding commitment to the real estate industry, together with its global presence, has made it Africa's leading provider of products and services to this important sector.

## MESSAGE FROM THE SPONSOR

Congratulations on your selection to this year's programme. The Property Development Programme (PDP) attracts outstanding participants each year and it is a fantastic achievement to have been selected – well done.

Your experiences and learnings over the two week 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 that 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**

Head, Real Estate Finance  
Standard Bank



**Gary Garrett**  
Head,  
Real Estate Finance



**Henry Chitsulo**  
Chairman,  
PDP Committee

## WELCOME

It is with great pleasure that we welcome you to the 2014 Property Development Programme ("PDP").

This prestigious and popular programme is presented jointly by the South African Property Owners Association ("SAPOA") and The Graduate School of Business ("GSB") of the University of Cape Town ("UCT"). The PDP is one of the intensive premier executive programmes designed for a variety of professionals in the property industry. Its aim is to equip delegates with an in-depth understanding of the various aspects of property development including Architecture, Law, Investment, Marketing, Property Management and Feasibility Studies.

Over the past 33 years, PDP has attracted delegates from as far as India, Mauritius, Egypt and the SADC countries and this year is no exception. Very experienced and knowledgeable lecturers are sourced far and wide to present lectures in their fields of expertise. It is this infusion of the variety of minds in various disciplines that makes the PDP a rich experience for all who attend.

Over the next two weeks you will enjoy well prepared presentations which will provide you with a new gratitude for the industry. Through these lectures you will gain a better understanding and appreciation of the roles and responsibilities of the various disciplines. Be prepared to learn, unlearn and relearn over the period you engage with the various disciplines for it is by having an open mind that learning takes place.

Once more the PDP SAPOA Committee and GSB are pleased to welcome you to the PDP Class of 2014. May you use the next two weeks to gain knowledge as well as forge long lasting relationships with your new found colleagues. May you learn from each other and appreciate the value each on of you is bringing to make this PDP a resounding success.

**Henry Chitsulo**  
Chairman  
PDP Committee

**LECTURERS**

The South African Property Owners Association (SAPOA) and The Graduate School of Business (GSB) thank each participating lecturer below for their valuable knowledge and expertise combined with the wealth of experience that was shared with our delegates at the Property Development Programme (PDP) 2014.

We are most certain our delegates will make use of this knowledge to further enrich our current vibrant industry.

**Richard Thompson**

Thomson Management Consulting  
Group Dynamics

**François Viruly**

Viruly Consulting (Pty) Ltd  
Property Economics / Pre-Investment Analysis

**Johann Marnitz**

J P Marnitz & Co  
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**Guy Nicolson**

Guy Nicolson Consulting  
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**Colin Devenish**

V & A Waterfront  
Operational Management on Mix- use Developments

**Steve Sutcliffe**

Trafficon  
Infrastructure Assessment: Traffic and Transportation

**Clive Shepherd**

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Design Technology: Architects Brief

**Rod Oosthuizen**

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**Helgo Schomer**

Dr Shomer & Associates Behavioural  
Health Consultancy  
Stress Management

**Mandla Hadebe**

Standard Bank  
Property Finance and Hedging

**Dave Russell**

Baker Street Properties  
Introduction to the Cape Town Market

**Norman Griffiths**

Norman Griffiths & Associates cc  
Property Valuation and Case study



**LECTURERS**

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International Housing Solution  
Residential Markets

**Barry Standish**

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**Derek Chittenden**

Blue Green Planning & Design  
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**Dave Duarte**

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Introduction to Property Development

**Cris Riego De Dios**

Smith Tabata Buchanna Boyes  
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**Pieter Engelbrecht**

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**JUDGES**

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<b>Johan Marnitz</b>	J P Marnitz & Co
<b>Clive Shepherd</b>	DSA – Architects International
<b>François Viruly</b>	Viruly Consulting (Pty) Ltd
<b>Mandla Hadebe</b>	Standard Bank
<b>Tony Gebhardt</b>	Hamlyn Gebhardt Quantity Surveyors & Construction Cost Consultants
<b>Derek Chittenden</b>	Blue Green Planning & Design
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**PDP COMMITTEE**

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**PDP 2014**



## **THANKS TO OUR SPONSORS**

SAPOA and the GSB would graciously like to thank the sponsors for their valuable financial support towards this prestigious programme.

**Standard Bank, for sponsoring the PDP programme, welcoming cocktail evening, certification dinner and the delegate booklet**



**Standard Bank**

Also trading as Stanbic Bank

**1st Prize winner sponsored by Hamlyn Gebhardt quantity surveyors**



**2nd Prize winner sponsored by Stauch Vorster Urban Designers**



**3rd Prize sponsored by AECOM South Africa (Pty) Ltd**



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