



BUILDING A BETTER NEW SOUTH WALES



UDIA NSW MEMBERSHIP PROSPECTUS

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From the CEO

Established in 1962, UDIA NSW has grown to become the leading industry body representing the interests of the NSW property development sector.

UDIA NSW aims to secure the viability and sustainability of the urban development industry for the benefit of our members and the communities they create.

We represent the leading participants in the industry and have more than 500 members across the entire spectrum of the industry including developers, financiers, builders, suppliers, architects, contractors, engineers, consultants, academics and state and local government bodies. A quarter of these members are based in regional NSW.

Almost 50 years of commitment to the property development industry has provided us with the experience to build solid policy platforms that we advocate to key decision makers and leading opinion shapers.

UDIA NSW is driven by its members. Our president, council, chapters, committees, and staff ensure that we give members maximum value for their investment.

Membership provides a unique opportunity to expand business networks, develop essential links to key industry stakeholders and decision makers, stay abreast of current industry issues, and truly influence the future direction of NSW's urban development industry.

[STEPHEN ALBIN, UDIA NSW CEO](#)

From the President

With the most comprehensive advisory structure, extensive program of events, professional development and networking functions, UDIA NSW provides the perfect environment to build long-standing business relationships.

Aligning your business with UDIA NSW allows you to contribute to the success of your own business, and also to the positive advancement of the industry. Our dedicated committees work closely with all levels of government and key industry stakeholders in a continual program of challenging engagement. Through consistent and balanced advocacy, UDIA NSW achieves best practice outcomes for the urban development sector in the ever changing market in which our members conduct business.

If your goal is to expand your business networks and maximize your in-house business intelligence, then I encourage you to read this prospectus and contact us today to discuss the benefits of UDIA NSW membership.

[MICHAEL CORCORAN, UDIA NSW President](#)

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Sitting back is not an option when it comes to the development industry ensuring that Government and Opposition develop policy that impacts positively on the industry. Left to their own devices, Governments tend to hear messages from a limited number of sources. The development industry's voice needs to be heard very clearly, particularly at a time of community concern about development and at a time when the economy is impacting so severely on businesses.

The Urban Development Institute of Australia has proved itself as a peak body that gets the message through to Government and Opposition alike. During recent amendments to the NSW planning legislation, UDIA NSW was a voice of experience and common sense. It is valued by Government and Opposition to bring professional and objective advice to very challenging policy areas.

I commend UDIA NSW for its pivotal place representing the urban development industry at the interface with Government and Opposition.

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[THE HON. BRAD HAZZARD, Minister for Planning and Infrastructure, Minister Assisting the Premier on Infrastructure NSW](#)

Policy and advocacy

The value of the industry to NSW is clear. Each year, urban development sustains more than half a million jobs. It adds more than \$15 billion worth of activity to the economy annually and contributes 20 per cent of total state government revenue through stamp duty generation.

UDIA NSW holds an extremely strong position in advocating for positive change that benefits the urban development industry. Our policy unit drives this change, through thorough analysis of the pressing issues for the industry, in consultation with our council, chapters, and membership.

This wealth of knowledge and experience puts UDIA NSW at the forefront when it comes to negotiating with Government. Our standing with Government and our reputation for making constructive input has never been stronger. Our campaigns, which have had extensive media coverage, are considered and strategic. Our policy team advocates on the basis of three key issues: sufficient land and housing supply, and a better planning system and timely and affordable infrastructure to support it. We are about helping our members create affordable, sustainable, and liveable communities.

Our policy direction

Our Policy Agenda focuses on the following key areas:

1. Delivering more houses in New South Wales.
2. Renewing commitment to urban consolidation.
3. Reforming New South Wales' strata laws.
4. Expanding housing choices.
5. Promoting sustainable development.
6. Delivering affordable infrastructure.
7. Creating Australia's best planning regime.
8. Accelerating local government reform.

Over the next 12 months, we will be concentrating our efforts to ensure the current Government has credible, industry-based advice for its new policy program.

Our policy summary

This year we launched the most successful campaign undertaken by the industry 'Let's Build a Better NSW' which resulted in the State Government promising to deliver 40,000 new homes each year in NSW.

Our other policy wins include:

- > A State Government commitment to rewrite the NSW Environmental Planning and Assessment Act.
- > Extension of the 50% discount on the special infrastructure charge for developers in growth areas, resulting in a savings up to \$10,000 per lot.
- > The State Government placing a \$30,000 cap on section 94 developer contribution levies to councils - saving home buyers up to \$35,000 per lot.
- > Developers saving at least \$5,000 per lot via an equitable treatment of new development in the roll out of the National Broadband Network.

For more information, or for a copy of Policy Agenda visit www.udia-nsw.com.au or email policy@udia-nsw.com.au.



Through balanced advocacy, UDIA NSW proactively and constructively influences levels of government on the key economic, social and environmental issues that affect urban development in NSW. Involvement with UDIA NSW allows us to contribute to the public policy debate and policy formation to strive for balanced outcomes for all stakeholders.

We have a proud association with UDIA NSW, and I would encourage all participants in this industry to participate with this relevant and respected organisation.



SIMON BASHEER, General Manager NSW & ACT, Communities, Lend Lease



Committees and chapters

We provide more opportunities for your business to be involved in formulating policy direction than any other property development industry body in NSW. Our extensive committee structure, along with our industry forums, roundtable discussions and publications allow members to participate actively and positively influence the direction of the industry. Qualified members are invited to contribute to policy committees that focus on solutions to address industry issues and regulatory challenges.

UDIA NSW Council

Members are represented by an elected Council of thirteen leading industry practitioners who are responsible for the strategic direction of the Institute. The Council then elects a President and an Executive Committee. Half Council elections are held annually at the Annual General Meeting.

Policy committees

UDIA NSW has an extensive member committee structure that helps to steer our policy initiatives and the strategic direction of UDIA NSW.

The committees are made up of more than 250 of the industry's key stakeholders. Our four policy standing committees focus on the priority advocacy areas for UDIA NSW. In addition, four policy advisory groups deal with issues ancillary to the priority areas, and three business advisory groups provide assistance on non-policy issues for the organisation.

The committee structure is as follows:

Policy standing committees

- > Land Supply and Housing Delivery
- > Urban Renewal
- > Infrastructure, Investment and Taxation
- > Planning and Regulatory Affairs

Policy advisory groups

- > Seniors' Living
- > Environment and Sustainability
- > Research
- > Strata and Community Development

Business advisory groups

- > Women in Development
- > Young Developers
- > Membership, Sponsorship and Events

Regional chapters

In addition to our policy advisory groups, UDIA NSW has six regional chapters with more than 200 of NSW's top regional industry practitioners involved in our events and committees. Our regional chapters include: The Hunter Region, Southern Chapter, Central Coast, Mid-North Coast and the North Coast.

For more information on our chapters and committees, visit www.udia-nsw.com.au or email policy@udia-nsw.com.au.

Networking and events

We connect our members with leading content, insights and networks to drive business performance. Last year more than 5,000 industry members attended our events to expand their business networks and hear from key government figures and business leaders.

Member companies and their employees enjoy generous discounts of up to 30 per cent off the standard non-member rate.

This year our program is expanding to include a broader range of industry briefings and regional networking events. This includes a series of invitation-only roundtable luncheons for top executives to meet and have their say in front of an audience of key decision makers in business and government.

Annual events program

Signature events

UDIA NSW Awards for Excellence – More than 600 attendees from around 100 companies attend this prestigious award ceremony to contend or support colleagues in their bid for an award.

UDIA NSW State Conference – Hear from leading industry experts from Australia and around the globe on the latest industry trends and outlooks. With a ‘who’s who’ of the development industry in attendance, you cannot afford to miss this opportunity to showcase your business and network with industry colleagues.

UDIA National Congress – Congress brings together more than 700 delegates from around Australia to hear from high-profile national and international speakers on a wide range of relevant industry topics. This annual event is the one time of year when the urban development industry comes together to discuss the latest issues affecting the industry nationally.

Winter Luncheon – UDIA NSW’s most in-demand luncheon is held at Parliament House in the Strangers’ Dining Room, and is sold out each year.

Western Sydney Luncheon – Held at Sydney Olympic Park, this luncheon focuses on development and infrastructure in Western Sydney.

President’s Award Luncheon – This event showcases the outstanding talent from the NSW Awards and features the presentation of the prestigious President’s Award.

Specialised events

Industry briefings – Throughout the year we hold timely and relevant briefings on the issues that affect our industry. Briefings are held across NSW in metropolitan and regional centres.

Corporate leaders luncheon series – An invitation-only boardroom luncheon series connects industry leaders with key figures in government and the industry, who will inform and positively influence your business.

Special interest group events – Led by some of our key committees such as Young Developers and Women in Development, these events attract high-profile speakers and provide a platform to make new business connections.

Regional events – We hold topical briefings, workshops and luncheons in NSW regions: The Hunter region, Southern Chapter, Central Coast, Mid-North Coast and the North Coast.

For further information visit www.udia-nsw.com.au or email events@udia-nsw.com.au. Member organisations have first right of refusal for sponsorship opportunities. For sponsorship enquiries, email sponsorship@udia-nsw.com.au.



Mirvac has a long-standing association with UDIA NSW and utilises the invaluable industry links that the organisation provides our business. Through their comprehensive advocacy on core industry issues, UDIA NSW plays a vital role in strengthening the urban development sector in NSW, and in turn, the market in which we operate. Mirvac has been the recipient of various UDIA NSW Awards for Excellence and is proud to be associated with an organisation that encourages innovation and leadership in urban development.



TREVOR JENSEN, Development Director, Mirvac Homes

Professional development

To support the personal and professional growth of our members, UDIA NSW provides a wide range of relevant, practical and invigorating training and education opportunities.

Our professional development program is written and delivered by some of Australia's most influential property developers, who are leaders in their areas of expertise. Through applied knowledge, relevant and timely information and the provision of practical examples, attendees are able to immediately apply what they learn in the classroom back in the office. Attendees are also given a unique opportunity to network with fellow attendees and guest presenters through our small group structure, group lunches and site visits.

We offer introductory courses, critical knowledge training, and a range of interactive workshops on specialised areas. Employees of member companies receive up to 30 per cent off the standard fee for all UDIA NSW learning and development programs.

More than 800 industry professionals have attended UDIA NSW courses since they were launched in 2005. Attendees are able to tap into the experience of our practitioners and keep in touch with fellow classmates long after they leave the classroom through our online groups.

Corporate Training

We provide corporate training solutions for groups of ten or more in both central and regional NSW. Corporate training is a practical and cost effective way to develop or maintain the skills and knowledge of your staff. A tailored program can be delivered at your company premises or in UDIA NSW training rooms.

Continuing Professional Development (CPD)

We accredit one CPD point per hour of classroom time. Certificates of Completion are provided on course accomplishment for evidence towards CPD requirements.

For more information visit www.udia-nsw.com.au or contact pd@udia-nsw.com.au.



Industry intelligence

UDIA NSW recognises that timely and accurate information is the cornerstone of any good business. We provide members with credible, timely and reliable industry knowledge to assist businesses make informed decisions. Members receive a number of respected publications and information resources including:

Developers Digest – With a wide circulation, our quarterly members' magazine, Developers Digest provides information and commentary on issues impacting upon your business.

Developers Intelligence – A regular members-only email update provides our members with market intelligence and research, including industry statistics and analysis.

Developers Update – Delivered fortnightly, our members-only newsletter covers news affecting the industry, policy and regulatory updates, as well as member and UDIA announcements.

Members Directory – Members have an exclusive right to list their business in our membership directory, which is the ultimate reference guide to 'who's who' in the development industry.

Policy Publications – Through the work of our committees and policy department, UDIA NSW regularly publishes a number of important policy publications and research papers that complement our policy agenda.

Members Alert – UDIA NSW issues an additional email update on breaking industry news, including major government announcements as it occurs.

Media – A professional in-house media liaison service achieves strategic coverage of advocacy for policy change, campaign successes and the achievement of our members.

For more information visit www.udia-nsw.com.au or email communications@udia-nsw.com.au.

UDIA NSW Awards

Awards for Excellence – These awards showcase the outstanding contributions that the development industry makes to the State. Winners are selected for their stand-out commitment to excellence in one of the award categories and announced at the awards ceremony and gala dinner. Winners then have the opportunity to represent NSW in the National Awards, and in the international arena.

Women in Development Leadership Award – This award acknowledges the positive contribution women make to the NSW property industry. The award is presented to a female member who has demonstrated an outstanding level of contribution and professional achievement to the industry.

Young Developers Leadership Award – This award promotes and encourages emerging young talent within the industry. The award is presented to a member aged under 35 years who has demonstrated outstanding leadership skills and a positive commitment to the industry above and beyond their job.

Roy Sheargold Scholarship – The Roy Sheargold Scholarship is awarded annually to a member for exceptional professional performance, achievement and contribution to the industry. The awarded member will be an outstanding and respected individual within the industry who has aspirations to achieve and perform at the highest level, and who has demonstrated their leadership capability and ability to inspire other members.

Invest in the growth of your organisation

To become a member, please complete and return the enclosed UDIA NSW membership form. If you would like further information, contact us on **02 9262 1214** or email membership@udia.com.au



UDIA NSW offers benefits to individuals, organisations and the industry as a whole. UDIA NSW plays an important role in representing our industry and membership provides the opportunity to have input into the positions UDIA NSW champions. Individuals and organisations are provided with standards of excellence and new learning experiences through UDIA's awards and education programs. UDIA NSW forums and conferences offer important promotional and networking opportunities that cannot be underestimated.

In Landcom's case, as the NSW Government's property developer, our membership of UDIA NSW has facilitated not only a clear position of Landcom's role, but more importantly an understanding of it in the broader context of the industry. This could not have been achieved without the UDIA's programs, services and our membership.



SEAN O'TOOLE, Managing Director, Landcom

About UDIA NSW

The Urban Development Institute of Australia NSW (UDIA NSW) represents the interests of the urban development industry in NSW. UDIA NSW aims to secure the viability and sustainability of the urban development industry for the benefit of our members and therefore the communities that they create.

UDIA NSW represents the leading participants in the urban development industry with more than 500 member companies including developers, financiers, consultants, property managers, planners, builders, manufacturers, and state and local government bodies. A quarter of these members are based in regional NSW.

