



UDIA NSW Professional Development

2025 Prospectus



Iluka by IPM Property & PBD Architects

Table of Contents

About the UDIA NSW Professional Development Program	4-5
Development Essentials Program	6-7
Module 1: Identifying Development Opportunities and Financial Feasibility	
Module 2: Understanding the NSW Regulatory Environment	
Module 3: Managing a Development Project	
Module 4: Sales & Marketing in Property	
Training Courses	8-11
Financial Feasibility	
Essentials of Property Law	
Placemaking & Urban Design	
iCIRT Training Module	
Online Training	12-14
Achieving Quality Built Outcomes in a Development Project	
BSB90420 Certificate IV in Project Management, Specialising in Property Development	
UDIA NSW Facilitators & Guest Speakers	15-17
Hosting Opportunities & In-House Training	18

To register for any of our professional development courses, visit our website
www.udiansw.com.au



Our **UDIA NSW Professional Development Program** was created in 2005 and over that time we are proud to have offered a first class program to enable participants to deepen their skills and knowledge of the development industry.

Our Course Facilitators have hand picked industry expert presenters to deliver the program either face to face or online to more than 250 participants each year who attend our courses to enhance their personal and professional development and grow their networks.

Why our members study with us?

- Learn from Leading Industry Experts
- Industry Specific Content
- Grow Your Network
- Member Discounts & Group Discounts
- In-House Corporate Training Options
- Build Your Professional Certifications

Study with UDIA NSW

Our professional development program is written and delivered by some of Australia's most influential property development experts. More than 3,000 industry professionals have attended our courses since 2005. Attendees value being able to tap into the experience of our practitioners and grow their networks by keeping in touch with classmates through interactions in our small class sizes, group lunches and site visits. They also continue the work connections they make at individual catchups and at our popular industry events.

Courses Tailored to our Industry

Through applied knowledge, relevant and timely information and the provision of practical examples, attendees tell us they were able to apply what they learn in the classroom to their current role.

Earn CPD Points

Many of our courses which are relevant to your training needs enable you to claim CPD points. Please contact check the NSW Fair Trading website <https://www.fairtrading.nsw.gov.au> or your relevant association or certifying body to confirm how many CPD points your selected course or workshop would be awarded prior to registering. Please note that UDIA NSW does not award CPD points.

Member discounts

All employees of UDIA NSW member companies save up to 30% off the standard fee for any UDIA NSW training course, workshop or tour.



Training Courses

Development Essentials Program

Members: \$2495 | Non-Members: \$2995

Take the next step in your professional journey with our Development Essentials course, delivered over 4 days. Gain an understanding of the property development process and what resources and expertise are needed to complete a successful development project.

Introduction to Financial Feasibility

Members: \$825 | Non-Members: \$995

For those looking to advance your financial assessment methods and capabilities when starting your new project, this is the course for you. Delivered as a practical workshop, with a detailed introduction on how to operate a lead software package - ARGUS EstateMaster.

Advanced Financial Feasibility

Members: \$825 | Non-Members: \$995

This hands-on learning experience uses a detailed case study of a site in Sydney to conduct a feasibility study from start to finish. We recommend attending this course after completing the Financial Feasibility Stage 1 Course.

Essentials of Property Law

Members: \$825 | Non-Members: \$995

Delivered by experts in various areas of property development law, this sought after course covers eight key areas of property law and will bring you up to date on current changes which are occurring.

Placemaking & Urban Design

Members: \$825 | Non-Members: \$995

When done well, Placemaking and Urban Design can add layers of interest and vitality to a project, produce healthy outcomes for users and residents, and create a commercial edge in the marketplace. Learn from industry leaders how to successfully execute urban design.

iCIRT Training Module

Set Price: \$395

This course provides a thorough and holistic overview of iCIRT including demystifying the assessment process.

Online Training

BSB40920 Certificate IV in Project Management Practice, specialising in property development

Members: \$3495 | Non-Members: \$3995

Written by UDIA in partnership with its members, this is the only nationally-recognised qualification of its kind teaching project management competencies unique to the property development industry.

Achieving Quality Built Outcomes in a Development Project

Cost: \$140 | Online Module | 6 Months Access

Developed by the Office of the Building Commissioner in collaboration with UDIA NSW, this course focuses on the procurement processes and quality assurance practices that are critical to the construction of a quality development.





Development Essentials Program

Course Dates

Tuesdays & Wednesdays 13, 14, 20 & 21 May
Tuesdays & Wednesdays 19, 20, 26 & 27 August
Tuesdays & Wednesdays 18, 19, 25 & 26 November



Arcadis, Level 16/580
George St, Sydney



9:30am – 5pm

Program Overview

Understand what influences the property cycle, learn how to conduct a financial feasibility study, develop an understanding of the planning system, regulatory controls and the DA process, learn how to identify and mitigate risk and what resources you need to successfully manage a project, identify key strategic and legal considerations in the marketing and sale of property and much more.

Learning Outcomes

By the end of the course, participants will have gained a good understanding of the property development process and what resources and expertise are necessary to complete a successful development. Participants will understand how to identify a development opportunity, best practice for applying for development consent and finance, and how to mitigate potential risks through a well-managed and planned development process.

Course Host



Arcadis is the world's leading company delivering sustainable design, engineering, and consultancy solutions for natural and built assets. We are more than 36,000 people, in over 70 countries, dedicated to improving quality of life.

MODULE 1 | Identifying Development Opportunities and Financial Feasibility

Dates | May 13, August 19 and 18 November

Learn the fundamentals of financial feasibility and mitigating risk, such as discounted cash flow; key drivers and trends of the property development cycle; what to look for in a development opportunity; how to evaluate a site for acquisition; and the different methods used to raise development capital.

MODULE 2 | Understanding the NSW Regulatory Environment

Dates | May 14, August 20 and 19 November

Learn the history of NSW Planning and the future of planning controls and legislation; the meaning and importance of SEPP's, LEP's and DCP's; what an 'integrated development' means and what special conditions need to be met; and the information Councils require in order to provide consent to a DA application.

MODULE 3 | Managing a Development Project

Dates | May 20, August 26 and 25 November

Learn the nine knowledge areas of project management and practical insights in their application; how and when to use Value Management; the importance of managing the expectations of the community and communicating with stakeholders; and the importance of an ethical development process.

MODULE 4 | Sales & Marketing

Dates | May 21, August 27 and 26 November

Learn project marketing fundamentals such as understanding buyer profiles and market segmentation; how to meet market requirements; legal obligations present in the sales and marketing process; strata considerations throughout the development and sales process; and review best-practice case studies with leading industry experts.

Member
Full Course \$2495
Per Module \$825

Non-Member
Full Course \$2995
Per Module \$995

10% off the full course fee for groups of 4+ available
for UDIA NSW members



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Financial Feasibility

Course Dates

Stage 1: Introduction to Financial Feasibility
March 7, June 13 and 17 October

Stage 2: Advanced Financial Feasibility
September 5

Altus, Level 12
1 Market St, Sydney



9am - 4pm



Member
\$825

Non-Member
\$995

10% discount for groups of 4+
available for UDIA NSW members.

Course Overview

A financial feasibility analysis will tell you whether your proposed development will be a financial success or a failure. It will highlight potential problems or risk you may face along the way enabling you to undertake sensitivity analysis to better understand the risks.

STAGE 1 COURSE

Introduction to Financial Feasibility

Delivered as a practical workshop, Financial Feasibility Stage 1 provides participants with an understanding of how to conduct a financial feasibility study using the lead software package – ARGUS EstateMaster. This course is designed for those with limited industry experience who want a better understanding of the development process.

STAGE 2 COURSE

Advanced Financial Feasibility

This is a hands-on learning experience, using a detailed case study of a site in Sydney to conduct a feasibility study from start to finish. Attendees will hear from industry experts from Altus Group. This course is designed for those with some industry experience, with technical backgrounds or those who have attended the Financial Feasibility Stage 1: An Overview course. Attendees must have knowledge of how to use the ARGUS EstateMaster software.

Course Host



Altus Group

Altus Group is a leading provider of independent advisory services, software and data solutions to the global commercial real estate industry. They empower clients to analyse, gain insight and recognise value on their real estate investments.



Aire by Sekisui House & The Orchards Norwest

Essentials of Property Law

Course Dates

Tuesday 25 March, Tuesday 24 June
and Wednesday 17 September

Holding Redlich, Level
65/25 Martin Pl, Sydney



9:30am – 5pm



Member
\$825

Non-Member
\$995

10% discount for groups of 4+
available for UDIA NSW members.

Course Overview

Delivered by experts in various fields and specialisations of property development law, this comprehensive course covers eight key areas of property law and will bring you up to date on changes which are occurring. Once completed you will have a broad understanding of how the law relates to property development, understand recent changes to the law, be aware of the pitfalls when the relevant laws aren't taken into account, and you will gain practical skills to assist you identify and manage legal risks.

Who Should Attend

Developers, builders, planners, project managers, consultants and those thinking of undertaking a development themselves. This course will be of interest to a broad spectrum of people within the property development industry and related industries.

Learning Outcomes and Topics

- Acquisitions and Disposals
- Planning & Environment Law
- Building & Construction Law
- Property Marketing
- Strata Law
- Finance Law
- Industrial Relations

Course Host



At Holding Redlich, great law is our starting point. Across our offices in Melbourne, Canberra, Sydney, Brisbane and Cairns we provide a complete range of legal services for clients of all sizes including many of Australia's largest public and private companies and all levels of government.



Placemaking & Urban Design

Course Dates

Thursday 3 April, Tuesday 3 June
and Tuesday 21 October

Ethos Urban, Level 4/180
George St, Sydney



9:30am – 5pm



Member
\$825

Non-Member
\$995

10% discount for groups of 4+
available for UDIA NSW members.

Course Overview

Placemaking should be a critical consideration in any development. Done well it adds layers of interest and vitality to a project, produces healthy outcomes for users and residents, and creates a commercial edge in the marketplace. For developers, this distinguishes individual developments from competitors and translates to higher price points. It also enhances an organisation's reputation.

Who Should Attend

Anyone who seeks to deliver a quality urban outcome through development is encouraged to attend. This includes development managers, asset owners, town planners, architects, urban designers, landscape professionals, quantity surveyors, project managers, financiers, marketers and others, whether working in the private sector or local government.

Learning Outcomes

Attendees will gain an understanding of the theory of placemaking and successful place creation and the reasons why placemaking needs to be on the agenda for any development. Attendees will also gain insight into the social and economic benefits that can be achieved and see regional and international best practice examples of creating value through place.

Course Topics

- The Concept of Placemaking & Government's Approach
- Place Visioning & The Market
- Placemaking in Practice
- Planning for People & Place
- Making Place Happen
- Healthy Places
- Reinforcing Place, A Case Study: Rouse Hill

Course Host



At Ethos Urban, we're a team of economists, planners, designers, social strategists, engagement specialists and project managers. We approach our work and play with the curiosity, and the imagination, to solve problems and make the impossible, possible.



AURA by Aqualand

iCIRT Training Module

The UDIA NSW iCIRT Training Module is supported by Equifax.

Course Dates

Wednesday 7 May and Tuesday 17 June

UDIA NSW, Ground Floor,
15 Castlereagh St, Sydney



9am – 12pm



Set Price
\$395

Course Overview

The aim of the session is to provide a thorough and holistic overview of iCIRT including demystifying the assessment process. You will gain an understanding of how best to prepare for the assessment process and what is more likely to lead to a better star rating outcome. You will leave the session better equipped and more confident to start your iCIRT journey.

Who Should Attend

Senior leadership including representatives from finance, operations and marketing.

Learning Outcomes

- The background and need for iCIRT within the broader industry and the market in alignment with the Construct NSW building reforms
- Guidance for the assessment process including the types of evidences required to be submitted
- How best to prepare and set yourselves up for success in order to obtain the best possible rating outcome
- The economic benefits being afforded to rated businesses

Course Partners



BSB40920 Certificate IV in Project Management Practice, Specialising in Property Development

Intake 1: 17 February – 18 July



Intake 2: 21 July – 5 December

Online | Fortnightly Tutorials



18 Weeks



Member
\$3,495

Non-Member
\$3,995

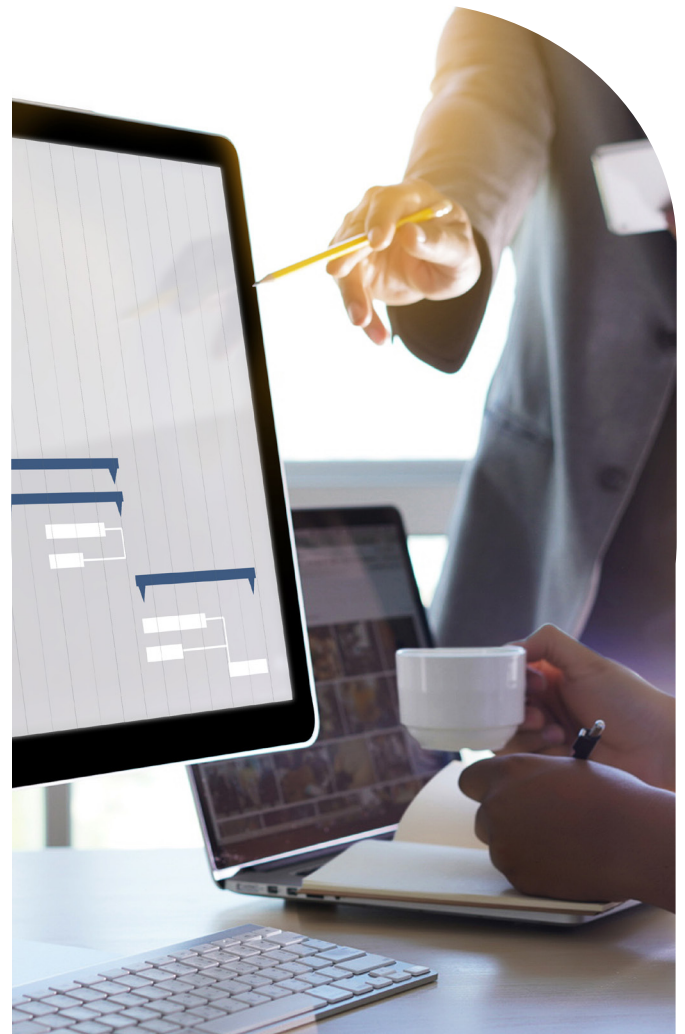
10% discount for groups of 3+ available for UDIA NSW members.

Course Overview

BSB40920 Certificate IV in Project Management, Specialising in Property Development is the only nationally-recognised qualification of its kind that teaches the project management competencies unique to the property development industry. The course outlines the critical skills of project management such as identifying project scope; managing time, cost and quality; contract negotiation; team engagement and stakeholder communication.

Who Should Register

The qualification has been uniquely designed for those who work or aspire to work in project roles within property development. The skills taught in this qualification are vitally important for roles such as Project Managers, Construction Managers, Development Managers, Town Planners, Architects or Engineers.

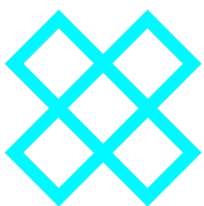




Units of Competency

- BSBPMG420 | Apply project scope management techniques
- BSBPMG421 | Apply project time management techniques
- BSBPMG422 | Apply project quality management techniques
- BSBPMG423 | Apply project cost management techniques
- BSBPMG424 | Apply project human resources management approaches
- BSBPMG425 | Apply project information management & communications techniques
- BSBPMG426 | Apply project risk management techniques
- BSBPMG427 | Apply project procurement procedures
- BSBPMG429 | Apply project stakeholder engagement

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**Australian
Institute
of Project
Management**
Endorsed
Course

The BSB40920 Certificate IV in Project Management Practice is endorsed by the Australian Institute of Project Management (AIPM). As part of our partnership with AIPM, this course includes a complimentary 12 month student membership to the AIPM, the industry peak body for project management professionals in Australia. Upon graduation you can choose to upgrade your membership and then apply to become a Certified Practicing Project Practitioner (CPPP).

Achieving Quality Built Outcomes in a Development Project

Online | 6 Month Access



On-Demand | 2hrs to complete



Single Price
\$140

Course overview

This course focuses on the procurement processes and quality assurance practices that are critical to the construction of a quality development. It will demonstrate best-practice for processes around scoping, contracting, and procuring services for a project, including the embedding of practices surrounding the governance of procurement contracts and the payment for works completed.

Topics Include

- Scoping the end-to-end project;
- Procurement processes to engage trusted and qualified designers and constructors;
- Contracting for services and contract governance
- Validating qualifications and licences of trades, installers, and other professionals;
- Governance processes surrounding payment for works completed;
- Preparation and management of Quality Assurance procedures;

Course Completion

Upon completion of the course, undertake the assessment quiz and the feedback activity to obtain your certificate of completion.

Course Partner



This online learning module is proudly developed by the Office of the Building Commissioner in collaboration with Urban Development Institute of Australia NSW (UDIA NSW).





UDIA NSW Facilitators



Stephen McMahon
Director, Inspire Planning
UDIA NSW President (2020 – 2022)

Stephen McMahon is a recognised planning and urban development professional with 30 years broad ranging experience and expertise in the establishment and management of planning and development projects and teams. He has been a member of the NSW Urban Development Institute of Australia (UDIA) for over 20 years and in 2010 he was elected Councillor and has been a member of Council Executive, Treasurer and Vice President. Between 2020 – 2022 Stephen was President of the Institute. He is also a Registered Planner and Fellow of the Planning Institute of Australia. More broadly, Stephen also sits on Sydney Water's Customer and Community Reference Group, Jemena Gas Networks Customer Council and the NSW Department of Planning's Better Places Advisory Group.



Ian Peters
MAIPM, CPPD, Reg PM
Project Manager, Senior Trainer/Assessor, McMillan Staff Development (RTO code: 88187)

Ian Peters is an experienced Senior Trainer at McMillan Staff Development (RTO code: 88187). His relationship with UDIA has spanned for almost a decade; training, coaching, and mentoring many hundreds of aspiring project managers as part of the extremely successful 18-week Certificate IV in Project Management Practice course (specialising in urban development) and 4-day Development Essentials Program.

Guest Speakers

We are honoured to work with an amazing team of guest speakers for our UDIA NSW training programs. You can see below just some of our wonderful experts that have presented to our members and guests. UDIA NSW welcomes expressions of interest for guest speaker positions. If you are interested in joining the UDIA NSW Professional Development Program, please contact: Felicia Roditis, Professional Development & Training coordinator, pd@udiansw.com.au.



Stan Fitzroy-Mendis
Area Planning
Manager,
City of Sydney



Prof. Susan
Thompson
Professor of
Planning, UNSW
and Associate
Director, City Futures
Research Centre



Angela Koepp
Principal, Hatch



Ally Lovell
Account
partner,
REA Group



Allan Micallef
Principal,
Robert Allan
Property



Tom Payne
Place Strategy
Director,
Hoyne



Stefan Meissner
Director Design,
Ethos Urban



Sam George
Principal
Urban Design,
Hatch



Bill Donohoe
Director,
Trio Property
Development



Tash Sefton
Account
partner,
REA Group



Arlene Colquhoun
Partner,
Maddocks



Leon Sakaris
Partner, Sparke
Helmores Lawyers



Davide Bini
Senior
Originator,
Pallas Capital



Maksim Mikrukov
Director, Barings



Ashlee Trapl
Senior Account
Partner,
REA Group –
Developer



Tim Peisley
National Training
Manager,
Altus Group



Anthony Daher
Director, Head
of Residential
Development ,
Knight Frank



Greg Morgan
Project Director,
Diversi Consulting



Vy Nguyen
Place &
Development
Specialist



Tony Britt,
Special Counsel
Fielding Legal



Tim Capelin
Partner, Piper
Alderman



Jessica Rippon
Principal
Solicitor,
Construction
Legal



Matilda Halliday
National Developer
Advisor,
PICA Group



Alinta Briggs
Special Counsel,
Sparke Helmore
Lawyers



Thomas Kwok
Partner,
Holding Redlich



David Moreton
Regional General
Manager,
The GPT Group



Saul Moran
Development
Director,
Planning
& Design,
Billbergia



Abdul Khan
Director,
ASK Property
Consultants



Mary-Lynne Taylor
Special Counsel,
Bartier Perry Lawyers



Roger Collins-
Woolcock
Director,
Collins &
Woolcock



Andrew Hoyne
Principal &
Founder,
Hoyne



Clare Brown
Director Planning,
Urbis



Cam Dunnet
Head of Narrative
Strategy & Copy,
Hoyne

Corporate In-House Training

More than 3,000 industry professionals have attended UDIA NSW courses since they were launched in 2005. Attendees are able to tap into the experience of our practitioners with small class sizes and dedicated speakers. Through applied knowledge, relevant and timely information and the provision of practical examples, attendees will be able to immediately apply what they learn in the classroom back in the office.

We provide corporate training solutions for groups of fifteen or more in the Sydney CBD. Corporate training is a practical and cost effective way to develop or maintain the skills and knowledge of your staff. A program can be tailored to the specific needs of your staff or you can choose from our current course program. The course you choose will be delivered at your company premises.

If you are interested or would like to discuss tailoring a professional development program to suit your staff, please contact us at pd@udiansw.com.au.

Showcase Your Company!

Our members find hosting a course or workshop a great opportunity to showcase their company to the attendees present. There are a range of valuable benefits for hosting one of our training courses or workshops, including a complimentary registration to attend your chosen course or workshop, as well as unparalleled member database of more than 6000 through marketing emails, at events and on training collateral. As the Course Host your logo would be used on all marketing material such as the registration page on our website, course or workshop brochures, and marketing emails to our full database. Hosts also get to showcase their company and the services they can provide to attendees by giving the welcome remarks on the day.



Host benefits

- Promotion of your brand to our full database
- Logo used on course marketing material and website
- Complimentary attendance for one of your staff valued from \$825 - \$2495
- Brief introduction from company representative to showcase your services to course attendees
- Fantastic networking opportunities
- Social media exposure via LinkedIn and Facebook

If you are interested in hosting with us or require further information, please contact pd@udiansw.com.au.



To register for any of our professional development courses, visit our website **www.udiansw.com.au**

For further information about the UDIA NSW Professional Development Program, please contact:
Felicia Roditis, Professional Development and Trainings Coordinator, at pd@udiansw.com.au.

We are city-shapers.

Urban Development
Institute of Australia
NSW



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www.udiansw.com.au