



STATE PRESIDENT'S MESSAGE

For half a century we have been representing you and ensuring your voice on industry issues was heard and heeded.

It is our members choosing to come together that gives us a unified voice. We are stronger united and we thank you for the part you are playing in advancing our industry.

Founded in 1971, the Queensland arm of the Urban Development Institute of Australia was created to represent developers in an increasingly complex development environment.

Together we have created some amazing communities, places Queenslanders still call home today. We've also delivered thousands of other spaces that people enjoy on a daily basis, from parks to playgrounds and everything in between. Our work leaves a mark and it is one we should all be proud of.

Now, more than ever, is an important time to belong to the Institute. We have stood shoulder-to-shoulder with members for the past five decades, as we've weathered the challenges of market cycles and unforeseen extraordinary events.

At a local and State level, our branch and policy committees advocate to bring the issues of our industry to centre stage. This work is critical to making progress across Queensland and we have dedicated significant time and effort to building strong relationships with government and councils statewide. These relationships give our voice credibility within government when matters of industry significance are under consideration.

Thanks to our role as a trusted industry representative we are included in discussions about the future of housing development in this great State. We've had too many great wins over the years to list, but they are really the tip of the iceberg. So

many discussions and conversations occur behind the scenes that impact the industry. Our team are in constant communication with other industry organisations, councils, and government with the singular focus of representing our industry.

To borrow the phrase of a French philosopher, "the more things change the more they stay the same". A lot of the issues we faced in the early 1970s continue to be matters of importance fifty years later. Some of the headline issues – like land supply, affordability, and infrastructure provision – are just as relevant now as they were 50 years ago because they are multi-faceted matters that have reignited based on the political priorities at the time.

The community also has a stake in housing development and is an important stakeholder that deserves engagement because we shape how they live. In many respects the Institute's role is to play the long game on the behalf of members with all stakeholders, and it is a game that will never end.

In response to the challenge of only being able to advocate on direct member feedback, we launched the Research Foundation in 2014 to expand the insights we can offer on housing development. Our qualitative research program, focused on understanding the community as both stakeholders and buyers, has been an invaluable initiative. It has taken our ability to contribute meaningfully to government policies to the next level. Quality research is hard to refute and gives us a unique point of view that is highly valued by those we engage with. This research has also equipped our members with actionable insights that can positively impact their business operations and project outcomes.



**“WE’VE STOOD
SHOULDER-TO-SHOULDER
WITH MEMBERS FOR THE
PAST FIVE DECADES.”**

I am proud to be the Institute’s 26th President. The longevity of the UDIA is a legacy bestowed upon us by the generations of property industry professionals who have come before us and I promise to play my part in leading us through this chapter.

The work of the Institute would not be possible without our members. We acknowledge key members in this publication but there are hundreds

more not mentioned that have generously contributed their time and effort to advancing the industry, whether that be through our various committees or serving on the Board. We are stronger together and we look forward to the next 50 years leading the industry to new heights.

Warwick Bible

State President

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THE INSTITUTE'S BEGINNINGS

An edited extract of “From the ground up: A history of the Urban Development Institute of Australia” by Tony Prescott, 2005.

Property and development

An entire industry has surrounded the process of land development in Australia since the 19th century. The original granted estates were often purchased by individual developer/speculators and then subdivided and sold. However, the process really began in earnest during the ‘long boom’ that followed the discovery of gold in the eastern colonies in the 1850s. Land speculation was rife and land development companies emerged, many of them were rare for some time afterwards. Also during this boom there emerged real estate agents whose job was to assist the purchase and sale of land owned by others and to collect rents. These agents (many now still trading as well known national businesses) were to prove more lasting than the development companies and some later themselves evolved into land developers.

It is important to emphasise that the nature of residential property-owners was quite different before 1945. The predominance of individual home ownership in Australia is a relatively recent phenomenon, brought about by a combination of increasing post-war prosperity and various incentives, notably a radically widened availability of credit that rose to a peak with financial deregulation in the 1980s. Before the second half of the 20th century, most people simply rented. The purchasers of subdivided estates and the people who built houses on them were generally either landlords, who rented their houses out, or the other well off, who lived in them. There were, however, plenty of instances of ‘battlers’ scraping together enough to buy an allotment and then, after a further period of

saving, building the family house on it. This created a tradition of owner-building that was very strong in Australia from after the First World War and certainly thrived in the 1950s and 1960s until tightening of official requirements and the emergence of competitive ‘project homes’ and easier finance curtailed this activity somewhat. Indeed, in the early 1950s, the diminishing market for rental housing and the great increase in owner building had led to the apparent disappearance of the professional ‘spec’ builder. However, the old-style ‘spec’ builder was quickly replaced by the large building, development and finance ‘mass-produced’ prefabricated houses to standard designs. This was to change the face of Australian housing in the late 20th century.

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Apart from land-use planning, governments also influenced the property market through extending their involvement in public housing to broader involvement in land acquisition. Public housing initiatives had been undertaken since the early 20th century but it was after 1945, in response to the post-war housing shortage, that public housing became a major factor in the urban landscapes. Whilst they catered for those on incomes too low to purchase a property, these government housing bodies provided a service that complemented private development (though obviously competing for land). Public housing (including War Service homes) was a major feature in all states and its availability influenced both the levels of owner-building and

private development in many areas.

At the same time, in the early 1970s, the new federal Labor Government was encouraging and funding states to set up Land Commissions to acquire ownership of subdividable land and sell it at controlled prices. The notion of leasehold sale (where the Government retained ownership of the land but the purchaser held it on a long lease) was also encouraged in Labor circles. In NSW and South Australia, Land Commissions were formed under Labor Governments and initially pursued their political agendas. In Queensland, with a conservative government committed to private enterprise, no Land Commission was established. The original concept of the Land Commission was regarded by conservative governments and developers as too socialistic and, under changing State political agendas, was not sustained in the long term even by Labor Governments. The concept of leasehold ownership of land never got off the ground. Although common overseas, it was anathema to most Australians who held firmly to a belief in owning their own plot as freehold. Upon its release from large estates, land generally passed through the hands of developers who subdivided and sold it. This was emotive territory because development inevitably became associated with speculation, rightly or wrongly. As urban land became scarcer and the demand for it became greater in the late 20th century, tension developed as the dream of home ownership was tested for many. Land developers were blamed for price rises and were accorded epithets like 'land sharks' while developers in turn blamed speculators. Certainly, developers had to make a profit and relied upon buying land at good prices and having 'the ingenuity to squeeze the most out of the site, the building design, the funding sources, and the market.' Or, as the UDIA put it, developers created a value-added end product out of a raw material (land) whereas speculators sat on the raw material until it appreciated in value through demand, rezoning or other non-trading factors. The line between development and speculation

sometimes blurred in political agendas but, while big developers were prime targets for often-unjustified criticism, many individual property owners also turned to speculation as values rose. By late in the 20th century the family home, rather than being valued merely for the security of somewhere to live, became for many a tax-free tradable asset in the ascent towards increased personal wealth.

As early as 1973 the UDIA, as the body representing developers, was publicly defending the industry against claims that developers were primarily responsible for the high price of land. At the practical level, developers were the machinery facilitating the availability of new urban land – or, increasingly, the re-use of old urban land. How they were regarded in this process depended on power relationships, popular feeling and, underlying it all, how easy or difficult it was to achieve the Australian dream of home ownership. The UDIA emerged as this process, and its increasingly complex contexts, heated up after the 1950s.

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The UDIA's precursor: the IRED

In NSW by 1961 developers were experiencing considerable difficulty in obtaining development and subdivisional approval for land that was already zoned residential. The specific trigger thus came in Sydney when the urban water supply and sewerage authority moved to require developers to meet the cost of such services in new subdivisions, requiring a substantial payment in advance. This, and a realisation of the need to coordinate efforts

on a number of other issues such as the need to streamline rezoning procedures, led to the formation in New South Wales of the Institute of Real Estate Development (IRED) in 1961. In the first issue of its newsletter, *The Developer*, its President, Bruce McDonald, noted that the Institute was created “.... not only for those companies engaged in residential subdivision activities, but for all those in the development field as such, whether they be in home units, shopping centres, industrial parks, in city redevelopment and the like, and also for those actively associated with it, such as Architects, Solicitors, Engineers, Surveyors, Town Planners etc.”

This inclusiveness was to be a hallmark of the Institute and its successor (UDIA) from the beginning. IRED moved off to a running start, indicating that the need for such organisation was well overdue. By the end of the 1960s the Institute was well consolidated in NSW and had an accepted

role in the state’s political and planning process, thus providing a prototype for such a process to develop in other States and nationally.

Emergence of a national setting

Urban development was a major industry across the nation. By the end of the 1960s, some 142,000 dwellings per year were being constructed in Australia – about two-thirds of them houses and one-third apartments. About half of these dwellings were being constructed in NSW and Victoria, reflecting the population distribution. Housing represented more than half the value of all building in Australia. The situation, however, was fraught with political and planning difficulties. Rapid urban and suburban growth saw a raft of adverse commentary from architects, planners and a newly



New housing being constructed in Brisbane, 1945, State Library of Queensland

emerging profession that came with additional zeal – environmentalists. As the development industry came to terms with these challenges it was always to the credit of the Institute that it provided a venue for the airing of these alternative viewpoints and a forum for debating them. Prior to this, however, the Institute was to step up into a national environment. IRED was to be transformed into the Urban Development Institute of Australia.

New South Wales was not the only state in which developers would feel tested by the 1960s. A key figure in the expansion of IRED into a national body was Allen Vogan, who became President of the Institute in NSW in 1969. At that time Allen worked for the Hooker Corporation in Sydney and had responsibility for setting up interstate offices of the company. In doing so he took the opportunity to contact developers in other states to encourage them to set up Institutes in each state. As a result, an Institute of Real Estate Development was established in Queensland in 1971.

Whilst these state bodies were separate entities, the national impetus was immediate and soon formalised at a national congress held by the Queensland Institute at Surfers Paradise in 1972. The state bodies decided to adopt the common name, Urban Development Institute of Australia, to avoid confusion with other groups such as the Real Estate Institute. With the national body established, the state bodies progressively incorporated or reincorporated with the new name.

During the 1970s, the industry had to weather an economic downturn that saw some developers go out of business and some of the state UDIA's fighting for survival. As we have seen, it was also a decade in which more complex planning and environmental legislation evolved and in which a more discerning public was questioning the underlying assumptions and directions of urban development. On the outskirts of cities the loss of open space and natural land was questioned and in the inner cities the automatic presumption of demolition for urban

renewal was often brought to a halt by a combination of public agitation, heritage legislation and union 'green bans.' Later there was also to be growing concern about the public costs of urban growth and about increased social inequality and divisions. The lines on these issues were drawn in the 1970s and the following decades brought new directions and greater sophistication in the industry's approach to development.

In 1980, UDIA took the opportunity to pause and look at 'Lessons from the seventies – opportunities for the eighties' at its Annual Congress in Adelaide. Discussion covered economics and finance, the growing public concerns of consumer protection, energy and the environment, and the unwelcome state Land Commissions, a product of the Whitlam Government's ideals. These Land Commissions had been introduced in various forms in every state except Queensland.



Bellevue Hotel, Brisbane, 1940,
State Library of Queensland

In Queensland, on the other hand, there was no Land Commission and 'free enterprise [was] the name of the game.' Hardly surprisingly, Queensland was the state where private urban land development was at its strongest. In many respects, Queensland was the prime development state. It had the fastest rate of growth and was attracting significant population movement, particularly among retirees, from the southern states. Reinforcing this was the policies of its Bjelke-Petersen Government. While attracting ridicule in other states for suggestions of shaky deals, its attitude towards civil liberties

and such events as the midnight demolition of the historic Bellevue Hotel in Brisbane in 1979, this government also created an environment conducive to development, comfortable retirement living (including the abolition of death duties) and tourism. Surfers Paradise, where UDIA was formalised as a national body, epitomised land development in Queensland. Here the manufacturer of the 'Malvern Star' bicycle, Bruce Small 'retired' in 1958, in his sixties, to set about reclaiming 100 acres of flood-prone land and creating Australia's first canal-estate development. Later, as Mayor of the Gold Coast City he oversaw the huge growth of one of the first and largest of Australia's coastal 'suburbs' not directly linked to a city – a phenomenon that has since spread along the east coast and on a major scale in Queensland. In parallel with the state's growth, UDIA Queensland experienced substantial growth over the years with membership increasing from 73 in 1980 to 1500 corporate and individual members in 2003, the largest and most successful of the UDIA state bodies. In 1987 the Queensland body reported the presence of a relatively benign policy environment, stating that 'we are untroubled by Land Councils [commissions] competing unfairly. We note that land prices in Queensland are still depressed showing that market forces can keep land prices reasonable without the need for Government intervention'. By the 1990s, UDIA Queensland was a busy organisation with regular requests by the State Government for policy input and a large network of regional branches, reflecting the wide geographical scope of the industry in Queensland. This was bolstered into the 2000s by a strong property market and booming demand. Overall, the 1990s presented new challenges for the industry. The economic bubble of the 1980s had burst and developers considered their options in a now rapidly changing society. At the 1994 congress, business analyst Phil Ruthven noted that: "In the 21st century we will become the land of coastal provincial cities. The first of these is the Gold Coast. Coupled with this will be seachanges in the types of industries and types of dwellings in future urban development, together with new

communications technology."

The rising and falling fortunes of the industry also provided a challenge to some state bodies in maintaining their own strength, let alone that of a national administration. UDIA Queensland remained strong throughout, as did UDIA NSW to some extent, but more severe recurrent market and economic downturns forced some members out of the industry, leading to a loss of the member and income base for some state bodies which then relied on the support of corporate members. Improving conditions for the industry during the 1990s also helped boost UDIA membership numbers.

By the late 1990s, UDIA and its state bodies were very polished organisations. Over this period, the state bodies were making impressive advances. In Queensland, UDIA commissioned a landmark report, *Economic Impact of the Development Industry in Queensland*, which found that the development industry was the fourth largest contributor to the Gross State Product and the fifth largest employer in the state.

From its early beginnings in tentative organisations of developers in two states, UDIA has grown into an impressive body respected by governments and all sectors of the industry. Its history reflects not only the evolution of the environmental planning process over more than three decades, but also the growing sophistication of urban development over that time. By comparison with today's developments, those of the 1960s were simple affairs. These decades have also seen the massive development of the nation of coastal 'suburbs' that had its tentative beginnings in the 1950s.

Over more than thirty years, UDIA has played a significant role in Australian urban development, both in helping to shape the process and in winning recognition of land development as a major component of the Australian economy and as an important component in the aspirations of Australian society. Like the industry it represents, UDIA has weathered volatile times and threats to its very

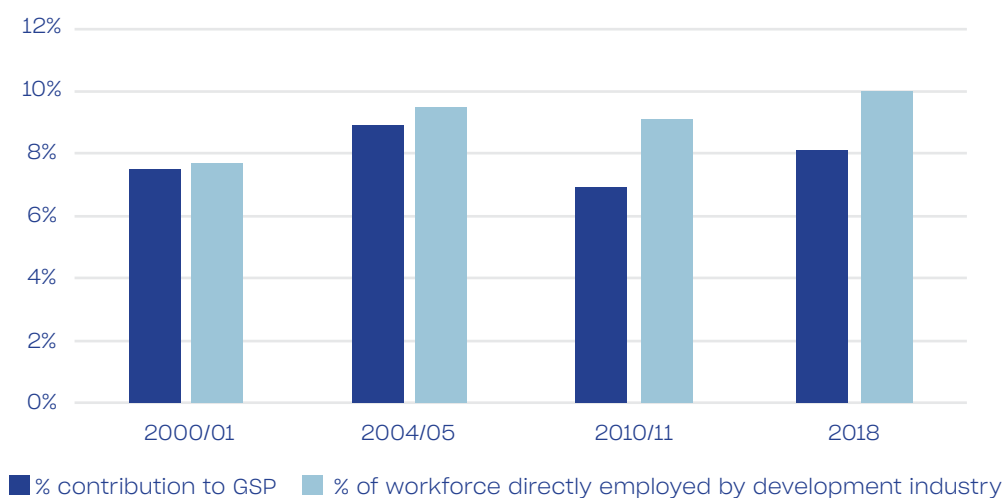
existence but it has taken bold risks, provided a forum for debate and different viewpoints and, in the process, has earned the respect of all players in the urban development process.

Quantifying the industry's contribution

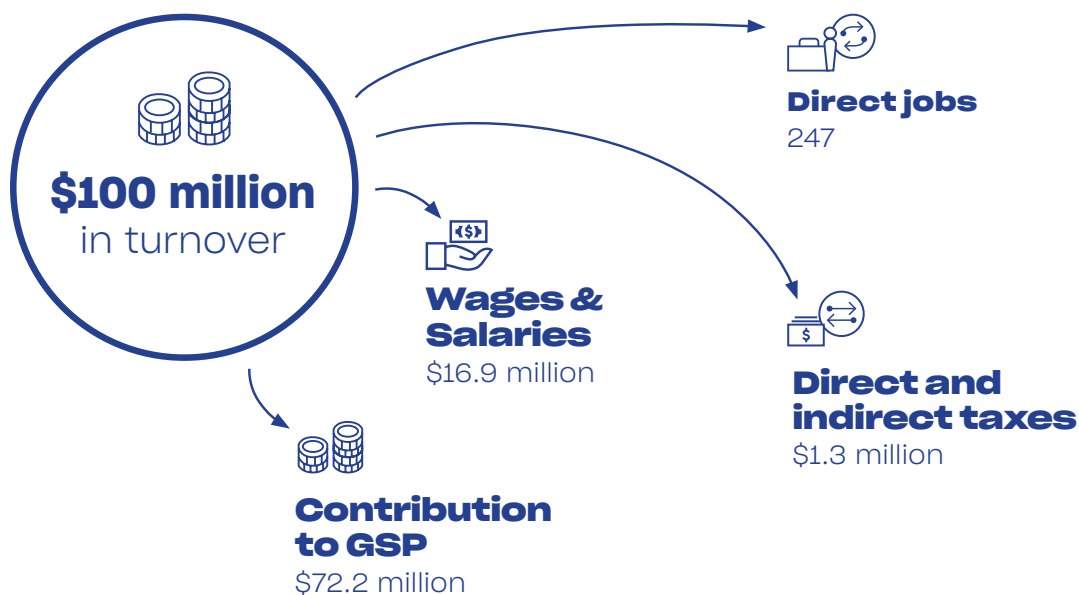
Over the last twenty years, the Institute has commissioned research that quantifies its economic

impact to support its advocacy to government and councils across the State. This data highlights the major role the development industry plays in supporting Queenslanders through employment across all regions and the overall health of the economy. The industry has contributed more than 1.5 million homes to the Queensland market since 1971. Construction employment has almost trebled from 63,752 in 1971 to 189,766 in 2016 (Source: ABS).

Contribution of the Queensland development industry to Gross State Product and employment:



For every \$100 million in turnover generated by Queensland's development industry the following economic impacts result in 2018 were :





Maria Dracakis from Jadecorp Property Group

PAST STATE PRESIDENTS

Year	Name	Year	Name
1971	Alf Grant	1997	Peter Marshall
1972	Bill Bowden	1998	Peter Marshall
1973	Alf Grant / Bill Bowden	1999	Chris Freeman
1974	Alf Grant / Bill Bowden	2000	Chris Freeman
1975	Peter Sharp	2001	Chris Freeman
1976	Peter Sharp	2002	Grant Dennis
1977	Neil Miller	2003	Grant Dennis
1978	Neil Miller	2004	Peter Sherrie
1979	Eddie Kann	2005	Peter Sherrie
1980	Eddie Kann	2006	Brent Hailey
1981	Michael Harrison	2007	Brent Hailey
1982	Michael Harrison	2008	Brett Gillan
1983	Graham Billinghamurst	2009	Warren Harris
1984	Graham Billinghamurst	2010	Warren Harris
1985	Alan Fox	2011	Matthew Wallace
1986	Alan Fox	2012	Matthew Wallace
1987	Peter Kurts/ Keith Berry	2013	Neil O'Connor
1988	Keith Berry	2014	Brett Gillan
1989	George Greenaway	2015	Brett Gillan
1990	George Greenaway	2016	Stephen Harrison
1991	Cam Leagh-Murray	2017	Stephen Harrison
1992	Cam Leagh-Murray	2018	Ian Murray
1993	Cam Leagh-Murray	2019	Ian Murray
1994	Michael Harrison	2020	Warwick Bible
1995	Michael Harrison	2021	Warwick Bible
1996	Peter Marshall		

Presidents
1971-2021



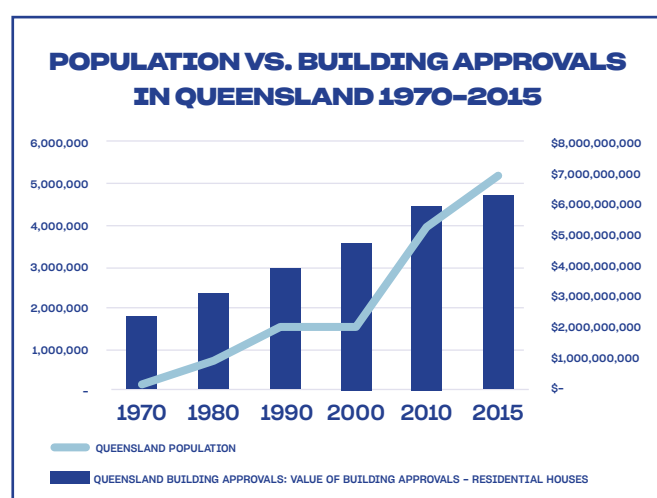
LIFE MEMBERS

Brent Hailey	Graham Tamblyn
Brett Gillan	Grant Dennis
Brian Stewart	Ian Walker
Cam Leagh-Murray	Marina Vit
Chris Freeman	Michael Harrison
David Nicholls	Peter Sharp
Doug Merritt	Peter Sherrie
Eddie Kann	Warren Harris
Geoff James	



ADVOCACY OVER THE YEARS

Over the last five decades, the Institute has advocated to success State Governments and councils for measures that encourage and support housing development across the State. Since 1970, the value of residential home building approvals has increased steeply in line with population growth to the State.



The Institute's advocacy over the decades has included land supply to ensure there is sufficient developable land to keep pace with growth. Delivering housing for land intersects with multiple stakeholders in the future of Queensland and its housing.

As an industry, we have evolved our approach to discussions on critical development issues over the decades. The launch of our Research Foundation, presented by Construction Skills Queensland, in 2014 was a watershed moment for our advocacy. Our advocacy is now grounded in research, which is compelling information for all levels of government when presented by the Institute in the course of its advocacy activities. The work of the Institute also relies heavily on the expertise and advice of our volunteers in branch and policy committees. These generous individuals have thousands of hours of service for the greater good of the industry and we thank them for their invaluable contribution.

Key advocacy themes over the decades:

LAND SUPPLY

INFRASTRUCTURE DELIVERY

PLANNING REFORM

LAND FRAGMENTATION

HOUSING DIVERSITY

PLANNING PRIORITIES

TAXES

VEGETATION MANAGEMENT

FOREIGN INVESTORS

DEVELOPMENT CODE

INFRASTRUCTURE INVESTMENT

ENVIRONMENTAL OFFSETS

RED TAPE REDUCTION

TAX CONCESSIONS

HOUSING GRANTS

INFRASTRUCTURE CHARGES

HOUSING AFFORDABILITY

EPBC ACT

COMMUNITY ENGAGEMENT

OUR MEMBERS

40+ years

Arcadis Australia Pacific
Avid Property Group
AVJennings
B & P Surveys
Bennett + Bennett Surveyors + Planners
Bornhorst & Ward
Cardno

DTS Group
Frasers Property Australia
JFP Urban Consultants
LandPartners
Pask Group
Peterson Corporation
RPS

Saunders Havill Group
Sparke Helmore Lawyers
Stockland Development
The Village Retirement Group

30+ years

Clayton Utz
CLM Project Marketing
Corrs Chambers Westgarth
Downes Group
Gadens
Herbert Smith Freehills
James Hardie Australia
Lewis Land Group

McCullough Robertson
Michel Group Services
Norris Clarke & O'Brien
Norton Rose Fulbright Australia
Premise
QM Properties
Robin Russell & Associates
Robina Developments

Shand Taylor Lawyers
Sheehy and Partners
Urbex
Veris Australia
WM Projects
Wolter Consulting Group

20+ years

Archers Body Corporate Management
Arnold Development Consultants
Ausbuild
BDA Architecture
BlueScope Steel
Brisbane Airport Corporation
Brisbane City Council
Brookfield Residential Properties
Calibre
Chardan Development Group
City of Gold Coast
Connolly Suthers Solicitors
Cooper Grace Ward
Cottee Parker Architects
Cougar Developments
Covey Associates
Cox Architecture
Cozens Regan Williams Prove
Dennis Family Corporation
Dentons
Department of State Development,
Manufacturing, Infrastructure and Planning
Department of Transport and Main Roads
Design Management & Marketing
DSQ Land Surveyors
Ellivo Architects

Ernst Body Corporate Management
Gassman Development Perspectives
Greyburn Building
Hayes Anderson Lynch Architects
Herron Todd White
Honeycombes Property Group
Hutchinson Builders
J & P Richardson Industries
Juxgold Group (Paxford)
Kelly Legal
Kevin Holt Consulting
Knight Frank
Lambert & Rehbein
Lendlease
Logan City Council
Mackay Regional Council
MCHA
McNab NQ
Meinhardt Urban –Gold Coast
Minter Ellison
Mirvac
Mitchell Brandtman
Mortons – Urban Solutions
MPS Architects
Munro Thompson Lawyers
Murdoch Lawyers

Oliver Hume Real Estate Group
P & E Law
Pacific International Development Corporation
Pelican Waters Heart
PLACE Design Group
Pointglen Developments
RCQ
Redland City Council
SSKB Body Corporate Management
St George Bank
Subdivisions
Sunland Group
Sunshine Coast Regional Council
The National Property Research Co.
The Village Building Co
Townsville City Council
Tract Consultants
University of Queensland
Urbis
Wagner Corporation
Wilson Ryan Grose



Nick Bailey from DTS Group

