

The Development Team

DON'T UNDERESTIMATE THE COMPLEXITIES OF DEVELOPING IN TODAY'S MARKET PLACE. In the past, the development process was often viewed as a linear set of operations rather than as an ongoing process requiring constant analysis. Roles were narrowly defined, and development stages were segregated into neat chronological sections. This traditional method no longer works. The increased complexity and size of development plus the greater participation of the public and government at all levels necessarily complicate the task. Consequently, each step has to be weighed and incorporated into the framework of the entire process.

Developers cannot assume they know everything themselves. They need a team. While economic, political, financial, aesthetic, environmental, and legal experts were once considered necessary only for large-scale projects, today they have become increasingly important for any development beyond simply splitting a lot.

The project's developer, by reason of the position of risk, is the leader, first and final arbiter, and ultimate decision maker. The developer decides whether to proceed or not, based on the realities of the marketplace. But the decisions are based on the qualified input of experts—the development team. **Impero Management Group** prides itself on its ability to proactively manage the complexities of the process in an efficient and financially viable manner.

Property Financing

Often finance can be a simple exercise of investing equity, however increasingly as projects become more complex project finance must be assessed on the total project funding. Developers have understood this process for some time however many of the traditional financial institutions have been slow to realise. Many traditional institutions still refuse to look at all project costs and focus on only what they consider "core" costs regardless of how much equity or margin is evident in a project. This has led to a proliferation of fund managers and 3rd party equity providers (of significant reputation, not your average loan shark!) who are now taking a slice from the traditional banks. TO BE CONTINUED.....

Professional Memberships

- Australian Institute of Project Management
- Registered Project Managers
- Australian Property Institute
- Registered Land Economists

Who's who?

Each month I'd like to Highlight a team or individual who has helped **Impero Management Group** with various projects or consultancy –

Samuel & Co Property Consultants opened for business in 1997 with a goal to establish itself as the leading Commercial, Industrial and Residential Real Estate Agents in the Townsville area. Samuel & Co has been led by Peter Wheeler, a fourth generation born and bred local.

The vision of Samuel & Co was to develop a Real Estate Consultancy totally focused on its clients, delivering the best possible standards of service, and placing real value on the integrity and honesty of its dealings with both its client and the public. This vision was coupled with an absolute determination to be recognised as the market leader in innovation and customer satisfaction. That vision and that determination have created one of the most successful real estate companies in Townsville, across all facets of the property market.