



# SPOTLIGHT ON DEVELOPMENTS

Economic Forecast Lunch 2018

**Friday  
27 July 2018**

12:30pm - 3:30pm

The Sofitel  
25 Collins Street  
Melbourne 3000

**Early Bird Pricing** (until 30 June 2018)

Members \$148.50  
Non Members \$178.20

**Group Bookings Available**

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Get an insight into the key factors and emerging trends that are impacting the changing face of real estate in Victoria. Listen to experienced professionals share their vision for the coming years.

## Keynote Address:

**Tony Crabb**

National Director, Research,  
Cushman Wakefield

**Towards 2030 –  
Opportunities & Challenges  
in real estate**

As governments put forward their plans for building Victoria for the future, what are the possible implications for the real estate sector?

## MC

**Julian White**

State Director, CBRE,  
Victorian Development Sites

## Panellists

**Tony Crabb**

National Director, Research,  
Cushman Wakefield

**Vin Sammartino**

Director, Hacer Group

**Sam Tarascio**

Managing Director  
Salta Properties

**Carolyn Viney**

Executive General Manager  
Vicinity Centres





## Tony Crabb

BA, Dip. Fin. Services

**National Director, Research,  
Cushman Wakefield**

Tony is an advisor to the Reserve Bank of Australia where he is part of their business liaison unit. He is also an advisor to the Federal Department of Treasury and Chair of the Advisory Board of the Property and Real Estate Faculty at Deakin University.

He is also a member of the Faculty of Australian Writers, is a graduate of Rogen and has qualifications in equities, futures, options and foreign exchange trading. He is the author of four books and is also a sought after speaker.

Prior to joining Cushman and Wakefield, Tony spent 30 years in property research with several firms, equities funds management at Colonial and ISPT, Institutional Stockbroking at Barclays and as an equities analyst.



## Vin Sammartino

B. Constr. Eco

**Director, Hacer Group**

Vin joined Hacer Group in 2010, as Business Development Manager after 27 years in the concrete structure industry. Bringing a wealth of knowledge, he has a reputation for delivering high-quality projects on time and on budget.

With a significant forward workload of Design and Construct projects, Vin works alongside the estimating, design and construction teams as Business Development Manager to help come up with the most cost effective and efficient building structures.



## Sam Tarascio

B. Comm, Grad. Dip in Property

**Managing Director, Salta Properties**

Sam joined Salta in 1999 and became Managing Director in 2005. He is responsible for delivering a project pipeline of over \$5 billion in VIC, NSW and WA with hotel projects commencing in TAS and SA. He has played a pivotal role in Salta leading the way in the development of intermodal logistics terminals in Melbourne- that will create dual road and rail metropolitan intermodal terminals linked directly to the Port of Melbourne, increasing Victoria's freight competitiveness.

His 20 years' plus experience in the property industry started at Jones Lang LaSalle (JLL) in Retail Property Management and Commercial Sales and Leasing.

Sam is a licensed real estate agent and a Victorian Divisional Councillor for the Property Council of Australia.



## Carolyn Viney

LLB, BA

**Executive General Manager Development,  
Vicinity Centres**

Carolyn has over 20 years' experience in construction, property development and real estate investment.

She held a number of senior roles at Grocon, including CEO, Deputy CEO, Head of Development and In-house Counsel. Before this, she was a Senior Associate at law firm Minter Ellison.

Carolyn is a Division Councillor of the Property Council of Australia's Victoria Division, an Advisory Board Member to the Victorian Government's Office of Projects Victoria and an Advisory Board Member of Women's Property Initiatives, a not for profit housing provider to women and children at risk of homelessness and a Board Member of the Walter and Eliza Hall Institute of Medical Research.



## Julian White

LLB, BA

**State Director, CBRE,  
Victorian Development Sites**

Julian is the head of CBRE Victorian Development Sites, an agency team specialising in the sale of development sites across Metropolitan Melbourne, with a focus on city fringe and blue-chip suburban development sites suitable for apartments and townhouses.

With over 11 years' experience in the real estate industry, he is well established as one of Melbourne's premier suburban commercial agents, transacting in excess of \$1 billion in sales the past two years alone.

Having previously held roles in development management and advisory, Julian is a development specialist. This experience has armed him with an in-depth knowledge of the development process and how to best prepare a property for sale- strong financial analytical and feasibility skills complement this hands-on experience.

## Ticket Prices

### EARLY BIRD PRICING:

Members	\$148.50
Non Members	\$178.20

### From 01 July 2018:

Members	\$181.50
Non Members	\$220.00

**Group Bookings  
Available**

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