

TARGET
PROJECTS



“To our company it’s not just about the project; it’s about building sustainable relationships with our partners. And I believe we’re getting it right as clients return to us again and again.” - Terrence Smith

OUR GUARANTEE

Target Projects is more than a development, project and construction management company. Rather, our holistic approach to a project ensures that we become your strategic partner, taking pride in our personal involvement from start to successful completion of your project.

This is our guarantee – strategic partnerships that deliver a simple, effective, successful and streamlined solution to your project.

Target Projects will work with you every step of the way, creating a dynamic team of experts suited to your needs and overseeing every aspect of your project, from normal project management services to:

- > Project financial and sustainability planning
- > Business and operations integration planning
- > Business plans for project development
- > Stakeholder management

Your success is our success. It is how we measure our results and the quality of our work and services. This is why our business model ensures our complete commitment and accountability for the full term of the project and beyond. And why you can rely on our proven track record to find the right solution to your project and deliver it on time and within budget.

SOME OF OUR MEGA PROJECT MANAGEMENT PROJECTS INCLUDE:

1. The construction of the Cape Town International Convention Centre, which is rated in the top 20 in the world, and generates substantial revenue for the Western Cape region.
2. The redevelopment of the international and domestic terminals at the Cape Town International Airport.
3. The fully-fledged Cape Town Film Studios, which will be the only facility of its kind and size in Africa. The first phase includes the construction of four studios and workshops.
4. The design and construction of a national cultural archive in Timbuktu, Mali. This world heritage site was the first successful NEPAD cultural project.
5. The redevelopment of Cape Town Station 2030 including the upgrading of the Cape Town Station in preparation for the FIFA World Cup tournament in 2010.

Target Projects is also embarking on several projects in Central East Africa.

With offices in Cape Town and Johannesburg, Target Projects is poised to extend its footprint widely in South Africa and selected countries on our continent.



CAPE TOWN INTERNATIONAL CONVENTION CENTRE



OUR PHILOSOPHY

OUR VISION

Drive, dedication, determination and diversity. These cornerstones have helped to realise our vision – to be recognised as a world-class development, project and construction management company and a market leader in Southern Africa and beyond.

OUR MISSION

Your mission, is ours.

That's why we will employ our multi-skilled and highly professional team of engineering, building, logistics and business planning experts to make sure we become your strategic partner. Cutting-edge processes, persistent innovation, the ability to rise to any challenge and the strength to see a project through from beginning to end, ensure that we will help you achieve your long-term economic and social development goals again, and again.

OUR CORE VALUES

- > Passion
- > Integrity
- > Responsibility
- > Professionalism
- > Transparency
- > Innovation
- > Flexibility
- > Quality
- > Developmental

NATIONAL ARCHIVES | TIMBUKTU | MALI | NORTH AFRICA

DEVELOPMENT | PROJECT
CONSTRUCTION MANAGEMENT

THE PARTNERS



GRAHAM CLARENCE

B.Sc (Civil Engineering) UCT, 1988

Graham Clarence has twenty years experience on a wide variety of fast track civil engineering and building projects, both from a construction management and a professional project management point of view. A civil engineer by profession, Graham initially pursued a successful career in one of the country's largest construction companies before exploring the field of professional project and development management. Graham's strong construction background and interpersonal skills set him apart. Graham has the ability to effectively pull large complex projects together and has the foresight to identify and mitigate key risks that are presented through the process.



ANDREW HOEKS

B.Sc Hons (Construction Management) UCT, 1995

Andrew Hoeks, with 10 years experience at one of the country's leading construction organisations, entered the world of project management in 2005. This is when he joined forces with Graham and Terrence at Target Projects. He brings with him a wealth of knowledge in complex building projects, including some of the Western Cape's most prominent retail, residential and mixed-use developments. His shared vision with the Target Projects team has made him invaluable and he has since been instrumental in successfully completing a number of high profile projects.



TERRENCE SMITH

B.Sc (Civil Engineering) UCT, 1977 | GDE, UCT, 1991

Terrence Smith is an authority in the field of development and project management. With a passion for the industry and its challenges, Terrence started his career as a consulting engineer over three decades ago. To date, Terrence has enjoyed a strong affiliation with a number of industry and academic institutions and was instrumental in developing targeted procurement strategies with provincial government in the 1990's. Terrence has in more recent times headed up a number of the region's most prestigious developments including the Cape Town Convention Centre and a number of Airport Terminal upgrades at Cape Town International.

OUR SERVICES

PROJECT MANAGEMENT

- > Planning
- > Conceptual Design
- > Detailed Design
- > Procurement
- > Construction
- > Hand-over
- > Programme Management
- > Principal Agent
- > Transportation Planning
- > Business and Logistics Planning
- > Empowerment Management

DEVELOPMENT MANAGEMENT

- > Development Business Planning and Feasibility Studies
- > Commercial and Retail Business Development
- > Finance Procurement
- > Property Facilitation
- > Tenant Co-ordination

CONSTRUCTION MANAGEMENT

- > Building
- > Civil
- > Human Settlement

STAKEHOLDER MANAGEMENT

- > Facilitation and Stakeholder Communication



THE ICON | CAPE TOWN

AWARDS

COMPANY AWARDS

- 2008 PMR.africa - Diamond Arrow Award
Highest Rated Project Managers (via national survey)

PROJECT AWARDS

- 2009 **Cape Town International Airport**
> International Airline Association - Best Airport in Africa
- National Archives, Timbuktu in Mali**
> South African Council for Architectural Professionals(SACAP) - Projects Award
> South African Property Owners Association (SAPOA) - Merit Award
> South African Institute of Architects - Merit Award (National)
- 2008 **New International Arrivals Terminal at Cape Town International Airport**
> South African Black Technical and Allied Careers Organisation (SABTACO)
The Most Outstanding Civil and Allied Engineering Achievements in Aviation
Projects by Previously Disadvantaged Consultants
- 2006 **Cape Town International Convention Centre**
> Best Architectural Design in Mother City
> South African Institute of Architects - Merit Award (National)
> Award of Commendation
- 2004 > South African Institute of Steel Construction - National Overall Winner
> South African Property Owners Association (SAPOA) - National Award
> South African Institute for Civil Engineering - Merit Award

TERMINAL 2010 | CAPE TOWN INTERNATIONAL AIRPORT

PROJECT SHOWCASE

AIRPORT PROJECTS



TERMINAL 2010 CAPE TOWN INTERNATIONAL

CLIENT: Airports Company SA
VALUE: R1.6 billion
ROLE: Principal Agent and
Project Managers



NEW INTERNATIONAL TERMINAL CAPE TOWN INTERNATIONAL

CLIENT: Airports Company
South Africa
VALUE: R250 million
ROLE: Principal Agent and
Project Managers

CONVENTION CENTRE PROJECTS



CAPE TOWN INTERNATIONAL CONVENTION CENTRE

CLIENT: Convenco
VALUE: R540 million
ROLE: Lead Project Managers



CAPE TOWN INTERNATIONAL CONVENTION CENTRE EXPANSION

CLIENT: Convenco
VALUE: Multimillion Rand
ROLE: Project Managers

PROJECT SHOWCASE

PUBLIC SECTOR PROJECTS



CAPE TOWN STATION 2010

CLIENT: Intersite
VALUE: R480 million
ROLE: Principal Agent and
Project Managers



KLIPFONTEIN CORRIDOR

CLIENT: Provincial Government of
the Western Cape
VALUE: Multimillion Rand
ROLE: Project and
Programme Managers



VALKENBERG HOSPITAL

CLIENT: Provincial Government of
the Western Cape
VALUE: R486 million
ROLE: Principal Agent and
Project Managers



KHAYELITSHA RAILWAY STATIONS

CLIENT: Intersite
VALUE: R62 million
ROLE: Project Managers

PROJECT SHOWCASE

MIXED USE - LARGE PRECINCT SCALE DEVELOPMENTS



CAPE TOWN STATION 2030

CLIENT: Intersite
VALUE: Multibillion Rand
ROLE: Leaders of multi-disciplinary
Technical Team



CAPE TOWN FILM STUDIOS

CLIENT: Cape Town Film Studios
VALUE: Multibillion Rand
ROLE: Project and Development
Managers (In Consortium)



DISTRICT SIX

CLIENT: District Six Beneficiary Trust
VALUE: Multibillion Rand
ROLE: Project Managers



V & A MARINA SECTOR 2

CLIENT: V & A
VALUE: R650 million
ROLE: Project Managers
(Pembroke/Palgrave)

PROJECT SHOWCASE

MIXED USE - LARGE PRECINCT SCALE DEVELOPMENTS



THE ICON - CAPE TOWN

CLIENT: Coessa Holdings
VALUE: R340 million
ROLE: Development and
Project Managers



LIBRARY SQUARE - CLAREMONT

CLIENT: Corevest
VALUE: R200 million
ROLE: Time and Empowerment
Managers



BIG BAY

CLIENT: Jonga Entabeni Consortium
VALUE: R850 million
ROLE: Project and Programme
Managers

PROJECT SHOWCASE

SPECIAL PROJECTS



WORLD HERITAGE

NATIONAL ARCHIVES, TIMBUKTU, MALI, NORTH AFRICA

CLIENT: Office of the President
VALUE: R60 million
ROLE: Development, Project and
Construction Managers



EXHIBITIONS

WORLD SUMMIT ON SUSTAINABLE DEVELOPMENT

CLIENT: Josco
VALUE: R62 million
ROLE: Project and Construction
Managers



BREAKING NEW GROUND

DEVELOPMENT OF SUSTAINABLE HUMAN SETTLEMENT POLICY

CLIENT: Department of Local
Government and Housing,
Provincial Government of the
Western Cape
ROLE: Project Managers leading
Multidisciplinary Team



PLANNING AND REDEVELOPMENT

KHAYELITSHA CENTRAL BUSINESS DISTRICT

CLIENT: Khayelitsha Community Trust
ROLE: Project Managers



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