

Unsolicited Proposal: 262 Sturt Road, Marion

Originating Officer	Project Manager Strategic Projects - Carla Zub
Corporate Manager	Manager City Activation - Greg Salmon
General Manager	General Manager City Development - Iliia Houridis
Report Reference	GC210223F03

Confidential



Confidential Motion

That pursuant to Section 90(2) 3 (d)(i) and (ii) of the *Local Government Act 1999*, the Council orders that all persons present, with the exception of the following persons: Chief Executive Officer, General Manager City Development, General Manager City Services, General Manager Corporate Services, Manager Corporate Governance, Manager City Activation, Unit Manager Communications, Manager Finance, Acting Unit Manager Governance and Council Support and Governance Administration Officer, be excluded from the meeting as the Council receives and considers information relating to the report *Unsolicited Proposal - 262 Sturt Road, Marion*, upon the basis that the Council is satisfied that the requirement for the meeting to be conducted in a place open to the public has been outweighed by the need to keep consideration of the matter confidential given the information relates to a proposal from a third party.

REPORT OBJECTIVE

The purpose of this report is to inform Council about an Unsolicited Proposal from proponents Cruachan Investments Pty Ltd (known as Ice Rinks Adelaide) and Pelligra Group to construct a smaller scale ice arena on the land at 262 Sturt Road, Marion.

The report recommends to Council to proceed with seeking a full Business Case about the proposal from Ice Rinks Adelaide.

EXECUTIVE SUMMARY

Following an Expression of Interest process in 2018, Cruachan Investments Pty Ltd provided Administration with the business case for the development of an ice rink and rock climbing facility on the site at 262 Sturt Road, Marion.

At the General Council meeting on 12 March 2019, Council considered the findings within the Business Case and noted that three fundamental questions to the viability of the proposal had not been adequately addressed:

- the equity arrangements;
- a demonstrated feasible traffic and car parking solution; and
- details of the assistance needed from Council to make the project viable.

Cruachan Investments Pty Ltd would not investigate the key issues within the business case until a level of commitment was provided from Council. Council resolved at the March General Council meeting to cease the Expression of Interest process.



Since this time, Cruachan Investments Pty Ltd has continued to explore options for the development of a ice rink facility within Southern Adelaide. Recently, the proponent approached Administration seeking the opportunity to recommence discussions about developing a smaller scale ice arena on the site at 262 Sturt Road, Marion.

This report details the Unsolicited Proposal in line with Council's Unsolicited Proposals Policy and next steps of the process should Council elect to progress to a business case.

Council's Unsolicited Proposal Policy confirms Council's General Rights, including the right to discontinue negotiations with any proponent.

RECOMMENDATION

That Council:

1. **Notes that Council resolved on 12 March 2019 to cease the Expression of Interest for the land at 262 Sturt Road, Marion as result of the short comings of the business case provided by the Cruachan Investments Pty Ltd for an ice rink at the site.**
2. **Resolves that exceptional circumstances exist due to the previous EOI process for 262 Sturt Road, Marion undertaken in 2018, that justify progressing the unsolicited proposal from Cruachan Investments Pty Ltd & Pelligra Group (the Proponent) for an ice skating arena directly to the business case stage, and not retesting the market.**
3. **Resolves that the Proponent be advised that the following terms are non-negotiable:**
 - **Council will only consider providing land on a lease basis of up to 42 years.**
 - **Council will consider a rate relief proposal in line with it's Rates Policy.**
 - **Council will provide support to the Proponent in seeking other government support.**
 - **Council will not consider gifting ownership of the land.**
 - **Council will not consider any direct financial contribution to the proposal including cash or infrastructure.**
 - **Council will not consider providing a loan or being the guarantor for a loan for the proposal.**
 - **The proponent must not make any announcements regarding the proposal without written agreement from Council's CEO including announcements regarding a facility in southern Adelaide.**
 - **The Proponent must communicate the confidentiality of the project with all parties it discloses the details to in the preparation of the business case.**
4. **In accordance with Section 91(7) and (9) of the Local Government Act 1999 the Council orders that the minutes to the item Outcome of the Business Case - 262 Sturt Road, Marion GC120319, having been consider under confidence under Section 90(2) 3(b)(i) and (ii) of the Act, except when required to effect and comply with Council's resolution (s) regarding this matter, be kept confidential and not available for public inspection for a period of 12 months from the date of this meeting. This confidentiality order will be reviewed at the General Council Meeting in December 2021.**

GENERAL ANALYSIS

Background

The Marion Croquet Club currently operates from a site at 262 Sturt Road that is part of the larger Marion Sports Complex that is owned by the City of Marion.

This prominent site is underutilised and has been the subject of unsolicited enquiries from a private developer with a view to its development for more intense recreational use, namely an ice arena.



Given the continued interest in the site and the rezoning of the land, the City of Marion explored opportunities within the open market for the redevelopment of the site. At the General Council meeting on 22 May 2018 (GC220518F02) approval was given for the City of Marion to seek Expressions of Interest (EOI) from developers, local community and sporting clubs to activate the site through new development and community engagement programs. Two proposals were received, being an Ice Skating and Rock Climbing facility, and a Football (soccer) Training facility.

At the General Council meeting of 28 August 2018, Council resolved to proceed with Cruachan Investments Pty Ltd preparing a business case for the development of an Ice Skating and Rock Climbing facility. The outline brief for the proposed complex included:

- Two international standard ice rinks (one for recreational skating and one for sport competition and training with up to 1,200 spectator capacity)
- Main stadium able to accommodate music events and other hard floor activities
- Inline, roller skating rink/ box lacrosse surface
- Pro shop
- Rock climbing walls (World Boulder standard)
- Bouldering area
- Children's activity based rock climbing area (Funtopia)
- Children's play café
- Multiple birthday party rooms
- Winter wonderland area
- Ninja Warrior course
- Kiosk, bar and restaurant
- Approximately 1,200 stadium seating
- Car parking 300-400

In early 2019, Cruachan Investments Pty Ltd provided a business case to Administration, where it was identified that three fundamental questions to the viability of the proposal had not been adequately addressed:

- the equity arrangements;
- a demonstrated feasible traffic and car parking solution; and
- details of the assistance needed from Council to make the project viable.

The proponent was not prepared at this time to provide any additional information regarding the above shortcomings until Council provided a level of commitment. Council resolved at the 12 March 2019 General Council meeting to cease the Expression of Interest Process.

Discussion

Cruachan Investments Pty Ltd has recently approached Administration to consider an Unsolicited Proposal for the development of a smaller scaled ice arena facility on the site at 262 Sturt Road, Marion (see Attachment 1). The proposal is to comprise of the following:

- One international standard ice rink with minimal spectator seating to accommodate sporting and recreational skating
- Pro shop
- International standard rock climbing walls with smaller bouldering area
- Children's Play Cafe
- Kiosk
- Bar and Restaurant
- On site car parking.

The smaller scaled development will have reduced spectator capacity and overall visitor numbers, aiming to reduce the traffic management concerns and car parking requirements from the original proposal. The footprint of the building and its height have been scaled back with larger setbacks from the boundaries.



A notable difference to the previous proposal is that Cruachan Investments Pty Ltd has partnered with Pelligra Group (together forming 'the Proponent') who are a large reputable Australian development company (see Attachment 2). This is a positive aspect of the revised proposal, as details around equity were an identified weakness with the previous business base.

The Proponent has provided more detail than in the previous proposal regarding the assistance it would seek from Council being the land, and rate relief.

Unsolicited Proposals Policy

Council's Unsolicited Proposals Policy (available online <https://cdn.marion.sa.gov.au/sp/Documents-Policies/Documents/Unsolicited-Proposals-Policy-1.pdf?mtime=20180702140823&focal=none>) states that:

The City of Marion's underlying principle is that all unsolicited proposals will be considered in accordance with Council's Procurement and Contractor Management Policy, utilising open market competitive processes, unless Council determines by resolution that exceptional and/or unique circumstances exist.

Where Council determines by resolution that exceptional and/or unique circumstances exist it will consider whether exclusive negotiation or a period of exclusivity should be entered into with a proponent of an unsolicited proposal.

Council may determine that due to the history of the previous EOI process with the same proponent for the same site for a similar proposal that there are exceptional circumstances that justify recommencing the business case process with the proponent and not undertaking another open market process. Council should note that since the previous EOI there have been no other notable proposals to Council regarding the site.

Next Stage - Exclusive Negotiations and Business Case

Should Council elect to proceed with the Unsolicited Proposal, the next stage will be the Chief Executive Officer City of Marion inviting the proponent to prepare a business case. The preparation of the full business case by the proponent involves detailed consideration of the feasibility of the proposal received as part of the Unsolicited Proposal. The business case will be required to demonstrate feasibility of the proposal and address any issues or questions raised by the Review Group including but not limited to:

- Development of plans for the concept that documents site layout, car parking arrangements, scale of building.
- Detail of resources required from Council or other funding sources for the proposal to progress.
- Project program and key milestones.
- A site impact statement detailing how the proposed development will function with the other existing sports at the Club Marion site.
- A cost/ benefit analysis including initial capital investment and forecasted operating revenue and expenses.
- Economic analysis.
- Management model (governance arrangement and structure, financial and operational forecast, details of the proposed operators and experience).
- Detail of proposed tenure i.e. land ownership arrangement detailing proposed market value of the site and investment/ loan structures.
- Identification and implementation of risk management model (including Emergency Management

System and Work, Health and Safety policies and procedures) to ensure the future success of the community/ recreational concept.

- Nominate referees and provide contact details.

The Proponent has identified that it will be seeking assistance in the form of the land and rate relief, administration recommend that Council make clear at this stage any non negotiable terms it has regarding this proposal so they can be communicated to the proponent. Administration recommend that Council endorse the following non negotiable requirements:

- Council will only consider providing the land on a lease basis of up to 42 years.
- Council will consider a rate relief proposal in line with it's Rates Policy.
- Council will provide support to the Proponent in seeking other government support.
- Council will not consider gifting ownership of the land.
- Council will not consider any direct financial contribution to the proposal including cash or infrastructure.
- Council will not consider providing a loan or being the guarantor for a loan for the proposal.
- The proponent must not make any announcements regarding the proposal without written agreement from Council's CEO including announcements regarding a facility in southern Adelaide.
- The Proponent must communicate the confidentiality of the project with all parties it discloses the details to in the preparation of the business case.

During this stage, the Council may seek further input from relevant agencies or a third party, request further information and arrange meetings with the proponent with an aim to better understand the requirements, terms and conditions, and financial impacts and economic benefits of the proposal.

The risk to Council is low. The Council has the right under the terms and conditions of the Unsolicited Proposal to cease the process at any point in time, with all stages of the process non-binding on Council. The proponent is also responsible for the cost of preparing and submitting the proposal and all other costs arising from the Unsolicited Proposal, including any subsequent negotiations prior to award of contract.

Once the assessment process of the business case is complete, a report will be prepared for Council seeking a decision on whether to proceed to contract negotiations. Administration will then provide a response to the proponent, outlining:

- The outcome of the assessment step
- Whether the proposal is suitable to proceed to Contract Negotiation and the appropriate justification or if the proposal is not suitable for further consideration and is now closed.

Should Council resolve to proceeding to Contract Negotiations, Administration will invite the proponent for the development of the final contract. This will include:

- progressing negotiations with keys terms, conditions and key milestones
- seeking any financial, legal and technical advice; and
- presenting the final proposal to General Council to seek approval if:
 1. Agree to the terms included in the contractual documentation and approve formal documentation to be executed; or
 2. Agree to the contractual documentation, with specific alternative conditions; or
 3. Do not agree to the contractual documentation but pursue the proposal through an alternative arrangement, for example a competitive process (in this event appropriate steps taken not to disclose or use any intellectual property provided by the Proponent);
 4. Do not agree to the contractual documentation and conclude the unsolicited proposal assessment process.

#	Attachment	Type
1	Attachment 1 - Unsolicited Proposal	PDF File
2	Attachment 2 - Capability Statement - Pelligra	PDF File

262 Sturt Road Marion

Unsolicited Proposal

September 2020



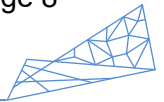


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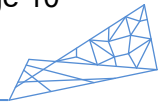
Executive Summary

In 2018 the City of Marion sought proposals, through an expression of interest (EOI), to develop the land located at 262 Sturt Road Marion. Cruachan Investments Pty Ltd submitted a proposal to construct, own and operate a multiuse ice sports facility with rock climbing and other activities. The proposal offered an opportunity to create a sporting, recreation, and social hub to be enjoyed by the community within the City of Marion. As the successful applicant site plans and a full business case were submitted to comply with stage 2 of the EOI. The City of Marion subsequently rejected the proposal.

While limited formal advice was provided it is understood that the proposal was rejected based on several concerns of Councillors including, the size of the development, traffic management and parking implications, and the potential expectations of Council.

The 2018 proposal was modelled on the Playford Arena development in Elizabeth. The size of the development was considerable and in keeping with the wishes of Council executives. Conversely, the current proposal comprises one sheet of ice with reduced seating capacity and smaller scale ancillary activities such as rock climbing, bouldering and restaurant. The reduced building footprint enables increased on-site car parking, sufficient to accommodate customer car parking requirements for the centre's activities and mitigates traffic congestion. This proposal specifically identifies the investment and support required of the City of Marion and addresses all known and assumed concerns.

The new proposal maintains the essence of the original proposal with ice sports, rock climbing and recreational activities that will activate the site, create employment, and provide a unique attraction to the city.



1 Original Proposal

The original proposal comprised:

- Two international standard ice rinks (one for recreational skating and one for sport competition and training with up to 1200 spectator capacity)
- Main stadium able to accommodate music events and other hard floor activities
- Pro shop
- International standard rock climbing walls
- Bouldering area
- Themed rock climbing walls (Funtopia)
- Children's Play café
- Winter wonderland area
- Kiosk
- Bar and restaurant
- "Ninja Warrior" course and training area and or indoor caving
- In-line, roller skating rink/box lacrosse surface

The footprint was extensive with the building envelope covering most of the site. A small number of carparks were maintained on site however, the majority of carparks required for the development needed to be accommodated in a large multideck carpark located above the existing precinct carpark, figure 1.

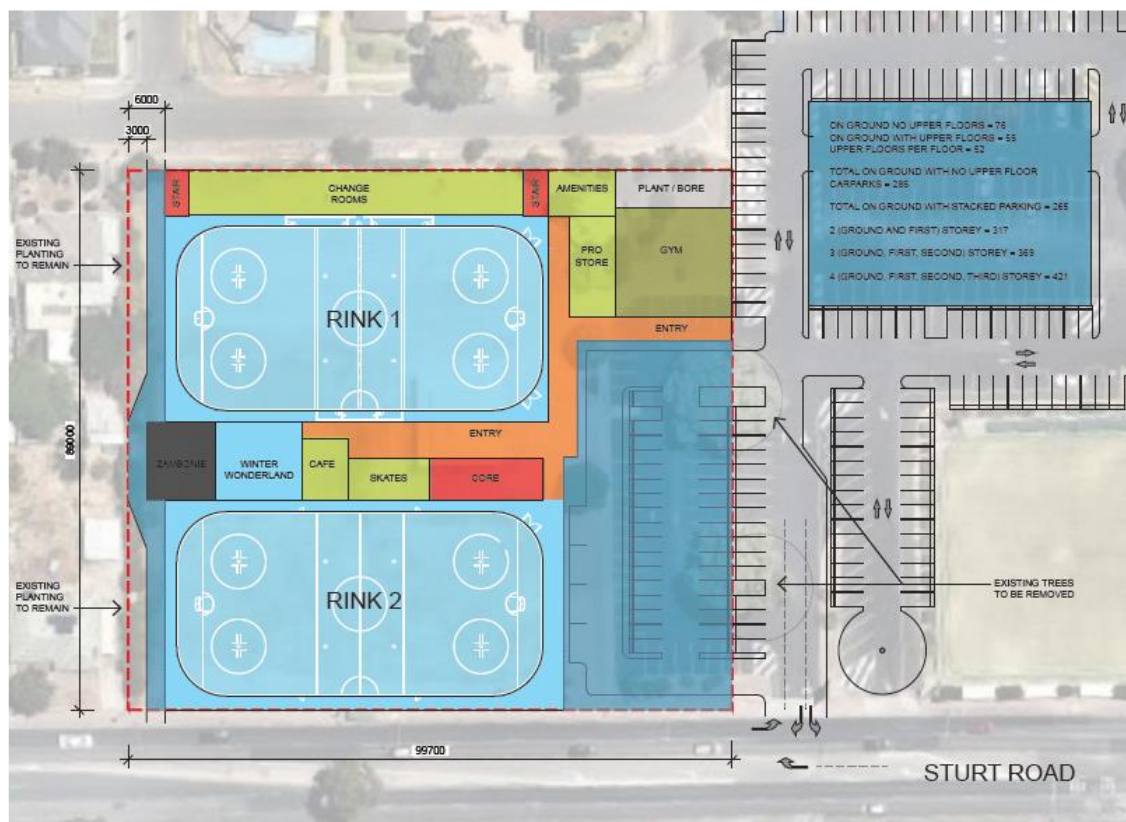
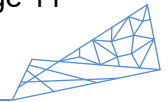


Figure 1. Site Plan with car parking layout.



The proposed building accommodated activities over three levels on one side of the building and tiered seating for the main stadium on the other side. This created a building with an extensive footprint and considerable height. Whilst the design purposely reduced the building height along the residential boundary, it is recognised that overall the building would have been an imposing structure.

2 New Proposal

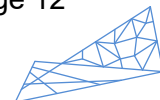
The new proposal differs substantially from the original proposal, comprising the following activities:

- One international standard ice rink with minimal spectator seating to accommodate sporting and recreational skating
- Pro shop
- International standard rock climbing walls with small bouldering area
- Children's Play Café
- Kiosk
- Bar and restaurant

The redesign addresses all the concerns raised with the original proposal. The facility will have reduced spectator capacity and overall visitor numbers will be reduced in accordance with the lesser number of activities and building space. Fewer visitors will reduce carparking demand and traffic management concerns.



Figure 2. Site Plan with car parking layout.



For example, incorporating a single rink, instead of the two originally envisioned, significantly reduces the building footprint (figure 2). The redesign allows for a greater number of carparks on site that will cater for all expected facility visitors and preserves access to the water tank and reticulation pump system for the adjacent ovals. The two mature trees in the carpark remain along with the existing carparking infrastructure. An additional 60 carparks increase the total on site carparking to approximately 130 spaces.

The proposed building mass and height is commensurately smaller (figure 3.) Lower wall heights and larger setbacks from boundaries reduce the previous building's imposing dimensions.



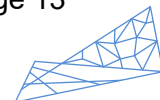
Figure 3. Site Plan with car parking layout.

3 Local and State Government Assistance

As with the original proposal the development will require some financial assistance from the State Government and the support of the Marion Council in this process will be requested.

The proposal seeks a contribution from the Marion Council through the provision of the land. The contribution is required to secure private and debt funding and is consistent with contributions from councils around the country for these types of developments. Land contribution satisfies the expectations of State Government for in-kind or other support for projects seeking State Government funding.

Negotiated reduction in local government rates will also be sought. In return, the City of Marion will benefit from a unique sporting and recreational centre with associated employment, sporting, social and community benefits.



4 New Investor and Developer Partners

Cruachan Investments has now partnered with the Pelligra Group to develop ice sports infrastructure across Australia. The Pelligra Group is one of the largest private development and integrated building companies in Australia. Over the last 60 years the company has developed more than 1,200 properties in Australia and overseas and maintains a diverse multi-million portfolio with 800 long term tenants.

Project footprint includes Victoria, South Australia, New South Wales, the Philippines and China. Recent commercial acquisitions exceed 2 million square metres. In September 2018 the Pelligra Group purchased the Ford Broadmeadows and Geelong facilities adding another 100 hectares of land and 265,000 m² of buildings to their portfolio. This is in addition to the purchase of the former Holden site in Elizabeth, South Australia.

The company has considerable experience in master planned sites and complex developments. Projects include commercial precincts, retail, hotels, sporting facilities including gyms, industrial parks, large format bulky goods and shopping mall complexes. Project management experience of senior staff include high end developments such as the Royal Children's Hospital and Etihad Stadium.

The company has also worked closely with governments in private-public partnerships to assist governments in meeting their objectives.

The Pelligra Group has demonstrable capacity to finance large projects. The recent purchase of the former Holden and Ford sites are recent examples. An additional \$500 million is earmarked for investment in the Victorian sites.

5 Current Projects

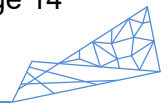
Cruachan Investments and partners Pelligra Group are working on several ice sports facilities across Australia, including South Australia. Proposals in New South Wales and Queensland are currently being developed.

Canberra Facility

In September 2020 the Australian Capital Territory Government announced Cruachan Investments was the successful applicant in their expression of interest to construct, own and operate an international twin rink facility in [Tuggeranong](#). Construction is expected to commence in late 2021.

Mawson Lakes

A replacement proposal for the Playford Arena has been presented to the City of Salisbury and a site identified in Mawson Lakes. After twelve months of discussion with State Government the site was released to the public through an expression of interest. If successful, the Mawson Lakes Arena will be part of a \$120 million development. If unsuccessful, another site has been identified for an international twin rink facility.



Marion Arena

The Marion site remains an important site as the catchment areas for an inner south facility complements an inner north facility, maximising access for recreational skaters and sports participants. This was explored in detail in the original proposal and summarized in the following paragraphs.

A comprehensive analysis was undertaken to identify general locations along with specific sites that would provide the best outcomes for recreation and sporting needs. A report was then prepared for State Government, “Playford and Marion Ice Sports and Rock Climbing Facilities – A complete solution”, identifying the City of Marion as the preferred area for a second facility.

Table 1. Sturt Road location profile.

Marion Arena (proposed)
<ul style="list-style-type: none"> • Main road frontage with 37,000 vehicle movements each day • Adjacent to South Australia’s largest shopping complex, Westfield Marion <ul style="list-style-type: none"> ○ 14,200,000 annual visitors ○ Trade area population 486,000 • Close to Southern Expressway • 900 metres to the SA Aquatic and Leisure Centre • 700 metres to the Marion Holiday Park • Close to the Flinders University Campus • Close to several schools • Immediately opposite major bus route • 400 metres from the Marion Transport Interchange

The Sturt Road site ideally meets many of the essential criteria (Table 1) required by the Ice Rinks Adelaide business model including: main road frontage, proximity to a large shopping complex with integrated transport hub and accessibility by vehicle. Importantly, the market catchment area is geographically separate to Inner North Arena (figure 4) therefore minimising market overlap and maximising access for the entire metropolitan Adelaide region.

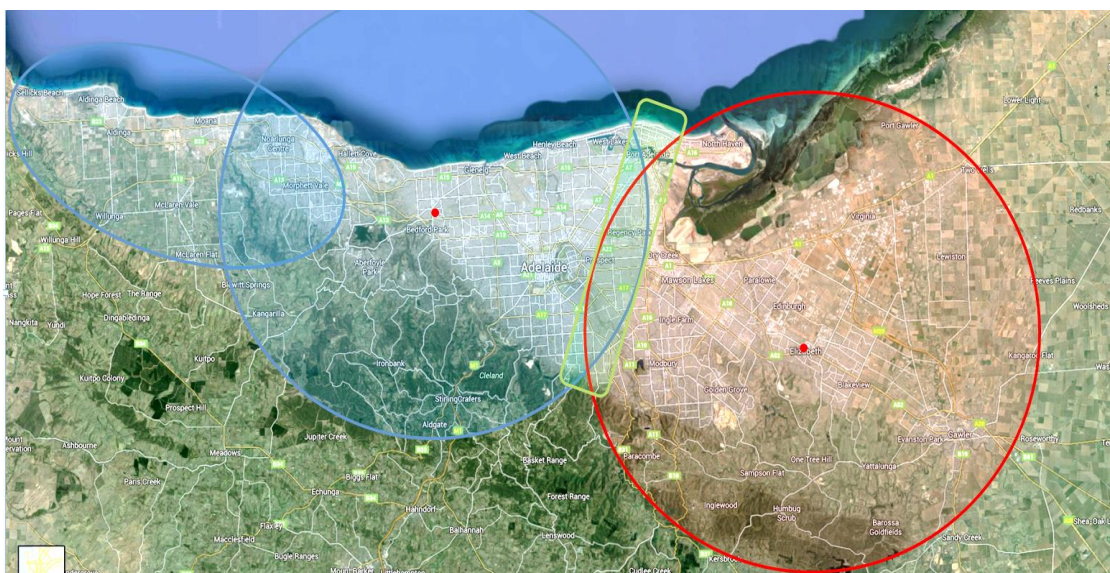
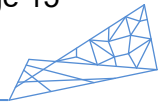


Figure 4. Inner North and Marion Arenas provide optimum access for users.



6 Conclusion

We believe the partnership between Cruachan Investments and the Pelligra Group and the revised proposal detailed herein, provides an opportunity to quickly construct a much-needed facility in South Australia. The proposal addresses concerns raised by Council in relation to the original proposal and if supported will provide the City of Marion with a unique sporting and recreational hub.

Pelligra®

BUILT FOR GENERATIONS

Pelligra operates at the forefront of the development industry.

Our depth of experience and diverse capabilities will provide you with the perfect space to prosper. Our dedication to thorough planning and design covers every eventuality, ensuring every one of our projects runs smoothly from start to finish. The success we have is the success of our clients.

PELLIGRA'S PILLARS

The success Pelligra has is the success of our clients. To this end, the team is dedicated to identifying, understanding and fulfilling the specific needs of every clients on every project.

Clients and partners can rest assured that Pelligra prides itself on its:

- Financial strength and stability
- Unequalled experience and understanding of commercial development
- Commitment to the highest quality products and workmanship
- Socially and environmentally responsible practices
- Ability to offer outstanding value
- Processes designed to deliver excellent service

CORE VALUES

03
GENERATIONS

Through robust, innovative construction and development solutions, Pelligra executes each project to the highest level, ensuring long-term success for each client. Our dedication to our projects ensures your investment has solid foundations and the framework for success.

MISSION STATEMENT

Pelligra is well on its way to becoming Australia’s leading provider of bespoke, best-fit commercial facilities, which enhance both individual businesses and the broader community in which they operate.

VALUES

Pelligra believes that good business is built on integrity, underpinned by respect. With each project we put our people and clients first, valuing every contribution, encouraging collaboration and adaptability and always remaining open and accountable. Pelligra’s team continually strives for professional development, ensuring our team delivers superior work.

COMMITMENT

- In endeavouring to be the best it can be, Pelligra is committed to:
- Industry best practice operations
 - Innovative solutions
 - Cutting edge methodology
 - A high performance culture
 - An inclusive and supportive workplace

CORE CAPABILITIES

DECADES OF EXPERIENCE

Pelligra brings to bear over six decades of experience in the development and construction business. Our expertise is inherited from the hard work and dedication of generations. We provide hands-on involvement in every project, at every level of our business, to ensure effective communication between all parties and a swift and smooth delivery of the finished product.

AT THE FOREFRONT

Pelligra operates at the forefront of the development industry. Our depth of experience and diverse capabilities will provide you with the perfect space to prosper. Our dedication to thorough planning and design covers every eventuality, ensuring every one of our projects runs smoothly from start to finish. The success we have is the success of our clients.

APTITUDE FOR INNOVATION

Pelligra's portfolio covers commercial, industrial and residential property developments. Whether you are an investor or tenant, our services are here to provide a tailor-made space designed specifically for your needs. With hard work and results that speak for themselves, we have established a reputation for turnkey solutions, impeccable project management, and an aptitude for innovation.

60

YEARS OF EXPERIENCE

BUILT FOR GENERATIONS

STRENGTHS

1300
PROJECTS DELIVERED

NOT ALONE

Pelligra is dedicated to maintaining positive relationships with associate businesses and clients because we believe communication and collaboration are essential to ensuring the standard of excellence we provide. Building relationships is the first step towards building of any kind, and collaboration with local governments and partnerships with other businesses are essential elements of a strong foundation. By treating our collaborators with respect and consideration, we can rely on their influence and resources to get our projects off the ground.

SUPERIOR STANDARDS

Pelligra is dedicated to exceeding expectations, so that our reputation continues to grow and our work will speak for itself through the satisfaction of our clients. We specialise in providing tailor-made spaces specific to the needs of each client so that your business can hit the ground running without having to worry about building modifications. By approaching the design process with careful consideration, and incorporating as many intelligent elements as possible, Pelligra ensures that its buildings will need minimal upgrades in the future. We're not just building for now; we're building for a lifetime. Pelligra projects are designed to have a positive impact on everyday life and work, providing businesses and individuals with everything they need to achieve maximum efficiency and success.

ACHIEVABLE

Pelligra's premier service is providing our clients with turnkey products designed specifically for their needs. Nothing about our developments is generic. Pelligra continually seeks to break new boundaries and engineer examples to human ingenuity and imagination. We approach every development as a mediation between aesthetics, practicality and sustainable design. We pride ourselves in providing cleaner environments and greater energy efficiency. Pelligra is playing its part in building a better society. Through our hard work and success, we provide the means for other companies to prosper, and the impetus to keep our society moving forward.

WE'VE GOT IT COVERED

Pelligra's core focus is development, but our services cover every corner of the design and construction process. Our end-to-end service guarantees quality control and reliable project management. We take a hands-on approach to every project, from the executive level through to our talented team of on-site personnel, and regard every obstacle as an opportunity for improvement.

SYSTEM AND POLICIES

Pelligra values and respects its people, its clients, the community and the environment and accordingly has the following systems and policies in place.



QUALITY MANAGEMENT SYSTEMS

Pelligra is ISO accredited and qualified – a certification that is internationally recognised. The QMS ensures that not only is each project delivered to regulatory requirements, but that the business operates at optimum levels. By enabling the business to monitor and measure the performance of systems and processes, the QMS allows Pelligra to identify potential areas for improvement and, ultimately, facilitates greater efficiency and improved services.

RISK MANAGEMENT

As the construction industry is inherently risky, risk management is a vital component of the construction process. The business has an extensive risk assessment and management process formulated to take into account a wide range of potential risks and hazards. A thorough understanding of risk management at all levels mitigates against the possibility of accidents, delays, and any cost impacts, with the aim of providing the best outcomes for clients.

OCCUPATIONAL HEALTH AND SAFETY

An unwavering commitment to occupational health and safety extends from management through to full-time personnel, subcontractors and suppliers. All staff have formal OH&S training, only fully compliant subcontractors are engaged, regular safety inspections and site audits are carried out, and relevant systems and processes are monitored and updated as required.

ENVIRONMENTAL POLICY

Environmental and social responsibility go hand-in-hand at Pelligra. Care and respect for the environment in our processes aid sustainability, protects people and communities, and reduces negative impacts. The company complies with all regulations and meets or exceeds industry standards for environmental management and protection –including handling of waste materials, minimisation of noise and dust.

COMPANY DETAILS

CREDENTIALS

FINANCIAL

Multi-million dollars worth of property under acquisition in a diverse portfolio.

TENANCY

In excess of 800 tenants in place with most under long-term leases.

FOOTPRINT

Pelligra has completed projects in Victoria, New South Wales, Queensland, the Philippines and China.

PROJECTS

Over 1200 prestigious projects have been successfully delivered interstate and overseas.

Full name of company	Pelligra Build Pty Ltd
ACN	611 248 778
ABN	25 797 702 987
Place of Incorporation	Victoria
Builder's Registration	CB-L 30724
Number	N/A
Incolink	98783
CBUS Employer Number	
Phone	03 9307 4555
Email	reception@pelligra.com

INSURANCE

PUBLIC LIABILITY

Insurer	Liberty International
Policy Number	420844
Limit for Public Liability	\$20,000,000

WORKCOVER

Insurer	Xchanging
Policy Number	14813827

COMPANY & PROJECT OVERVIEW

WHO WE ARE

THE VALUE OF EXPERIENCE

Pelligra is in its third generation as a family business. Our knowledge and expertise in development and construction –passed down through generations growing stronger and steadier – permeates every level of business. Our extensive foundations provide us with the confidence and strength of will to break new boundaries and continue improving with persistence and innovation – which we have done for 60 years.

Our long-standing involvement in the real estate market gives us unparalleled insight in locating value and investment security, and a keen eye for predicting upcoming trends and demands. With our extensive range of partners and contacts, we are ideally positioned to match astute investors with commercial opportunities.

ROSS PELLIGRA – CHAIRMAN

Ross Pelligra is Australia’s prestige property developer. Born into the legacy of Pelligra Group, Ross was raised with a love of master building and a brain for acute business acumen. Known for his innovative thinking ability and approach to solving problems, Ross has risen to the challenge in upholding the Pelligra name. He is an ambitious leader driven by a solutions focused attitude without ever losing sight of his clients’ best interests.

PAUL PELLIGRA – CEO

With twenty years of experience encompassing a wide range of roles within the construction industry, Paul Pelligra is an invaluable asset to the Pelligra Group. Throughout his career Paul has amassed a robust skillset and an excellent understanding of all facets of the construction field. Every project Paul undertakes is underpinned by his passion for the construction industry and positive ‘can do’ attitude. Paul’s enthusiasm towards the business has helped create quality relationships with each project he undertakes.

WE SPECIALISE IN...

- Property Acquisition
- Property & Investment Advisory
- Property Management
- Development/Project management
- Master Planning & Building Design
- Joint Venture Development Programming
- Property Remediation/Rejuvenation
- Retro fits and Refurbishments

TYPES OF PROPERTY WE LOOK FOR

(ON/OFF MARKET OPPORTUNITIES)

- Greenfield/Brownfield
- Commercial/Industrial
- Mixed Use Developments
- Office (Multi-Level)
- Residential (house and land– apartment complex)
- Distressed Stock (environmental, heritage, flood prone issues, etc.)

CURRENT PROJECTS



VIC

RECENTLY PURCHASED

15
SITES

- 454-460 Somerville Road Brooklyn VIC – 370,000sqm
- 180 & 185 Philip Highway Elizabeth SA – 1,270,000sqm
- Lot 7 Kiora Crescent Yennora NSW – 26,620sqm
- 321 Doherty’s Road Truganina VIC – 27,900sqm
- 87-107 Toll Drive Altona North VIC – 18,900sqm
- 74-80 Fitzgerald Road Laverton North VIC – 19,100sqm
- Lot 53 Wandilla Street Largs North SA – 23,000sqm
- 1-11 Little Boundary Road Laverton North VIC – 117,000sqm

- 85 Ashley Street Braybrook VIC – 20,000sqm
- 41-55 Leakes Road Laverton North VIC – 120,000sqm
- 140-144 Purling Avenue Edinburgh SA – 76,000sqm
- 1-7 Christies Road Ravenhall VIC – 19,300sqm
- 11-15 Palm Springs Road Ravenhall VIC – 28,000sqm
- 22-26 Synnot Street Werribee VIC – 2,600sqm
- 37-43 Cherry Street Werribee VIC – 3,000sqm



BROOKLYN INTERCHANGE

COMING SOON

1-11

LITTLE BOUNDARY ROAD

OVERVIEW

Brooklyn Interchange—1-11 Little Boundary Road, Laverton North— is a state of the art, innovative retail, commercial and industrial precinct. Be Smart. Invest in a high demand, high growth location with significant capital growth prospects. Be Seen. Establish your presence in a prominent location. Be Connected. Located on the outskirts of the city with prime access to freeways, the port, Intermodal and local amenities.


SCOPE OF WORK

Setting the benchmark in quality features and design, Brooklyn Interchange is an innovative project delivering flexible, state-of-the art spaces with quality finishes, 6 star energy ratings and the full spectrum of amenities. This smart and efficient retail and business community is ideal for trades, storage companies, restaurants and cafés. Brooklyn Interchange features 56 strata warehouses, 8 retail outlets, 6 large warehouses, 6 showroom warehouses, 1 three-storey office tower and 1,100 on-site car spaces. All of these properties offer exceptional quality finishes, and are furnished with a 6 star energy rating.

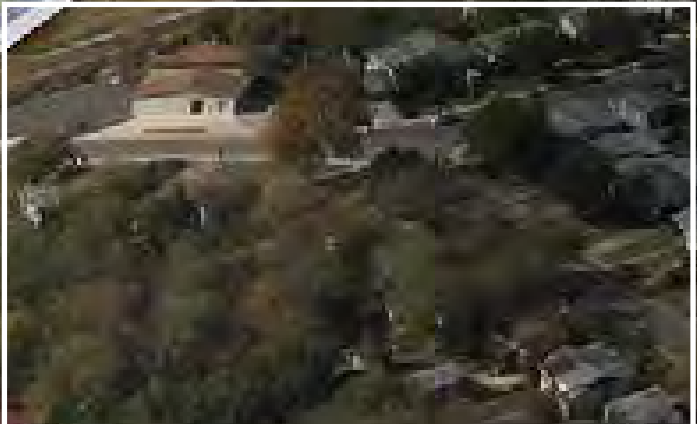




BROOKLYN INTERCHANGE
COMING SOON



1-11
LITTLE BOUNDARY ROAD



1500 ROXBURGH

CURRENT

1500

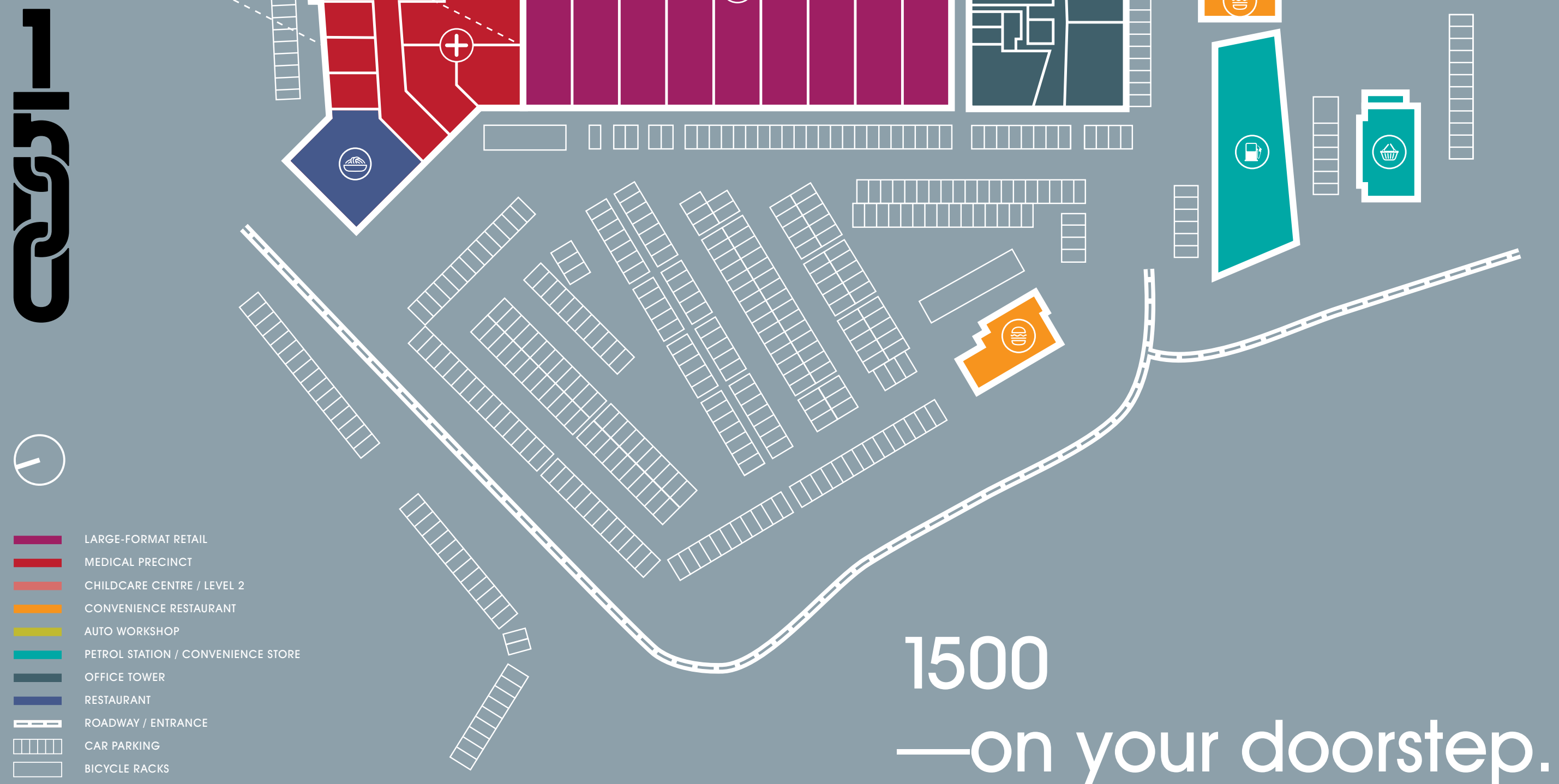
ROXBURGH PARK

OVERVIEW

1500 Pascoe Vale Road, is set in the heart of Roxburgh Park—a thriving growth area in the Northern suburbs of Melbourne. 1500 is a stunning multi-purpose business centre, offering the ultimate flexibility for a multitude of business requirements and outcomes. Within minutes of Melbourne Airport and extensive retail amenities, 1500 is located in one of the fastest growing municipalities in Australia —Hume City. With Stage 2 now well underway, it will soon be anchored by various commercial uses including a pharmacy, medical centre, allied health suites, offices, and a variety of shops, showrooms, and offices.

SCOPE OF WORKS

Featuring five levels of ceiling-to-floor, light-filled, office spaces, modern facilities and on-site parking—1500 offers all that is necessary for a beautiful, sophisticated and healthy work environment. 1500 is designed with large format retail in mind and is a great addition to the growing northern residential precinct. This Mixed Use Development includes a mix of high profile businesses comprising a vehicle repair workshop and a convenience restaurant.





SITE WORK - LAVERTON NORTH

UNDER CONSTRUCTION

41-55

LEAKES ROAD

OVERVIEW

- Warehouse, structural steel
- Warehouse canopy
- Warehouse, driven piles
- Hardstand, concrete pour

TENANTS

- Hickory Builders
- Kerry Logistics
- Arbon





KEILOR EAST

PLANNING

16A

KEILOR PARK DRIVE

OVERVIEW

- Mixed-use development (office, warehouse, showrooms)
- Under construction
- Western ring road and Tullamarine freeway exposure
- 17 km to Melbourne CBD
- 5 km to Melbourne Airport





LIONSGATE ELIZABETH
COMING SOON



180-185
PHILLIP HWY ELIZABETH



LIONSGATE ELIZABETH

COMING SOON

180-185

PHILLIP HWY ELIZABETH

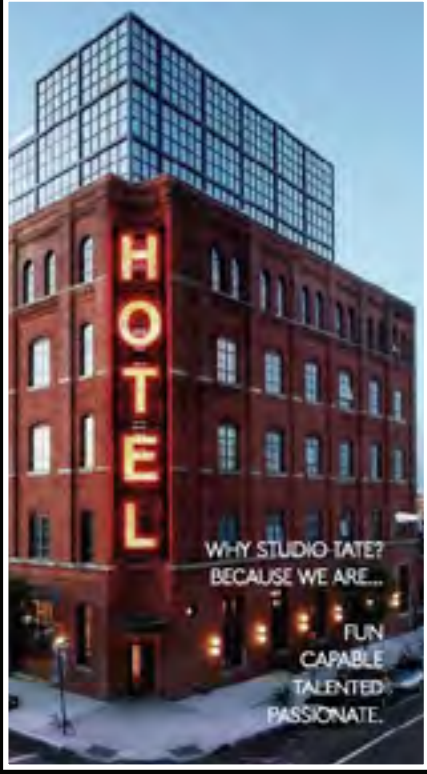
OVERVIEW

Located at 180 & 185 Philip Hwy, Elizabeth South. LIONSGATE is set to expand its vibrant hub of business activity in Adelaide's Northern Suburbs. A stunning multi-purpose business precinct, offering the ultimate flexibility for a multitude of business requirements and outcomes. LIONSGATE will provide a launchpad for businesses seeking to expand or establish themselves.

SCOPE OF WORK

LIONSGATE offers advanced distribution and logistical solutions for businesses wanting faster and more efficient transportation of goods and services. Building and manufacturing companies will find value in being strategically located close to the resource-rich north of South Australia. With a total land area of 122.7 hectares, LIONSGATE has the space, whatever your needs.





ALBION

UNDER CONSTRUCTION

74

SYDNEY STREET

OVERVIEW

Albion will be turned into a 120 Room hotel, with café, banquet area to hold 300 people. The silos have a future plan of being developed into studio apartments.

In keeping with the heritage façade, there will be a staircase comprising of eight floors. With an administration office covering a space of 53m², the Silos will embody tenancies with proposed office spaces consisting of five tenancies on each level.

SCOPE OF WORKS

- Century-old heritage building
- Formally John Darling & Son Flour Mill
- Demolition, repair and Reconstruction
- Cafés
- Office
- The site area has a total of 1,000m2 and a building height of 25m



ALPINE APARTMENTS

UNDER CONSTRUCTION

05

REDHILL TERRACE

OVERVIEW

Pelligra prepares to develop 39 apartments, comprising of; 4 one-bedroom apartments, 32 two-bedroom apartments and 3 three-bedroom apartments. The apartment will include two garage spaces, and two bathrooms.

Each apartment features its own uniqueness, reflective of iWolff Atelier standards and Pelligra’s hand-craft excellence of five tenancies on each level.





ASTRO APARTMENTS

CURRENT

342
SYDENHAM ROAD

OVERVIEW

Astro Apartments offers a new approach to apartment living. Located at 342 Sydenham Road, Sydenham, enjoy the benefits of nature and the proximity of Greater Melbourne and the doorway to Regional Victoria. This spectacular new concept features a stunning 74 apartment units, holding 2-3 bedroom apartments, making for a celestial view above and beyond Melbourne’s inner-western suburbs. Functionality, quality and more considered design combine to give you better living.

SCOPE OF WORKS

The plan to construct an innovative development will see a high-end breakthrough in the escalating residential boom, particularly in that of the Sydenham location. Astro Apartments is ideally set back off Sydenham Road, providing an idyllic setting with peaceful surrounds.





EPPING

UNDER CONSTRUCTION



719

HIGH STREET

OVERVIEW

- Ground Floor Retail and Supermarket
- Levels 1–5 Commercial / Office Space
- Levels 6–12 Residential Apartments
- Childcare Centre
- Gymnasium

Peligra.



Level 7 - 11
Residential Apartments

Level 6
Childcare - Wellness - Daycare

Level 5
Gym - Carpark

Level 4
Commercial - Carpark

Level 3
Commercial - Carpark

Level 2
Commercial - Carpark

Level 1
Commercial - Carpark

Ground Floor
Supermarket - Retail - Carpark



PROJECT TEAM

PAUL PELLIGRA — CONSTRUCTION MANAGER

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ROSS PELLIGRA — DEVELOPMENT MANAGER

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NICHOLAS ARTUSA — SENIOR CONTRACT MANAGER

Nicholas’s background of experience and expertise is in all aspects of construction and commercial development. At Pelligra, Nicholas is heavily involved in directing construction activities, managing the procurement of major equipment, sub contracts and estimating cost planning. With a plethora of experience, his portfolio ranges from multi-level high-rise buildings to commercial and industrial developments.

PROJECT TEAM

MANNY RANDELLO — SITE MANAGER

Manny has over thirty-one years of experience in the construction industry, working on numerous large projects in Melbourne in roles such as Site Manager, Tower Crane Operator, Leading Hand & Shop Steward, and Crane Coordinator.

Manny's Representative Project Experience:

- Corner of King St & Jeffcot St — 10 storeys — \$4.2M
- Corner of Queen St & Beckett St — 10 storeys — \$24M
- Parkmore Shopping Centre Keysborough — \$37M
- County Courts William St — \$270M
- Eastland Shopping Centre — \$150M
- Etihad Stadium — \$400M
- Royal Children's Hospital — \$500M

FRANK SCOLARO — PROJECT MANAGER

With twenty-one years of experience in project management, Frank's expertise include coordinating Design & Construction teams, Project Procurement & Subletting, Stakeholder Management, Budget Management, Risk Analysis & Value Engineering and Reporting.

Frank's Representative Project Experience:

- Fernhill Rd Apartments — \$12M
- Glenthuntly Rd Apartments — \$3.9M
- Langwarrin Townhouse Development Rd — \$7M
- Adderly St Offices — \$2.75M
- St Kilda Children's & Family Hub — \$13M
- Denton Mills Apartments & Townhouses — \$15M
- Ford Product Development Facility Geelong — \$37M

PROJECT TEAM

PAT SCRIMIZZI — ASSISTANT PROJECT MANAGER

Pat has provided building construction, project management, engineering and design services to industry groups ranging from Industrial, Commercial, Manufacturing, Medical and Pharmaceutical Organisations.

Pat has a wealth of experience in Commercial and Industrial design & construction, in particular Warehouses and Distribution Facilities, Food Processing Plants, Medical Facilities, Dangerous Goods Bulk Storage Facilities—as well as the Design and Installation of Process Systems & Specialist Equipment.

Pat's Representative Project Experience:

- Assa Abloy Manufacturing Facility, Auditorium, Temperature Controlled Warehousing and Corporate Offices — \$28M
- Universal Bionsensors Pharmaceutical Manufacturing Facility and Corporate Offices—\$17.5M
- Cardinia Council Pakenham Library, Community Hall & University of the Third Age Centre — \$5.3M
- University of Melbourne Learning Environments Spatial Lab — \$3.5M
- H&R GSP Wax and Emulsion Manufacturing Facility —\$8.5M

SKEVOS TROUMOULIARIS — CONTRACT ADMINISTRATOR

Skevos has over 12 years’ experience across a wide range of low-rise and high-rise residential projects. His expertise includes detailed structural design, estimating, contract management and Site Supervision. Skevos prides himself on ensuring all client expectations are met on time and within budget, by actively working closely with all consultants, authorities and construction personnel.

Skevos' Representative Project Experience:

- Blair St Bentley — 4 Storeys / 26 Apartments — \$6.5M
- Neerim Rd Carnegie — 4 Storeys & 1 Level Basement / 39 Apartments — \$11.1M
- Barker St & Maude St Cheltenham — 4 Storeys & 1 Level Basement / 49 Apartments — \$13M
- Chesterville Rd Cheltenham — 10 Storeys Mixed-Use & 2 Level Basement / 84 Apartments & 6 Commercial / Retail Offices / Wellness Centre — \$38M

Pelligra®

BUILT FOR GENERATIONS