

PART B: PROJECT BRIEF

RFP Number:	CC2020101
RFP Description:	Request for Proposal for Development Opportunity Vacant Land Marion Road

City of Marion Contracts Team



PART B – PROJECT BRIEF

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1. BACKGROUND

1.1 General

The site located approximately 12 kilometres south west of the Adelaide Central Business District on the eastern side of Marion Road, a major, north-south transport corridor spanning from its intersection with Henley Beach Road in the north to the intersection of Main South and Flagstaff Roads in the South

The site forms part of a larger development. A portion of this parent title is proposed to be subdivided, which forms the site "As is", currently comprising of bitumen car parking area and vacant land.

Surrounding development in the immediate area includes a mix of commercial and light industrial uses (typically smaller bulky good outlets and car repair workshops) and low density residential built form in the more removed, backstreet locations.

Harvey Normans 'flagship' South Australian store is located immediately west of the subject and incorporates a number of additional bulky good retail tenancies further to the north.

Other notable developments in the immediate area include the former Mitsubishi Motors site on South Road (in Bedford Park) and Westfield Marion Shopping Centre, situated on the corner of Diagonal, Morphett and Sturt Roads, both located within a one-kilometre radius of the subject.

The site was formally used as a plant nursery by Council prior to the redevelopment of the site.

The site is currently underutilised and a portion of the site is leased on a month to month basis for car parking. Council is seeking to explore alternative uses. The current Lessee of the car park has been informed of Council's desire to seek expressions of interest for the whole site, including the area they are currently leasing.

Council is seeking requests for proposal from the market to lease the site on a long term basis.

1.2 Site Details

The irregular shaped site of 7,539m² is contained within Certificate of Title Volume 5494 Folio 674, located directly next to 935 Marion Road, Marion, which is owned by the City of Marion.

The site has approximately 65 metres of frontage to Marion Road and is approximately 120 metres deep. The rear of the property is directly adjacent to the Sturt River.



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The site currently includes:

- · Bitumen car park area
- Vacant land
- · Encroached grease arrestor for car park

The site currently has no utility services connected (power, water, sewerage).

Aerial view of site



1.3 Site Access

The site has direct vehicular access to Marion Road being a 4-lane north-south primary arterial road, with a designated turning lane affording north-bound traffic ease of access.

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2. TOWN PLANNING

Local Government Area City of Marion

Planning Instrument Development Act 1993

Zoning Industry Zone

Zone objectives A Zone primarily accommodating a wide range of

industrial, warehouse, storage and transport land usage

Policy Area Industry/Commerce Policy Area 4

Policy Area Objectives 1. A policy area accommodating a range of light and

service industry, depots and commercial activities

2. Development having traffic generating characteristics and design to not compromise the

arterial road function of Marion Road.

3. A policy area where development minimises impact on residential uses in adjoining zones, especially to the

west of Marion Road.

4. Development that contributes to the desired character

of the policy area.

3. STRATEGIC CONTEXT

The land at 935 Marion Road, Mitchell Park is a significant land parcel. The future proposal for the site must be strategically connected to activating the commercial activities within the immediate precinct.

Community Vision

The City of Marion Community Vision – Towards 2040 – that guides how our City develops. It is the guiding document in regards to providing a line of sight to strategic considerations in the development of business and operational plans. Having a thriving commercial development 935 Marion Road, reflects the community's aspirations represented through the *Prosperous* theme of the Community Plan.

Strategic Plan 2019-2029

The site has strong strategic alignment within Council's Strategic Plan 2019-2029 under the themes of Liveable and Connected:

- P1: We will ensure that our development regulation and interaction with businesses allows for a thriving economy, increased visitation and vibrant atmosphere
- P3: 3 We will encourage our residential and business communities to pursue education and training, innovation and local investment; and



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• P4: We will seek to activate our city through quality streetscapes and place making initiatives to deliver vibrant and prosperous business precincts.

 P1: We will ensure that our development regulation and interaction with business that allows for a thriving economy, increased visitation and vibrant atmosphere.

4. DESIRED OUTCOMES/ THE PROCESS

4.1 Stage One – Request for Proposal

This process provides an opportunity for Council to seek innovative responses that consider a development/s at the site that will complement the existing facilities surrounding the site.

Council is seeking proposals that will be an acceptable fit and not adversely impact on the surrounding tenants or residents. Interested parties need to note the following:

- Council is open to a medium to long term agreement
- Council is seeking ground rent (of a value consistent with the location and current land valuation) plus all outgoings
- The area is to be considered as is; any further works or improvements will need to be undertaken by any potential Lessee (prior written Landlord and Planning Consent will be required)
- The use of the area must comply with the land use/zoning
- Ongoing servicing and maintenance of encroached pollution trap for carpark will be required

The proposal should be in the form of a submission to the City of Marion (refer to the requirements of Part C Response Schedules) that addresses the following:

Proposal

- the nature of activities proposed to be undertaken at the site
- how the proposal complements the existing businesses and facilities surrounding the site
- "uniqueness" of the proposal to the City of Marion
- how the proposal supports council's strategic objectives
- Concept Plan illustrating site layout and proposed onsite car parking including access and egress
- proposed delivery method and potential timeframes including any key milestones for implementation of the proposal
- details of the number of people forecasted to be employed at the site during establishment, and then ongoing
- identification of the area of land required i.e. portion or whole parcel of land.
- preference for future land tenure i.e. length of lease



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Experience in Delivering the Proposal

- demonstrated capacity and experience of the respondent to deliver the proposal
- demonstrated experience of the respondent in successfully operating the business proposed to be activated at the site

Financial Feasibility of the Proposal

- proposed annual rent fee
- proposed financial arrangements/funding sources to fund the proposed development
- details of the financial capacity of the respondent to deliver the proposal

4.2 Stage Two - Development of Full Business Case

Following the Request for Proposal process, the City of Marion may seek to short-list the preferred respondents(s) and request that a full business case is developed. The Council will determine if to proceed with one or multiple respondents during this stage. Council reserves its rights to cease the process at any point in time.

Indicatively the business case will be required to demonstrate feasibility of the proposal including but not limited to:

- Development of plans for the concept
- Detail funding sources for the proposal to progress
- A cost/ benefit analysis including initial capital investment and forecasted operating revenue and expenses. Audited statements may be required
- Detail of proposed tenure and key lease conditions
- Identification and implementation of risk management model to ensure the future success of the concept
- Nominate referees and provide contact details

At this time, the City of Marion may convene meetings and seek further information from the respondent about their proposal to enable Council to effectively assess the viability.

4.3 Additional Terms and Conditions

The following terms and conditions are applicable to this process in addition to Part A Conditions of Proposal.

Non-binding nature of the Request for Proposal

The Request for Proposal is not:

 an offer to sell/lease of any kind and does not necessarily indicate an intention by the City of Marion to enter into legal relations with any party; or



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• to be interpreted as creating a binding contract (including a process contract) as between the City of Marion and any respondent or give rise to any:

- Contractual, quasi-contractual, restitutionary or promissory estoppel rights; or
- Expectations as to the manner in which the respondent will be treated in the evaluation.
- no legal or other obligations will arise until parties execute formal documentation.

Disclaimer

The information set in this Request for Proposal is not intended to be exhaustive and respondents should make their own enquiries regarding:

- The contents of this invitation; and
- The suitability of the site for any form of development or concept.

Neither the City of Marion, the contact person nor any employee, agent or contractor of City of Marion provides any warranty or makes any representation, expressed or implied, as to the completeness or accuracy of the information either contained in or in connection with this Request for Proposal.

A respondent must undertake its own enquiries and satisfy itself in respect of all matters contained in any information provided to it.

Respondent Acknowledgements

Each respondent agrees and acknowledges that:

- they have fully informed themselves of all conditions and matters relating to the Request for Proposal;
- they have sought and examined all necessary information which is obtainable by making reasonable enquiries relevant to the risks, contingencies and other circumstances;
- they do not rely on any expressed or implied statement, warranty, representation, whether oral, written or otherwise, made by or on behalf of the City of Marion, the contact persons or any employee, agent or contactor of City of Marion;
- they have relied on their own investigations and enquiries in lodging a written response; and
- City of Marion, the contact persons and any employee, agent or contract of the
 City of Marion are not liable for any incorrect or misleading information or
 failure to disclose information whether in connection with this Request for
 Proposal or any document attached to or related to it.



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APPENDIX 1 – CERTIFICATE OF TITLE



Product
Date/Time
Customer Reference
Order ID

Register Search (CT 5494/674) 24/02/2021 03:45PM

20210224009175



The Registrar-General certifies that this Title Register Search displays the records maintained in the Register Book and other notations at the time of searching.



Certificate of Title - Volume 5494 Folio 674

Parent Title(s) CT 4170/413

Creating Dealing(s) CONVERTED TITLE

Title Issued 21/01/1998 **Edition** 1 **Edition Issued** 21/01/1998

Estate Type

FEE SIMPLE

Registered Proprietor

THE CORPORATION OF THE CITY OF MARION OF PO BOX 21 OAKLANDS PARK SA 5046

Description of Land

ALLOTMENT 100 FILED PLAN 10513 IN THE AREA NAMED MITCHELL PARK HUNDRED OF NOARLUNGA

Easements

NIL

Schedule of Dealings

NIL

Notations

Dealings Affecting Title

Priority Notices

NIL

Notations on Plan

NIL

Registrar-General's Notes

Administrative Interests

NIL

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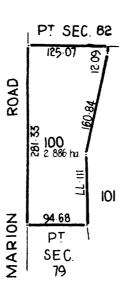


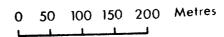
Product
Date/Time
Customer Reference
Order ID

Register Search (CT 5494/674) 24/02/2021 03:45PM

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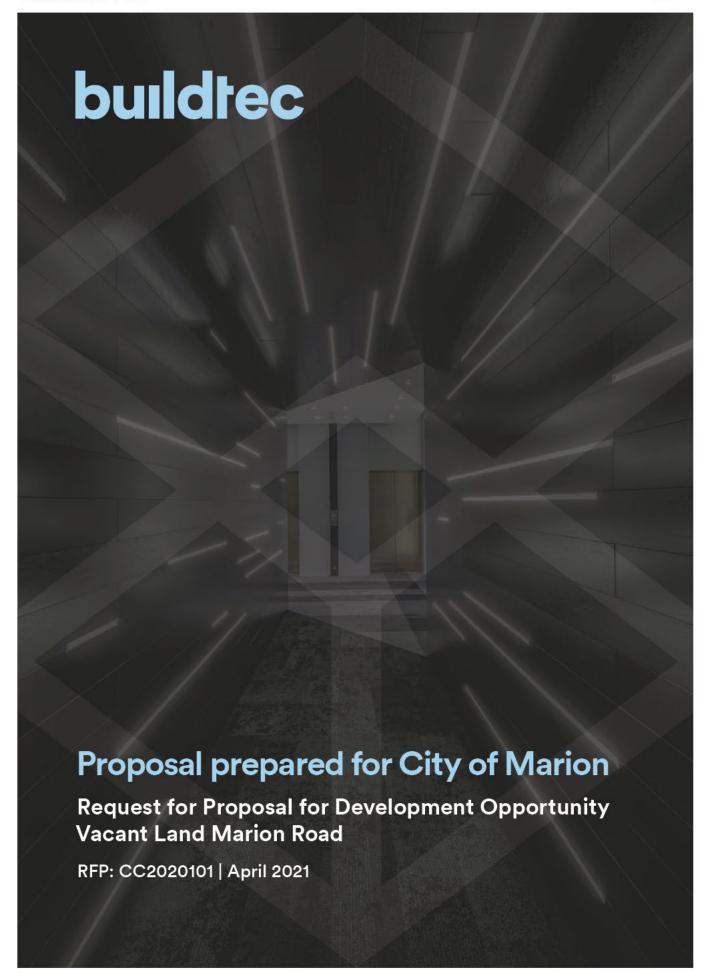






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SGC210713 - Confidential Special General Council Meeting - 13 July 2021



Attachment 12.3.2	109

buildlec

20 April 2021

Colin Heath Senior Procurement Specialist

Dear Colin

RE: RFP CC2020101 | Request for Proposal for Development Opportunity Vacant Land Marion Road

Build Tec Group is pleased to provide its response to City of Marion (Council) regarding the Request for Proposal for Development Opportunity Vacant Land Marion Road.

Having operated in the South Australian market for over 55 years, the Build Tec Group is backed by a solid financial position and a reputation for excellence that is second to none.

We trust the following submission suitably addresses each of the returnable schedules. We look forward to your consideration of the enclosed offer and to discussing this with you in more detail.

Yours sincerely

Anthony Carrocci Managing Director ac@buildtec.com.au

> 99 King William Street Kent Town SA 5067

T +61 (0) 8132 8400

admin@buildtec.com.au buildtec.com.au



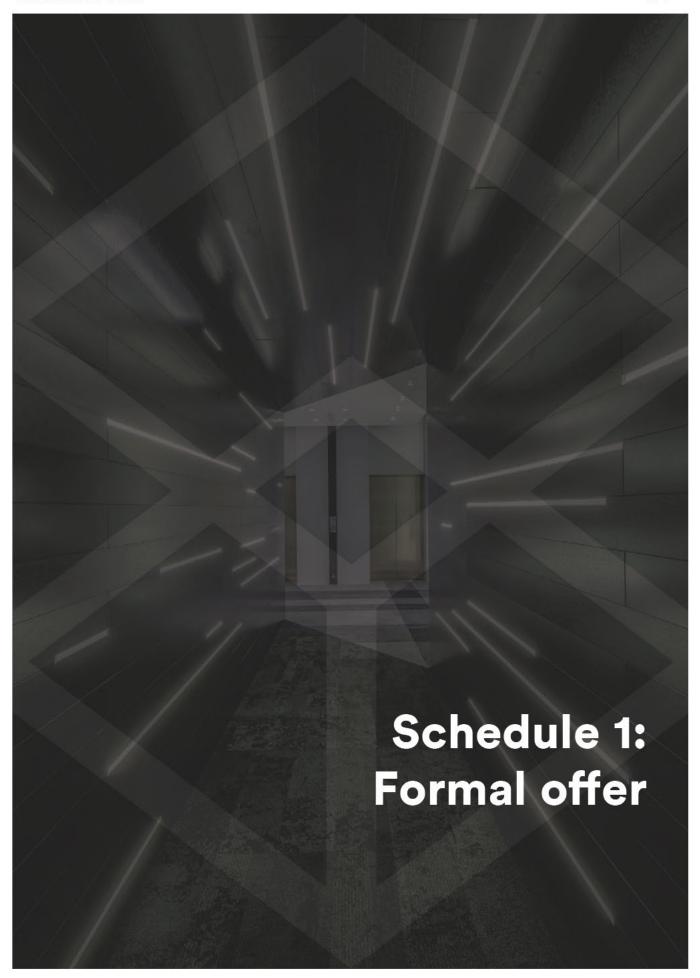


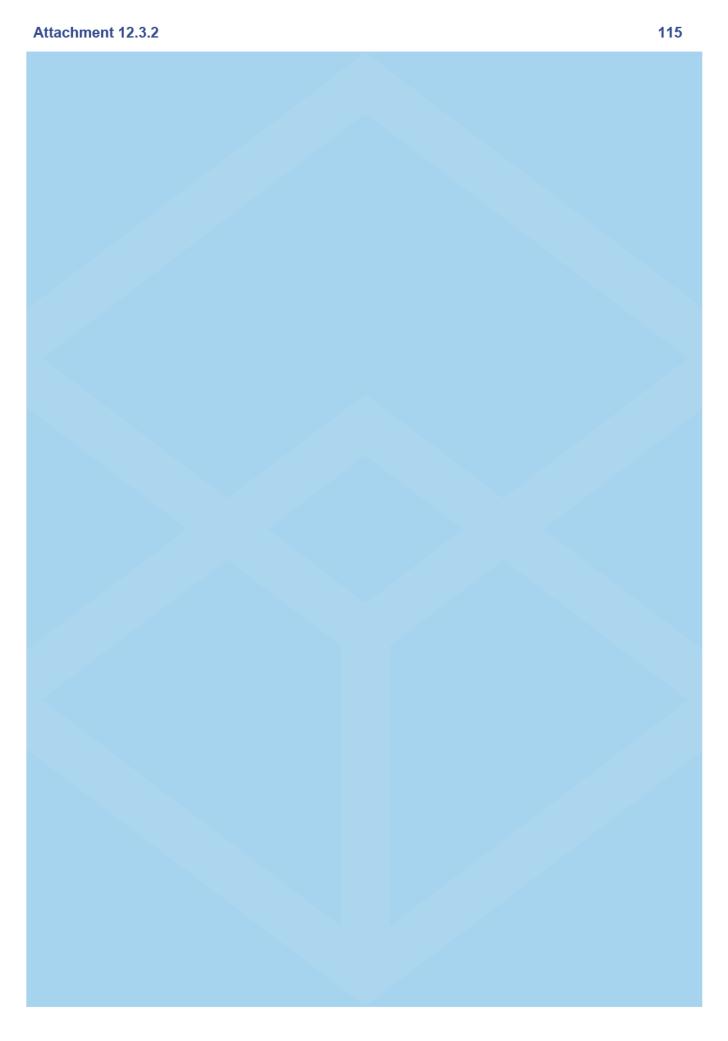
BLD 10433 ABN 16 960 815 612 The Trustee for Buildtec Group Unit Trus

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SCHEDULE 1: FORMAL OFFER

Schedule 1

Formal offer

I Anthony Carrocci of Build Tec Group Pty Ltd (the "Respondent") on 20th April 2021 having read, understood and fully informed myself/ourselves/itself of the contents, requirements and obligations of the Request for Proposal, CC2020101 Request for Proposal for Development Opportunity Vacant Land Marion Road), do hereby submit our proposal in the Response Schedules attached.

The Respondent:

- 1. is subject to the terms and conditions set out in the Conditions of Proposal;
- 2. irrevocably offers our Proposal on the terms of the Brief which forms part of the RFP Documents subject only to the variations set out in Schedule 3; and
- 3. holds this offer open and capable of acceptance by the Council for a period of 90 days from the closing date.

The person signing warrants that they have the authority to complete, sign and submit this Tender on behalf of the Respondent.

Signature of Authorised Representative

Anthony Carrocci

Name of Authorised Representative

Director Position

20th April 2021

Date

Signature of Witness

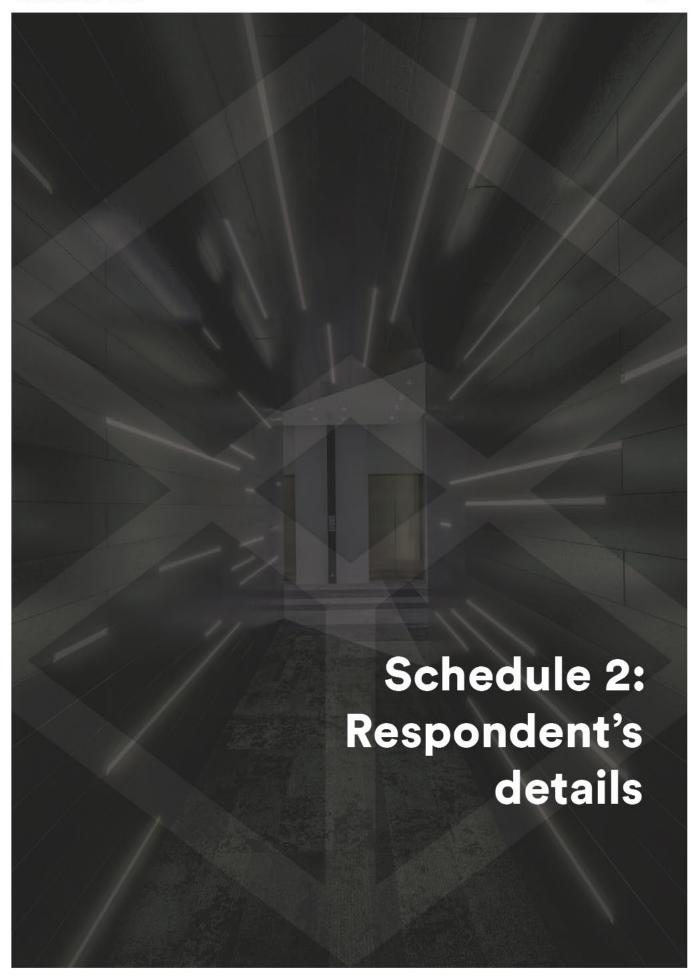
N. Mac___

Naomi MacLean

Name of Witness

Proposals Manager

Position



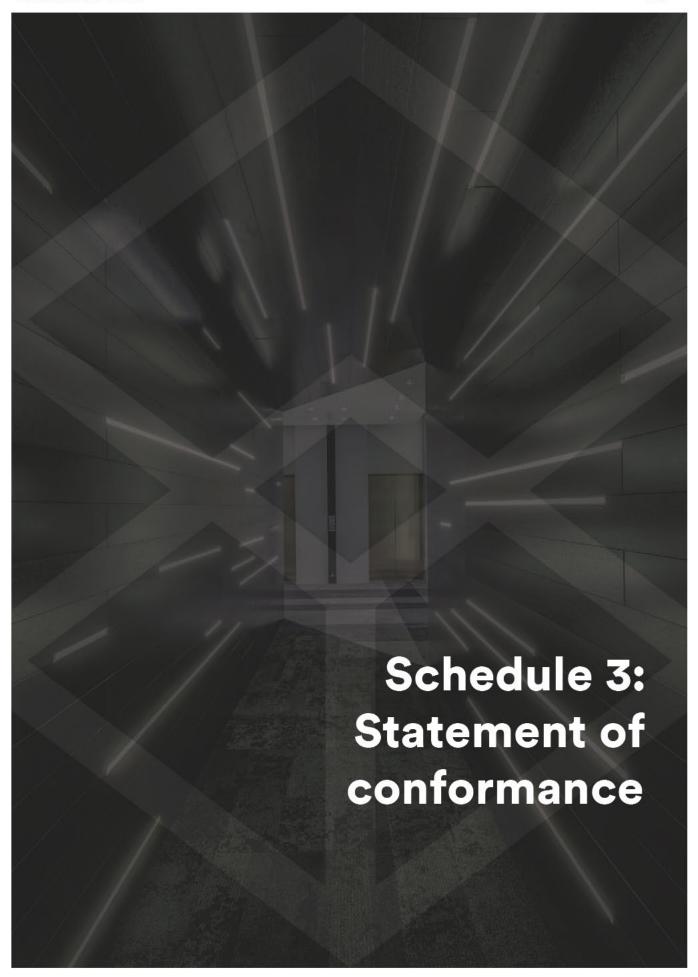
SCHEDULE 2: RESPONDENT'S DETAILS

Schedule 2

Respondent's details

ITEM	DETAILS
Company name	Build Tec Group Pty Ltd
ABN	45 008 091 414
ACN	008 091 414
Website	www.buildtec.com.au
Primary contact	Daniel De Conno
Registered address	99 King William Street, Kent Town SA 5067
Postal address	99 King William Street, Kent Town SA 5067
Primary contact telephone	0412 402 020
Primary contact e-mail	dd@buildtec.com.au
Proposal conditions	Respondent to sign that it has read and understood this RFP and Conditions of Proposal specified therein.
	Anthony Carrocci, Director





SCHEDULE 3: STATEMENT OF CONFORMANCE

Schedule 3

Statement of conformance

If the Proposal does not comply with all the requirements of the RFP Documents, the Respondent must list below all areas of non-conformity, partial conformity or alternative offer and the reasons therefore.

The Proposal shall be read to disregard and render void any area of the proposal which is non-conformant, partially conformant or an alternative offer except to the extent detailed in this Schedule.

If any non-compliance is determined to be unacceptable, the Proposal may not be further considered.

NC = Non-compliance

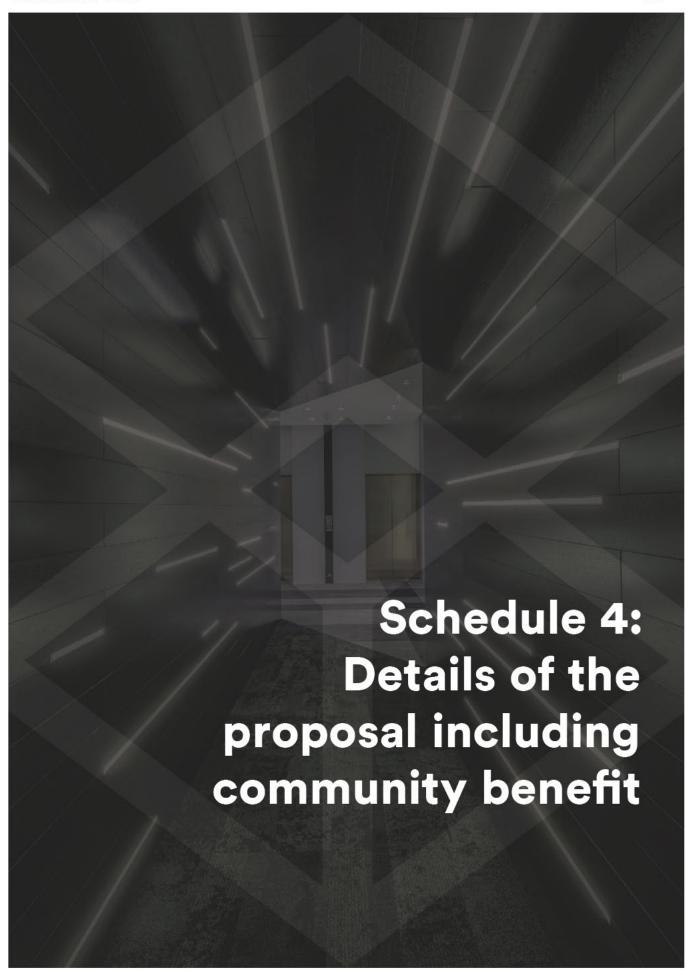
PC = Partial compliance

AO = Alternate offer

AREA OF NON-CONFORMITY AND REASON

NC/PC/AO

Nil - Build Tec Group does not have any areas of non-conformance



SCHEDULE 4: DETAILS OF PROPOSAL INCLUDING COMMUNITY BENEFIT

Schedule 4

Details of proposal including community benefit

Respondents shall provide details of their proposal, including but not limited to:

Nature of the proposed activities

the nature of activities proposed to be undertaken at the site

Build Tec Group has established relationships with several national retail businesses interested in occupying the retail tenancies on this site. We are prepared to disclose one of the tenants at this stage -



The industry is over a \$13 billion dollar industry in Australia and growing rapidly and is regarded as COVID-19 and recession proof.

This is an excellent opportunity for the City of Marion given that Build Tec Group can certify who the major occupier will be prior to project commencement.

Additional users that Build Tec are in negotiations with include

Complements existing business

 how the proposal complements the existing businesses and facilities surrounding the site

The proposed use for the site will complement surrounding developments, drawing more disposable income to the precinct.

As a has conducted extensive trade catchment analysis, they are confident that sufficient demand exists for their proposed use. These new visitors to the precinct will contribute further spending to the surrounding businesses.

Uniqueness

"uniqueness" of the proposal to the City of Marion

The uniqueness of this offer is that one of the occupiers has been identified prior to the design of the building. will therefore work with Build Tec Group and Council to achieve an acceptable design outcome in a timely manner.

There will also be surplus tenancies that the developer will seek to lease to new occupiers which complement this new occupier.

Strategic objectives

how the proposal supports council's strategic objectives

Council's strategic objectives aim to achieve a thriving economy, increased visitation and vibrant atmosphere through appropriate development regulation.

This proposed development will exceed Council's site activation objectives through bringing a new industry to this precinct.

Concept plan

 Concept Plan illustrating site layout and proposed onsite car parking including access and egress

Our proposed concept plan (provided at the end of this schedule) provides for up to four bulky goods tenancies with associated parking and landscaping in a prominent position along Marion Road.

The building incorporates loading facilities to assist in minimising traffic impacts within and outside of this development. Our identified occupier intends to occupy tenancy three of this development

SCHEDULE 4: DETAILS OF PROPOSAL INCLUDING COMMUNITY BENEFIT

Proposed delivery method and timeframes

 proposed delivery method and potential timeframes including any key milestones for implementation of the proposal

The Build Tec Group will be the developer and builder for this project. We are a proud South Australian business which was founded 55 years ago and today delivers commercial, industrial and residential projects across Adelaide.

We intend to hold this development as a long term investment for the Group, providing confidence of our intention to build a high-quality development.

In terms of the development timeframe, we would estimate a nine-month construction timeframe following Planning and Development Approval. As is keen to be located in this precinct, they are happy to abide by councils' Stage 1 and 2 procurement process.

Employment opportunities

 details of the number of people forecasted to be employed at the site during establishment, and then ongoing

The project will employ 250 people during the development phase and create employment for 400 people ongoing.

Identification of land area

 identification of the area of land required i.e. portion or whole parcel of land.

Whole of the land parcel.

Preference for land tenure

preference for future land tenure i.e. length of lease

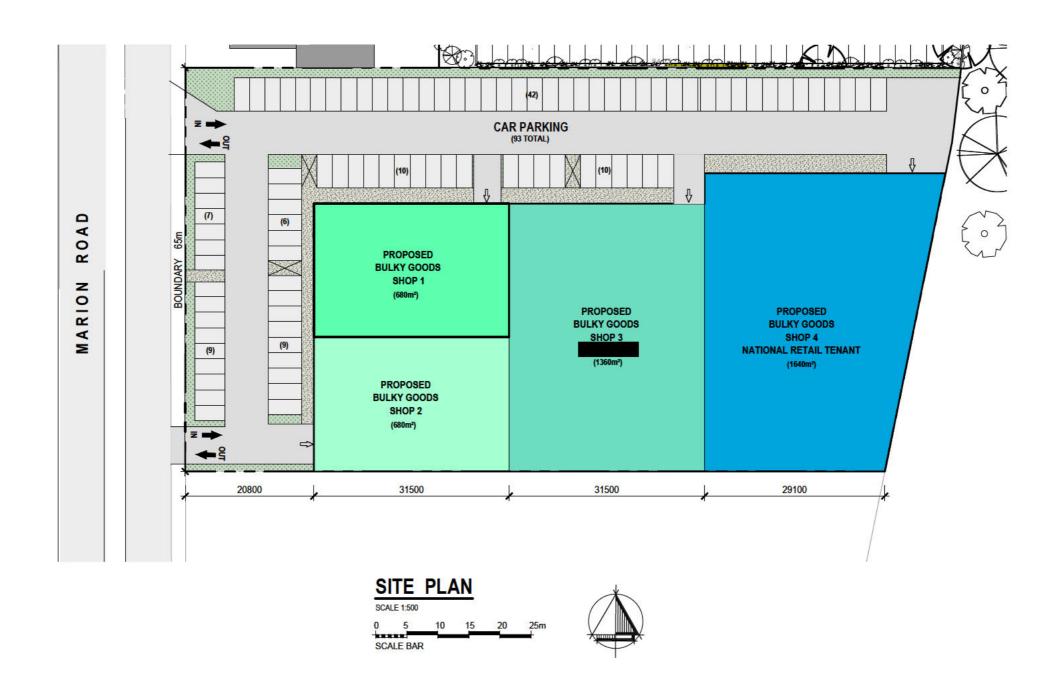
We are seeking a ground lease for 50 years.



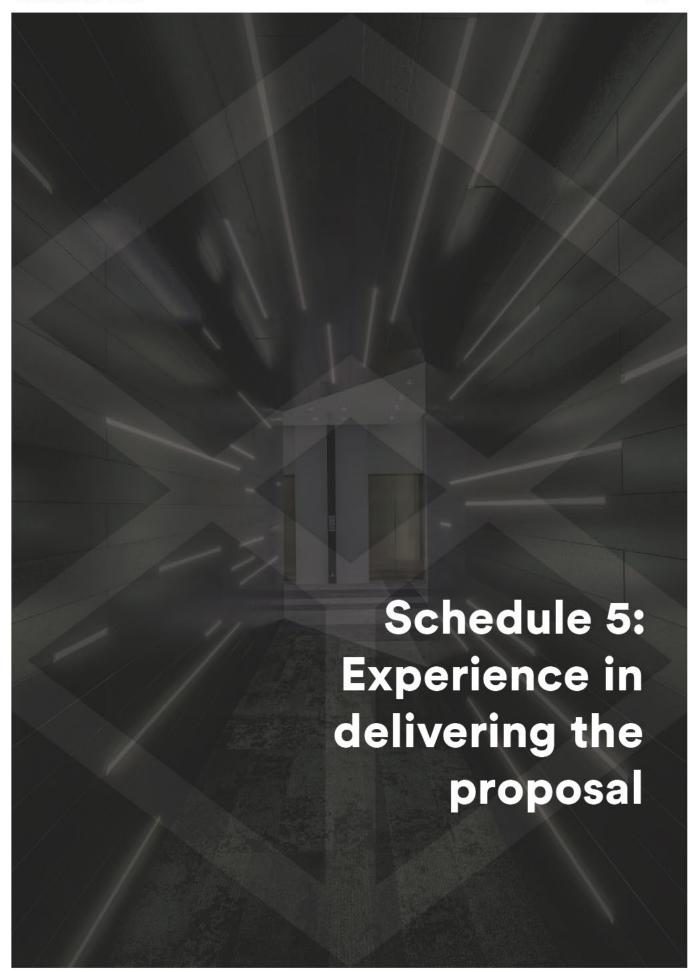
Vision. Design. Creation.

proposed BULKY GOODS DEVELOPMENT

MARION RD. LOT 100 ISSUE A. 21.04.15







SCHEDULE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Schedule 5

Experience in delivering the proposal

Respondents should demonstrate their previous experience and capacity to deliver and operate the proposal. This should include but not be limited to:

Capacity and experience

 demonstrated capacity and experience of the respondent to deliver the proposal

Company overview

Since 1965, the Build Tec Group has been actively shaping South Australia through an impressive portfolio of property development and construction. By 1995, Build Tec was established as an industry-leading diversified builder and developer within the local residential, commercial and industrial sectors.

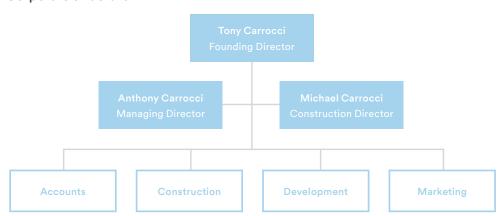
From state-of-the-art office accommodation, to multistorey mixed-used residential developments, and the construction of shopping centre redevelopments within operational environments, Build Tec has successfully delivered major design and construction projects in Adelaide to the value of more than \$500 million for private sector, not-for-profit, and government clients

Set apart from our competitors by our broad capabilities, resources, knowledge and experience, Build Tec delivers a full suite of comprehensive development and construction services.

Build Tec Group develops solutions to meet the specific requirements of our clients. We have developed office facilities, factories and warehouses for some of South Australia's most prominent businesses including:

- Spotless
- Star Track Express
- Bridgestone
- Liberal Party Head Quarters
- Black Chrome
- Dulwich Bakery.

Corporate structure



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SCHEDULE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Key personnel



Anthony Carrocci, Managing Director

Anthony oversees the operations of the Build Tec Group and is responsible for new business development and the strategic direction of the group.

Holding 24 years' experience in commerce and property development, prior to joining the Build Tec Group Anthony worked in advisory roles to the property and construction industry in Adelaide and London. His experience in project management, property, financial and investment services plays a pivotal role in the ongoing development of the services offered by the Build Tec Group.

Anthony's expertise and knowledge within the property development industry is recognised through the various positions he holds within the South Australian division of the Property Council of Australia, as Vice President, Chairman of the Residential Development Committee, a Division Councillor, and former Industrial Development Committee member.



Michael Carrocci, Construction Director

Michael oversees the construction arm of the group. He is responsible for the management, coordination and delivery of all the construction undertaken by the Build Tec Group.

With more than 22 years' experience in the construction industry, Michael has worked extensively across all aspects of construction including residential, commercial, industrial and civil. Michael is actively involved with the South Australian Chapter of the Master Builders Association and leads a progressive team of project managers. Michael's knowledge and respect within the industry ensures that the Build Tec Group continues to deliver construction of the highest quality.



Tony Carrocci, Founding Director

Tony holds an impressive 54 years of experience in the construction and development industry. His vast professional experience includes previous roles as Managing Director of A.S. Carrocci Building Co. Pty Ltd, where his company organised and coordinated the construction of innovative custom-built residential homes and house and land packages throughout the 1970s and 1980s.

From 1986, Tony was Managing Director of Prestige Homes Pty Ltd where, under his guidance, the company successfully developed several commercial and residential projects across Adelaide.

Business operating experience

 demonstrated experience of the respondent in successfully operating the business proposed to be activated at the site

Details of relevant experience are provided on the following pages.

SCHEDULE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Project experience The Main Business Park

The Main Business Park at Myer Court
Beverley was purchased from the
Coles Group, representing the former
distribution centre for Coles Myer in South
Australia.

The existing office warehouse improvements were demolished following planning approval and an industrial/bulky goods precinct was developed.

The target market was tenants looking to relocate within the inner West of Adelaide to a new premises. The premises were successfully developed for the clients listed in the table below.

PROJECTS COMPLETED AT THE MAIN

DULWICH BAKERY	2010	830m²
FIRECORP	2012	740m²
INDICO BLACKCHROME	2015	1,200m²
DYNAMIC SUPPLIES	2011	1,275m²
BED SHED	2014	988m²
OPTOS	2013	710m²







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SCHEDULE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Project experience Black Chrome

Completed: 2015

Location: Beverley, South Australia

Description:

This project involved the delivery of a new office and showroom for custom sportswear manufacturer – Blackchrome.

The result was a modern office building with ancillary warehouse comprising over 400sqm of offices.

Items of note:

- Extensive use of low E glazing to reduce energy consumption on both heating and cooling cycles
- Large open plan working area within the office component
- Consistency and symmetry in façade treatment on all sides
- Use of T5 and compact fluorescent lighting with motion sensors, to reduce energy consumption
- Use of individual motion control bathroom exhaust fans to reduce energy consumption
- Selection of specialised tapware, low flush toilets and waterless urinals to maximise water savings.





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SCHEDILLE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Project experience Spotless

Size: 4,400m²

Location: 6 Oxenham Street, Dudley Park, SA 5008

Description:

This project at Dudley Park in South Australia, involved the development of a substantial office with associated storage specifically for the Spotless Group. The result was an outstanding development featuring appealing glass façade which we consider will be an appealing location in which to work for many years to come.

Spotless office/warehouse consists of part precast walling and part curtain wall glazing. The office area culminates approximately 60% of the entire building footprint majority of which is curtain wall glazed.

The warehouse component is on the eastern side consisting of precast walling. All roofing throughout the project is metal deck roofing.

Items of note:

- Large open plan working area within the office component
- Consistency and symmetry in façade treatment on al sides
- Use of T5 & compact fluorescent lighting with motion sensors, to reduce energy consumption
- Use of individual motion control bathroom exhaust fans to reduce energy consumption
- Selection of specialised tapware, low flush toilets & waterless urinals to maximize water savings
- Extensive use of low E glazing to reduce energy consumption on both heating & cooling cycles.





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SCHEDULE 5: EXPERIENCE IN DELIVERING THE PROPOSAL

Project experience Other retail projects

FARQUAR KITCHENS, BRODIE 2008 2,500m² ROAD, LONSDALE NORTHERN'S PLUMBTEC, 2006 1,200m² TOLLEYS ROAD, ST AGNES NORTHERN'S PLUMBTEC, 2007 1,200m² CHURCHILL ROAD, PROSPECT

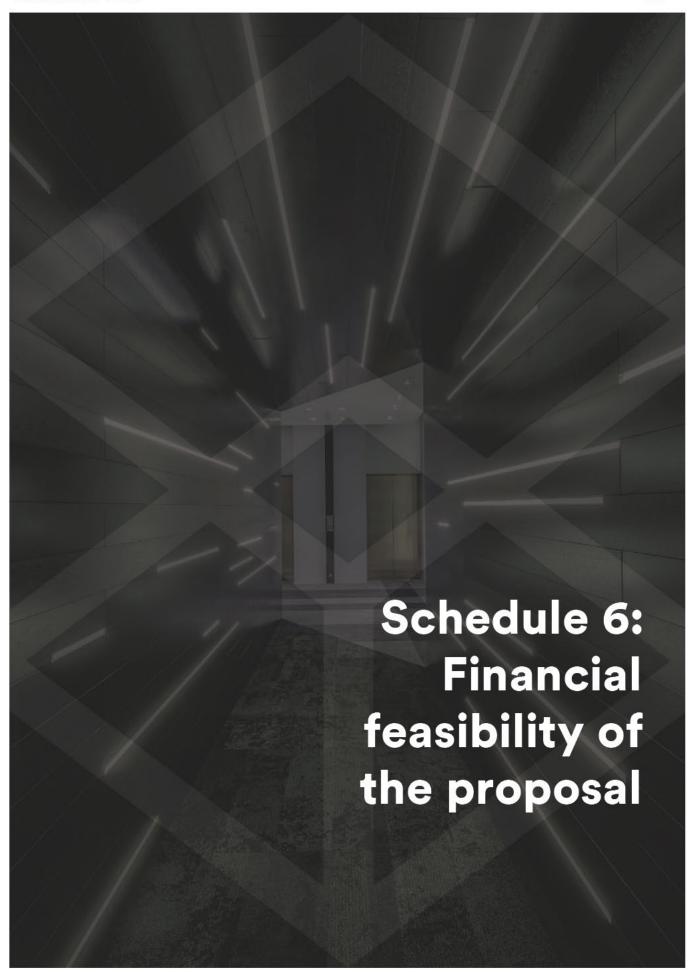


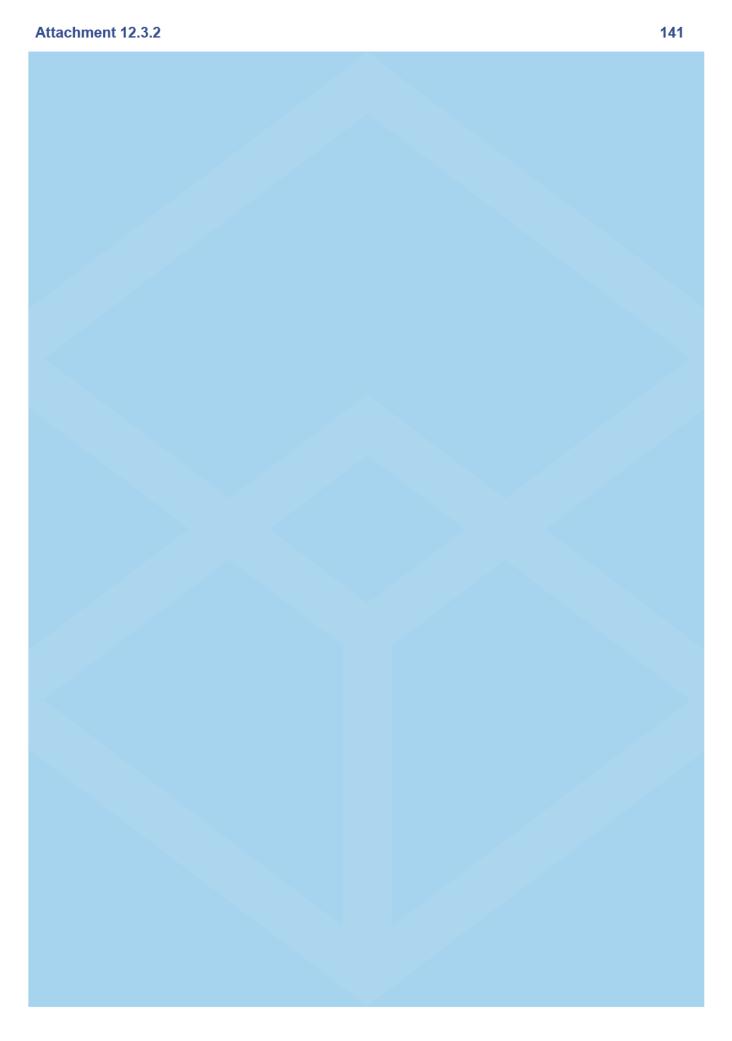




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SCHEDULE 6: FINANCIAL FEASIBILITY OF THE PROPOSAL

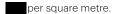
Schedule 6

Financial feasibility of the proposal

Respondents should demonstrate the financial feasibility of the proposal. This should include but not be limited to:

Proposed annual rent fee

• proposed annual rent fee



Financing arrangements

 proposed financial arrangements/funding sources to fund the proposed development

The Build Tec Group has existing relationships with most of Australia's major banks including the Commonwealth Bank and National Australia Bank and we would be happy to provide commercial references upon request.

The history, current facilities and existing relationships we have with these groups gives us to confidence to tender for this project with the knowledge that when coupled with our own internal resources, we have the ability to financially complete this transaction.

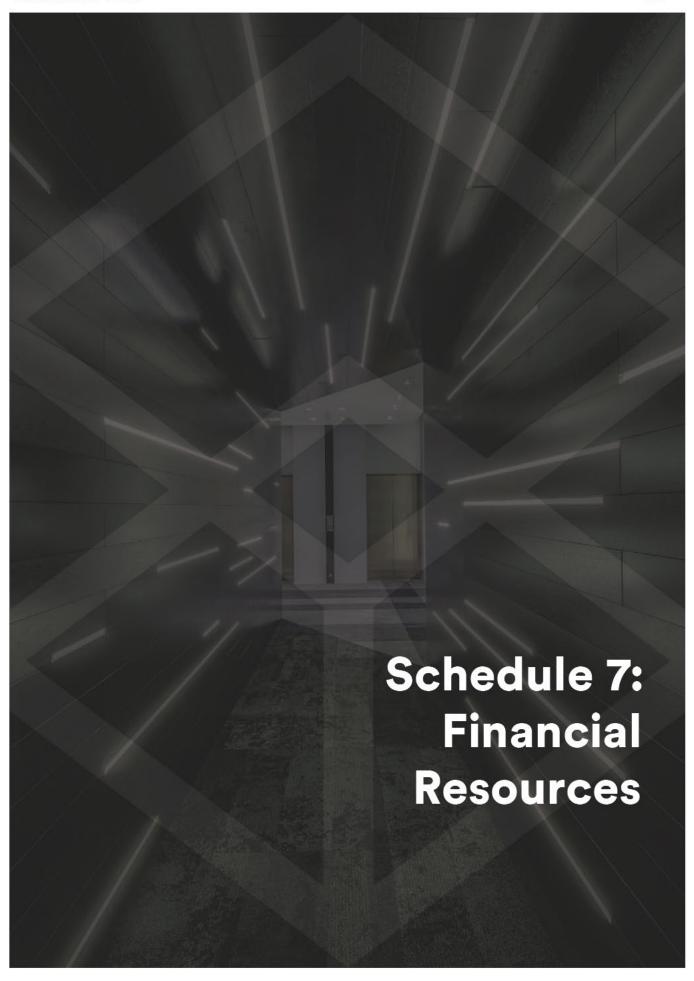
Financial capacity

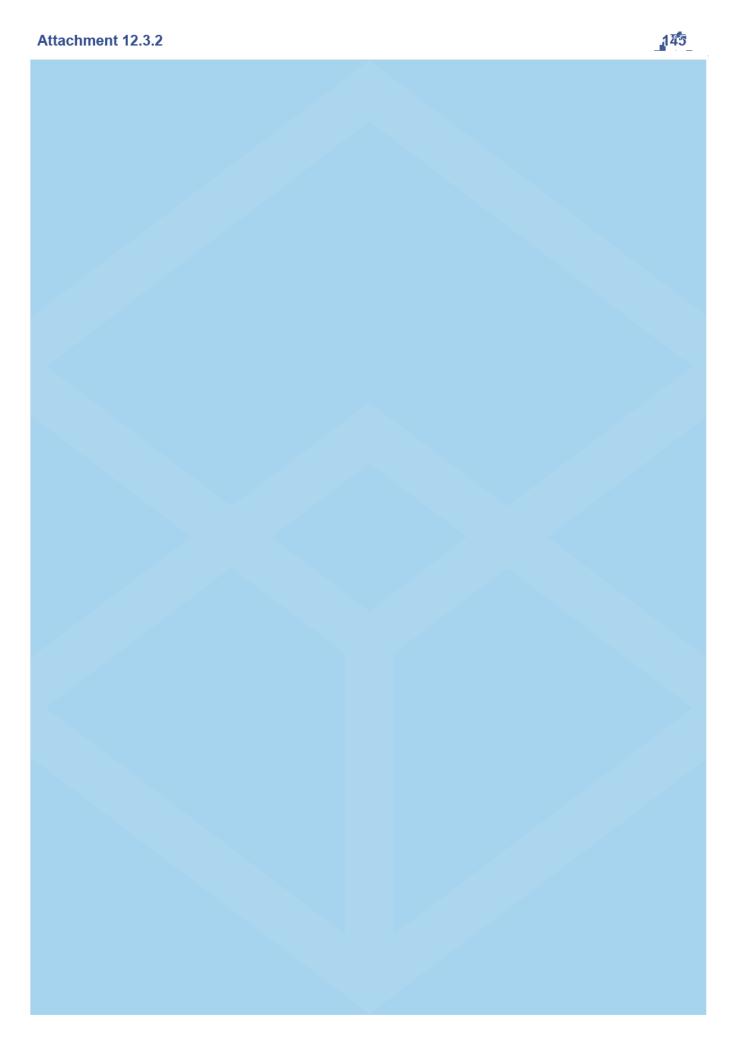
 details of the financial capacity of the respondent to deliver the proposal

We have long term financial arrangements with Tier 1 banking sources as well as from our own capital. Based on this, we see no issues in funding the requirements of this project.

Founded in South Australia and having invested primarily in developments in the Adelaide metropolitan area, we are well connected in the Adelaide business network.

Importantly for Council, all of the funding for this project will be sourced from Tier 1 or Australian banking sources. There is no prospect of overseas or non-ethically sourced funding by any of our entities. We are therefore confident to state that we will satisfy any financial interrogation of our companies and will be able to demonstrate the required financial capacity to undertake and conclude this transaction.



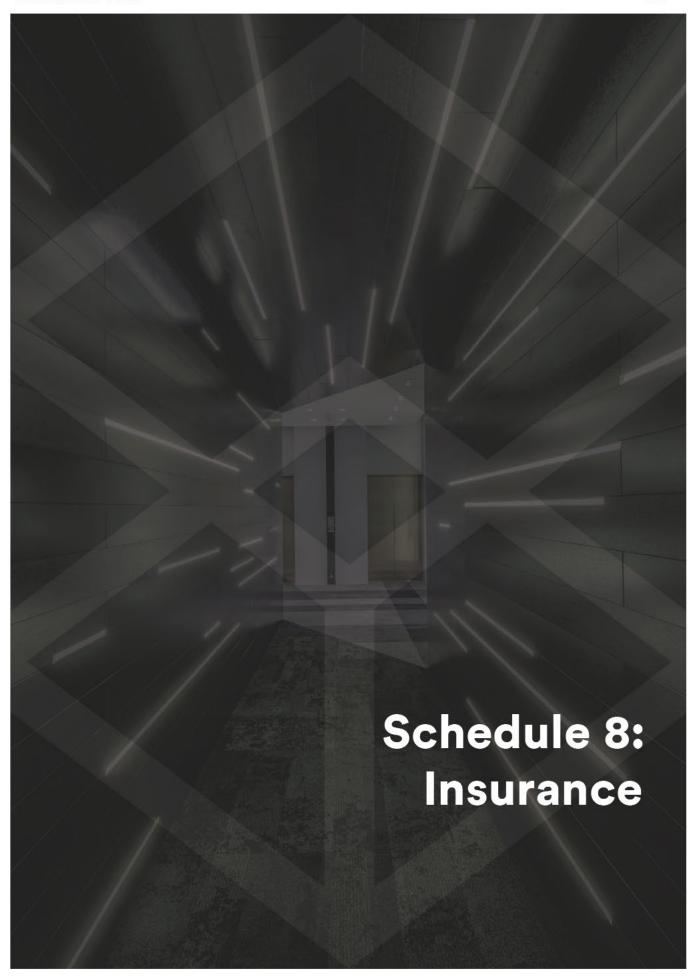


SCHEDULE 7: FINANCIAL RESOURCES

Schedule 7

Financial resources

#	ITEM
1	Banker's name:
	Address:
2	Annual turnover for:
3	The limits of the bank overdraft facilities:
4.	What is the issued capital of the Respondent's Company:
5	Nett asset value of the Respondent's Company:
6	For the most recent financial year:
6.1	The average cash balance at the Respondent's Bank:
6.2	Value of sundry debtors at balance date:
6.3	Value of sundry creditors indicating the amount applicable:
	1 to 30 days:
	31 to 60 days:
	61 and over days:





SCHEDULE 8: INSURANCE

Schedule 8

Insurance

Respondents shall provide copies of Certificates of Currency for the listed insurances below as applicable. The Certificates are to show name of the insurer, policy number, extent of cover per incident and in the aggregate, expiry date and exclusions.

- Public and Products Liability
- Evidence of Workers Compensation registration

Please refer overleaf for copies of the current, relevant insurances.



Certificate of Currency

INSURED: Build Tec Group Pty Ltd; Buildtec Group of Companies

Build Tec Properties Pty Ltd, Build Tec Services Pty Ltd,

BTP No 1 Pty Ltd ATF The Beverley Unit Trust - Property owners Only Carrdown Nominees Pty Ltd - Property Owners Only, Carbuild Pty Ltd Carrprop No 2 Pty Ltd, Caca Nominees Pty Ltd, Seaford Meadows Pty Ltd, BFU Nailsworth Pty Ltd, KWS No 1 Pty Ltd, 299 Pirie Street Pty Ltd, Pop Development Pty Ltd; and others as defined as Insured.

CLASS OF RISK: Annual Contract Works & Third Party Liability

PERIOD OF INSURANCE: From: 31 October 2020 at 4:00pm local standard time

To: 31 October 2021 at 4:00pm local standard time

RETROACTIVE DATE: 31 October 2018

(Contractors Pollution Liability

Extension)

GEOGRAPHICAL LIMIT: Anywhere in the Commonwealth of Australia, including whilst in transit

(which includes coastal marine and inland waterway shipments) between any

places therein.

SUMS INSURED: CONTRACT WORKS

\$15,000,000 any one contract

THIRD PARTY LIABILITY

Public Liability \$20,000,000 any one occurrence

Products Liability \$20,000,000 any one

occurrence and in the aggregate

Contractors Pollution Liability

\$250,000 any one Claim per Pollution Condition and in the aggregate for all

Claims made during the Period of Insurance.

POLICY NUMBER: CONTRACT WORKS

03IK700666

THIRD PARTY LIABILITY

493833

SIGNED

(for and on behalf of certain underwriters at Lloyds)

CHASE UNDERWRITING PTY LTD

ABN 501 5655 4808

DATE OF ISSUE: 30 October 2020

This certificate:

- Is issued as a matter of information only and confers no rights upon the holder;
- Does not amend, extend or alter the coverage afforded by the policy listed;
- Is only a summary of the cover provided. For full particulars, reference must be made to the current policy wording;
- Is current only at the date of issue.

Level 2 / 476 St Kilda Road Melbourne Vic 3004 PHONE: (03) 8866 0700

Sensitive: Personal



Certificate of registration

Return to Work Act 2014

Employer number 26518504

Employer name Build Tec Group Pty Ltd as T/tee

Trading name Build Tec Group Pty Ltd

Date of issue: 13 July 2020

Statement of coverage valid until 30 June 2021

This employer is registered as an employer under the Return to Work Act 2014 (the Act).

Build Tec Group Pty Ltd as T/tee is registered from 01/07/2013.

The information provided in this Certificate of registration is correct at the date of issue.

Important information

A certificate of registration is issued in South Australia to certify that an employer is registered under the Act. This certification is valid until 30 June 2021 or until Build Tec Group Pty Ltd as T/tee ceases to be an employer who is required to be registered under the Act.

If there are any errors on this form, please inform ReturnToWorkSA within 30 calendar days. If you do not do this, under section 165(6) of the Act a maximum penalty of \$5,000 may apply.

A copy of this certificate must be produced within 30 days where requested by a person authorised under section 165(8) of the Act. A maximum penalty of \$1,000 under section 165(3) of the Act may apply.

A person who fraudulently alters a certificate of registration issued under section 165 of the Act is guilty of an offence. A maximum penalty of \$25,000 under section 165(5) of the Act may apply.

If you require any further assistance or information, please contact ReturnToWorkSA on 13 18 55 or by email to info@rtwsa.com.

ReturnToWorkSA

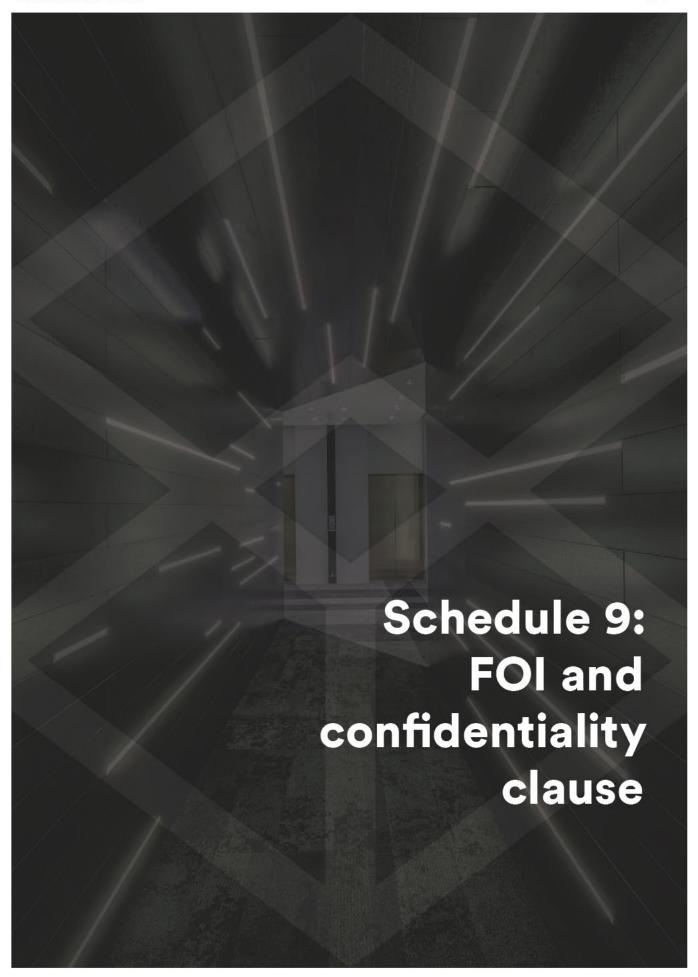
400 King William Street Adelaide SA 5000 • GPO Box 2668 Adelaide SA 5001 • ABN 83 687 563 395

General Enquiries 13 18 55 • www.rtwsa.com

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SCHEDULE 9: FOI AND CONFIDENTIALITY CLAUSE

Schedule 9

FOI and confidentiality clause

Respondent shall list those parts, schedules and/or clauses of its submission that it wishes to be considered as confidential in the event of a Freedom of Information (FOI) enquiry.

The parts, schedules and/or clauses considered as confidential should be realistic and kept to a minimum.

PART, SCHEDULE OR CLAUSE			
NUMBER	DESCRIPTION		
Schedule 4	In particular, all references to potential occupiers		
Schedule 7	Schedule 7 - Financial resources (all details)		

Attachment 12.3.2	158

Attachment 12.3.2 159 buildtec _____ buildtec.com.au

Geoff Norris

From: Daniel De Conno <dd@buildtec.com.au>

Sent: Friday, 21 May 2021 12:38 PM

To: Colin Heath

Cc: Anthony Carrocci; Daniel De Conno
Subject: Clarification to Build Tec Group's RFP

Dear Colin

Thank you for your email dated 13 May 2021 and we provide the following response using your questions as the reference;

1. <u>Details and examples of Build Tec's experience with working with any government developments/partnerships</u>

The Build Tec Group has completed several projects with government as detailed below;

Nexus Apartments – this land was purchased from Renewal SA and developed in accordance with the state government's affordable homes program for a Community Housing Provider. This was a partnership with the state government which involved federal government funding.

354 Bowden – this land was purchased from Renewal SA and developed once approval was granted through the state government's Bowden Design Review panel. This process involved review of the project designs by the state government architect and planning staff to ensure alignment to Bowden's design principles. Following approvals, we are underway of construction of the circa 200 apartment and townhouse project with completion expected toward the end of 2022

Norwood Green – this land was purchased from Renewal SA following an extensive Expression of Interest process. Formerly the Caroma site at 100 Magill Road Norwood, upon completion the project will comprise an ALDI supermarket, retail and commercial tenancies and around 240 apartments and townhouses. Co-ordination between local and state governments was a key ingredient in the approval of this project and we maintain a closed working arrangement with Carlos Bussetti and his team at NPSP.

In addition to the above and prior to joining Build Tec, Daniel was employed by Renewal SA as the General Manager of Property. This role covered all of Renewal SA's assets including the some 4,000 land parcels, around 225 commercial, retail and industrial tenants, ground leases and the sale of surplus government properties – once they had been circularised through circular 114. This role required extensive communication and coordination between local and state government and we therefore consider we are well placed to assist the City of Marion in this project.

2. <u>Details of build Tec's portfolio of landholdings (where you have developed and have retained ownership for subsequent leasing purposes)</u>

The Build Tec Group has developed many commercial and industrial projects, most with the intention for long term ownership and some for on-sale to the occupier or investors. Regardless of the eventual ownership, each project is established with a commercial mindset where the project is professionally managed by a licensed real estate agent to ensure any maintenance items are addressed quickly so as to enhance the project value and satisfaction of the tenant. Examples of such projects are;

- Bridgestone, Edinburgh Parks
- Spotless Services, Dudley Park
- Commonwealth Department of Defence, Dudley Park
- Global Metals, Wingfield
- Startrack Express, Wingfield

1

- Fletcher Insulation, Wingfield
- Northern's Plumbtec, Prospect & St Agnes

3. Please review and consider offering:

- a revised proposed annual rent fee (ex GST)
- lease tenure options
- an annual escalation mechanism for the proposed annual rent fee

We have considered the annual rental offered as part of our submission and consider the annual rental offered at per square metre excluding GST represents fair value.

In terms of the proposed lease term, we propose a 45 year term with the right for council to terminate the lease at year 25, year 30, year 35 and year 40 with an agreed notice period and mechanism for calculation of the exit value. Our initial thoughts on this would be that council pay the assessed market value of the improvements at the time which would be assessed by a licensed valuer jointly appointed by the parties.

In terms of rental escalation, we would prepared to increase the rental annually to the prevailing CPI, capped at per annum

4. Further clarity regarding proposed development/build timeframes

We would allow for a construction timeframe within 12 months from receipt of planning approval.

Trusting the above provides the further clarity you are seeking and looking forward to your further contact in due course.

Regards Daniel

Daniel De Conno Development Manager

M. 0412 40 20 20

P. +61 (8) 8132 8400

E. dd@buildtec.com.au

W. buildtec.com.au

A. 99 King William Street, Kent Town SA 5067



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