



AGENDA

FOR STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE MEETING TO BE HELD ON

17 JUNE 2019 AT 6.00PM

IN COMMITTEE ROOM 1, 12 JAMES STREET, SALISBURY

MEMBERS

Cr N Henningsen (Chairman)
Mayor G Aldridge (ex officio)
Cr M Blackmore
Cr L Braun
Cr K Grenfell
Cr D Proleta
Cr S Reardon (Deputy Chairman)
Cr G Reynolds

REQUIRED STAFF

Chief Executive Officer, Mr J Harry
General Manager City Development, Mr T Sutcliffe
Manager Strategic Development Projects, Ms C Milton

APOLOGIES

LEAVE OF ABSENCE

PRESENTATION OF MINUTES

Presentation of the Minutes of the Strategic Property Development Sub Committee Meeting held on 8 April 2019.

Presentation of the Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 8 April 2019.

REPORTS

SPDSC1 Future Reports for the Strategic Property Development
Sub Committee 11

SPDSC2 Tranche 2 - Boardwalk at Greentree Project Update Report..... 15

OTHER BUSINESS

CONFIDENTIAL ITEMS

SPDSC3 Emerald Green - Close Out Report and Final Tranche 1 Program Position

Pursuant to section 83(5) of the *Local Government Act 1999* the Chief Executive Officer has indicated that, if Council so determines, this matter may be considered in confidence under Part 3 of the *Local Government Act 1999* on that grounds that:

1. *Pursuant to Section 90(2) and (3)(b)(i) and (b)(ii) of the Local Government Act 1999, the principle that the meeting should be conducted in a place open to the public has been outweighed in relation to this matter because:*
 - *it relates to information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the council is conducting, or proposing to conduct, business, or to prejudice the commercial position of the council; and*
 - *information the disclosure of which would, on balance, be contrary to the public interest.*
2. *In weighing up the factors related to disclosure,*
 - *disclosure of this matter to the public would demonstrate accountability and transparency of the Council's operations*
 - *Non-disclosure of this matter at this time would protect Council's commercial interests.*

*On that basis the public's interest is best served by not disclosing the **Emerald Green - Close Out Report and Final Tranche 1 Program Position** item and discussion at this point in time.*
3. *Pursuant to Section 90(2) of the Local Government Act 1999 it is recommended the Council orders that all members of the public, except staff of the City of Salisbury on duty in attendance, be excluded from attendance at the meeting for this Agenda Item.*

SPDSC4 Hoyle Green Tranche 2 - Status Update Report

Pursuant to section 83(5) of the *Local Government Act 1999* the Chief Executive Officer has indicated that, if Council so determines, this matter may be considered in confidence under Part 3 of the *Local Government Act 1999* on that grounds that:

1. *Pursuant to Section 90(2) and (3)(b)(i) and (b)(ii) and (d)(i) and (d)(ii) of the Local Government Act 1999, the principle that the meeting should be conducted in a place open to the public has been outweighed in relation to this matter because:*
 - *it relates to information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the council is conducting, or proposing to conduct, business, or to prejudice the commercial position of the council; and*
 - *information the disclosure of which would, on balance, be contrary to the public interest; and*
 - *commercial information of a confidential nature (not being a trade secret) the disclosure of which could reasonably be expected to prejudice the commercial position of the person who supplied the information, or to confer a commercial advantage on a third party; and*
 - *commercial information of a confidential nature (not being a trade secret) the disclosure of which would, on balance, be contrary to the public interest.*
2. *In weighing up the factors related to disclosure,*
 - *disclosure of this matter to the public would demonstrate accountability and transparency of the Council's operations*
 - *Non-disclosure of this matter would protect Council's commercial position as public disclosure may provide third parties with a commercial advantage*

*On that basis the public's interest is best served by not disclosing the **Hoyle Green Tranche 2 - Status Update Report** item and discussion at this point in time.*
3. *Pursuant to Section 90(2) of the Local Government Act 1999 it is recommended the Council orders that all members of the public, except staff of the City of Salisbury on duty in attendance, be excluded from attendance at the meeting for this Agenda Item.*

CLOSE



**MINUTES OF STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
MEETING HELD IN COMMITTEE ROOMS, 12 JAMES STREET, SALISBURY ON**

8 APRIL 2019

MEMBERS PRESENT

Cr N Henningsen (Chairman)
Cr M Blackmore
Cr L Braun
Cr K Grenfell
Cr D Proleta
Cr S Reardon (Deputy Chairman)

OBSERVERS

Cr C Buchanan and Cr P Jensen

STAFF

Chief Executive Officer, Mr J Harry
General Manager City Development, Mr T Sutcliffe
Manager Governance, Mr M Petrovski
PA to General Manager Community Development, Mrs B Hatswell

The meeting commenced at 6.50 pm

The Chairman welcomed the members, staff and the gallery to the meeting.

APOLOGIES

Apologies were received from Mayor G Aldridge and Cr G Reynolds.

LEAVE OF ABSENCE

Nil

PRESENTATION OF MINUTES

Moved Cr L Braun
Seconded Cr M Blackmore

The Minutes of the Strategic Property Development Sub Committee Meeting held on 13 March 2019, be taken and read as confirmed.

CARRIED

Moved Cr M Blackmore
Seconded Cr K Grenfell

The Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 13 March 2019, be taken and read as confirmed.

CARRIED

REPORTS

SPDSC1 Future Reports for the Strategic Property Development Sub Committee

Moved Cr M Blackmore
Seconded Cr L Braun

1. The information be received.

CARRIED

SPDSC2 Salisbury Oval Recreation and Open Space Needs

Cr D Proleta declared a perceived conflict of interest on the basis of signing a petition against the development. Cr Proleta managed the conflict by remaining in the meeting and voting in the best interest of the community.

Cr S Reardon declared a perceived conflict of interest on the basis of signing a petition against the development. Cr Reardon managed the conflict by remaining in the meeting and voting in the best interest of the community.

Cr L Braun declared a perceived conflict of interest on the basis of signing a petition against the development. Cr Braun managed the conflict by remaining in the meeting and voting in the best interest of the community.

Cr N Henningsen declared a perceived conflict of interest on the basis of signing a petition against the development and a family member being an employee of one of the respondents as part of the EOI process. Cr Henningsen managed the conflict by remaining in the meeting and voting in the best interest of the community.

Moved Cr K Grenfell

Seconded Cr D Proleta

1. That the information be received.
2. That it be confirmed that Parcel 2 (Brown Tce) and Parcel 3 (Neales Green) as designated in the Salisbury Oval Masterplan be removed from consideration for residential development, and the Salisbury Oval Masterplan be amended consequentially to reflect this, and to incorporate any changes appropriate and required as a result of the final Salisbury Oval Residential EOI outcomes. That a media release be issued updating the community of the Council decision in relation to retention of the Neales Green parcel and Brown Terrace parcel as open space, in consideration of recent community feedback.
3. That Council pursue further discussions and negotiations with the Sportsman's Association and Salisbury Football Club regarding the utilisation of Neales Green for future use for junior training and games. Noting that the Cricket Club has confirmed that they do not require the use of Neales Green.
4. That the balance of the residential parcels identified in the endorsed Salisbury Oval Masterplan, encompassing the former St Jays site (Parcel 1), be re-affirmed as appropriate for future residential development, in recognition of its strategic importance in supporting the attainment of the endorsed Salisbury City Centre Renewal Strategy and Salisbury Oval Masterplan.
5. That a further report be presented to Council containing the amended Masterplan for endorsement in accordance with resolution 2.

6. That budgeted works associated with recreation, sport and open space facilities put on hold by the March 2019 Council resolution 0116/2019 be taken off hold, and proceed according to budget provision and program.

With leave of the meeting and consent of the seconder Cr K Grenfell **VARIED** the **RECOMMENDATION** as follows:

1. That the information be received.
2. That it be confirmed that Parcel 2 (Brown Tce) and Parcel 3 (Neales Green) as designated in the Salisbury Oval Masterplan be removed from consideration for residential development, and the Salisbury Oval Masterplan be amended consequentially to reflect this, and to incorporate any changes appropriate and required as a result of the final Salisbury Oval Residential EOI outcomes. That a media release be issued updating the community of the Council decision in relation to retention of the Neales Green parcel and Brown Terrace parcel as open space, in consideration of recent community feedback.
3. That Council pursue further discussions and negotiations with the Sportsman's Association and Salisbury Football Club regarding the utilisation of Neales Green for future use for junior training and games. Noting that the Cricket Club has confirmed that they do not require the use of Neales Green.
4. That the balance of the residential parcels identified in the endorsed Salisbury Oval Masterplan, encompassing the former St Jays site (Parcel 1), be re-affirmed as appropriate for future residential development, in recognition of its strategic importance in supporting the attainment of the endorsed Salisbury City Centre Renewal Strategy and Salisbury Oval Masterplan.
5. That a further report be presented to Council containing the amended Masterplan for endorsement in accordance with resolution 2.
6. That budgeted works associated with recreation, sport and open space facilities put on hold by the March 2019 Council resolution 0116/2019 be taken off hold, and proceed according to budget provision and program.

With leave of the meeting and consent of the seconder Cr K Grenfell **FURTHER VARIED** the **RECOMMENDATION** as follows:

1. That the information be received.
2. That it be confirmed that Parcel 2 (Brown Tce) and Parcel 3 (Neales Green) as designated in the Salisbury Oval Masterplan be removed from consideration for residential development, and the Salisbury Oval Masterplan be amended consequentially to reflect this, and to incorporate any changes appropriate and required as a result of the final Salisbury Oval Residential EOI outcomes.

3. That a media release be issued updating the community of the Council decision in relation to retention of the Neales Green parcel and Brown Terrace parcel as open space, in consideration of recent community feedback.
4. That Council pursue further discussions and negotiations with the Sportsman's Association and Salisbury Football Club regarding the utilisation of Neales Green for future use for junior training and games. Noting that the Cricket Club has confirmed that they do not require the use of Neales Green.
5. That the balance of the residential parcels identified in the endorsed Salisbury Oval Masterplan, encompassing the former St Jays site (Parcel 1), be re-affirmed as appropriate for future residential development, in recognition of its strategic importance in supporting the attainment of the endorsed Salisbury City Centre Renewal Strategy and Salisbury Oval Masterplan.
6. That a further report be presented to Council containing the amended Masterplan for endorsement in accordance with resolution 2.
7. That budgeted works associated with recreation, sport and open space facilities put on hold by the March 2019 Council resolution 0116/2019 be taken off hold, and proceed according to budget provision and program.

CARRIED
UNANIMOUSLY

The members present voted unanimously IN FAVOUR of the MOTION.

Cr D Proleta voted IN FAVOUR of the MOTION

Cr S Reardon voted IN FAVOUR of the MOTION

Cr L Braun voted IN FAVOUR of the MOTION

Cr N Henningsen voted IN FAVOUR of the MOTION

OTHER BUSINESS

Nil.

CONFIDENTIAL ITEMS

SPDSC3 Salisbury Oval Residential - Expression of Interest

Moved Cr K Grenfell
Seconded Cr S Reardon

Pursuant to section 83(5) of the *Local Government Act 1999* the Chief Executive Officer has indicated that, if Council so determines, this matter may be considered in confidence under Part 3 of the *Local Government Act 1999* on that grounds that:

1. *Pursuant to Section 90(2) and (3)(b)(i) and (b)(ii) of the Local Government Act 1999, the principle that the meeting should be conducted in a place open to the public has been outweighed in relation to this matter because:*

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- *information the disclosure of which would, on balance, be contrary to the public interest.*

2. *In weighing up the factors related to disclosure,*

- *disclosure of this matter to the public would demonstrate accountability and transparency of the Council's operations*
- *Non disclosure of this item at this time will protect Council's commercial negotiation position.*

*On that basis the public's interest is best served by not disclosing the **Salisbury Oval Residential - Expression of Interest** item and discussion at this point in time.*

3. *Pursuant to Section 90(2) of the Local Government Act 1999 it is recommended the Council orders that all members of the public, except staff of the City of Salisbury on duty in attendance, be excluded from attendance at the meeting for this Agenda Item.*

CARRIED

The meeting moved into confidence at 7.05 pm

The meeting moved out of confidence at 7.13 pm.

CLOSE

The meeting closed at 7.14 pm.

CHAIRMAN.....

DATE.....

ITEM	SPDSC1 STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
DATE	17 June 2019
HEADING	Future Reports for the Strategic Property Development Sub Committee
AUTHOR	Joy Rowett, Governance Coordinator, CEO and Governance
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	This item details reports to be presented to the Strategic Property Development Sub Committee as a result of a previous Council resolution. If reports have been deferred to a subsequent month, this will be indicated, along with a reason for the deferral.

RECOMMENDATION

1. The information be received.

ATTACHMENTS

There are no attachments to this report.

1. BACKGROUND

- 1.1 Historically, a list of resolutions requiring a future report to Council has been presented to each standing committee for noting.
- 1.2 The reports to standing committees also capture reports that are required to be presented to sub committees that fall within the responsibility of that standing committee.
- 1.3 The administration will now separate these and present a report indicating items that, as a result of a Council resolution, will be presented to each sub-committee.

2. CONSULTATION / COMMUNICATION

- 2.1 Internal
 - 2.1.1 Report authors and General Managers.
- 2.2 External
 - 2.2.1 Nil.

3. REPORT

3.1 The following table outlines the reports to be presented to the Strategic Property Development Sub Committee as a result of a Council resolution:

Meeting Item	- Heading and Resolution	Officer
26/06/2017 2.9.1	Fairbanks Drive Reserve Update Report Council has previously resolved this resolution to be confidential. Due: June 2019 Deferred to: September 2019 Reason: Aligned to timing of consideration of the review of the Strategic Land Review.	Chantal Milton
25/09/2017 2.9.1- SPDSC4	Shoalhaven Strategic Development Project Update Council has previously resolved this resolution to be confidential. Due: June 2020	Chantal Milton
25/09/2017 2.9.1- SPDSC6	Lake Windemere Residential Update Report Council has previously resolved this resolution to be confidential. Due: June 2019 Deferred to: September 2019 Reason: See 25/2/2019 2.5.1 Item SPDSC6 – to be considered in September 2019 as part of the Low cost Housing Research Report under the Strategic Land Review.	Chantal Milton
23/07/2018 2.9.1- SPDSC4	Strategic Land Review – Bi-Annual Update Report & Program Timing Council has previously resolved this resolution to be confidential. Due: May 2019 Deferred to: September 2019 Reason: Resourcing constraints due to vacancies have impacted timeline. Informal Strategy/Elected Member Workshop to be scheduled prior to reporting.	Chantal Milton
25/02/2019 2.5.1- SPDSC6	Low Cost Affordable Housing Research 2. That an Affordable Housing Implementation Plan be developed as part of the two- year minor update of the Strategic Land Review for Council consideration in April 2019. Due: June 2019 Deferred to: September 2019 Reason: Resourcing constraints due to vacancies have impacted timeline. Informal Strategy/Elected Member Workshop to be scheduled prior to reporting.	Hiroe Terao

25/02/2019 2.5.1- SPDSC6	Low Cost Affordable Housing Research 3. That the Tranche 2 Lake Windemere project expression of interest process (Confidential Item: SPDSC6 – Lake Windemere Residential Update Report, Resolution No. 2077/2017) due to commence in early 2019 be expanded to include approaches to key stakeholders identified in the Low Cost Housing Research Report with the outcomes reported to Council by mid-2019.	Hiroe Terao
Due:	June 2019	
Deferred to:	September 2019	
Reason:	Resourcing constraints due to vacancies have impacted timeline. Informal Strategy/Elected Member Workshop to be scheduled prior to reporting.	
23/04/2019 2.9.3 SPDSC2	Salisbury Oval Recreation and Open Space Needs 7. That the balance of residential parcels (St Jays site and Bowling Club land) identified in the Salisbury Oval Master Plan does not proceed until further public consultation occurs with local residents, ratepayers and community groups regarding the proposed density of housing and invite local residents and the community to provide feedback about other potential land uses for this site, such as a medical facility, nursing home or other suggestions made by the community..	Terry Sutcliffe
Due:	September 2019, subject to Council decisions on the broader consultation strategy for the Salisbury Oval Master Plan.	
23/04/2019 2.9.3 SPDSC3	Salisbury Oval Residential - Expression of Interest Council has previously resolved this resolution to be confidential.	Terry Sutcliffe
Due:	July 2019	
Deferred to:	September 2019	
Reason	Aligned to timing of consideration of the review of the Strategic Land Review.	

4. CONCLUSION / PROPOSAL

- 4.1 Future reports for the Strategic Property Development Sub Committee have been reviewed and are presented for noting.

CO-ORDINATION

Officer: EXECUTIVE GROUP
Date: 03.06.19

ITEM	SPDSC2
	STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
DATE	17 June 2019
HEADING	Tranche 2 - Boardwalk at Greentree Project Update Report
AUTHOR	Chantal Milton, Manager Strategic Development Projects, City Development
CITY PLAN LINKS	1.4 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice. 3.2 Have interesting places where people want to be. 3.4 Be a proud, accessible and welcoming community.
SUMMARY	This report summarises the current status of the first Tranche 2 Strategic Development Projects to reach construction delivery and completion of sales at Boardwalk at Greentree (Walpole Road Stage 3).

RECOMMENDATION

1. That the report be received and the update on the project delivery status for Boardwalk at Greentree, Walpole Road Stage 3, be noted.

ATTACHMENTS

There are no attachments to this report.

1. BACKGROUND

- 1.1 Council is undertaking a number of residential subdivision opportunities identified as Tranche 2, scheduled to follow on from the Tranche 1 program. This report provides an update on the first of these projects to reach construction delivery and sales, Boardwalk at Greentree (Walpole Road Stage 3)
- 1.2 The current status of Boardwalk at Greentree is:

Project Name	Scope of Project	Project Status
Walpole Rd Stage 3, Paralowie (Boardwalk at Greentree)	Project civil construction complete and landscape construction substantially advanced, sales commenced and first project settlements occurred in late August 2016.	Stage 4 – Project Sales

2. REPORT

- 2.1 Since the last update report in July 2018, progress has continued at Boardwalk at Greentree with 79% of the project sold. The project's first resident moved into their new home in early March 2017.

- 2.2 The status of revenue and costs for the whole of life project for Boardwalk at Greentree is summarised in the attached table.

Boardwalk at Greentree Project Summary	Council Endorsed Budget BR1 17/18(1)	Current Forecast May 2019	Percentage Change from Endorsed Budget
Project Cost	\$9,627,357	\$9,627,357	0.0%
Sales Revenue	\$15,083,136	\$15,083,136	0.0%
Commonwealth HAF Grant Revenue	\$710,000	\$710,000	0.0%
Rebates Revenue	\$270,020	\$270,020	0.0%
GST Saving (Margin Scheme Revenue)	\$44,577	\$44,577	0.0%
Net Proceeds on Cost (excl. Land Cost & MOSS Payback)	\$6,480,377	\$6,480,377	0.0%

(1) *Council Endorsed Budget – includes land sales revenue, project costs to produce assets - some of which Council will retain ownership of (footpaths, drainage) - plus sales/marketing and holding costs, and costs associated with the provision of the HAF Grant to purchasers.*

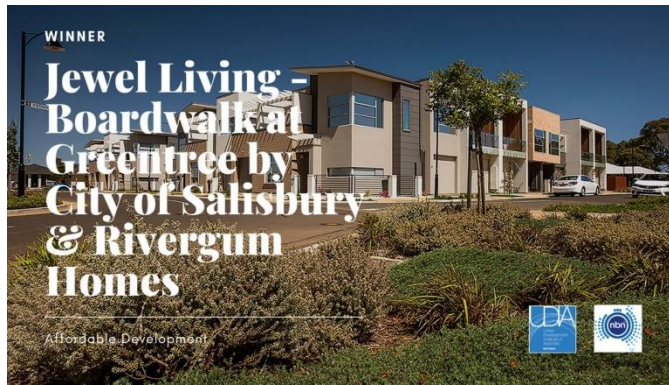
(2) *In respect to endorsed gross project revenue, this is a total project revenue not representing revenue for any one financial year.*

- 2.3 Jewel Living is a 30 dwelling Torrens Titled small lot affordable home development made up of five individual designs that had a starting house and land price of \$229,990. All Jewel Living products are sold and settled and works are complete on site closing out the development partnership between the City of Salisbury and Rivergum Homes.

On Thursday 28 March 2019, the City of Salisbury along with builder partner Rivergum Homes won the National Urban Development Institute Award for Best Affordable Development for Jewel Living at the National Urban Development Institute of Australia Awards on the Gold Coast. This win is a prestigious award category on the national stage for the project and will be a positive reference for all Salisbury Strategic Property Projects. As part of the award announcement the following comments were provided by the judges as part of a nationally distributed award publication:

“City of Salisbury and Rivergum Homes are to be commended for this high quality, affordable housing precinct in the outer suburbs of Adelaide. The judges noted that this partnership between the developer and building was in place from the initial subdivision design and enabled the creation of Torrens titled, small lot product utilising local planning provisions and delivered in a precinct bounded by local parklands.

With high attention to external architectural detail, the developer was able to create unique homes for each resident, with Jewel Living incorporated seamlessly in the surrounding residential estate. The aspirational design and finishes in this 30 lot housing estate masks the affordable nature of the project that has achieved a house and land price point 24% below the South Australian Affordable Housing Criteria.”



South Australia shines on national property stage



QUALITY LIVING: Salisbury Council and Rivergum Homes' Jewel Living project won the affordable development category at a national industry awards last night.

RICHARD EVANS

THE SOUTH Australian property industry will be crowing this morning following a hugely successful national awards ceremony last night.

More than 700 property professionals headed to the Gold Coast to see SA claim three of 11 available titles at the prestigious Urban Development Institute of Australia (UDIA) awards, to claim equal top billing with Queensland.

"Once again SA developers shone on the national stage showing how we can mix it with the best," chief executive officer UDIA (SA), Pat Gerace, said.

The 43 finalists were drawn from the 2018 regional UDIA winners across all states with the SA winners announced last October.

The awards are centred around Australian urban development projects that excel in innovation, sustainability and affordability.

Commercial & General's major residential West development at West Lakes was the first South Australian winner of the evening.

"Every South Australian knows where Footy Park used to be and for the area to be rejuvenated with a national award winning development is very exciting," Mr Gerace said.

Salisbury Council and Rivergum Homes also partnered

to deliver an impressive win in the affordable development category with the Jewel Living project.

"The residents at Jewel Living are already proud of the great places they can call their own and this recognition is only going to make them even more proud," Mr Gerace said.

UDIA national president, Darren Cooper, said competition for the 2019 awards had been first rate.

"All finalists showcased remarkable projects of the highest quality which demonstrated their commitment to meeting the social and environmental challenges currently facing the urban development industry," he said.

"I congratulate all the finalists and winners on their outstanding achievements."

Nick Grear, a former Rivergum Homes employee, was the third SA winner, taking the young leader's award.

"Our state has been such a fertile place for fostering young talent and completing a back to back win in this category (following the 2018 triumph by development manager Alex Besz at Chascrown SA) is something the development industry can be proud of," Mr Gerace said.

The UDIA also unveiled its annual State of the Land report at the conference which has a heavy focus on greenfield land releases.

Adelaide Advertiser – Friday 29 March 2019

- 2.4 Since the State Award in late 2018 and subsequent National Award win a number of delegations have visited the Jewel Living project from across Australia including senior representatives of the NSW Department of Planning and its Deputy Director Brendan Nelson, Landcom which is the NSW development agency (equivalent to Renewal SA), Tasmanian Department of Housing and government political representatives.

3. COSTS

3.1 Civil Construction

- 3.1.1 Civil construction is complete at Boardwalk with the project having received the final completion following the 12 month defect liability period. A reconciliation of the contingency budgets for the civil contract

work will be completed as part of the project close-out. Savings are expected to be returned to Council as part of a future budget review, as the civil construction contingency was not fully expended, subject to reconciliation of the final costs incurred for marketing and project management fees to close out the completion of sales.

3.2 Landscape Construction

3.2.1 Due to the small allotments and intensive construction activity for the Jewel Living affordable housing project, the landscape installation was deferred until after all 30 homes were constructed. Landscape works were undertaken in September 2018 and is currently under the contract maintenance period. Footpath rectification works that are the responsibility of the builder were undertaken in February 2019, with all dilapidation rectification works completed as required under the Development Deed between Rivergum Homes and City of Salisbury.

4. SALES/MARKETING

- 4.1 Sales at Boardwalk at Greentree have slowed in comparison to the project launch with the completion of sales of the conventional larger allotments, and the project transitioning to a focus on integrated built form product. In total 96 allotments have been contracted on the project as of 27 May 2019.
- 4.2 Strategic Development Projects staff have worked closely with a builder partner to bring the Park Front townhomes to market with a developer agreement signed with Normus Urban Projects in late 2018. The product had a soft launch to market pre-Christmas to build an enquiry database with the formal release of stage 1 containing five of the ten products released in early 2019. The project contracted two lots in the first stage however the purchasers experienced significant difficulty in securing finance with valuation challenges on the product. Unfortunately this resulted in both the initial contracts cancelling in late March 2019. Both the builder and Council are committed to this product and have revisited the design packages seeking to resolve the issue, with a re-launch anticipated for early June.
- 4.3 Staff continue to explore a range of building packages for the final built form package allotments still to be sold at Boardwalk at Greentree. These include small lot corner patio homes, the parkfront townhomes and remaining cottage product. Identifying and negotiating with the right home builder partner on the dwelling design that meets the design standards of the project and the market and valuation price point is critical. Similar built form product types are likely to have an ongoing role within future tranche residential projects contributing to the delivery of affordable housing and parkfront home solutions. Boardwalk at Greentree is effectively providing allotments to establish these products in the market for the first time, and as such the process has taken an extended period of time to identify and deliver a product that does not exist currently in the Salisbury market in a form and at a price point that meets buyer, lender and market expectations.

5. CONCLUSION

- 5.1 Pricing of remaining land at Boardwalk at Greentree will continue to be monitored and adjusted for any new land placed to market, and contract cancellations to secure further revenue uplift, subject to market conditions. The nature of Strategic Development Projects means that projects extend over multiple financial years

including both expenditure and income with forecasting updated regularly to respond to actual project costs and market conditions, which is the purpose of this Tranche 2 Boardwalk at Greentree update report.

CO-ORDINATION

Officer: EXECUTIVE GROUP

Date: 03.06.19