

## **AGENDA**

## FOR STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE MEETING TO **BE HELD ON**

### 9 SEPTEMBER 2019 AT AT THE CONCLUSION OF THE ASSET MANAGEMENT **SUB COMMITTEE**

## **IN COMMITTEE ROOMS, 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 17 June 2019.

Presentation of the Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 17 June 2019.

# REPORTS

SPDSC1		1			0	1 2	Development	9
SPDSC2	Strategic	Land Revie	ew Upd	ate Stat	us Report			. 13
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## **OTHER BUSINESS**

## **CONFIDENTIAL ITEMS**

## SPDSC4 Hoyle Green Business Case

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 grounds that:

- 1. Pursuant to Section 90(2) and (3)(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 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 at this time will protect Council's Commercial Position

On that basis the public's interest is best served by not disclosing the **Hoyle Green Business Case** 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 ROOM 1, 12 JAMES STREET, SALISBURY ON

# 17 JUNE 2019

### **MEMBERS PRESENT**

Cr N Henningsen (Chairman) Cr M Blackmore Cr L Braun Cr K Grenfell Cr S Reardon (Deputy Chairman) Cr G Reynolds

#### STAFF

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

The meeting commenced at 6.06 pm.

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

### APOLOGIES

Apologies were received from Mayor G Aldridge and Cr D Proleta.

### LEAVE OF ABSENCE

Nil

#### **PRESENTATION OF MINUTES**

Moved Cr S Reardon Seconded Cr L Braun

The Minutes of the Strategic Property Development Sub Committee Meeting held on 8 April 2019, be taken and read as confirmed.

CARRIED

Moved Cr K Grenfell Seconded Cr L Braun

The Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 8 April 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 G Reynolds

1. The information be received.

#### **CARRIED**

#### SPDSC2 Tranche 2 - Boardwalk at Greentree Project Update Report

Moved Cr M Blackmore Seconded Cr S Reardon

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

CARRIED

#### **OTHER BUSINESS**

Nil

#### **CONFIDENTIAL ITEMS**

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

Moved Cr M Blackmore Seconded Cr L Braun

- 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.

#### CARRIED

The meeting moved into confidence at 6.11 pm.

The meeting moved out of confidence at 6.12 pm.

#### SPDSC4 Hoyle Green Tranche 2 - Status Update Report

Moved Cr S Reardon Seconded Cr K Grenfell

- 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.

#### CARRIED

The meeting moved into confidence at 6.12 pm.

The meeting moved out of confidence closed at 6.18 pm.

CHAIRMAN.....

DATE.....

ITEM	SPDSC1
	STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
DATE	09 September 2019
HEADING	Future Reports for the Strategic Property Development Sub Committee
AUTHOR	Michelle Woods, Projects Officer Governance, 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.

### RECOMMENDATION

1. The information be received.

## ATTACHMENTS

There are no attachments to this report.

### 1. BACKGROUND

- 1.1 A list of resolutions requiring a future report to Council is presented to each sub-committee and standing committee for noting.
- 1.2 If reports have been deferred to a subsequent month, this will be indicated, along with a reason for the deferral.

## 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:

Development Sub Committee as a result of a Council resolution:			
Meeting -	Heading and Resolution	Officer	
Item			
26/06/2017	Fairbanks Drive Reserve Update Report	Chantal Milton	
2.9.1	Council has previously resolved this resolution to be confidential.		
D			
Due:	September 2019		
Deferred to:	February 2020		
Reason for Deferral	Fairbanks Drive Reserve prioritisation to be re-		
Delerral	considered as part of the Bi-Annual Update Report on the Strategic Land Review in February 2020.		
25/09/2017	Shoalhaven Strategic Development Project Update	Chantal Milton	
2.9.1-	Council has previously resolved this resolution to be		
SPDSC4	confidential.		
Due:	June 2020		
23/07/2018	Strategic Land Review – Bi-Annual Update Report	Hiroe Terao	
23/07/2010	& Program Timing	Three Teruo	
2.9.1-	Council has previously resolved this resolution to be		
SPDSC4	confidential.		
Due:	September 2019		
Deferred to:	February 2020		
Reason for	An Elected Member Confidential Briefing on the		
Deferral	Strategic Land Review is scheduled for November		
	2019, following which Ward Councillor briefings will		
	be held to review parcels by Ward. Outcomes to be		
	reported as the Bi-Annual update in February 2020		
25/02/2019	Low Cost Affordable Housing Research	Hiroe Terao	
2.5.1-	2. That an Affordable Housing Implementation Plan be		
SPDSC6	developed as part of the two- year minor update of the		
	Strategic Land Review for Council consideration in		
Duo	April 2019. September 2019		
Due: Deferred to:	February 2020		
Reason for	Consideration of the Affordable Housing		
Deferral	Implementation Plan is directly linked to the Strategic		
	Land Review timing, refer item above for revised		
	timing.		
25/02/2019	Low Cost Affordable Housing Research	Hiroe Terao	
2.5.1-	3. That the Tranche 2 Lake Windemere project		
SPDSC6	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.		

Due: Deferred to:	September 2019 December 2019			
	Holmes Dyer consultants engaged to review the Lake			
Deferral	Windemere work to date and scope the EOI			
Delettai	incorporating stakeholders identified in the Low Cost			
	Housing Report.			
23/04/2019	Salisbury Oval Recreation and Open Space Needs	Terry Sutcliffe		
2.9.3 -	7. That the balance of residential parcels (St Jays site	Terry Sutenine		
SPDSC2	and Bowling Club land) identified in the Salisbury Oval			
51 0002	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			
Due:	September 2019			
<b>Deferred to:</b>	December 2019			
Reason for	Broader Salisbury Oval Master Plan consultation			
Deferral	strategy and process being finalised / implemented.			
23/04/2019	Salisbury Oval Residential - Expression of Interest	Terry Sutcliffe		
2.9.3	Council has previously resolved this resolution to be			
	confidential.			
Due:	September 2019			
<b>Deferred to:</b>	December 2019			
Reason for	Broader Salisbury Oval Master Plan consultation			
Deferral	strategy and process being finalised / implemented.			

# 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:	02/09/2019

ITEM	SPDSC2
	STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
DATE	09 September 2019
HEADING	Strategic Land Review Update Status Report
AUTHOR	Terry Sutcliffe, General Manager City Development, City Development
CITY PLAN LINKS	<ul><li>1.4 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice.</li><li>3.2 Have interesting places where people want to be.</li><li>4.3 Have robust processes that support consistent service delivery and informed decision making.</li></ul>
SUMMARY	Council's Strategic Land Review (SLR) is due for a bi-annual update. This is proposed for reporting formally to the Sub- Committee in February 2020, to enable workshopping of the SLR in November 2019, and Ward briefings with Ward Councillors on Council land within their respective Wards that is identified in the SLR.
	This process then informs the Bi-Annual Review and the update of the associated five year prioritised action plan of projects to be investigated and/or delivered by the Strategic Development

# RECOMMENDATION

- 1. That the report be received.
- 2. That it be noted that an Elected Member workshop regarding the Strategic Land Review Bi-Annual Update will be scheduled for November 2019 ahead of reporting on the Update to the Strategic Property Development Sub-Committee in February 2020.

Projects team.

# ATTACHMENTS

There are no attachments to this report.

# 1. BACKGROUND

1.1 The Strategic Land Review, endorsed by Council in April 2017, is an analysis of Council land holdings to identify potential land that may not be required for open space, community, stormwater or other community uses, and may have capacity for further investigation as a development project to achieve Council's goals to provide capacity to fund strategic projects from an alternate revenue source.

- 1.2 Council's Strategic Land Review (SLR) is due for a bi-annual update. This is now proposed for reporting formally to the Sub-Committee in February 2020, to enable workshopping of the SLR in November 2019, and Ward briefings with Ward Councillors on Council land within their respective Wards that is identified in the SLR.
- 1.3 This reflects that since the development of the SLR a number of new Elected Members have joined Council who do not yet have a comprehensive backgrounding on the methodology of the SLR and the parcels identified in the SLR. Feedback received during the briefings will inform the Strategic Land Review Bi-Annual Update.
- 1.4 The outcomes of the Update will inform the work program for the delivery of the next tranche of Strategic Property Projects by the Strategic Development Projects Division, flowing on from the current projects in development/delivery.
  - 1.4.1 Ensure a comprehensive, transparent, evidence based and integrated strategic approach towards the review of Council owned land having regard to issues such as infrastructure and service provision, open space distribution and city-wide growth opportunities.
  - 1.4.2 Understand the quantum and financial value of Council owned land that may be suitable for development, balancing current and future community need with returns to general revenue.
  - 1.4.3 Identify opportunities for new development to deliver quality outcomes and housing diversity not currently being provided by the private development market that aligns to the needs of the Salisbury community.
  - 1.4.4 Identify priority projects where Council's early intervention could drive improved development outcomes and housing diversity to optimise regeneration opportunities within priority areas identified within Council's Growth Action Plan.
  - 1.4.5 Identify locations where a project could support improved safety and surveillance of adjacent open spaces and amenity upgrades to improve usability by the broader community.
  - 1.4.6 Identify opportunities for discussions with private and State Government land holders for land amalgamation/acquisition that offer the opportunity to improve quality of the potential development outcome.
  - 1.4.7 Identify priorities for the future strategic property development program that ensure the timing and form of development optimises the benefits to the community and Council, recognising that sale of Council land is a one-time opportunity.
  - 1.4.8 Ensure project recommendations and timeframes are prioritised, flexible and realistic, taking resourcing, financial capacity, partnerships opportunities and legislative requirements/mechanisms into consideration.
  - 1.4.9 Consider how the currency of the document can be retained to inform future Council decisions, recognising the multi-year extended timeframes involved in the delivery of the potential pipeline.

- 1.5 The Strategic Land Review has included examination of all Council owned parcels east of Port Wakefield Road. Any Council owned parcels located west of Port Wakefield Road were excluded from the SLR as these are being considered as part of the St Kilda Masterplan, Northern Connector and Salt Fields strategic investigations.
- 1.6 The currency and strategic alignment of the document was agreed to be updated through major reviews every four years, minor reviews every two years supported by a bi-annual update and review of status of the short term five year action plan projects. The Strategic alignment of the SLR includes, but is not limited to, alignment with the City Plan, and consistency with the Place Activation Plan (and vice versa).
- 1.7 The outcomes of the Update will inform the work program for the delivery of the next tranche of Strategic Property Projects by the Strategic Development Projects Division, flowing on from the current projects in development/delivery.

## 2. CITY PLAN CRITICAL ACTION

- 2.1 Progress the revitalisation of the Salisbury City Centre including encouraging and supporting private sector investment.
- 2.2 Develop Salisbury Oval to include an integrated recreation and residential precinct.
- 2.3 Better use our data and the research of others to support evidence-based decisionmaking and policy.

## 3. REPORT

- 3.1 There are four current projects either under delivery or being progressed by the Strategic Development Projects Division. Updates are provided below.
- 3.2 **Boardwalk on Greentree:** Civil works for this project are completed and sales of allotments are well advanced. A separate report in this agenda provides a detailed update of the status of this project.
- 3.3 **Hoyle Green:** This project is also the subject of a separate, confidential, report in this agenda.
- 3.4 **Lake Windemere:** Reflecting previous Council resolutions, progress on this project is linked to the outcomes of the Low Cost Affordable Housing Implementation Plan, which in turn informs the Strategic Land Review Bi-Annual Update. Consultant Holmes Dyer, who undertook the Low Cost Affordable Housing Research Paper in conjunction with Council, have been engaged to complete a review of the Lake Windemere project work to date and scope an EOI for the project, incorporating the potential stakeholders identified in the Low Cost Housing Affordable Housing Research Paper. An update report on status will be provided in December to SPDSC with the findings and recommendations of the Holmes Dyer work.
- 3.5 Concurrent with the Holmes Dyer work, the Strategic Development Projects team are proposing to undertake environmental site investigation work to prove up the suitability of the land for residential development that has not yet been completed, primarily relating to site environmental and geo-technical investigations focused on the former community centre site and the material within the existing flood

protection bunds that may be removed as a result of the project. It is proposed to undertake this work across the next two months, using the Strategic Land Review Feasibility budget. A letter will be sent to the surrounding community ahead of any testing works occurring on site, to update the community on progress and inform them of the process that is being undertaken. This mirrors the approach to community information and updates adopted at Hoyle Green.

3.6 **Salisbury Oval:** In accordance with Council resolutions, the Salisbury Oval project is on hold pending community consultation as resolved by Council in relation to development options for the balance of the former St Jays site and former Bowling Club land. This consultation is being undertaken concurrent with the consultation in relation to future use and development of recreation and open space facilities on the Salisbury Oval Land fronting Brown Terrace. A further update report on this project is scheduled for December 2019, which will update on the outcomes of consultation and seek Council direction on the process for progressing the development of this land.

# 4. CONCLUSION / PROPOSAL

- 4.1 This report provides an update on the status of the Strategic Land Review Bi-Annual update process and timing, including:
  - 4.1.1 Engagement with Elected Members in November/December ahead of the update being provided to Council via the Sub-Committee in February 2020.
  - 4.1.2 The status of current Strategic Property Projects that are underway, including those that have been previously identified and prioritised through the Strategic Land Review.

### **CO-ORDINATION**

Officer: EXECUTIVE GROUP Date: 02.09.19

ITEM	SPDSC3
	STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE
DATE	09 September 2019
HEADING	Tranche 2 - Boardwalk at Greentree Project Update
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.
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

This document should be read in conjunction with the following attachments:

1. Lot Status Plan - Boardwalk at Greentree

# 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 currently in the stage of final project completion. 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	Project civil construction complete and	Stage 4 –
3, Paralowie	landscape construction substantially	Project Sales
(Boardwalk at	advanced, sales commenced and first project	-
Greentree)	settlements occurred in late August 2016.	

# 2. REPORT

2.1 Since the last update report in January 2018, progress has continued at Boardwalk at Greentree with 78% of the project sold. The project's first resident moved into their new home in early March 2017.

- 2.2 Since settlements commenced on the project in late August 2016, as of 29 August 2019, the project had achieved 92 settlements with a value of \$11.86 million being received.
- 2.3 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 September 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.

## 3. COSTS

- 3.1 Civil Construction
  - 3.1.1 Civil construction is complete 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 works will be completed as part of the project close-out. Savings are expected to be returned to Council as the contingency was not fully expended, subject to reconciliation and costs incurred for marketing and project management fees to close out the completion of sales; Refer section 4.0 for the strategy to achieve this result.

### 4. SALES/MARKETING

- 4.1 Sales at Boardwalk at Greentree have slowed in comparison to the project launch with the completion of sale of the conventional larger allotments, and the project transitioning to a focus on integrated built form product that require builder partners to complete the town cottages, park front town houses and small lot housing products remaining in the project, refer Attachment 1 for the lots remaining to be sold in the project.
- 4.2 A close-out sales strategy workshop was held with senior staff in Connekt Urban Projects on 22 August. A lot by lot approach was identified, and specific actions and timelines established to move the negotiations with a collection of builder partners to develop product with the objective to achieve the close out of the project in respect to sales by early 2020 and final settlements by the end of the Financial Year.

## 4.3 Parkfront Townhouses

Strategic Development Projects staff worked closely with a builder partner to bring the park front townhouses to market with a development agreement signed with Normus Urban Projects in late 2018. The product had a soft launch to market pre-Christmas 2018 to build an enquiry database with the formal release of stage 1 containing five of the ten products formally 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. Unfortunately this resulted in both the initial contracts cancelling in late March 2019.

Both the builder and Council are committed to the product, but securing a build price that can hit the suburb valuation is critical. Council has been advised that our land value is acceptable; the build price on the dwellings is causing the issue. To this end, Council is working with Connekt Urban Projects to secure an independent valuation advice to set a target price point that we will be putting to the builder requesting adjustment to the package to meet, prior to any produce relaunch. This valuation is expected to be available in early September and a decision on the product relaunch will be made. Depending on the pricing and valuations Council may need to look at a mix of single and double storey homes on these allotments.

### 4.4 <u>Town Cottages</u>

Three cottage allotments remain to be sold; this product can be sold as either land only or via house and land packages. A range of builders have been identified who have existing home designs that fit this allotment type, and Connekt are negotiating a range of fixed H&L packages to be promoted through the builders databases to seek to secure the sale of the final three allotments. As they sit side by side, builders should be motivated to work with Council to find three buyers as they would achieve construction efficiencies by building them in tandem sequentially.

### 4.5 <u>Small Lot Housing</u>

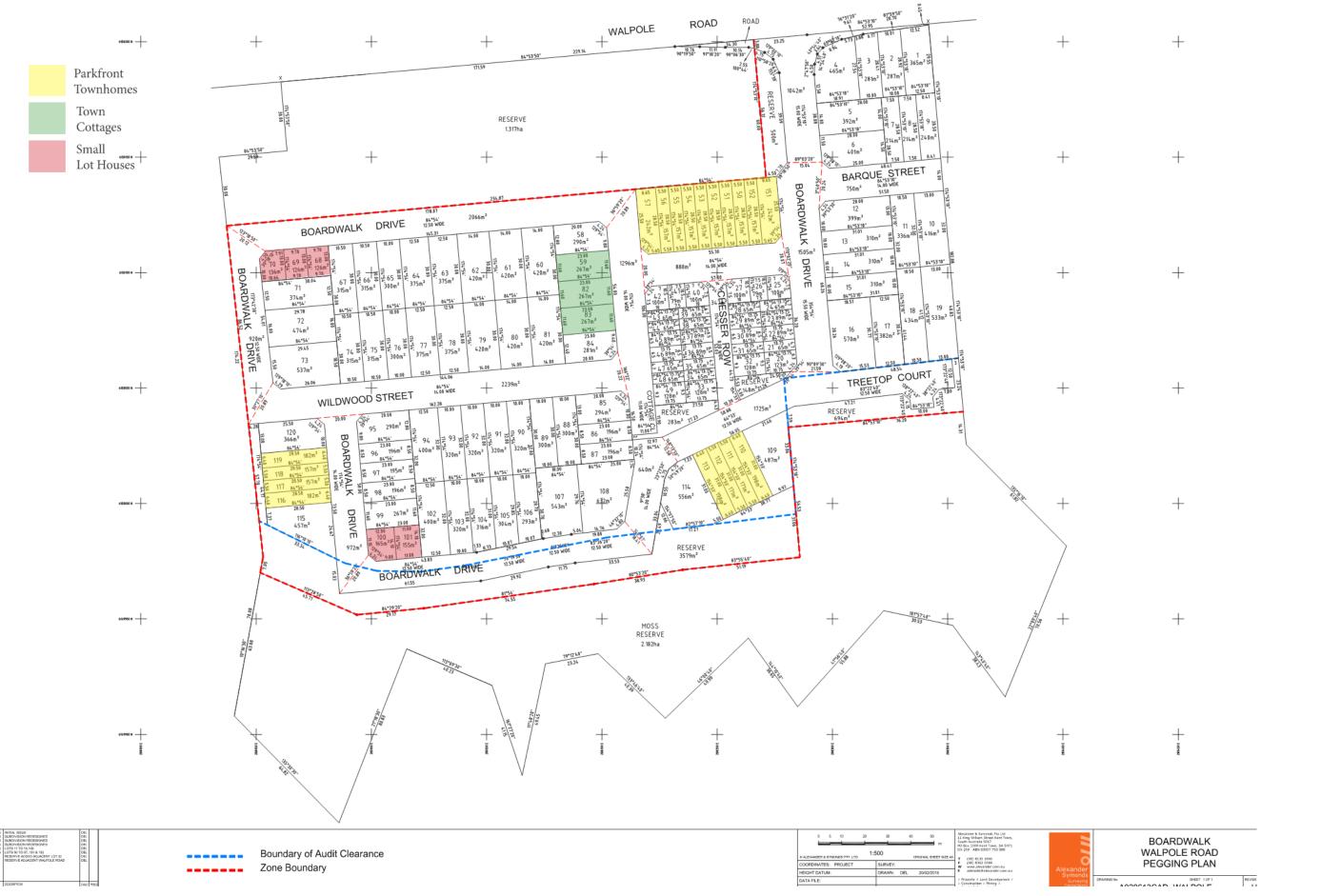
The 30 lot Jewel Living Housing has been very successful at Boardwalk. The original design allowed for an additional five small lots located on the corners of traditional allotments within the Boardwalk project. Finding the right builder partner and build price has proven challenging to date. A solution to small lot housing and affordable two storey homes in smaller configurations will be important in the future Strategic Property Projects. Negotiations are underway with a builder to re-look at earlier designs on these allotments. Depending on pricing and valuations Council may need to look at a mix of single and double storey homes on these allotments.

### 5. CONCLUSION / PROPOSAL

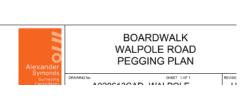
- 5.1 Pricing of remaining land at Boardwalk at Greentree will continue to be monitored and adjusted for any new land placed to market, and contract cancellations to secure further revenue uplift, subject to market conditions.
- 5.2 The nature of Strategic Development Projects means that projects extend over multiple financial years including both expenditure and income with forecasting updated regularly to respond to actual project costs and market conditions.

# **CO-ORDINATION**

Officer: EXECUTIVE GROUP Date: 02.09.19



20/02/201 24/09/201 29/09/201 12/10/201 15/10/201 11/12/201 9/03/2010 4/04/2010



Item SPDSC3 - Attachment 1 - Lot Status Plan - Boardwalk at Greentree