Burwood Place, Sydney

Retail Impact Assessment

Prepared for Holdmark Property Group

May 2018

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INTRODUCTION

This report presents an independent assessment of the demand for the retail component of the proposed Burwood Place, a planned mixed use development adjacent to the Burwood train station at Burwood in the inner western suburbs of Sydney. The report also considers the likely impacts that would result from the proposed retail component of the development.

In early 2017, Burwood Place received Gateway Determination. The proposed scheme included some 28,477 sq.m of retail and complementary floorspace with a retail component of 17,737 sq.m. All floorspace figures in this report are Gross Floor Area (GFA).

A revised proposal is now planned. Key points to note regarding the Gateway Determination scheme and the current proposed Burwood Place scheme, include:

- A net decrease in floorspace of 975 sq.m.
- Smaller supermarkets of 4,000 sq.m and 1,400 sq.m.
- A smaller provision of retail specialty floorspace of 8,862 sq.m, or a decrease of 565 sq.m.

The Gateway Determination scheme was larger than the now proposed Burwood Place scheme, and as such, projected sales and impacts on existing and future surrounding retail would be lower than previously assessed.

This report is structured and presented as follows:

- **Section 1** outlines the regional and local context of the proposed Burwood Place and provides a summary of the planned development scheme compared to the Gateway Determination scheme. An overview of the planning environment is also provided.
- **Section 2** details the trade area served by Burwood Place, including current and projected population and retail spending levels over the period to 2031. A review of the socio-economic profile of the trade area population by sector is also undertaken.

- **Section 3** summarises the competitive environment within which the retail floorspace will operate, including current and future developments.
- **Section 4** outlines an assessment of the sales potential for the retail component of the proposed Burwood Place and then presents a Retail Impact Assessment. The likely trading impacts on other retailers throughout the surrounding region are considered in this section, as are the other economic effects, both positive and negative, of the proposed development.
- **Section 5** outlines the key findings of the analysis.

All floorspace figures in this report are Gross Floor Area (GFA).

EXECUTIVE SUMMARY

The key points of this report, regarding the demand for the proposed Burwood Place and the likely economic impacts, include:

i. Burwood is an inner western suburb of Sydney, located around 10 km to the west of the Sydney Central Business District (CBD). The Burwood Town Centre is based around the main retail strip along Burwood Road that extends from Westfield Burwood in the north, to Clarence Street in the south. The Burwood retail strip is a typical traditional retail precinct, with a focus on Asian retailers. The Burwood Place site is located within the southern portion of the Burwood Town Centre, in close proximity to the Burwood Railway Station.

ii. Holdmark Property Group propose Burwood Place, a major mixed use development at 42 - 60 Railway Parade in Burwood. The site currently accommodates a retail centre known as Burwood Plaza, two commercial office buildings and an above ground car park on the western portion of the site. The planned Burwood Place will be a major component of the Burwood Town Centre and is well located from both a regional and local perspective. In terms of regional and local accessibility, key points to note include:

   – The site is well connected to major public transport infrastructure, being less than 200 metres from a major train station offering express services to central Sydney and Parramatta, complemented by frequent bus services.

   – Potential bus lanes along a revitalised Parramatta Road.

   – Potential bus interchange at Burwood

   – Future potential light rail route from Parramatta to Strathfield/Burwood.

   – The Burwood Town Centre is located close to the proposed WestConnex motorway and it is likely a portal entry to the motorway will be provided near to Parramatta Road.

iii. In early 2017, Burwood Place received Gateway Determination. The proposed scheme included some 28,477 sq.m of retail and complementary floorspace with a retail component of 17,737 sq.m.

iv. A smaller revised retail proposal is now planned. Key points to note regarding the current proposed Burwood Place scheme compared to the Gateway Determination scheme, include:

   - A net decrease in floorspace of 975 sq.m.
   - Smaller supermarkets of 4,000 sq.m and 1,400 sq.m.
   - A smaller provision of retail specialty floorspace of 8,397 sq.m, or a decrease of 1,030 sq.m.

v. Burwood Place would provide a unique mixed use development. The scale of the project would be significant and would enhance the Burwood Town Centre. The retail offer of the proposed Burwood Place would benefit from the range of complementary uses also to be provided on the site, including residential, cultural, entertainment and commercial.

vi. The Burwood Place main trade area generally extends 2 – 4 km, reflecting the prominent location of the site within the key retail precinct of the Burwood Town Centre. The population within the Burwood Place main trade area was 118,010 in 2016, including 47,430 persons within the key combined primary sectors. The Burwood Place main trade area population is projected to increase to 164,760 by 2031, including 62,880 persons in the combined primary sectors.

vii. Across the main trade area, a total of some 31,500 persons are to be added by 2026 with some 46,750 additional persons by 2031. Assuming 2.2 sq.m of retail per person for the additional population only, this indicates additional demand for 69,300 sq.m and 102,850 sq.m of retail floorspace by 2026 and 2031, respectively.

viii. According to the Greater Sydney Region Plan, Burwood accommodates 10,300 jobs, with the majority of these located within the Town Centre. The strategy also identifies Burwood as a major employment growth area and is expected to accommodate some 12,000 workers by 2036 under a Baseline Target and 14,000 workers under a Higher Target.

ix. Westfield Burwood is the largest shopping centre provided within the main trade area and is trading strongly, with sales of $475 million, slightly higher than the other regional shopping centre (large shopping centres with at least one department store) benchmark of $473 million. In terms of retail specialty productivity levels, Westfield Burwood at $11,428 per sq.m million (*Shopping Centre News – Big Guns 2018*) is some 13% higher than the benchmark of $10,131 per sq.m (*Urbis Averages 2016/17).* The shopping centre has a large non-food offer anchored by a David Jones department store and two discount department stores and enjoys a wide regional draw.

x. Across the combined primary sectors, there is a lower provision of supermarket floorspace which will be exacerbated in the future if no additional supermarkets are provided, given the projected strong population growth of around 15,450 persons over the next 15 years.

xi. The planned Burwood Place would be well located within the Burwood Town Centre to provide a unique retail and complementary non-retail destination for the local and surrounding population.

xii. Allowing for the new development scheme, projected sales are $146.2 million in 2024/25 (i.e. constant 2017 dollar terms), representing a net increase of $44.5 million from the 'Do Nothing' scenario but importantly, a $5.6 million decrease from the Gateway Determination scheme. There is clearly potential to support additional retail floorspace at Burwood Place of the scale currently proposed. All components are projected to achieve strong sales, even allowing for the small competitive developments in the surrounding area.

xiii. Projected sales for the current scheme are lower compared to the Gateway Determination which encompassed a larger provision of retail floorspace. Key points to note regarding impacts from the proposed Burwood Place compared to the Do Nothing scenario that allows for competitive developments, include:

- The largest impact on retail facilities within the main trade area is likely to fall on Westfield Burwood, projected at 3.3%, or $19.7 million from the redevelopment and opening of Burwood Place. Westfield Burwood is currently achieving sales in the order of $475 million and has a wide regional draw, significantly larger than that likely for Burwood Place given the more boutique offer.

- Westfield Burwood is currently achieving sales that are slightly higher than the average for typical other regional shopping centres (i.e. anchored by one department store) with retail specialty sales productivity levels well above the benchmark. Sales for Westfield Burwood would continue to increase given population growth in the immediate and surrounding area. Even allowing for the projected impact from other developments as well as the redeveloped Burwood Place in 2024/25, projected sales for Westfield Burwood would still be higher than current sales.

- The redevelopment of Burwood Place will allow residents to shop locally for a range of day to day items by virtue of the inclusion of two supermarkets as well as providing a unique retail offer given the planned mini-majors and specialty offer at the site. The development would also provide a unique indoor and outdoor precinct that is not provided in the area.

- The remainder of the Burwood Town Centre is projected to be impacted by around $3.9 million or 3.0%. There is the real possibility that the redevelopment of Burwood Place could significantly add to customer draw throughout the region which would stand to benefit existing retailers. The redeveloped Burwood Place would provide a stronger anchor for the retail precinct on the southern side of the railway line.

- There will be small impacts on the sub-regional shopping centres in the surrounding area, totalling around $8.8 million across four shopping centres, or less than 2% in combination.

- Reflecting the distribution of existing and proposed supermarkets within the surrounding area, the projected impact is likely to be minimal across these shopping centres. The nearest supermarket (i.e. apart from those within the Burwood Town Centre) is at Strathfield Plaza, some 2 km from Burwood Town Centre or a round trip of around 4 km.

- A projected impact of around $3.3 million on other retail floorspace. This accounts for less than 8% of the projected increase in sales.

- The Gateway Determination scheme was larger than the now proposed Burwood Place scheme, and as such, projected sales and impacts on existing and future surrounding retail would be lower than previously assessed.

- Burwood Place would provide a unique retail destination for local and surrounding region residents and would likely significantly increase the attraction of the Burwood Town Centre as a whole.

- There would be no/minimal impacts on neighbouring centres/neighbouring strategic centres.

xiv. It is the conclusion of this report that a substantial net community benefit will result from the proposed Burwood Place. The trading impacts on some existing retailers will not impact the future viability of any existing or proposed centre. There are very substantial positive impacts including the following:

  - Burwood Place will allow the shopping centre to continue to meet the needs of local residents, residents of the wider regions and retailers.

  - The expanded retail offer will better enable the shopping centre to serve the growing population and the associated demand for additional retail floorspace.

- Significant improvement in the range of retail facilities that will be available to residents, particularly in terms of supermarket, mini-major and specialty floorspace.

- Further, residents of the region should be provided with a wider range of conveniently located retail facilities within proximity to their homes.

- The creation of additional employment which will result from the project, both during the construction period.

xv. It is concluded that the combination of a number of substantial positive economic impacts will more than serve to offset the trading impacts that will be anticipated for the existing and proposed trade area retail facilities as a result of the proposed expansion of Burwood Place. Further, these impacts are not likely to threaten the on-going viability of any of these retailers or shopping centres, or inhibit likely future developments which would have access to growing future population bases.

1 LOCATION AND PROPOSED DEVELOPMENT

This section of the report reviews the regional and local context of Burwood Place and provides a summary of the existing centre composition and the planned scheme compared to the Gateway Determination scheme.

1.1 Regional and Local Context

i. Burwood is an inner western suburb of Sydney, located around 10 km to the west of the Sydney Central Business District (CBD) (refer Map 1.1).

ii. Burwood has a mix of residential, commercial, retail and light industrial components with the Burwood Town Centre focused around the Burwood Railway Station. Increasingly, Burwood is transitioning to a high rise residential and commercial building precinct in the Town Centre by virtue of the allowable building height limits, the access to public transport and the range of facilities provided.

iii. The Burwood Town Centre is based around the main retail strip along Burwood Road that extends from Westfield Burwood in the north, to Clarence Street in the south. The Burwood retail strip is a typical traditional retail precinct, with a focus on Asian retailers. Burwood Place is located within the southern portion of the Burwood Town Centre, in close proximity to the Burwood Railway Station.

iv. Burwood Town Centre is easily accessible by car from major roads such as Parramatta Road and Burwood Road. Parramatta Road is a major east-west carriageway throughout the Sydney metropolitan area, with Burwood Road providing more local north-south access, connecting with Concord in the north and Belmore in the south. Train and bus transport also service the Town Centre.

v. Holdmark Property Group propose Burwood Place, a major mixed use development at 42 - 60 Railway Parade in Burwood. The site currently accommodates a retail centre known as Burwood Plaza, two commercial office buildings and an above ground car park on the western portion of the site.

vi. Map 1.2 outlines the site location of the proposed Burwood Place and surrounding facilities, including:

- Burwood Grand (under construction) south of the site:
  - 19 storey towers
  - 332 residential apartments
  - 90 serviced apartments
  - Two levels of retail podium
- Burwood Central (DA approved - deferred) east of the site:
  - 20 storey tower
  - Four storey retail & commercial podium
  - 56 serviced apartments
  - 68 residential apartments
- Westfield Burwood is a regional shopping centre (i.e. anchored by at least one department store) that is based on a David Jones department store, Kmart and Target discount department stores, Woolworths and Coles supermarkets, two mini-majors and 230 specialty shops. The centre totals some 63,000 sq.m with reported Moving Annual Turnover (MAT) of $475 million (*Shopping Centre News – Big Guns 2018*).
- A range of retail and non-retail shopfronts are provided along the eastern and western side of Burwood Road, to the north and south of the railway line.
- The Burwood Railway station is on the North Shore, Northern and Western and Airport, Inner West and South lines of the Sydney Trains network. It is understood that Burwood is the 15^{th} ranked station in the Sydney metropolitan area based on

total barrier count, recording some 34,618 passenger movements for a typical weekday, or around 10.8 million passenger movements each year.

- Sydney Buses provide a number of bus services from Burwood with destinations including Hurstville, Rockdale, Bondi Junction, Strathfield, Homebush, Campsie and Ryde. There are two main terminus, namely Burwood Railway Station and Westfield Burwood.

- North of the site is Railway Parade, Burwood Train Station and 1 Railway Parade, an existing mixed use development;

- West of the site is Condor Street with Burwood Primary School, Burwood Library and ground level Council car park;

vii. The planned Burwood Place will be a major component of the Burwood Town Centre and is well located from both a regional and local perspective. In terms of regional and local accessibility, key points to note include:

- The site is well connected to major public transport infrastructure, being less than 200 metres from a major train station offering express services to central Sydney and Parramatta, complemented by frequent bus services.

- Potential bus lanes along a revitalised Parramatta Road.

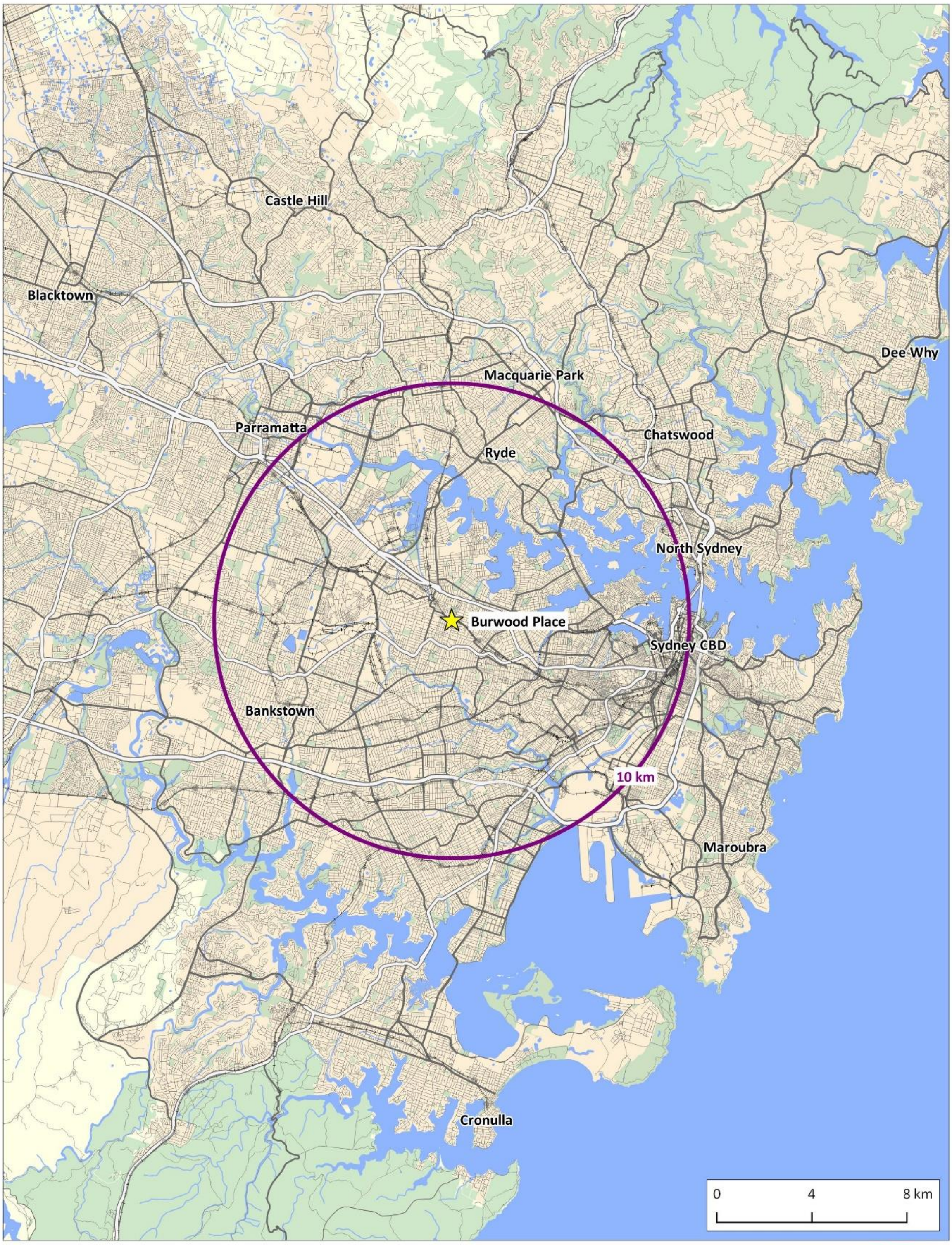
- Potential bus interchange at Burwood

- Future potential light rail route from Parramatta to Strathfield/Burwood.

- The Burwood Town Centre is located close to the proposed WestConnex motorway and it is likely a portal entry to the motorway will be provided within the vicinity of Burwood Town Centre near to Parramatta Road.

viii. In summary, the Burwood Town Centre enjoys a high profile and strategic location along a major train line in inner western Sydney. The proposed Burwood Place, on the southern side of the railway line, provides a unique opportunity for a quality of retail and mixed use development that would form a dumbbell arrangement for retail and complementary facilities in the Burwood Town Centre, with Westfield Burwood anchoring the northern end and Burwood Place anchoring the southern end. This will be to the potential benefit of all existing and proposed retail and complementary facilities throughout the Burwood Town Centre.

MAP 1.1 – BURWOOD PLACE REGIONAL CONTEXT



LOCATIQN

Map produced by Location IQ using QGIS 2.14 and related data sets.

MAP 1.2 – BURWOOD PLACE LOCAL CONTEXT

1.2 Planning Environment

i. The Burwood Town Centre is a designated Metropolitan Centre situated in the Eastern City district according to the Greater Sydney Region Plan.

ii. The definition of a Metropolitan Centre is as follows:

Metropolitan centres are the economic focus of Greater Sydney, fundamental to growing its global competitiveness and where government actions and investment, including transport, will be focussed. The intent of these centres is to deliver very high levels of development and amenity. Metropolitan centres occur in two forms: single centres or a cluster of centres.

iii. The Eastern City District Plan covers the Bayside, Burwood, City of Canada Bay, City of Sydney, Inner West, Randwick, Strathfield, Waverley and Woollahra Local Government Areas (LGAs). The Eastern City District Plan is a 20-year plan to manage growth in the context of economic, social and environmental matters to achieve the 40-year vision for Greater Sydney. It contains the planning priorities and actions for implementing the Greater Sydney Region Plan, A Metropolis of Three Cities, at a district level and is a bridge between regional and local planning.

iv. The key objectives for Burwood include:

47. Strengthen Burwood through approaches that:

a. Protect capacity for job targets and a diverse mix of uses to strengthen and reinforce the economic role of the centre.

b. Consider development initiatives that encourage the development of large floorplate nixed use buildings.

c. Improve connections across the centre, including permeability of the rail line.

d. Expand the function and type of land uses in the centre.

e. *Investigate opportunities to improve and diversify night time economic offerings.*

f. *Promote place-making initiatives to improve the quality of public space.*

v. The 2016 job estimate is 10,300 with a 2036 baseline target of 12,000 and a 2036 higher target of 14,000.

1.3 Gateway Determination and Proposed Composition

i. The site for the proposed Burwood Place currently encompasses Burwood Plaza, two commercial office buildings and an above ground car park on the western portion of the site.

ii. Burwood Plaza was opened in 1978 and has been refurbished/extended in 1990 and 1996. The enclosed, three level shopping centre is anchored by a Woolworths supermarket of 3,545 sq.m, two mini-majors and a range of specialty shops. A total of 512 car spaces are provided. The current retail offer is very much a traditional enclosed mall with limited external activation and connectivity to other components of the Burwood Town Centre.

iii. In early 2017, Burwood Place received Gateway Determination. The proposed scheme included some 28,477 sq.m of retail and complementary floorspace with a retail component of 17,737 sq.m.

iv. A smaller revised retail proposal is now planned as illustrated in Figures 1.2 – 1.7 and described as follows:

– Two levels of basement car parking to be provided for retail and commercial uses.

– The Lower Ground Level would include the two supermarkets as well as a provision of retail specialty floorspace with excellent connectivity to the basement car parking via travelators.

- The Podium Ground Level would be a mix of internal and outdoor retail floorspace and Wynne Plaza. Car parking access would be provided from Railway Parade at the northern end of the site.

- Podium Level One is planned to include retail and complementary floorspace with excellent connectivity via escalators to the Ground Level.

- Podium Two Level would include retail floorspace and destinational mini-major tenants together with a small cinema complex and commercial floorspace.

- Above the retail levels, there will be residential units, commercial floorspace and a hotel/serviced apartment complex.

v. Table 1.1 summarises the current (Burwood Plaza), the Gateway Determination scheme and the smaller current proposed Burwood Place scheme composition by component based on an indicative mix. Key points to note regarding the current proposed Burwood Place scheme compared to the Gateway Determination scheme, include:

- A net decrease in floorspace of 975 sq.m.

- Smaller supermarkets of 4,000 sq.m and 1,400 sq.m.

- A smaller provision of retail specialty floorspace of 8,862 sq.m, or a decrease of 565 sq.m.

vi. Burwood Place would provide a unique mixed use development. The scale of the project would be significant and would enhance the Burwood Town Centre. The retail offer of the proposed Burwood Place would benefit from the range of complementary uses also to be provided on the site, including residential, cultural, entertainment and commercial.

vii. Overall, the proposed Burwood Place will provide a mix of convenience focused retail floorspace by way of the two supermarkets as well as a is a mix of destinational tenants, including a range of food catering options that would trade extended hours.

TABLE 1.2 – BURWOOD PLACE, EXISTING, GATEWAY APPROVED AND PROPOSED COMPOSITION

Tenant/ Category	Existing GFA (sq.m)	Existing % of Total	Gateway Determination GFA (sq.m)	Gateway Determination % of Total	Proposed GFA (sq.m)	Proposed % of Total	Change GFA (sq.m)
Majors							
Woolworths	4,098	36.9%	4,240	14.9%	4,000	14.5%	-240
Small Supermarket	0	0.0%	1,570	5.5%	1,400	5.1%	-170
Total Majors	4,098	36.9%	5,810	20.4%	5,400	19.6%	-410
Mini-majors	2,097	18.9%	2,500	8.8%	2,500	9.1%	0
Total Retail Spec.	3,921	35.3%	9,427	33.1%	8,862	32.2%	-565
Total Retail	**10,116**	**91.0%**	**17,737**	**62.3%**	**16,762**	**60.9%**	**-975**
Non-retail*	725	6.5%	10,740	37.7%	10,740	39.1%	0
Vacant	276	2.5%	0	0.0%	0	0.0%	0
Total Centre	**11,117**	**100.0%**	**28,477**	**100.0%**	**27,502**	**100.0%**	**-975**

** Includes non-retail shopfronts, gym, childcare centre, cinema and centre management.*
Source : Holdmark Property Group

FIGURE 1.2 – BURWOOD PLACE PLANNED BASEMENT CAR PARK LEVEL

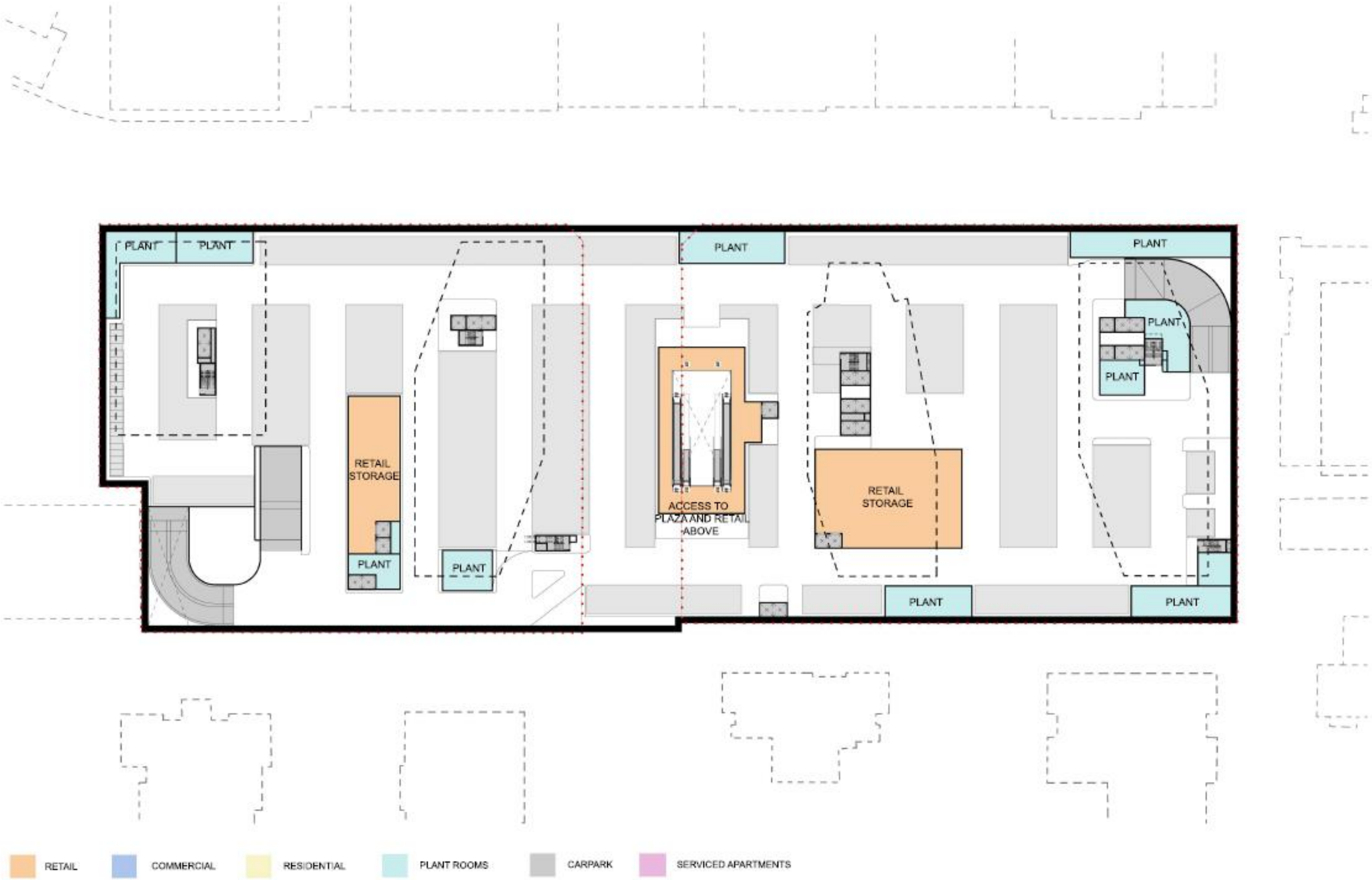


FIGURE 1.3 – BURWOOD PLACE PLANNED LOWER GROUND LEVEL

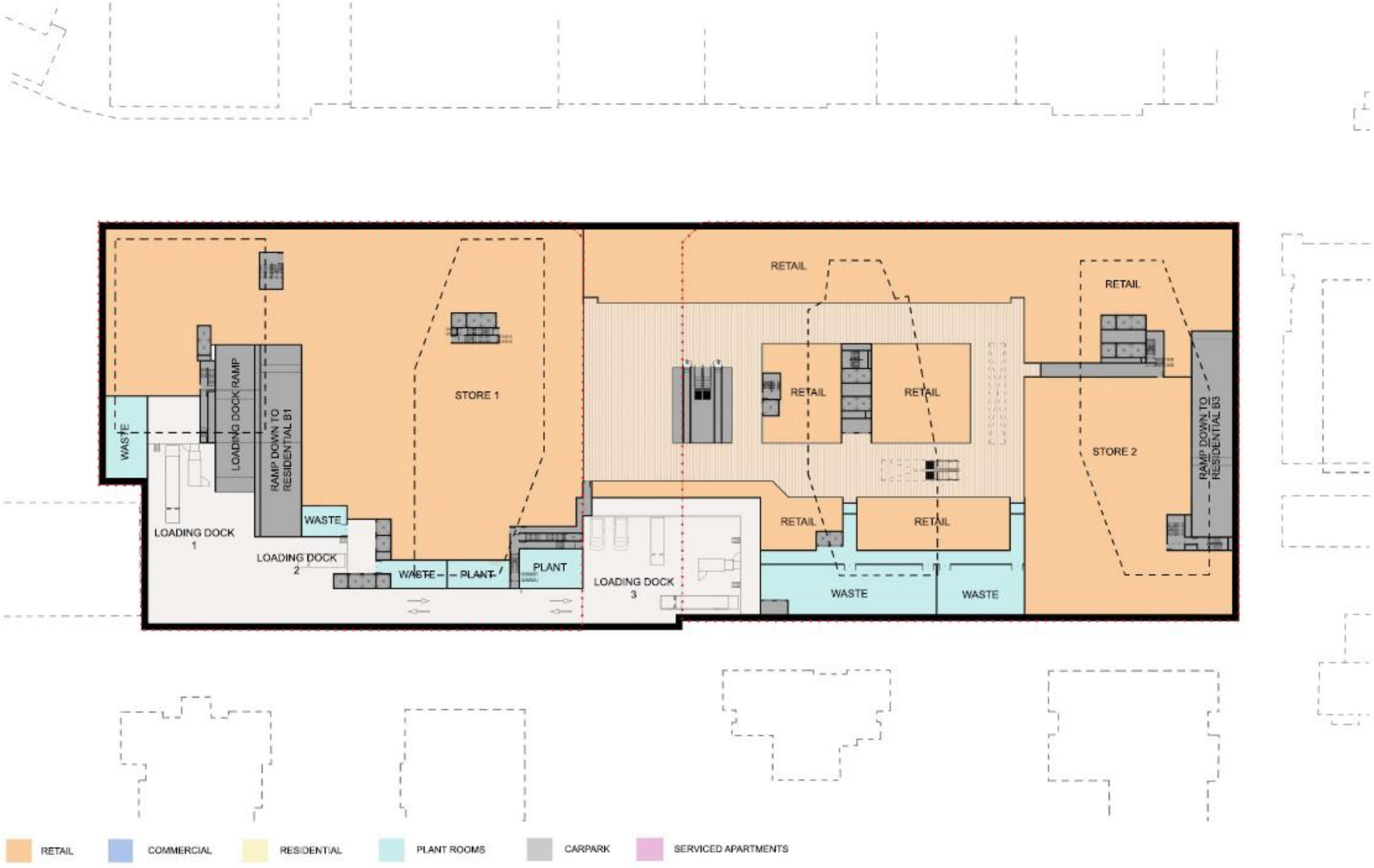


FIGURE 1.4 – BURWOOD PLACE PLANNED PODUM GROUND LEVEL

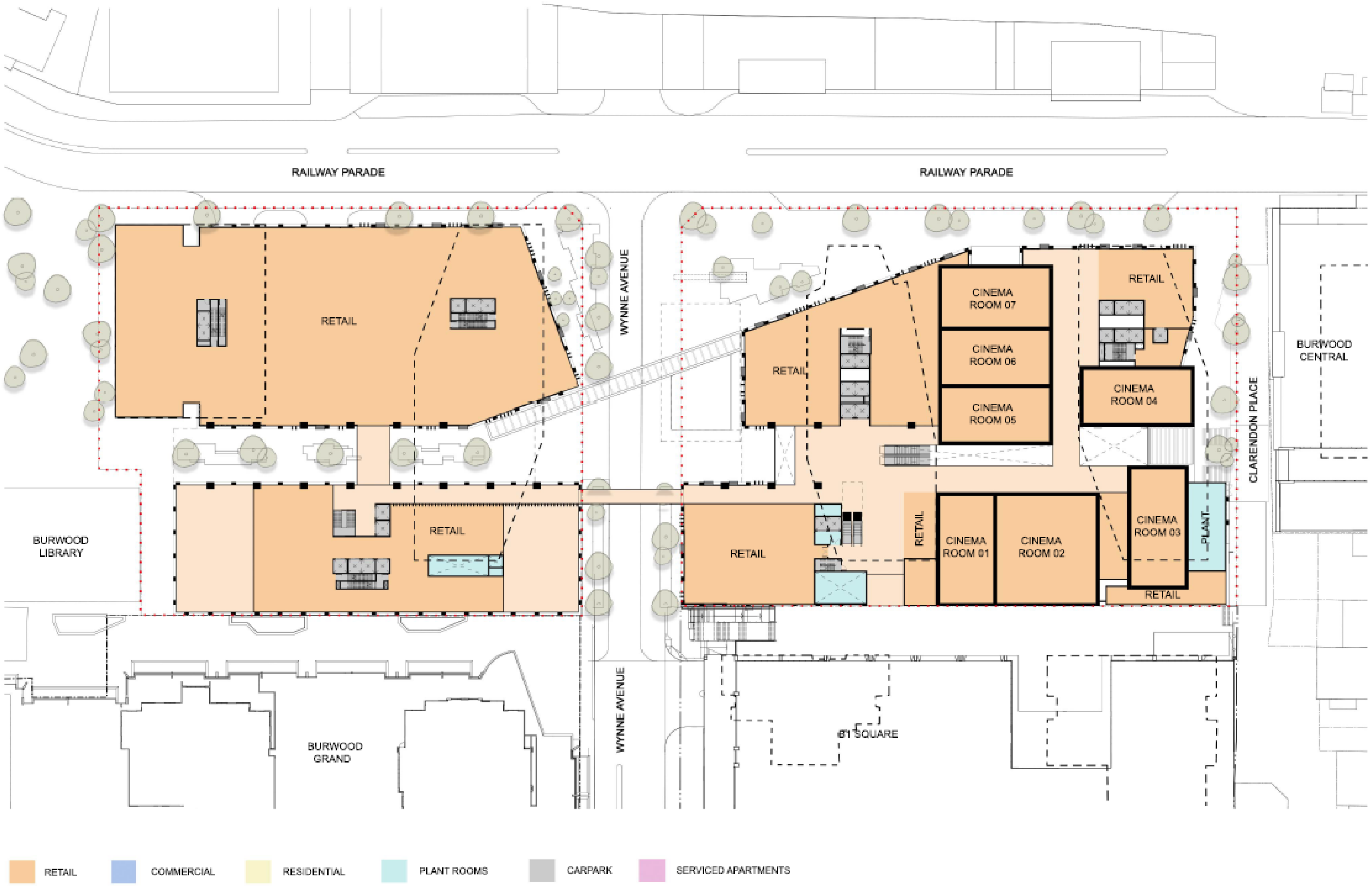


FIGURE 1.5 – BURWOOD PLACE PLANNED PODIUM ONE LEVEL

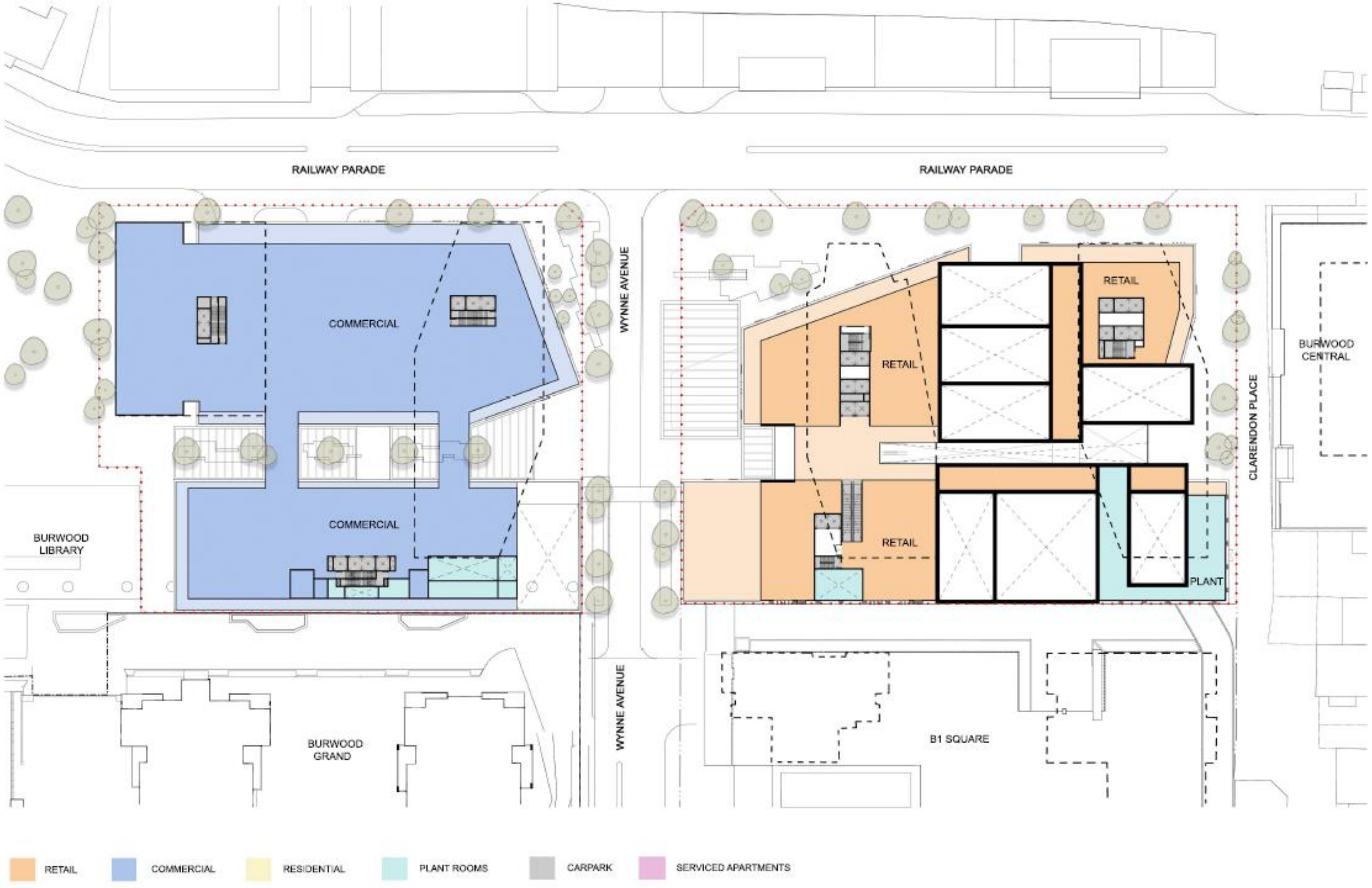


FIGURE 1.6 – BURWOOD PLACE PLANNED PODIUM TWO LEVEL

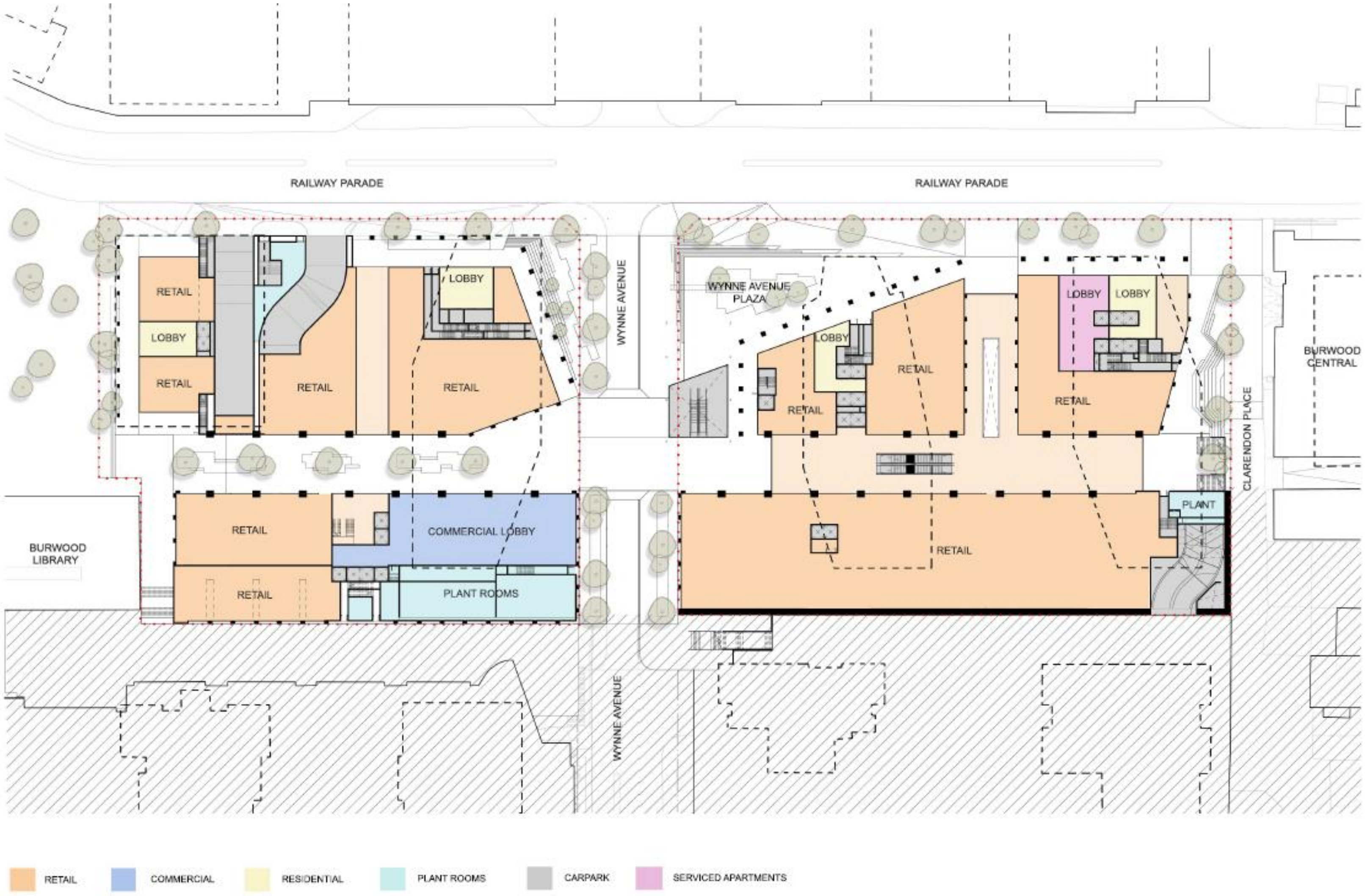
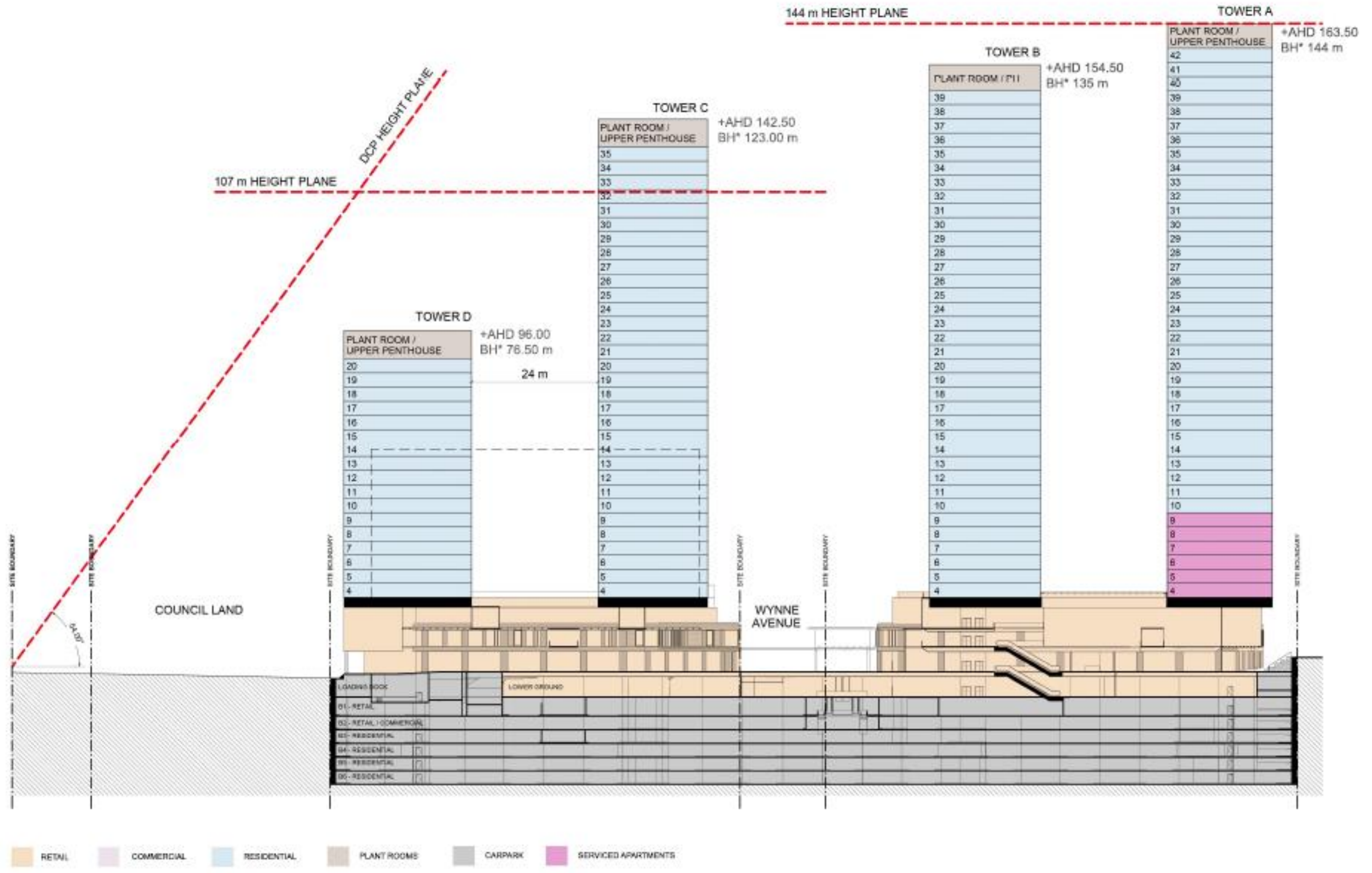


FIGURE 1.7 – BURWOOD PLACE PROPOSED EAST-WEST SECTION



*BH: Building Height

2 TRADE AREA ANALYSIS

This section of the report outlines the trade area served by Burwood Place, including current and projected population and retail spending levels. A detailed review of the socio-economic profile to the trade area population is also provided.

2.1 Trade Area Definition

i. Map 2.1 illustrates the Burwood Place main trade area that has been defined to include two primary sectors and two secondary sectors as follows:

— The **primary north sector** is limited by Parramatta Road to the north, the Hume Highway to the south and The Boulevarde to the west. This sector encompasses the suburbs of Burwood and Croydon.

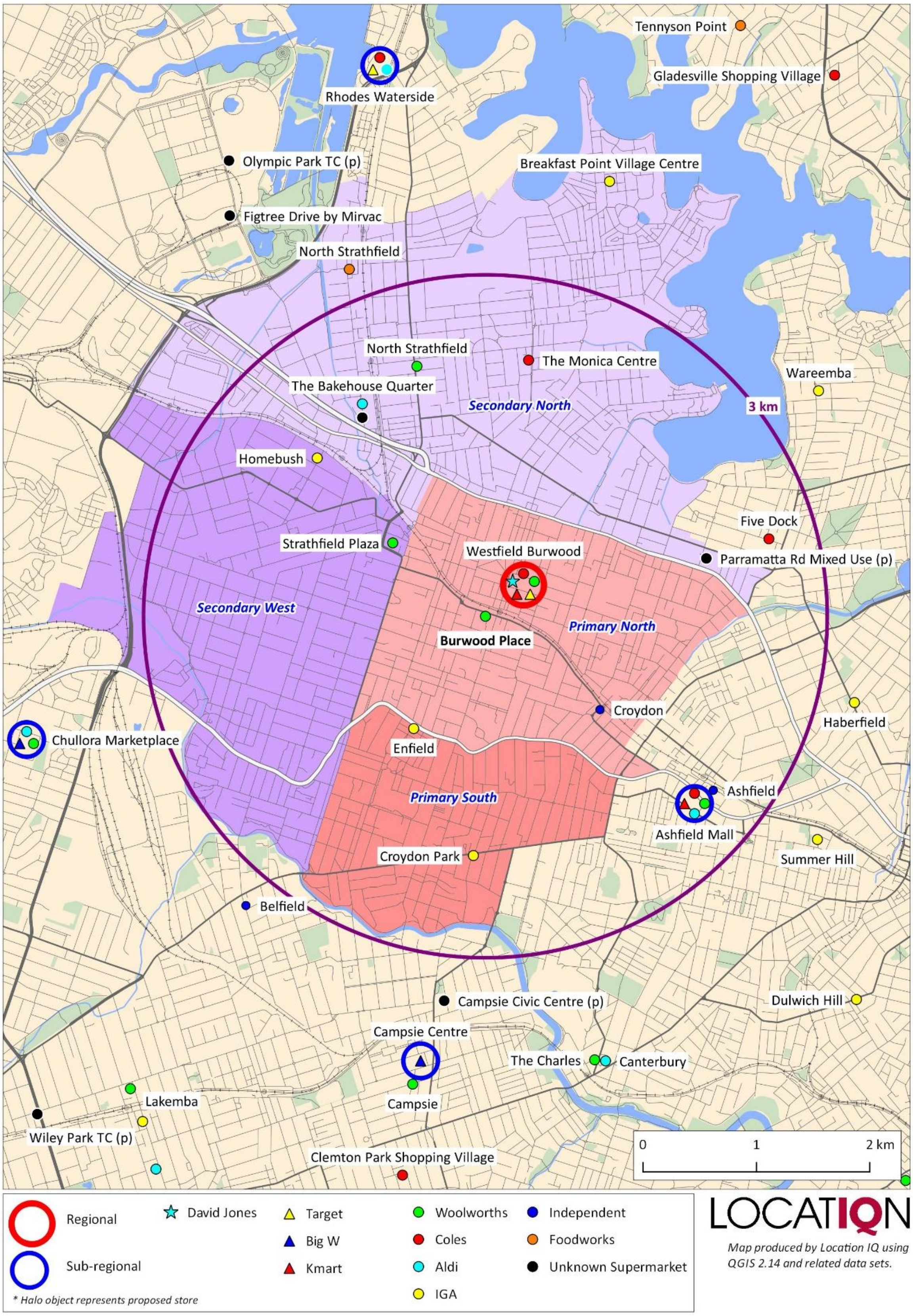
— The **primary south sector** extends south of the Hume Highway to Cooks River to incorporate Burwood Heights and Croydon Park.

— The **secondary north sector** is generally to the north of the railway line and Parramatta Road, excluding the Rhodes Peninsula. Suburbs within this sector include Breakfast Point, Cabarita, Concord, Canada Bay and North Strathfield.

— The **secondary west sector** stretches some 3 – 4 km to the west of the site to include Strathfield, Enfield and parts of Homebush and Homebush West.

ii. In combination, the two primary sectors and the two secondary sectors are referred to as the Burwood Place main trade area and this is the region from which the shopping centre would attract most sales. The main trade area generally extends 2 – 4 km from Burwood Place, reflecting the prominent location of the site within the key retail precinct of the Burwood Town Centre.

MAP 2.1 – BURWOOD PLACE MAIN TRADE AREA AND COMPEITITION



2.2 Main Trade Area Population

i. Table 2.1 details the main trade area current and projected population levels by sector. This information is sourced from the following:

   – The 2011 and 2016 Census of Population and Housing undertaken by the Australian Bureau of Statistics (ABS).

   – Official population projections prepared at a small area level by Transport for New South Wales.

   – New dwelling approvals statistics sourced from the ABS over the period from 2011/12 to 2016/17 (refer Chart 2.1). As shown, an average of some 1,140 new dwellings have been approved in the main trade area over this period, including an average of 475 (42%) across the combined primary sectors.

   – Investigations by this office into new residential developments in the region.

ii. The population within the Burwood Place main trade area was 118,010 in 2016, including 47,430 persons within the combined primary sectors. The Burwood Place main trade area population is projected to increase to 164,760 by 2031, including 62,880 persons in the combined primary sectors.

iii. The focus of population growth across the main trade area is within the Burwood Town Centre and along the alignment of the railway line to the west with a number of developments underway or proposed.

iv. Across the main trade area, a total of some 31,500 persons are to be added by 2026 with some 46,750 additional persons by 2031. Assuming 2.2 sq.m of retail per person for the additional population only, this indicates demand for 69,300 sq.m and 102,850 sq.m of retail floorspace by 2026 and 2031, respectively.

v. In summary, the main trade area likely to be served by the future Burwood Place is significant with population growth throughout both the immediate Burwood Town Centre and the surrounding area.

TABLE 2.1 – BURWOOD PLACE MAIN TRADE AREA POPULATION, 2011 – 2031

Trade Area	Actual			Forecast		
Sector	2011	2016	2017	2021	2026	2031
Primary Sectors						
• North	27,810	32,000	33,100	37,500	41,550	45,700
• South	14,640	15,430	15,630	16,430	16,780	17,180
Total Primary	42,450	47,430	48,730	53,930	58,330	62,880
Secondary Sectors						
• North	35,620	40,070	41,610	47,770	57,420	67,470
• West	28,640	30,510	30,950	32,710	33,760	34,410
Total Secondary	64,260	70,580	72,560	80,480	91,180	101,880
Main Trade Area	**106,710**	**118,010**	**121,290**	**134,410**	**149,510**	**164,760**
			Average Annual Change (No.)			
		Actual			**Forecast**	
		2011-2016		2017-2021	2021-2026	2026-2031
Primary Sectors						
• North		838		1,100	810	830
• South		158		200	70	80
Primary Sector		996		1,300	880	910
Secondary Sectors						
• North		890		1,540	1,930	2,010
• West		374		440	210	130
Total Secondary		1,264		1,980	2,140	2,140
Main Trade Area		**2,260**		**3,280**	**3,020**	**3,050**
			Average Annual Change (%)			
		Actual			**Forecast**	
		2011-2016		2017-2021	2021-2026	2026-2031
Primary Sectors						
• North		2.8%		3.2%	2.1%	1.9%
• South		1.1%		1.3%	0.4%	0.5%
Total Primary		2.2%		2.6%	1.6%	1.5%
Secondary Sectors						
• North		2.4%		3.5%	3.7%	3.3%
• West		1.3%		1.4%	0.6%	0.4%
Total Secondary		1.9%		2.6%	2.5%	2.2%
Main Trade Area		**2.0%**		**2.6%**	**2.2%**	**2.0%**
Syd Metro		*1.9%*		*1.5%*	*1.3%*	*1.2%*
Australian Average		*1.7%*		*1.4%*	*1.4%*	*1.3%*

All figures as at June and based on 2016 SA1 boundary definition.
Sources : ABS; Transport for New South Wales

CHART 2.1 – BURWOOD PLACE MTA NEW DWELLING APPROVALS, 2011/12 – 2016/17

Source: ABS

2.3 Socio-economic Profile

i. Table 2.2 summarises the socio-economic characteristics of the Burwood Place main trade area population by sector, compared with the Sydney metropolitan and Australian benchmarks. This information is based on the 2016 Census of Population and Housing.

ii. Key characteristics to note regarding the socio-economic profile of the Burwood Place main trade area population include:

- Average income levels throughout the main trade area are generally in-line with the Sydney benchmarks on a per capita and household basis.

- Home ownership levels are generally high across all sectors with the exception of the primary north sector which includes the Burwood Town Centre where there is a higher proportion of renters.

- The main trade area predominantly contains an overseas born population, with some 50% of the population accommodated in the primary north sector and the secondary west sector born in Asia.

- The household composition also varies significantly across sectors.

iii. Table 2.3 outlines the key changes within the main trade area between the 2011 and 2016 Census periods. As shown, per capita and household income levels have increased by 14.1% and 15.2%, respectively. This was higher than the percentage increase across Sydney. The average age of main trade area residents decreased over this period.

TABLE 2.2 – BURWOOD PLACE MTA SOCIO-ECONOMIC PROFILE, 2016 CENSUS

Characteristics	Primary Sectors North	Primary Sectors South	Secondary Sectors North	Secondary Sectors West	Main TA	Syd Metro Average	Aust Average
Income Levels							
Average Per Capita Income	$36,521	$39,333	$47,804	$42,608	$42,302	$42,033	$38,497
Per Capita Income Variation	-13.1%	-6.4%	13.7%	1.4%	0.6%	n.a.	n.a.
Average Household Income	$102,563	$110,927	$129,029	$127,479	$119,111	$115,054	$98,478
Household Income Variation	-10.9%	-3.6%	12.1%	10.8%	3.5%	n.a.	n.a.
Average Household Size	2.8	2.8	2.7	3.0	2.8	2.7	2.6
Age Distribution (% of Pop'n)							
Aged 0-14	12.1%	17.8%	16.5%	15.8%	15.3%	18.8%	18.8%
Aged 15-19	5.6%	6.1%	5.2%	6.4%	5.8%	6.0%	6.1%
Aged 20-29	27.4%	13.3%	17.5%	20.0%	20.3%	15.0%	13.8%
Aged 30-39	16.0%	13.4%	16.4%	15.9%	15.8%	15.5%	14.0%
Aged 40-49	10.6%	14.5%	13.6%	11.8%	12.4%	13.7%	13.5%
Aged 50-59	11.1%	13.2%	12.0%	12.3%	12.0%	12.2%	12.7%
Aged 60+	17.1%	21.6%	18.9%	17.8%	18.5%	18.8%	21.1%
Average Age	37.1	39.5	38.0	37.3	37.8	37.5	38.5
Housing Status (% of H'holds)							
Owner/Purchaser	50.3%	72.6%	65.3%	58.8%	60.7%	64.8%	68.0%
Renter	49.7%	27.4%	34.7%	41.2%	39.3%	35.2%	32.0%
Birthplace (% of Pop'n)							
Australian Born	35.2%	58.6%	55.4%	40.8%	46.6%	61.9%	72.9%
Overseas Born	64.8%	41.4%	44.6%	59.2%	53.4%	38.1%	27.1%
• Asia	52.5%	19.7%	28.3%	48.4%	38.9%	18.6%	10.7%
• Europe	5.8%	11.3%	9.2%	3.9%	7.2%	7.7%	8.0%
• Other	6.4%	10.4%	7.2%	6.8%	7.3%	11.8%	8.4%
Family Type (% of Pop'n)							
Couple with dep't children	43.5%	49.2%	47.1%	52.0%	47.8%	48.8%	45.2%
Couple with non-dep't child.	8.7%	11.8%	9.3%	11.1%	10.0%	9.2%	7.8%
Couple without children	24.6%	18.1%	24.0%	18.7%	21.9%	20.2%	23.0%
Single with dep't child.	7.0%	6.6%	6.4%	6.2%	6.5%	8.0%	8.9%
Single with non-dep't child.	4.3%	5.6%	4.0%	4.0%	4.3%	4.1%	3.7%
Other family	2.5%	1.4%	1.6%	1.8%	1.8%	1.2%	1.1%
Lone person	9.4%	7.4%	7.7%	6.4%	7.7%	8.5%	10.2%

Sources: ABS Census of Population and Housing 2016

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TABLE 2.3 – BURWOOD PLACE MTA SOCIO-ECONOMIC PROFILE COMPARISON

	Burwood Plaza MTA			Syd Metro Benchmark		
Characteristics	2011	2016	Change (%)	2011	2016	Change (%)
Income Levels						
Average Per Capita Income	$37,083	$42,302	14.1%	$36,941	$42,033	13.8%
Average Household Income	$103,366	$119,111	15.2%	$99,586	$115,054	15.5%
Age						
Average Age	37.8	37.8	-0.2%	37.2	37.5	0.8%
Birthplace (% of Pop'n)						
Australian Born	49.5%	46.6%	-2.9%	63.7%	61.9%	-1.7%
Overseas Born	50.5%	53.4%	2.9%	36.3%	38.1%	1.7%
Household Size & Structure						
Average Household Size	2.8	2.8	1.0%	2.7	2.7	1.5%
Couple with dep't children	48.5%	47.8%	-0.7%	48.2%	48.8%	0.6%
Housing Status (% of H'holds)						
Owner/Purchaser	65.5%	60.7%	-4.8%	67.4%	64.8%	-2.6%
Renter	34.5%	39.3%	4.8%	32.6%	35.2%	2.6%

Sources: ABS Census of Population and Housing 2011 & 2016

LOCATIQN

2.4 Main Trade Area Retail Expenditure Capacity

i. The estimated retail expenditure capacity of the Burwood Place main trade area population is based on information sourced from MDS Market Data Systems. MDS utilises a detailed micro-simulation model of household expenditure behaviour for all residents of Australia.

ii. The MDS model takes into account information from a wide variety of sources, including the regular ABS Household Expenditure Survey, National Accounts Data, Census Data and other information. MarketInfo estimates used in this analysis are based on the 2016 release, benchmarked against the latest National Accounts data, released by the ABS. Throughout Australia, the MarketInfo estimates of retail spending that are prepared independently by MDS are commonly used by all parties in economic assessments.

iii. Table 2.4 outlines the retail expenditure levels generated by the Burwood Place main trade area population. The total retail expenditure level is currently estimated at $1.6 billion and is projected to increase at an average annual rate of around 3.1% to

$2.5 billion by 2031. All figures presented in this report include GST and are in constant 2017 dollars (i.e. excluding inflation).

iv. The average annual retail spending growth rate of 3.1% reflects the following:

– Real growth in retail spending per capita of 0.5% annually for food retail and 1.0% for non-food retail.

– Main trade area population growth of around 2.2% per annum.

v. Table 2.5 presents a breakdown of retail spending by key commodity group.

TABLE 2.4 – MAIN TRADE AREA TOTAL RETAIL EXPENDITURE, 2017 – 2031

Y/E	**Primary Sectors**		**Secondary Sectors**		**Main**
June	North	South	North	West	**TA**
2017	410.9	208.2	606.8	400.5	1,626.4
2018	428.4	212.6	635.1	409.6	1,685.7
2019	445.5	217.0	662.7	418.6	1,743.7
2020	463.2	221.4	691.5	427.8	1,803.9
2021	481.7	226.0	721.5	437.2	1,866.4
2022	498.3	229.6	753.7	445.2	1,926.8
2023	512.7	232.4	788.3	451.6	1,985.0
2024	527.5	235.3	824.4	458.1	2,045.2
2025	542.7	238.1	862.2	464.7	2,107.7
2026	558.4	241.0	901.7	471.4	2,172.5
2027	574.1	244.0	941.0	477.6	2,236.6
2028	589.8	247.1	979.7	483.3	2,299.8
2029	605.9	250.2	1,020.0	489.0	2,365.1
2030	622.5	253.4	1,061.9	494.9	2,432.7
2031	639.6	256.6	1,105.6	500.7	2,502.5
Expenditure Growth					
2017-2019	34.6	8.7	56.0	18.0	117.3
2019-2021	36.3	9.0	58.8	18.6	122.7
2021-2026	76.6	15.0	180.2	34.2	306.1
2026-2031	81.2	15.6	203.9	29.3	330.0
2017-2031	228.7	48.3	498.8	100.2	876.1
Average Annual Growth Rate					
2017-2019	4.1%	2.1%	4.5%	2.2%	3.5%
2019-2021	4.0%	2.1%	4.3%	2.2%	3.5%
2021-2026	3.0%	1.3%	4.6%	1.5%	3.1%
2026-2031	2.8%	1.3%	4.2%	1.2%	2.9%
2017-2031	3.2%	1.5%	4.4%	1.6%	3.1%

**Constant 2016/17 dollars & Including GST*
Source : Marketinfo

TABLE 2.5 – TTA RETAIL EXPENDITURE BY KEY COMMODITY GROUP, 2017 – 2031

Y/E June	Food & Liquor	Food Catering	Apparel	H'hold Goods	Leisure	General Retail	Retail Services
2017	661.1	280.3	188.5	273.4	65.7	105.2	52.2
2018	683.1	291.2	195.8	283.9	68.3	109.2	54.2
2019	704.4	301.9	203.0	294.3	70.8	113.2	56.2
2020	726.5	313.0	210.4	305.0	73.4	117.3	58.3
2021	749.3	324.6	218.2	316.2	76.1	121.6	60.4
2022	771.1	335.8	225.7	327.1	78.7	125.8	62.6
2023	791.8	346.7	233.0	337.7	81.2	129.9	64.6
2024	813.2	358.0	240.6	348.7	83.9	134.1	66.8
2025	835.3	369.7	248.5	360.1	86.6	138.5	69.0
2026	858.2	381.9	256.7	371.9	89.5	143.1	71.3
2027	880.6	394.0	264.8	383.6	92.3	147.6	73.6
2028	902.6	406.0	272.8	395.3	95.1	152.1	75.9
2029	925.2	418.4	281.2	407.3	98.0	156.8	78.3
2030	948.5	431.2	289.8	419.8	101.0	161.6	80.7
2031	972.6	444.5	298.7	432.7	104.1	166.6	83.2
Expenditure Growth							
2017-2019	43.3	21.6	14.4	20.9	5.0	8.0	4.0
2019-2021	44.9	22.7	15.2	22.0	5.3	8.4	4.2
2021-2026	108.9	57.3	38.5	55.7	13.4	21.5	10.9
2026-2031	114.5	62.6	42.1	60.8	14.7	23.5	11.9
2017-2031	311.5	164.2	110.2	159.3	38.4	61.4	31.1
Average Annual Growth Rate							
2017-2019	3.2%	3.8%	3.8%	3.7%	3.8%	3.7%	3.8%
2019-2021	3.1%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%
2021-2026	2.8%	3.3%	3.3%	3.3%	3.3%	3.3%	3.4%
2026-2031	2.5%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%
2017-2031	2.8%	3.3%	3.3%	3.3%	3.3%	3.3%	3.4%

**Constant 2016/17 dollars & Including GST*

Source : Marketinfo

2.5 Worker Market

i. Many office and retail workers are encompassed within the Burwood Town Centre, within proximity to the Burwood Place site.

ii. To calculate the worker market, it is important to identify how far a worker is likely to travel during their lunchtime, before and after work for retail items. This distance is typically up to around 1 km from their place of work, or around a 5 - 10 minute walk.

iii. Based on the 2016 Census, 10,371 workers are provided within the defined worker trade area (refer Map 2.2 and Table 2.5). The worker population increased by 3,078 persons or 42.2%, from 7,293 as at the 2011 Census.

iv. Total retail expenditure of the worker trade area population is currently estimated at around $140.2 million. It is important to note that the vast majority of this market would be a sub-set of the resident main trade area spending market, as workers would likely live within defined the resident main trade area. However, main trade area residents who work within the worker trade area would have the opportunity to use the retail facilities in the Burwood Town Centre more regularly than if they worked elsewhere.

v. Workers primarily spend on food catering, giftware, leisure and apparel items during their lunch break. Typically, it is estimated that 15% - 20% of workers expenditure will be directed to retail facilities near their place of work. In this instance, the amount of worker retail expenditure directed to retail facilities in the area would be in the order of $21 - $28 million, a portion of which would be directed to retail facilities in the Burwood Town Centre. As such, the proposed redevelopment of Burwood Place is likely to draw worker expenditure from throughout the Burwood Town Centre.

vi. According to the Greater Sydney Region Plan, Burwood accommodates 10,300 jobs, with the majority of these located within the Town Centre. The strategy also identifies Burwood as a major employment growth area and is expected to accommodate some 12,000 workers by 2036 under a Baseline Target and 14,000 workers under a Higher Target. On this basis, worker spend would increase by some 50% over the period to 2036.

TABLE 2.6 – WORKER TRADE AREA POPULATION

Characteristics	Main TA	Sydney CBD Average
Worker Population		
2016 Population	**10,371**	**320,866**
Male (%)	45.3%	53.3%
Female (%)	54.7%	46.7%
Age Distribution (% of Pop'n)		
Aged 15-19	5.8%	1.4%
Aged 20-29	24.9%	25.0%
Aged 30-49	42.3%	55.0%
Aged 50-64	23.1%	16.4%
Aged 65+	3.9%	2.2%
Average Age	39.5	38.8
Weekly Income ($)		
Nil-$499	22.2%	7.6%
$500-$999	27.3%	16.3%
$1,000-$1,249	11.6%	10.8%
$1,250-$1,499	8.7%	9.6%
$1,500-$1,749	7.3%	9.8%
$1,750-$1,999	5.5%	7.8%
$2,000-$2,999	10.4%	17.9%
$3,000 or more	5.6%	18.7%
Not stated	1.3%	1.3%
Average Income	1,183	1,743
Occupation		
Managers	12.0%	18.5%
Professionals	27.0%	40.4%
Technicians and Trades Workers	6.9%	5.1%
Community and Personal Service Workers	10.7%	5.0%
Clerical and Administrative Workers	16.9%	18.8%
Sales Workers	17.5%	6.3%
Machinery Operators and Drivers	1.4%	0.7%
Labourers	5.6%	3.1%
Inadequately Described	1.0%	1.3%
Not stated	1.0%	0.8%
Transport		
One Method		
• Train	20.2%	36.0%
• Bus	4.4%	17.4%
• Car, as driver	44.9%	10.7%
• Car, as passenger	3.4%	1.8%
• Other One Method	6.8%	10.8%
Total One Method	79.7%	76.7%
Total Two Methods	8.1%	13.7%
Total Three Methods	0.9%	1.2%
Worked at home - Did not go to work	10.3%	7.7%
Method of travel not stated	1.0%	0.8%

Sources : ABS Census of Population and Housing 2016

MAP 2.2 – WORKER TRADE AREA

3 COMPETITIVE ENVIRONMENT

This section of the report provides a summary of the existing and proposed competitive environment within which the proposed retail floorspace will operate. The previous Map 2.1 outlines existing and proposed completive retail facilities. Table 3.1 presents a summary of the competition in the region.

i. Retail facilities within the surrounding region form a typical retail hierarchy, including:

   – A regional shopping centre, namely Westfield Burwood.

   – Sub-regional shopping centres, including Ashfield Mall, Campsie Centre, Chullora Marketplace and Rhodes Shopping Centre.

   – Several supermarket based centres to serve the local population.

ii. The retail hierarchy defined is based on how retail economists typically define hierarchies which often differs to how hierarchies are defined in planning schemes and strategic documents.

TABLE 3.1 – COMPETITIVE CENTRES

Centre	Shopfront GLA (sq.m)	**Anchor Tenants**	Dist. From Burwood (km)
Regional Shopping Centres			
Burwood			-
• Westfield Burwood	63,200	David Jones (14,658), Kmart (6,121), Target (5,933), Coles (3,919), Woolworths (3,272)	
• Burwood Plaza	12,900	Woolworths (3,545)	
• Other	23,400		
Sub-regional Shopping Centres			
Ashfield Mall	24,800	Kmart (6,473), Woolworths (4,000), Coles (3,601), Aldi (1,442)	3.4
Campsie Centre	13,000	Big W (7,662)	5.5
Chullora Marketplace	19,300	Big W (8,159), Woolworths (4,204), Aldi (1,475)	6.2
Rhodes Shopping Centre	32,700	Coles (3,497), Target (2,650)	7.5
Supermarket Based Shopping Centres*			
Strathfield			*1.1*
• Strathfield Plaza	6,900	Woolworths (2,526)	
• Other	9,000		
The Bakehouse Quarter	18,700	Aldi (1,350)	2.7
The Monica Centre	3,300	Coles (2,475)	3.0
North Strathfield	8,000	Woolworths (2,526)	3.6
Breakfast Point Village Centre	3,300	Supa IGA (1,460)	5.1
Outlet Centre			
DFO Homebush	29,700		4.2

**Supermarket defined as 500 sq.m or larger*
Source: Australian Shopping Centre Council Database, Location IQ

3.1 Regional Shopping Centres

i. Regional shopping centres are based on at least one department store.

ii. Westfield Burwood is the major retail component of the Burwood Town Centre and is located on the northern side of the Railway Line. This shopping centre is the largest in the region, totalling some 63,215 sq.m of floorspace, anchored by a David Jones department store, Kmart and Target discount department stores, Woolworths and Coles supermarkets and some two mini-majors and 229 specialty shops. The centre also includes a cinema complex.

iii. Total centre sales for Westfield Burwood are $475 million (*Shopping Centre News – Big Guns 2018*). This is around six times higher than the sales for the existing Burwood Plaza.

iv. Westfield Burwood has a wide regional draw as shown in Figure 3.1 with the total trade area generally extending 10 km around the centre, extending to Auburn in the west, Parramatta River in the north, Leichhardt in the east and Bexley and Greenacre in the south. This reflects the significant provision of non-food floorspace provided at this shopping centre.

v. Based on a review of the *Urbis Averages 2016/17* for other regional shopping centres (i.e. including one department store), sales are typically some $473 million across 70,959 sq.m of retail floorspace. Westfield Burwood is trading slightly higher than the benchmark level. In terms of retail specialty productivity levels, Westfield Burwood at $11,428 per sq.m million (*Shopping Centre News – Big Guns 2018*) is some 13% higher than the benchmark of $10,131 per sq.m (*Urbis Averages 2016/17).*

vi. Elsewhere within the Burwood Town Centre, the retail provision includes Burwood Plaza which is the subject of this report as well as the retail and non-retail strip along the eastern and western sides of Burwood Road as well as other peripheral shopfronts.

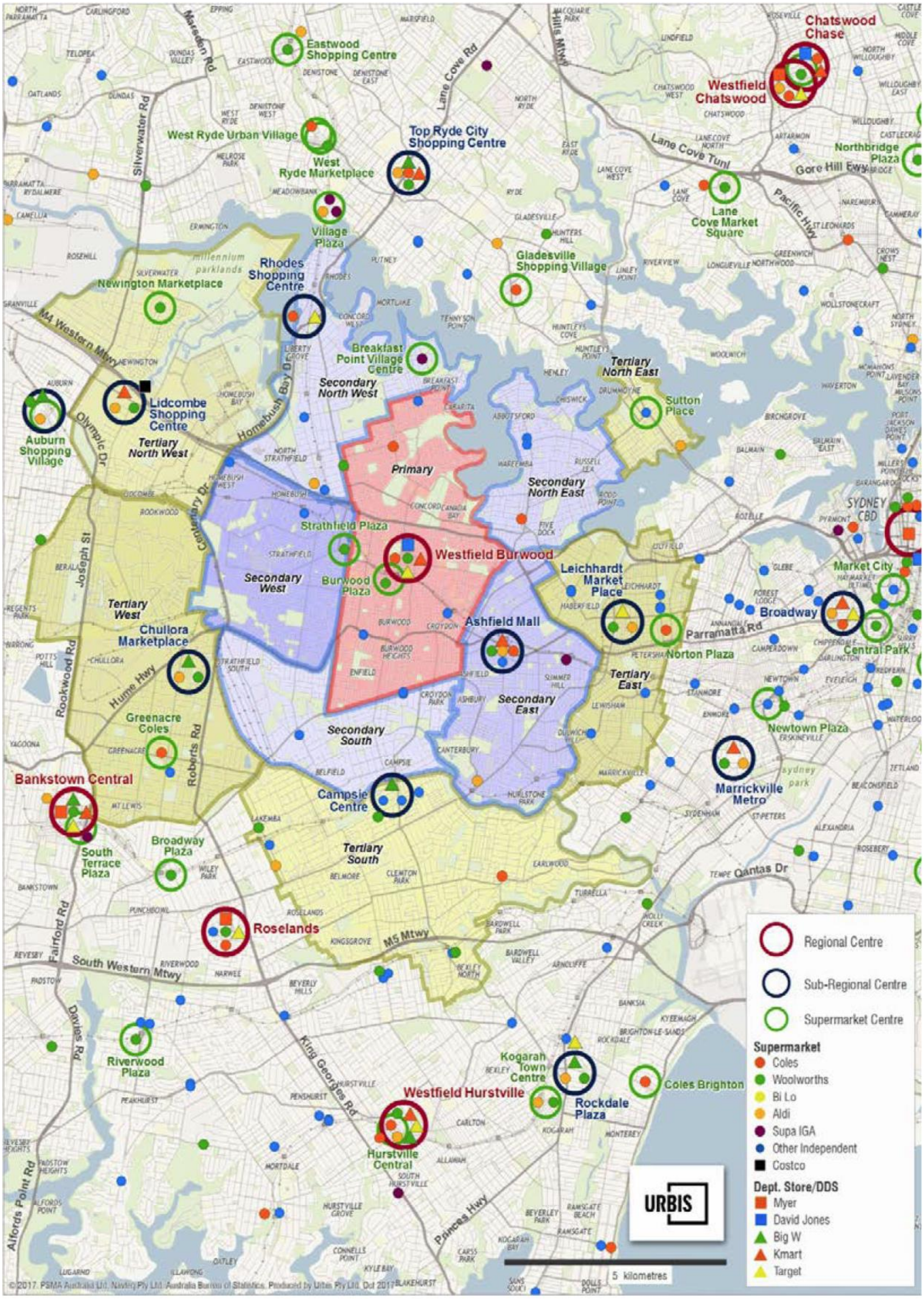
vii. As shown in Table 3.2, there are some 475 shopfronts in the balance of the Town Centre, including 213 retail shops (45%). Many of these traders are independent traders with an Asian focus to meet the needs of the local population. In total throughout the Burwood Town Centre including all components, there are 131 food catering shops, or around 18% of the total. In addition to the retail shopfronts, there are 254 non-retail shopfronts and 40 vacant shopfronts, representing 34% and 5.3% of all shopfronts, respectively. The low vacancy rate reflects the solid demand for retail floorspace in the Burwood Town Centre which will increase in the future with the population and worker growth.

TABLE 3.2 – BURWOOD TOWN CENTRE SHOPFRONT SURVEY

Categories	Burwood Plaza	Westfield Burwood	Other Burwood TC	Total Burwood TC
Food & Liquor	8	11	31	50
Food Catering	6	39	86	131
Apparel	3	82	13	98
Household Goods	3	9	2	14
Leisure	2	8	7	17
General Retail	6	26	32	64
Retail Services	9	29	42	80
Total Retail	**37**	**204**	**213**	**454**
Non-Retail	9	18	227	254
Vacanct	5	-	35	40
Total	**51**	**222**	**475**	**748**

** Includes ground floor shopfronts only*
Source: Based on site inspection, April 2017

FIGURE 3.1 – WESTFIELD BURWOOD TOTAL TRADE AREA AND COMPETITION



3.2 Sub-regional Shopping Centres

i. Sub-regional shopping centres are anchored by at least one discount department store. There are four sub-regional shopping centres within a 3 – 5 km radius of the Burwood Town Centre. The shopping centres together with key statistics for Westfield Burwood are summarised in Table 3.3 with key points to note including:

- Rhodes Shopping Centre is the strongest performing with sales of $218 million and has a broad regional draw, courtesy of the inclusion of IKEA, one of only three IKEA outlets in Sydney.
- Ashfield Mall is the closest sub-regional shopping centre and records sales of $200 million across 24,790 sq.m of floorspace.
- Campsie Centre is the smallest sub-regional shopping centre, not including a national chain supermarket. This centre is based on Big W and records sales in the order of $85 million.
- Generally, all sub-regional shopping centres are trading strongly, serving local and surrounding residents with a unique mix of tenants.

TABLE 3.3 – REGIONAL AND SUB-REGIONAL SHOPPING CENTRE KEY STATISTICS

Enclosed Regional & Sub-regional Centres	GLA (sq.m)	MAT ($)	MAT ($ per sq.m)	Specialty MAT ($ per sq.m)	No. of Mini-majors	No. of Spec.
Regional SC						
Westfield Burwood	63,215	475	8,385	11,428	2	229
Sub-Regional SC						
Rhodes SC	32,617	218	9,916	9,620	6	108
Ashfield Mall	24,790	200	8,057	8,815	2	89
Chullora Marketplace*	19,316	130	6,730	7,492	1	55
Campsie Centre*	13,041	85	6,518	14,671	2	55

** LocationIQ estimate*
Source: Shopping Centre News Publications 2017 & 2018 (Big Guns; Little Guns; Mini Guns)
LOCATIQN

3.3 Supermarket Based Shopping Centres

i. There are several supermarket based shopping centres within the defined main trade area, including:

Combined Primary Sectors

- A supermarket is typically a store selling dry groceries and fresh produce of 500 sq.m in size and larger.
- There are three small foodstores at Croydon, Enfield and Croydon Park which are all less than 500 sq.m in size and not considered a supermarket.

Secondary North Sector

- The Bakehouse Quarter is a unique retail development located along George Street in Strathfield. The centre is provided across a number of buildings and includes an Aldi supermarket, in addition to a range of big box restaurants and entertainment facilities. Some of the high-profile tenants include Outback Steakhouse, Pancakes on the Rocks, AMF Bowling Centre and Golfzon. The centre is currently a major destination in the area and includes some 17 food catering tenants.
- A small Woolworths supermarket of 1,375 sq.m at North Strathfield together with a small FoodWorks foodstore of 250 sq.m.
- The Monica Centre is situated along Majors Bay Road in Concord and is anchored by a Coles supermarket of 2,475 sq.m with a provision of shops in the surrounding area along both sides of Majors Bay Road.
- At Breakfast Point, there is a Supa IGA supermarket of 1,460 sq.m as well as a small provision of shops internally located within a residential development.

Secondary West Sector

- Strathfield Plaza is provided around the Strathfield train station and totals 6,875 sq.m, with the shopping centre anchored by a Woolworths supermarket of 2,526 sq.m. There is also a provision of specialty shops throughout the balance of the Strathfield Town Centre, including a number of food catering tenants.

- There is a small IGA foodstore located adjacent to the Homebush Station on the southern side of The Crescent.

3.4 Proposed Competitive Developments

i. Table 3.4 summarises the most relevant retail developments that are currently underway, DA submitted, DA approved or highly likely within the surrounding region, including:

- Burwood Grand is under construction at 39 - 47 Belmore Street in Burwood and will comprise some 490 residential units, 16 retail tenancies (1,795 sq.m), 4,000 sq.m of Council chambers and four levels of basement parking.

- Burwood Central is planned to include some 8,192 sq.m of retail floorspace as part of a mixed-use development that is currently deferred. The development is assumed to open by 2020/21.

- A Planning Proposal has been prepared for 28 – 34 Victoria Street and 23 – 27 George Street in the Burwood Town Centre. As part of this mixed use development, retail floorspace of some 4,447 sq.m of is planned and assumed to open by 2021/22.

- A range of alternate mixed-use developments are also planned or approved within Burwood, however, each is expected to comprise some 1,000 sq.m or less of retail floorspace.

- The Kings Bay Village precinct (secondary north sector) will be a redeployment of sites along Parramatta Road. This is in the early planning stage and retail will be supportable based on the future population to be provided in the precinct as well as passing traffic.

- Beyond the main trade area which are likely to be of limited competitive relevance given the proposed scale, composition and distance of each which all serve separate population catchments.

ii. The opening of Burwood Place would not impact on the future potential for other retail developments in the surrounding area, which would serve future residents and workers.

TABLE 3.4 – FUTURE COMPETITIVE DEVELOPMENTS

Name	Status	Additional Retail GLA (sq.m)	Retail Components	First Full Year
Primary North Sector				
Burwood				
• Burwood Plaza redev.	Gateway Approval	6,181	Redevelopment to include relocated Woolworths, additional supermarket (1,400 sq.m) & spec. shops (+4,476 sq.m)	2024/25
• Burwood Grand	Under Construction	1,795	Spec. shops (1,795 sq.m)	2019/20
• Burwood Road Mixed-use Dev.	Under Construction	367	Spec. shops	2019/20
• Vivid	Under Construction	335	Spec. shops	2019/20
• Burwood Central	DA Approved - Deferred	8,192	Spec. shops	2020/21
• Jacinta	DA Approved	340	Spec. shops	2021/22
• Liverpool Road Mixed-Use Dev.	DA Approved	498	Spec. shops	2021/22
• Park Tower	DA Approved	368	Spec. shops	2021/22
• Railway Parade Mixed-Use Dev.	DA Submitted	1,041	Spec. shops	2021/22
• Victoria Street Mixes-Use Dev.	Planning Proposal	4,447	Spec. shops	2021/22
• B-Point Tower	Deferred Indefinitely	698	Spec. shops	n.a.
Secondary North Sector				
Kings Bay Precinct	Early Planning	n.a.	n.a.	n.a.
Parramatta Rd Mixed Use	Pre-Gateway Refused	6,400	Supermarket (4,200 sq.m) & spec. shops (2,200 sq.m)	n.a.
Bakehouse Quarter	Leasing	0	Possible supermarket to backfill closed IGA	n.a.
Beyond the Main Trade Area				
Rhodes				
• Rhodes Central	Under Construction	12,820	Supermarket (3,735 sq.m) & spec. shops	2020/21
• Rhodes Waterside	DA Approved	1,020	Aldi supermarket (1,601 sq.m) & spec. shops (322 sq.m)	2019/20
Campsie Civic Centre	Masterplan Approval	6,640	Supermarket (3,700 sq.m) & spec. shops	2022/23
Sydney Olympic Park Town Centre				
• 2 Figtree Drive	DA Approved	1,500	Boutique supermarket	2019/20
• Site 9	DA Approved	950	Spec. shops	2019/20

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3.5 Summary

i. Table 3.5 presents a summary of the estimated provision of enclosed shopping centre, department store, discount department store and supermarket floorspace across the main trade area by sector. Key points to note include:

- The provision of department store at 121 sq.m per 1,000 persons is higher than the Australian benchmark.
- The provision of discount department store floorspace is lower than the benchmarks.
- The supermarket floorspace provision of 164 sq.m per 1,000 persons across the main trade area is around half the Australian benchmark of 336 sq.m per 1,000 persons.
- Enclosed shopping centre floorspace (i.e. excluding large format retail centres) is around 1,136 sq.m per 1,000 persons which is below both the Sydney and Australian averages.

ii. Westfield Burwood is the largest shopping centre provided within the main trade area and is trading strongly, with sales of $475 million. Retail specialty productivity levels are above comparable shopping centre benchmarks. The shopping centre has a large non-food offer anchored by a David Jones department store and two discount department stores and enjoys a wide regional draw.

iii. Across the combined primary sectors, there is a lower provision of supermarket floorspace which will be exacerbated in the future if no additional supermarkets are provided, given the projected strong population growth of around 14,150 persons over the next 14 years.

iv. The planned Burwood Place would be well located within the Burwood Town Centre to provide a unique retail and complementary non-retail destination for the local and surrounding population.

TABLE 3.5 – MAIN TRADE AREA FLOORSPACE PROVISION, 2016/17

Trade Area	**GLA per 1,000 persons**			
Sector	DS	DDS	SMKT*	Shopping Centre**
Primary Sectors				
• North	443	364	324	2,285
• South	0	0	0	0
Total Primary	301	247	220	1,552
Secondary Sectors				
• North	0	0	160	1,329
• West	0	0	82	222
Total Secondary	0	0	127	857
Main Trade Area	**121**	**99**	**164**	**1,136**
Australian Average	*74*	*158*	*336*	*1,241*

** Supermarkets defined as 500 sq.m or larger*
*** Includes all regional, sub-regional, supermarket, large format retail, city centre, market and themed centres*
Source: LIQ SC Database

4 ASSESSMENT OF POTENTIAL FOR RETAIL FACILITIES

This section of the report considers the sales potential for the retail component of Burwood Place, as well as the likely trading and other impacts that can be anticipated following the construction of the now proposed development.

The Gateway Determination scheme was larger than the now proposed Burwood Place scheme, and as such, projected sales and impacts on existing and future surrounding retail would be lower than previously assessed.

4.1 Sales Overview

i. To assess the potential economic benefits and impacts that may arise from the proposed expansion of Burwood Place, the sales level which the development is projected to achieve is outlined.

ii. The sales performance of any retail facility, be it an individual store or a collection of stores provided in a shopping centre or precinct, is determined by a combination of the following critical factors:

   – The composition and quality of the facility, including major trader or traders; the specialty mix; centre layout and configuration; ease of accessibility and car parking; and the overall feel of the centre.

   – The size of the available catchment which the facility serves.

   – The locations and strengths of competitive retail facilities.

iii. The likely sales potential for Burwood Place is now considered, taking into consideration each of these factors, which have been discussed in earlier sections of this report. Based on discussions with Holdmark Property Group, the assumed opening year is 2024/25.

4.2 Estimated Current Market Shares

i. The estimated current market shares achieved by Burwood Plaza are calculated based on the following:

1. Total centre retail sales are in the order of $81 million.

2. The distribution of centre sales is estimated by Location IQ.

3. The total retail market by sector for the main trade area is calculated based on MarketInfo estimates (refer Table 2.5).

4. The overall market share achieved by Burwood Plaza is then calculated by dividing total centre retail sales (1) by the total retail expenditure generated by the resident population of each trade area sector (3).

ii. Table 4.1 outlines the estimated market shares by main trade area sector. Burwood Plaza achieves an estimated market share of 4.7% across the main trade area, including a 5.1% share of the food market and a 4.3% share of the non-food market. In addition, some 5% of total centre retail sales are estimated to be attracted from beyond the defined main trade area.

TABLE 4.1 – BURWOOD PLAZA ESTIMATED MARKET SHARES BY SECTOR, 2016/17

Trade Area	**Retail Spending ($M)**			**Centre Sales ($M)**			**Centre Market Share**		
Sector	Food	Non-food	Total	Food	Non-food	Total	Food	Non-food	Total
Primary Sectors									
• North	243.4	167.5	410.9	27.9	17.1	45.0	11.5%	10.2%	11.0%
• South	121.3	86.9	208.2	13.4	8.2	21.5	11.0%	9.4%	10.3%
Total Primary	364.7	254.4	619.1	41.2	25.3	66.5	11.3%	9.9%	10.7%
Secondary Sectors									
• North	344.9	261.9	606.8	1.5	0.9	2.4	0.4%	0.4%	0.4%
• West	231.9	168.7	400.5	5.0	3.0	8.0	2.1%	1.8%	2.0%
Total Secondary	576.8	430.6	1,007.3	6.5	4.0	10.4	1.1%	0.9%	1.0%
Main Trade Area	**941.4**	**685.0**	**1,626.4**	**47.7**	**29.3**	**77.0**	**5.1%**	**4.3%**	**4.7%**
Sales From Beyond Trade Area				2.5	1.5	4.1			
Total Centre				**50.2**	**30.8**	**81.0**			

** Including GST*

4.3 Total Centre Sales Potential

i. In early 2017, Burwood Place received Gateway Determination. The proposed scheme included some 28,477 sq.m of retail and complementary floorspace with a retail component of 17,737 sq.m. All floorspace figures in this report are Gross Floor Area (GFA).

ii. A revised proposal is now planned. Key points to note regarding the Gateway Determination scheme and the current proposed Burwood Place scheme, include:

- A net decrease in floorspace of 975 sq.m.
- Smaller supermarkets of 4,000 sq.m and 1,400 sq.m.
- A smaller provision of retail specialty floorspace of 8,862 sq.m, or a decrease of 565 sq.m.

iii. The Gateway Determination scheme was larger than the now proposed Burwood Place scheme, and as such, projected sales and impacts on existing and future surrounding retail would be lower than previously assessed.

iv. Table 4.2 provides a summary of the projected sales in 2024/25 by individual component for the proposed Burwood Place compared with existing sales, projected sales for the 'Do Nothing' scenario and projected sales for the Gateway Determination.

v. Projected sales are based on the likely strength of the retail offer, the proposed changes in competition as detailed in the previous section and consideration of the population growth in the region over the next decade. All sales forecasts include GST and are presented in constant 2017 dollar terms (i.e. excluding retail inflation).

vi. Allowing for the new development scheme, projected sales are $146.2 million in 2024/25 (i.e. constant 2017 dollar terms), representing a net increase of $44.5 million from the 'Do Nothing' scenario but importantly, a $5.6 million decrease from the Gateway Determination scheme. As such, projected impacts on existing and future surrounding retail would be lower than previously assessed.

vii. There is clearly potential to support additional retail floorspace at Burwood Place of the scale currently proposed. All components of the centre are projected to achieve strong sales, even allowing for the small competitive developments in the surrounding area.

TABLE 4.2 – BURWOOD PLACE PROJECTED SALES, 2024/25

				2024/25								
	Existing Centre			Do Nothing**			Gateway Determination**			Current Plan		
Tenant/ Category	GLA (sq.m)	Average Sales ($'000)	($/sq.m)	GLA (sq.m)	Forecast Sales ($'000)	($/sq.m)	GLA (sq.m)	Forecast Sales ($'000)	($/sq.m)	GLA (sq.m)	Forecast Sales ($'000)	($/sq.m)
Total Majors	4,098	37,170	9,070	4,098	46,334	11,307	5,810	56,520	9,728	5,400	53,845	9,971
Mini-majors	2,098	10,817	5,156	2,098	13,370	6,373	2,500	14,933	5,973	2,500	14,933	5,973
Total Retail Spec.	3,920	33,015	8,422	3,920	41,974	10,708	9,427	80,305	8,519	8,862	77,379	8,732
Total Retail	**10,116**	**81,002**	**8,007**	**10,116**	**101,678**	**10,051**	**17,737**	**151,758**	**8,556**	**16,762**	**146,157**	**8,720**

**Constant 2016/17 dollars & Including GST*

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4.4 Sales Impacts

i. This sub-section of the report outlines the likely sales impacts on competitive retail centres/facilities because of the development of the proposed expansion of Burwood Place.

ii. It is important to note that impacts outlined in this report are indicative as it is difficult to precisely project the sales impacts of the opening of a new store/centre on existing retail facilities. Several factors can influence the impact on individual centres/retailers, including but not limited to:

– Refurbishment/improvements to existing centres.

– Expansions to existing centres.

– Loyalty programs of existing retailers.

– The existing centre mix and how it competes with the proposed development.

iii. For all these reasons and other similar factors, sales impacts outlined in this report should be used as a broad indication.

iv. Table 4.3 outlines projected sales impacts from the retail component of an expanded Burwood Place. As outlined previously, projected impacts would be lower than for the Gateway Determined scheme reflecting the smaller provision of retail floorspace now planned.

v. The steps involved in assessing the sales and impacts on competitive centres are presented as follows:

– Step 1 - Estimate sales levels for existing centres in the 2016/17 financial year.

– Step 2 - Projected sales for existing and proposed centres in the 2024/25, the first full year of trading for the expanded Burwood Place. These projections allow for retail market growth and new and expanded retailers/centres. All sales projections in 2024/25 are presented in constant 2017 dollars (i.e. excluding inflation).

– Step 3 - Outline the change in sales at each centre in 2024/25 as a result of the redevelopment of Burwood Place. Again, all sales are expressed in constant 2017 dollars.

– Step 4 - Shows the impact on sales in 2024/25, both in dollar terms and percentage of sales.

vi. Key points to note regarding impacts from the proposed Burwood Place include:

– The largest impact on retail facilities within the main trade area is likely to fall on Westfield Burwood, projected at 3.3%, or $19.7 million from the redevelopment and opening of Burwood Place. Westfield Burwood is currently achieving sales in the order of $475 million and has a wide regional draw, significantly larger than that likely for Burwood Place given the more boutique offer.

– Westfield Burwood is currently achieving sales a slightly higher than the average for typical other regional shopping centres (i.e. anchored by one department store), with retail specialty sales well above the benchmark level. Sales for the shopping centre would continue to increase given population and worker growth in the immediate and surrounding area. Even allowing for the projected impact from other development in and around the Burwood Town Centre as well as the redeveloped Burwood Place in 2024/25, projected sales for Westfield Burwood would still be higher than current sales.

- Burwood Place will allow residents to shop locally for a range of day to day items by virtue of the inclusion of two supermarkets as well as providing a unique retail offer given the planned mini-majors and specialty offer at the site. The development would also provide a unique indoor and outdoor precinct that is not provided in the area.

- The remainder of the Burwood Town Centre is projected to be impacted by around $3.9 million or 3.0%. There is the real possibility that the redevelopment of Burwood Place could significantly add to customer draw throughout the region which would stand to benefit existing retailers. The redeveloped Burwood Place would provide a stronger anchor for the retail precinct on the southern side of the railway line.

- There will be small impacts on the sub-regional shopping centres in the surrounding area, totalling around $8.8 million across four shopping centres, or less than 2% in combination.

- Reflecting the distribution of existing and proposed supermarkets within the surrounding area, the projected impact is likely to be minimal across these shopping centres. The nearest supermarket (i.e. apart from those within the Burwood Town Centre) is at Strathfield Plaza, some 2 km from Burwood Town Centre or a round trip of around 4 km.

- A projected impact of around $3.3 million on other retail floorspace not accounted for the shopping centres/retail destinations listed in Table 4.6. This accounts for 7.5% of the projected increase in sales.

- Overall, the proposed Burwood Place would result in a projected increase in sales of around $44.5 million in 2024/25, including some $32.3 million in sales from existing and proposed retail facilities within the main trade area and $8.8 million from other sources, including from shopping centres beyond the main trade area and new spending. Burwood Place would provide a unique retail destination for local and surrounding region residents and workers and would likely significantly increase the attraction of the Burwood Town Centre as a whole.

<u>Summary</u>

i. In summary, key points to note regarding the likely centre impacts from the proposed expansion of Burwood Place include:

- No one shopping centre is projected to be impacted by more than 5%, with normal competitive impacts under 10%.

- Future population and worker growth will offset competitive impacts. Competitive impacts would be likely in the first year of opening for the proposed Burwood Place with all shopping centres then able to attract additional sales from population growth after this time.

- Retail floorspace is lumpy in nature with viable developments only possible through the addition of large major tenants and a provision of specialty shops. As such, impacts are likely in the first full year of opening, however, with population growth over time, these impacts would be offset.

- The opening of Burwood Place will help to revitalise the Burwood Town Centre and make it more of a destination for the local and surrounding population which may be to the benefit of existing and proposed retail facilities.

- There would be no/minimal impacts on neighbouring centres/neighbouring strategic centres.

TABLE 4.5 – BURWOOD PLACE PROJECTED CENTRE IMPACTS

	Unit	Estimated 2017	Projected 2025 Pre Dev.	Projected 2025 Post Dev.	Impact 2025 $M	Impact 2025 %
Burwood Place	*$M*	*81.0*	*101.7*	*146.2*	*44.5*	*144%*
Regional Centres						
Burwood	*$M*	*591.9*	*727.2*	*703.6*	*-23.6*	*-3.2%*
• Westfield Burwood	$M	474.8	595.7	576.1	-19.7	-3.3%
• Other	$M	117.2	131.5	127.6	-3.9	-3.0%
Sub-regional Shopping Centres						
Ashfield Mall	$M	200.2	272.5	267.7	-4.8	-1.8%
Campsie Centre	$M	85.0	108.5	107.1	-1.4	-1.3%
Chullora Marketplace	$M	130.0	168.5	167.2	-1.3	-0.7%
Rhodes Shopping Centre	$M	217.8	282.3	280.8	-1.4	-0.5%
Supermarket Based Shopping Centres						
Strathfield	$M	109.1	124.7	121.6	-3.1	-2.5%
The Bakehouse Quarter	$M	101.8	142.4	140.3	-2.1	-1.5%
The Monica Centre	$M	44.3	63.0	62.3	-0.6	-1.0%
North Strathfield	$M	42.7	60.6	60.0	-0.6	-1.0%
Breakfast Point Village Centre	$M	24.4	34.7	34.5	-0.2	-0.5%
Outlet Centre						
DFO Homebush	$M	320.7	415.6	413.5	-2.1	-0.5%

** Includes competitive developments.
Constant 2016/17 dollars & Including GST

4.5 Employment and Consumer Impacts

i. The expansion of Burwood Place will result in a range of important economic benefits. These key positive employment and consumer impacts will include the following:

- The provision of a wider range of shopping facilities for local residents, including two supermarkets, mini-majors and an expanded provision of specialty floorspace.
- Price competition with more options available for consumers.
- The proposed redevelopment and expansion of Burwood Place will create a substantial number of additional jobs, both for the construction and related industries during the construction phase of the development and for the economy generally once the development is completed.

5 NEEDS ANALYSIS

The final section of this report summarises the key conclusions of the impact analysis for the proposed expansion of Burwood Place.

'Need' or 'Community Need' in a planning sense is a relative concept that relates to the overall wellbeing of a community. A use is needed, for example, if it would, on balance, improve the services and facilities available in a locality. The reasonable demands and expectations of a community are important, therefore, in assessing need.

Several important factors that relate to need, particularly economic need, include:

- Population and demand for retail facilities.
- Consumer Trends
- Supply of retail facilities.
- Impacts on existing retail facilities.
- Location.
- Net community benefits.

5.1 Population and Demand for Retail Facilities

i. The population of the defined main trade area is projected to grow at an average of around 3,105 persons per annum over the period to 2031, with most of the population growth focused in the combined primary sectors.

ii. Assuming the Australian average of 2.2 sq.m of retail floorspace per person, this would indicate an additional 6,831 sq.m of retail floorspace will be supportable each year. The proposed Burwood Place would result in a net increase in retail floorspace of around 6,646 sq.m, representing less than one year of growth.

iii. Furthermore, this simple analysis makes no allowance for the growth in retail floorspace demand. Throughout Australia, the per capita provision of retail floorspace has increased from its 1985/86 level of 1.5 sq.m to 2.2 sq.m in 2005/06, representing average annual growth of 1.7%.

iv. The growth in retail floorspace per person has largely been driven by real growth in income levels throughout Australia and consequent increases in the retail spending capacity, together with introduction of new retail formats, as the retail industry continues to evolve. Consequently, it is likely that more than 7,000 sq.m of retail floorspace will be demanded annually over the longer term.

v. The proposed Burwood Place would primarily result in two new supermarkets and additional mini-majors and retail specialty floorspace in a unique indoor and outdoor development. A number of traders would likely be new to the region, which should help to promote an increase in visitation and foot traffic throughout the wider Burwood Town Centre.

5.2 Consumer Trends

i. Shopping centres in Australia, such as Burwood Place, play fundamental roles in the economies of Australia's major metropolitan areas. These centres are built around the need to meet consumer demand, and the nature of consumer demand continues to change, reflecting social changes throughout the metropolitan area, such as:

 - Increasing time pressures on working families.
 - Population and income growth.
 - The evolution of new retail formats.
 - Competitive developments at other shopping/entertainment locations.
 - Changes in the spending behaviour of consumers, in particular, increasing tendencies to direct more spending to non-retail alternatives, such as gambling, travel and entertainment of various forms.

ii. The demands of retailers, as well as consumers, combine to add pressure for additional retail floorspace in existing retail facilities such as Burwood Place. The expanded retail offer at Burwood Place will include a number of new tenants to the region.

5.3 Impacts on Existing Centres

i. Key points to note regarding the likely centre impacts from the proposed redevelopment and expansion of Burwood Place include:

- No one shopping centre is projected to be impacted by more than 5%, with normal competitive impacts under 10%.
- Future population growth will offset competitive impacts. Competitive impacts would be likely in the first year of opening for the expanded Burwood Place with all shopping centres then able to attract additional sales from population growth after this time.
- Retail floorspace is lumpy in nature with viable developments only possible through the addition of large major tenants and a provision of specialty shops. As such, impacts are likely in the first full year of opening, however, with population growth over time, these impacts would be offset.
- The opening of Burwood Place will help to revitalise the Burwood Town Centre and make it more of a destination for the local and surrounding population which may be to the benefit of existing and proposed retail facilities.
- There would be no/minimal impacts on neighbouring centres/neighbouring strategic centres.

ii. The analysis of impacts provided in the previous section of this report shows the projected impacts on other retailers throughout the region from Burwood Place will not threaten the viability or continued operation of any centres or the potential for proposed centres to be developed.

iii. The projected impacts will not threaten the on-going viability of any of these retailers or centres or inhibit likely future developments which would have access to growing future population bases.

5.4 Location

i. The Burwood Town Centre is a designated Metropolitan Centre situated in the Eastern City district according to the *Greater Sydney Region Plan*.

ii. The definition of a Metropolitan Centre is as follows:

Metropolitan centres are the economic focus of Greater Sydney, fundamental to growing its global competitiveness and where government actions and investment, including transport, will be focussed. The intent of these centres is to deliver very high levels of development and amenity. Metropolitan centres occur in two forms: single centres or a cluster of centres.

iii. The Eastern City District Plan covers the Bayside, Burwood, City of Canada Bay, City of Sydney, Inner West, Randwick, Strathfield, Waverley and Woollahra Local Government Areas (LGAs). The Eastern City District Plan is a 20-year plan to manage growth in the context of economic, social and environmental matters to achieve the 40-year vision for Greater Sydney. It contains the planning priorities and actions for implementing the Greater Sydney Region Plan, A Metropolis of Three Cities, at a district level and is a bridge between regional and local planning.

iv. The key objectives for Burwood include:

47. Strengthen Burwood through approaches that:

a. Protect capacity for job targets and a diverse mix of uses to strengthen and reinforce the economic role of the centre.

b. Consider development initiatives that encourage the development of large floorplate nixed use buildings.

c. *Improve connections across the centre, including permeability of the rail line.*

d. *Expand the function and type of land uses in the centre.*

e. *Investigate opportunities to improve and diversify night time economic offerings.*

f. *Promote place-making initiatives to improve the quality of public space.*

v. The 2016 job estimate is 10,300 with a 2036 baseline target of 12,000 and a 2036 higher target of 14,000.

vi. The proposed Burwood Place would provide a unique internal and external shopping experience within the Burwood Town Centre that would likely significantly increase visitation and pedestrian flows across the broader Town Centre. Burwood Place would elevate the retail offer of the entire Burwood Town Centre providing both convenience based retailing likely demanded by the current and future population given the under provision of supermarkets within the area as well as destinational retail to complement the range of other uses to be provided at the site including a hotel, cinema, gymnasium, medical, library and community facilities.

vii. The Burwood Town Centre is central to a significant population and the co-location with the train station, the 15th busiest train station in Sydney, would position Burwood Place with a unique opportunity to provide a modern, well designed and attractive to a broad regional population retail offer.

viii. In summary, the Burwood Town Centre enjoys a high profile and strategic location along a major train line in inner western Sydney. The proposed Burwood Place on the southern side of the railway line provides a unique opportunity for a quality retail and mixed use development.

5.5 Net Community Benefits

i. It is the conclusion of this report that a substantial net community benefit will result from the proposed Burwood Place. The trading impacts on some existing retailers will not impact the future viability of any existing or proposed centre. There are very substantial positive impacts including the following:

  - The expansion of Burwood Place will allow the shopping centre to continue to meet the needs of local residents, residents of the wider regions and retailers.
  - The expanded retail offer will better enable the shopping centre to serve the growing population and the associated demand for additional retail floorspace.
  - Significant improvement in the range of retail facilities that will be available to residents, particularly in terms of supermarket, mini-major and specialty floorspace.
  - Further, residents of the region should be provided with a wider range of conveniently located retail facilities within proximity to their homes.
  - The creation of additional employment which will result from the project, both during the construction period, and more importantly, on an ongoing basis once the development is completed and operational.

ii. It is concluded that the combination of several substantial positive economic impacts will more than serve to offset the trading impacts that will be anticipated for the existing and proposed trade area retail facilities as a result of the proposed expansion of Burwood Place. Further, these impacts are not likely to threaten the on-going viability of any of these retailers or shopping centres, or inhibit likely future developments which would have access to growing future population bases.

iii. The Gateway Determination scheme was larger than the now proposed Burwood Place scheme, and as such, projected sales and impacts on existing and future surrounding retail would be lower than previously assessed.

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