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**GORE HILL BUSINESS PARK
LOTS 1-6 BROADCAST WAY
ARTARMON NSW 2064**

Introduction

This report has been compiled for Lindsay Bennelong Developments in response to the Draft Willoughby Local Environmental Plan 2012. This draft will result in the Gore Hill Business Park, 1-6 Broadcast Way, Artarmon (subject site) being rezoned from the current zoning under the Willoughby Local Environmental Plan 1995 of 4(c) Industrial Park to IN2 Light Industrial.

The IN2 zoning prohibits “Commercial Premises” including a) Business Premises, b) Office Premises and c) Retail Premises; we believe that this site would be well placed to provide “office premises” due to the product in which it could provide given the size and scale of the subject site.

This report investigates Business Park development options for office tenants across Sydney and the space available or developable within the Chatswood commercial hub (and St Leonards). The motivation for tenants to relocate out of major commercial hub locations to campus style development is further explored by investigating a case study of Optus who relocated out of multiple Chatswood, North Sydney and other office buildings in more traditional locations to their purpose built national HQ in Macquarie Park.

The area to the north along Pacific Highway is currently zoned 3(b) Commercial Special Business and is earmarked for change to B7 Business Park, this report investigates this area and the difficulties involved in developing Business Park type facilities at these locations based on the findings in the Optus case study. Comparison with the major Business Park competition in the Macquarie Park/North Ryde area shows the size and scale required of a Business Park to both suit the occupier and be successful in the current market.

This report will conclude with a SWOT analysis detailing our findings on the positive and negative for Willoughby City Council to allow “office premises” within the projected new IN2 zoning for this site.



Executive Summary

Knight Frank has conducted a Land Use Study considering the Gore Hill Business Park; this report highlights the major findings:

Across the Willoughby City Council area there is a demand for campus style office product with floor plates in excess of 1,500m². This type of accommodation has the ability to provide an occupancy ratio of between 9m² and 14m² (as opposed to circa 18m² in traditional office North Shore office locations).

The Council area does not currently offer any large Business Park office accommodation nor sites suitable for this type of development despite the proposed B7 zoning to the north of this subject site which does not offer the scale for a successful campus style development. Due for completion later this year is Building C within the Gore Hill Business Park, this property can offer a low rise and large floor plate office product. Offering 7,000m² would satisfy the appetite of larger businesses looking to consolidate holdings however given Councils zoning requirements for (potential) IN2 prohibit “Commercial Premises” including Office Premises, resulting in potential occupiers being deterred from this location.

We believe not considering Office Premises for this site reduces the competitive advantage of the Council area to draw greater employers to the region, as typically these tenants will not occupy traditional office product within the Chatswood or St Leonards hub (as per the included Optus case study). Furthermore, the higher occupancy ratios which are being demanded would encourage larger employment creation for the area.

As discussed in the Draft Local Environmental Plan 2012, the objectives in IN2 highlight “*To accommodate uses that because of demonstrated special building or site requirements or operations characteristics, cannot be or are inappropriate to be located in other zones*”. This is indicative of the subject site, due to the size and location it offers characteristics which are not otherwise available within the appropriately zoned land within the council area. Knight Frank believes consideration should be made as to the addition of “Commercial Premises”, most notably Office Premises be allowable for the subject site.



Projected new Business Park type developments across Sydney

Like most office markets around the country, a reduction in demand for space has resulted in a halt to new supply additions particularly across suburban locations. Historically, pre GFC there was a steady supply pipeline of new suburban office product however since this downturn planning for new stock has reduced. Locations which enjoyed large supply additions during this time included the Macquarie Park/North Ryde precinct, Rhodes, Homebush, Mascot, Baulkham Hills. Office and industrial/hi tech product has been more prevalent in locations such as Eastern Creek, Minchinbury and Moorebank due to their value for money given the affordable land prices in these areas.

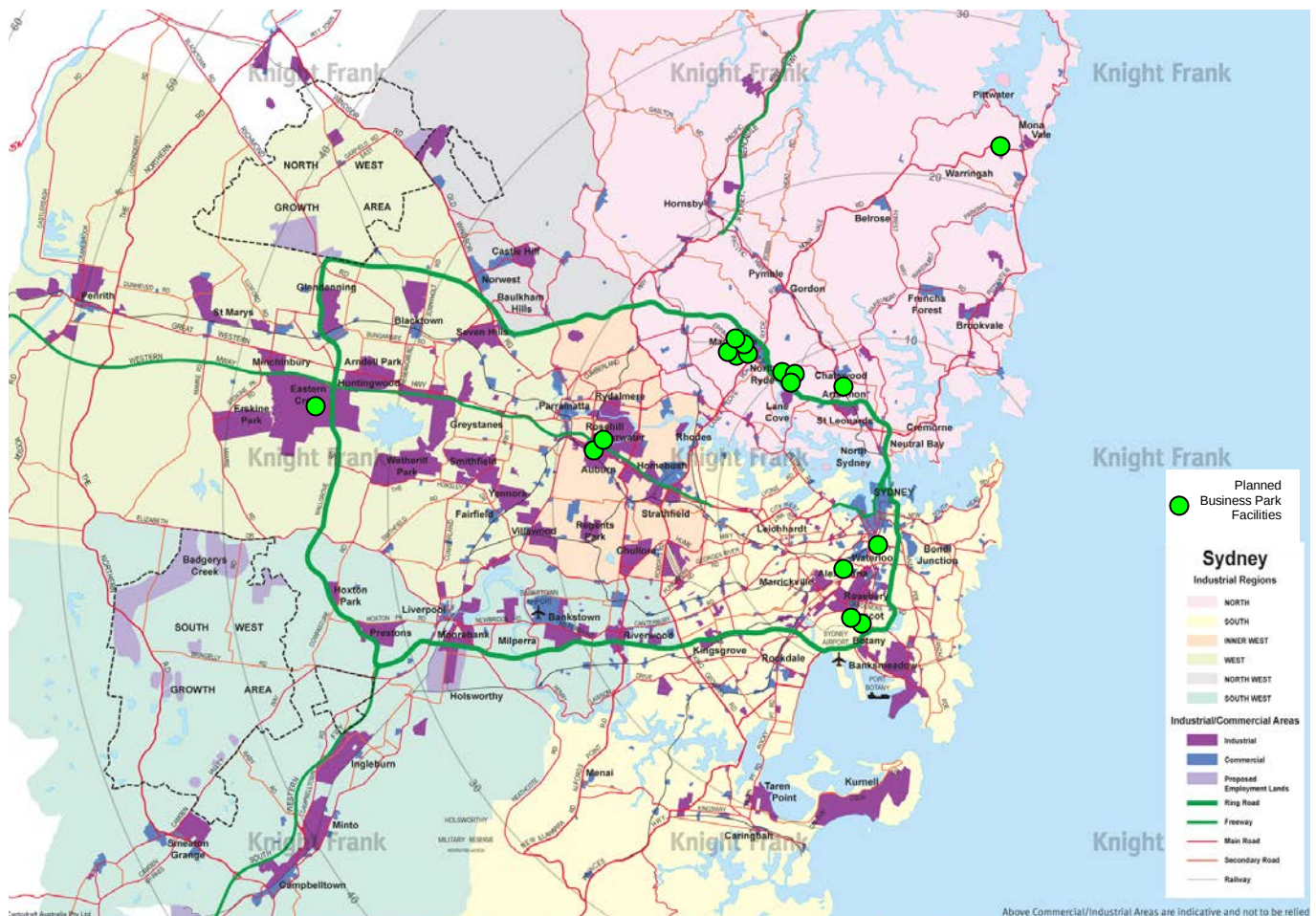
A large number of DA's have now lapsed and new planning or applications have yet to be submitted due to this slowdown in demand. As a result the pipeline of Business Park type development is at a long term low. Considering all planning over the past two years for those properties which are quasi Business Park developments has only resulted in 17 projects identified across Sydney metropolitan area.

Address	Office NLA (m ²)	Development Stage	Description	Estimated Completion date
31 Waterloo Road, Macquarie Park	7,000	Early Feasibility	New campus type development on corner location, site area: 3,522m ²	2014+
M Central, 63-71 Waterloo Road, Macquarie Park	40,030	DA Approved	Includes serviced apartments on the site, floor plate 1,600m ² and 186 parking	2016+
Epicentre, Lot 8 Julius Avenue, North Ryde	34,194	DA Approved	17 level office, 2,750m ² floor plates with 1,013 parking	2016+
IQ Macquarie Park, 34 Waterloo Rd, Macquarie Park	34,033	DA Approved	23 level office, 1,755m ² floor plates with 560 parking	2016+
Global Business Park (stages 1 & 2), 27-37 Delhi Road, North Ryde	34,000	DA Approved	2 x 8 level office, 2,000m ² floor plates and parking for 425 vehicles	2016+
80 Waterloo Road, Macquarie Park	15,000	DA Applied	8 level office with approx. 2,000m ² floor plates, parking for 263	2016+
112-118 Talavera Road, Macquarie Park	12,000	DA Approved	6 level office with approx. 2,000m ² floor plates, parking for 240	2016+
1 Rivett Road (Stage 2), North Ryde	11,380	DA Approved	8 level office, with approx. 1,400m ² floor plates and parking for 160 vehicles	2016+



Address	Office NLA (m2)	Development Stage	Description	Estimated Completion date
Ausgrid Regional HQ, Bryson St, 591-607 Pacific Hwy & Nelson St, Chatswood	7,110 (GFA)	DA Approved	Purpose built 3 storey mixed commercial building including workshop and laboratory facilities, parking for 94, site area 6,109m ²	2014+
Qantas Campus, Coward St, Mascot	43,697	DA Approved	Purpose built office facility with auditorium, retail, carpark, bistro areas total GFA 51,614m ²	Late 2013
342 King Street, Mascot	10,583	DA Applied	2 commercial buildings, 9 and 7 levels includes 2,054 parking spaces, site area: 10,545m ²	2015+
AIE Building A, Alexandria Industrial Building, 35-39 Bourke Road, Alexandria	10,053	DA Applied	Change of use and redevelopment of industrial property to office/hi tech accommodation	2013+
Brewery precinct, Central Park, 26 Broadway, Central	4,198	DA Approved	Commercial precinct within residential community development	Late 2013
Peninsula Business Centre, Daydream St & Mona Vale Road, Warriewood	3,180	DA Approved	Stage 2 of larger development, combined industrial/office development total GFA 7,040m ²	Late 2012
11-13 Silverwater Road, Auburn	5,500	DA Applied	6 storey office building with some ground floor showroom accommodation	2015+
6-12 Park Road, Auburn	4,765	DA Approved	Four storey office with ground floor retail	2015+
Jacfin Ropes Creek, Old Wallgrove Road, Eastern Creek		Early Feasibility	New employment precinct total 195,210 m ² across 5 stages	2016+

Source: Cordell Connect, Local Councils, Knight Frank Research



The above map shows the concentration of Business Park proposed development in the Macquarie Park/ North Ryde region. This location has the competitive advantage for providing campus style development due to the size of the market with existing clientele, services, transport and infrastructure in place and availability of land. Given the availability to develop, rents will remain competitive in this market with development times much shorter than traditional office products.

The Macquarie Park/North Ryde market has been aggressive in development over the past 12 years with the current office stock level at over 820,000m² growing from approximately 530,000m² in 1995. This market has seen success in development with current vacancies at a low 6.7% in July 2012. Looking forward, it is unlikely that any of these projects will be speculatively developed which will keep vacancy levels low.

The volume of plans for suburban office has reduced over the last five years as a wane in demand has affected this segment of the market. Incentives across major markets has assisted in drawing tenants out of the suburbs back to major commercial hubs including the CBD, however those tenants which require larger footprints are considering these type of developments throughout Sydney and more notably in Macquarie Park/North Ryde.



Projected new office development in Chatswood and St Leonards

With demand for office space at a long term low, vacancy levels have shown some increase across these markets. Chatswood stock levels have continued to reduce with the current stock level of 280,845m² the lowest since 1995. Large withdrawals and only supply additions being refurbished stock have alienated many large space users due to the inability for this market to provide large, contiguous, A grade office stock.

According to the Property Council of Australia, for July 2012 the total vacancy for this market was recorded at 13.7%. This has increased from six months prior of 10.7% due to the completion of refurbished stock at 465 Victoria Avenue without full commitment. Despite this current result, we are of the understanding that the remaining space will be absorbed by the next vacancy survey which will result in total vacancy levels reducing. While this market boasts a new and efficient rail terminal and access to retailing, Chatswood has not been a hub for new office development with demand levels somewhat struggling over the past 10 years averaging vacancy at 13.8%.

New residential construction has been well received by the local community with demand for quality apartment accommodation high based on the competitive and high sales rates achieved for both off plan and existing transactions particularly over the past three years. A combination of high level retailing from the major Westfield and Chatswood Chase centres, smaller arcades and strip shopping, the entertainment precinct, together with the recently upgraded rail terminal which sees this an integral node in the Sydney rail system further emphasises the attractiveness of this location for residential occupation. The market has come to see the Town Centre as a vibrant hub to live however not the first choice location for employment, with large space users discounting this location despite the relative affordability compared to other traditional North Shore office markets.

The Crows Nest/St Leonards market has similar issues with predominately refurbished stock the only new stock recently added to this core traditional office hub. However, in recent times this market has had a change in fortune with total vacancy levels falling from 13.0% to 10.7% due to combined stock withdrawal and positive absorption. With 75% of the total stock of this market secondary and a strong component strata accommodation, quality large space options for A grade tenants are minimal and future development increasingly difficult due to the need to amalgamate sites with multiple owners. These older type premises do not offer effective space use planning with the average occupancy ratio at 18.0m².

There is only a few new traditional office buildings proposed for the Chatswood and St Leonards markets due to limited site identification, however nearing completion one of the Gore Hill Business Park office buildings however is subject to restrictions for tenants. These are listed below:



Address	Office NLA (m ²)	Development Stage	Description	Estimated Completion date
Gore Hill Business Park, Building C, 219-247 Pacific Highway, Artarmon	14,726	Under Construction	6 level office building (up to 2,350m ² floor plates) with 176 parking (50% pre committed)	Dec 2012
Thomas Street Car park, Albert Street, Chatswood	23,657	DA Approved	New 18 level office building (930 to 1,234 m ² floor plates) 506 parking. Part of larger residential development.	2015+
Pacific Place – Era, 7 Railway Street, Chatswood	4,876	Under Construction	Office floors below residential tower development (900 m ² floor plates)	Mid 2014
88-90 Christie Street, St Leonards (Lane Cove LGA)	29,583	DA Applied	New 18 level office building (1,770 m ² floor plates) with 206 parking. Site area 2,589m ² .	2015+

Source: Cordell Connect, Property Council of Australia Office Market Report, Cityscope,
Knight Frank Research



Options for new users

Traditional office tenants which currently seek A grade office space of greater than 4,000m² have only one choice in the Willoughby City Council area and this would not be across contiguous floors. There is 7,000m² soon to be available within the Gore Hill Business Park however due to the Willoughby City Councils imposed zoning restrictions the type of occupier will require approval. The current availability of stock over 1,000m² for Chatswood and St Leonards market (takes into Lane Cove LGA) is listed below:

Address	Area (m ²)	Asking Rent
12 Help Street, Chatswood		
Levels 1-3	3,246	\$390 net (fitted out)
Levels 8-7	2,404	\$415 net (fitted out)
Levels 11-13	2,744	\$415 net (fitted out)
Tower B, 799 Pacific Highway, Chatswood		
Level 12	1,123	\$415 net
Forum, 203 Pacific Highway, St Leonards		
Levels 4-7	4,200	\$470-\$480 net
Gore Hill Business Park, Artarmon		
Building C (Available Dec-12)	7,000	Zoning restrictions prohibits occupation by non hi-tech occupiers and tenancy would be subject to Council approval.

Source: Knight Frank Research, Cityscope, realcommercial.com.au

Alternatively, there is the new product in Chatswood, Era which will be available in mid-2014, however likely only to be suitable for smaller space users. To keep these tenants within the Willoughby City Council area the long mooted development of Thomas Street car parks would need to advance, however due to the anticipated high build cost the economic rents may render the location a little less affordable for prospective tenants. Tenants could also seek existing or new purpose built premises at a variety of sites in neighbouring Macquarie Park/North Ryde. While economic rents may be higher than the current existing Macquarie Park/North Ryde average rate, these will be far less than the commercial hub location and offer greater parking and onsite facilities together with the shorter build time, seeing tenants being able to relocate quicker.

If location is paramount to the tenant wanting to remain in the North Shore; there is little option. Moving further south down to North Sydney, current A grade vacancies are tight at just 2.0%, however there are four planned office buildings on offer for pre commitment ranging in size from 15,000m² to 40,000m². This location also sees a higher occupancy ratio than those seeking campus style accommodations, currently averaging 17.4m². Regardless, the issue associated with development of these properties are similar to development in any major commercial hub; the cost of construction will see economic rents higher than the current average and a lengthy construction time.



Given this investigation to space options for larger users, the most viable for remaining within close proximity to the North Shore would be to relocate to the Macquarie Park/North Ryde precinct due to the availability and relative cost. With the rail extension throughout the region, transportation is no longer a major issue for this location, and local services such as gyms, childcare across this area and in some cases onsite make this location attractive to business. To retain employment within the Willoughby City Council, attractive, larger, purpose built, A grade stock will need to be provided to the market at an affordable price point to keep this area competitive with neighbouring office locations which feature high supply of this type. The area already has the ability to provide for these space users via Building C, at Gore Hill Business Park due for completion later this year, however restrictions regarding space users has made this location difficult for tenants to pursue and may deter occupiers from further pursuing this area.

If location is not as important there would be a few sites which could be quickly advanced in Auburn and Mascot/Alexandria. Across Sydney we anticipate there are further options which have had DA's lapse in the Strathfield, Auburn, Parramatta, Sutherland and Bankstown local government areas. For more high tech or industrial users there would be a greater availability of stock in the West and South Western precincts which would offer greater value for money and quicker development time.



Optus HQ Case Study – Why a Business Park?

In 2007 Optus relocated out of multiple commercial hub tenancies to occupy a purpose built campus style development at Lyonpark Road (and Paul Street North), Macquarie Park.

There were a number of reasons for Optus to relocate their HQ to a purpose built Macquarie Park campus. The major issues which assisted in the decision making process were:

- Space expansion and consolidation
- Reduced cost
- Same floor interactions
- Need for a corporate HQ
- Provide state of the art technology
- Provide onsite services for staff



The main consideration for Optus to relocate was **space consolidation**, Optus' New South Wales operations was spread across five office buildings in Sydney, the major holdings being at Zenith Centre, Chatswood, 101 Miller Street, North Sydney and 475-495 Victoria Street, Chatswood – in total they occupied approximately 80,000 m². By creating a central national Headquarters, Optus was looking to **allow for space expansion and reduce their operating cost**. The cost of rent in the central hub locations was far in excess of the average rates paid in the Macquarie Park/North Ryde area due type of location and the cheaper cost and availability of land outside of this hub; furthermore, rent payable across multiple buildings did not allow them any scale based discount. The Optus HQ was developed by Stockland as a six interconnected low rise buildings which offered 84,000m². This HQ would also cater for the expansion of the business within the existing campus or future development onsite; contiguous expansion space was not available across their multiple holdings in North Sydney or Chatswood.

Optus realised the need to use space more efficiently and to bring employees together; as such the HQ development allowed for floor plates up to 3,500m². Previously their major holdings only offered floor plates of sub 1,000m² in Chatswood and approximately 1,500m² in North Sydney. These new larger work spaces would allow for greater **interaction between staff** and allowed the provision of multiple training



rooms, meeting rooms and collaborative areas. By doing this there was a greater emphasis on staff productivity through enhanced **workforce collaboration** and operational improvement. The high number of employees (circa 6,600) made this workplace space plan viable with an occupancy ratio of 12.7m² per person, this scale was key to its success and as such lead to the ultimate growth of the business.

The facility provides **state of the art technology** including latest in audio visual technologies, super-fast data speeds, IP Telephones, campus wide WIFI access and smartcard purchasing. This type of technology allows Optus to better service their clients and further enhances staff morale and collaboration. In terms of the data facilities provided, most of these services were available in their North Sydney and to some extent Chatswood offices however while the previous facilities were adequate for the business feedback suggests any upgrades required would be more difficult to achieve and support in a commercial hub location as opposed to the campus location of Macquarie Park.

Consideration for staff was high and despite speculated loss of staff, Optus staff wastage maintained a minimal and similar rate throughout the four year process prior to the move and thereafter. The need for effective and affordable transportation was high as the Chatswood to Epping rail link was yet to be operational at the time of relocation. Optus provided exclusive bus transportation to and from the site from Wynyard and Parramatta, this was at Optus' expense until the rail link was completed; due to its success, it now continues for staff at a cost rate which equates to \$2 per trip. Other incentives offered are ride sharing to secure on campus parking, permanent parking and casual parking are both offered at the 2,000 onsite parking spaces at a rate similar to street parking at a casual rate of circa \$12 per day below that charged at North Sydney or Chatswood. Bicycle and motorbike parking facilities are also available.

Optus HQ provides for their staff a fully equipped gym with group classes, sports courts, ABC Childcare facility, multi faith room, food and beverage outlets including food court with nine food retailers and licensed bar, convenience store and ATM machines onsite.

While Optus has reduced their carbon footprint with the relocation this was not a main driver in the relocation. During the planning and development process NABERS had yet to exist and the building was required to gain mandatory 4.5 SEDA requirements. The current extension of the Optus HQ at 22 Giffnock Avenue has a Green Star target of 4.5 star energy and water.



Land identified for B7 Business Park zoning, (currently Special Business 3(b) locations)

Under the current Willoughby Local Environmental Plan 1995, the sites immediately north along Pacific Highway have a Special Business 3(b) zoning and has been identified for change to B7 Business Park which allows for commercial “Business Park” premises.

Investigation as to the sites identified along Pacific Highway south of Broughton Road, Artarmon through to Campbell Street has found most of these sites unsuitable for new business park development due to their small parcel size or already have been developed. Please note, where lot size has two numbers, the actual size could not be confirmed with our research yielding multiple results.

Address	Lot size (m ²)	Comments
407 Pacific Highway	3,238/ 3,221	Two existing office buildings, 4 and 5 storeys with floor plates of 600-1,383m ² .
403 Pacific Highway	2,437/ 2,441	Existing 3 level office building with NLA of 2,675m ² and parking for 75 vehicles.
401 Pacific Highway (Corinthian Building)	2,732/ 2,706	Existing modern 29 suite strata office building with ground floor showroom. Total NLA of 4,123m ² with basement parking.
395 Pacific Highway	1,270/ 1,157	Modern two storey motor showroom
393 Pacific Highway	1,322	Existing modern motor showroom
387-389 Pacific Highway	643/ 1,776	Existing motor showroom
383-385 Pacific Highway	1,246/ 1,785	Existing 4 storey office building with NLA of 1,249m ² and parking for 34 vehicles.
375 Pacific Highway	583	Former residential building converted to 4 commercial suites with rear parking
373 Pacific Highway (78 Whiting Street)	573	Existing retail showroom building with rear parking
353-357 Pacific Highway	2,116	Retail showroom (former Officeworks) being converted into car showroom
349-351 Pacific Highway	544	Older strip retail building
347 Pacific Highway	360	General 2 storey commercial building
339-341 Pacific Highway	1,875	Existing motor show room



Address	Lot size (m ²)	Comments
329-335 Pacific Highway	550	Older retail/motor showroom type property
327 Pacific Highway	1,338	Older commercial/industrial (workshop) type buildings with vehicle servicing tenancies
301 Pacific Highway	1,328	Existing modern motor show room
291 Pacific Highway	1,719	Exiting motor show room
289 Pacific Highway	466	Older commercial/industrial (workshop) type buildings with vehicle servicing tenancies
283 Pacific Highway	1,172	Older style self-storage facilities
279 Pacific Highway	338	Older style self-storage facilities
269 Pacific Highway (Cnr Campbell Street)	unknown	Multi-level self-storage facilities

Source: RP Data, Cityscope, Knight Frank Research



Macquarie Park existing Business Park property examples

The below list of properties are existing commercial accommodation within the Macquarie Park/North Ryde precinct. These properties are indicative of a Business Park type property which has successfully been developed in this location. Occupiers within this location have an appetite for large sites with common areas and parking facilities, the occupancy ratios achieved ranges between 9-14m²; this is above the traditional and older office/industrial type facilities across Macquarie Park/North Ryde facilities which average 20.7m². The below examples further emphasis the space required to provide business park type commercial accommodation which is accepted by tenants.

Pinnacle Office Park, 2-4 Drake Avenue

Three, 8-storey office buildings completed in late 2008. Energy 5.0 Stars

Major tenants: Aristocrate Leisure Ltd, Coles Store Support Centre, Compuware Asia Pacific, Konica Minolta, Kordia Solutions, QAD Australia

Site Area: 23,550 m²

NLA: Approximately 30,000 m²



DB Office Park, 11-13 Talavera Road

Two office buildings (4 and 5 storeys) plus parking for 1,029 vehicles and additional 2 level retail building providing site facilities. Energy 3.5 Stars and Water 4.0 Stars

Major tenants: Brother International, BMC Software, Cellnet Group, Ericsson, Transfield Services (Australia), Nielson Company.

Site Area: 27,230 m²

NLA: 36,175 m²





Talavera Corporate Centre, 12-38 Talavera Road

Four, 5- storey office buildings with amenities. Energy 1.5 to 4.5 Stars.

Major tenants: CSC Australia, FieldForce Services, Sanofi, Toshiba (Australia).

Site Area: 41,310 m²

NLA: 40,593 m²



Macquarie Central, 60-66 Waterloo Road

Two buildings, one, 3-storey office/warehouse with 195 parking spaces, one, 6-storey office building with parking for 492. Energy 5.0 Stars and Water 4.5 Stars.

Major tenants: Janssen, MSD Australia, Schering-Plough

Site Area: 15,880 m²

NLA: 18,238 m²



Triniti Business Campus, 13-39 Delhi Road

Two, 7 storey office buildings and one, 8 storey building with facilities and 995 parking spaces. Energy 5.0 Stars, Water 4.5 Stars.

Major tenants: Boulderstone, Downer EDI Engineering, Goodman Fielder, CSR

Site Area: 27,410 m²

NLA: 28,145 m²



Source: Cityscope, realcommercial.com.au, Knight Frank Research



SWOT analysis

Should “Commercial Premises” - Office Premises be added to the potential IN2 zone for the subject site?

Strengths • Provide large office floor plates to the Willoughby City Council. • Add A grade, Green Star office space to the lacking Chatswood (and St Leonards) market. • Transportation solutions already in place. • Ability to design and construct a product quicker than a commercial hub location. • Ability to provide superior power connectivity and technology services.	Weakness • Limited food retailing. • Not located on a major transport node.
Opportunities • Be a major competitor to North Ryde/Macquarie Park to provide affordable campus style stock, ie draw tenants away from this market. • Provide accommodation within the “traditional North Shore” for large space users. • Be a premier provider of Business Park accommodation drawing from suburban office users.	Threats • Tenants moving out of the area to suburban locations or North Ryde/Macquarie Park to facilities which can cater to their requirements, ie. floor plates, parking, cost, size.



Summary

This report has been completed considering the Gore Hill Business Park and the impacts on the local Chatswood and St Leonards office markets if “Commercial Premises”, Office Premises should be allowable within the sites (potential) IN2 zoning.

Considering the type of office accommodation available or developable within the Willoughby City Council there is a lack of Business Park type accommodation options for large space users. Investigations across the Sydney metropolitan area demonstrate there are multiple other locations which could provide such space, however this analysis highlights a large concentration of campus style development in the neighbouring Macquarie Park/North Ryde area. This market already provides over 820,000m² of office stock and currently planned projects would see the addition of a further 150,000m².

The large space user who is looking for campus or Business Park style office accommodation differs from the traditional office user in a commercial hub as per our Optus case study and as such this segment of the market is not currently catered for within the Willoughby City Council. The major driver for Optus to relocate out of traditional office space was the need for expansion and consolidation, reduce cost, the requirement of a corporate HQ, the need for same floor interactions, providing staff services and technology to better serve their clients. In order to provide this type of product, size and scale is required which will be outside of a traditional office market.

The existing Special Business zoned land (proposed B7) has some limitations in providing the types of facilities which are expected by large space users due to their limited size and scale. As such Knight Frank encourages the Council to consider the addition of Office Premises to the proposed IN2 zone for the subject property. Furthermore, the Draft Willoughby City Councils Local Environmental Plan 2012, includes the objectives for the IN2 zone: “*To accommodate uses that because of demonstrated special building or site requirements or operations characteristics, cannot be or are inappropriate to be located in other zones*”.

Our analysis has shown the inability for this scale of office product to be provided within those sites which are currently and proposed to provide this type of accommodation (ie B7 zoned land) and given the characteristics of the subject site, most notably the size and accessibility would render this site appropriate for development and occupation of office premises.

As Building C within the Gore Hill Business Park is nearing completion, the Council area is well placed to have immediately supply of this type of product. By providing these large floor plate, campus style developments there is a greater opportunity to draw business from neighbouring local government areas or from competing products throughout Sydney while not being in direct competition of the existing Chatswood (and St Leonards) commercial hub accommodation within the council area due to the quality, scale and potential end user.



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