



MENANGLE PARK, SYDNEY

Market Potential Assessment

Prepared for Dahua Group
May 2021

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EXECUTIVE SUMMARY

The key points to note from this report regarding the market potential for retail and complementary non-retail floorspace at the Menangle Park Town Centre site include the following:

- i. Table 1 presents a summary of our key recommendations in relation to proposed timing and composition of facilities at the Menangle Park Town Centre site. The recommendations are GLA as compared with GFA (i.e. GLA represents around 80% of GFA for retail centres).

Ultimate Potential – Total Town Centre

- A **total centre of some 26,000 sq.m GLA** should be supportable on final development of a Town Centre, anchored by two full-line supermarkets and a discount supermarket (possibly Aldi).
- This would include a **retail component of around 16,000 sq.m GLA**, comprising two or more supermarkets (up to 9,300 sq.m), up to three mini-majors (2,500 sq.m) and specialty space of around 4,800 sq.m.
- Around **7,000 - 9,000 sq.m of non-retail floorspace** would be supportable regardless of the retail offer – ultimately dependent on tenant/operator demand.

Stage One – 2023/24

- A **total centre of some 10,000 sq.m GLA** should be considered as part of Stage One, anchored by a full-line supermarket.
 - This would indicatively include a **retail component of around 7,000 sq.m GLA**, comprising a supermarket (3,800 sq.m), mini-major (800 sq.m) and specialty space of some 2,650 sq.m (including dining precinct).
 - Around **2,000 - 3,500 sq.m of non-retail floorspace** in total would be supportable regardless of the retail offer – but again dependent on tenant/operator demand.
- ii. **The total development of up to 26,000 sq.m GLA would be more than the planned provision of GLA in the Town Centre at around 24,000 sq.m (refer Table 2).** This also does not allow for any non-food major tenant at the site, which may be supportable over time. The addition of a major non-



food tenants would increase the level of supportable GLA to over 30,000 sq.m (i.e. additional 6,000 – 8,000 sq.m.).

TABLE 1. MENANGLE PARK TOWN CENTRE, ULTIMATE SUPPORTABLE FLOORSPACE

Tenant/ Category	Stage One - 2023/24	Stage Two - 2030/31
	GLA (sq.m)	GLA (sq.m)
Majors		
Full-line Supermarket	3,800	3,800
Full-line Supermarket	-	3,800
Aldi	-	<u>1,700</u>
Total Majors	3,800	Up to 9,300
Mini-majors (> 400 sq.m)		
Mini-major One	700	700
Mini-major Two	-	700
Mini-major Three	-	<u>800</u>
Total Majors	400	Up to 2,500
Retail Specialties		
Food & Liquor	400	500
Food Catering	1,500	2,500
Apparel	0	200
Household Goods	0	100
Leisure	150	250
General Retail	250	600
Retail Services	<u>350</u>	<u>650</u>
Total Retail Spec.	2,650	4,800
Total Retail	Up to 7,000	Up to 16,000
Non-retail		
Non-retail Shopfronts	500	1,500-2,000
Medical/Allied Health	500	1,000
Childcare	900	900
Gym/Fitness Studio	400	1,000
Tavern	0	500 - 1,000
Entertainment	0	1,000
Commercial Suites	250 - 1,000	2,000 - 3,000
Total Non-Retail	Up to 3,500	Up to 10,000
Total Centre	Up to 10,000	Up to 26,000



TABLE 2. MENANGLE PARK TOWN CENTRE GFA VS GLA

Component	Quadrant				Stages		
	North East	South East	South West	North West	Stage 1 NE & SE	Stage 1 & 2 Add SW	Stages 1 - 3 Add NW
Shopfront Uses (including retail and non-retail)*							
Total GFA	750	9,255	7,302	1,925	10,005	17,307	19,232
Total GLA (@80% of GFA)	600	7,404	5,842	1,540	8,004	13,846	15,386
Non-retail Uses (excluding shopfront non-retail)**							
Total GFA	6,921	1,405	700	0	8,326	9,026	9,026
Total GLA (@95% of GFA)	6,575	1,335	665	0	7,910	8,575	8,575
Total Town Centre							
Total GFA	7,671	10,660	8,002	1,925	18,331	26,333	28,258
Total GLA	7,175	8,739	6,507	1,540	15,914	22,420	23,960

Source: Dahua Group

* Non-retail specialty shops that operate in shopfronts include banks, travel agents, health insurance, real estate agents, post office, etc

** Includes sales centre, childcare, office, gy, medical and the like).

iii. The ultimate potential demand for a Town Centre including a retail component of around 16,000 sq.m GLA reflects:

- The defined primary population will ultimately contain over 20,000 persons. A full-line supermarket is provided for every 8,000-10,000 persons in Australia. Clearly two full-line supermarkets will be supportable based on the primary sector population alone.
- In addition, the site will be strategically located along Spring Farm Parkway, a major carriageway connecting the Hume Motorway to Spring Farm. Additional business will be attracted from the defined secondary sectors extending from Spring Farm to the north-west through to Mt Gilead to the east.
- Town Centres support a range of mini-major tenants including large produce store, large format liquor, chemist, discount variety store and the like. A range of these tenants will be supportable in the Town Centre.
- The level of supportable retail specialty shop floorspace will be up to 4,800 sq.m with food catering stores accounting for over 50% of floorspace. The Town Centre is designated to contain a dedicated dining precinct.

iv. The provision of retail specialty space is in keeping with the development of Super Neighbourhood Centres in Australia, which incorporate:

- A footprint of a sub-regional centre at 10,000 – 30,000 sq.m of GLA.
 - More community focused mix of local retailers, essential services, food, and entertainment experiences.
 - Less fashion/apparel.
 - Non-retail facilities including commercial/offices, gym, medical, childcare, tavern, and the like.
- v. An example of a recently opened Super Neighbourhood Centre is the first stage of Ed Square, which will include:
- A 4,200 sq.m Coles supermarket.
 - A six screen Event Cinema complex.
 - Fresh food market hall.
 - Eat Street.
 - Medical centre.
 - Up to 90 shops.
 - Apartments and townhouses.
- vi. The proposed provision of retail floorspace in the Town Centre would only represent approximately 11% of retail floorspace demand across the main trade area by 2041. Other centres will be supportable in the region, together with a level of escape spending to higher order centres (i.e., non-food) at Campbelltown and Narellan.
- vii. No allowance has been made for a major non-food tenant (i.e., discount department store) to locate at the site. This would increase demand for a Town Centre to over 30,000 sq.m., including a retail component of over 20,000 sq.m.
- viii. The development of an appropriately sized Town Centre will provide some important benefits to the local community including:
- Employment (particularly youth employment). A total Town Centre would employ around 1,000 persons as summarised in Table 3. Construction employment would be in addition to this total.
 - Increased convenience and choice for the local population, particularly for essential food and grocery shopping.

TABLE 3. MENANGLE PARK TOWN CENTRE EMPLOYMENT

Component	Total Floorspace (sq.m)	Employment Potential		
		Employm. per 1,000 sq.m	Indic. Total Jobs	Net Increase ¹
Retail				
Supermarket	9,300	50.0	465	419
Mini-majors	2,500	22.5	56	51
Retail Specialty Shops	4,800	60.0	288	259
Total Retail	16,600		809	728
Complementary Non-retail				
Non-retail Shopfronts	2,000	40.0	80	72
Gym	1,000	25.0	25	23
Childcare	1,000	15.0	15	14
Medical Suites	1,000	15.0	15	14
Tavern	1,000	25.0	25	23
Cinema	1,000	10.0	10	9
Total Complementary Non-retail	7,000		170	153
Commercial				
Offices	2,500	50.0	125	113
Total	26,100		1,104	994

1. Indicates the estimated number of net additional ongoing jobs as a result of the proposed development

Source : Australian National Accounts: Input-Output Tables 1996-97



INTRODUCTION

This report presents an independent assessment of the ultimate potential for retail and complementary non-retail floorspace at the proposed Menangle Park Town Centre site including recommendations in relation to timing and composition.

This report is structured and presented in **six** (6) sections as follows:

- **Section 1** reviews the regional and local context of the Menangle Park site and provides a summary of the proposed development scheme.
- **Section 2** details the trade area likely to be served by the proposed development, including current and projected population and retail spending levels over the period to 2041. The socio-economic profile of the trade area population is also outlined.
- **Section 3** summarises the current and future competitive retail environment within the surrounding region.
- **Section 4** provides a comparison between a range of similar developments throughout Australia, which share some of the key attributes of the prospective development.
- **Section 5** reviews the ultimate potential for retail and non-retail floorspace to be provided at the site.
- **Section 6** provides a summary of the recommended composition and timing for the prospective uses at the site.



1 LOCATION & CENTRE COMPOSITION

This section of the report reviews the regional and local context of the proposed Menangle Park Town centre and provides a summary of the proposed development.

1.1. Regional & Local Context

- i. Menangle Park is currently a rural residential suburb immediately to the west of the Hume Highway, approximately 10 km to the south-west of the Campbelltown Central Business Area (CBA) and 50 km to the south-west of the Sydney Central Business District (CBD) (refer Map 1.1).
- ii. The site is located within the Campbelltown City Council Local Government Area (LGA) and Greater Macarthur Growth Area. The 2040 Interim Plan released in 2018 for the Greater Macarthur Growth area indicated:

“Greater Macarthur is a proposed Growth Area incorporating Glenfield to Macarthur urban renewal precincts and the land release precincts to the south of Campbelltown. The Department of Planning and Environment has prepared Greater Macarthur 2040: An Interim Plan for the Greater Macarthur Growth Area which sets out the strategic planning framework for the Growth Area. When finalised, Greater Macarthur 2040 will guide precinct planning within the Growth Area.”

- iii. The site is located within the Menangle Park Growth Area Precinct (refer Figure 1.1):

“Menangle Park will become a new urban community with a town centre providing local retail and commercial services. Around 4,000 homes could be built in Menangle Park.”

- iv. Menangle Park is located on the western side of the Hume Motorway, which is a major arterial route through the area, connecting Sydney with Campbelltown and further afield to Canberra.
- v. Spring Farm Parkway is a planned connector road providing direct access to Menangle Park from the Hume Highway. The road would ultimately provide a connection between Camden Bypass, the Hume Motorway and Menangle Road to provide an east-west link that would service existing and future residential land releases and support the Greater Macarthur Growth Area. The road will be developed in two stages (refer Figure 1.2) as follows:

- Stage 1 of the Spring Farm Parkway would provide a new four lane divided road extending almost 1 km. The completed Spring Farm Parkway would connect Menangle Road to the Hume Motorway and Spring Farm, Elderslie, and Menangle Park. Stage 1 is in final detailed design.
 - Stage 2 of Spring Farm Parkway is about 3 km long and would link Camden Bypass with Stage 1 of the Parkway. This would provide access to the Hume Motorway and Menangle Road and would provide another east-west link in addition to Narellan Road. The NSW Government has committed \$16 million for the design and development of Spring Farm Parkway Stage 2.
- vi. Map 1.2 illustrates the local context of the Menangle Park development, with key points to note including:
- The major landmark in Menangle Park is Club Menangle, which was originally built in 1914 and received a major upgrade that was completed in 2007. Harness racing is the main attraction at Club Menangle and there are over 130 meetings per year, with Club Menangle also providing dining options as well as corporate function facilities. The recently redeveloped Menangle Country Club provides a 250-seat function centre.
 - The other major historic facility at Menangle Park is Glenlee House, a gateway to early European settlers as well as an item of Aboriginal heritage significance. The homestead dates from 1823 and is heritage listed by the NSW Government. Glenlee House is situated to the western side of the Menangle Park site and to the east of the existing railway line.
 - One of the largest and most prestigious schools in the Macarthur region, Broughton Anglican College, is located directly off Menangle Road, to the east of the Hume Highway. Broughton Anglican College provides education for students from Kindergarten to Year 12 and as of 2019 had 1,053 students enrolled.
- vii. Map 1.3 provides a guide as to existing and future infrastructure upgrades planned throughout the region. In order to accommodate the future population, an intricate road network will be developed, including significant upgrades to several surrounding arterial routes. This includes direct access to the Menangle Park Town Centre from growth areas at Gilead and Figtree Hill.
- viii. Overall, Menangle Park represents a natural extension of Sydney's south-west urban area and occupy a high-profile location along the Hume Highway/Spring Farm Parkway.

MAP 1.1. REGIONAL CONTEXT

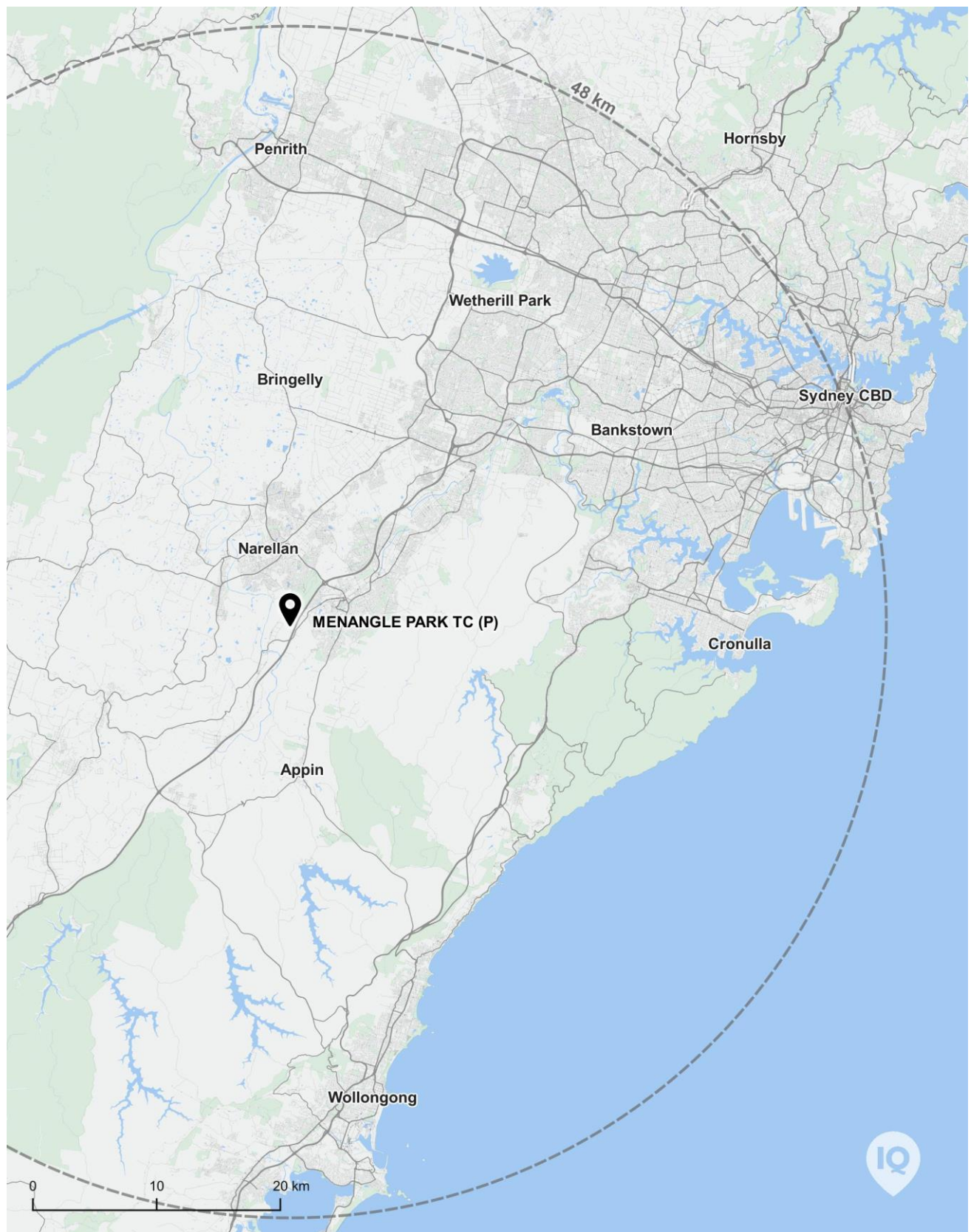
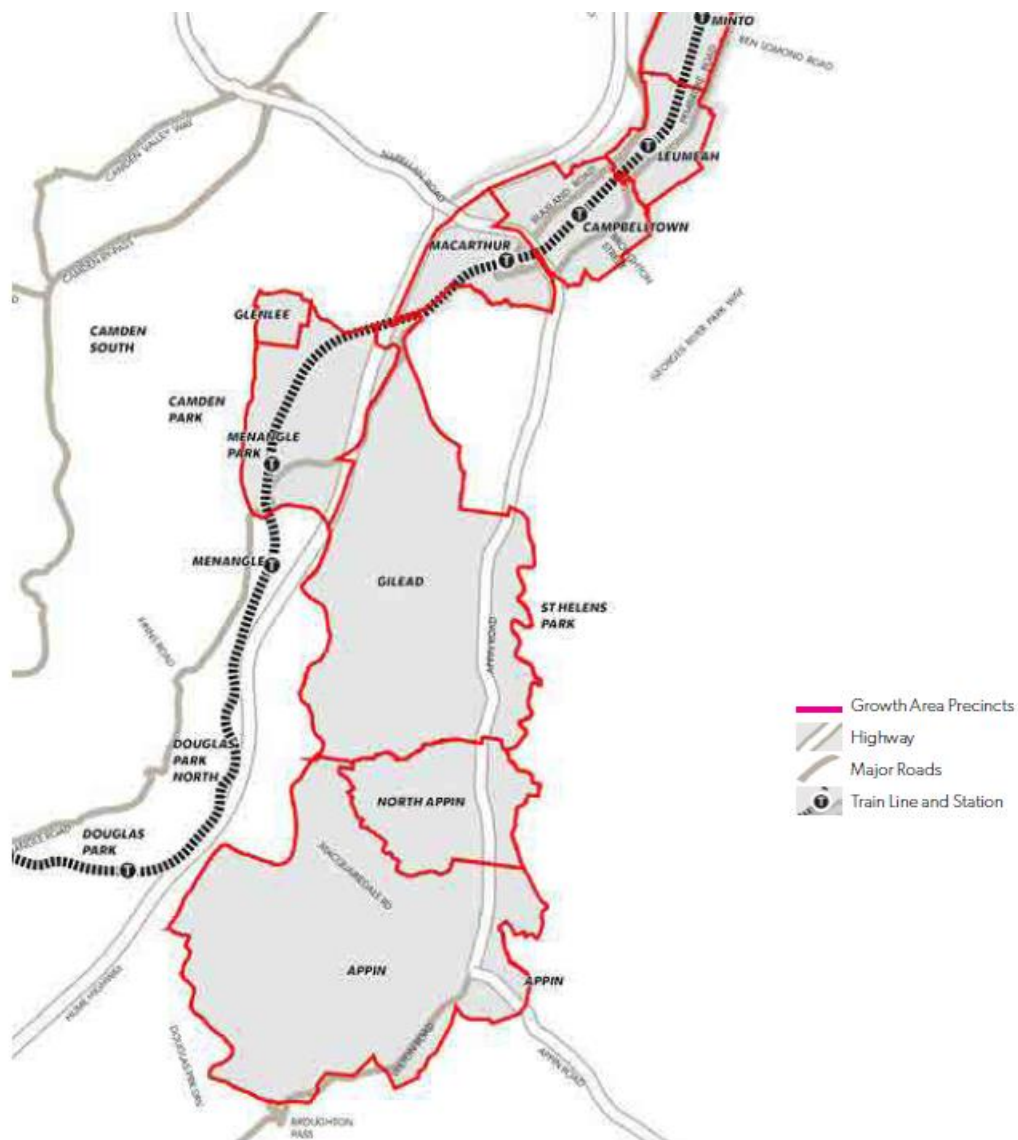
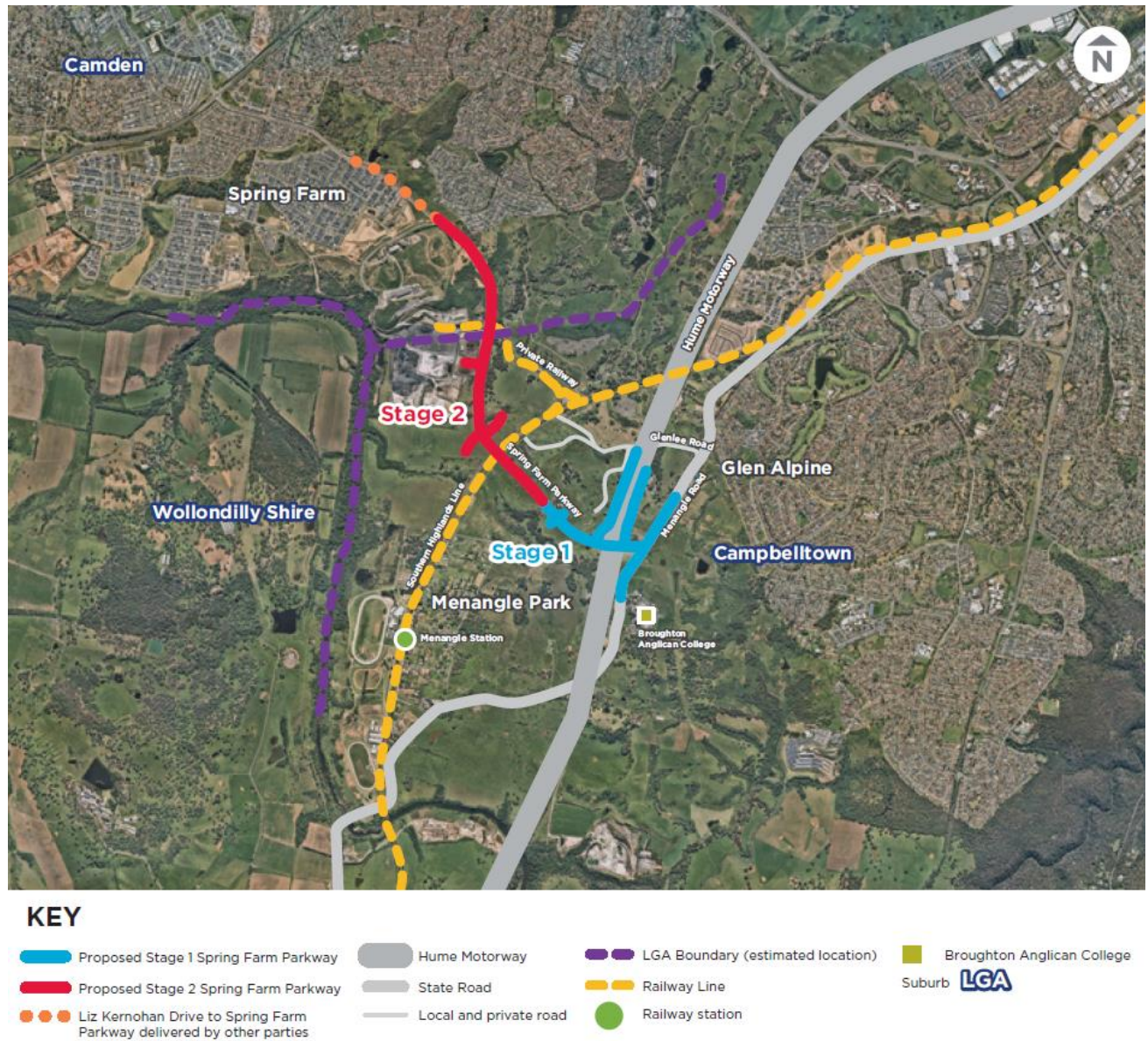


FIGURE 1.1. GREATER MACARTHUR 2040 GROWTH AREA PRECINCTS



Greater Macarthur 2040 / An interim plan for the Greater Macarthur Growth Area 17

FIGURE 1.2. SPRING FARM PARKWAY



MAP 1.2. LOCAL CONTEXT

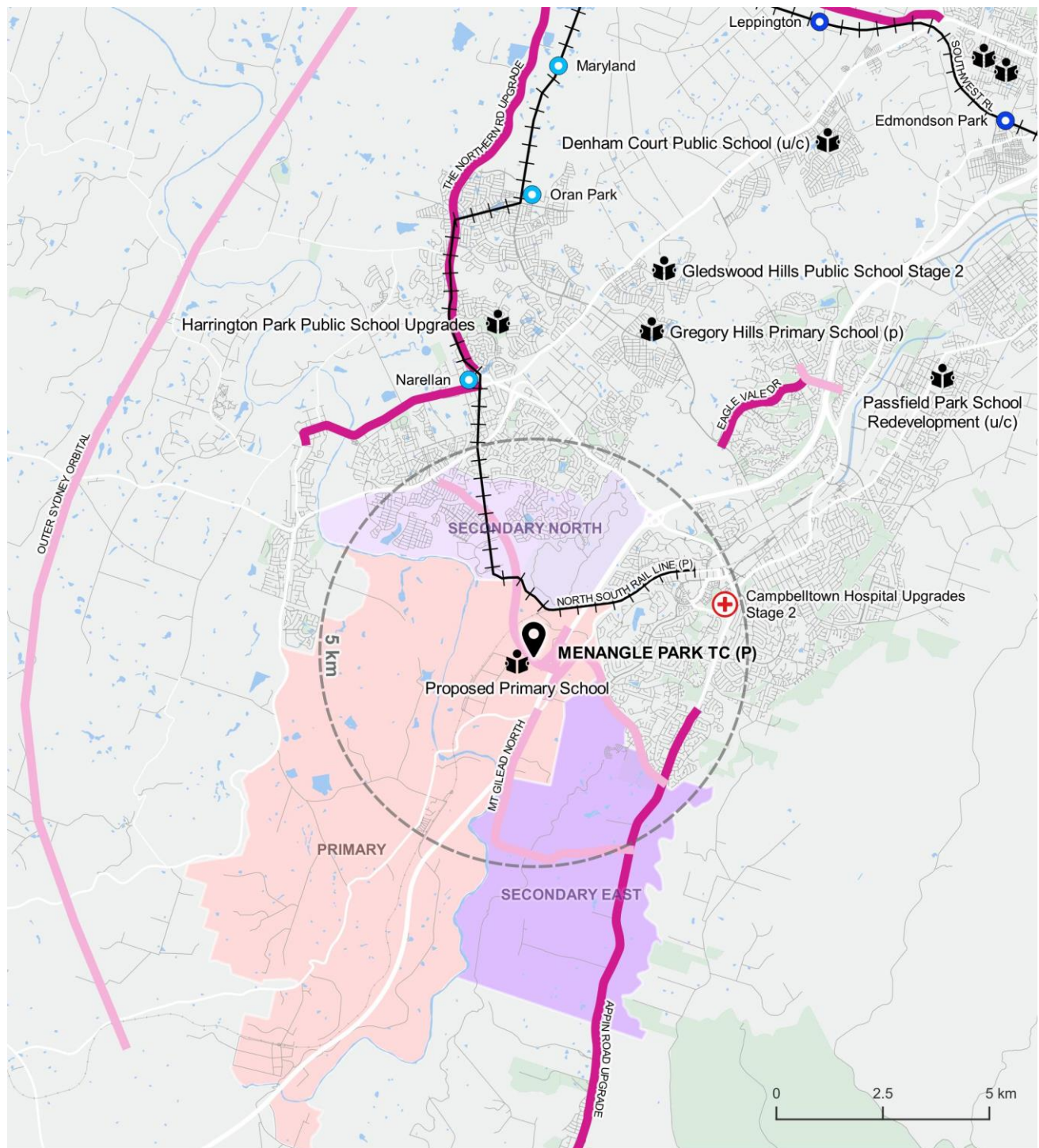


- | | | | |
|---|--|--|---|
| Site | Education | Sports | Residential |
| Retail | Community | Transport | |

PhotoMap by nearmap.com



MAP 1.3. FUTURE INFRASTRUCTURE



Transport Projects

- | | | |
|---------------------------|------------------------|----------|
| Road - Under Construction | Existing Train Station | School |
| Road - Planning | Proposed Train Station | Hospital |
| Rail Line | | |



1.2. Proposed Development

- i. Dahua Group currently control 364 hectares of land in Menangle Park, with a total development area of 184 hectares. Masterplanning for the site proposes:
 - Approximately 5,250 dwellings in a range of densities, lot sizes and dwelling types;
 - A new town centre comprising 28,258 sq.m of retail / employment gross floor area within the northern portion of the site;
 - A new neighbourhood centre adjacent to the new school and open space (approximately 3,500 sq.m of retail floor space);
 - A revised road and street network to provide better permeability throughout the site including a new 7.6 - 9.6m wide north-south green active transport link (approximately 1.25 hectares in total area);
 - 134.81 hectares of public open space comprised of active and passive open space consisting of sporting fields, local parks and pocket parks and riparian corridor network;
 - 43.96 ha of land for environmental conservation;
 - Community facilities to support the proposed increase to the population; and
 - A 2 hectare site for a primary school adjacent to the neighbourhood centre.
- ii. Figure 1.3 provides a preliminary guide as to the master plan for Menangle Park. The Town Centre is proposed at the northern end of the development, with direct access from Spring Farm Parkway. The Town Centre is to be developed in quadrants (refer Figure 1.4) as summarised in Table 1.1. The key points to note include:
 - 28,258 sq.m GFA Town centre with community and commercial uses.
 - **Of that total, some 19,232 sq.m of GFA for shopfront uses (retail and non-retail). Assuming 80% of GFA corresponds to GLA (i.e. common areas, toilets, etc are excluded from GFA), this results in 15,386 sq.m of GLA.**
 - A range of non-retail uses including childcare, office, sales centre, medical, gym and the like.
 - Public realm spaces including a town park connected to the Riparian Zone, a centrally located town square and civic buildings.
 - Approximately 310 multi residential apartments.

- Approximately 76 townhouses.
- A central main street with retail frontage.
- Connections to existing and future streets.
- Townhouse sleeving.
- Positive interface with the riparian corridor to the north and the green spine link to the east.

TABLE 1.1. MENANGLE PARK TOWN CENTRE QUADRANTS

Component	Quadrant				Stages		
	North East	South East	South West	North West	Stage 1 NE & SE	Stage 1 & 2 Add SW	Stages 1 - 3 Add NW
Shopfront Uses (including retail and non-retail)*							
Total GFA	750	9,255	7,302	1,925	10,005	17,307	19,232
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Source: Dahua Group

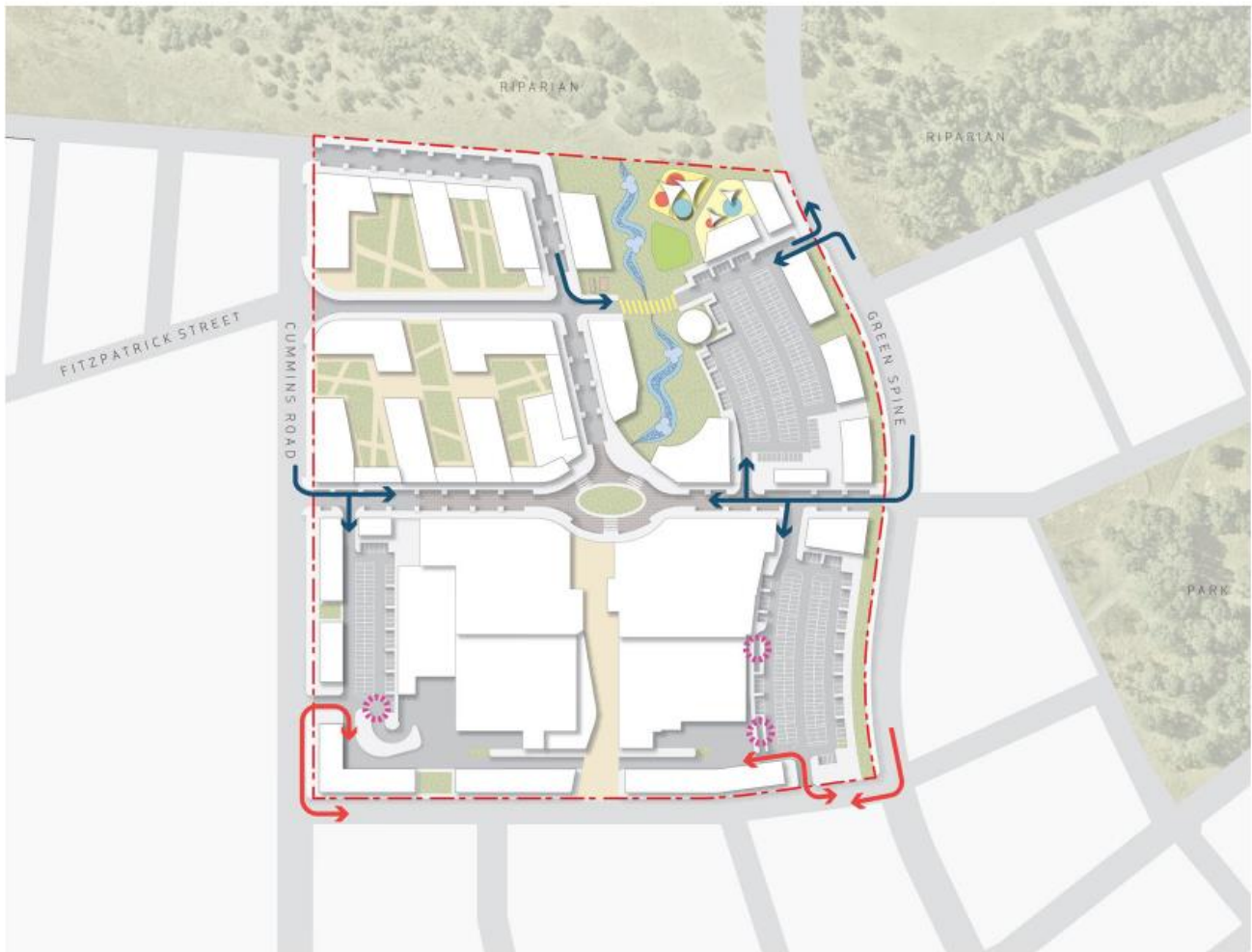
* Non-retail specialty shops that operate in shopfronts include banks, travel agents, health insurance, real estate agents, post office, etc

** Includes sales centre, childcare, office, gym, medical and the like).

FIGURE 1.3. MENANGLE PARK MASTER PLAN



FIGURE 1.4. MENANGLE PARK TOWN CENTRE



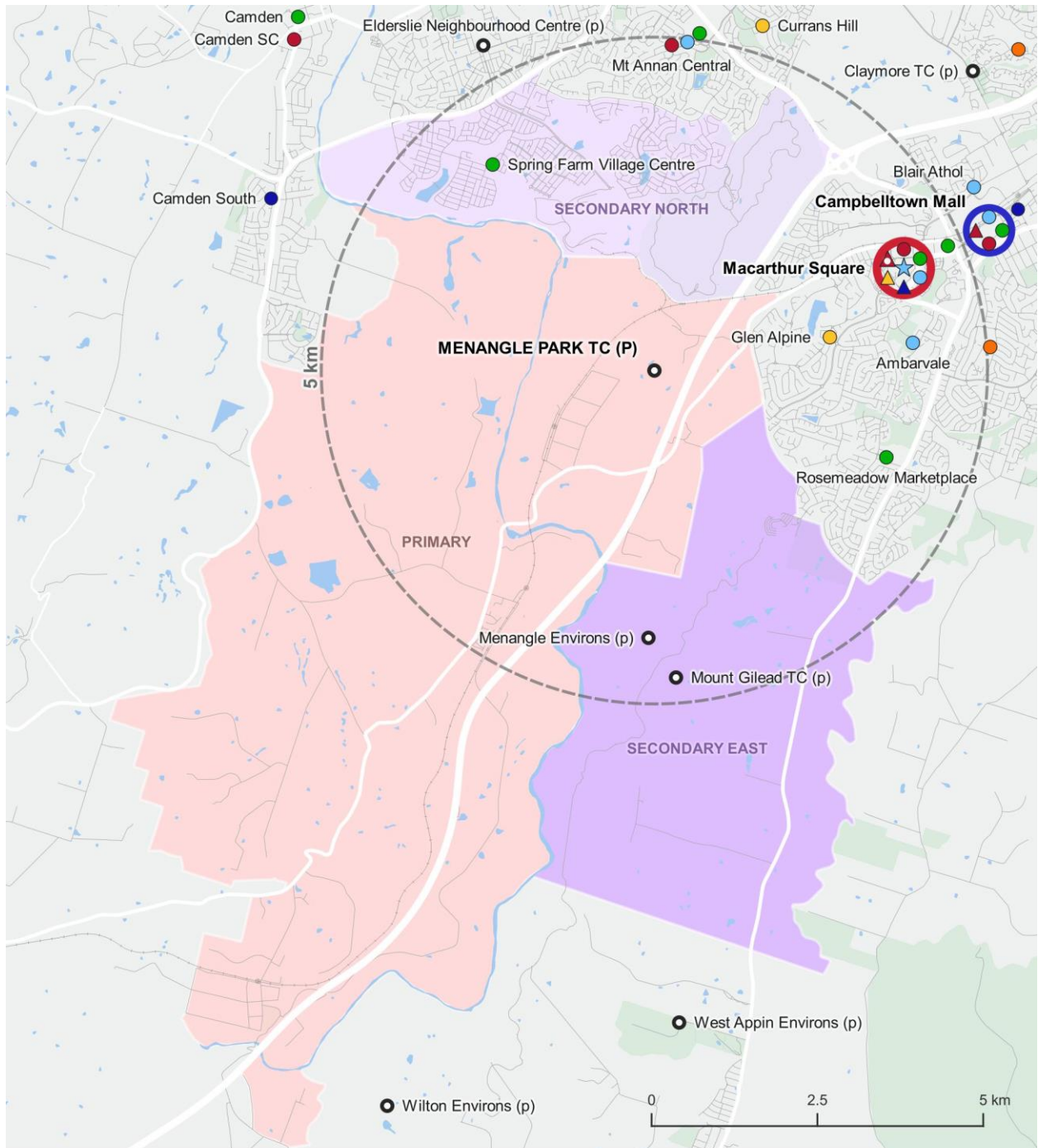
2 TRADE AREA ANALYSIS

This section of the report provides a review of the trade area likely to be served by prospective retail facilities at Menangle Park Town Centre, including current and projected population and retail spending levels over the period to 2041. A review of the socio-economic profile of the trade area population is also provided.

2.1. Trade Area Definition

- i. The trade area likely to be served by the future retail centre on Menangle Park land has been defined taking into consideration the following:
 - Regional and local accessibility.
 - The pattern of urban development throughout the region.
 - Significant physical barriers.
 - The provision of existing and future competitive retail facilities throughout the surrounding area.
- ii. Map 2.1 illustrates the defined trade area to be served by the Menangle Park Town Centre, anchored by supermarket facilities, which includes one primary sector and two secondary sectors as follows:
 - The **primary sector** includes the suburb of Menangle, where the subject site is located. The primary sector stretches approximately 11 km to the south along the Hume Highway, the major highway through south-west Sydney, whilst also incorporating part of the Mount Gilead growth area to the east of the Hume Highway.
 - The **secondary east** sector comprises the major growth area of Mount Gilead, inclusive of Figtree Hill.
 - The **secondary north** sector incorporates the growing suburb of Spring Farm. As discussed previously, Liz Kernohan Drive/Spring Farm Parkway in the secondary north sector is proposed to be extended through the subject site in the future. This is when this sector becomes relevant to the Menangle Park Town Centre.
- iii. The combination of the primary and secondary sectors is referred to as the main trade area throughout the remainder of this report.

MAP 2.1. MENANGLE PARK MAIN TRADE AREA



- | | | | | |
|--|---|--|--|---|
|  Regional |  David Jones |  Kmart |  Woolworths |  Foodworks |
|  Sub-regional | |  Big W |  Coles |  Unknown Supermarket |
| | |  Target |  Aldi |  Independent |
| | | |  IGA | |

* White dot indicates proposed store



2.2. Trade Area Population

- i. Table 2.1 details the total trade area current and projected population 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).
 - New dwelling approvals sourced from the ABS over the period from 2011/12 to 2019/20 (refer Chart 2.1), which indicates an average of 225 new dwellings were approved for the main trade area annually over this timeframe. This will increase substantially upon commencement of development.
 - Official population projections prepared at by NSW Planning.
 - Information on projected development pipelines provided to this office by Dahua group.
 - Investigations by this office into residential developments in the region.
- ii. The main trade area population is currently estimated at 18,240 (2020), including 2,790 persons in the primary sector. Over the forecast period to 2041, the total trade area population is projected to increase to 65,590, representing an average annual growth rate of 6.3%, or 2,250 persons. Growth is also projected to continue beyond this period.
- iii. Future population growth is likely to be driven by a number of residential estates which are currently planned or under construction across the main trade area (refer Table 2.2 & Map 2.2). Key developments are described as follows:

Primary Sector

- **Menangle Park (Dahua)** is anticipated to yield a total of some 4,000 dwellings over a ten year period.
- Another 1,250 dwellings in other land holdings in the **remainder of the Menangle Park release** area
- The northern part of the **Gilead** development on the eastern side of the Hume Highway.

Secondary East Sector

- **Gilead** is anticipated to yield a total of some 4,290 dwellings.
- **Figtree Hill** estate development will yield 1,700 lots (5,100 persons), with first residents expected from 2021.
- **Sector Balance:** the balance of primary sector land is understood to comprise Samaha/Bloom landholdings that are projected to yield some 2,100 lots (6,300 persons) over the 2025 – 2031 period.

Secondary North Sector

- Development in the secondary north sector is nearing completion.
- iv. Overall, around 20,000 dwellings/lots are currently planned across the main trade area. Based on the projected rate of development (Table 2.2), most of these lots are anticipated to be developed over the period to 2041 – equating to an additional 50,000 persons over this time.
- v. It is important to note that the population projections in this report are based on current market conditions and the latest available information collected or provided to this office. If market conditions change, this would impact population and sales projections outlined in this assessment.

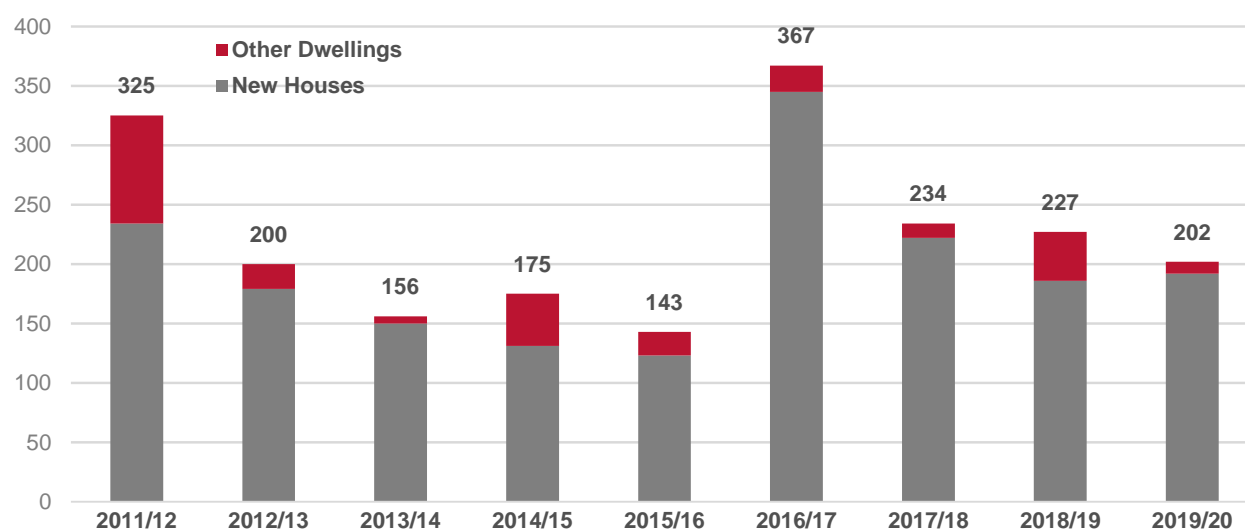
TABLE 2.1. TRADE AREA POPULATION, 2011 – 2041

Population	Actual				Forecast			
	2011	2016	2020	2021	2026	2031	2036	2041
Primary Sector	2,460	2,630	2,790	2,830	6,930	12,030	17,830	20,180
Secondary Sectors								
• East	360	510	710	760	6,860	12,960	21,810	28,560
• North	<u>7,360</u>	<u>11,540</u>	<u>14,740</u>	<u>15,400</u>	<u>16,700</u>	<u>16,750</u>	<u>16,800</u>	<u>16,850</u>
Total Secondary	7,720	12,050	15,450	16,160	23,560	29,710	38,610	45,410
Main Trade Area	10,180	14,680	18,240	18,990	30,490	41,740	56,440	65,590
Average Annual Change (No.)	Actual			Forecast				
	2011-16	2016-20	2020-21	2021-26	2026-31	2031-36	2036-41	
Primary Sector		34	40	40	820	1,020	1,160	470
Secondary Sectors								
• East		30	50	50	1,220	1,220	1,770	1,350
• North		<u>836</u>	<u>800</u>	<u>660</u>	<u>260</u>	<u>10</u>	<u>10</u>	<u>10</u>
Total Secondary		866	850	710	1,480	1,230	1,780	1,360
Main Trade Area		900	890	750	2,300	2,250	2,940	1,830
Average Annual Change (%)	Actual			Forecast				
	2011-16	2016-20	2020-21	2021-26	2026-31	2031-36	2036-41	
Primary Sector		1.3%	1.5%	1.4%	19.6%	11.7%	8.2%	2.5%
Secondary Sectors								
• East		7.2%	8.6%	7.0%	55.3%	13.6%	11.0%	5.5%
• North		<u>9.4%</u>	<u>6.3%</u>	<u>4.5%</u>	<u>1.6%</u>	<u>0.1%</u>	<u>0.1%</u>	<u>0.1%</u>
Total Secondary		9.3%	6.4%	4.6%	7.8%	4.7%	5.4%	3.3%
Main Trade Area		7.6%	5.6%	4.1%	9.9%	6.5%	6.2%	3.1%

All figures as at June and based on 2016 SA1 boundary definition.

Sources : ABS; Transport for NSW

CHART 2.1. TRADE AREA NEW DWELLING APPROVALS, 2011/12 – 2019/20



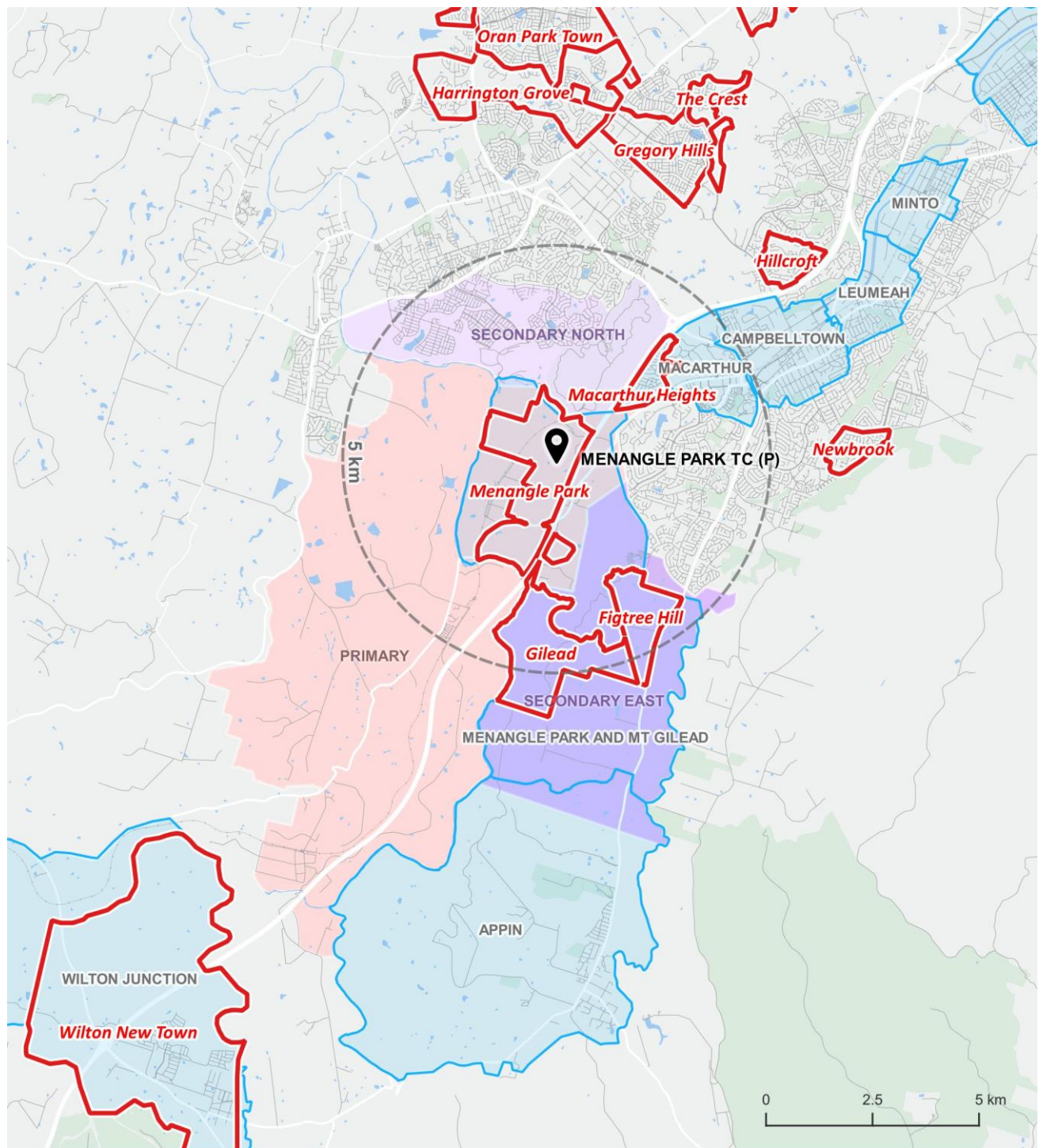
Source: ABS

TABLE 2.2. INDICATIVE RESIDENTIAL DEVELOPMENT

Estate/Development	Trade Area Sector	Developer	Total Yield (no.)	First Homes (year)	Remainin (no.)
Dwellings					
Gilead	Primary	Lendlease	520	2024	520
Menangle Park	Primary	n.a.	4,000	2022	4,000
Primary Sector Balance	Primary	n.a.	1,250	2034	1,250
Figtree Hill	Secondary East	Lendlease	5,100	2022	5,100
Gilead	Secondary East	Lendlease	3,770	2024	3,770
North Appin Precinct	Secondary East	n.a.	1,556	2031	1,556
Secondary East Sector Balance	Secondary East	n.a.	2,244	2037	2,244
Spring Farm	Secondary North	n.a.	n.a.	2012	650
Residents					
Gilead	Primary	Lendlease	1,560	2024	1,560
Menangle Park	Primary	n.a.	12,000	2022	12,000
Primary Sector Balance	Primary	n.a.	1,020	2034	1,020
Figtree Hill	Secondary East	Lendlease	5,100	2022	5,100
Gilead	Secondary East	Lendlease	11,310	2024	11,310
North Appin Precinct	Secondary East	n.a.	4,080	2,031	4,080
Secondary East Sector Balance	Secondary East	n.a.	6,733	2,037	6,733
Spring Farm	Secondary North	n.a.	n.a.	2,012	1,600-1,700

Sources: Various Macarthur 2040 Assumptions

MAP 2.2. RESIDENTIAL ESTATES & LAND RELEASES



- Residential Growth Areas
- Glenfield-Macarthur Priority Growth Area



2.3. Socio-economic Profile

- i. Table 2.3 summarises the socio-economic characteristics of the Menangle Park main trade area, as compared with the Sydney metropolitan and Australia benchmarks. This information is based on the latest 2016 Census of Population and Housing.
- ii. Key points to note are as follows:
 - Household incomes are slightly above the Sydney average.
 - The average household size is high at 3.0 persons.
 - The population is generally younger than the benchmark.
 - The population is predominantly Australian born.
 - A review of the household structure of the total trade area indicates most households comprise traditional families (i.e. couples with dependent children).
- iii. Table 2.4 provides a comparison of the key socio-economic changes within the main trade area over the 2011 – 2016 Census periods.
- iv. With continued population growth and residential development, the socio-economic profile of the main trade area is expected to increasingly reflect a younger, traditional family-based population who own their own homes – similar to secondary north sector residents.

TABLE 2.3. TRADE AREA SOCIO-ECONOMIC PROFILE, 2016 CENSUS

Characteristic	Primary Sector	Secondary Sectors		Main TA	Syd Metro Average	Aust Average
		East	North			
Income Levels						
Average Per Capita Income	\$40,794	\$30,287	\$40,461	\$40,447	\$42,036	\$38,500
Per Capita Income Variation	-3.0%	-27.9%	-3.7%	-3.8%	n.a.	n.a.
Average Household Income	\$115,090	\$55,701	\$127,339	\$121,828	\$115,062	\$98,486
Household Income Variation	0.0%	-51.6%	10.7%	5.9%	n.a.	n.a.
Average Household Size	2.8	1.8	3.1	3.0	2.7	2.6
Age Distribution (% of Pop'n)						
Aged 0-14	17.6%	2.7%	27.1%	24.6%	18.1%	18.0%
Aged 15-19	6.1%	3.1%	7.0%	6.7%	6.0%	6.1%
Aged 20-29	10.6%	1.7%	13.7%	12.8%	15.1%	13.9%
Aged 30-39	9.8%	2.7%	18.1%	16.1%	15.7%	14.1%
Aged 40-49	11.7%	5.2%	14.8%	13.9%	13.9%	13.7%
Aged 50-59	15.0%	5.8%	9.8%	10.6%	12.3%	12.9%
Aged 60+	29.3%	78.8%	9.4%	15.4%	19.0%	21.3%
Average Age	43.0	67.2	30.9	34.3	37.8	38.9
Housing Status (% of H'holds)						
Owner/Purchaser	86.1%	84.2%	81.2%	82.1%	64.7%	67.9%
Renter	13.9%	15.8%	18.8%	17.9%	35.3%	32.1%
Birthplace (% of Pop'n)						
Australian Born	89.1%	76.8%	83.5%	84.4%	61.9%	72.9%
Overseas Born	10.9%	23.2%	16.5%	15.6%	38.1%	27.1%
• Asia	0.6%	4.1%	3.8%	3.2%	18.6%	10.7%
• Europe	7.1%	14.1%	5.1%	5.6%	7.7%	8.0%
• Other	3.2%	5.0%	7.6%	6.8%	11.8%	8.4%
Family Type (% of Pop'n)						
Couple with dep't children	48.5%	18.0%	61.0%	57.9%	48.8%	45.2%
Couple with non-dep't child.	11.6%	2.1%	7.5%	8.1%	9.2%	7.8%
Couple without children	25.8%	61.9%	16.1%	18.7%	20.2%	23.0%
Single with dep't child.	5.3%	2.4%	8.5%	7.8%	8.0%	8.9%
Single with non-dep't child.	3.1%	2.8%	3.1%	3.1%	4.1%	3.7%
Other family	0.3%	0.0%	0.6%	0.6%	1.2%	1.1%
Lone person	5.4%	12.8%	3.3%	3.8%	8.5%	10.2%

Sources: ABS Census of Population and Housing 2016



TABLE 2.4. TOTAL TRADE AREA SOCIO-ECONOMIC PROFILE COMPARISON

Characteristic	Menangle Park TC (p) MTA			Sydney Metro		
	2011	2016	Change (%)	2011	2016	Change (%)
Income Levels						
Average Per Capita Income	\$35,043	\$40,447	15.4%	\$36,941	\$42,036	13.8%
Average Household Income	\$107,901	\$121,828	12.9%	\$99,586	\$115,062	15.5%
Age						
Average Age	33.2	34.3	3.2%	37.2	37.8	1.8%
Birthplace (% of Pop'n)						
Australian Born	83.7%	84.4%	0.6%	63.7%	61.9%	-1.7%
Overseas Born	16.3%	15.6%	-0.6%	36.3%	38.1%	1.7%
Household Size & Structure						
Average Household Size	3.1	3.0	-2.2%	2.7	2.7	1.5%
Couple with dep't children	59.1%	57.9%	-1.2%	48.2%	48.8%	0.6%
Housing Cost (% Income)						
Mortgage Repayments**	0.0%	0.0%	0.0%	28.4%	25.1%	-3.3%
Rent Payments**	0.0%	0.0%	0.0%	20.2%	21.4%	1.1%
Housing Status (% of H'holds)						
Owner/Purchaser	84.8%	82.1%	-2.7%	67.4%	64.7%	-2.7%
Renter	15.2%	17.9%	2.7%	32.6%	35.3%	2.7%
Labour Force (% of Pop'n)						
Labour Force Participation	75.3%	75.1%	-0.3%	66.6%	65.6%	-1.0%
% Unemployed	2.1%	3.6%	1.5%	3.3%	6.0%	2.7%
% White Collar Occupations	69.3%	69.8%	0.5%	74.3%	74.7%	0.4%
% Blue Collar Occupations	30.7%	30.2%	-0.5%	25.7%	25.3%	-0.4%

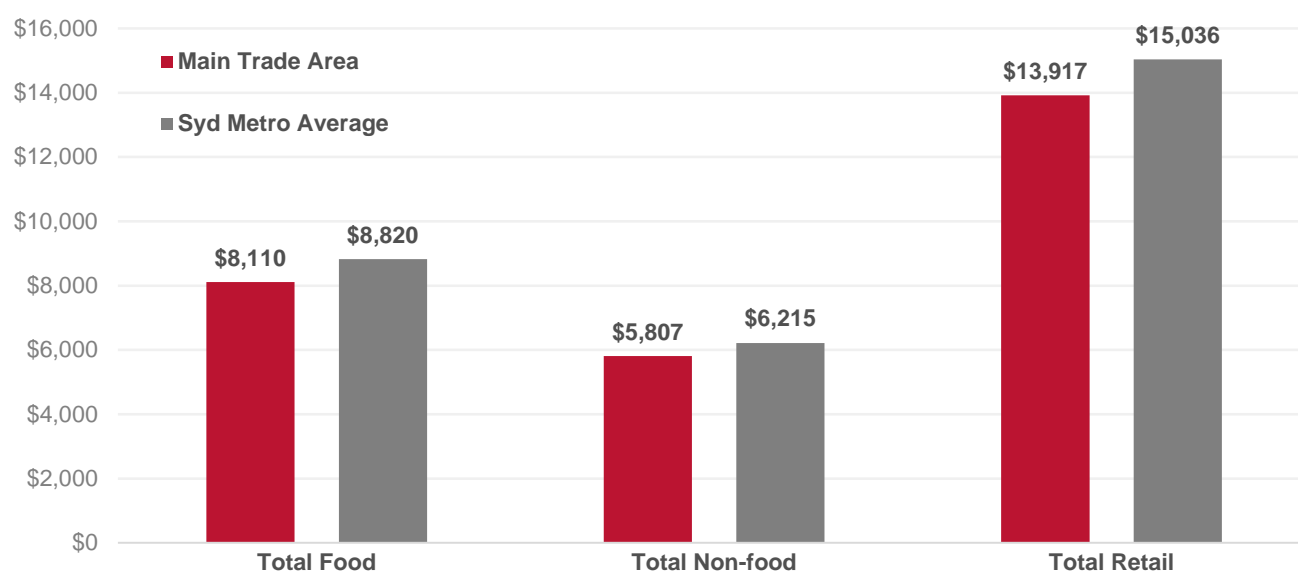
Source: ABS Census of Population and Housing 2011 & 2016



2.4. Trade Area Retail Expenditure Capacity

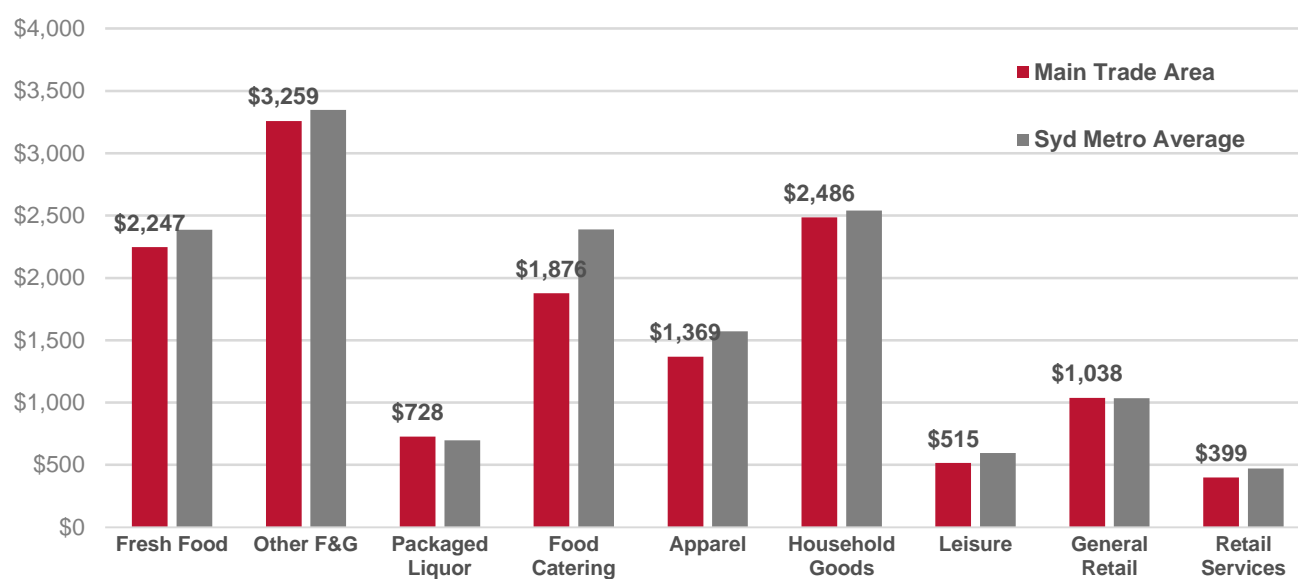
- i. The estimated retail expenditure capacity of the main trade area population is based on information sourced from Market Data Systems (MDS). MDS utilises a detailed micro-simulation model of household expenditure behaviour for all residents of Australia.
- ii. The MDS model considers information from a wide variety of sources, including the regular ABS Household Expenditure Survey, the 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. It is important to note that, given the low population levels recorded across the primary and secondary east sector as at the 2016 Census, per capita expenditure levels the secondary north sectors have been used as a proxy.
- iv. Charts 2.2 – 2.3 illustrate the retail spending levels per person across the main trade area, as compared with the Sydney metropolitan averages in 2019/20.
- v. Table 2.5 details the retail expenditure levels generated by the main trade area population. Total trade area retail spending is currently estimated at \$246.4 million and is projected to increase to \$1.03 billion by 2041 at a rate of 7.1%. All figures presented in this report are in constant 2020 dollars and include GST (i.e., excluding inflation).
- vi. The projected growth rate in retail spending of 7.1% per annum for the total trade area considers the following:
 - Real growth in retail spending per capita of 0.0% is assumed over the period to 2023, reflecting the impact of the COVID-19 pandemic on the economy. From 2023 real growth per capita is assumed at 0.5% annually for food retail and 1.0% for non-food retail over the period to 2041.
 - Total trade area population growth, which is projected at around 6.3% per annum.
- vii. Table 2.6 details the total trade area retail expenditure generated by key commodity group. The largest spending market is food and liquor at \$108.8 million, or 44% of the total spending market.

CHART 2.2. TRADE AREA PER CAPITA RETAIL SPENDING, 2019/20



Source: Marketinfo

CHART 2.3. MAIN TRADE AREA PER CAPITA SPENDING, 2019/20



Source: Marketinfo

TABLE 2.5. TOTAL TRADE AREA RETAIL EXPENDITURE, 2020 – 2041

Y/E June	Primary Sector	Secondary Sectors		Main Trade Area
		East	North	
2020	38.4	9.5	198.5	246.4
2021	39.0	10.2	209.2	258.4
2022	43.0	13.1	215.5	271.7
2023	51.4	20.4	219.1	290.9
2024	62.0	31.9	224.4	318.3
2025	74.7	50.0	229.8	354.5
2026	90.0	78.2	235.4	403.7
2027	104.9	104.7	239.2	448.8
2028	118.0	119.8	241.3	479.1
2029	132.8	137.2	243.3	513.3
2030	149.5	157.0	245.3	551.8
2031	168.2	179.7	247.4	595.3
2032	186.3	203.3	249.5	639.1
2033	203.2	227.4	251.6	682.1
2034	221.5	254.3	253.7	729.6
2035	241.5	284.4	255.9	781.8
2036	263.4	318.1	258.0	839.5
2037	279.5	347.0	260.2	886.7
2038	288.8	369.1	262.4	920.3
2039	298.4	392.6	264.7	955.6
2040	308.3	417.6	266.9	992.8
2041	318.5	444.2	269.2	1,031.9
Expenditure Growth				
2020-21	0.6	0.7	10.7	12.0
2021-26	51.0	68.0	26.2	145.3
2026-31	78.2	101.5	12.0	191.6
2031-36	95.2	138.4	10.6	244.2
2036-41	55.1	126.1	11.1	192.4
2020-41	280.1	434.8	70.7	785.5
Average Annual Growth Rate				
2020-21	1.5%	7.8%	5.4%	4.9%
2021-26	18.2%	50.3%	2.4%	9.3%
2026-31	13.3%	18.1%	1.0%	8.1%
2031-36	9.4%	12.1%	0.8%	7.1%
2036-41	3.9%	6.9%	0.8%	4.2%
2020-41	10.6%	20.1%	1.5%	7.1%

*Constant 2019/20 dollars & excluding GST

Source : MarketInfo

TABLE 2.6. TTA RETAIL EXPENDITURE BY KEY COMMODITY GROUP, 2020 – 2041

Y/E June	Food & Liquor	Food Catering	Apparel	H'hold Goods	Leisure	General Retail	Retail Services
2020	108.8	33.7	24.8	44.5	9.1	18.3	7.1
2021	114.1	35.4	26.0	46.6	9.6	19.2	7.5
2022	120.0	37.2	27.3	49.0	10.0	20.2	7.9
2023	128.5	39.8	29.2	52.5	10.8	21.6	8.4
2024	140.2	43.7	32.1	57.6	11.8	23.7	9.2
2025	155.7	48.8	35.8	64.3	13.2	26.5	10.3
2026	176.8	55.7	40.8	73.3	15.0	30.2	11.8
2027	196.0	62.0	45.5	81.7	16.7	33.7	13.1
2028	208.7	66.3	48.7	87.4	17.9	36.0	14.0
2029	222.9	71.2	52.3	93.9	19.2	38.7	15.1
2030	239.0	76.7	56.3	101.1	20.7	41.7	16.2
2031	257.1	83.0	60.9	109.3	22.4	45.0	17.6
2032	275.3	89.3	65.5	117.6	24.1	48.5	18.9
2033	293.0	95.5	70.1	125.8	25.8	51.8	20.2
2034	312.5	102.3	75.1	134.8	27.6	55.6	21.6
2035	333.9	109.9	80.7	144.8	29.7	59.7	23.3
2036	357.5	118.3	86.8	155.8	31.9	64.2	25.0
2037	376.5	125.2	91.9	164.9	33.8	68.0	26.5
2038	389.7	130.2	95.5	171.5	35.1	70.7	27.5
2039	403.5	135.5	99.4	178.5	36.6	73.5	28.7
2040	418.0	141.0	103.5	185.8	38.1	76.6	29.8
2041	433.2	146.9	107.8	193.6	39.6	79.7	31.1
Expenditure Growth							
2020-21	5.3	1.6	1.2	2.2	0.4	0.9	0.3
2021-26	62.7	20.3	14.9	26.7	5.5	11.0	4.3
2026-31	80.3	27.3	20.0	36.0	7.4	14.8	5.8
2031-36	100.4	35.3	25.9	46.5	9.5	19.2	7.5
2036-41	75.7	28.6	21.0	37.7	7.7	15.5	6.1
2020-41	324.4	113.1	83.0	149.1	30.5	61.4	23.9
Average Annual Growth Rate							
2020-21	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%
2021-26	9.2%	9.5%	9.5%	9.5%	9.5%	9.5%	9.5%
2026-31	7.8%	8.3%	8.3%	8.3%	8.3%	8.3%	8.3%
2031-36	6.8%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%
2036-41	3.9%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%
2020-41	6.8%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%

*Constant 2019/20 dollars & excluding GST

Source : MarketInfo



3 COMPETITIVE ENVIRONMENT

This section of the report provides a summary of the existing and future competitive developments within the region.

Retail facilities within the surrounding region form a typical hierarchy as described by economists, including regional and sub-regional shopping centres at Campbelltown, Macarthur, and a range of supermarket-based centres to serve the local convenience needs of the population.

The key competitive facilities provided throughout the main trade area and surrounding region are illustrated on Map 3.1, with the composition of these facilities summarised in Table 3.1.

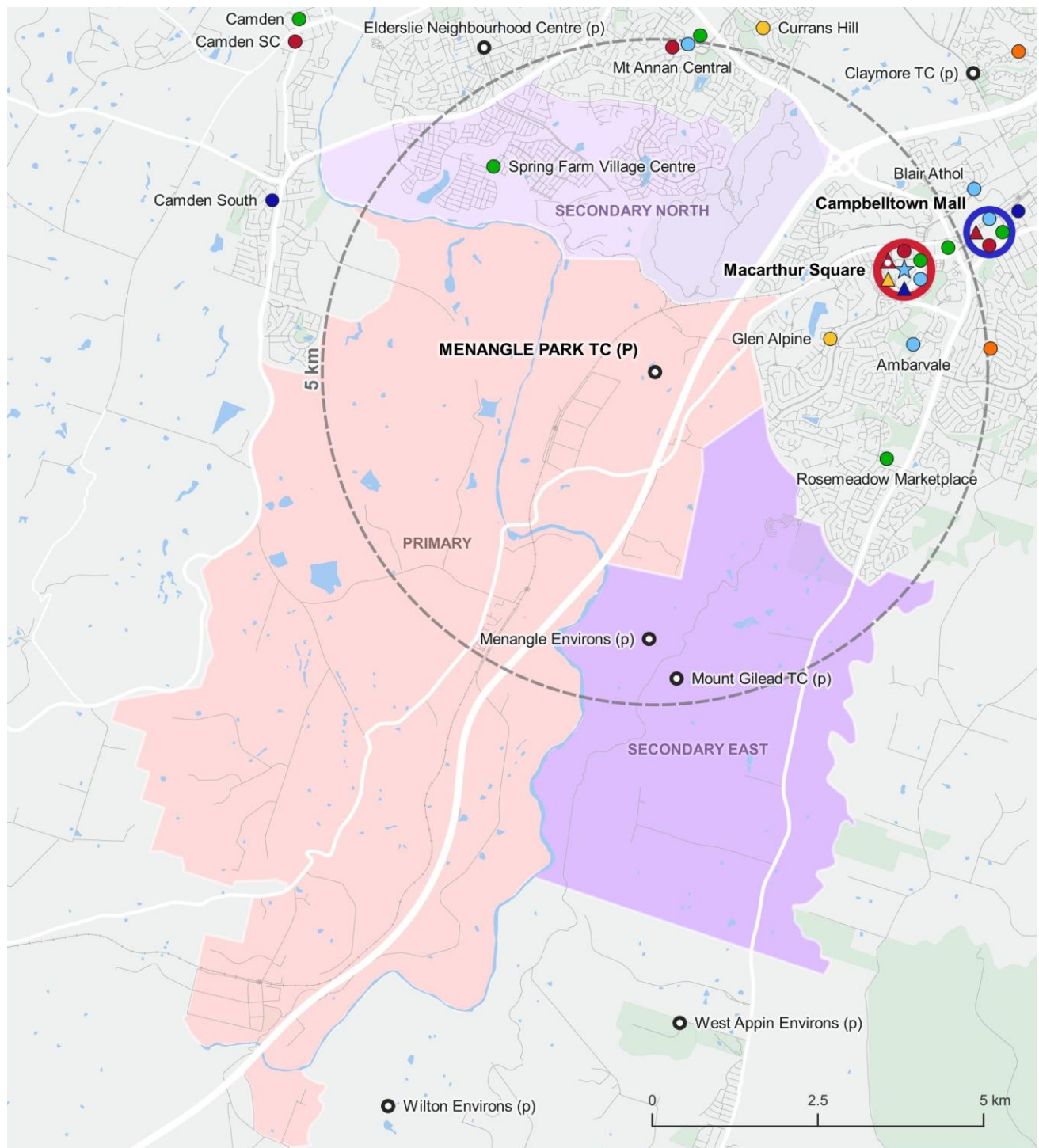
TABLE 3.1. EXISTING COMPETITIVE CENTRES

Centre	Shopfront GLA (sq.m)	Anchor Tenants	Dist. From Site (km)
Regional Shopping Centres			
<u>Campbelltown CBA</u>	<u>193,800</u>		<u>7.0</u>
• Macarthur Square	107,200	David Jones (6,900), Big W (8,800), Target (5,400), Aldi (1,500), Coles (4,600), Woolworths (4,200)	
• Campbelltown Mall	42,400	Kmart (8,200), Aldi (1,500), Coles (4,100), Woolworths (4,000)	
• Marketfair Campbelltown	9,200	Woolworths (3,700), TK Maxx (1,900)	
• Other CBA	35,000		
Sub-Regional Centres			
<u>Narellan*</u>	<u>91,800</u>		<u>14.0</u>
• Narellan Town Centre	71,800	Big W (6,880), Target (6,027), Kmart (5,500), Woolworths (3,760), Coles (3,398)	
• Other	20,000	Aldi (1,770)	
Supermarket Based Shopping Centres (>500 sq.m)			
Rosemeadow Marketplace	8,400	Woolworths (3,600)	3.5
Ambarvale Shopping Centre	1,900	Aldi (1,800)	5.5
Bradbury SC	3,500	Foodworks (1,500)	5.5
Airds SC	2,900	Friendly Grocers (1,300)	7.5
Appin	4,000	Supa IGA (1,500)	9.5
Ruse Village SC	2,800	IGA (1,200)	10.0
Spring Farm Village*	6,000	Woolworths (3,700)	19.0

Source: Australian Shopping Centre Council Database

* When Spring Farm Parkway opens - distance will be much shorter

MAP 3.1. MENANGLE PARK MAIN TRADE AREA AND COMPETITION



- | | | | | |
|--------------|-------------|--------|------------|---------------------|
| Regional | David Jones | Kmart | Woolworths | Foodworks |
| Sub-regional | | Big W | Coles | Unknown Supermarket |
| | | Target | Aldi | Independent |
| | | | IGA | |

* White dot indicates proposed store



3.1. Existing Retail Competition

3.1.1. Within the Total Trade Area

- i. There is currently very limited retail floorspace located within the main trade area.
- ii. The only major full-line supermarket-based shopping centre within the main trade area is located at Spring Farm, which is anchored by a Woolworths supermarket.

3.1.2. Beyond the Total Trade Area

- i. Beyond the main trade area, the nearest major retail facilities are generally provided within the Campbelltown City Centre.

Regional Centres

- ii. Macarthur Square is the largest component of the Campbelltown Central Business Area (CBA) and is a major regional shopping destination for residents of South West Sydney. The centre is anchored by a David Jones, Big W, Target, and triple-supermarket offer (Coles, Woolworths and Aldi) across a GLA of some 107,300 sq.m. Other major components of the Campbelltown CBA include:
 - Campbelltown Mall is a sub-regional shopping facility located at the southern extent of the Queen Street retail strip. The two-level centre incorporates 42,500 sq.m of floorspace and is anchored by Kmart and Target discount department stores and Woolworths, Coles and Aldi supermarkets. The centre also includes eight mini-major tenants and 100 specialty shops. According to Little Guns 2019 (Shopping Centre News), the centre recorded sales of \$242 million.
 - Marketfair Campbelltown is a convenient supermarket-based centre of 9,100 sq.m, anchored by a Woolworths supermarket of 3,700 sq.m. The centre includes TK Maxx and Chemist Warehouse mini-major tenants, as well as a number of food catering and convenience based retail specialty shops.
 - A number of large format retail traders are provided throughout the area, including a Bunnings Warehouse along Kellicar Road.
 - The Queen Street retail strip is primarily located between Allman Street and Railway Street intersections. The strip includes primarily independent food catering and convenience based tenants.

Sub-Regional Centres

- iii. The Narellan Town Centre (71,813 sq.m) is the closest sub-regional shopping centre to Menangle Park Town Centre. The centre is over 70,000 sq.m. anchored by Kmart, Big W and Target discount department stores, as well as Woolworths and Coles supermarkets.
- iv. Narellan Town Centre completed a major expansion in 2017, adding 36,000 sq.m of retail floorspace (over 100 new tenancies). The expansion included new Target and Kmart discount department stores, expanded Woolworths and relocated and expanded Coles supermarkets, as well as new entertainment and dining precincts.
- v. A free-standing Aldi is also situated immediately east of the centre.

Supermarket Centres

- vi. Rosemeadow Marketplace comprises the nearest full-line supermarket outside the trade area – including a Woolworths supermarket of 3,600 sq.m and small provision of shops.

3.2. Proposed Retail Developments

- i. Given the significant level of anticipated population growth throughout the region, several retail facilities are currently planned. Table 3.2 (and Map 3.1 previously) highlight the proposed retail developments within the total trade area and surrounds.
- ii. In considering the broader Greater Macarthur Growth Area, DPIE engaged Urbis in 2016 to prepare the Greater Macarthur and Retail Market Analysis. The assessment establishes a retail and centre hierarchy for both the Greater Macarthur and Wilton Growth Areas with the higher level centre positions adopted within the *Greater Macarthur 2040 – Interim Plan*. These future centres, as well as other major proposed retail development are described as follows:

Primary Sector

- **Menangle Park** will provide a range of residential, retail, commercial, community and employment uses, including a major town centre and smaller village centre.

Secondary East Sector

- The Greater Macarthur and Retail Market Analysis assessment identified two centres within the Gilead land, namely the **Mt Gilead Town Centre** (8,700 sq.m) and **Menangle Environs** (4,400 sq.m).

- Lendlease have lodged a Planning Proposal with intent to secure one of the centres within the Figtree Hill lands (secondary east sector) that has support from Council. This centre essentially accounts for the Menangle Environs retail floorspace.
- A neighbourhood shopping centre development of 4,400 sq.m is assumed at Figtree Hill from 2024/25 – anchored by a non-full-line supermarket of around 1,200 sq.m.
- The Mt Gilead Town Centre site (also controlled by Lend Lease). This is likely to be anchored by a full-line supermarket.

Beyond Trade Area

- **West Appin Environs** is proposed south of Gilead, with the centre to indicatively support a full-line supermarket and shops across some 6,100 sq.m. Development within the sector is anticipated over the longer term and indicative timing for the centre is post 2041.
- **West Appin Town Centre** is indicated to have capacity to support a sub-regional shopping centre offer, anchored by a discount department store and full-line supermarket/s. This would be assumed to be completed across a minimum of two stages, with the first stage being a full-line supermarket and shops from post-2036. Second stages are not assumed to proceed over the forecast period.
- **Wilton / West Appin Environs** could comprise a full-line supermarket and specialty shops over time, but is not assumed prior to 2041.
- Retail facilities are proposed as part of the Wilton Priority Growth Area. Wilton is proposed to contain five retail centres (two already existing). The largest, **Wilton Junction Town Centre** is proposed to contain more than 50,000 of retail floorspace and is envisaged to be based on a “main street” format.
- The Wilton Junction Town Centre could potentially incorporate a department store and/or discount department stores as the anchor tenant as well as contain several major full-line supermarkets. Development of the centre is likely to occur over a series of stages and is highly dependent on population growth in the region. Population growth within Wilton is projected to lag behind developments at Menangle Park and as such a discount department store is unlikely to be supportable over the medium term.
- **Macarthur Square** is mooted to undergo a redevelopment of the existing ELP offer that may include an upgraded cinema, additional entertainment uses, mini-majors, food and beverage tenants, as well as a broader refurbishment.

- A 7-hectare masterplan in Campbelltown has received the approval to develop up to 1,800 dwellings from Bunnings Warehouse to **Marketfair Campbelltown**.
 - A new development application has been submitted for a redevelopment of **Airds Village Shopping Centre**. The redevelopment is proposed to include a large full-line supermarket of 5,400 sq.m and will include some 16 specialty shops across two levels. It is important to note that the securing a supermarket of 5,400 sq.m may be difficult, given most large new supermarkets do not exceed 4,000 sq.m. For the purposes of this report, this has not been assumed.
- iii. Development of many of these centres is highly dependent on population growth and the development of infrastructure within the region. These centres are unlikely to influence timing of development at Menangle Park.

TABLE 3.2. PROPOSED RETAIL DEVELOPMENTS

Name	Additional Retail GLA (sq.m)	Components	Status	First Full Year	Distance from Site (km)
Within Main Trade Area					
Secondary East					
Menangle Environs	4,400	Supermarket (1,200 sq.m) & spec. shops	Early Planning	2024/25	4.0
Mt Gilead Town Centre	Up to 10,000 sq.m	Full-line supermarket & spec. shops	Early Planning	2025/26	4 - 5 km
Beyond the Main Trade Area					
West Appin Environs	6,100	Full-line supermarket & spec. shops	Early Planning	n.a.	10 - 12 km
<u>West Appin Town Centre</u>	<u>32,600</u>	<u>DDS, Full-line supermarket/s & spec. shops (staged)</u>			<u>14 - 16 km</u>
• Stage 1	10,000	Supermarket & Spec. Shops	Planning	Post-2036	
• Stage 2	22,600	Possible DDS and/or supermarket	Planning	n.a.	
Macarthur Square	2,323	ELP redevelopment, mini-majors, spec. shops	Mooted	n.a.	5.0
Airds Village Shopping Centre	5,150	Redevelopment of Airds Village to include large supermarket (5,400 sq.m), and 16 specialty shops over 2 levels	DA Submitted	n.a.	10.0
<u>Wilton Priority Growth Area</u>	<u>67,400</u>				<u>18 - 20 km</u>
Wilton Junction Town Centre	52,600	DDS, Full-line supermarket/s & spec. shops (staged)	Early Planning	n.a..	
Wilton Environs	6,100	Full-line supermarket & spec. shops	Early Planning	n.a.	
Bangara Gorge / Wilton Plaza	8,700	Full-line supermarket & spec. shops	Early Planning	n.a..	

Source: Location IQ Database



4 COMPARABLE DEVELOPMENTS

This section provides a comparison between a range of predominantly greenfield shopping centre developments in outer suburban growth area, which share some of the key attributes of the prospective Menangle Park Town Centre retail site. These centres are relevant to understand the scale of centre and offering that may be delivered at the site.

4.1. Overview of Comparable Developments

- i. Tables 4.1 and 4.2 provide a comparison between the composition of several key offers, which are reviewed as follows:

4.1.1. Smaller Developments (< 8,000 sq.m GLA) – Stage One Examples

Ropes Crossing Village (Sydney)

- Ropes Central is a small neighbourhood centre (4,580 sq.m) anchored by a Coles supermarket of 2,800 sq.m.
- The centre includes a range of internal and external facing tenancies with a provision of at-grade car parking. Ingress and egress to the centre is provided from Ropes Crossing Boulevard, a major arterial road throughout the Ropes Crossing release area.
- A range of community and education facilities are provided within the surrounding area to enhance the offering, including medium-high density residential dwellings, Ropes Crossing Public School, Ropes Crossing Community Hub and Ropes Crossing Reserve.

Brighton Village (Perth)

- Brighton Village in Butler is another 'town centre' type development which spans both sides of Kingsbridge Boulevard. The centre is anchored by a Coles supermarket and four shops on the southern side of the road, while the retail strip on the northern side includes predominantly food catering and retail services offers, as well as a bank.

Prestons Place (Sydney)

- Prestons Place is a small neighbourhood shopping centre that opened in December 2018, anchored by a full-line Woolworths of some 3,400 sq.m.
- The centre is provided in an external L-shape format, fronting a significant provision of shaded, at-grade car parking.

Willowdale Shopping Centre (Sydney)

- Willowdale Shopping Centre is provided in a predominantly external format, fronting a significant provision of shaded at-grade car parking. The large Coles supermarket is provided behind an airlock system, with an attached Liquorland.
- The centre comprises eight retail specialty shops, of which three are in the food catering category. The non-retail offer comprises a medical centre, dentist and two small commercial suites.
- A range of convenience-focused amenities are also included on-site, including electrical charging stations, Coles Click & Collect express pick-up and shade sail coverage across much of the car park.

Harvest Lakes Village (Perth)

- Harvest Lakes in the southern suburbs of Perth opened in 2014 and is provided over a single level, open air 'high street' town centre format, with shopfronts facing onto Lyon Road.
- Harvest Lakes includes a retail component of 5,486 sq.m, anchored by a Woolworths supermarket (3,917 sq.m) and a provision of specialty floorspace totalling 1,369 sq.m across 13 shops.
- Destination health tenants such as a physiotherapist and optometrist are also located at the centre, complementing the adjacent medical centre, while a childcare centre is located nearby.
- Some 229 car spaces are provided within the main car park, with 283 bays across the total development. This level of car parking equates to a provision of 5.2 car spaces per 100 sq.m of retail floorspace.

Spring Farm Shopping Centre (Sydney)

- Spring Farm Shopping Centre is a Woolworths anchored neighbourhood centre which opened in May 2016 and includes 4,935 sq.m of floorspace.

- Woolworths is provided at the southern end of the site and a sleeve of shopfronts facing onto at-grade car parking to the north. Ingress and egress to the centre is provided from Richardson Road with the development located within the town centre of the Spring Farm Estate.
- Seven convenience-based retail shops are provided, including three food catering tenants. Three non-retail tenants are also located in the centre, including a gym, dentist and medical centre. A community centre was recently constructed on an adjacent site and a range of facilities are provided in the immediate vicinity, including a free-standing McDonald's and KFC, as well as a Woolworths Caltex service station along Richardson Road.

Singleton Village (WA)

- Woolworths of 4,000 sq.m opened at Singleton Village in Karnup in late 2017. The shopping centre was developed by Woolworths (Fabcot) and is located as part of The Vista residential estate.
- The retail offer totals around 6,000 sq.m with 10 shops and three PAD sites along Mandurah Road. Specialty shops predominantly front at-grade parking with the supermarket provided behind a small airlock. Car parking is partly-covered with shade sails.

Wellard Square (Perth)

- Wellard Square is provided in a 'town centre' format across both sides of 'The Strand' - totalling around 6,300 sq.m. The development is anchored by a Woolworths supermarket (3,000 sq.m), which trades modestly by way of a growing residential population and convenience issues such as limited car parking in close proximity to the store.
- Some 11 retail specialty shops are provided across the development, which the largest component (5) being food catering. Wellard train station is also located in the precinct.

North Kellyville Square (Sydney)

- North Kellyville Square is a neighbourhood shopping centre which opened in July 2017. The centre is provided over two levels, with the retail component provided on the upper level, anchored by a full-line Woolworths supermarket of 4,204 sq.m (including BWS).
- The centre is provided in an L-shaped format fronting upper-level car parking. A small provision of retail and non-retail shopfronts is also provided with street frontage to Withers Road on the lower level.

- The centre also reflects a convenience offer, with six food catering tenants and three retail service operators. Again, the non-retail offer is centred around a gym (Anytime Fitness) and medical centre, which is complemented by ancillary uses such as a dentist and chiropractor.

Dalyellup Town Centre (WA)

- Dalyellup Shopping Centre opened in 2015 and is anchored by a full-line Woolworths supermarket and some 11 retail specialty shops.
- Convenient, at-grade parking is provided with four ingress and egress points from Norton Promenade, Portobello Road and Tiffany Centre.
- McDonalds and Hungry Jacks PAD sites are provided at the northern portion of the shopping centre precinct, along with Gravity Trampolining Centre and other retail and commercial tenancies that front Norton Promenade.

Jordan Springs Shopping Centre (Sydney)

- Jordan Springs Shopping Centre near Penrith in Sydney opened in early 2014 and is provided over 6,915 sq.m. The centre is anchored by a full-line Woolworths (4,200 sq.m).
- The centre is primarily provided in an L-shaped layout with specialty retailers fronting onto at-grade car parking with shade sails. A small provision of shops is also street facing, with street parking in front.
- The centre is located near a range of amenities within the Jordan Springs Estate, with medical, community and educational facilities in the immediate vicinity.
- A total of 19 retail specialty shops are provided, of which ten are food catering and the remainder in convenience-based retail, generally in the retail services, general retail and leisure categories. A fitness centre is also located in the centre, with a range of non-retail uses in the immediate vicinity of the shopping centre.

The Ponds Shopping Centre (Sydney)

- The Ponds Shopping Centre is a neighbourhood shopping centre anchored by a full-line Woolworths supermarket of 4,000 sq.m. The centre opened in May 2015 and is provided in a straight line, open-air format, within a small pedestrian mall.
- A provision of at-grade and underground car parking is also provided, accessible via Riverbank Drive in the north.

- The centre has a convenience focus, with specialty shops predominantly made up of food retail and retail services-type tenants. National brand tenants include Priceline and BWS, with non-retail tenants such as a medical centre and F45 Fitness also provided.

Treendale Shopping Centre (WA)

- Treendale Shopping Centre is a Woolworths supermarket-based shopping centre, located in the northern suburbs of Bunbury. Some 15 retail specialty shops are provided, with the majority of these being food catering or general retail offers.
- The shopping centre and adjacent development surround a large provision of at-grade car parking, which is partially shaded. A range of pad site uses are also located in close proximity.

Highlands Shopping Centre (Melbourne)

- Highlands Shopping Centre is within the Stockland Highlands Estate in Craigieburn. The neighbourhood shopping centre is provided over a single level and is anchored by a full-line Woolworths supermarket of some 3,900 sq.m.
- A provision of at-grade parking is mainly provided on the western portion of the site.
- A McDonald's PAD site is provided to the north-east of the site, as well as a Caltex service station and Jetts Fitness to the south. A tavern is also provided south of the subject site on the opposite side of Grand Boulevard.

TABLE 4.1. COMPARABLE DEVELOPMENTS (< 8,000 SQ.M)

Metric	Ropes Crossing Village	Brighton Village	Prestons Place	Willowdale SC	Harvest Lakes Village	Spring Farm SC	Singleton Village	Wellard Square	North Kellyville Square	Dalyellup Town Centre	Jordan Springs SC	The Ponds SC	Treendale SC	Highlands SC
Location														
Suburb	Ropes Crossing	Butler	Prestons	Denham Court	Atwell	Spring Farm	Karnup	Wellard	Kellyville	Dalyellup	Llandilo	The Ponds	Australind	Craigieburn
State	NSW	WA	NSW	NSW	WA	NSW	WA	WA	NSW	WA	NSW	NSW	WA	VIC
Dist. to CBD (km)	47	40	42	48	26	63	64	41	44	180	62	42	160	42
Dist. To nearest Full-line Smt (km)	5	4	4	4	6	4	3	3	3.9	6	3	2.4	3	2.5
Centre GLA (sq.m)	4,600	4,600	5,200	5,400	5,700	6,000	6,000	6,300	6,300	6,500	6,900	7,400	7,400	7,770
Design	Int/External	Town Centre	Int/External	Int/External	Town Centre	Int/External	Int/External	Town Centre	Int/External	Int/External	Town Centre	Traditional SC	Int/External	Traditional SC
Est. Land Size (ha)	1.5	2.5	1.6	2.1	2.5	3.0	2.0	3.0	1.5	3.5	3.0	1.7	3.7	3.7
Resident Population (3km radius)														
2016	27,876	38,507	43,037	5,407	33,409	28,276	10,332	23,313	37,035	15,743	37,378	68,130	14,953	38,997
2036 (p)	45,935	58,104	58,856	46,858	70,997	32,698	22,311	48,468	59,919	24,773	65,061	100,921	21,305	58,684
Ave. Annual Growth (%)	2.5%	2.1%	1.6%	11.4%	3.8%	0.7%	3.9%	3.7%	2.4%	2.3%	2.8%	2.0%	1.8%	2.1%
Discount Department Store														
DDS Brand/s	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DDS GLA (sq.m)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ind. Total Sales (\$M)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Supermarket														
Supermarket Brand/s	Co	Co	Wow	Co	Wow	Wow	Wow	Wow	Wow	Wow	Wow	Wow	Wow	Wow
Supermarket GLA (sq.m)	2,795	2,802	3,400	4,445	4,117	3,665	3,200	3,000	4,204	4,200	4,200	4,000	3,200	3,946
Ind. Total Sales (\$M)	\$25 - 30	\$45 - 50	\$45 - 50	\$35 - 40	\$50 - \$55	\$45 - 50	\$20 - \$25	\$20 - \$25	\$45 - 50	\$45 - 50	\$45 - 50	\$45 - 50	\$35 - 40	\$35 - 40
Retail Specialty Shops														
Food & Liquor	1	-	-	1	2	1	2	2	1	2	3	4	2	4
Food Catering	4	4	5	3	6	3	2	5	6	5	9	8	4	6
Apparel	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Household Goods	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Leisure	1	1	-	-	1	-	-	-	3	2	1	1	1	2
General Retail	1	-	1	2	1	2	1	3	1	2	2	2	4	4
Retail Services	2	2	2	2	3	2	1	1	4	2	4	6	2	2
Total	9	7	8	8	13	8	6	11	15	13	19	21	15	18
Other Non-retail														
<u>Non-retail Shopfront</u>														
• Banks	-	2	-	-	-	-	-	-	-	-	-	1	-	-
• Travel Agent	-	-	-	-	-	-	-	-	-	-	-	-	-	-
• Post Office	-	-	-	-	-	-	-	-	-	-	-	-	-	1
• Other	2	2	-	-	3	-	-	-	-	1	1	2	-	1
Gym	1	-	-	-	-	1	-	1	1	2	1	1	1	1
Childcare	1	-	-	-	1	-	1	-	-	-	-	-	-	-
<u>Medical</u>														
• GP	-	-	1	1	-	1	-	1	1	-	-	1	-	1
• Other	1	1	1	1	1	-	-	2	2	1	-	1	1	-
Tavern	-	1	1	-	-	-	-	1	-	-	-	-	-	1
Petrol PAD site	-	-	-	-	-	1	-	-	-	-	-	-	1	1
Fast Food PAD site	-	-	-	-	-	2	-	-	-	2	-	-	2	1
Car Wash	-	-	-	-	-	-	-	-	1	-	-	1	-	-
Commercial/Office	-	-	-	2	-	-	-	-	-	1	-	-	-	-
Community	-	-	-	-	-	-	-	1	-	-	-	1	-	-

Source: Location IQ Databases



4.1.2. Larger Developments (> 8,000 sq.m GLA) – Stage Two Examples

Oran Park Podium

- Oran Park Podium is a multi-level, enclosed shopping centre supported by a provision of at-grade and underground car parking. The centre is provided within the commercial centre of Oran Park with a number of facilities provided, including Oran Park Public School and Oran Park High School.
- Woolworths of 4,616 sq.m anchors the site, which also includes The Reject Shop as a mini-major tenant.
- A variety of retail specialty shops are also provided, the majority of which are food catering and retail services-based. Food catering tenants enjoy frontage and external seating along Holden Drive.
- The non-retail component of the development is significant, comprising a gym and several medical tenancies, as well as several commercial office suites. Oran Park Podium is larger than typical greenfield neighbourhood centres as a result of its central location within the core Town Centre, and with plans to continue to be developed over time (recent application lodged for Kmart and Aldi).
- A further stage of development is proposed to include a second supermarket and large produce trader together with specialty stores. Kmart has committed to a third stage of development.
- Relevantly, some of the other key facilities in and around the Town Centre include:

Community Facilities

- The Camden Council Chambers and Oran Park Library are located immediately east of Oran Park Town Centre.

Education Facilities

- Oran Park Public School is located 700 metres to the north-west. The school recorded a student population of over 1,500 students in 2019.
- Oran Park High School is situated immediately south of Oran Park Public School. The school opened in early 2020 and has a capacity for up to 2,000 students. In combination, Oran Park Public School and Oran Park High School will have a capacity to accommodate 3,000 students, making it one of the largest public schools in New South Wales. A second public school is being built in the southern area of Oran Park Town to accommodate an additional 1,000 students.

- Oran Park Anglican College is located to the south-east of the site. The school had a total enrolment of 543 students in 2019 and has a capacity to accommodate over 1,000 students.
- Additional education facilities within the surrounding region include St Justin's Catholic Primary School (808 students and 48 staff), St Benedict's Catholic College (841 students and 61 staff) and Macarthur Anglican School (825 students and 82 staff).

Leisure Facilities

- The Oran Park Youth & Recreation Centre (including a 190-seat auditorium and dance school) and Julia Reserve Skate Park (opening in late February 2020) are situated 450 metres to the west.
- A splash park has been built on the northern side of Dick Johnson Drive which is expected to open in April 2020.
- A \$57 million leisure centre including a 50 metres swimming pool is to be constructed in 2021.
- A three-storey tavern, including 50-seat cinema is also proposed on Dick Johnson Drive.
- A 4-star urban resort hotel is also proposed.

Commercial Offices

- A six-level commercial office building is nearing completion to the immediate east of Oran Park Podium. It is our understanding that approximately 65% of this space is already leased to a range of uses including Medical Shire Imaging. A 6,000 sq.m commercial building comprising public health uses (e.g., day surgery, oncology etc.) is proposed on an adjacent site as part of Stage 3 of the Primary Integrated Health Centre.
- A second commercial building (up to 10,000 sq.m) is also planned to the east of Oran Park Podium.

Employment Land

- The north-eastern corner of the intersection of The Northern Road and Dick Johnson Drive is proposed for development to include a range of uses including large format retail, light industrial, McDonalds and KFC PAD sites, car dealership etc.

Aged Care/Retirement Living

- Anglicare is expanding its existing 87-unit retirement village in Grice Street to include 67 new units and an 80-bed aged care facility. Thompson Healthcare are also constructing a 230-bed nursing home within the precinct.

Public Transport

- The future Oran Park Train Station as part of the South West Rail Extension Corridor is also proposed to be situated immediately west of the site. Four bus routes pass through Oran Park Podium linking to Leppington, Minto, Narellan and Campbelltown Hospital.

Banksia Grove (Perth)

- The Banksia Grove Village Centre comprises four key components, including two neighbourhood shopping centres anchored by Coles and Woolworths, respectively, a free-standing Aldi supermarket, and a commercial centre to the north-east of the site which includes a Repco and a MercyCare Early Learning Centre.
- Convenient at-grade parking is provided across the site, at the entrance of each centre, with some covered parking. A range of facilities are provided on PAD sites, including four fast food sites, two childcare centres, two service stations, a car wash, and a gym.

Manor Lakes Central (Melbourne)

- Manor Lakes Central is a single-level, sub regional shopping centre anchored by a Kmart discount department store (5,200 sq.m) and a Coles supermarket (4,000 sq.m), along with 27 retail specialty shops. Nine of these include food catering tenants and eight are retail service tenants such as hairdressers, optometrists, and dry cleaners.
- A fast food PAD site is located to the east of the site along Ballan Road, as well as a childcare centre to the south along Manor Lakes Boulevard. The Wyndham Valley Fire Station is also located outside of the shopping centre along Ballan Road to the east.
- A range of convenient, at-grade parking is provided on the northern, south-eastern and southern portions of the site with two access points from Ballan Road and Manor Lakes Boulevard.

Williams Landing (Melbourne)

- Williams Landing is a growth suburb in Melbourne's western suburbs. The vision for the Williams Landing Town Centre is to become a major activity and employment centre, which is focussed around a train station. The area has been one of Melbourne's most popular residential growth areas in recent years, reflected in strong lot sales and significant dwelling price rises.
- Williams Landing Shopping Centre is located to the immediate north-west of the station, provided over a GLA of 15,500 sq.m. The centre is anchored by a Woolworths supermarket of 4,200 sq.m and 21 retail specialty shops. The centre is planned to expand in the future which may include a Big W discount department store, an Aldi supermarket, a Dan Murphy's and specialty shops.

- Land surrounding the shopping centre is earmarked for future medium-high density residential and commercial developments. Target's head office is provided within a commercial development, adjacent to the shopping centre.

Mount Annan Centre (Sydney)

- Mount Annan Centre comprises three components, including two neighbourhood shopping centres anchored by Coles and Woolworths, respectively, and a free-standing Aldi supermarket.
- At grade parking is provided as well as four fast food PAD sites, a service station, and a tavern. Main Street runs through the centre and provides ingress and egress to parking as well as access to Waterworth and Holdsworth Drives.

Stanhope Village

- Stanhope Village is in Stanhope Gardens, a growing residential community in outer north-west Sydney. The village is a sub-regional centre anchored by a Kmart discount department store, and Coles and Aldi supermarkets over a single-level format - with at-grade parking.
- The centre is surrounded by community uses including Stanhope Anglican Church to the west, and the Dennis Johnson Library and leisure centre to the east.

Tarneit Central (Melbourne)

- Tarneit Central opened in the western suburbs of Melbourne in 2019. The shopping centre totals 22,000 sq.m and is based on Kmart, Coles, Aldi and Harris Scarfe. The provision of specialty shops includes limited apparel brands, with the focus on services and food retail, food. catering and retail services.

CS Square (Melbourne)

- CS Square is a single level, sub-regional shopping centre of 26,500 sq.m anchored by a Target discount department store, Aldi, Coles and Woolworths supermarkets as well as 62 retail specialty shops.
- The centre anchors a broader Town Centre and serves a growing population in Melbourne's north-western suburbs, and expanded in 2019 to accommodate for this growth. A range of destination facilities are provided within proximity to the centre, including a tavern, education facilities, a McDonald's, a police station and a veterinary hospital.

Warriewood Square (Sydney)

- Warriewood Square is a sub-regional shopping centre on Sydney's Northern Beaches, anchored by a Kmart, as well as Coles, Woolworths, and Aldi supermarkets.
- The centre is provided with multi-level car parking and is easily accessible from Jacksons Road which connects to Pittwater Road, a major arterial route throughout the locality.

TABLE 4.2. COMPARABLE DEVELOPMENTS (>8,000 SQ.M)

Metric	Gregory Hills TC	Oran Park Podium	Banksia Grove	Manor Lakes Central	Williams Landing	Mt Annan	Stanhope Village	Tarnet Central	CS Square	Warriewood Square	Ellenbrook Central	Craigieburn Central
Location			<i>combined</i>			<i>combined</i>						
Suburb	Gregory Hills	Oran Park	Banksia Grove	Manor Lakes	Williams Landing	Mt Annan	Stanhope Gardens	Tarnet	Caroline Springs	Warriewood	Ellenbrook	Craigieburn
State	NSW	NSW	WA	VIC	VIC	NSW	NSW	VIC	VIC	NSW	WA	VIC
Dist. to CBD (km)	60	61	34	37	24	61	42	27	29	31	28	33
Dist. To nearest Full-line Smkt (km)	5.7	6.2	2.5	2.1	2.8	3.5	3.7	2.0	1.6	2.6	2.2	2.8
Centre GLA (sq.m)	8,500	9,800	12,700	15,400	15,500	17,100	18,071	22,000	26,500	30,276	36,700	63,900
Design	Int/External	Traditional SC	Separate Dev.	Traditional / TC	Traditional SC	Separat Dev.	Traditional SC	Traditional SC	Traditional SC	Traditional SC	Traditional SC	Traditional / TC
Est. Land Size (ha)	3.8	4.0	6.9	7.5	5	8.5	5.2	8.0	12.0	7.0	13.5	
Resident Population (3km radius)												
2016	18,244	11,396	27,698	26,795	48,356	39,152	87,304	48,228	63,618	37,001	31,674	57,546
2036 (p)	36,831	52,953	42,329	66,012	61,269	54,652	101,932	97,074	76,975	42,001	39,783	84,513
Ave. Annual Growth (%)	3.6%	8.0%	2.1%	4.6%	1.2%	1.7%	0.8%	3.6%	1.0%	0.6%	1.1%	1.9%
Discount Department Store												
DDS Brand/s	-	Kmart (p)	Unknown (p)	Kmart	Big W (p)	-	Kmart	Kmart	Target	Kmart	Big W Kmart	Big W Target
DDS GLA (sq.m)	-	6,500	6,000	5,200	7,700	-	5,100	8,500	5,400	7,800	15,100	15,200
Ind. Total Sales (\$M)	-	n.a.	n.a.	\$25 - 30	n.a.	-	\$30 - 35	\$20 - 25	\$10 - 15	\$30 - 35	\$50 - 55	\$35-40
Supermarket												
Supermarket Brand/s	Wow	Wow	Wow Co Aldi	Co	Wow	Wow Co Aldi	Co Aldi	Co Aldi	Wow Co Aldi	Wow Co Aldi	Wow Co Aldi	Wow Co Aldi
Supermarket GLA (sq.m)	4,006	4,800	9,785	4,000	4,200	9,700	4,800	40,125	8,200	8,800	9,970	12,088
Ind. Total Sales (\$M)	\$35 - 40	\$50 - 55	\$100 - 110	\$45 - 50	\$25 - 30	\$100 - 110	\$75 - 80	\$50 - 55	\$100 - 110	\$100 - 110	\$120 - 130	\$120 - 130
Retail Specialty Shops												
Food & Liquor	2	2	2	3	4	6	5	6	4	5	4	8
Food Catering	10	10	12	9	7	13	24	10	22	12	20	29
Apparel	-	1	-	1	-	2	9	3	5	29	15	33
Household Goods	-	-	-	-	-	-	-	-	2	4	1	6
Leisure	2	2	2	2	2	3	3	4	4	7	7	5
General Retail	1	3	3	4	2	3	6	6	8	11	7	12
Retail Services	2	8	5	8	6	11	11	11	17	19	20	25
Total	22	26	24	27	21	38	58	40	62	87	74	118
Other Non-retail												
<u>Non-retail Shopfront</u>												
• Banks	-	2	-	1	-	-	2	2	3	4	5	6
• Travel Agent	-	-	-	-	-	-	1	-	2	2	1	1
• Post Office	-	-	-	-	-	1	3	-	1	1	1	1
• Other	2	1	2	2	6	5	5	3	3	4	2	15
Gym	-	-	1	-	2	3	-	1	-	-	1	2
Childcare	-	-	2	1	-	-	-	-	-	-	-	-
<u>Medical</u>												
• GP	1	1	1	1	1	4	1	1	-	1	-	1
• Other	-	-	1	1	1	2	2	1	1	1	1	1
Tavern	-	-	-	-	-	1	-	-	1	-	1	-
Petrol PAD site	1	-	2	-	-	1	-	-	-	-	1	-
Fast Food PAD site	-	-	4	1	-	2	-	-	-	-	2	-
Car Wash	-	-	1	-	-	1	-	-	1	1	1	1
Commercial/Office	1	-	-	-	4	-	-	-	-	-	-	4
Community	-	-	-	1	-	-	1	2	-	-	-	1

Source: Location IQ Databases

4.2. Super Neighbourhood Centres

- i. The key information presented in Table 1.1 previously indicated a GLA or the traditional centre use component of the Town Centre would be 19,645 sq.m including three supermarkets. The size of the retail component would be comparable with Mt Annan.
- ii. The retail component would be described as a 'super' neighbourhood centre which is the rise of a new category of retail facilities which incorporates:
 - A footprint of a sub-regional centre at 10,000 – 30,000 sq.m of GLA.
 - More community focused mix of local retailers, essential services, food, and entertainment experiences.
 - Less fashion/apparel.
 - Non-retail facilities including commercial/offices, gym, medical, childcare, tavern, and the like.
- iii. The information presented in Table 1.1 is the total build out of the development, which will indicatively occur over the period from 2024 to post 2036. The first stage of the Town Centre would likely open around mid-2024, 12 months after the opening of the Spring Farm Parkway extension. The size of the centre uses in the Town Centre at that time would likely be around 9,000 sq.m of GLA, anchored by one supermarket.
- iv. Ultimately, the retail component of the proposed Menangle Park Town Centre, at 19,000 sq.m GLA would be 10% of the size of the Campbelltown CBA, and similar in size with facilities at Mt Annan (refer Table 3.1).
- v. A newly developing 'super' neighbourhood centre is Ed Square Town Centre at Edmondson Park. As a guide to the future development of Menangle Park Town Centre, this provides the scale of development which could be included. The first stage of Ed Square will include:
 - A 4,200 sq.m Coles supermarket.
 - A six screen Event Cinema complex.
 - Fresh food market hall.
 - Eat Street.
 - Medical centre.
 - Up to 90 shops.

- Apartments and townhouses.
- vi. Frasers Property Group also has developed Stage 1 of the Super Neighbourhood Centre at Eastern Creek Quarter in western Sydney. The centre is divided into three precincts as follows:
- **Supermarket Precinct:** The centre is anchored by a full-line Woolworths (including BWS) supermarket is provided within the internal component of the centre. Other tenants located within the internal component of the centre include Bonds, CSD Retail (apparel), City Chic, Goodfellas Barbershop, Redly Chicken, Baked & Co, CTC Eastern Creek, and Little Prince Flower Shop.
 - **Traditional Convenience Retail Mall:** a semi-open-air mall extends south from the Woolworths precinct towards the car park. This mall is focused on convenience retail and includes ECQ Fruit Market (mini-major tenant). Live Well gym is also provided at the southern extent of the mall, fronting onto the car park.
 - **Food Catering Precinct (ECQ Social):** 12 tenants provided in an al fresco precinct extending along the eastern side of the centre. The food catering precinct generally provided in an open-air, U-shaped format and provides a children's play area as well an outdoor television. The ECQ Social precinct can be accessed from the Woolworths Precinct, however, includes a direct access point from the car park.
- vii. This centre comprises:
- A Woolworths supermarket of 3,800 sq.m.
 - A Fruit & Vegetable mini-major.
 - 34 retail specialty stores across 3,300 sq.m, including a food/dining precinct.
 - Non-retail uses including gym and medical.
- viii. The overview of super neighbourhood centres indicates centres with a larger provision of specialty shops, including dining precincts. These centres are usually closely located to major roads and/or train stations. Menangle Park will enjoy close proximity to both these features.

4.3. Key Success Factors & Considerations

- i. Based on a review of similar developments as outlined above, a range of key success factors are observed as follows:
- **High-Profile Site:** most developments are located along major roads (two lanes each direction) providing them with exposure to passing traffic. Menangle Park Town Centre will enjoy excellent accessibility from Spring Farm Parkway.
 - **Access:** typically, two ingress/egress points are provided facilitating convenient access
 - **Anchor Tenants:** all developments are anchored by a major supermarket brand (Coles or Woolworths), with most being full-line offers (at least 3,200 sq.m) that then provide an opportunity for specialty retailers to benefit off customer flows. Additionally, destination and other non-retail tenants such as a pharmacy, medical centre or gymnasium can also serve as key customer attractors to help support the specialty floorspace.
 - **Distance to Competing Supermarkets:** the majority of developments are located at least 3 – 5 km from the nearest competing full-line supermarket offer.
 - **Shopping Centre Floorspace:** centres typically range from 4,500 sq.m to in-excess of 30,000 sq.m in size. Total land areas also vary significantly, from 1.5 hectares to over 13 hectares.
 - **Strong Initial Supermarket Sales:** incumbent supermarkets typically trade strongly in greenfield areas if a critical mass of residential development has occurred (at least 6,000 persons in the primary sector with future growth). Average supermarket sales across the comparable centres are around \$35 - \$40 million.
 - **Car Parking:** having a significant provision of at-grade car parking is still important for the success of these precincts, to support the supermarket anchors at the site. In particular, maximising the number of bays in close proximity to the supermarket entrance is crucial.
 - **Mini-major tenants:** given the convenience focus of these centres, mini-major tenants (greater than 400 sq.m) are not always provided. Of those retailers which can operate larger tenancies, pharmacies are most common, particularly where there are also on-site medical facilities.
 - **Strong Population Growth:** the average population growth rate surrounding the comparable centres is approximately 3.0% – 3.5% over the period from 2016 – 2036. Many of these localities are more established than the subject site and newer developments (less established growth areas) are likely to grow even faster.

- **Convenience focused specialty mix:** the number of specialty tenants ranges from 6 – 118 shopfronts. On average, around two thirds of specialty floorspace is accounted for in the food catering (32%), retail services (22%) and food retail (9%) categories, highlighting the convenience-focus of these centres. A total provision of 1,000 – 1,500 sq.m of retail specialty floorspace is typical for smaller centres.
- **Cinema:** comparable cinema complexes within smaller neighbourhood centres or similar developments typically comprise a more boutique or local operator such as Village, Grand, Dendy or Palace. Generally, cinemas include a ground floor lobby within a dining and/or entertainment precinct, feeding up to an upper level which comprises the theatres.
- **Non-retail:** on average, around five non-retail tenancies are provided at smaller comparable centres, while larger centres include an average of around ten operators in non-retail categories. The most common non-retail uses include gyms, medical centres, commercial offices (typically real estate agencies), banks and childcares.
- **Customer amenities:** a number of comparable centres included additional amenities to enhance the convenience focus of the centres, including click and collect (for the supermarket anchor), electrical charging stations, 24/7 parcel lockers (Australia Post) and quick turnover parking nearby to the entrance.
- **Design:** town centre designs can be difficult to execute and often disadvantage either the supermarket anchor, specialty shops, or both – given limited proximity to car parking and hindered customer flows. The design of the centre is critical, including the consideration of customer flows and staging of development. Accessibility, signage, car parking and expansion potential (if planned) are each critical to the success of a development in the early years. Retail precincts should be designed with convenience in mind, particularly in early stages when a single supermarket is generally developed. As the centre expands, convenience should be retained in order to generate regular visitation/shopping from the catchment.

5 FLOORSPACE POTENTIAL ASSESSMENT

This section of the report provides an assessment of the ultimate potential for retail floorspace at the Menangle Park Town centre, including recommended composition and timing.

5.1. Retail Floorspace Demand

- i. The estimated provision of retail floorspace in Australia has increased from around 1.5 sq.m in 1985/86 to around 2.3 sq.m currently, representing an average annual growth rate of around 1.5%.
- ii. The growth in retail floorspace per person has largely been driven by real growth in income levels throughout Australia and consequently increases in retail spending capacity. In addition, new retail formats have been introduced as the retail industry has evolved.
- iii. Consequently, during this period, Australia has witnessed the extensive development of super regional and regional shopping centres, many more neighbourhood centres (anchored by supermarkets), homemaker centres and outlet centres.
- iv. The major supermarket chains, namely Woolworths and Coles, continue to search for new store opportunities, particularly throughout metropolitan areas. The preferred store size for Woolworths and Coles has increased in recent years, with both chains now typically seeking stores of 3,400 sq.m and larger. The major supermarket chains target a population of 8,000 – 10,000 persons to support one major full-line supermarket.
- v. Table 5.1 outlines an analysis of retail floorspace demand within the main trade area based on current and projected population growth over the period to 2041, with key assumptions as follows:
 - The provision of discount department store and supermarket floorspace is based on metropolitan Sydney benchmarks,
 - Retail floorspace demand does not consider the provision of retail facilities located just beyond the main trade area, in particular, at Campbelltown and southern surrounds.
 - This assessment does not take into consideration other customer segments such as workers and visitors from beyond the trade area. These customer segments would add to demand, but likely in a limited way at the subject site.

vi. As shown, this methodology would indicate that:

Retail Floorspace Demand

- Typically, 2.3 sq.m of retail floorspace is provided per person throughout Australia, indicating that around 161,092 sq.m of retail floorspace will be demanded by main trade area residents in 2041. Having determined the total retail floorspace need generated by residents within the main trade area, the proportion of retail floorspace which can reasonably be allocated to each type of Activity Centre across the retail hierarchy needs to be quantified.
- Retail floorspace demand is normally allocated across the various levels of the retail hierarchy, which in Sydney is generally structured as follows:
 - The Capital City Activity Centre/CBD typically account for 5% – 10% of retail floorspace needs.
 - Regional Activity Centres, typically being regional or large sub-regional centres, generally account for 20% – 25% of retail floorspace needs.
 - District Activity Centres, typically being sub-regional in nature, generally account for around 15% – 20% of retail needs.
 - Centres at the Local and Neighbourhood levels in the hierarchy generally account for around 20% – 25% of total retail needs.
 - Dedicated large format retail (bulky goods centres) typically accommodate 25% – 30% of the total retail floorspace needs.

The above hierarchy is a reasonable representation (i.e. not relevant to all situations) of the general pattern of activity centres within Sydney and reflects the typical situation for well-established parts of the metropolitan area.

- Taking the above into account, the proportion of retail floorspace which can reasonably be allocated to the retail developments within the total trade area be around 50% (local and district levels in combination together with some large format retail space) or 80,546 sq.m in 2041.

Discount Department Store Demand

- Across the Sydney, the average discount department store floorspace provision is currently around 117 sq.m per 1,000 persons – and likely falling in-line with the closure of Target and Big W stores in the past 12 months, although more recently discount department stores have been performing strongly during COVID.

- Based on this benchmark, there is likely to be demand for around 7,700 sq.m of discount department store floorspace over the forecast period. Based on a preferred size of around 6,500 sq.m, as well as the replication of key brands within the Campbelltown City Centre and Narellan resulting in escaped spending (especially from the secondary north sector around Spring Farm), there is likely to be considered to be insufficient floorspace demand to support a discount department store within the trade area over the forecast period to 2041. Further, any discount department store would likely need significant apparel specialty shop floorspace and with most tenants at Campbelltown and Narellan, they are unlikely to seek another store at Menangle Park.
- Overall, the earliest a discount department store could be considered would be post 2036, however, the size, shape and performance of discount department stores may change substantially over time. Consequently, a discount department store is unlikely to be supportable at the Menangle Park Town Centre, or support a substantial amount of additional apparel floorspace, over and above a strong double supermarket based centre.

Supermarket Floorspace Demand

- The major supermarket chains, namely Woolworths and Coles, continue to search for new store opportunities, particularly throughout (outer) metropolitan areas.
- The preferred store size for Woolworths and Coles has increased in recent years, with both chains now typically seeking stores of 3,400 sq.m and larger. The major supermarket chains target a population of 8,000 – 10,000 persons to support one major full-line supermarket or around 6,000 persons in areas with strong growth.
- Across the Sydney, the average supermarket floorspace provision is currently around 260 sq.m per 1,000 persons – noting that it is difficult to acquire large sites in the inner metropolitan area. The average provision of supermarket floorspace is higher across Australia, at 346 sq.m per 1,000 persons. The national benchmark is considered to better-reflect the urban fringe location.
- The supermarket chains would typically locate in outer suburban areas when around 2,000 to 2,500 dwellings are close to the subject site. This is likely around 2024-2026 in the primary sector. A second full-line store is likely around 2031.
- Over the longer term, a range of other retail centres are designated throughout the secondary east sector, to serve planned future population growth. These centres are not well located to serve residents of Menangle Park, whereas Menangle Park is well located to serve residents of the secondary east sector, given its location close to the Spring Farm Parkway/Hume Highway exit.

- vii. Given the location of competitive facilities in the surrounding area, particularly large non-food-based shopping centres such as within the Campbelltown City Centre and Narellan, it is likely that a sizable proportion of the non-food spending of trade area residents both now and in the future will be directed to these larger facilities.

TABLE 5.1. MAIN TRADE AREA INDICATIVE RETAIL FLOORSPACE DEMAND

Metric	Benchmark	Existing	Projected			
		2021	2026	2031	2036	2041
Population						
Primary Sector		2,790	6,930	12,030	17,830	20,180
Secondary East Sector		710	6,860	12,960	21,810	28,560
Secondary North Sector		14,740	16,700	16,750	16,800	16,850
Main Trade Area		18,240	30,490	41,740	56,440	65,590
Retail Floorspace Demand						
Australia						
Main Trade Area2.3 sq.m per person		41,952	70,127	96,002	129,812	150,857
• 50% retainedDistrict & Local Centres & Portion of LFR		20,976	35,064	48,001	64,906	75,429
Supportable DDS Floorspace						
Metro Sydney		Existing				
Main Trade Area117 sq.m per 1,000 persons		0	3,567	4,884	6,603	7,674
Supportable Smkt* Floorspace						
Australia		Existing				
Main Trade Area346 sq.m per 1,000 persons		3,665	10,550	14,442	19,528	22,694
Full-line Supermarkets3,400 sq.m per store		1	3.1	4.2	5.7	6.7

*Supermarkets > 500 sq.m

5.2. Discount Department Store Potential

- i. A discount department store is typically around 6,500 sq.m in size, with the major chains being Big W, Kmart and Target. Discount department stores generally require a population of around 40,000 – 50,000 persons to be supportable.
- ii. As outlined in Section 3, the nearest discount department stores are currently located within the Campbelltown CBA, where each brand is represented. Each brand is also located at Narellan.
- iii. The total trade area population is not projected to reach 50,000 persons until after 2031, indicating limited potential for a discount department store over the short to medium term.
- iv. Even in the long term, there are several factors that may make it difficult to incorporate a discount department store at the site, including:
 - Significant market shares would need to be attracted from the broader trade area, particularly the secondary north sector, with residents in this sector having easy access to Narellan.
 - Kmart is currently the most aggressive of the three discount department store retailers (including Big W and Target) in terms of new store openings.
 - Apparel floorspace of at least 1,500 – 2,000 sq.m is generally required to support a discount department store, with such a quantum likely difficult to secure.
 - Discount department stores have large floorspace requirements and pay low rents. The type of specialty stores which locate with discount department stores are not likely to appeal significantly to the surrounding population or align with a convenience offer.
- v. On this basis, a discount department store is not recommended as part of the Menangle Park Town Centre, given the uncertainty around the size, composition and performance of discount department stores.
- vi. Under an ultimate potential scenario, a discount department store could be considered only if there was significant tenant demand. For the purposes of this assessment, however, no discount department store has been assumed.

5.3. Supermarket Potential

- i. As outlined previously, there are two identified centres within the Menangle Park land, being:
 - The Town Centre (around 20,000 – 30,000 sq.m)
 - The Neighbourhood centre (4,400 sq.m)
- ii. Generally, one full-line supermarket is supportable for every 8,000 – 10,000 persons in metropolitan areas. A population of around 6,000 persons (as a minimum benchmark) is required, assuming population growth over future years.

Menangle Park Town Centre

- **First full-line Supermarket (2023/24):** The primary sector population is estimated to reach around 6,000 persons by this time, which would indicate support for a full-line supermarket and assuming it attracted business from secondary east sector residents.
- **Discount supermarket (2027/28):** across the major metropolitan areas, one Aldi store is typically provided for every 50,000 persons but with Aldi typically looking at one store for every 20,000 persons in outer suburban areas (strong affinity with Aldi brand). The nearest Aldi stores are currently located at Ambervale, Narellan and Mount Annan.

Aldi supermarkets tend to draw more thinly from a broader catchment than traditional full-line supermarket offers but can serve concentrated catchments of around 20,000 persons. Based on projected population levels and demand, there is likely potential for an Aldi supermarket within the main trade area by 2027/28, when the population surpasses 20,000 persons in the primary and secondary east sectors combined.

- **Second Full-line Supermarket (2030/31):** a second full-line supermarket at the site is likely to be supportable from around 2030/31, assuming the brand would compete with the incumbent offer (i.e. one Woolworths and one Coles).

Woolworths and Coles typically target sales for new stores of around \$35 million or a net gain of at least \$25 million (i.e. taking into account impacts on existing stores). A large portion of prospective sales for the second full-line supermarket would result from impacts on the incumbent offer. Generally, as supermarket sales approach \$15,000 per sq.m (in 2020 dollar terms) and are growing strongly, a second full-line supermarket would likely be supportable.

- iii. A smaller supermarket would be supportable in the Neighbourhood centre around 2027/28, when more than 10,000 persons are resident in the primary sector.

5.4. Mini-major Potential

- i. Mini-major tenants are retail tenants with a floorspace greater than 400 sq.m. The provision of mini-major tenants provided at shopping centres in Australia has increased over the past decade, reflecting new tenants in the category, changing consumer preferences and shopping centre owners looking to provide these types of tenants to increase customer flows.
- ii. National mini-major tenants that are typically included in supermarket-based or sub-regional shopping centre developments include:
 - **A large format fresh produce trader**, which would complement the supermarket offer and help create a fresh food precinct.
 - **A large format liquor store**; which typically require around 50,000 persons as a catchment size.
 - **A large format pharmacy**, which are generally high trading tenants, which complement the convenience offer at the centre.
 - **A discount variety trader**, such as The Reject Shop or Daiso.
- iii. Other mini-major tenants such as apparel and homewares retailers are unlikely to be supportable at the site given the lack of non-food major floorspace (i.e., department store/discount department stores) at the site.
- iv. Based on *Urbis Retail Averages 2018/19*, the average provision of mini-major floorspace includes:

• Single-supermarket Shopping Centre:	576 sq.m
• Multi-supermarket Shopping Centre:	1,058 sq.m
• Single DDS Sub-regional Shopping Centre:	1,647 sq.m
- v. As a result, and based on a review of comparable developments, a mini-major tenant may be supported in initial stages of the Menangle Park development, with up to four tenants ultimately recommended. Depending on the tenants secured, these tenants would ultimately account for 2,000-3,000 sq.m.
- vi. Customer trends across Australia continue to preference retail specialty shops that specialise in a product class, with many mini-major brands strengthening their position within the retail hierarchy. Several mini-major tenants should be pursued at the site to add to major/mini-major tenant attraction to support customer flows for retail specialty floorspace.

5.5. Retail Specialty Floorspace Potential

- i. The provision of specialty floorspace that is supportable at any retail centre is typically determined by the amount and sales of major and mini-major tenant floorspace. These major and mini-major tenants act as the key customer generators to a centre, with specialty floorspace drawing business from the customer flows.
- ii. Several of the comparable development outlined previously in Section 4 of this report provide good examples of modern, supermarket-based shopping centres that could offer guidance as to the possible tenant mix and design for the subject site.
- iii. Based on the *Urbis Retail Averages 2018/19*, the average provision of retail specialty floorspace at key centres include:
 - **Single-supermarket Shopping Centre:** 2,133 sq.m
 - **Multi-supermarket Shopping Centre:** 4,749 sq.m
 - **Single DDS Sub-regional Shopping Centre:** 6,362 sq.m
- iv. With strong anchor tenant sales at the Menangle Park Town Centre over time, together with a design of format which would be attractive to a broader audience, a provision of supportable specialty space would likely include:
 - **Single-supermarket Shopping Centre (2023/24):** 1,000 – 2,000 sq.m
 - **Multi-supermarket Shopping Centre (2030/31):** 3,500 – 4,500 sq.m
- v. The overall retail specialty offer should reflect the convenience-based nature of the prospective Menangle Park Town Centre, with a key focus being food retail, food catering and retail services.
- vi. Other non-food categories, especially apparel, will be difficult to attract without a non-food anchor (discount department store) at the site.
- vii. In addition, a food and dining precinct would be supportable, situated around a regional park/play area. Recent examples of dining precincts around parks include:
 - Rouse Hill Town Centre.
 - Newmarket Stables, Randwick.
 - Darling Harbour.
 - Eastern Creek Quarter, Western Sydney.

5.6. Non-retail Floorspace Potential

- i. This section of the report reviews the potential for complementary non-retail facilities that could be provided at the subject site. A variety of non-retail uses could potentially be considered and would typically be classified into three categories:
 - Tenants that occupy a shopfront and are typically provided at shopping centres, including travel agents, real estate agents, post office, banks, lottery kiosks, Medicare/Centrelink, insurance services and the like. These types of tenants are generally located within the centre and are interspersed between retail shopfronts.
 - Destinal non-retail tenants, such as gyms, childcare, medical, entertainment and the like.
 - Commercial office floorspace.
- ii. Non-retail specialty tenants add to the destinal appeal of the centre and reinforce the location for the local and surrounding population, with possible tenants for the Menangle Park site including:

• Banks	• Real Estate Agent
• Travel Agents	• Post Office
• Lottery Kiosks	• Health Insurance
• TAB	• Professional Service Suites
- iii. Across comparable benchmarks, the provision of floorspace across these categories varies from 463 sq.m (single supermarket shopping centre) to 1,240 sq.m (single DDS sub-regional shopping centre)
- iv. For the Menangle Park Town Centre, a provision of between 1,500 sq.m – 2,000 sq.m is considered supportable and appropriate given the strategic location of the site is likely to be attractive to a range of financial/health institutions. Typically, in outer suburban growth areas, one of the centres attracts the largest range of non-retail facilities. In this case, Menangle Park would be the most appropriate centre for such uses given:
 - The access from Spring Farm Parkway.
 - The close location of future employment lands to the north.
 - The proximity of the train station to serve the region.
 - The centre would be the largest in the growth area for a long period of time.

- v. The provision of destinational non-retail floorspace within town centre style precincts is typically determined by the level of retail floorspace provided, as well as the ability to serve customer segments in a destinational location. Uses that can cluster in one location reinforce the destinational appeal for the betterment of the town centre.
- vi. Based on a sample of similar centre/town centre type precincts, key points to note regarding the provision of other destinational non-retail uses within these precincts include:
 - **Community Facilities:** the majority of localities include community facilities, such as a library, community hall, recreation centre and the like.
 - **Childcare:** at least one childcare centre is typically provided.
 - **Medical Facilities:** providing one central location for a range of medical and ancillary uses is common, benefiting from the everyday customer visits to the shopping centre.
 - **Gyms:** typically, a gym is provided, often a 24-hour operator.
 - **Commercial/Office:** very few include a provision of commercial floorspace in the early stages, unless near to key employment precincts and/or good public transport connectivity.
 - **Tavern:** a tavern that appeals to a family-based population can sometimes be supported.
 - **Education:** the majority of town centres include nearby education facilities. This increases visitation to the site, with parents collecting their children each day. In addition, this could potentially have cross benefits with other uses at the site such as childcare.

5.6.1. Medical Centre

- i. 'Medical centre' is a term used for a collection of medical services provided at the same site, typically including General Practitioners (GPs) and other services such as a dentist, pharmacist, pathology, and the like.
- ii. Typically, successful medical centres are situated within high profile locations, either along main roads or within proximity to a retail/commercial centre or transport node. Thereby facilities receive maximum exposure to passing traffic, but more importantly, are easily recognisable and accessible for the surrounding population.
- iii. Map 5.1 illustrates the location of medical facilities throughout the surrounding region. The largest medical centres are currently within the Campbelltown city centre and surrounds.
- iv. Table 5.2 provides a snapshot of the benchmark number of Australian Institute of Health and Welfare (AIHW) workers across the State and nationally per 10,000 persons, as well as the indicative demand

for these professionals that is likely to be generated by the projected total trade area population across the forecast period.

- v. The listed professions represent those that typically form part of medical centres/precincts. Medical facilities at the Menangle Park Town Centre would predominantly serve the main trade area population, and consequently, the indicative demand for health professionals generated by this population is also illustrated at the prospective stages, as follows:
- **Stage One (2023/24):** sufficient demand to support a dentist, around two to four GP's, an occupational therapist, pharmacist, physiotherapist and psychologist.
 - **Stage Two (2030/31):** demand for a doubling of the above health services, in addition to an optometrist and podiatrist likely becoming supportable.
- vi. In this sense, a medical centre and allied health services of at least 500 sq.m would likely be supportable from 2023/24, and as population increases, additional floorspace could be considered, up to some 1,500 sq.m.

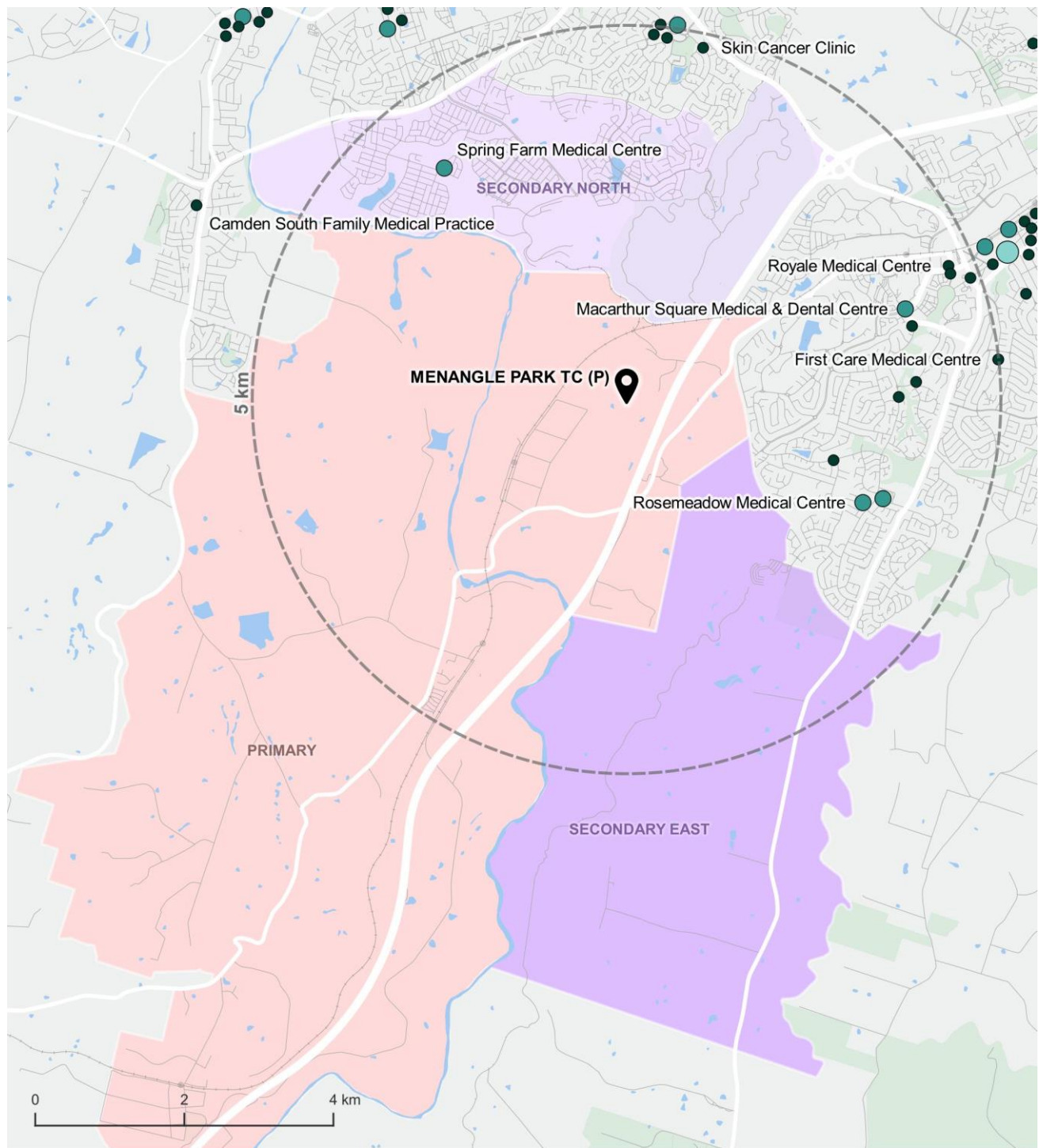
TABLE 5.2. INDICATIVE DEMAND FOR HEALTH PROFESSIONALS

	Prof. per 10k Persons		Main Trade Area Demand (NSW Benchmark)					Diff.
	NSW	AUS	2021	2026	2031	2036	2041	
Chiropractors	2.0	1.9	4	6	8	11	12	7
Dental Practitioners	7.9	8.2	15	24	33	45	54	30
GP's	11.9	12.3	23	36	50	67	81	45
Nurses and Midwives	116.4	133.6	221	355	486	657	876	436
Occupational Therapists	6.6	7.4	13	20	28	37	49	25
Optometrists	2.1	2.0	4	6	9	12	13	8
Pharmacists	9.5	10.1	18	29	40	54	66	36
Physiotherapists	10.2	10.9	19	31	43	58	71	38
Podiatrists	1.7	1.9	3	5	7	10	12	6
Psychologists	11.1	10.8	21	34	46	63	71	42

Source: AIHW

*2018 Headcount of Practitioners

MAP 5.1. MEDICAL CENTRES



- 1 - 4 doctors
- 5 - 9 doctors
- 10+ doctors



5.6.2. Childcare Centre

- i. Map 5.2 illustrates the location of childcare centres within the surrounding region. There are currently just two childcare centres provided within primary sector. Both are small facilities with less than 60 places each.
- ii. There are a range of early childhood education and care services available to Australian children, including childcare centres (long day care), family day care, outside school hours care and occasional care. Childcare centres are the largest component of the childhood education & care services market, making up 58%.
- iii. Childcare centres provide care for children under school age (up to 6 years of age) within facilities built (or adapted) for early childhood education and care services. Childcare centres can offer all-day or part-time care and can be operated by private operators, community and non-profit organisations.
- iv. The primary sector would be the core catchment for childcare facilities Menangle Park Town Centre. Assuming 7.0% of the population is to be aged 0 – 5 years (in-line with Sydney benchmark), there is projected to be some 1,413 children across the main trade area by 2041.
- v. These children (aged 0 – 5 years) would indicatively demand around 424 full time equivalent childcare places by this time, or around 4 facilities of an average 110 places (assuming 80% occupancy). Several of these should be located within the Menangle Park development, and specifically in the Town Centre and also the Neighbourhood centre, near the primary school.
- vi. Co-locating childcare facilities with retail and other non-retail facilities at the site would increase the destination appeal of the precinct and generate a higher level of traffic around the site (e.g. parents visiting when dropping off/picking up their children).
- vii. Childcare centres are large floorspace users, requiring a minimum of 3.25 sq.m of unencumbered indoor space and 7 sq.m of unencumbered outdoor space per child. While facilities can vary in size, they are often in-excess of 1,000 sq.m (not including play areas and car parking).

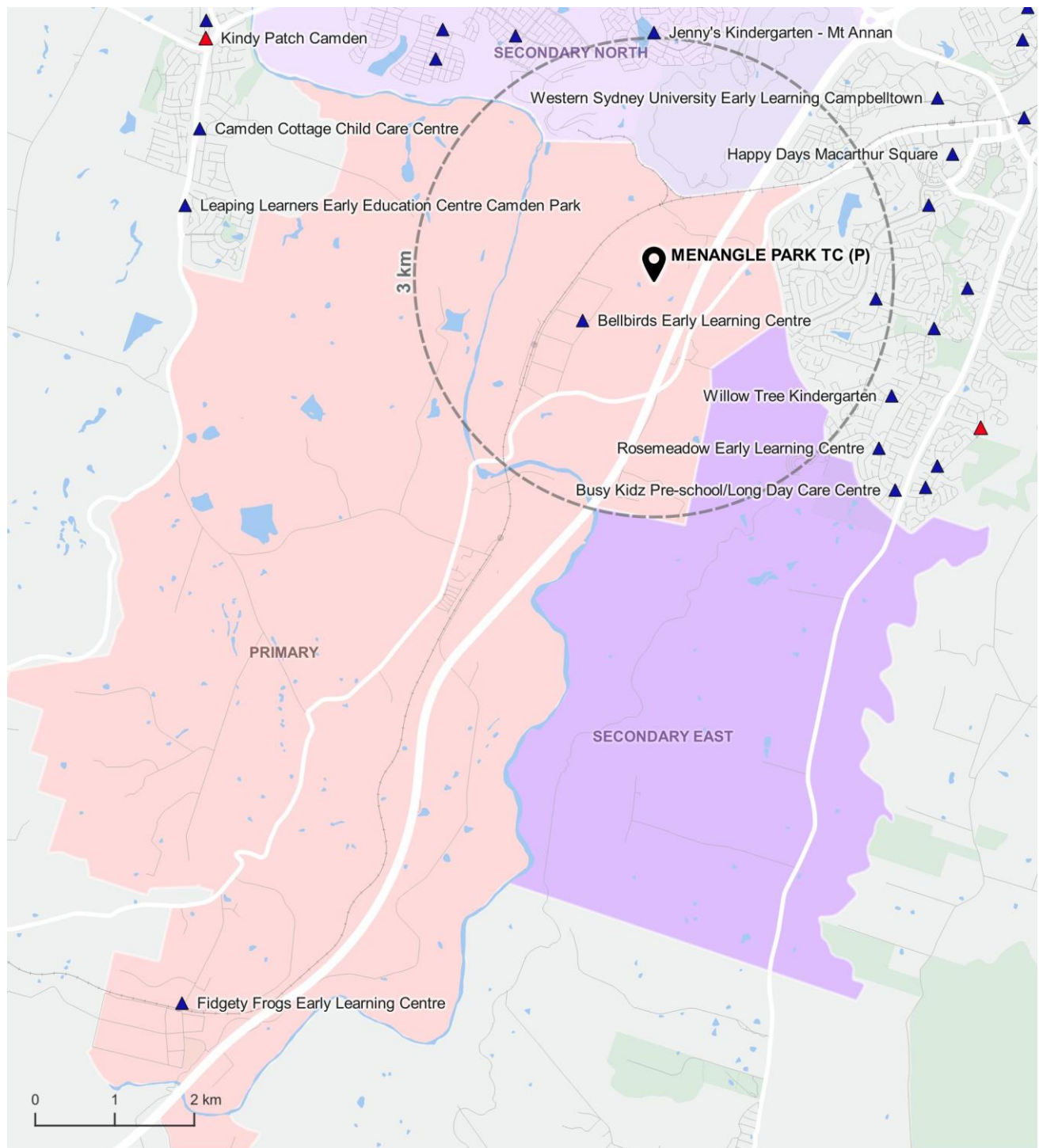
TABLE 5.3. PRIMARY SECTOR CHILDCARE DEMAND

	2020	Projected Over/Under Supply			2036	2041
	2021	2026	2031			
Population						
Catchment Area Population	2,790	2,830	6,930	12,030	17,830	20,180
Catchment Area Proportion of 0 - 5 Years	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
Catchment Area Children Aged 0 - 5 Years	195	198	485	842	1,248	1,413
Demand for Childcare Places						
Children Aged 0 - 5 Years in Childcare*	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Average Days Per Week*	3	3	3	3	3	3
FTE Demand (Children Aged 0 - 5 Years)	59	59	146	253	374	424
Supply of Child Care Places (All)						
Existing	109	109	109	109	109	109
Proposed (U/C & Approved Only)	0	0	0	0	0	0
Total Supply	109	109	109	109	109	109
Occupancy Ratio @ 80%	<u>80.0%</u>	<u>80.0%</u>	<u>80.0%</u>	<u>80.0%</u>	<u>80.0%</u>	<u>80.0%</u>
Adjusted Supply at 80%	87	87	87	87	87	87
Indicative Over/Under Supply	29	28	-58	-165	-287	-337
Occupancy Ratio @ 70%	<u>70.0%</u>	<u>70.0%</u>	<u>70.0%</u>	<u>70.0%</u>	<u>70.0%</u>	<u>70.0%</u>
Adjusted Supply at 70%	76	76	76	76	76	76
Indicative Over/Under Supply	18	17	-69	-176	-298	-347

*Source: ABS: Childhood Education & Care, 2017

*Source: Department of Education and Training, Early Childhood and Childcare in Summary

MAP 5.2. EXISTING CHILDCARE CENTRES



- ▲ G8 Education
- ▲ Other Childcare



5.6.3. Gym

- i. There are many different sizes and forms of gyms provided throughout Australia as follows:
 - The well-known brands and health clubs such as Fitness First and Virgin Active typically operate large sized gyms of around 1,000 sq.m and serve a catchment of approximately 50,000 – 70,000 persons.
 - Local gyms which are typically around 200 sq.m in size serve a catchment of around 10,000 persons.
- ii. Memberships generally account for around half of a gym's total revenue stream. Based on a 2015 survey conducted by Fitness Australia, 60% of gyms had less than 1,000 members, while the largest gyms (with over 5,000 memberships) made up just 6%.
- iii. Map 5.3 illustrates the existing provision of gyms throughout the region, indicating one facility within the main trade area currently.
- iv. Across the Sydney metropolitan area, there is an average of one major gym brand per 7,547 persons and for every 9.261 persons state-wide (refer Table 5.4).
- v. Based on this benchmark, the main trade area population would be sufficient to support three major gym brands by Stage One (2023/24) and up to five gyms by Stage Two (2030/31).
- vi. Health and wellness uses are emerging as a popular and important component of mixed-use precincts. The range of health and wellness-type uses incorporated in such developments is extensive and can generally be categorised as follows:
 - **Health:** including day surgeries, as well as other medical and allied health services.
 - **Wellness:** while these uses vary significantly, key uses within the category include gyms, day spas, clubs, massage, nail bars, yoga, Pilates, personal training, mothers' groups, and the like.
- vii. These types of uses have proven particularly popular in other modern town centres and often appeal strongly to the local demographic. Approximately half of all supermarket-based shopping centres include gyms or fitness centres, with an average GLA of 532 sq.m for those with such facilities.

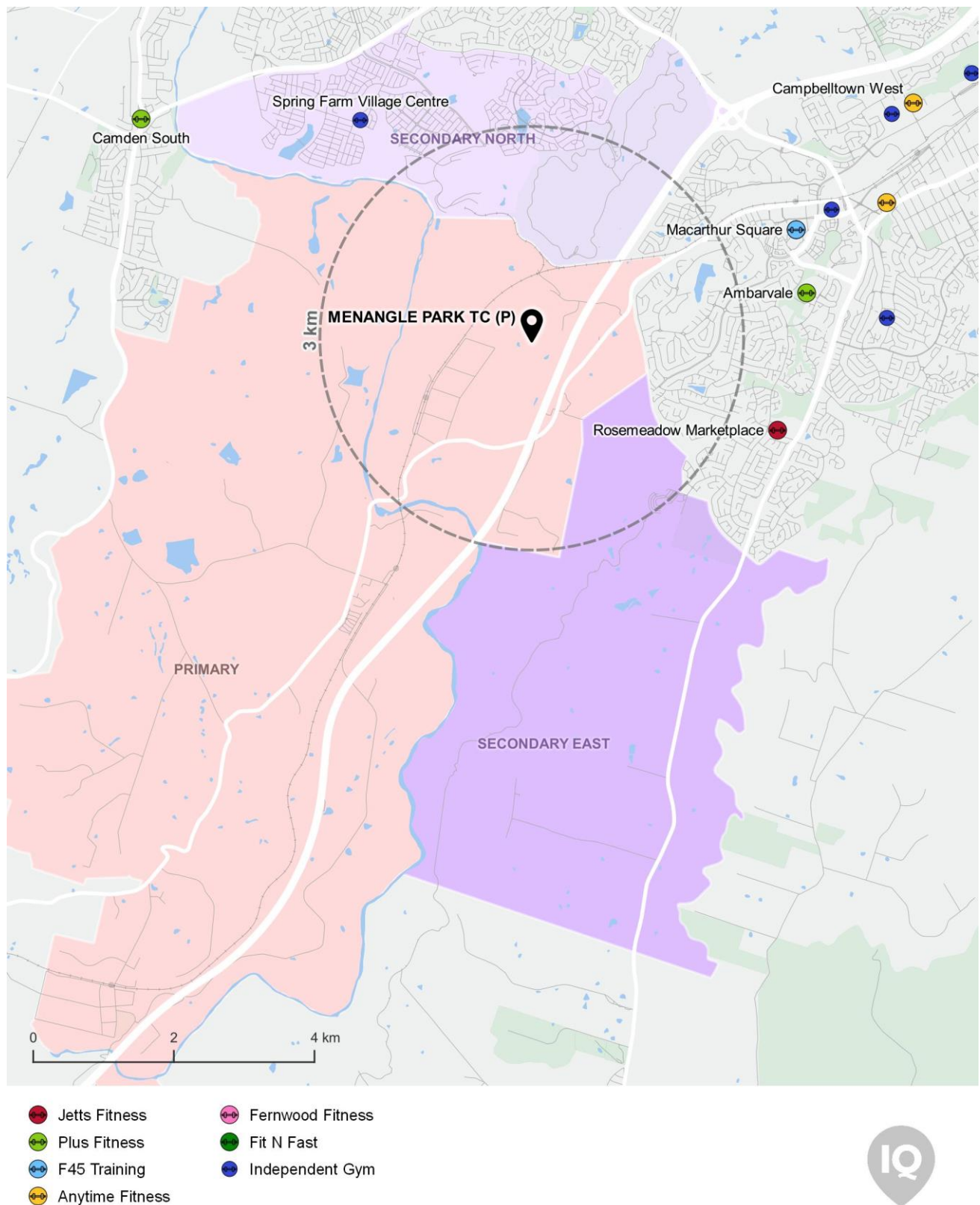
TABLE 5.4. GYM PROVISION BENCHMARKS

Gym National Brand	Average GLA (sq.m)	Greater Sydney		NSW	
		No. of Gyms	Persons Per Gym	No. of Gyms	Persons Per Gym
Anytime Fitness	500	127	41,184	199	39,648
F45 Training	200	95	55,056	108	73,056
Fernwood Fitness	1,100	15	348,689	18	438,333
Fitness First	2,200	40	130,758	40	197,250
Goodlife Health Clubs	1,900	4	1,307,583	4	1,972,500
Jetts Fitness	300	18	290,574	28	281,786
Plus Fitness	500	84	62,266	93	84,839
Snap Fitness	400	21	249,063	31	254,516
Virgin Active	1,500	6	871,722	6	1,315,000
Independent Gym/Other	n.a.	283	18,482	325	24,277
Total	n.a.	693	7,547	852	9,261

Source: Location IQ Database



MAP 5.3. GYMS



5.6.4. Tavern

- i. Taverns are often located adjacent or nearby large retail hubs and vary in size from around 300 sq.m to larger taverns of around 2,000 sq.m.
- ii. Taverns typically require a population of around 6,000 – 7,000 persons to be supportable, which would indicate potential for such an offer as part of either stage at the Menangle Park Town Centre.
- iii. Popular restaurants and bars tend to attract customers from a broad region, particularly residents aged under 35 years. Attracting a portion of this wider population is highly reliant on securing popular/high profile restaurants and bars, as well as the creation of an active and engaging precinct. Providing a quality local bar operator at the site would also help to elevate the cultural association with the centre, as well as providing after-hours activation.
- iv. Similar uses currently being developed around Australia include on-site microbreweries, which also provide a unique offer with destination appeal. A family-oriented tavern would be ideal, however, given this would appeal to the local resident demographic.
- v. Taverns typically average around 500 – 750 sq.m in size and would be subject to a liquor licensing application. A significant provision of car parking is also required.

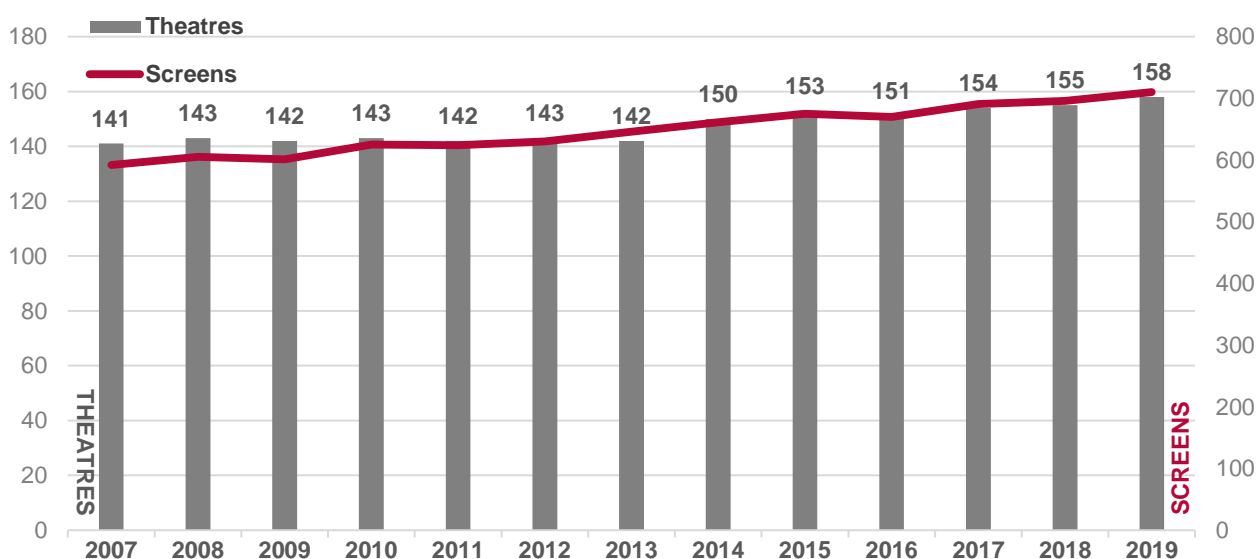
5.6.5. Cinema

- i. There are currently no cinema complexes provided across the total trade area, with the nearest offers being at Macarthur Square and Dumaresq Street in the Campbelltown City Centre, as well as at Narellan.
- ii. Across New South Wales/ACT there are approximately 696 cinema screens across 155 theatres, equating to a provision of 8.3 screens per 100,000 persons. Assuming the benchmark level, the total trade area population could indicatively support just six screens over the forecast period to 2041, however, this does not consider the provision of large cinema complexes beyond the total trade area.
- iii. Given the significant provision of cinemas surrounding the total trade area and their regional attraction, it is unlikely that a cinema complex would be supportable at the Menangle Park Town Centre.
- iv. The best cinema complexes are those that have strong integration with food catering and other entertainment facilities, with recent examples including Broadway Shopping Centre, Westfield Carousel, Westfield Whitford City, Pacific Werribee, Highpoint Shopping Centre, Westfield Kotara, Charlestown Square and Westfield Miranda.

TABLE 5.5. CINEMA PROVISION BENCHMARKS

Metric	New South Wales/ACT	Australia
Cinema Provision		
Cinema Theatres	158	524
Screens	710	2,310
Average Screens per Theatre	4.5	4.4
Theatre Capacity (seats)	131,341	438,672
Average Capacity per Screen	185	190
Screens per 100,000 Persons	8.3	9.1

Cinema Timeline New South Wales/ACT



Top 5 Cinema Operators New South Wales/A	Theatres	Total Screens
1. Event Cinemas	24	204
2. Hoyts	18	158
3. Palace	6	44
4. Reading	6	43
5. Dendy	3	28
Independents	100	224

Source: Screens Australia 2019

Greater Union and Birch Carroll & Coyle were reported under Event Cinemas

5.6.6. Entertainment

- i. A review of comparable developments shows that cinema complexes are often co-located with a significant food catering offer, with at least one larger restaurant also operating. Other entertainment tenants such as laser tag and games arcades are also common within these precincts.
- ii. Entertainment facilities are generally spread throughout the region and surrounds and are generally categorised as follows:
 - **Traditional Shopping Centre Entertainment:** uses such as ten pin bowling, laser tag, games arcades and more tend to collocate with cinema complexes, restaurants and the like within shopping centre entertainment precincts. The nearest examples for the subject site would again be within the Campbelltown City Centre.
 - **Large Format Entertainment:** across Australia, entertainment-type operators are increasingly common within large format or light-industrial precincts given these types of tenants generally operate from larger floor plates, pay low rents and require good parking and access. Examples of these type of entertainment include ice skating rinks, rock climbing gyms, trampoline parks, mini golf and the like. Within the total trade area these uses tend to be situated within light-industrial precincts and shopping centres. Uses such as paintball and go-karting tracks are generally located in outer-suburbs.
- iii. Key entertainment uses that could be considered include:
 - **Large Format Arcade:** such as Archie Brothers Cirque Electric (Alexandria, Toombul and Melbourne), which includes bowling, laser tag, bumper cars and food catering services, in addition to arcade games. Other alternatives include Kingpin.
 - **Children's Soft Play:** major brands in Australia include Chipmunks Playland & Café and Lollipops Playland, neither of which are located within the total trade area. The closest location is Chipmunks at Bibra Lake (primary sector) and Tropical Twist (tertiary sector).
 - **Edutainment:** Legoland has a discovery centre store in Chadstone, while Kidzania is an interactive city made for children that is growing in popularity around the world. Along the same line, Dreamcity recently opened at South Wharf DFO in Melbourne.
 - **Indoor Sky Diving:** iFLY
 - **Mini Golf:** Holey Moley (Perth CBD, Westfield Carousel).
 - **Escape Room:** generally independent operators.

- **E-Sports Lounge:** Escape Portal (Cannington).
 - **Flight Simulation:** at Willetton and Jandakot.
 - **Virtual Reality Simulations:** VR Arrival (Victoria Park)
 - **Indoor Ice Skating or Roller-Skating Rink:** Rollaways O'Connor
- iv. These types of facilities are generally targeted towards young families, young adults and tourists. They are most popular on weekends and generally have significant size requirements of up to 1,500 sq.m.
 - v. Providing a point of difference to the other shopping centres, these types of facilities would also expand the hours of operation of the Menangle Park Town Centre. However, it would be crucial that a cinema operator was secured for the centre in order to support a significant provision of entertainment uses.
 - vi. Without a cinema complex or major commercial and transport hub, the opportunity for a significant entertainment offer would be limited. A play centre and/or games arcade may be appropriate.
 - vii. A possible alternative would be for community and recreation facilities, which are commonly provided on the periphery of town centre precincts and help residents to identify strongly with a locality and bring regular visitation to the area. Often, these types of facilities are funded by Council and include uses such as libraries, aquatic and/or leisure centres, community centres and other recreation facilities such as a large-scale children's playground.

5.6.7. Commercial

- i. Within the region, there are two distinct leasing office markets:
 - Larger commercial and light-industrial lots.
 - Smaller tenants (typically less than 1,000 sq.m), which operate as part of mixed-use buildings or precincts. These tenants tend to locate along major arterial routes, or within town centre precincts like Campbelltown.
- ii. The requirements of tenants to co-locate with other similar tenants and in precincts with a high level of amenity and public transport also means that established office precincts are growing in strength as compared with standalone suburban locations. The key attributes of these sites include:
 - Good accessibility by train (two stations within walking distance) and car.
 - Ability to offer flexible floorspace.
 - Affordable rents.

- Availability of onsite car parking.
 - Access to a skilled workforce.
- iii. Although the Menangle Park Town Centre site would also have many of these attributes, is not the optimal location in terms of the opportunity for multiple users to be located in one area or characterised by excellent transport links.
- iv. In addition, there are several commercial offices and business parks nearby, within the Campbelltown City Centre.
- v. In our view, there is moderate potential for any significant commercial office component at the subject site. A smaller provision of commercial floorspace could potentially be developed (up to 3,000 sq.m over time for uses such as lawyers, accountants, and other professional services), however, such tenants would be unlikely to enhance the attractiveness or destination appeal of the site and would not typically pay high rents.
- vi. Large commercial tenants may prove more difficult to secure and would involve a higher degree of risk, likely requiring a pre-commitment. To this end, casual leasing tenants such as WeWork would be an attractive prospect for the site and should be targeted, although unlikely.
- vii. As such, large scale commercial facilities are not likely to be supported at the site unless the following were to occur:
- Council offices were relocated to the site.
 - State Government offices were interested in office floorspace at the site.
 - A one-off major tenant is secured, like what occurred at Williams Landing in Melbourne (Cedar Woods) where Target secured a site for a relocated head office from Geelong.
- viii. It is unlikely that any significant provision of commercial floorspace would be supportable prior by Stage Two (2030/31), with up to 3,000 sq.m assumed and likely made up primarily smaller commercial suites.

6 ULTIMATE POTENTIAL

This section of the report provides an assessment of the ultimate potential for the Menangle Park Town Centre site, including recommended composition, size, timing, and location for prospective uses.

6.1. Summary

- i. Taking all of the findings of this report into account, Table 6.1 presents a summary of our key recommendations in relation to proposed timing and composition of facilities at the Menangle Park Town Centre site. The recommendations are GLA as compared with GFA.

Stage One – 2023/24

- A **total centre of some 10,000 sq.m GLA** should be supportable as part of Stage One, anchored by a full-line supermarket.
- This would indicatively include a **retail component of around 7,000 sq.m GLA**, comprising a supermarket (3,800 sq.m), mini-major (800 sq.m) and specialty space of some 2,650 sq.m (including dining precinct).
- Around **2,000 - 3,500 sq.m of non-retail floorspace** in total would be supportable regardless of the retail offer – but again dependent on tenant/operator demand.

Stage Two – 2030/31

- A **total centre of some 26,000 sq.m GLA** should be supportable on final development of a Town Centre, anchored by a second full-line supermarket and possibly Aldi.
 - This would indicatively include an expanded **retail component of around 16,000 sq.m GLA**, comprising two or more supermarkets (up to 9,300 sq.m), up to three mini-majors (2,500 sq.m) and specialty space of around 4,800 sq.m.
 - Around **7,000 - 9,000 sq.m of non-retail floorspace** would be supportable regardless of the retail offer – ultimately dependent on tenant/operator demand.
- ii. The total development of up to 26,000 sq.m GLA would be more than the planned provision of GLA in the Town Centre at around 24,000 sq.m. This also does not allow for any non-food major tenant which

may be supportable over time, which would increase the level of supportable GLA to over 30,000 sq.m.

- iii. Typically, for supermarket-based neighbourhood shopping centres, this involves major tenants acting as the key customer generators and the specialty stores benefiting from the customer flows generated by these majors. The design of retail centres is often such that customers must bypass the specialty stores before accessing the major tenants.
- iv. Placemaking will also be important to provide a point of different and attraction for the various customers segments the site would serve. A contemporary, high-level of quality in terms of the built design and fit out will ensure the local population has a strong affinity with the site and the retail component can function optimally.
- v. Landscaping and placemaking will provide a point of different and attraction for the customer segments the site would serve. A contemporary, high-level of quality in terms of the built design and fit out will ensure the local population has a strong affinity with the site and the retail component can function optimally.
- vi. In retail, the concept of a 'third place' refers to destinations such as cafes, bars and restaurants where customer spend time between home (first place) and work (second place). Third places provide residents and visitors with a variety of informal settings where people can meet or be comfortably alone while still engaging socially with the community. Securing and developing a quality offer is crucial to establishing the development as a viable 'third place' for local residents and possibly visitors.
- vii. Critical success factors for both retail and non-retail floorspace within Menangle Park Town Centre precinct include:
 - **Population Growth:** around 50,000 additional residents assumed to locate within the key main trade area by 2041. This additional population would demand additional retail and non-retail facilities. Any changes to the projected number of dwellings in the main trade area will impact on the supportable provision of retail space.
 - **Staging and Design:** the design of the centre is critical, including the consideration of customer flows and staging of development. Accessibility, signage, car parking and expansion potential will be critical to the success of the development in the early years.
 - **Convenience:** retail precincts should be designed with convenience in mind, particularly in early stages when a single supermarket is generally developed. As the centre expands, convenience should be retained in order to generate regular visitation/shopping from the catchment.
 - **Tailoring offer to customers:** the retail and non-retail offer should cater for both.

- viii. The development of town centres throughout Australia has mainly been driven from the planning perspective, seeking to provide a more holistic solution than an enclosed retail shopping centre. The development of town centres is aimed at providing a range of facilities that can complement each other and operate for extended hours whilst also accommodating a number of different uses including but not limited to residents, workers, visitors and students.
- ix. Key terms often used to describe the ultimate objective or goal of a town centre include:
- Village environment
 - Walkable
 - Public domain
 - Mixed use
 - Main street
 - Vibrant
 - Extended hours of activation
 - Well planned
 - Density
- x. Key factors typically identified by consumers in terms of shopping centre development include:
- Amenity
 - Car parking
 - Comfort of environment
 - Convenience
 - Range of facilities
 - Destination
 - One-stop shop

- xi. There is some overlap between a range of the factors identified from both a planning perspective and a consumer perspective in relation to town centres, however, it can be seen that the planning description terms are mainly focused around the built environment and the overall outcome whereas from a customer perspective, critical factors all relate back to the ease of undertaking the shopping experience.
- xii. A balancing act between the best built form outcome and consumer expectations must be at the forefront of town centre development in Australia. Ultimately, the town centres that are likely to be successful in the longer term will be those that are able to provide a balance between built form, public space, mix of uses and meeting the needs of customers in an efficient manner.
- xiii. There has been mixed performance of town centre style retail developments that have opened in Australia over the past decade with the layout and design of these town centres playing critical roles in success. In addition, other key factors that go to determine the performance of the town centres include:
- The ability to generate significant customer flows past specialty shops which are fronting onto the main streets.
 - The location and amenity of car parking as it relates to major tenants in particular.
 - Weather protection and the ability to control the climate including wind, rain and heat while still maintaining a town centre style development.
 - Activating food catering floorspace. This can take some time to realise and is heavily dependent on the tenant mix.
 - Major tenant performance is critical from day one to attract customers to shopping centres. If amenity and access are not of a high standard, and there are available more convenient alternatives, customers will be unlikely to frequent a less convenient development.
 - Town centre developments typically work best when there is significant density provided both on and immediately around the site.
 - Town centres require activation across extended hours of operation and the layout and design are critical to achieve this.
- xiv. In addition to the design and layout, other key factors to consider in relation to greenfield retail development include:
- It is important to secure two strong trading supermarkets, namely Woolworths and Coles. This serves to both reinforce the shopping centre as the main supermarket destination in the

surrounding area both now and in the future but also deter Woolworths and Coles from opening other supermarkets in the short term that may impact on sales at the subject site.

- Securing Aldi is also recommended where possible to concentrate the day to day convenience shopping.
- The initial focus should be day to day retail and convenience items as well as food catering. Providing non-retail uses (i.e. gym, childcare, medical etc.) is also important.
- A limited non-food offer.

TABLE 6.1. MENANGLE PARK TC, ULTIMATE SUPPORTABLE FLOORSPACE

Tenant/ Category	Stage One - 2023/24	Stage Two - 2030/31
	GLA (sq.m)	GLA (sq.m)
Majors		
Full-line Supermarket	3,800	3,800
Full-line Supermarket	-	3,800
Aldi	-	<u>1,700</u>
Total Majors	3,800	Up to 9,300
Mini-majors (> 400 sq.m)		
Mini-major One	700	700
Mini-major Two	-	700
Mini-major Three	-	<u>800</u>
Total Majors	400	Up to 2,500
Retail Specialties		
Food & Liquor	400	500
Food Catering	1,500	2,500
Apparel	0	200
Household Goods	0	100
Leisure	150	250
General Retail	250	600
Retail Services	<u>350</u>	<u>650</u>
Total Retail Spec.	2,650	4,800
Total Retail	Up to 7,000	Up to 16,000
Non-retail		
Non-retail Shopfronts	500	1,500-2,000
Medical/Allied Health	500	1,000
Childcare	900	900
Gym/Fitness Studio	400	1,000
Tavern	0	500 - 1,000
Entertainment	0	1,000
Commercial Suites	250 - 1,000	2,000 - 3,000
Total Non-Retail	Up to 3,500	Up to 10,000
Total Centre	Up to 10,000	Up to 26,000

6.2. Economic Benefits

- i. The development of an appropriately sized Town Centre will provide some important benefits to the local community including:
 - Employment (particularly youth employment). A total Town Centre would employ around 1,000 persons as summarised in Table 6.2. Construction employment would be in addition to this total.
 - Increased convenience and choice for the local population, particularly for essential food and grocery shopping.

TABLE 6.2. MENANGLE PARK TOWN CENTRE EMPLOYMENT

Component	Total Floorspace (sq.m)	Employment Potential		
		Employm. per 1,000 sq.m	Indic. Total Jobs	Net Increase ¹
Retail				
Supermarket	9,300	50.0	465	419
Mini-majors	2,500	22.5	56	51
Retail Specialty Shops	4,800	60.0	288	259
Total Retail	16,600		809	728
Complementary Non-retail				
Non-retail Shopfronts	2,000	40.0	80	72
Gym	1,000	25.0	25	23
Childcare	1,000	15.0	15	14
Medical Suites	1,000	15.0	15	14
Tavern	1,000	25.0	25	23
Cinema	1,000	10.0	10	9
Total Complementary Non-retail	7,000		170	153
Commercial				
Offices	2,500	50.0	125	113
Total	26,100		1,104	994

1. Indicates the estimated number of net additional ongoing jobs as a result of the proposed development

Source : Australian National Accounts: Input-Output Tables 1996-97



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