



Chatswood Golf Club Limited  
A.B.N. 54 000 990 616

Department of Planning & Environment  
320 Pitt Street  
Sydney NSW 2000

24 August 2018

Attention: Sydney Region East Team  
Email: [amanda.harvey@planning.nsw.gov.au](mailto:amanda.harvey@planning.nsw.gov.au)

Dear Sir/Madam,

**Site Compatibility Certificate SEPP Seniors – Chatswood Golf Course – 128  
Beaconsfield Road Chatswood**

We are writing in relation to the Site Compatibility Certificate (SCC) submitted to the Department of Planning and Environment 14<sup>th</sup> July 2017 for seniors' housing on part of the Chatswood Golf Club grounds. The retirement village was proposed to address the Golf Club's dire financial position, fund much needed upgrades to the golf course, construct a new Club building with better facilities for the members/community and moreover, to secure an on-going income stream for the Golf Club to ensure the financial future of this local recreation facility for the local community.

The project is best described as follows;

- Redevelopment of new Golf Club and associated Seniors development
- Upgrade of existing Golf course and preservation of existing green space
- Unique model in which there's an alignment of interest between the Golf Club and Seniors Operator. Golf Club will share in the ongoing revenue stream generated by Retirement Village to ensure the long-term viability of the Club
- Golf Club will have recreational facilities in excess of what would normally be associated with a Golf Club and the Seniors Facility will similarly have access to a range of facilities in excess of what would normally be associated with a Retirement Village. Included in the available facilities is a gymnasium, hydro-therapy pool and club function room. i.e. The club will consolidate ALL the facilities of the Retirement Village, Community and Golf.
- Golf Club members and the general community will also benefit and have access to the facilities.
- A further point of uniqueness is the establishment of a Home Care provider to promote ageing in place. The underlying objective is to keep residents within the comfort of their own homes for as long as possible.
- It's been mutually agreed for the new Golf Club to remove all poker machines. All such licences have already been sold.
- Extensive consultation with neighbouring properties and golf club members. All adjoining neighbours will have improved views as a result of the development.

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Clubhouse Address Beaconsfield Rd Chatswood N.S.W 2067  
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- Support from Golf club members, In principal support from Willoughby Council Mayor, Council, Ward Councillors, Progress Association and general community for the retention of the Golf Club and proposed development. Noting that further detailed assessment of the DA would be subject to detailed Council Planning assessment.
- ESD with zero energy costs to all residents of the retirement village with surplus energy storage being directed to the club
- Proposal for a walking track around the entire golf course for joggers and dog walkers etc
- Co-located on site Home Care Provider to provide in home services to residents facilitating ageing in place.

### **Financial model**

Notably, the financial model established with the Club **does not** involve a one-off sale of land but rather a relationship which aligns the interest of the Club with that of the Operator. We have witnessed too often the experience of a Club selling off surplus land outright to a developer only to find the initial problem deferred to a future date. The core principal adopted between Watermark (WM) and CGC was to ensure the long-term viability and sustainability of the Club operations and facilities. Central to this notion was to align the financial and operational interests of CGC and WM.

The 'partnership' relationship established with Watermark is unique for the industry, both golf and retirement living. The ultimate outcome will provide the Golf Club with a new Club House, underground parking, funds to invest in course improvements and ongoing revenue streams generated through additional facilities.

Under the proposed model the Retirement Village residents will have a 150 year lease over the certain areas of the new club to provide long term access to such facilities. In return CGC will be entitled to 25% of all the ongoing deferred management fees generated by the retirement village. This is in effect 25% of the enterprise value of the village and provides a secure annuity style long term form of income. In addition, a large portion of the monthly recurrent charges paid by residents of the retirement village will be directed to the club to ensure the facilities are maintained to the highest possible standard.

The new club and associated retirement village facilities will sit on the Club land with the underlying ownership remaining with the Club. We are happy to elaborate further on the details of this agreement and provide further documentary evidence if required.

Income generated from golfing activities over the years have struggled to keep pace with the ongoing costs of course maintenance. In much the same way that Westfield shopping precincts changed the nature of their business over the last 10 years with the advent of online retailing there was a need to develop new strategies for CGC.

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In summary, the proposed club will depart from conventional golfing derived income to include a number of new income sources. These will include a new community orientated dining area and bistro, hydrotherapy pool, gymnasium, club function room and a pro shop and golf simulator. The intended objective is to remove the dependence on income generated from green fees and golfers and broaden the offering to a greater number of stakeholders to include seniors and the general community.

### **Protection of "Green Space"**

Importantly and a unique feature of the proposed development is that it's confined to the Club House and car park area ("brown space") on the eastern elevated part of the site. The result of this is the retention of ALL the existing "green space" of the golf course.

There is no encroachment to the golf course and the proposed upgrade of the golf course improves player safety and even increases the existing setback from the playing course to the Club House.

Willoughby Council made it very clear in their response to the SCC application that there is to be no encroachment to the existing green space of the Golf Course. The proposed application respects Council's position and ensures the green space will be preserved.

We appreciate the on-going efforts of the Department in giving consideration to the submitted SCC application for the CGC.

Yours faithfully

**Alan Hall-Watson**  
President

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