

A CALL FOR EXPRESSIONS OF INTEREST

in

Parkes Garden Estate

A greenfield development site with fully approved plans
for

a Retirement and Aged Care Facility

In the vibrant

City of Parkes, NSW



Executive Summary

Newgate Realty, the Agent for the owner of this site, is proud to be able to present this very fine offering for **your Expression of Interest**. The precise terms are summarised for you in the **Terms Sheet** but here is the information that you will need to make your informed decision as to whether to put forward a bid.

Disclaimer

We do not represent that anything we say here is entirely accurate and, as always, you will need to make your own enquiries and do your own due diligence in choosing whether to express your interest in this fine offering.

Nevertheless, we, and our principals have spent many hundreds of hours on this and we believe that we are presenting you with all the available material on which to base an informed decision.

We have approached you, particularly, because you are one of the leading players in the Retirement and Aged Care Market.

The Project

The locality is **Parkes**, in the Central West of NSW.



Call for Expressions of Interest - Parkes Garden Estate

On behalf of the Promoter:

Agent: John Gates LREA 20141186 (NSW) – Mediagate Consulting ABN 82 625 613 354 Pty Ltd trading as Newgate Realty

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It has all the necessary approvals for an Aged Care and Retirement Facility.

The offering is a completely “shovel ready” project to build a **complete Retirement Village complex**, starting with Over 55 years housing (400+ homes), progressing to Serviced Apartments, and finally a meticulously planned Aged Care Facility of 180 beds, together with all the great ancillary facilities that go with making such a complex a success. There will be a central Administration and Service facility that will draw all facets of the development into its central core, with services not yet seen in the Parkes retirement scene.

The **total Area** is 22.5 hectares.

The block is a gently sloping greenfield site and is pristine.

It is situated on the outskirts of the city, within easy distance of the Central Business District.



(Concept Plan only – land is currently a greenfield site – the adjoining blocks to the east are also for sale – please enquire.)

Land Only – It Does Not Have to Be Developed in any Particular Way

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However, the land was re-zoned R1 (Residential), in 2015 for 351 Residential 600 m² blocks, and it lends itself to any use that a savvy operator would want to put it to (in other words, it could also be turned into a straight House and Land Development).

We are entirely flexible on its intended uses but will be putting time limits on how long it can remain as an offering to the Retirement Market, **before we take it to the general real estate development market.**

A Masterplan DA is in place, and the operator only has to begin the process with (or without) the plans that our Principals have already spent many years and much money on – it is ready to go!

A developer will still need to gain approvals at each stage of the development, but the Parkes Shire Council cannot now stop the development from going ahead.

An experienced operator would benefit from *“picking up the ball and running with it”*, with respect, as it is a very thoughtfully designed project, that has had the benefit of some of the best consultants that our Principal could have used.

This community focussed project has been designed in consultation with the towns’ people and the Shire Council to meet the needs of a regional community. Based on extensive consultation resulting in over 300 Expressions of Interest by public attendees, and 80 signed expressions of interest, this reflects very strong support in favour of Parkes Garden Estate development.

The project has been a work in progress for many years and is now “shovel ready” with DA in place and major works commenced (filling in of dams, removal of fences and old house, amalgamation of titles). There is no time clock on the DA.

Approved for:

- 404 houses
- 80 Apartments
- Country Club/ Community Centre
- 180 bed Aged Care Centre

We are instructed to sell the land only, but the Intellectual Property (the plans, consultant reports, maps, charts, surveys, council material and all of our other data) is included in the sale AT NO EXTRA COST!

It is yours to do with it whatever you will.

Once you give us your signed Confidentiality and Non-Disclosure Deed, you will have access to every piece of data on this block since 2005 – via our **Online Data Room**, to which you will have full access.

If you are subsequently the successful contractor we will ensure that we deliver you all hard copy material in our possession.

But, remember, as the Owner of the block, you are under no remit from any authority and can do whatever you want with the block.

It is a Freehold sale with no conditions.

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Why Parkes?

Parkes is the very essence of the Central West of NSW.

Almost one of NSW's best kept secrets – except for the "Dish", which is very topical this year..... not to mention the annual Elvis Presley festival, which brings thousands to Parkes, every January.



Figure 3 – Henry Parkes, Elder Statesman¹

But, more than these great attractions, it has a huge future just around the corner.

It is a vibrant centre that is set to BOOM!

¹ **Sir Henry Parkes**, was a colonial Australian politician and longest non-consecutive Premier of the Colony of New South Wales, the present-day state of New South Wales.

He has been referred to as the "Father of Federation" due to his early promotion for the federation of the six colonies of Australia, and as a proponent for the expansion of the Australian continental rail network – very propitious now that the Inland Rail Network is about to feature the city of Parkes as its main hub.

Parkes delivered his famous Tenterfield Oration in 1889 which led to a series of meetings that led to the federation of Australia.

He died in 1896, five years before this process was completed. He was described during his lifetime as "the most commanding figure in Australian politics".

Source: Wikipedia

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Over the next ten years:

- All stages of the **National Inland Rail Project** will be fully operational (completion due 2025) – over 2,800 new jobs/ families are expected to be situated in and around Parkes.
- The completion of the rail project will see the fruition of Parkes as a **National Transport Hub** – where freight will go via rail from Brisbane to Melbourne in under 24 hours – where freight will go from Sydney to Perth and Adelaide via rail in under 48 hours – all of it transshipping through Parkes, with its massive new multi-billion dollar logistics hub that has attracted the likes of **SCT, Linfox, Pacific National Rail, Toyota, Australia Post** and others to set up HUGE logistics facilities just on the edge of town to service the trans-Australia Freight Network. This will be one of the biggest container yards in Australia, on a par with Port Botany and the Ports of Brisbane and Melbourne.
- **Double Stack Rail** – first centre from Sydney where rail can be double stacked
- **Road Trains** – first centre west of Sydney to access road trains
- **Major Ports** – access to every major mainland port
- **80% overnight** – reaching 80% of Australia’s population in 12 hours
- **600 hectares fully zoned** – fully buffered with no urban encroachment
- **24/7 Access** – the major rail hub where everything connects
- **Crossroads** – faster freight times from the centre of Australia’s transport network
- **Lower Cost** – fully serviced industrial land, warehousing and wages at a fraction of metro prices
- **Sydney 45 minutes** – Up to 3 return flights to Sydney every day
- As we write, there are more exciting announcements in the wind, that the highly progressive **Parkes Council**, reluctantly, will not yet share with us, more big operators coming to town – watch this space, and consider what that will do for the retirement market, downstream;
- A new freight airport just to the inner west of Parkes will see air freighters taking the transhipped cargo to all parts of Australia and Asia. Truly exciting times!.. and of course,
- the ancillary service industries that those large behemoths bring will see many thousands of jobs in the region – fast food outlets, motels, servo’s, support industries, accountants, lawyers, medical facilities and all the other small to medium enterprises that go with expansion;
- Northparkes mine is ever expanding with new ores to be mined and planned expansion that will see it extend its present life for another 65 workable years, with the concomitant labour force increases, both in numbers and in technical expertise and know-how.
- The planned **Newell Highway by-pass** will see fewer big trucks and road trains passing through the CBD, thus allowing for Parkes Shire to carry out more beautification and urban development works;
- Parkes Airport will expand and provide more and more commuter and freight services each year. Currently, it services a number of major routes with planned expansion;
- The new **Parkes Hospital** is modern and up to date and capable of further expansion
- The town centre offers all the municipal and government services, as are offered in larger cities, great shopping, first rate schools, and an excellent public library, and other amenities;
- The farming community is well served by manufacturing and engineering facilities, and equipment dealerships.

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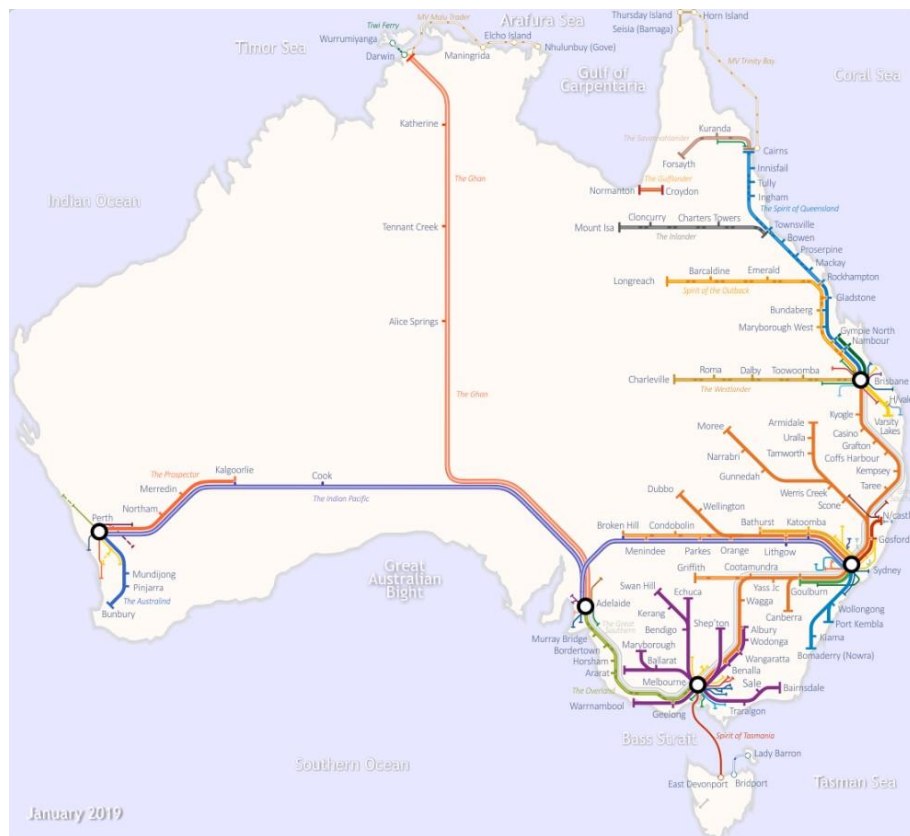
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Parkes as a Destination - The National Logistics Hub

- **The National Inland Rail Project**
- Inland Rail is a once in a generation project connecting regional Australia to domestic and international markets, transforming the way that freight is moved around the country.
- It will complete the “spine” of the National Rail network between Melbourne and Brisbane via regional Victoria, New South Wales and Queensland.

FIGURE 1 – THE CURRENT NATIONAL RAIL NETWORK



- Nothing down the inland spine but spur lines – this is about to change, for the better and Parkes will be the beneficiary!
- This new 1,700 km line is the largest freight rail infrastructure project in Australia. It will connect farms, mines, cities and ports to global markets and will support Australia’s four richest farming regions by providing supply chain benefits and substantial costs savings for producers.

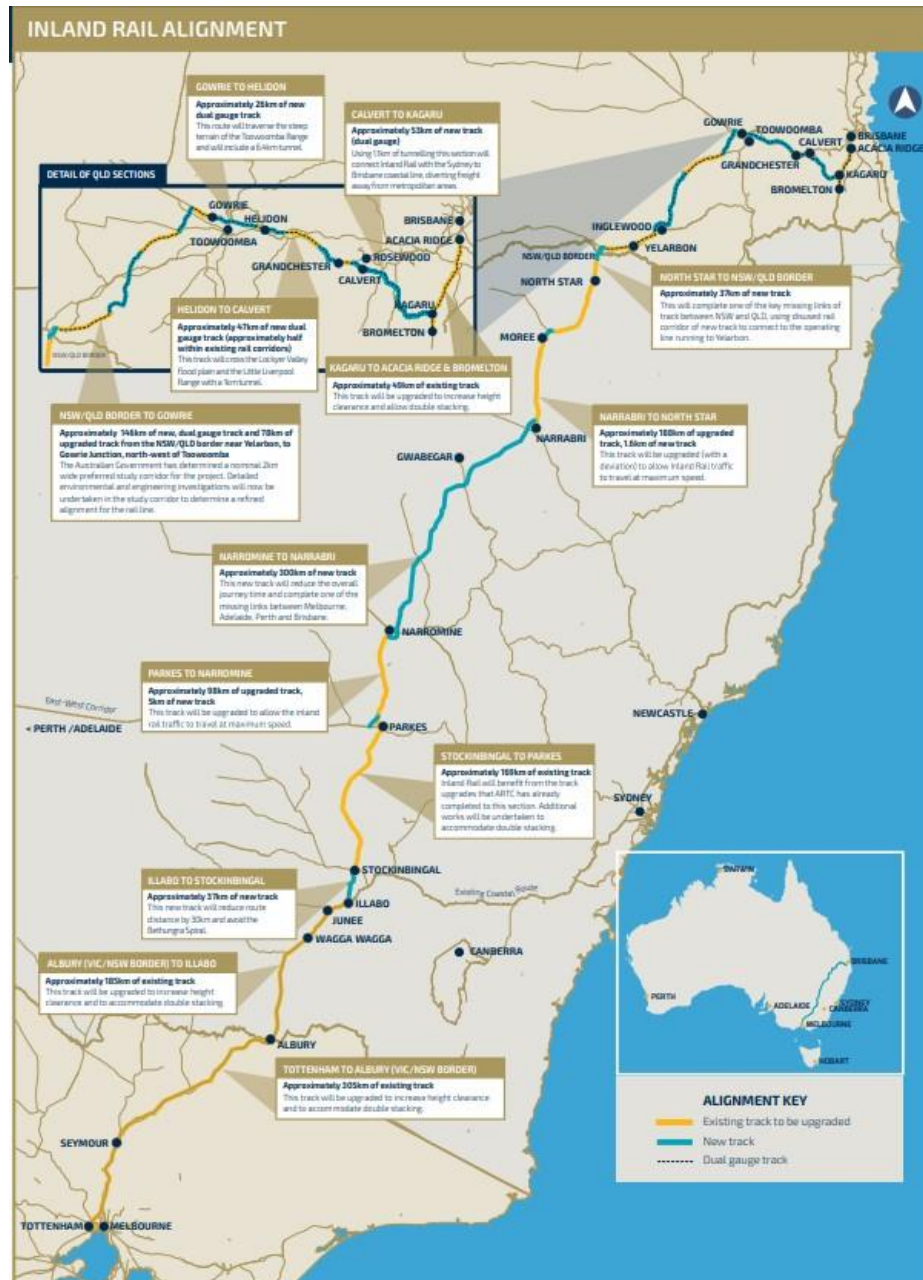
FIGURE 2 – THE INLAND RAIL LINE – THE MISSING LINK

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SOURCE: <https://inlandrail.artc.com.au/maps>

- Currently, as at August 2019, the major effort is taking place on the Parkes to Narromine sector.
- In the Parkes to Narromine sector, 98.4 km of existing track is being upgraded and 5.3 km of new track is being built. The existing rail corridor and track is being completely rebuilt to improve transit times.
- The work involves removing old rail track, sleepers and ballast, where track already exists, as well as building new railway embankments and culverts, and installing new concrete sleepers and rail.

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- In addition, work is being done on upgrading level crossings, signals and signage and installing new fencing along the rail corridor where existing fences are in poor condition. No tunnels, no overpasses, so that means uninterrupted movement all the way from start, at the Brisbane Port to finish, at the Melbourne railhead, and the same for Sydney to Perth and Sydney to Adelaide and onward to Darwin.
- When completed in 2025, Parkes will be the hub for all North-South freight rail traffic from Brisbane to Melbourne and will also service the Sydney to Perth and Sydney to Adelaide freight lines.
- Double stacked trains will be able to move from Brisbane to Parkes and be transhipped from there. Within 10 years, it is anticipated that double stacked trains will travel all the way from Brisbane to Melbourne, and over that period, the length of those trains will increase from 1,800 metres to 3,600 metres and that this will have the effect of removing most of the B-Double trucks from the Newell and other major highways, thus increasing passenger safety and easing road travel for tourism and general movement of cars on those highways.
- It is anticipated that new air freight corridors will be established as a result of this new hub and that this will be responsible for many new ancilliary industries being introduced to Parkes.
- Parkes Shire Council is anticipating an influx or up to 2,800 new jobs/ families being introduced and this, in itself will create new housing demand.
- A result of this will be the expansion of necessary services to Parkes, that will, in turn, service a growing retirement sector.

The Australian Logistics Council estimates that for every 1% increase in supply chain efficiency, there will be a \$2 billion benefit to the national economy.... Inland Rail will be a very important part of that ..

“Australia’s recently signed a number of Free Trade Agreements with countries around the world. To be able to take advantage of those free trade agreements we need to have an efficient domestically based logistic systemfor the first time we’ll have a backbone for a national rail freight network that goes North to South .. currently trains that are travelling north to south need to go through Sydney which inevitably leads to delays ..”

Michael Kilgarif, MD, Australian Logistics Council

“Now with the expansion of Asian markets where there’s massive growth, the opportunities are just immense because we can actually send our freight to whichever port we want, for the specific market at the cheapest price..”

Wayne Dunford, Economics and Farming Business, National Farmers Federation

Current Projects

100 hectare Industrial Estate – Parkes Industrial Estate is strategically situated on the southern side of town just off the Newell Highway and is a perfect place for companies to extend or establish themselves

Airport Business Park – Council has recently spent over \$6 million on this facility to underpin future growth and development. Opportunities now exist for expansion of a 70 lot sub-division for an Airport

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Business Park, timed to take perfect advantage of the linking of the rail freight hub with the inland air corridor from Melbourne to Canberra, the new Toowoomba facility and the Asia-Pacific region and Sydney

Ongoing & Future Projects

2018

- Water Recycling Scheme - \$21M
- New Fire Station - \$2M
- CBD Upgrades - \$4.5m
- NBN Rollout in progress
- Syerston Mine Development - \$1 billion
- Airport Business Park - \$3m
- Outdoor Stage & Multipurpose Centre - \$2.5m

- Library Expansion - \$2.6m
- Parkes to Narromine Rail - \$300m
- Pacific National Development - \$35m

2020 – 2030

- Heated Swimming Pool
- Civic Precinct Development including convention centre and art gallery

Festivals and Major Drawcards

Parkes Elvis Festival – attracts over 20,000 people from across Australia and around the world and has become an iconic event on the national calendar.

Trundle ABBA Festival – Dancing Queens and tribute Bands unite for this fun festival every May.

Tullamore Irish Festival – a feast of Irish music, dancing and fun in Tullamore around Easter each year.

Trundle Bush Tucker Day – dishing up a day of fun with bush cooking competitions, billy boiling sprint, free bush tucker tasting and live bush bands

Sport & Recreation

With many parks and recreational facilities, from a solar heated outdoor Olympic swimming pool, racetrack and an 18 hole golf course, to Rugby ovals, tennis courts, greens, pitches and ranges, Parkes has sport well and truly covered.

Seniors can also enjoy walking and cycling on improved footpath and cycle ways, skating, picnics, barbecues, birdwatching, kayaking and fishing.

Art and Culture

Parkes boasts a vibrant program of festivals, theatre, music, drama, literacy and art with cultural facilities including the Parkes Little Theatre, the Henry Parkes Centre, Library and Cultural Centre, and of course, the iconic CSIRO Parkes Radio telescope .. “The Dish”

Shopping

A wide range of stores including all the large chains

Other Local Attractions

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- 1 hour to Western Plains Taronga Zoo
- Wineries
- Caves
- Museums
- Gold mining

Truly a growing and vibrant town

Parkes - A Boon for Retirees

A vibrant town begets a vibrant housing market and, IMPORTANTLY, a vibrant retirement market.

A regional centre that is alive, will bring retirees from the surrounding areas and from further afield, to enjoy the rich lifestyle that the city has to offer.

Not all retirees want to uplift and move too far away from the roots that they have put down, and in farming communities, those roots are the incredibly strong bonds of family and property and many of those retirees will choose to live near where they spent their lives, where their families are and their family's families, and where there is first-class health and social care.

Retiree Facilities in Parkes

Parkes has everything to offer that a vibrant community has – golf, tennis, bowls, community centres, great medical facilities, community centres, a wonderful public library, a very laid back CBD with great restaurants, cafes, hotels, shopping and everything you would expect find in many larger centres.

A day's shopping in Parkes can be a very pleasant experience, with all the comforts of larger towns and cities and the welcoming eateries and places to relax.

All religious denominations are well catered for, and all sporting appetites. Many great community and sporting clubs and plenty for retirees to get their teeth into, while enjoying the very relaxed pace of life that beautiful country towns such as Parkes can offer.

A great new hospital and all government agencies easily accessible.

All the features and benefits of a big city in a regional centre. It doesn't get much better than that! Not to mention the temperate climate and the perennial blue sky.

Why are We So Confident?

In one phrase – ***waiting times*** – almost every Retirement Village and Aged Care operator has waiting times.

Parkes Garden Estate is perfectly placed to take up this slack, offering in excess of 400 Over 55's houses, 80 Serviced Apartments and a 180 bed Aged Care facility. This will be one of the biggest facilities of its kind in NSW or anywhere else in Australia.

Some say it's ahead of its time – we say that it's right on the money!!

The block is over 22 hectares – more than enough room.

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What Are We Selling?

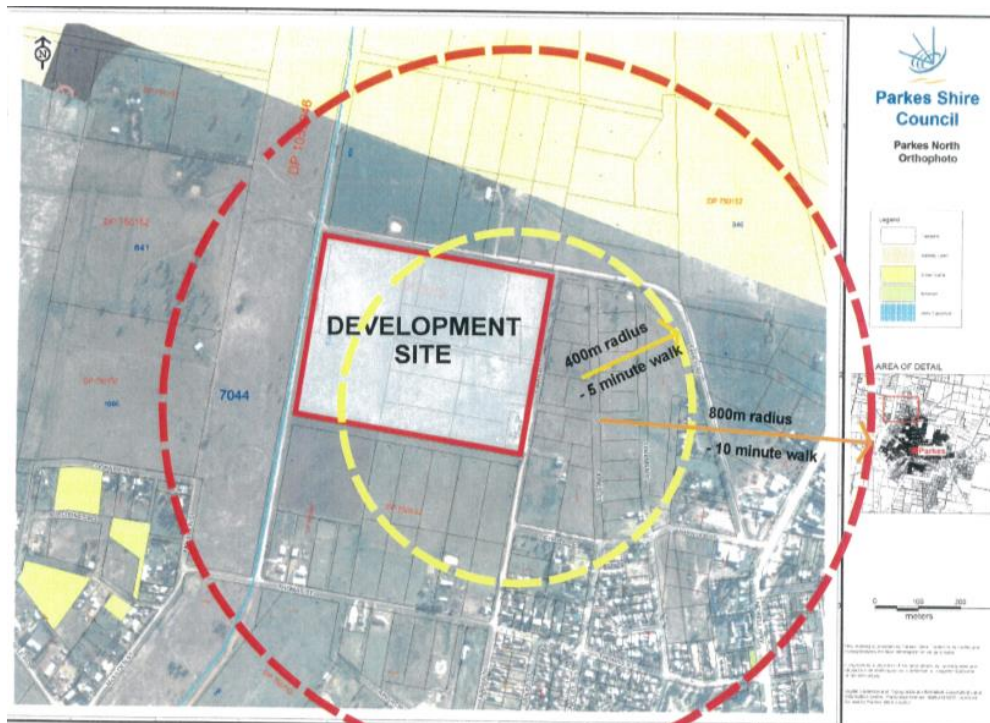
The Block – that is it!

The vendor wants to retire and has been working on this project for a very long time.

We are under instructions to **Sell the Block!**

It's right on the edge of town and will be absolutely suitable for retirement living and aged care just as much as it will be suitable for residential development.

With the expected influx of new families, the block and the adjoining block, which is also for sale, is an ideal location for new residential development. These will become very sought after blocks with views to the north and north-west of Parkes, and within minutes of the CBD



The Vendor will be happy to get a return, given the cost and time and expense that he has incurred over ten years.

More importantly, as a prominent member of the wider Parkes community whose family has been on the land for nearly 150 years in the district, he just wants to pass on this project for the betterment of the Parkes Community. Given that he and his wife will soon retire in Parkes, he has more than a passing interest in the outcome.

Much money has been spent over the past 10 years on developing the **Parkes Garden Estate** block to the stage that it is currently at and you will get the full benefit of that work.

We have approached you because you are one of the leading players in the **Retirement and Aged Care** sector.

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We have not yet taken this offering to the professional fund-raising market, as we are eagerly awaiting your feedback and that of your contemporaries.

Not to mention, ***FIRST IN FIRST SERVED!***

We anticipate an eager response from the financial market.

Please refer to our Terms Sheet, overleaf.

Thank you for your attention, and we look forward to receiving your Expression of Interest in this great locale.

Sincerely,

The Newgate Realty Team

John Gates

Principal, Newgate Realty

(0439) 715 643

jg.newgaterealty@gmail.com

Bob Newham,

(0419) 805 980

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Lillian Gates

(0405) 400 318

lg.newgaterealty@gmail.com

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Terms Sheet

EOI for Parkes Garden Estate, Parkes, NSW
Return to jg.newgaterealty@gmail.com

Item	Description	Comment
1	<i>Date of Issue of EOI</i>	
2	<i>Price</i>	By Expression of Interest – price should be stated exclusive of GST – GST will be payable on the purchase
3	<i>Notification of Progression to Next Stage</i>	14 days after receipt of EOI document
4	<i>Expiry of EOI - Due Diligence Date</i>	90 days from the date of this Expression of Interest
5.	<i>Settlement</i>	90 days from Closing of Due Diligence or selection of successful bidder, whichever is the later
6	<i>Vendor</i>	DABBAS Pty Ltd, ACN 066 071 261 of c/- Agent
7	<i>Vendor's Agent</i>	John William GATES LREA 20141186, Email: john.newgaterealty@gmail.com Mobile: (0439) 715643
8	<i>Vendors Solicitor</i>	
9	<i>Address of the Property</i>	Cnr of Painter and Farrer Streets, Parkes NSW
10	<i>Title References</i>	Lots 1 and 2 on DP1070980, Lot 7 on DP 113810, Lots 707, 710, 711, 712, 713, 714, 715, 716, 717, 718 and 936 on DP 750152, Lot 1 on DP 418212 and Lot 10 on DP 1107231
11	<i>Deposit to Accompany Expression of Interest</i>	\$1,000 on return of this EOI (non-refundable). then the balance of Ten Percent of proposed purchase price (10%) + GST, when called for, as per item 12
12	<i>Time to Lodge Deposit</i>	2 weeks after notification of a successful bid, in full, and on signing of a Contract
13	<i>Stakeholder</i>	Vendor's Solicitor
14	<i>Breakdown of Purchase Price</i>	Nil – one amount (excl GST)
15	<i>Non-conforming bids</i>	Yes – acceptable, but we do not guarantee any particular outcome.

Next Steps

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1. Fill out and return the attached **Expression of Interest** document, within 28 days, together with the completed Confidentiality and Non-Disclosure agreements.
2. Within a further 14 days, we will indicate whether you have been successful in joining our list for the next stage, and we will make available our **online Data Room**.
3. From that date, you will have a 90 day **Due Diligence period** in which to complete your enquiries – you are free to call for a Contract to Purchase at any time within that 90 days, but provision of a Contract to you does not constitute any form of binding agreement – as always, a Contract for the Sale and Purchase of the Land will only be accomplished by the exchange of signed and witnessed contracts, dated as at the date of exchange and taking into account any cooling off period, if applicable;
4. We will notify you, within 14 days after closure of the due diligence period, if you are the successful bidder;
5. Once you are notified of success, you return your signed contract to us and pay us your non-refundable 10% deposit, to be held by the Vendor's Solicitor, in trust, as stakeholder.
6. We will then attend to exchange of the contracts, via the parties' respective solicitors;
7. Email or fax will satisfy service requirements, provided that each party uses a mechanism for Read or Delivery receipts, that can verify receipt and acknowledgment.

Terms and Conditions

1. You, as bidder understand that this is a revocable offer and the vendor has reserved its rights to deal with the block, in its own discretion.
2. You agree to deal exclusively, with Newgate Realty in all respects until we have issued a Sale Contract.
3. You acknowledge that, while this block has an existing Development Approval for a Retirement and Aged Care facility it may also be sold purely for residential housing, on the general market.
4. You acknowledge that no representations, promises, guarantees, undertakings or other binding covenants, have been made by Newgate Realty or the Vendor that are not discoverable by normal due diligence processes and that you rely on your own enquiries and professional advice, and acknowledge that Newgate Realty acts as disclosed agent for the vendor.
5. You further acknowledge that the Contract for Sale and any accompanying disclosure documents will be the entire terms of the Contract and that there are no other representations, promises, arrangements, understandings, Covenants and agreements existing extraneously.
6. You acknowledge that you, through your advisers, will use you best endeavours to conduct all necessary due diligence and that neither the vendor nor its agents, will be responsible for any omissions or representations made in the ordinary course of this transaction.
7. You acknowledge that you are satisfied with the documentation provided to you to date.
8. You acknowledge that the Vendor's solicitor will issue the final Contract for Sale and, until that time any documents that may be provided to you are subject to that final issue.

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Expression of Interest – Parkes Garden Estate

Please email this to john.newgaterealty@gmail.com

You can confirm acceptance by calling John Gates on (0439) 715 643

Entity Name	
ACN/ ABN	
Address	
Postal Address	
Postcode	
Contact Name	
Contact Phone	
Contact Mobile	
Contact email	
Contact Fax	
Indicative Offer (non-binding)	We consider that we will/ may make an offer of between \$..... and \$

Please accept this as our Expression of Interest in the Parkes Garden Estate block.

We are are not making a conforming bid.

We understand that if we are making a non-conforming bid, then you are under no obligation to respond to our bid, nor to issue a contract, if we call for it.

Please find enclosed our executed:

- Confidentiality Agreement, and
- Non-Disclosure Agreement

Please make the Document Room available to us on the above email address.

We will make our election as to whether we intend to proceed to a Call for Contract by

In the event that we have not made an election by that date, we acknowledge that you are free to deal with other parties.

Signed:

Name of Delegate:

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