

HALLETT COVE SHOPPING CENTRE

HANSEN YUNCKEN
+ MAKRIS GROUP
HALLETT COVE SA



Saunders Retail, Adelaide

RETAIL CENTRE EXPANSION CROWNS SEASIDE SUBURB

Hallett Cove is a coastal suburb in the south of Adelaide. Its trade area population of about 57,000 is a well-blended community, with household incomes nearly 20% above the metropolitan Adelaide average. Con Makris, an Adelaide entrepreneur and the winner of the prestigious 2008 Ernst & Young Entrepreneur of the Year awards, saw the demographic and retailing potential of the area several years ago when he bought Hallett Cove Mall, the suburb's main retailing centre.

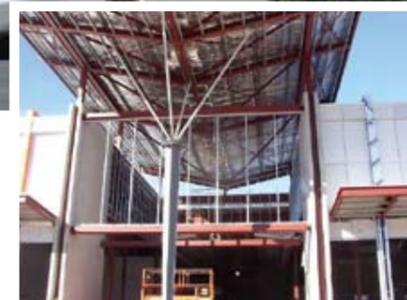
In the intervening years, he increased his landholding by judicious purchase of adjoining properties. The Mall, now the site of a \$50M major redevelopment by the Makris Group, will soon incorporate a Big W department store and a Woolworths supermarket in addition to the Foodland store already in operation. The expansion programme will also increase the number of specialty shops from 20 to 70, effectively tripling the area of the Mall to 18,600 square metres. Underground parking will be increased from 400 spaces aboveground to 310 underground and 650 aboveground.

The design of the expanded Mall is contemporary and aesthetically pleasing, intended to provide a bright, airy and fresh shopping

experience. It has been constructed while the present shopping centre remains in operation, but the Group's overall expertise in managing situations of this kind has led to little trading disruption. The project as a whole is also an excellent exercise in cooperation between the Group, the State government and Local Government, as it includes the provision of a new public connector road (Patpa Drive) that will significantly improve general local traffic flow to adjoining suburbs.

The Group chose Hansen Yuncken to be the main contractor. Established in 1918, Hansen Yuncken has completed over 4000 projects since then, and now directly employs about 600 staff. Its Adelaide office is at Level 1, 191 Fullerton Rd, Dulwich, SA 5065.

The Makris Group began development operations in the early 1980s, when Con Makris, still its sole owner, acquired his first shopping centre in Adelaide after extensive experience in food retailing. The success of the business grew rapidly. Long-term lease covenants from anchor tenants such as Woolworths and Coles gave Mr Makris confidence to expand his portfolio at a time when retail yields were higher than yields from other forms of property. By the early 2000s, a number of



smaller development projects (eg expansion of Bonnyrigg Plaza and the construction of Northgate Village) had been completed. The Group's first major project began in 2004 with the \$25,000,000 redevelopment of the City Cross shopping centre, which provided fresh retail architecture to the Adelaide scene.

The Group is now South Australia's leading privately owned property organisation, owning shopping centres in Adelaide and Sydney, two other office buildings and numerous other commercial properties in Adelaide. It has a gross value of almost \$1 billion, and plans a major expansion phase involving more than \$300 million over the next three to five years. It has undergone significant organizational development over recent times, having appointed a chief executive (John Blunt) to assist Mr Makris and brought property management in-house after previously outsourcing it. It now has a direct staff of 14, and exercises a significant multiplier effect through relationships with external service providers such as builders, architects, engineers, project managers, planning consultants, and financial and centre management service providers.

Con Makris, who came from Greece less than 50 years ago, is an Australian immigration success story. His ability to identify properties with both passing income and development potential and his understanding of the needs of retail tenants from personal experience have been landmarks of his entrepreneurial skills. Where others have seen risk, he has seen security and opportunities for growth.

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MASTERFUL MASONRY AT HALLETT COVE

Amongst his other talents, Winston Churchill was well known for his amateur bricklaying skills. Probably the most famous bricklayer of the twentieth century, he was no doubt quite satisfied with his efforts.

However, personal triumphs are not enough when it comes to significant commercial buildings. Hansen Yuncken, the main contractor for the Makris Group's Hallett Cove shopping centre redevelopment project, took care to engage a much more professional masonry service provider, Pascale Construction.

Managed on site by Jack Kyriacou under the direction of Fred Pascale, about a quarter of Pascale Constructions' 40-strong workforce is engaged on the project. The work has a value of approximately \$500,000 and involves 40,000 blocks in fire rated block walls. Blockwork is reinforced and filled with pumped "Core-Master" concrete, a special concrete designed with particular sizes of aggregates and plasticisers specifically for filling concrete block cores.

Major challenges for the company have included ensuring that disruption to ongoing existing retail operations is minimised, while making certain that all block work meets strict standards and requirements, including overcoming difficulties related to load restrictions on suspended slabs.

Fred Pascale established the firm in 1982 to service the commercial masonry and building market. In 1998 the company successfully expanded the operation by branching out into commercial construction and architecturally designed homes, with a strong emphasis on unique structures that required expert and personalised attention to detail. From there, the firm has evolved as a professional and respected company competitively undertaking all types of construction projects, masonry services including fit-out and stonework contracts.

The company's present directors, Fred Pascale and Richard Zanchetta, are experts in commercial and industrial masonry, residential building and creative stonework, and together they possess a vast knowledge from many facets of the industry.

Coupled with a qualified and energetic team, Pascale Construction is well suited to a wide variety of projects catering to client needs. It has won, and continues to win, many awards, including a 1991 RAI A Award of Merit (Yatala Labour Prison F Division), two 1993 Clay Brick & Paver Institute Awards for outstanding implementation in clay brick (Underdale Distance Education Centre and TeeTree Gully TAFE College), a 1996



RAIA Award of Merit - Commercial 1996 (Penfold Magill Estate), a 1996 RAI A Award of Merit - Environmental (also for Penfold Magill Estate), an RAI A Commendation for interior and recycling work (TMK Consulting Engineers), an RAI A Commendation Art & Architecture (Gateway to Adelaide Project), a 2006 MBA Building Excellence Award for Structural Work (St Ignatius Chapel), a 2006 MBA Building Commendation (Plympton Park residence), and a 2007 MBA Building Excellence Award for Commercial Building in the range \$1.0M - \$2.0M (St Augustine's Resource Centre).

Pascale Construction specialises in unique building projects that require expert attention to detail with a personalised touch. The firm sees its mission as providing the highest quality and cost effective construction services for its clients, focused on ensuring the best possible outcomes for them through best building practices. It is Quality Assured to ISO 9001:2008, and is a Member of the Master Builders Association.

The company is actively engaged on a number of other significant projects including the new engineering building at Adelaide University, Monarto Zoo, the south wing of the Flinders Medical Centre, Llyall McEwin Hospital, Queen Elizabeth Hospital.

Pascale Construction is proud to be associated with Hansen Yuncken on redevelopment of the Hallett Cove Shopping Centre.



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EXCELLENCE IN RETAIL PLANNING DEMANDED AND PROVIDED

A strong understanding of customers and their interactions with shopping environments is the hallmark of excellent retail design activities. Through the work of Saunders Retail, these skills are on full display in the Hallett Cove Shopping Centre redevelopment project, where the firm is providing a wide range of retailing services, including architectural design, interior design and brand/environmental graphic design.

The special considerations at Hallett Cove is on developing it as a regional centre with a strong emphasis on convenience shopping. The design process has not been without its difficulties. The site has areas of "active" (i.e. water sensitive) soil, and location of the basement to avoid these areas was a significant problem. Provision of suitable temporary services capable of maintaining retail activities during the construction process has also been an issue.

Saunders Retail has successfully overcome these problems. It is producing a building now more characterised by openness and light than before. The redevelopment features an interior food court with a "pop-up" roof to let light in and keep heat out. The retail area layout features wide arcades with key nodal points at intersections of pedestrian flows. The general emphasis is on a bright, modern ambience. The design also took on environmental considerations, with the use of high-performance glazing in skylights and at the main entry and selection of materials with low VOC – paints, finishes and adhesives.

Saunders Retail offers a complete range of retail design services, ranging from feasibility studies, retail master planning, concept design, interior design, graphic design, and tenancy mix design. It first commenced operations in Australia twenty years ago, with the establishment of a head office in Sydney where it now employs 40 people. Its South Australian operations were established five years ago, and ten people operate from its Adelaide office.

Other projects that the firm is working on include the expansion of the Bonnyrigg Plaza in NSW (a A\$110,000,000 project), and the Mount Annan market place shopping centre (NSW). It also has significant overseas projects in Saudi Arabia, Dubai, Sharjah (UAE), Karachi (Pakistan) and Bali.

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