

## SLA FACTS / STATISTICS (Aug 2022)

		2020-21 Actual	2021-22 Actual	2022-23 Budget	Notes
<b>SALES</b>					
Releases (SLA & JV)	S/R	1,113	561	899	21-22 actual
Residential Dwellings	Total	3,061	3904	3918	Total number per the published ILRP total release (including re-release) minus CRA release
Exchanges (ExPH)	S/R	1525	898	1620	22-23 Exchange budget
Dwellings	Total	4,601	2246	3763	
Settlements (ExPH)	S/R	1,136	1136	408	
	Total	4,684	2977	2460	
Inventory (yr start)	S/R	462	49	0	Inventory numbers reflect blocks available for sale, not yet exchanged
	Total	2,749	1255	1144	
\$/m2		\$776	\$819	\$1255	Medium sized blocks greater than 350m2 but less and equal to 650m2
<b>FINANCE</b>					
Land Revenue	Actual	\$806.4m	\$547.8m	\$342.4m	21-22 Budget \$397.1m
Total Expenses	Actual	\$397.7m	\$259.8m	\$205.6m	21-22 Budget \$245.7m
Dev Expenditure (cash)	Actual	\$173.4m	\$140.4m	\$203.4	21-22 Budget \$210.5m. Includes development cash spend and land acquisition payments.
Gross Profit Margin	Actual	58.5%	65.1%	57.0%	21-22 Budget 56%
Net Profit Margin	Actual	36.0%	38.3%	29.6%	21-22 Budget 28%
<b>GOVERNANCE</b>					
FTE	female/ male	60.7/57	66.6/69.7	140	EFY Headcount of 140 49.3%/50.7% of workforce
Open PSSC Matters		1	1*	0 to date	*1 matter was reported as PID to IC as well as to the PSSC. Therefore there are currently 4 open matters.
Open IC		1	2*	0 to date	*Includes 1 matter reported as a PID as well to the PSSC. Therefore there are currently 4 open matters.  Of the 10 matters (Across 2 years) only 4 remain open.

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AFFORDABLE					
Public	Target/ result	53/49	88/155		#Database administer by EPSDD in 2019 Sales based on exchanged contracts. . ** Actual result includes 82 Land rent Blocks ^Actual result includes early release in Holt
Community	Target/ result	10/0	34/30		
Affordable	Target/ result	239/296 **	196 <sup>^</sup> /122		
Total	Target/ result	302/345 **	318 <sup>^</sup> /307		
Land Rent Blocks	Target/ result	0/82	0/0		
AHPS dwellings sold#	Offered/ sold		224		

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Key Message	Sub Message	Exec
<p>The SLA is navigating a challenging period very well. This is reflected in our performance.</p>	<p><b><u>We put our staff wellbeing first:</u></b></p> <ul style="list-style-type: none"> <li>We were well prepared from a business continuity perspective and technology perspective to support our staff working from home.</li> <li>We established and continue increased communications with all staff. (Online all staff standup meetings, team leader checkins, increased releases of “your SLA” staff newsletter service. Individual ‘Are you OK’ checkins for all staff by HR and WHS leaders, Comic video collaborations, dance, singing, bands, cooking. All designed to strengthen a supportive culture within the SLA.</li> <li>We reprioritised work tasks based on the needs of ACT Gov, SLA and people’s redefined ability to work from home. We acknowledged that everyone was different, and everyone’s circumstances were different and the ability for people to work flexibly was very important.</li> <li>We have been impacted by staff getting sick and needing time off. We put in place supports to allow them the time they need to recovery. This requires reprioritization at time.</li> <li>It hasn’t been easy. No one is happy with this situation and like all areas we are tired, but team engagement remains. We get 90% attendance to our online all staff stand-up meetings. 99% percent completed PDPs last year. We topped ACT Government with the highest participation rate in the ACT Government’s ACTPS Employee Survey last year.</li> </ul>	SG
	<p><b><u>We achieved outstanding community outcomes via further investment in our community building and placemaking approach.</u></b></p> <ul style="list-style-type: none"> <li>It has been a strategic decision to cement placemaking within the BAU processes of the Agency.</li> <li>For land developments or large complex releases, we work with community and all stakeholders to fully understand a site: it’s history, its interactions, its uses. Then with community define the future visions for that site. Capture the vision in a place brief. The place brief can then be used as part of a tender release process to evaluate how well a developer can meet community expectations.</li> <li>Several projects, including Belconnen Town Centre, Gold Creek Homestead, Coombs &amp; Wright Village, Whitlam school and local shops, as well as sites in Moncrieff and Taylor, utilised this placemaking approach with success. The outcome resulted in better-informed land release for future development.</li> <li>SLA’s Innovation Precinct in the Whitlam Display Village has been delivered as a showcase sustainable development featuring low-carbon housing with a green roof, multi-generational living, accessible and livable design standards, a climate-wise garden and a pop-up café and convenience shop. Used as a sales, community and educational hub, it will promote placemaking and sustainable living, supported by a dedicated place curator, café operator and the SLA’s Mingle community development team.</li> </ul>	TG

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	<p><b><u>Financially, we achieved outstanding results.</u></b></p> <ul style="list-style-type: none"> <li>• Our revenues exceeded \$169m better than budget by 42%.</li> <li>• The SLA continued to benefit from improved market conditions in the 2021-22 financial year. For much of the period, record low interest rates continued to drive demand for land.</li> <li>• Investments made previously, positioned us very well. This included targeted marketing campaigns, with a strong emphasis on cost effective digital platforms (SLA website, social media and Electronic Direct Mail), and education focused sessions on how to buy land, engaging a builder, available rebates and the settlement process. Website visitor numbers did not meet our targets due to fluctuating market conditions, COVID lockdowns and the delay of ILRP campaigns (SLA Display Village in Whitlam and Jacka 2), however, mail list subscribers significantly exceeded our targets.</li> </ul>	RS, JL
	<p><b><u>Land release targets were met wherever possible.</u></b></p> <ul style="list-style-type: none"> <li>• Noting in some cases it was not possible for SLA to release the land as it was either: <ul style="list-style-type: none"> <li>○ not ready to be handed to the SLA for release,</li> <li>○ ACAT proceedings halted progress (Jacka 2)</li> <li>○ Active decisions were made to delay where an improved outcome could be achieved. <ul style="list-style-type: none"> <li>▪ GTC – placemaking discussions to be had</li> <li>▪ Lawson – better outcome could be achieved by changing the EDP)</li> </ul> </li> <li>○ We released enough land for 3,904 dwellings against an ILRP target of 4,737.</li> </ul> </li> <li>• Although some affordable housing targets were unable to be met because the land was not yet handed to the SLA to release, we were able to more than offset this reduction by including an increased target for affordable housing in DP3.</li> </ul>	JL NH
	<p><b><u>Nearly all non-financial KPIs listed in our SOP were met or exceeded</u></b></p> <ul style="list-style-type: none"> <li>• Noting our results are not yet audited.</li> <li>• The only KPI not met was marketing related and reflected the fact that some releases did not proceed (ie Jacka 2 and SLA Display Village in Whitlam) and therefore the increased online presence did not eventuate.</li> </ul>	SG
We are delivering to the Minister's LOE	<p>The Minister provided an update to her Letter of Expectations in May this year. The five main topics emphasised in the Minister's letter include:</p> <ul style="list-style-type: none"> <li>• Housing Affordability <ul style="list-style-type: none"> <li>○ North Wright compact housing built form pilot with more affordable, low-carbon 'missing middle' house and land packages</li> </ul> </li> <li>• Market Supply and Development Options</li> <li>• Reconciliation in action</li> <li>• Dividend and Cash Flow</li> <li>• Staffing</li> </ul>	

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<p>The ILRP is indicative. Land delivery is a complex process for valid reasons.</p>	<ul style="list-style-type: none"> <li>• It is important to acknowledge that the ILRP is 'indicative'. It is the Government's forecast of expected land releases in a financial year and that refinement and adjustment of those release numbers may occur during the year.</li> <li>• The ILRP is indicative because land release is a complex process. For very valid reasons. It can be impacted by a range of issues, including planning and environmental process outcomes, completing necessary due diligence processes, community engagement and consultation processes, legal issues, and commercial/market impacts.</li> <li>• The steps in the process are required to ensure land delivered in our region remains of high quality appropriately optimising all required outcomes.</li> </ul>	JL
<p>We met the ILRP wherever possible</p>	<ul style="list-style-type: none"> <li>• The SLA was able to meet the ILRP wherever it was possible for the SLA to meet it. Noting in some cases it was not possible for SLA to release the land as it was either:             <ul style="list-style-type: none"> <li>○ Some of the dwellings were released in the prior year (500 dwellings)</li> <li>○ ACAT proceedings halted progress (Jacka 2 - 200)</li> <li>○ Active decisions were made to delay where an improved outcome could be achieved.                 <ul style="list-style-type: none"> <li>▪ GTC – placemaking discussions to be had</li> <li>▪ Lawson – better outcome could be achieved by changing the EDP)</li> </ul> </li> </ul> </li> <li>• SLA delivered enough land for 3, 904 dwellings compared to a target of 4,737.</li> </ul>	JL
<p>Will the SLA deliver to the 2022-23 ILRP?</p>	<ul style="list-style-type: none"> <li>• In an uncertain world and a complex industry, we remain committed to doing our best to deliver on Government's expectations.</li> </ul>	JL
<p>Gov's intention is to deliver land supply regardless of the economic cycle.</p> <p>Excess supply leading into COVID helped reduce price pressure as demand spiked.</p>	<ul style="list-style-type: none"> <li>• It's not a local phenomenon, the recent price gains in property have been a national and international event.</li> <li>• Regarding land supply, since the SLA's inception, Gov's policy has been to deliver land regardless of the economic cycle. This is not always the case for industry.</li> <li>• SLA delivers to the ILRP.</li> <li>• For the last five years, the ILRP identified residential releases totalling 17,460 dwellings, excluding CRA. The SLA and Ginninderry joint venture released land for 17,417 dwellings – a variance of just 0.2%.</li> <li>• With hindsight, this meant we were in a very good position leading into the Pandemic – throughout the 12 months prior we had released excess supply - at times nearly 600 blocks remained available OTC. This helped reduce price pressure on land prior to the pandemic and allowed some buffer as demand spiked.</li> </ul>	JL, NH

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<p>Increased demand, driven predominantly by very low interest rates is the driving factor for the recent rise in house prices.</p>	<ul style="list-style-type: none"> <li>• Most commentators suggest property price increases have been driven predominantly by increased demand, mostly driven by:             <ul style="list-style-type: none"> <li>○ Record low interest rates.</li> <li>○ Fiscal support to the broader economy due to Covid</li> <li>○ Covid support packages: HomeBuilder, stamp duty concessions</li> <li>○ Record saving rates: Covid impacting consumption – inc reduced international travel.</li> </ul> </li> <li>• This is consistent with some previous RBA modelling which suggests a 1% decrease in retail interest rates could increase home prices by up to 30% overtime. Whereas increasing housing supply by 1% can reduce housing costs by up to 2.5%.  <a href="https://www.rba.gov.au/publications/rdp/2019/pdf/rdp2019-01.pdf">https://www.rba.gov.au/publications/rdp/2019/pdf/rdp2019-01.pdf</a> </li> </ul>																															
<p>We deliver diversity of choice and opportunity to buy</p>	<p>Breakdown – Residential Dwellings</p> <table border="1" data-bbox="472 819 1345 1218"> <thead> <tr> <th>2021-22</th> <th>ILRP</th> <th>Actual</th> <th>Variance</th> <th>Var %</th> </tr> </thead> <tbody> <tr> <td>Detached</td> <td>631</td> <td>495</td> <td>-136</td> <td>-21.6%</td> </tr> <tr> <td>Attached (Compact)</td> <td>92</td> <td>66</td> <td>-26</td> <td>-28.2%</td> </tr> <tr> <td>MU</td> <td>4,014</td> <td>3,343</td> <td>-153</td> <td>-16.7%</td> </tr> <tr> <td>Total</td> <td>4,737</td> <td>3,904</td> <td>-833</td> <td>-17.6%</td> </tr> <tr> <td>Non MU (Single Res)</td> <td>723</td> <td>561</td> <td>-162</td> <td>-22.4%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>• For very appropriate reasons land development in the ACT is a complex process.</li> <li>• It is important to complete appropriate due diligence: Environmental, cultural, topographical, social studies, consultation, community engagement, approvals, appeals.</li> <li>• These steps sometimes have uncertain time periods but are required to ensure Canberra is a great place to live.</li> </ul> <p>The current ILRP for 22-23 to 26-27 identifies ~30% of land released over the five-year period to be for single residential dwellings. The SLA will continue to deliver to the ILRP.</p>	2021-22	ILRP	Actual	Variance	Var %	Detached	631	495	-136	-21.6%	Attached (Compact)	92	66	-26	-28.2%	MU	4,014	3,343	-153	-16.7%	Total	4,737	3,904	-833	-17.6%	Non MU (Single Res)	723	561	-162	-22.4%	<p>JL</p>
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We deliver diversity of choice and opportunity to buy	<ul style="list-style-type: none"> <li>We provide diversified product offerings across multiple developments. Product offerings are specific to the land being released but include: <ul style="list-style-type: none"> <li>AHPS,</li> <li>Land Rent</li> <li>BTR</li> <li>Multi units</li> <li>Single Residential</li> <li>Townhouse/ integrated products</li> </ul> </li> <li>It is not that every release opportunity should provide choice across all asset classes. Opportunities are specific to the land being offered and are most often determined by planning requirements, zoning and community needs analysis.</li> </ul>	JL
	<ul style="list-style-type: none"> <li>We release land in ways to ensure equitable opportunity to buy for individuals, couples and families; builders; and developers.</li> <li>Overwhelmingly, the single residential land released by the SLA has gone to individuals, couples and families – not builders. Between Jan 2019 and Dec 2021 less than 15% of our SR product has been directly secured by builders, who in turn have offered those blocks to customers and work with them on a home design.</li> <li>In the Whitlam March ballot we only recorded one builder (1% of the blocks) securing one of the 101 blocks on offer, so overwhelmingly the allocation was to individuals, couples and families.</li> <li>Importantly, builders who take up our blocks using Put and Calls <b>must offer the block to the customer at the same price that it was secured from the SLA.</b></li> </ul>	JL
Does the SLA allow purchasers of land to flip blocks for a profit?	<ul style="list-style-type: none"> <li>SLA is responsible for the land sale process through settlement. Consent from the Minister for Planning is required for any individual wanting to sell a block of land following settlement.</li> <li>SLA has processes in place to ensure as much as possible there are no duplicates in a ballot and the person who registers is the same person who is required to settle on the land.</li> <li>Even still SLA remains committed to stamping out any possible inappropriate activity and we are working with EPSDD and GSO to tighten all restrictions.</li> <li>Lastly – the legislation is there for a reason and this needs to be able to occur.</li> </ul>	JL
Industry is a major source of land in this current environment too	<ul style="list-style-type: none"> <li>Refer to Chief’s budget announcement reflecting 30K target over 5 years.</li> </ul>	JL
SLA Civil construction contracts have	<ul style="list-style-type: none"> <li>Our contractor’s schedules are being impacted by the number of people in their workforce getting sick and needing time off.</li> </ul>	TG NH

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<p>experienced impacts due to COVID.</p>	<ul style="list-style-type: none"> <li>To a lesser extent supply shortages have impacted some schedules – however we have been able to order critical items well in advance in most cases.</li> <li>Our most recent tenders have seen an increase in some material costs. On average we have seen an increase of about %15 – namely pipes and concrete.</li> </ul>	
<p>COVID related Supply chain issues are impacting time and cost in built form construction</p>	<p>Construction Costs have been driven up by:</p> <ul style="list-style-type: none"> <li>Worldwide supply chain issues affecting materials and resources                             <ul style="list-style-type: none"> <li>housing boom affecting supply of materials such as timber and competition for skilled labour</li> <li>shipping delays due to Covid impacts on crew availability and access to ports</li> <li>Covid lockdowns restricting availability of contractors and subcontractors to travel interstate</li> </ul> </li> <li>Increased demand in the housing industry</li> <li>We have observed some builders experiencing difficulty, especially those locked into contracts that reflect material and labour costs from 12-18 months ago.</li> <li>SLA is directly exposed to the home building industry through PDAs with builders delivering affordable housing under the AHPS and our Display Village builders in Whitlam.</li> </ul>	<p>JL, NH</p>

<p>What is the SLA doing to help solve the affordable housing crisis?</p> <p>We are a key partner assisting Government to deliver on its Housing Strategy.</p>	<ol style="list-style-type: none"> <li><b>We deliver land as per the ILRP.</b> Government’s intention has been to deliver supply in excess of underlying demand overtime this has reduced price pressure on land.</li> <li>We are required to deliver under NI <b>roughly 15% of the land we deliver is identified for affordable, public and community housing. The ACT Gov’s Affordable Home Purchase Scheme is the primary mechanism to achieve the affordable housing target.</b> The scheme gives eligible buyers, who fall under the relevant income threshold and do not own property, the opportunity to purchase a property at a fixed price threshold.</li> <li>From time to time the SLA also sells land via the <b>Land Rent</b> scheme – this allows buyers to avoid the need to finance the cost of the land.</li> <li>We have agreed with our Board a number of <b>strategic actions in response to our Minister’s LOE</b> which link directly to the implementation of Goals within the ACT Housing Strategy.                             <ol style="list-style-type: none"> <li>Our focus areas relate to:</li> <li>Growing Affordable Home Ownership,</li> <li>Increasing Affordable Rental and</li> <li>Growing the Supply of Community Housing.</li> </ol> </li> <li>More specifically our SOI lists some of the priority initiatives we are currently pursuing – these being:                             <ol style="list-style-type: none"> <li>Creating Build to Rent opportunities</li> <li>Investigating Shared Equity Schemes</li> <li>Investigating Rent to buy schemes</li> </ol> </li> </ol>	<p>NH</p>
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	<ul style="list-style-type: none"> <li>Build-to-Rent aligns with goals in the ACT Housing Strategy to grow rental supply and encourage affordable rental.</li> <li>In November 2021 we held a market sounding process to gather feedback and interest from industry in bringing Build-to-Rent to Canberra. This year we will be releasing Block 3 Section 57 in Turner for Build-to-Rent with affordable rentals.</li> </ul>	NH
Recent Affordable housing ballots have been very successful	<ul style="list-style-type: none"> <li>More recently we have released affordable House and Land packages which have seen significant interest.</li> <li>Of the 170 homes offered, for which the sales process concluded last FY, 163 homes were successfully sold to people on the AHPS register.</li> <li>The process of individuals negotiating with builders to purchase a house and land package is more complex than buying an apartment off the plan.</li> </ul>	NH

### AFFORDABLE HOUSING DASHBOARD

SLA has had a very successful outcome for 2021-22	<ul style="list-style-type: none"> <li>Total expenses of \$259.8 million for the year ended 30 June 2022 mainly relates to Cost of Land Sold (74.3%), Supplies and Services (9.4%), Write Down of Inventory (8.2%), Employee Expenses (7.2%) and Other Expenses (0.9%).</li> <li>Actual expenses of \$259.8 million exceeded the budgeted amount of \$245.7 million by \$14.1 million (5.7%) due to Write-down of Inventory due primarily to the write-down of inventory following the transfers of land from other ACT Government agencies free of charge.</li> </ul>	RS
AR and Budget are both reflective of 'points in time' through an unprecedented and uncertain period.	<ul style="list-style-type: none"> <li>The development, economic and housing cycles extend over many years and are driven by numerous factors. Even at the best of times, it is difficult to predict financial returns on a yearly basis. Add to this, a global pandemic – the challenge is real. Our annual report and our budget are reflective of a 'point in time' through this unprecedented and uncertain period.</li> </ul>	RS
	<ul style="list-style-type: none"> <li>Where we did not meet revenue targets in earlier years, it has been a timing issue related to the timing of budget processes and the emergence of subdued market conditions following the tightening of prudential controls after the banking royal commission. Stock that didn't sell during this period was held as inventory available over the counter and enabled us to service the surge in demand during the 2020-21 financial year.</li> </ul>	RS
The 2022-23 Budget is a realistic estimate of our forecasts.	<ul style="list-style-type: none"> <li>The budget forecasts approximately \$356m in revenue and a return to Government of \$163m for the 2022-23 financial year.</li> </ul>	RS
	<ul style="list-style-type: none"> <li>Settlement rates of roughly 40 per month have been assumed, better reflecting longer term averages:             <ol style="list-style-type: none"> <li>2021-22: 45 per month (previously 47)</li> <li>2022-23: 38 per month (previously 36)</li> </ol> </li> </ul>	RS

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	c. 2023-24: 33 per month	
	d. 2023-24: 48 per month	

The SLA has matured significantly since its inception and is delivering on the expectations of Government	<p><b><i>We have a very mature governance capability, driven from the top.</i></b> An independent, well diversified Board that reports directly to the Minister. BARC which manages an internal audit program. Executive Branch Manager, Governance and Corporate Services who manages, risk, processes/policies, HR and other Governance functions.</p>	SG
	<p><b><i>Our decisions and work outputs are driven by Government’s expectations</i></b> as captured in the Objectives of our Act, Letters of Expectations from our Minister and wider Government Policies and Strategic Plans. These are operationalized via our Board approved Strategic Road Map, Sustainability Strategy, Affordability Strategic Action Plan and the ILRP.</p>	JD, CW, NH
	<p><b><i>Investment Decisions are guided by our “Investment Decision Framework”</i></b>, which provides a standardised approach to align investment decisions with Government and Agency objectives. This framework is periodically reviewed by our Board and is now being considered for use by other parts of Government.</p> <p>The Framework was recently updated to incorporate the Government’s wellbeing framework, which now forms an important part of the Territory’s budget processes. Given the Agency is not budget funded, we wanted to ensure that our financial decision-making also considered wellbeing outcomes.</p>	JD, RS
	<p><b><i>Using community engagement to inform our land release processes.</i></b> The Agency continued to undertake extensive community engagement in relation to planned commercial and mixed-use sites. Feedback from community and industry was sought to help inform the release strategy and sales documentation. Several projects, including Belconnen Town Centre, Gold Creek Homestead, Coombs &amp; Wright Village, Whitlam school and local shops, as well as sites in Moncrieff and Taylor, completed significant engagement processes with success. The outcome resulted in better-informed land release for future development.</p>	JD, JL

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We have a mature process to deal with complaints, conflicts and other fraud & ethics issues	We take complaints very seriously and have a mature process for identifying and resolving issues. Our processes are consistent with the PSSC PID and Integrity Commissioner processes.	SG
	We support the objectives of the ACT Integrity commissioner 100%. To strengthen public confidence in the integrity of the ACT Public service.	SG
	<ul style="list-style-type: none"> <li>• We err on the side of caution and have adopted a pro disclosure approach to the Integrity Commission.</li> <li>• We have systems in place to triage reports/ complaints to refer to the Integrity Commission where appropriate.</li> </ul>	SG
	<ul style="list-style-type: none"> <li>• We referred 9 matters to the IC from 1 July 2020 to date: <ul style="list-style-type: none"> <li>○ One has been dismissed by the Integrity Commission;</li> <li>○ Three were assessed as not being PIDs;</li> <li>○ The Integrity Commission determined one did not justify investigation;</li> <li>○ One was referred to the PSU for investigation;</li> <li>○ Three are currently being considered.</li> </ul> </li> <li>• The types of matters raised include: <ul style="list-style-type: none"> <li>○ Land Sales processes</li> <li>○ Staff misconduct</li> <li>○ Supplier complaints</li> </ul> </li> </ul>	SG
	<ul style="list-style-type: none"> <li>• Conflict of interests and other Fraud and Ethics issues are managed via; <ul style="list-style-type: none"> <li>○ education (online, Face to face, with CEO support). Last year, 99% of all staff employed as at January, completed Fraud and Ethics training by 30 June,</li> <li>○ implementation (forms, processes) and</li> <li>○ governance arrangements (Structure, independence, KPIs).</li> </ul> </li> <li>• The Board declare, review and report the status of all Board member conflicts and those of the CEO before every Board meeting. This ensures management strategies can be put in place if, and when, required.</li> <li>• One material conflict for a Board member was identified during the year which was managed appropriately.</li> </ul>	SG
Legal disputes	<ul style="list-style-type: none"> <li>• If on foot, inappropriate to say too much</li> <li>• For those resolved – need to review confidentiality orders</li> </ul>	JD

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<p>We operate with a lean management structure and leverage industry expertise to deliver major construction contracts.</p>	<ul style="list-style-type: none"> <li>As at June 2022 we had 122 permanent and 18 temporary employees (total 140)</li> <li>Temporary employees are brought on to support short term and critical activities and to support backfilling arrangements (e.g. parental and other leave, vacancies arising where an employee has taken a higher duty opportunity)</li> <li>The Agencies employs staff with qualifications in a variety of areas including engineering, project management, marketing, accounting, landscape architect and community engagement.</li> </ul>	<p>JD, SG</p>
	<p>Since inception, the SLA has focused improved capability in the following areas:</p> <ul style="list-style-type: none"> <li>Governance (risk, WHS, legal, internal audit),</li> <li>People and Capability</li> <li>Innovation, social &amp; environmental outcomes (Sustainability Strategy, Innovation Framework)</li> <li>Rural land management &amp; estate presentation</li> <li>Marketing and stakeholder engagement</li> <li>Community development</li> <li>Sales</li> <li>Project delivery</li> </ul>	<p>JD, SG</p>
	<ul style="list-style-type: none"> <li>The marketing spend for SLA is budgeted at 1% of our estate revenue. The spend for other land development entities is typically 3-5%.</li> <li>Our spend on marketing costs (\$1.66m) for 2021-22 made up 0.3% of our total revenues.</li> <li>Our budgeted marketing spend is well below industry average across many other sectors over the last 7 years where the spend has been around 11% (Chief Marketing Officer surveys, Deloitte).</li> </ul>	<p>JL</p>
<p>We made a strategic decision to make placemaking core to the way we do things.</p>	<ul style="list-style-type: none"> <li>It has been a strategic decision for placemaking to become a core skill set of the Agency. We want it to be our BAU process for land development and significant sales.</li> <li>We achieved outstanding community outcomes via further investment in our community building and placemaking approach. Working with community and all stakeholders to fully understand a site: it's history, its interactions, its uses. Then with community define the future visions for that site. Capture the vision in a place brief and use the place brief as part of a tender release process to evaluate how well a developer can meet community expectations.</li> <li>Last financial year we won the PIA award for excellence in Community Engagement for the engagement process completed for the Belconnen Town Centre.</li> <li>Several projects, including Belconnen Town Centre, Gold Creek Homestead, Coombs &amp; Wright Village, Whitlam school and local shops, as well as sites in Moncrieff and Taylor, utilised this placemaking approach with success. The outcome resulted in better-informed land release for future development.</li> </ul>	<p>JD JL</p>

# SLA FACTS / STATISTICS (Aug 2022)

FTE statistics

<p>We are progressing ways to meet the Government's Indigenous procurement targets</p>	<p>Currently, Indigenous procurement targets present a challenge to the Agency as the majority of our spend is on Capital Works and Indigenous companies are not well represented in that space.</p> <ul style="list-style-type: none"> <li>• Procurement Officers do engage with PMO prior to approach to market to identify potential Aboriginal and Torres Sarit Islander suppliers,</li> <li>• Work with MPC &amp; Procurement ACT to get more ATSI suppliers prequalified &amp; certified for ACTGOV panel arrangements, and building internal Agency capability for of planning procurements that will directly engage smaller business, or provide sub-contracting opportunities</li> <li>• The Agency has recently engaged two Indigenous companies and anticipated improved performance against the procurement targets.</li> <li>• The Aboriginal and Torres Strait Islander Procurement Policy is going to be refreshed this year by Procurement ACT. The Agency is regularly meets with Procurement ACT and will continue refine internal Agency processes to meet any new targets.</li> </ul>	SG
<p>We are passionate about our indigenous heritage.</p>	<p>We believe we can achieve better outcomes in our developments through improved engagement with Ngunnawal and other Indigenous people.</p> <ul style="list-style-type: none"> <li>• The initial steps in our RAP have been around education, respect and forming relationships:             <ul style="list-style-type: none"> <li>○ A number of our staff are trained in cultural awareness</li> <li>○ Over 70 (roughly half of our staff) have been trained to give acknowledgement of country in language.</li> </ul> </li> <li>• We have joined with EPSDD and regularly attend meetings with the Dhawura Caring for Country committee as well as regularly meeting with our ATSIEB representative.</li> <li>• We are working closely with indigenous businesses to help educate our new communities of the history of the land on which they are living.</li> </ul> <p>We have recently engaged an Indigenous liaison officer consultancy for the North Wright and Gungahlin Town Centre projects.</p>	SG
<p>70/30 review</p>	<ul style="list-style-type: none"> <li>• A Letter of Expectation from the Minister for Suburban Development to the Chair of the SLA on 21 December 2020 requested advice on options for meeting or exceeding the 70 percent target for new housing within the existing urban footprint. The Minister's Letter of Expectations dated 25 May 2022 noted that the Minister looked forward to continued engagement and opportunity to bring to Government for consideration the SLA's work on meeting the 70/30 review.</li> <li>• This target is in accordance with the 2018 ACT Planning Strategy which seeks to deliver a compact and efficient city, with 70% of new housing accommodated within the ACT's existing urban footprint and largely concentrating development in areas located close to the city centre, town and group centres and along key transit corridors</li> </ul>	TG

## SLA FACTS / STATISTICS (Aug 2022)

- Analysis undertaken by EPSDD in the 2018 Planning Strategy indicates that over the next 25 years population growth and household formation rates will require more than 100,000 new dwellings – over 70,000 of which will need to be accommodated within the ACT’s existing footprint
- The SLA is preparing advice and working closely with the Strategic Planning and Reform Team of EPSDD across the following domains:
  - Demand/Supply Analysis
  - Scenario Development
  - Design and development pathways
  - spatial and sustainability
  - social and physical infrastructure
  - market, and
  - governance and delivery models
- ***This is an opportunity to protect and enhance the character of Canberra for people:***
  - Delivering 70% of all new housing within the urban footprint over the next 25 years is achievable.
  - However, Gov leadership is required to ensure the intended outcome:
    - le Gentle urbanism – a balanced approach – targeting accessible locations across the territory, able to deliver missing middle product, providing improved housing choice, high standards of liveability and sustainability.
    - Optimised Gov expenditure on infrastructure and public amenity
  - Strategically this is an incredibly unique opportunity to:
    - Enhance and protect the things we love about Canberra – a leading city for sustainable and liveable urbanism
    - To Demonstrate World’s best practice
    - Leverage and optimise existing and future infrastructure and public domain expenditure.
- I would argue there is no other place in Australia with this opportunity:
  - Ability to integrate all levels of Government
  - Integrate the planning, development, infrastructure and operations spend.
  - Has a significant portfolio of suitably located land.
  - No other place has the robust poly-town centre structural bones that Canberra has.

## SLA FACTS / STATISTICS (Aug 2022)

<p>Business Information Systems Improvement.</p> <p>Digital Transformation Program</p>	<p>A few years ago, we reviewed the state of the SLA's business systems environment and realised that we were severely lacking in terms of digital capabilities and heavily reliant on legacy systems.</p> <p>As a result, we started to embark on a transformative business systems improvement program. The program was aimed at investing in new technologies and systems to support our business.</p> <p>The first phase of the program has now been completed with implementation of a number of new systems for:</p> <ul style="list-style-type: none"> <li>• Contract Management (Oracle P2P)</li> <li>• Work Health and Safety monitoring</li> <li>• Customer Relationship and Inventory Management (CRM) System (Salesforce)</li> <li>• Digital Securities (Lygon)</li> <li>• Website Refresh</li> </ul> <p>The transformation program has achieved significant results in the first 18 months with all initiatives being delivered within or close to budget parameters and appropriate timeframes.</p> <p>Still to come as part of the program is:</p> <ul style="list-style-type: none"> <li>• Collaboration, Task Management and Workflow Suite</li> <li>• Project Management Tool</li> <li>• Self Service BI, Reporting and Dashboard</li> <li>• Enhanced Geospatial Capabilities</li> </ul>	RS
<p>Possible land acquisitions</p>	<p><b><u>Amendment to CRASLA Act</u></b></p> <ul style="list-style-type: none"> <li>• The Bill has amended the definition of 'land' in the Act.</li> <li>• It removed references to 'leases' to ensure that, if needed in the future, the Agency has the legal authority to buy and sell land in NSW.</li> <li>• The form of land tenure used in the ACT is a leasehold system. This means that underlying land title deeds in the ACT are Crown leases.</li> <li>• The predominant form of tenure used throughout the rest of Australia, and predominately in NSW, is the freehold land tenure system which does not have Crown leases underlying the land title deed.</li> </ul> <p><b>Is the SLA exploring options to buy land?</b></p> <ul style="list-style-type: none"> <li>• Opportunities for the purchase of land are monitored by the SLA, consistent with its role as the ACT Gov's land developer.</li> </ul> <p><b>If so, what blocks of land is the SLA looking at?</b></p> <ul style="list-style-type: none"> <li>• Any land the SLA acquires would be subject to the City Renewal Authority and Suburban Land Agency (Suburban Land Agency Land Acquisition) Direction 2017 which requires the development of a full business for the consideration of Government.</li> </ul>	TG

SLA FACTS / STATISTICS (Aug 2022)

	<ul style="list-style-type: none"> <li>• Disclosure of blocks that may be under consideration would not be appropriate for commercial reasons.</li> </ul> <p>[REDACTED]</p>	
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<p>We strive to strike the right balance between environmental, social &amp; cultural, and economic sustainability</p>	<p>Our sustainability strategy focuses on four themes:</p> <ol style="list-style-type: none"> <li>1. Resilient communities</li> <li>2. Zero emissions suburbs</li> <li>3. Responsible consumption and production</li> <li>4. Healthy, prosperous and inclusive places</li> </ol>	<p>CW</p>
<p>SLA is pioneering developments without gas infrastructure in the ACT</p>	<ul style="list-style-type: none"> <li>• For some time, we worked with our partners in the GJV to remove the requirement for gas infrastructure in Ginninderry. Reduced reliance on fossil fuels is consistent with its 6 star, Green Star Communities rating. Significant effort was applied to help educate community as to how good electric alternatives to gas are.</li> <li>• In June 2020, the Government amended the Territory Plan to remove the mandatory provision for gas reticulation to each block in all new subdivisions.</li> <li>• Significant initiatives are included in the Parliamentary agreement looking to legislate no connects to the gas network within new developments and later to do similar within new infill developments. (see table below)</li> <li>• In our Greenfield developments:             <ul style="list-style-type: none"> <li>○ Jacka 2 is progressing without a gas reticulation network, we are investigating the possibility of a community battery scheme within this suburb</li> <li>○ Whitlam Stage 1 and 2 were already in the design approval or construction phase prior to amendment and do have a gas reticulation network, however we have offered an Energy Rebate incentive for purchasers to not connect to the gas network.</li> <li>○ Whitlam Stage 3 and 4 are being designed with no gas reticulation network</li> </ul> </li> </ul>	

**SLA FACTS / STATISTICS** (Aug 2022)

	<ul style="list-style-type: none"> <li>Regarding our infill developments and land sales, our recent sale of the Turner site on Northbourne Avenue requires the Buyer:             <ul style="list-style-type: none"> <li>to <b>not</b> connect any development on the land to any form of gas supply.</li> <li>The developer must also install power points and associated supporting infrastructure that enables the charging of electric vehicles.</li> <li>The Buyer is required to ensure that all buildings constructed on the subject Site achieve a Green Star Buildings Rating of no less than 5 stars.</li> </ul> </li> </ul> <table border="1" data-bbox="411 571 1385 1131"> <tr> <td data-bbox="411 571 1385 622">Parliamentary Agreement</td> </tr> <tr> <td data-bbox="411 622 1385 857">Develop the <b>Molonglo Commercial Centre as an all-electric commercial centre</b> (no new connections to gas mains network, but allow transition gas arrangements such as tanks), in partnership with expert stakeholders, and use lessons from this project to assist the phase out of fossil-fuel gas in the ACT, and demonstrate national best practice.</td> </tr> <tr> <td data-bbox="411 857 1385 974"><b>Legislate to prevent new gas mains network connections to future stages of greenfield residential development in the ACT in 2021-22.</b> Future stages of Jacka and Whitlam will be all-electric</td> </tr> <tr> <td data-bbox="411 974 1385 1131"><b>Commence a transition project, working with industry and other stakeholders, to advance all-electric infill developments, with a goal of no new gas mains network connections to future infill developments from 2023.</b></td> </tr> </table>	Parliamentary Agreement	Develop the <b>Molonglo Commercial Centre as an all-electric commercial centre</b> (no new connections to gas mains network, but allow transition gas arrangements such as tanks), in partnership with expert stakeholders, and use lessons from this project to assist the phase out of fossil-fuel gas in the ACT, and demonstrate national best practice.	<b>Legislate to prevent new gas mains network connections to future stages of greenfield residential development in the ACT in 2021-22.</b> Future stages of Jacka and Whitlam will be all-electric	<b>Commence a transition project, working with industry and other stakeholders, to advance all-electric infill developments, with a goal of no new gas mains network connections to future infill developments from 2023.</b>	
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Sustainability Questions	<p><b>How do we deliver on sustainable policy?</b></p> <p>Four main areas to consider:</p> <ol style="list-style-type: none"> <li>Gov policy is implemented through legislation and regulation.</li> <li>Minister’s Expectations</li> <li>BAU - The decisions we make Governance processes – Frameworks, Policies and Procedures.</li> <li>Partner with Industry</li> </ol> <p><b><u>Legislation and regulation</u></b></p> <p>As a developer we operate within the ACT planning framework, among other things, the planning framework is an implementation of Gov’s sustainability policy.</p> <p>For example. If we are to begin a greenfields development – EPBC Acts, EIS, tree regulation legislation, Statement of Heritage Effect, Development codes define ... all control what we can and can’t do.</p> <p><b><u>Minister’s Expectations</u></b></p> <p>The second point is then how we respond to the objects of our Act and our Minister’s expectations.</p> <p>The objects of our Act require us to optimize social, environmental and financial outcomes.</p> <p>These are then augmented by our Minister when she provides a Letter of Expectations the Chair of the SLA on a regular basis.</p> <p>These help the SLA Board – define our vision, our strategic roadmap and the priorities for the Agency.</p>	JL				

**SLA FACTS / STATISTICS** (Aug 2022)

	<p>Some examples of this outcome:</p> <ul style="list-style-type: none"> <li>• Move toward better engagement through placemaking             <ul style="list-style-type: none"> <li>○ Driving better social and environmental outcomes. Examples of the place briefs for each of Gold Creek, Belco, Coombs/Wright</li> </ul> </li> <li>• Sustainability Strategy             <ul style="list-style-type: none"> <li>○ Net Zero suburbs</li> <li>○ Whitlam Water Quality project</li> <li>○ Collaboration Hub in Whitlam</li> </ul> </li> <li>• Affordable Housing Strategic Action Plan             <ul style="list-style-type: none"> <li>○ BTR</li> <li>○ Shared Equity</li> <li>○ Increasing the number of people on the Affordable Housing database</li> </ul> </li> </ul> <p><b><u>BAU- Frameworks Policies</u></b></p> <ul style="list-style-type: none"> <li>• Investment Decision Framework</li> <li>• Land release Methodology</li> <li>• Move to placemaking</li> </ul> <p><b><u>Partner appropriately with Industry</u></b></p> <p>GJV is a very good example of this. Went through it's 6 star reclassification process – actually increased its rating to 84 points out of a possible 100. Well and truly meets the definition of a world leading development across the categories: Governance, Liveability, Economic Prosperity, Environment and Innovation</p>	
<p>DV369</p>	<ul style="list-style-type: none"> <li>• DV369 is targeted at providing greater sustainable outcomes. No doubt these will be real. Nothing comes for free, space for deep planting comes at the expense of building footprint so it may require more two storey buildings on small blocks of land.</li> <li>• I would hope that initial costs will force innovation in design and building techniques over time.</li> <li>• SLA has developed a new <i>Tree Canopy Cover Framework</i> which is pitched as 'a practical guide for SLA staff' and aims to be a key resource to support staff to learn about trees and the policy context within ACT Government regulations, and to prompt them to consider tree canopy cover opportunities at various stages of SLA developments. Importantly, it includes checklists for various types of release processes for greenfield and urban infill sites, highlighting the opportunities of 'when to think about trees' in each case.</li> <li>• The <i>Tree Canopy Cover Framework</i> fits within SLA's <i>Sustainability Strategy</i> which seeks to implement recommendations that are relevant to tree canopy cover from <i>Canberra's Living Infrastructure Plan</i></li> </ul>	<p>Caitlin</p>
<p>The GJV Project vision</p>	<p>Ginninderry has been recertified as 'world leading' – 6 star Green star communities. Recertification is required every 5 years and Ginninderry is one of only a small number, 6 star, green star, developments to achieve</p>	<p>TG</p>

## SLA FACTS / STATISTICS (Aug 2022)

complements that of Gov to create a sustainable community of international significance	<p>recertification.</p> <ul style="list-style-type: none"> <li>6 Star certification means it has gained world leading status across Governance, Liveability, Economic Prosperity, Environment and Innovation.</li> <li>To put into context – there are no other developments with such a rating in our local region. Googong comes close – but it only has a five-star rating.</li> </ul>	
	Delivers 250-400 dwellings annually for the next 30 years	TG
	By bringing together Riverview land & ACT land, that straddled the ACT border, the original urban development buffer, put in place by the National Capital Plan was able to be removed. Effectively making an extra 218Ha of developable land (2,600 dwellings)	TG
	Equity funding originally made available to the JV was paid back in the 2019-20 FY.	TG
	The GJVA has been made available via the SLA/GJV website.	TG
	The rates charged for development and marketing services have been independently verified as within market expectations. A recent independent review has confirmed this.	
The acquisition of land for the GJV is of great benefit to the Territory	<ul style="list-style-type: none"> <li>An opportunity for Government to add 785 dwellings to future land release programs. Land supply is expected to be constrained in future years and this could be expected to have a positive impact on housing affordability.</li> <li>The benefits of acquiring the land now provide surety to the vision of Ginninderry being fully realised.</li> <li>The process followed to complete these acquisitions has been consistent with all requirements of the “City Renewal Authority and Suburban Land Agency (Suburban Land Agency Land Acquisition) Direction 2017”</li> <li>The acquisitions have been the subject of a full business case which sets out the costs, benefits and risks. The business case has been informed by independent valuations, and approved by the ACT Government.</li> <li>All landowners are willing sellers, and have been actively consulted on the Ginninderry Project, and the NSW rezoning process, since 2013.</li> </ul> <p>In terms of information that is public the following applies:</p> <ul style="list-style-type: none"> <li>The names of the vendors remains confidential. We do not disclose any personal information of the people we acquire land from.</li> <li>Purchase Price: <ul style="list-style-type: none"> <li>527 Parkwood Road: This block has now settled so the purchase price is public (\$8.12 million)</li> <li>495 Parkwood Road: The SLA has entered into a call option deed for the acquisition of this block. The block will not settle until the SLA has met its obligations under the deed. The purchase price is therefore not public at this stage</li> </ul> </li> </ul>	TG

## SLA FACTS / STATISTICS (Aug 2022)

<p>The Agency is supportive of the AG's report on Gov arrangements for the planning of services for Parkwood and will work with CMTEDD on the recommendations</p>	<ul style="list-style-type: none"> <li>• The ACT Audit Office completed a Performance Audit on the Governance Arrangements for the planning of services for Parkwood, Ginninderry.</li> <li>• The Suburban Land Agency (Agency) had opportunity to comment on the draft report in May 2022. The Agency also reviewed the final report prior to release to ensure feedback had been incorporated appropriately, and is supportive of the final report.</li> <li>• The report has made two recommendations as follows:             <ol style="list-style-type: none"> <li>1. Planning for Parkwood: Chief Minister, Treasury and Economic Development Directorate (CMTEDD) should re-convene the Parkwood Steering Committee and work with members to agree and deliver a work program each year. The work program should document the priority tasks and timelines for the Committee to effectively deliver on its objectives in advance of the Ginninderry development reaching the NSW border</li> <li>2. Service Delivery Models: CMTEDD should review and endorse and/or revise the service delivery options developed through the Cross Border Agency Forums in 2013, 2016 and 2019, and documented in the Parkwood Planning Proposal: Services and Infrastructure Report (2017). There is merit in progressing this in parallel with considerations about the boarder move as the move may not occur.</li> </ol> </li> <li>• The Agency will work with CMTEDD on these recommendations as appropriate.</li> </ul>	
<p>GTC</p>	<ul style="list-style-type: none"> <li>• We are aware of the Gungahlin Community Council's concerns with the planning and development outcomes in the Gungahlin Town Centre.</li> <li>• The Standing Committee released their report of 30 September 2021 and made eight recommendations. Government has now formally responded to the recommendations and indicate several additional studies in relation to commercial and community needs along with further engagement and a place making approached to land release be undertaken.</li> <li>• Earlier this year the team met with members of the Executive of the Gungahlin Community Council to advise of the upcoming community engagement panel that is being established, to assist the precinct level place-making process.</li> <li>• Recruitment for the community panel has now closed. Communication Link received 584 applications, of which 431 were eligible and a panel of 100 people has been handed over to SLA. We are working closely with EPSDD to bring the panel on board. The first engagement activities with the panel will be via EPSDD on the Community Centre project.</li> <li>• SLA will be presenting to the GCC meeting on 10 August 2022</li> </ul>	<p>TG</p>

## SLA FACTS / STATISTICS (Aug 2022)

	<ul style="list-style-type: none"> <li>• SLA engagement will follow a similar format to the successful place-based engagements like Gold Creek, Belconnen Town Centre and Coombs and Wright Village Precinct. Typically, this is done via workshops, panels, and surveys to develop a Place Design Brief for the market, requiring interested proponent’s design responses to address the Brief.</li> </ul>	
Lawson	<ul style="list-style-type: none"> <li>• The former Land Development Agency completed due diligence studies for Lawson Stage 2 in 2012. These were updated by the SLA in 2018 with the most recent Development Application.</li> <li>• EPBC approval has been granted. (With conditions – mostly related to the Golden Sun Moth)</li> <li>• The SLA provides an annual compliance report to the Commonwealth demonstrating adherence to conditions of approval under the Environment Protection Biodiversity Conservation Act.</li> <li>• A Cost benefit study was carried out between options to underground or not the power lines and whether it was better for SLA or industry to deliver.</li> <li>• The agreed option was to leave the power lines in situ and for SLA to deliver. This resulted in:             <ul style="list-style-type: none"> <li>○ lower program risk,</li> <li>○ shorter program/ quicker delivery,</li> <li>○ SLA delivery gave greater control of development outcome – opportunities for innovative development ideas: ie BTR, better amenity, etc,</li> <li>○ greater financial outcome.</li> </ul> </li> </ul>	

<p>KAP – SLA decided to take over the project because we were not confident it was going to be delivered to the timeframe expected.</p>	<ul style="list-style-type: none"> <li>• Geocon’s design was very good and improved since time of tender, based on extensive engagement process they undertook.</li> <li>• However, the revision of the design in response to certain design challenges was prolonged. It took GEOCON 2 years to progress to the point which, under their tender they had agreed to be at after 6 months.</li> <li>• This delay meant that contracted timelines to achieve development approvals by mid-2021 did not happen.</li> <li>• As a result, we worked very closely with GEOCON, reviewing a number of options to forward the program. In the end we came to a MUTUAL AGREEMENT to transfer the project to the SLA.</li> <li>• In early November 2021, a ‘terms sheet’ was agreed which set out commercial terms for the Deed of Settlement and Release.</li> <li>• Under the Terms Sheet SLA has been able to progress the project without further delay.</li> <li>• The final Deed of Settlement and Release is now signed</li> <li>• The relationship remains respectful, and teams remained cooperative while the transfer was completed</li> <li>• Of most note, the agreed outcome has resulted in:             <ul style="list-style-type: none"> <li>○ transfer of all documentation associated with design of ACT Government assets as SLA had IP rights under the contract;</li> </ul> </li> </ul>	
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SLA FACTS / STATISTICS (Aug 2022)

	<ul style="list-style-type: none"> <li>○ Transfer of all documentation associated with the design of proposed subdivision for Section 49 and IP rights which SLA <u>did not</u> have under the contract;</li> <li>○ Most relevantly, transfer of all site studies and reports prepared to support planning and engineering discussions with EPSDD, TCCS, EvoEnergy and other stakeholders;</li> <li>○ The value to the SLA for the work done by GEOCON that did not form part of the contract was agreed to be \$0.5m (excl GST) reflecting the amount SLA was likely to pay if it commissioned the same studies.</li> <li>○ This process avoided additional delays and cost of a legal dispute, as SLA was able to re-engage with community, stakeholders and government agencies on continuing engagement and place led design approach.</li> </ul>	
<p>KAP Status</p>	<ul style="list-style-type: none"> <li>● Since early November 2021 announcement that SLA will be delivering the project, SLA has actively reengaged with stakeholders and community groups through December and commenced new engagement strategy in February 2022.</li> <li>● Upon review of the project design to date and earlier engagement SLA noted that further understanding and feasibility of certain design elements were required regarding inground infrastructure, heritage and public carpark.</li> <li>● In addition, SLA is now working on developing KAP Design Brief with the Community Panel, arts organisations and broader Canberra as well as a Sustainability Plan for the precinct which will consider land, built-form and future operational and business functions.</li> <li>● Most significantly, KAP Design Brief is including 1<sup>st</sup> Nation’s representation during engagement, to ensure history and connection with the country is also captured within future design of the Precinct.</li> <li>● SLA has also commenced the two stage tender process for major consultancies. Requests for Expressions of Interest have been assessed and SLA will be inviting high ranking companies from the REOI process to proceed to Tender shortly.</li> <li>● SLA continues to work within the expected completion timeline by end of 2025, however the program will be further refined once consultants have commenced their work.</li> <li>● Cabinet approved a budget for the construction of ACT assets and we are confident that remains appropriate for the current scope. I note as we engage on the design, we are looking at sustainability initiatives – for both immediate and future operational purposes. Such initiatives may require further cost benefit/ budget analysis</li> <li>● The budget for civil works is SLA BAU - approved by our Board as part of their normal Governance process. We are currently confident that the costs of these works will be offset by an appropriate return on investment when the land not required for ACT assets is sold.</li> </ul>	<p>TG</p>

## SLA FACTS / STATISTICS (Aug 2022)

Brickworks Status	<ul style="list-style-type: none"> <li>Community and stakeholder engagement is ongoing with Doma Group meeting with the Community Panel monthly.</li> <li>TCCS have delivered the Dudley Street upgrade works and the new entry road (named Brickworks Way) to the Estate. Gas infrastructure is not provided in the new entry road.</li> <li>Doma Group is expecting the Environmental Impact Statement (EIS) approval imminently.</li> <li>Doma has also submitted their Draft EDP for SLA's review.</li> <li>Doma will be able to lodge their EDP for approval by ACTPLA once EIS approval and SLA endorsement is received.</li> </ul>	TG
Brickworks – No Gas issue	<ul style="list-style-type: none"> <li>As per Parliamentary Agreement, this project is proactively transitioning away from mandatory gas supply which was relevant in late 2019 when Contract for Sale of the Land was executed.</li> <li>ACT Government project for the construction of the new entry road (Brickworks Way) into the new estate excludes gas infrastructure. Gas infrastructure is therefore only accessible from the existing suburb of Yarralumla.</li> <li>In line with current requirements in the Estate Development Code (amended in August 2020) the new development will provide access to gas infrastructure as an option to commercial tenancies, townhouses and standalone homes. This reflects roughly one-third of all dwellings.</li> <li>It is acknowledged that transition away from gas use needs to allow transition to occur at an individual business and user level in both commercial and residential markets. Consequently, limited gas infrastructure is provided as an option to connect to and does not preclude future individual owners or tenants to live or operate in an all electric environment.</li> <li>SLA recognises that the transition process impacts both developers and future users and notes that transition requires some flexibility to avoid eliminating small business and residential market segments from investing in the developed Canberra Brickworks Precinct.</li> </ul>	TG
BTR	<ul style="list-style-type: none"> <li>BTR is a new asset class which focusses on increasing the supply of long-term rental housing and can assist housing availability, diversity and choice.</li> <li>The Suburban Land Agency ran a market sounding process to better understand industry appetite to build and operate BTR, with an affordable rental component, on land release sites; and assist Government define a strategy to release land for BTR in the Territory as reflected in the BTR Investment Prospectus.</li> <li>The BTR Investment Prospectus outlines:             <ul style="list-style-type: none"> <li>Gov is keen to support affordable BTR either through SLA land releases or opportunities on existing privately owned land.</li> <li>Acknowledge affordable will require some level of Gov assistance and will consider supporting projects with at least 15% affordable.</li> </ul> </li> </ul>	NH

## SLA FACTS / STATISTICS (Aug 2022)

- Recognise current tax and rates system does give significant reduction in land tax and rates if the residential is not individually titled.
- Also considering planning changes that may be appropriate to encourage BTR
- Additional benefits for projects that include registered community housing providers. (include land tax exemption, and LVC remission.)
- For Gov/ SLA releases:
  - Gov incentives could include (land tax concession, deferral of duty payments or land payments or direct subsidy. Possibly a grant to assist with construction or land costs.
  - Suggest it would be a competitive tender - tenderer to identify what they would need for the outcome to remain feasible. (SLA need to make sure the process is robust, fair and transparent. Consistent evaluation even though there may be some variability in solutions.
- Market/ CHP initiated proposals:
  - Yearly process delivered via a competitive EOI. Similar incentives to be reviewed. Ie land tax concession, LVC remission of CHP involved.
  - identify any legislative changes that would encourage development of Build-to-Rent in the ACT.
- Block 3, Section 57 (Turner) will be released for Build-to-Rent with affordable rental in 2022-23