

**WILLOWTREE**  
PLANNING

## **CAPABILITY STATEMENTS**

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Turning development concepts  
and visions into reality

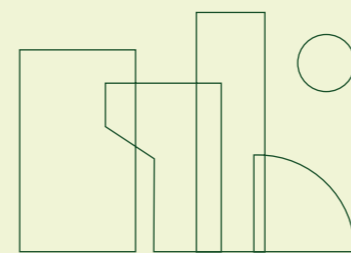




## WILLOWTREE PLANNING

Transforming development concepts and visions into living, breathing outcomes. Willowtree Planning is a leading national town planning consultancy that specialises in statutory and strategic planning and development matters across the Australian eastern seaboard.

*“We combine experience, expertise and efficient project delivery to provide the best possible results, no matter the scale and scope.”*



# *Bringing your developments to life*



## ABOUT US

Born in 2010, Willowtree Planning is a leading national town planning consultancy that specialises in statutory and strategic planning and development matters across the Australian eastern seaboard.

Regardless of the project size, we take the time to understand our clients' needs and provide clarity upfront in terms of planning challenges and realistic approval timeframes associated with their projects, to allow ease in decision making, and instil confidence when embarking on their development journey.

We're connected too - we've built extensive relationships with local and state government offices and agencies, so we're in the know when it comes to the latest industry best practices and know where to go to make things happen.



## OUR TEAM

Our highly skilled, close-knit team have rolled up their sleeves and worked on thousands of development projects across New South Wales, Queensland and Victoria - with project scope spanning everything from residential, commercial, retail to education, health, aged care and industrial minor and major projects.

Our diverse backgrounds make us well placed to deliver solutions to complex problems, and this is something that motivates and unites our team and enables us to deliver unbeatable results for our clients.



## DELIVERY/APPROACH

# *Your projects are our projects*

At Willowtree Planning, we combine our will to win, commercial understanding, and appreciation and love for strategic and statutory planning, to achieve the desired result for our clients—working closely together to deliver the best result.

# *Staying Connected*

We build and nurture robust relationships with our clients and stakeholders, with reliability and trust at the core. We have respect for each other, our clients and the external teams involved in each project, and this allows us to do our best work and create ideal outcomes for all parties.





## DELIVERY/APPROACH

### *In It Together*

At Willowtree Planning, we're there for every step of the development journey, from the earliest stages of project inception, through the approval process, to post-approval assistance—maximising opportunities and reducing risk to enhance confidence in our clients.

### *Our Team*

At the heart of Willowtree Planning is a team of big thinkers, with innovative ideas and the skills to get them done. With extensive experience in the private and public sector both in Australia and abroad, we've got the best in the biz under our roof - ready to get the job done.





## CAPABILITIES

### *Major Projects & State Significant Applications*

#### TAKING THE PAIN OUT OF PROJECTS

Embarking on a new development journey is exciting but it can also be daunting when you're presented with the task of navigating the necessary approvals process to achieve your desired outcome.

At Willowtree, we take this highly technical and imperative admin off your hands and establish the correct approvals pathway for you to ensure your project and application is well made and moves through the approvals process on a path of least resistance.

#### STATUTORY AND STRATEGIC APPROVALS ADVICE

We plan from the ground up and have extensive knowledge of all types of approvals processes relevant to your state, and can quickly map out what type of application suits your development project.

#### DEVELOPMENT APPLICATION PREPARATION

We'll assist to prepare and submit to the local council or state government outlining the layout, technical reports and plans required for your proposed development and of course the regulatory costs.

#### STATE SIGNIFICANT DEVELOPMENT APPLICATION

Having undertaken the first private State & regional Development Application in NSW in 2011, we have gone on to prepare many (SSDA Applications) across multiple sectors including Health, Education, Film & TV, Industrial and Data Centres. Our in depth knowledge of the process and the regulatory authorities expectations make us a leader in the preparation and management of major project applications.

#### PLANNING PROPOSALS & REZONING APPLICATIONS

If rezoning is the goal, where appropriate, we'll put together a rezoning application that exudes site and strategic merit to attempt to change the current zoning by-law provisions as they apply to your property, to enable you to often achieve a higher and better use and or development outcome for your site.

#### TOWN PLANNING/DUE DILIGENCE

We'll help you undertake any necessary town planning/due diligence investigations prior to purchase, to enable you to assess the planning risks and opportunities associated with the transaction, to eliminate any uncertainty you may have.

#### LAND AND STRATA SUBDIVISION

If strata titling or a strata title subdivision are part of your plan, we'll handle the process so it runs smoothly end to end.

#### MASTER PLANNING

Our team, in collaboration with our technical experts, will develop a comprehensive master plan to make connections between buildings, social settings and their surrounding environments. .



## CAPABILITIES

### DCP PREPARATION

Where applicable, we'll collaborate with urban designers and architects, and other key experts, to prepare a DCP for inclusion with your rezoning Application or development application.

### PROJECT COORDINATION & MANAGEMENT

While we aren't project managers, we are able to assist in assembling the right team of consultants required to obtain your development approval prior to a Project Manager being engaged.

### COMMUNITY CONSULTATION

As community consultation is required on many of our projects, we actively participate and contribute to the process in terms of presenting to community groups, including councils, documenting the process in accordance with state government guidelines.

### DESIGN COMPETITION COORDINATION

While design competitions are generally limited to new commercial buildings in key strategic and CBD locations, some other major projects also may need design excellence to be achieved through the Government Architects office. We have experience in successfully preparing and managing the design competition process with relevant councils to ensure your site can achieve design excellence and be developed as a strategic landmark within sensitive CBD locations.





## PROJECTS

Equipped with dogged determination and a proactive, integrated approach, no project is too large or too small for Willowtree Planning to take on.

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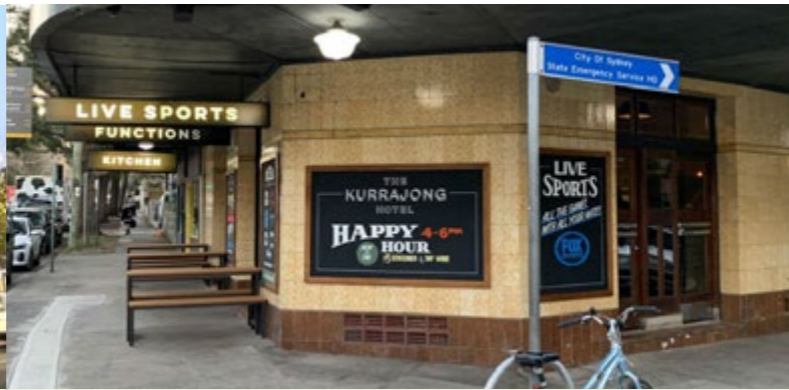
PROJECT EXPERIENCE

**HOTELS**



**THE EXCHANGE HOTEL  
DARLINGHURST, SYDNEY**  
Eastern Property Alliance

**\$3 MILLION**



**KURRAJONG HOTEL  
ERSKINEVILLE, SYDNEY**  
Eastern Property Alliance

**\$2 MILLION**



**SHANGRI LA HOTEL REFURB  
THE ROCKS, SYDNEY**  
Pure Projects

**\$12 MILLION**



**TOWN HALL HOTEL  
BALMAIN, SYDNEY**  
Eastern Property Alliance

**\$20 MILLION**



**THE EXCHANGE HOTEL  
BALMAIN, SYDNEY**  
Eastern Property Alliance

**\$2 MILLION**



**CITY HOTEL  
KENT STREET, SYDNEY**  
Brett Strauss

**\$1 MILLION**



**THE EDMONSON  
EDMONSON PARK, LIVERPOOL**  
Peter de Angelis

**\$21 MILLION**



## WILLOWTREE PLANNING

# KEY PERSONNEL

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## WILLOWTREE PLANNING

# TESTIMONIALS

“Willowtree Planning continues to provide Calvary Health Care with solid and consistent town planning and approvals advices on a range of hospital, health and aged care developments. Their advices are always insightful and clear, and Calvary appreciates their proactive and strategic work in assessing changes to relevant legislation and approvals regulation, as they affect Calvary’s property portfolio and development pipeline”

### ANGUS BRADLEY

National Manager/ Strategy and Development  
CALVARY

“Willowtree Planning are not only good operators, but good people, which matters as we are in a relationship business. Whether it’s with our tenants, the agent community, consultants, or subcontractors, they all play a vital role in the overall success at Frasers. We like to work with people we can rely on and are available to assist when and where required. Chris, Andrew and the whole team understand how we work, how we operate, the things that are important to us and how to work together to get a successful outcome”

### IAN BARTER

General Manager  
FRASERS PROPERTY

“Willowtree Planning have partnered with Ramsay Health Care for almost a decade, delivering consistently excellent outcomes. The Willowtree team exhibit exemplary values through a solutions based approach. Always responsive and consistently proactive, Willowtree Planning have supported the growth of our business across the Eastern seaboard”

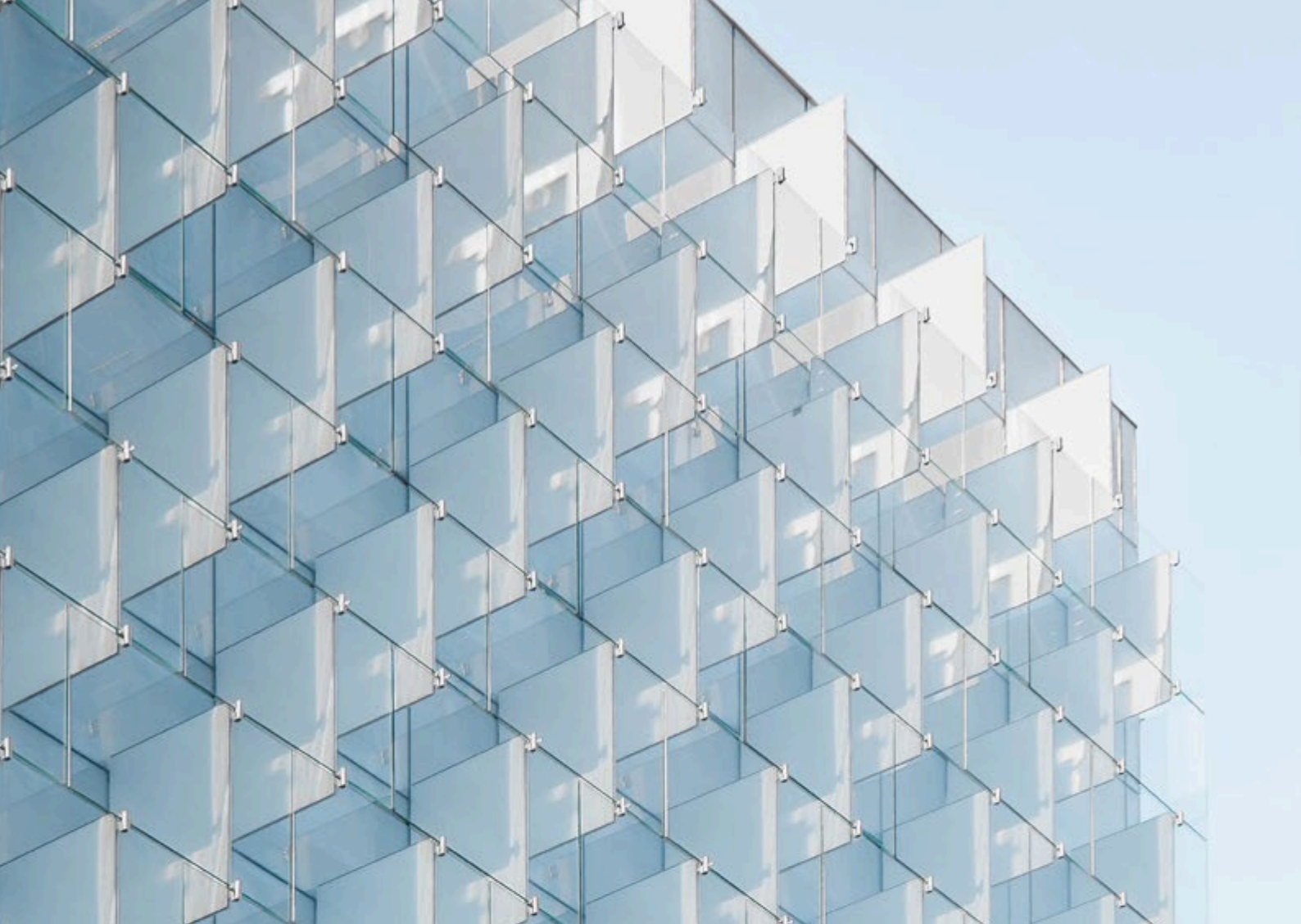
### ALEX BELCASTRO

National Business Development Manager  
RAMSAY HEALTH CARE

“We have worked with Chris and his team at WillowTree Planning for the past few years and could not recommend them highly enough. They have a good balance of strong planning knowledge, as well as an appreciation of the commercial viability of projects – something not a lot of planning teams possess. We look forward to continuing our relationship with WillowTree in the future.”

### KATE CORRIGAN

Development Manager,  
AVENTUS GROUP



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