

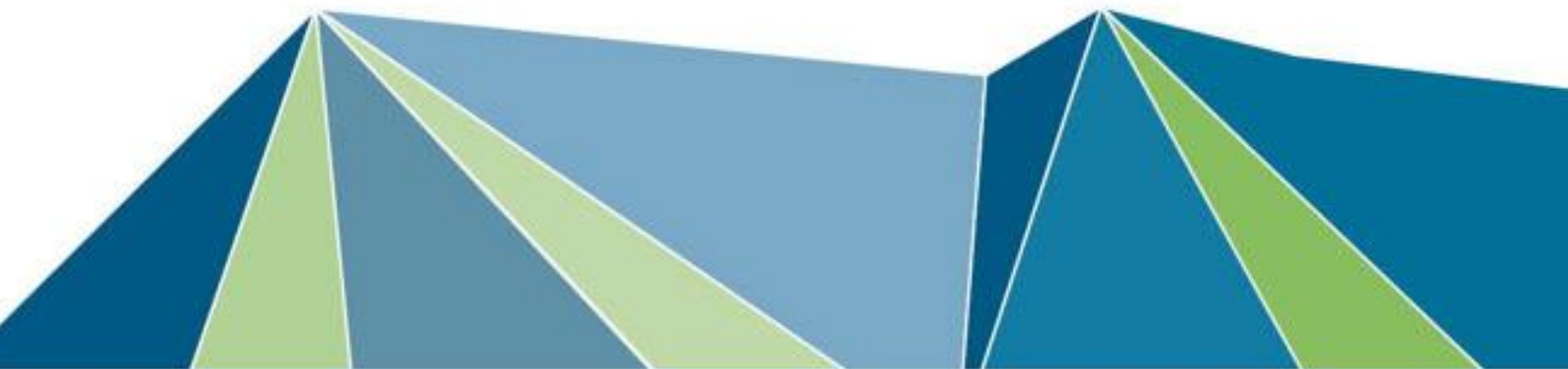
# Agenda

## ***Commercial Services Committee Meeting*** **4 June 2025**

A Commercial Services Committee Meeting will be held in the Ballina Shire Council Chambers, 40 Cherry Street, Ballina on **4 June 2025 commencing at 5:00 PM.**

1. Acknowledgement of Country
2. Apologies
3. Declarations of Interest
4. Deputations
5. Committee Reports

Paul Hickey  
**General Manager**



## **Ethical Decision Making and Conflicts of Interest**

### **A guide for Councillors, Council employees and community representatives**

#### **Ethical decision making**

- Is the decision or conduct legal?
- Is it consistent with Government policy, Council's objectives and Code of Conduct?
- What will the outcome be for you, your colleagues, the Council, anyone else?
- Does it raise a conflict of interest?
- Do you stand to gain personally at public expense?
- Can the decision be justified in terms of public interest?
- Would it withstand public scrutiny?

#### **Conflict of Interest**

A conflict of interest is a clash between private interest and public duty. There are two types of conflict:

- **Pecuniary** – an interest that you have in a matter because of a reasonable likelihood or expectation of appreciable financial gain or loss to yourself or another person or entity defined in part 4 of the Council's Code of Conduct, with whom you are associated.
- **Non-pecuniary** – a private or personal interest that you have that does not amount to a pecuniary interest as defined in the Council's Code of Conduct.

These commonly arise out of family or personal relationships, or out of involvement in sporting, social, religious or other cultural groups and associations, and may include an interest of a financial nature.

#### **The test for a conflict of interest**

- Is it likely I could be influenced by personal interest in carrying out my public duty?
- Would a fair and reasonable person believe I could be so influenced?
- Conflict of interest is closely tied to the layperson's definition of "corruption" – using public office for private gain.
- It is important to consider public perceptions of whether you have a conflict of interest.

#### **Identifying problems**

- Do I have private interests affected by a matter I am officially involved in?
- Is my official role one of influence or perceived influence over the matter?
- Do my private interests' conflict with my official role?

#### **Disclosure and participation in meetings**

##### **Pecuniary Interests**

- A Councillor or a member of a Council Committee who has a pecuniary interest in any matter with which the Council is concerned, and who is present at a meeting of the Council or Committee at which the matter is being considered, must disclose the nature of the interest to the meeting as soon as practicable.
- The Councillor or member must not be present at, or in sight of, the meeting of the Council or Committee:
  - a) at any time during which the matter is being considered or discussed by the Council or Committee, or
  - b) at any time during which the Council or Committee is voting on any question in relation to the matter.

**No Knowledge** - A person does not breach this clause if the person did not know and could not reasonably be expected to have known that the matter under consideration at the meeting was a matter in which he or she had a pecuniary interest.

##### **Non-pecuniary Interests**

Must be disclosed in meetings. There are a broad range of options available for managing non-pecuniary interests and the option chosen will depend on an assessment of the circumstances of the matter, the nature of the interest and the significance of the issue being dealt with. Non-pecuniary interests must be dealt with in one of the following ways:

- It may be appropriate that no action be taken where the potential for conflict is minimal. However, Councillors should consider providing an explanation of why they consider a conflict does not exist.
- Limit involvement if practical (eg. Participate in discussion but not in decision making or vice versa). Care needs to be taken when exercising this option.
- Remove the source of the conflict (eg. Relinquishing or divesting the personal interest that creates the conflict)
- Have no involvement by absenting yourself from and not taking part in any debate or voting on the issue as per the provisions in the Code of Conduct (particularly if you have a significant non pecuniary interest)

### **Deputations to Council – Guidelines**

- Deputations by members of the public may be made at Council meetings on matters included in the business paper.
- Deputations are limited to one speaker in the affirmative and one speaker in opposition.
- Deputations, per person, will be limited to a maximum of two items on the agenda.
- Requests to speak must be lodged in writing or by phone with the General Manager by noon on the day preceding the meeting.
- Deputations are given five minutes to address Council.
- Deputations on the same matter will be listed together with the opposition first and the speaker in affirmative second.
- Members of the public are advised that any documents tabled or given to Councillors during the meeting become Council documents and access may be given to members of the public in accordance with the requirements of the Government Information (Public Access) Act 2009.
- The use of powerpoint presentations and overhead projectors is permitted as part of the deputation, provided that the speaker has made prior arrangements with the General Manager's Office at the time of booking their deputation. The setup time for equipment is to be included in the total time of five minutes allocated for the deputation.
- To avoid conflicts of interest, real or perceived, deputations will not be accepted from:
  - a) Tenderers during a public tender or request for quotation
  - b) Persons or representatives from organisations seeking financial support from Council that involves an expression of interest
  - c) Consultants who are engaged by Council on the matter the subject of the deputation.

### **Recording and Livestreaming of Council Meetings**

- The meeting (with the exception of the confidential session) is being livestreamed and recorded for on-demand viewing via Council's website ([ballina.nsw.gov.au/agendas-and-minutes](http://ballina.nsw.gov.au/agendas-and-minutes)) and a person's image and/or voice may be broadcast.
- Attendance at the meeting is taken as consent by a person to their image and/or voice being webcast.
- All speakers should refrain from making any defamatory comments or releasing any personal information about another individual without their consent.
- Council accepts no liability for any damage that may result from defamatory comments made by persons attending meetings. All liability will rest with the individual who made the comments.  
This meeting must not be recorded by others without the prior written consent of the Council in accordance with Council's Code of Meeting Practice.

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1. Acknowledgement of Country
  2. Apologies
  3. Declarations of Interest
  4. Deputations
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**1. Acknowledgement of Country**

In opening the meeting the Mayor provided an Acknowledgement of Country.

**2. Apologies**

**3. Declarations of Interest**

**4. Deputations**

**5. Committee Reports**

**5.1 Ballina Byron Gateway Airport - Ground Transport Master Plan**

**Section** Commercial Services

**Objective** To seek Council's endorsement for a Ground Transport Master Plan prepared for the Ballina Byron Gateway Airport.

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**Background**

The Ballina Byron Gateway Airport (the Airport) has experienced consistent growth in passenger numbers in recent years, leading to increased demand for car parking, ground access, and transport services.

As the Airport continues to develop its infrastructure to support this growth, a coordinated and sustainable approach to ground transport is essential.

The current car parking arrangements, last updated in 2022, have proven inadequate during peak periods, resulting in congestion, queuing, and limited functionality for ground operations and other Airport users.

To address these challenges and plan for future demand, Council engaged a specialist consultant to prepare a twenty-year Ground Transport Master Plan (GTMP).

Bitzios Consulting (Bitzios) was selected via a procurement process based on their experience in transport planning at regional airports. A copy of the proposed GTMP is included as Attachment 1.

The purpose of this report is to provide an overview of the GTMP including key findings and recommendations.

Bitzios will provide a presentation on the GTMP to Councillors, which is scheduled for 4pm Tuesday 3 June 2025.

**Key Issues**

- Capacity constraints
- Access inefficiencies
- Traffic congestion
- Staging complexity

**Discussion**

The BBGA car park layout and management systems were last updated in 2022.

The capacity of the car park at the completion of those works was inadequate to deal with the post COVID travel boom experienced by the Airport.

## **5.1 Ballina Byron Gateway Airport - Ground Transport Master Plan**

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At the height of that boom, flight numbers for the Airport escalated to more than 100 flights per week.

Problems that arose during peak periods included a lack of capacity in the car park, congestion, queuing, management of the drop-off/pick-up area, payment issues, management of ground transport operators and other Airport users.

In responding to these and other issues, Bitzios worked collaboratively with Council staff and stakeholders to develop the GTMP.

The process included:

- On-site inspections and walk-throughs with staff
- Analysis of existing traffic patterns and congestion points
- Review of historical and projected passenger data to estimate future parking demand
- Stakeholder consultations, including input from ground transport operators and Airport staff.

In recent times, airlines have reduced scheduled flights due to limited fleet capacity brought about by delays in delivery of new aircraft, crew shortages and re-opening of other airports adversely affected by COVID.

The reduction in flight numbers, now down to less than 50 flights per week, has reduced demand for car parking.

However, this decline is expected to be short-lived, with services anticipated to escalate in the future.

The GTMP identified various operational and safety issues associated with the existing infrastructure, as follows:

- **Inadequate Wayfinding Signage**  
Inadequate directional signage and lack of clear separation of public, rental, and staff parking areas leads to driver confusion and inefficiencies.
- **Drop-off Zone Congestion**  
The two minute drop-off/pick-up zone in front of the terminal frequently causes traffic to queue out onto Southern Cross Drive during peak times and creates issues for car park management when trying to move drivers on.
- **Boom Gate Issues**  
The current number plate recognition system has reliability issues causing boom gate issues, delays, errors, customer dissatisfaction and complaints.
- **Insufficient General Parking**  
Limited space for general parking and rental vehicles often results in informal parking and disruption to car park operations.

Despite the recent downturn in flight numbers, the existing car park infrastructure is under pressure, and demand for parking is expected to nearly double by 2044.

## 5.1 Ballina Byron Gateway Airport - Ground Transport Master Plan

Table 1 summarises current, projected, and planned parking capacity.

**Table 1 – Parking Demand and Supply**

Parking Area	Current Supply	2024 Demand	2044 Forecast Demand	2044 GTMP Supply
Premium Parking	113	77	162	317
Online Reserve	39	41	88	
General Parking	225	229	476	524
Rental Parking	186	186	280	264
<b>Total</b>	<b>563</b>	<b>533</b>	<b>1006</b>	<b>1105</b>

In response to the issues, Bitzios developed two car park layout options and assessed same against defined evaluation criteria.

The preferred solution identified by Council staff and Bitzios is outlined in Attachment 2, due to its modular design, efficient circulation, and clear separation of user groups. Key features of the proposed layout include:

- Expanded General Car Park  
Reconfiguration and expansion of existing car parks, increasing overall capacity by over 500 spaces.
- Upgraded Set-down / Pick-up Zone  
Expansion of capacity from 7 to 24 spaces, with improved circulation and removal of pedestrian conflict points.
- Dedicated Taxi / Rideshare / Bus Zone  
Consolidation of services into a single, clearly defined area to improve operational efficiency.
- Rental Car Zone  
Relocation and separation away from general parking with clearer wayfinding and adequate turnover space.
- Intuitive Site Layout  
Redesigned to support intuitive wayfinding, with improved signage and pavement markings for all users.

Several immediate solutions are also proposed to improve operations and the overall parking experience.

These works will be progressed in consultation with relevant stakeholders to ensure smooth implementation and minimal disruption.

The proposed immediate improvements include:

- An expanded set-down/pick-up zone to increase capacity
- A revised car rental entry lane to facilitate the expanded set-down/pick-up zone
- A re-aligned taxi loading area to improve safety and rank efficiency in the ground transport car park.



## 5.1 Ballina Byron Gateway Airport - Ground Transport Master Plan

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On completion of the immediate improvements works, staff propose to commence with the preferred option (refer Attachment 2) with construction to occur over stages in line with demand and funding availability.

Obtaining planning approvals over the green field site immediately to the east of the existing car park may take time and should commence as soon as possible.

Having development and construction approvals in place for the preferred option would add value to the Airport given the propensity of airport car parks to generate income.

### Community Engagement Strategy

Consultation during the GTMP process included an online survey with ground transport operators and in-person discussions with airport staff and rental car operators.

Issues raised included poor signage, congestion at drop-off zones, operational inefficiencies with access systems, and a lack of shelter and proximity for ride-share and taxi services.

These insights informed the identification of priorities and helped shape the GTMP.

### Financial / Risk Considerations

The Airport's long-term financial plan (LTFP) includes provision for \$7.2m in car park upgrade and GTMP related works over the financial years 2025/26 to 2027/28, as per the following table.

**Table 2 - GTMP Works in Draft LTFP**

Description	2025/26	2026/27	2027/28
Car Park - Expansion	4,450,000		
Car Park - Walkway and Shade		1,700,000	
Car Park - Equipment Upgrade			1,000,000
<b>Totals</b>	<b>4,450,000</b>	<b>1,700,000</b>	<b>1,000,000</b>
<b>Consolidated</b>			
Ground Transport Master Plan	4,450,000	1,700,000	1,000,000

It's proposed that these works be postponed, with the allocated funds redirected towards the implementation of the GTMP, as a broad generic heading for the proposed works program.

### Options

#### *Option 1*

Council adopts the GTMP as proposed in Attachment 1, undertake the immediate upgrade works referred to in this report and proceed with a clear, strategic pathway for the staged development of the preferred option (Attachment 2) as detailed in the GTMP.

## **5.1 Ballina Byron Gateway Airport - Ground Transport Master Plan**

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This option is recommended as the GTMP has highlighted various problems with the existing car park including a lack of capacity and functional layout to respond to the forecast growth in passenger numbers.

### *Option 2*

Council resolves not to adopt the GTMP.

This option is not recommended as it would delay the improvements required to generate operational efficiencies of the carpark, plan for future growth, improve revenue streams and capital value to the Airport.

### **RECOMMENDATIONS**

1. That Council adopts the Ballina Byron Gateway Airport Ground Transport Master Plan, as per Attachments 1 and 2 to this report, for the development of ground transport infrastructure to 2044.
2. That the Airport's Long Term Financial Plan for capital expenditure be updated to reflect the implementation of the Ground Transport Master Plan, as per Table 2 of this report.

### **Attachment(s)**

1. Ground Transport Master Plan [⇒](#)
2. Ground Transport Master Plan - Preferred Option [⇒](#)

## 5.2 Richmond Tweed Regional Library - Sale of Property

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### 5.2 Richmond Tweed Regional Library - Sale of Property

**Section** Communications

**Objective** To seek Council's position on the sale of property owned by the Richmond Tweed Regional Library.

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#### **Background**

The Richmond Tweed Regional Library (RTRL) is a resource sharing library service made up of four member councils, being Tweed, Byron, Ballina and Lismore.

Lismore City Council (LCC) is the Executive council, employing all the RTRL staff and undertaking the corporate functions for the RTRL.

The RTRL operates 11 libraries throughout the region, including three in the Ballina Shire at Alstonville, Lennox Head and Ballina. Council currently pays LCC, approximately \$2m per annum to provide the library services to Ballina Shire.

The RTRL governance model includes a Senior Leadership Group (SLG), comprising senior managers from each of the member councils, and the Regional Library Manager.

The SLG is responsible for strategic and financial planning, policy development and reporting.

This group reports to the RTRL Committee, made up of Councillor representatives from each member council.

As a member council of RTRL, Council owns part of the RTRL assets including the head office building (named Support Services) located in Goonellabah, an adjoining vacant block of land, all library books and resources purchased from Ballina library resources budget, a mobile library, and plant and fleet associated with the library operations.

During 2021/22 the RTRL SLG and Committee completed a review of budgets, services, and assets to ensure an efficient operation of RTRL operations.

This review identified the vacant land (Lot 2 DP 1061931, 1 Lancaster Drive, Goonellabah) adjoining the Support Services building is not required for RTRL purposes.

Following a report to the June 2023 Ordinary meeting, Ballina Shire Council resolved as follows:

*That Council confirms its support for the sale of the vacant land owned by Richmond Tweed Regional Library member councils, Lot 2 DP 1061931, 1 Lancaster Drive, Goonellabah.*

RTRL member councils adopted similar resolutions, and steps were taken to proceed with the sale including independent valuations.

## **5.2 Richmond Tweed Regional Library - Sale of Property**

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At the time, LCC was also interested in purchasing the vacant land to use for their own purposes.

For various reasons, the land sale did not proceed, and the status quo remained.

More recently in 2024, the Support Services building located at (Lot 1, DP 1061931) 2 Centenary Drive, Goonellabah was storm damaged. The building is unsafe to occupy due to water leaks.

Support Services staff have been temporarily relocated to other locations in the region, although this cannot be sustained.

The RTRL Committee has been considering options to solve these matters since September 2024.

The options include:

- 1) Selling one or both lots
- 2) Remediate the current building
- 3) Invest in a completely new building.

For the RTRL to take active steps to progress further investigations, an RTRL Committee decision is required, to clarify the preferred approach.

Given the change in circumstances, this report seeks Council direction for the benefit of Council's two RTRL delegates, Cr Crollick and Cr Chate, regarding the options available.

### **Key Issues**

- Sale of assets
- Value for money
- Council decision making in library operations

### **Discussion**

The potential sale of the vacant land was considered in 2022 and 2023 due to the improvement works required for the Support Services building.

The theory was if the vacant land was sold, the proceeds from the sale could be applied to fund improvement works at the Support Services building.

A valuation of the land was undertaken to assist this process (Attachment 1).

Given the recent storm damage, the scope of works now required to bring the Support Services building to a standard to occupy has significantly changed from 2022. The building has been unoccupied since 2024.

A more recent option is to now sell the building and use the funds to build a purpose-built facility on the adjacent vacant land located at 1 Lancaster Drive, Goonellabah, also owned by the RTRL.

## **5.2 Richmond Tweed Regional Library - Sale of Property**

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LCC has expressed reservations regarding the divestment of land by the RTRL and would seek further discussions prior to any divestment.

Whilst LCC has formed a view, it is the RTRL Committee (which are represented by all member councils), that will make a recommendation on the sale of property, which will then be reported to LCC, for determination.

RTRL is not a legal entity, which means that LCC must resolve to sell any property, after considering the RTRL Committee recommendation.

The assumption is that LCC will support the RTRL Committee recommendation.

### **Community Engagement Strategy**

There has been on-going consultation with the member councils. Any sale would be subject to LCC's sale processes.

Further RTRL Extraordinary Committee meetings are scheduled for 11 June and 25 June 2025 to debate this matter.

### **Financial / Risk Considerations**

The sale of any RTRL property will generate funds to be applied to the new or refurbished building.

The sale of an asset provides a one-off saving only.

The funds from the sale of any asset belong to all RTRL member councils.

### **Options**

One option is to resolve to sell the property located, Lot 1 DP 1061931, 2 Centenary Drive, Goonellabah, also known as the Support Services building.

This option will allow RTRL to build a fit for purpose facility on Lot 2 DP 1061931, 1 Lancaster Drive, Goonellabah, which is vacant land owned by the RTRL.

The proceeds from the sale of the building would help to fund the new build.

A second option is to resolve to sell the vacant land, Lot 2 DP 1061931, 1 Lancaster Drive Goonellabah and use the proceeds to remediate the current building.

This was Ballina Shire Council's resolved position in June 2023, prior to the storm damage in 2024.

A further option is to not support the sale of any RTRL property.

This is not the recommended approach as the RTRL is of the opinion that the two property assets are more than their needs.

The final alternative is to sell both RTRL property assets and invest in a new location and completely new build.

## **5.2 Richmond Tweed Regional Library - Sale of Property**

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This approach is not recommended as the RTRL has existing industrial land, in a flood free location at Goonellabah, that is suitable for the RTRL requirements.

Council's RTRL delegates are being asked to decide on this at the RTRL Extraordinary meetings scheduled for 11 and 25 June 2025.

Even though there is limited information available in this report, it provides an opportunity for Council and the RTRL delegates to discuss the options available.

The recommendation is for noting only, which still allows Council to confirm a preferred approach based on the feedback from the RTRL delegates.

### **RECOMMENDATION**

That Council notes the contents of this report regarding the potential sale of land by the Richmond Tweed Regional Library.

### **Attachment(s)**

1. Land Valuation - 1 Lancaster Drive, Goonellabah - August 2022 [⇒](#)

### 5.3 Land Sales - Status

**Section** Commercial Services

**Objective** To provide Council with an update on the outcome of the recent auction at the Southern Cross Industrial Estate and the proposal to auction residential land at Wollongbar Urban Expansion Area - Stage Three.

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#### **Background**

On 30 April 2025, Council conducted a public auction of nine serviced industrial lots at Boeing Avenue, Ballina located in the Southern Cross Industrial Estate. All nine lots sold.

The purpose of this report is to provide a financial update of the project and an update on the proposed auction of six residential lots in Stage Three of Council's Wollongbar Urban Expansion Area.

#### **Key Issues**

- Auction results
- Financial return to Council
- Timing of residential land auction

#### **Discussion**

##### *Southern Cross Industrial Estate Land Auction*

All nine lots sold on the night of the auction at prices more than the total reserve price of \$11,213,636 + GST. The total sales were \$15,836,364 + GST.

A layout plan is contained in Figure 1, whilst a schedule of lot sales is contained in Table 1.

The lot sales in Table 1 are as per the order of sale on the night. This is relevant as the order of sale was structured based on feedback from agents during the auction campaign. The \$/m<sup>2</sup> sale rates in Table 1 reflect how the order of sale assisted in maximising sale prices.

Lot 1 was purchased by a national motor dealer, who proposes to develop a new car dealership on the site.

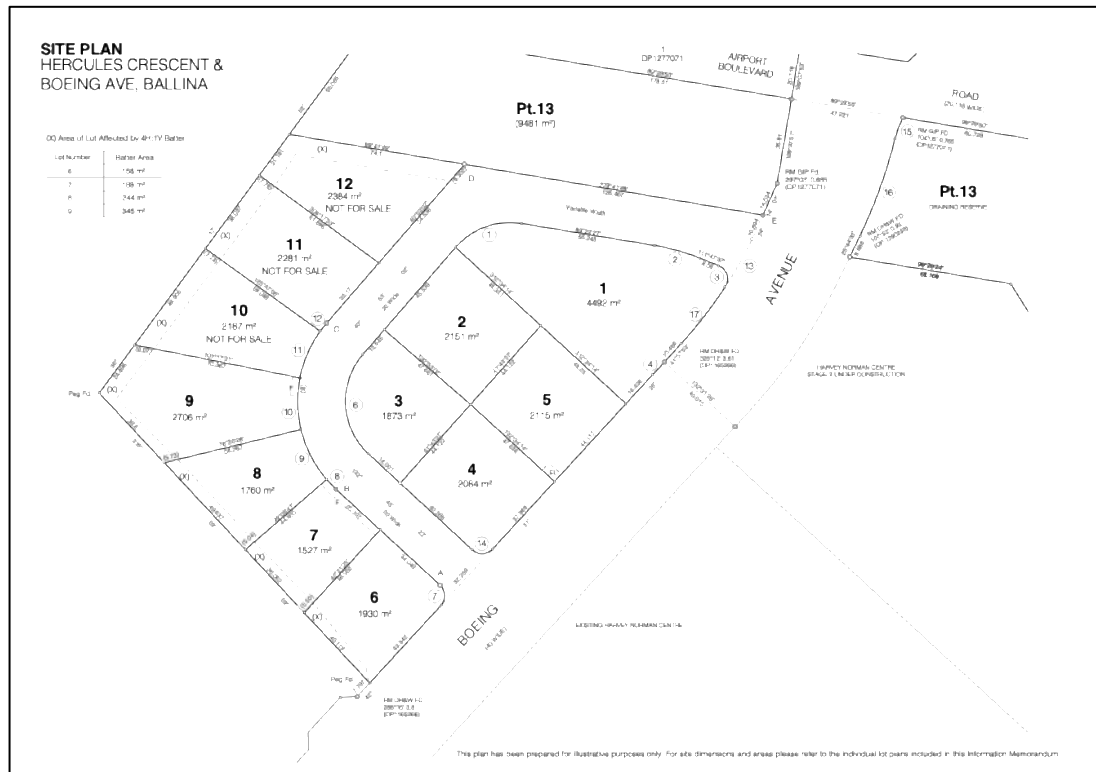
The unsuccessful bidder of Lot 1, then had to compete with the market to purchase Lots 2, 4 and 5 to provide a site large enough for their proposed freight and logistics facility. This buyer is currently located in Cessna Crescent, Southern Cross Industrial Estate on a site they purchased from Council approximately ten years ago.

After Lots 2, 4 and 5 sold, and except for Lot 6, the \$/m<sup>2</sup> sale rates dropped to a level consistent with reserve prices.

The purchasers of Lots 3, 6, 7, 8 and 9 are local investors who propose to expand, or relocate, existing businesses or develop new premises, for local businesses.

### 5.3 Land Sales - Status

### Figure 1 – Lot Layout Plan



### Table 1 – Summary of Auction Results

Lot #	Filled Site Area m2	Batter Area m2	Total Site Area m2	Sale Price (excl. GST) (\$)	Sale Price \$/m2 based on Filled Site Area (excl. GST)	Lot Config.	Proposed Use
1	4,492	0	4,492	5,272,727	1,174	Cnr. lot	Car dealership
4	2,084	0	2,084	1,718,182	824	Cnr. lot	Freight & logistics
5	2,115	0	2,115	1,727,273	817	Reg. lot	Freight & logistics
2	2,151	0	2,151	1,672,727	778	Reg. lot	Freight & logistics
3	1,873	0	1,873	1,227,273	655	Cnr. lot	TBA
6	1,772	158	1,930	1,363,636	770	Cnr. lot	TBA
7	1,339	188	1,527	845,455	631	Reg. lot	TBA
8	1,516	244	1,760	863,636	570	Reg. lot	TBA
9	2,361	345	2,706	1,145,455	485	Reg. lot	TBA
	19,703	935	20,638	15,836,364	804		

All buyers accepted the “use it or lose it” provision in the sale contracts.

This means the buyer must achieve substantial commencement of construction within three years of the settlement date of the sale contract (28 May 2025) or Council can exercise an option deed to buy back the lot at the initial purchase price without any compensation payable.



### 5.3 Land Sales - Status

All contracts had a 28-day settlement timeframe, and all have now settled with Council.

Regarding the lots Council has retained, being Lots 10, 11 and 12, there are opportunities that may arise in the future.

In the interim, it is proposed to construct retaining walls and fill the batter areas on these three lots to further increase the land area and the land value.

The batter areas of these three lots total 1,349m<sup>2</sup>.

Based upon the recent auction results the value of this additional land could be in the order of \$700,000 over the three lots.

Filling the batter areas was considered in the past, however on a cost benefit basis the justification for undertaking the works was marginal due to the difficult site conditions to construct the retaining walls required, i.e. the walls need to be constructed in what is essentially a drainage channel.

As the market for industrial land has escalated, undertaking these works is now more viable.

Staff have requested a fee proposal from consultants to undertake designs for these works, prepare and lodge a development application for same.

It is proposed to fund the works from the proceeds of the Boeing Avenue land sales.

A financial update for the project is provided in Table 2 as follows.

**Table 2 – Financial Update – Southern Cross Industrial Estate Land**

Item	Nov 2024 Est. \$	April 2025 Actual \$
Net Sale Proceeds – Lots 1 to 9	10,780,000	15,559,000
Net Sale Proceeds – Lot 2 Sale to Harvey Norman (1)	8,261,000	8,261,000
Less Actual Costs to June 2023 (2)	(6,432,000)	(6,432,000)
Less Actual Costs for 2023/24	(2,560,000)	(2,560,000)
Less Actual Costs to date 2024/25	(18,000)	(51,000)
Less Estimated Costs to Complete (Civil works, professional fees, developer contributions, interest etc)	(57,000)	0
<b>Net Proceeds to Date</b>	<b>9,974,000</b>	<b>14,777,000</b>
Estimated Net Sale Proceeds – Lots 10, 11 & 12 (3)	2,900,000	3,560,000
<b>Total Estimated Net Sale Proceeds</b>	<b>12,874,000</b>	<b>18,337,000</b>

(1) The sale to Harvey Norman was settled in 2022.

(2) The actual costs of \$6,432,000 cover the period from 2018 to 2023 and include the combined costs of filling Lot 1 and Lot 2 (Harvey Norman site) and associated development costs.

(3) No allowance has been made for any additional revenue that may be generated by filling the batter areas on Lot 10, 11 and 12.

### 5.3 Land Sales - Status

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#### *Wollongbar Residential Land Auction*

In accordance with a Council resolution arising from the March 2025 Finance and Facilities Committee meeting, a marketing campaign is underway to auction Lots 1 to 6 Avalon Avenue on Stage 3 of Council's Wollongbar Estate (refer Figure 2).

The auction was previously scheduled for 28 May 2025 and has now been rescheduled for 6 August 2025.

The reasons for rescheduling are due to the extended time it now takes potential buyers to arrange finance and liaise with builders.

In addition, it is possible for further interest rates cuts in the months ahead and auction clearance rates tend to improve heading into spring.

Enquiry for the lots has been limited to date, however postponing may assist in improving enquiry rates.

**Figure 2 – Lots 1 to 6 Avalon Avenue, Wollongbar**



#### **Financial / Risk Considerations**

Table 2 provides a financial summary for the Southern Cross Industrial Estate land development.

Wollongbar has been subject to earlier reports to Council.

#### **Options**

This report has been prepared to provide an update on the outcome of the recent auction of nine industrial lots on Boeing Avenue and the status of the upcoming auction of six lots in Avalon Avenue in Wollongbar.

### **5.3 Land Sales - Status**

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There are two options available on whether to proceed, or not, to fill the batter areas of Lots 10, 11 and 12 of DP1314847, Boeing Avenue.

The purpose of this fill is to provide more area of land to be developed and potentially increase the financial return to Council.

On that basis, the recommendation is to proceed with this work.

#### **RECOMMENDATIONS**

1. That Council notes the contents of this report in respect to the results for the public auction of nine lots at Boeing Avenue, Southern Cross Industrial Estate, Ballina.
2. That Council proceed to fill the batter areas of Lots 10, 11, 12 of DP1314847, Boeing Avenue from the sale proceeds of the industrial land sale at Boeing Avenue, Southern Cross Industrial Estate, Ballina.
3. That Council notes the proposed public auction in August 2025, for Lots 1 to 6 Avalon Avenue, of Stage 3 of Council's Wollongbar Urban Expansion Area.

#### **Attachment(s)**

Nil