



16 May 2018

NSW Department of Planning

To Whom It May Concern,

**Re: Discussion Paper on 'Planning For The Future Of Retail'**

The Colliers International Large Format Retail team specialise in the leasing of Large Format Retail across Australia. Across NSW we manage over 150,000 m2 alone and on average lease over 100,000m2 of Large Format Retail space annually, within this sector every year. As an active participant in the Large Format Retail industry, we have a vested interest in the regulations and planning initiatives from the NSW Department of Planning.

Further we are also a member of the Large Format Retail Association and can confirm we strongly endorse the LFRA's submission to the discussion paper on Planning For The Future Of Retail.

We believe whilst the adoption of proposed definition of 'Specialised Retail Premises' will assist in the expansion and investment of Large Format Retail tenants through the state, and provides clarity with respect to the goods that can be sold and services provided, it will not in itself increase the supply of land on which Large Format Retailing can occur.

The sector has a sheer lack of available sites to develop Large Format Retail in NSW, coupled with the 'red tape' involved in obtaining planning approvals is arduous, acting as a major deterrent for retailer's growth throughout NSW. This is something Colliers International has seen firsthand working with retailers over the many years we have operated within this sector.

Colliers international strongly support the proposition that Business Zones be simplified and collapsed so that Large Format Retailing can occur in a wider range of zones, thus increasing the supply of land. This will further encourage investment being made by our clients who develop large format retail and allow retail tenants to expand their footprint throughout NSW. Further, we contend that this simplification will allow an emerging class of retail investment within NSW, which we expect is likely to result in a positive outcome of growth and employment throughout NSW.

We thank you for the opportunity to voice our thoughts on this very important matter and look forward to a positive outcome which we believe will encourage growth and opportunity for NSW moving forward.

Yours sincerely,

A handwritten signature in blue ink, appearing to read "Cameron Henshaw", enclosed within a light blue oval shape.

**Cameron Henshaw**  
National Director | Large Format Retail  
Retail Leasing