

# Mokador likes island's style

by Travis Lye  
business property editor

A NATIONAL coffee supplier has chosen the Gold Coast's Chevron Island as the location for its first company-owned store in Australia.

The newly opened cafe is operated by Mokador Coffee and is at the base of a recently refurbished two-storey building at 64 Thomas Drive.

The \$750,000 upgrade entailed converting an alfresco area at the rear into shop space, which boosted the building's floorspace to almost 490sqm.

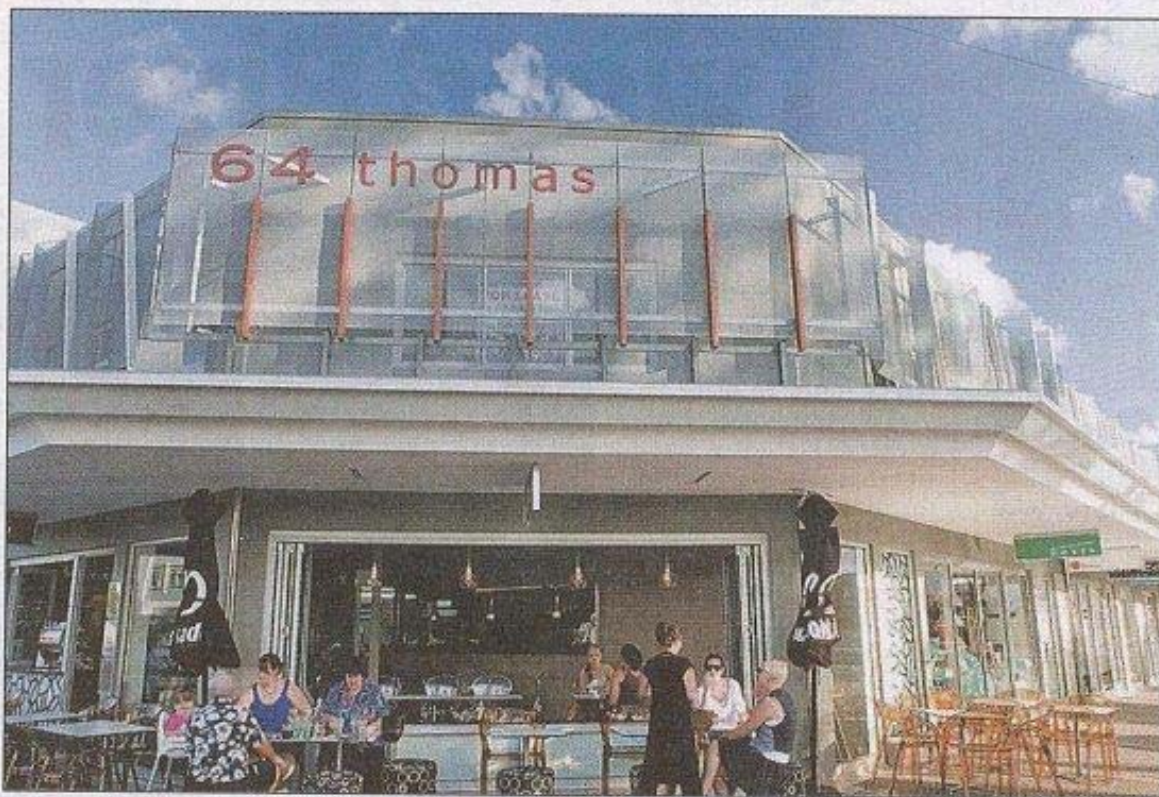
Mokador Coffee has signed a five-year lease with options for a 60sqm premises, with alfresco area, on the corner of Thomas Drive and Mawarra Street.

The lease was negotiated by Kody Cook of Bayliss & Samra Commercial, at an undisclosed rate.

Nick Mastro, a director at Mokador, said the Chevron Island retail precinct was chosen due to the client mix.

He said there was a good balance between loyal locals, the number of corporate staff living and working in the surrounding areas and the tourist trade.

Mokador was founded in Italy in 1967 and launched



The cafe at 64 Thomas Drive . . . the outlet is one of just five Mokador concept stores worldwide and offers authentic Italian cuisine, fine wines and Italian coffee

operations in Australia 10 years ago.

It now supplies coffee to 700 outlets Australiawide.

The Chevron Island cafe is one of just five Mokador concept stores worldwide.

The cafe offers authentic Italian cuisine, fine wines and Italian coffee.

The menu includes 21 different wood-fired pizzas, which are cooked in an oven imported from Italy.

Agent Mr Cook, who

manages the property, said the Mokador cafe provided a welcoming atmosphere with a great combination of gourmet foods, coffee and wine.

"It is ideal for the 64 Thomas Drive location and has definitely revitalised the retail and dining precinct of Chevron Island," he said.

In another win for the area, Toscana, a women's fashion boutique associated with Judith Jackson, has relocated from Main Beach to a 33sqm retail space in the

building, signing up to a four-year lease with options.

Also, an experienced food operator, Rosie Morton, has taken up 26sqm on a five-year lease for the Noodle House, completing the retail tenant mix at 64 Thomas Drive.

Mrs Morton said Chevron Island was an ideal location, offering opportunity to benefit from a large workforce in the area and high traffic flow.

Of 64 Thomas Drive's 12 retail and office spaces, four first-floor office suites remain

available for lease and range from 44sqm to 98sqm.

Mr Cook said the office suites also were suitable for secondary retail uses.

The building sits on a 405sqm site at the western entry to the Thomas Drive retail precinct.

It is held by Brisbane companies EG Properties and Photon Investments, which acquired the holding for \$3.2 million in 2006.

The seller was Garry Hoffman Promotions.



Kingscliff Central nears completion . . . the days of a business setting up in a flat are over

# Banks join move to Kingscliff Central

by Tracey McBean  
business property editor

PENT-up demand for space in Kingscliff has seen 70 per cent of a new professional centre sold or leased ahead of completion this month.

The three-level complex – Kingscliff Central – has lured tenants including Commonwealth Bank, Westpac and LJ Hooker while several professional practices have purchased office space.

Kingscliff Central is at 11-13 Pearl Street and offers 800sqm of street-level retail topped by 2000sqm of office space.

The \$15 million project is being developed by Dan Black, of Azure Sea Developments, who said the sales and leasing deals were achieved in a low-key campaign.

“This outstanding result with virtually no formal marketing is

testament to the dire need for this centre in the Tweed,” he said.

“The building will bring under one roof, what is a very fragmented business community.

“The days of a business having to set up in a rundown flat above a shop are over – and that has pretty much been the only option.

“Due to the amount of residential development over the past eight years, the timing could not be better for this much needed infrastructure to be developed.”

The Commonwealth Bank has taken a seven-year lease with options on a 250sqm ground-floor tenancy while Westpac has taken a 10-year lease with options on a 140sqm outlet.

Both leasing deals were negotiated by Steven Black, of Bayliss and Samra Commercial Realtors.

Office buyers include lawyers, architects, town planners, accoun-

tants and the project’s construction contractor, T & T Building.

Dan Black, who is moving his development company into the building, said he was excited about the tenancy mix.

“Combined it represents a pool in one place of all the disciplines that a developer requires,” he said.

“I am calling it a developer’s resource centre.

“To have all my consultants at my fingertips will be very convenient and will help launch my development company to the next level.”

Sales and leasing agents Steven Black, his associate Kym Thrift, and Paul McMahon, of LJ Hooker Kingscliff, are seeking medical and other professionals to fill the remaining vacancies.

Prices start from \$299,000 for a 53sqm title while the leasing rate is \$325/sqm net.

# Cromwell joins glitter strip

**A**USTRALIAN investment institutions continue to show renewed interest in Surfers Paradise as a place to put new working capital that's assured of positive medium to long-term appreciation.

Among them, seasoned Brisbane-based property and funds manager, Cromwell Group is moving quickly to put its stamp in the centre of the tourist hub after acquiring prized retail locations adjoining the 'street of gold' Orchid Avenue and Surfers Paradise Boulevard.

A major redevelopment called the Forum Food Precinct is scheduled to get under way in the near future.

As one of the city's most experienced real estate executives, Cheryl Griffiths is confident the new retail precinct will quickly become a popular meet-

ing place for locals as much as it will appeal to visitors.

As centre manager of the Forum, Lido Arcade and the Paradise Avenue buildings, she's an 'old hand' – colloquially speaking – as the new face of Cromwell's property portfolio on the Gold Coast. She's not shy in admitting that experience counts in the job as a long-term stickler for central Surfers Paradise, which she said just kept getting better and better.

The Forum Food Precinct is the latest stage in Cromwell's long-term commitment to ensure its three adjoining properties reach their full potential.

Nothing could be more central in Surfers than the three buildings that Cromwell took over as property manager from the Raptis Group in November.

The company then put a well-resourced property management team in place to support the centre manager.

Ms Griffiths has revitalised the tenancy mix and completed negotiations with all existing tenants of the three acquired properties to extend their leases for more long-term security.

Cheryl's 30 years' experience in the shopping centre marketing, management and destination marketing qualifies her among the Gold Coast's most knowledgeable about repositioning retail assets to ensure the final product is what's wanted in the location.

Cromwell has appointed commercial realtors Bayliss & Samra as leasing agents for the food court that will contain an exciting mix of cafes, restaurants and fast food outlets and the tenancy remix that will improve the retail spending.

"Locals and visitors alike revel



● **Picture: Christine Tobia-Philp**

**Nicholas Brown, Cheryl Griffiths, Mark Bayliss, Steven Black and Kym Thrift**

in alfresco dining venues," Cheryl told Metropolis. "Right in the very heart of Surfers Paradise, Cromwell is preparing to serve up an exciting selection of new food-related meeting places to whet anyone's appetite for something completely different."

Cromwell is ideally placed to develop the food precinct as one of the largest ASX-listed property owners and managers in Australia.

The company manages a portfolio of 36 well-recognised properties with a collective

value of more than \$1.6 billion.

Forum Properties is owned by the Cromwell Property Fund, an unlisted property investment fund created and managed by Cromwell.

One of Cromwell's key points of difference is its in-house management model that creates opportunities for portfolio-wide efficiencies and encourages direct working relationships among facilities management, property management and tenants.

● **Brian Harrower**



Artist's impression only

**COMING SOON  
TO THE HEART OF SURFERS'  
IDEALLY LOCATED FOOD PRECINCT  
SPACE NOW AVAILABLE**

Due for completion later this year, this new food precinct is destined to become a favourite destination for food lovers, locals and tourist alike. Ideally located at The Forum, 26 Orchid Avenue, in the heart of Surfers Paradise, the precinct will feature an exclusive mix of cafes, restaurants and take-aways surrounding a shaded alfresco eating area. There are up to 10 small tenancies (between 51m<sup>2</sup> and 75m<sup>2</sup>) and 2 restaurants (287m<sup>2</sup> and 367m<sup>2</sup>) suitable for late night licensed operations now available.

**This is your chance to secure space for your busy retail and food service business!**

**To find out more contact Nicholas Brown  
from Bayliss & Samra on 0412 141 581**

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COMMERCIAL REALTORS

**Cromwell**



Goldcross Cycles' Biggera Waters store . . . the company is focused on developing brand recognition

# Goldcross cycles into Gold Coast

by Travis Lye  
business property editor

A NATIONAL bicycle retailer is making a play in the Gold Coast market, leasing two premises – in north and central positions in the city.

The retailer, Goldcross Cycles, has signed contracts for showrooms in Biggera Waters and Burleigh Heads.

It is owned by Supercheap Auto and was founded in 1978, since which it has grown to become Melbourne's largest bicycle retailer and has 11 stores in Victoria and five in Queensland.

Goldcross has taken about 800sqm on a seven-year lease with options at the Biggera Waters Treasure Cove Super Centre,

which is owned by Bramley Properties, linked to Greg Bitomsky and David Jackson.

The 4600sqm retail precinct has fast-food tenants such as Subway, Sushi Train and Eagleboys, and is anchored by a BCF (Boating, Camping, Fishing) outlet.

The centre is on the corner of Oxley Drive and Brisbane Road, opposite Harbour Town, and changed hands for \$14.1 million in 2006.

Goldcross also has signed a seven-year lease for a 900sqm showroom at Burleigh Home Space, a precinct anchored by national retailers such as Clive Peters Electrical Superstore, Sleep City and Every Day Living.

Burleigh Home Space was developed by Stockland and opened

for business in November, 2004.

The precinct is on Bermuda Street, opposite Bond University, and also features a Fitness First gymnasium, a Dan Murphy's Liquor barn and Varsity Tavern.

The Goldcross Cycle showroom is held by Karnew Properties, linked to Gregory Karedis.

Both deals were negotiated by Steven Black, of Bayliss & Samra Commercial Realtors.

Mr Black said Goldcross sought locations offering high exposure and traffic flow to assist in brand development in both areas.

"Even with the current economic climate we are working closely with a variety of national tenants that are expanding and are interested in prime Gold Coast locations," he said.

# There's a lot cooking at Q1

by Travis Lye  
business property editor

A TOUCH of Europe has been added at the base of the Q1 tower in Surfers Paradise – an upmarket kitchen showroom.

Business Stile Di Vita has made its Australian debut in the iconic Gold Coast building where it has leased a 265sqm outlet.

The outlet's fitout features the fine lines of three Italian-made kitchens.

The concept store, associated with Mohdar Enwar and Nadhir Rahman, has exclusive Australian right to distribute the products of prestige kitchen-maker Arclinea.

The Italian company was set up in 1925 using the name of its founder, Silvio Fortuna Senior who resumed a business started by his great-grandfather in 1816 after it was interrupted by World War One.

The company began as an artisan design laboratory specialising in woodwork.

In 1960, the company became Arclinea Cucine Componibili and focused on larger-scale production, specialising in kitchens.

The starting price for an Arclinea kitchen is \$40,000.

The list of home-owners who have one of the company's kitchens includes Brad Pitt, Richard Branson and Kate Blanchett.

Mr Enwar said he chose Q1 for the first store in Australia as it was within a stone's throw of one of the most exclusive streets in Australia, Hedges Avenue, at Mermaid Beach.

"We wanted the best position on

the Coast to keep the shopfront in line with the high-calibre brand that we represent," he said.

"We are selling a lifestyle. If you buy a Ferrari you want the best interior; it is the same with a home."

Stile Di Vita's five-year lease comes with options and was negotiated by Nicholas Brown, Steve Black and Kym Thrift of Bayliss & Samra Commercial Realtors, at an undisclosed rate.

The agency also recently negotiated a deal for a five-year lease with a hair studio for a 42sqm space at the base of the tower.

The salon, to be named Geoff Simpson at Q1, is the debut Australian store for Geoff Simpson, who has four salons in Asia.

Mr Simpson said he decided the time was right to break into the Australian market and the Gold Coast was the logical location for the store.

Ms Thrift said the salon's fitout featured a \$10,000 imported chandelier, made by Swarovski Crystals, and had been attracting plenty of interest.

Mr Simpson worked with Loreal as the company's creative director for the Asia region and has more than 28 years' experience in the salon business.

Leasing agent Miss Thrift said that both tenancies brought a style to the precinct that complemented its image as an iconic building.

Two shops remain for lease in the Q1 retail precinct, measuring 83sqm and 107sqm, and come with additional alfresco dining space.



An Arclinea kitchen on display at the Stile Di Vita store

# Kingscliff precinct smacks of paradise

by Tracey McBean  
business property editor

TWEED Coast Identity Alan Black is divesting the retail component of a Kingscliff resort project that led the rejuvenation of the village's shopping and dining hub.

Mr Black is a retired developer whose projects include the Highland Park shopping centre at Nerang, which he retains.

Nowadays, he devotes much of his time to the Australian Walk of Fame attraction at Tweed Heads, a project he launched in 2005.

Walk of Fame inductees include Dawn Fraser, Billy Thorpe, Wally Lewis, Peter Brock and Ken Rosewall.

Mr Black and wife Cheryl are selling the retail strip, in

the BreakFree Paradise resort, to free up funds to build a beachfront home at the Salt community, near Kingscliff.

The Blacks bought the retail precinct off the plan for \$2.2 million from Paradise's developer, Usher Powell, in 2001 ahead of the Marine Parade project's completion the following year.

Paradise, a Bali-style resort with 50 apartments, was the first in a wave of mixed-use projects that have injected style and vibrancy into the centre of the once sleepy village of Kingscliff.

Paradise's fully leased retail strip has five tenancies across 455sqm of floor space and 33 allocated car spaces in the basement.

Its tenants include Red Hot Thai restaurant, White Java Cafe, Shakes Ice Cream

and Juice Bar, and Gullfins Pizzeria.

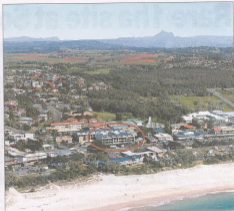
The retail strip returns an annual net income of just over \$215,000 with all leases in place until 2013 and subject to 4 per cent rental increases each year.

The property is for sale in an expression of interest campaign managed by Mr Black's son, Steven Black, of Baylis & Samra Commercial Realtors which is also the retail precinct's managing agent.

Chris Harding, of Chestertons Brisbane, is also handling the campaign.

Steven Black said he expected interest from Gold Coast, Sydney and Melbourne investors who appreciated the strategic nature and rarity of the offering.

The marketing campaign closes on May 28.



Kingscliff's BreakFree Paradise resort . . . Its retail precinct has been released for sale

# Q1 retail precinct repositioned

by Tracey McBean  
business property editor

EIGHT retail operators are being sought to round out the commercial precinct at the base of the Gold Coast's most high-profile address, the landmark tower Q1.

In stepping up efforts to have the precinct fully-leased, owner Brisan Nominees has reduced rental rates and is 'repositioning' the ground-level strip by targeting a wider range of operators.

Brisan Nominees, associated with businessman Brian Prendergast, has appointed Bayliss & Samra Commercial Realtors to handle the leasing campaign.

The company is seeking quality takeaway food outlets, lounge-bar restaurants, cafes, and service retail businesses such as hair salons, beauty salons and art galleries.

Tenants already committed to the 1056sqm Surfers Paradise

Boulevard precinct include IMG Souvenir Shop, Q1 Sales Office, Susan Peacock Jewellery and Absynthe, a licensed restaurant.

The remaining tenancies range from 29sqm to 308sqm and all include alfresco areas.

Bayliss & Samra agent Nicholas Brown said the remaining tenancies offered national businesses and Gold Coast operators the chance to set up shop in a unique location at the base of a landmark Gold Coast building and to benefit from high volumes of pedestrian traffic.

The 80-level Q1 tower includes an observation deck and is expected to attract up to two million visitors a year, including some 500,000 people who will take high-speed lifts to experience the deck's spectacular views.

Mr Brown said well positioned retail outlets were becoming harder to find in Surfers Paradise as development activity increased.

"We have more and more retailers recognising that Surfers Paradise is a key location in which to establish or further expand their businesses," he said.

"However, as a consequence, we are now seeing less and less available space."

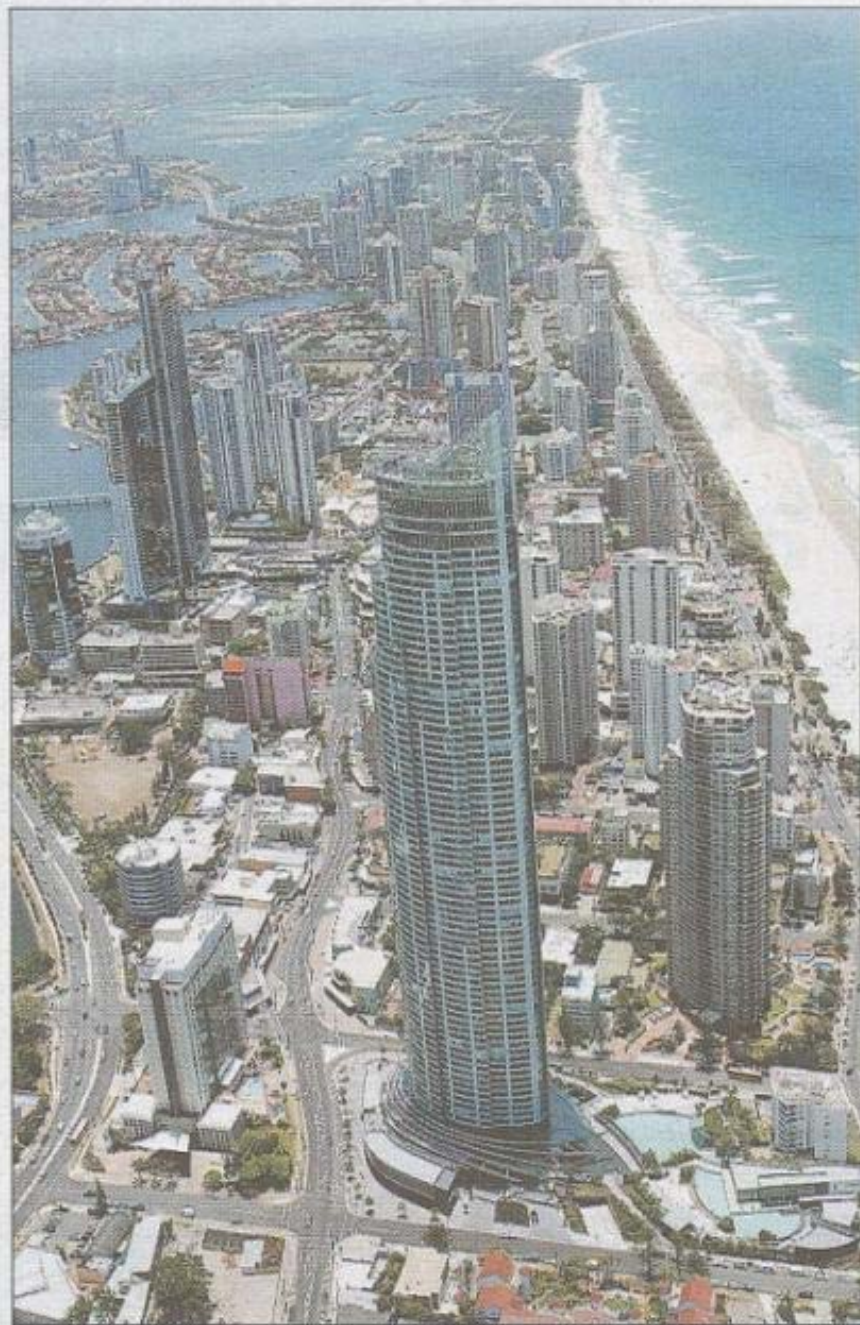
All the Q1 retail tenancies have access to grease trap and exhaust-fume extractors, basement parking and alfresco areas and some of the eight outlets have frontage to Surfers Paradise Boulevard.

Mr Brown is handling the leasing campaign jointly with agency colleagues Steven Black and Kym Thrift.

Leasing rates for the Q1 outlets have not been disclosed.

Brisan Nominees acquired Q1's retail precinct in June, 2003, at a cost of \$6.4 million.

The Q1 tower was developed by the Sunland Group and was completed in October, 2005.



Q1 . . . there are fresh moves to lease out remaining retail tenancies

# Bayliss and Samra beefs up in retail

**BAYLISS & Samra Commercial Realtors** has boosted its retail sector presence with two appointments.

Nicholas Brown and Steven Black have joined the retail division in a client relations role, dealing with developers and property owners and liaising with tenants.

Feasibility studies and tenancy mixes also are their responsibility.

Mr Brown and Mr Black together have 25 years' experience in the Coast and Queensland property market.

Mr Brown has spent the past three years at Burgess Rawson, working with developers to identify and secure key retail opportunities.

Mr Black has been



Nicholas Brown and Steven Black

involved in project marketing and leasing for projects from Kingscliff to South Brisbane.

He introduced the buyer of the Aria retail precinct at Broadbeach to the transaction and handled the sale of the Kennedy Plaza centre,

at Tweed Heads.

Projects in which Bayliss & Samra is involved include State Development's bulky goods precincts at Yamanto and Emerald.

Mark Bayliss and Amrit Samra formed the agency in 2005.



Kingscliff Central's completed building . . . tenants include banks and professional practices

# Kingscliff Central about to expand

by Travis Lye  
business property editor

WORK is poised to start on the second stage of Kingscliff Central – an office-retail complex in the heart of the Tweed seaside village.

Azure Sea Developments, linked to architect Mark Tanner and estate agent Dan Black, recently finished the project's \$15 million first stage – a three-storey building.

The strata-title facility, at 11-13 Pearl Street, comprises 800sqm of retail at street level topped by 2000sqm of office space.

The second building will complement it with a further 400sqm of retail space and six apartments.

The three-level facility is to be undertaken in a partnership with doctor Frank Wyton.

A development application to allow the building, which will front

Marine Parade, is before Tweed Shire Council.

Dr Wyton said he expected work to begin early next year and that the two buildings would be linked via an arcade.

The Kingscliff doctor said his surgery would relocate into a 90sqm space in the building as part of his deal with the developer.

Dr Wyton said Mr Black was planning a third stage for Kingscliff Central – to comprise up to 800sqm of retail space topped by apartments.

Kingscliff Central's early tenants include Commonwealth Bank, Westpac and estate agency LJ Hooker.

Also, professional practices have bought office space in the first-stage building, which is more than 70 per cent sold or leased.

The Commonwealth Bank has taken a seven-year lease with options on a 250sqm ground-floor

tenancy, while Westpac has taken a 10-year lease with options on a 140sqm outlet.

Office buyers include Planit Consulting, Costello Lawyers, Lightwave, Build IT, and T&T Building.

The building has basement parking for 62 vehicles, a high-speed lift and a communal roof terrace with barbecue facilities and putting greens.

Agent Steven Black, of Bayliss & Samra Commercial Realtors, and Paul McMahon, of LJ Hooker Kingscliff, are marketing Kingscliff Central.

Mr Black said Kingscliff Central 'has enabled local businesses to step up with a professional edge and maintain a business-by-the-beach lifestyle'.

Prices start at \$330,000 to buy and at \$350/sqm plus GST to lease, with spaces ranging from 54sqm to about 434sqm.



Modern fitout . . . the restaurant tenancy at the Focus tower

# Eatery has great view out of Focus

A LARGE restaurant within Surfers Paradise's iconic Focus tower is available for lease after renovation and fitout.

The near-600sqm tenancy, on the ground level of the circular building, offers beach views and is located on the Indy circuit.

It comprises 344sqm of internal space and 252sqm of licensed alfresco space which has weather protection.

The owners operated the Focus on Paradise Restaurant Cafe and Bar from the space, but have decided to make a change of lifestyle.

They carried out a refurbishment last year and now are offering the restaurant for lease fully fitted out.

Leasing agent Kym Thrift, of Bayliss & Samra Commercial Realtors,

said the tenancy had seating capacity for between 350 and 400 patrons.

"Due to the size of the restaurant, it holds the ability to incorporate a cafe ideal for daytime patrons while the main restaurant is suitable for evenings and for functions," she said.

"And being right on the Indy track is certainly an added benefit."

Miss Thrift, who is handling the campaign with associate Steven Black, said the landlords were looking for a lease of five years or longer.

"A leasing opportunity of this size and position is a rarity in Surfers Paradise," she said.

"And, although there is much planned redevelopment and a few projects under way in the area, operators who want to be established quickly have limited choices."

A sizeable chunk of commercial space has been taken out of the Surfers Paradise precinct with the demolition of Raptis Plaza and Dolphin Arcade, which have made way for the Soul and Hilton hotel projects respectively.

Miss Thrift said the leasing rate and the sale or lease of the extensive fitout at the Focus property were negotiable.

What a view . . . the circular building is across from the beach at Surfers Paradise

