



LEYSHON CONSULTING

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24 October, 2013

BY EMAIL

Mr Aaron Sutherland
Director
Sutherland & Associates Planning
PO Box 6332
BAULKHAM HILLS NSW 2153

Dear Aaron

RE: RETAIL FLOORSPEACE - KIRRAWEE BRICK PITS SITE

I refer to our recent discussion concerning this matter.

I understand you require some clarification in relation to the references to retail floorspace contained in a Leyshon Consulting report prepared for the Department of Planning and Infrastructure in September 2011. The report was entitled (*Kirrawee Brick Pit – Retail Assessment Peer Review*).

I can confirm that the floorspace references are to Gross leasable Area (GLA). As noted in the report the plan on which our comments were based contained two supermarkets. One such store had an area of 3,810 sq.m GLA and the other 1,460 sq.m GLA.

The term GLA is utilised by planning and property analysts in relation to retail property. It refers to the area of a store that is subject to a lease and usually excludes areas such as plant rooms, multi-user loading docks, and staff amenity areas. The latter areas, (together with GLA areas and public circulation space), are usually included in an alternative method of measurement known as Gross Floor Area (GFA).

In broad terms, a store such as a full line supermarket with a GLA of 3,900 sq.m may have a GFA of up to 4,300 sq.m. Similarly, a small format supermarket of 1,450 sqm GLA may have a GFA area of up to 1,650 sq.m.

I trust the above is sufficient for your purposes at present. Please do not hesitate to contact me on 02-9224-6111 or pdl@leycon.com.au if I can provide any further information at this stage.

Yours sincerely

LEYSHON CONSULTING PTY LTD

A handwritten signature in black ink, appearing to read 'T. Leyshon'.

**PETER LEYSHON
DIRECTOR.**