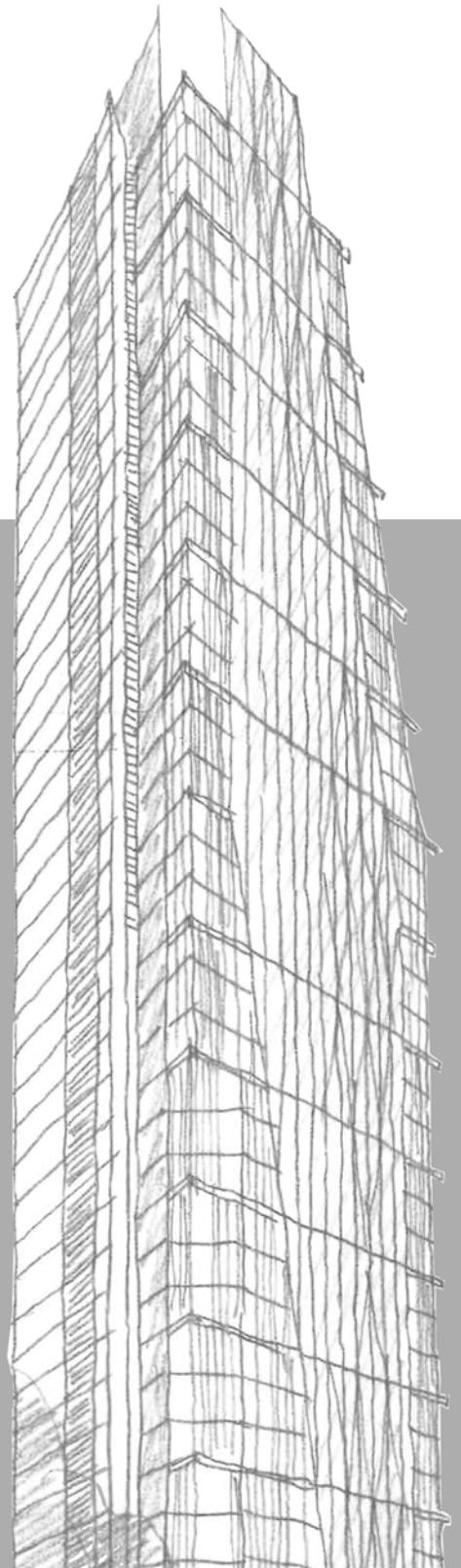


**815 Pacific Highway Chatswood  
Commercial and Mixed Use Building**  
Proposal for Professional Services

Prepared for Knight Frank Group

13 June 2018 v2

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## 1.0 Project Overview

CM<sup>+</sup> has been requested by Knight Frank to provide Design Ideas and Outline Fee Proposal for a Mixed Used, Commercial Facility, of minimum 30,000sqm GFA, on the Site at 815 Pacific Highway, Chatswood. Following is an outline of fees, scope and deliverables for Professional Service - Architecture and Urban Design for Masterplan, Concept Design and Schematic Design. CM<sup>+</sup> recommends an early engagement with Council regarding design intent for the Site.

CM<sup>+</sup> assumes that the Project will be submitted for Development Approval following completion of the Schematic Design Phase, and that the Project will be novated at the end of the Design Development Phase. CM<sup>+</sup> recommends an engagement with an experienced Builder, during the Design Development Phase, to participate in design meetings and comment on buildability issues. CM<sup>+</sup> recommends a full consultant team is mobilized during preparation for the Development Application, to ensure that project yield calculations and building heights are reliably generated. CM<sup>+</sup> can advise on consultants required for the Project.

Phase 1 Masterplan and Concept Design  
 Phase 2 Planning Proposal  
 Phase 3 Development Application

Fees for Professional Services are set out below [Fees are exclusive of GST]. Please note CM<sup>+</sup> can provide in-house Project Managers and Landscape Architects to the team, to assist with Delivery of the Project. This option is available by separate scope and fee.

## 2.0 Introduction

Established in 1980, Conybeare Morrison International Pty Ltd (CM<sup>+</sup>) is an award winning design consultancy with an international reputation ranging from urban feasibility studies to built works. CM<sup>+</sup> aims to improve our built environment through considered urban and architectural design for the benefit of all.

A CM<sup>+</sup> Company Profile is attached, providing further information on our company, project team, relevant experience, company resources and systems

### Why Choose CM<sup>+</sup>?

**CM<sup>+</sup> is the right team for this project** – We have the skills and experience to successfully deliver this project for Knight Frank Group and are able to provide architecture, masterplanning and urban design services in house. CM<sup>+</sup> provides interesting solutions to urban issues and our architecture is a result of a sensitive urban design response to context

**CM<sup>+</sup> collaborates at all levels** – We take an integrated and collaborative approach to each project, working closely with clients, subconsultants and stakeholders, reducing project risk through ease of communication and engagement with all involved. This process also breaks down barriers between design team disciplines and seeks integrated solutions that constantly improve on standard practices, leading to exemplary outcomes and reliable delivery.

Further, we work in collaboration with specialist consultants that we trust and that we know perform – CM<sup>+</sup> have a reputation for managing multidisciplinary consultant teams.

**We understand the scope** – we understand the scope of work required by the Knight Frank Group, delivering a wide range of projects in Australia and internationally over a 35+ year period, from built form controls and site development potential studies through to concept design, detailed design and documentation. These projects have been for both public and private clients.

**We are results driven** – CM<sup>+</sup> has received a number of awards for our work and has just received a 'Highly Commended' Award for Conservation Built Heritage from the NSW National Trust for 17 – 21 Charlotte Street, Ashfield. We provided the urban design inputs for the Parramatta Road Urban Design Strategy for UrbanGrowth NSW, which received Planning Institute of Australia at both state and national level. We were also the lead urban designers for the PIA NSW award winning Kensington to Kingsford Town Centre Strategy in 2018.

**We have the right people** – our team has worked together at all project levels and have experience managing and designing high quality urban environments. We have an efficient team that can work towards a set program and budget while assuring a quality outcome.

**CM<sup>+</sup> combines in-house expertise and experience** – our experience covers precinct master planning, architectural design and documentation, public domain design, 3D modelling / visualisation and community / stakeholder consultation. Having this in-house expertise, with professionals working seamlessly as one team leads to an integrated team working process and is a key advantage we offer the Knight Frank Group.

**Sustainability Commitment** – CM<sup>+</sup> is committed to the objectives of environmental management. As part of the company's Quality Management policy, each project is reviewed to ensure it satisfies the brief's environmental requirements and meets the objectives of CM<sup>+</sup>'s environmental management criteria, based on the Green Building Council's environmental impact categories. These policies and procedures form part of our web based Quality Management System.

**Quality and Project Management** – CM<sup>+</sup> have an externally audited Quality System and we use NetSuite software for CRM, timesheeting, project finance and project quality plans. Our current certificate can be found in the Appendices

### 3.0 Project Scope + Fee Outline

#### 30,000sqm GFA Commercial Facility

For this project, a construction budget in order of \$95,000,000 is assumed. This is based on a square metre construction rate of \$2,690 and GFA of approximately 35,000sqm.

Phase 1 Masterplan and Concept	\$	170,000
Phase 2 Planning Proposal (CM Scope)	\$	35,000
Phase 3 Development Application	\$	340,000
<b>TOTAL FEE (ex GST)</b>	<b>\$</b>	<b>545,000</b>

Services and deliverables in each phase are defined following.

## **Phase 1 | Masterplan and Concept Design Phase**

This initial phase will develop the overall design rationale for the project, including a strategy for appropriate height and density. The study will reveal the role of this key site within a regional planning context and support Chatswood City Council's overall 'vision' for Chatswood to grow and develop.

### **Masterplan Tasks**

Develop the masterplan and a strategic vision for the sites. This stage will confirm the strategic urban vision to inform the appropriate built form density and height.

#### *Tasks*

- Confirm brief, program, initial meeting/delivery dates
- Carry out formal site visit
- Review of relevant existing reports, DA's and studies
- Review existing and proposed development controls (DCP, LEP)
- Prepare site base plan
- Prepare urban design analysis opportunities and constraints
- Establish overall urban planning 'vision' and urban design principles
- Convene client working session to review and workshop ideas

#### *Deliverables*

- Site photo reference
- Site analysis diagrams
- Opportunity + Constraints Analysis
- Vision + Urban Design Principles

#### *Meetings*

- Project Inception Meeting
- Client Working / Review Sessions
- Coordinate with Consultant Team

### **Concept Tasks**

The purpose of the Concept Phase is to work closely with the Client to agree the Design Parameters for the Project (PCA Rating, Sustainability Rating, GFA and NLA Targets), and the Design Strategy for the project that meets Planning, Cost, Structure and Services constraints. The agreed design then becomes the basis of the preparation of submission documents and reports. Preliminary coordination with consultants will be required in this phase.

#### *Tasks*

- Review Masterplan site and context analysis
- Develop design concept including indicative functional plan
- Develop plate options and CAD mass models
- Develop Floor Plan, Roof Plan, Sections and Elevations
- Develop Architectural Expression and Materials
- Preliminary assessment of design and compliance issues

#### *Deliverables*

- Location Plan
- Site Plan
- Plate Options
- Floor Plans all levels
- Elevations (4)

- Sections (2)
- Detailed Areas Schedule
- Materials Concept
- Indicative architectural renderings of proposed Facility (4) illustrating building form, massing and materials
- Prepare up to three presentation quality photomontages of the overview / street views (see disbursements)

#### *Meetings*

- Preliminary meeting and discussions with Council
- Participate in Client and Coordination meetings and reviews

## **Phase 2 | Planning Submission**

### **Design Report**

In this design phase CM<sup>+</sup> would prepare a presentation package, including Masterplan and Concept Design information, to present to Council. This report will contain the urban design and architecture information and form part of an overall Planning Proposal to be undertaken by the Client's planning consultant consistent with authorities' guidelines.

#### *Tasks*

- Prepare Design Report

#### *Deliverables*

- Council Presentation (Draft + Final iterations)
- Prepare Urban Design Report (Draft + Final iterations)

#### *Meetings*

- Council Presentation
- Client Progress Meetings
- Coordinate with Consultant Team

## **Phase 3 | Development Application**

The purpose of this phase is to work closely with the Client and the consultant Team to prepare a set of Architectural Drawings that are accurate in terms of anticipated and actual Yields, taking full account of all necessary building services, structure design, car parking and site planning control constraints. This phase will affect the preparation of architectural drawings and reports suitable for submission to the Local Authority for Design Approval.

#### *Tasks*

- Incorporate comments from Client and Design Consultants following review and sign off of the Architectural Concept
- Develop Design to provide technical concept with resolved planning
- Update detailed Areas Schedule
- Update Architectural Materials Schedule
- Coordinate and direct Consultant team
- Provide test fit plans to demonstrate suitability of tower floor plate configuration to tenant fitout requirements
- Participate in Cost Reviews for the Project, updates to Design in accordance with Cost Plan Objectives and Value Management
- Schedule and attend presentation to Approval Authorities
- Integrate outcomes of assessment of BCA and DDA by others compliance issues
- Scope Development Application requirements and provide direction to Consultants
- Prepare and lodge Development Application through Client's Planner



#### *Deliverables*

- Site Analysis and Constraints
- Location Plan
- Site Plan
- Floor Plans all levels
- Elevations (4)
- Sections (2)
- Test Fits (4)
- Key façade Assemblies
- Detailed Areas Schedule
- Materials Concept
- Materials Systems and Assembly
- Update to architectural renderings of proposed Facility (4) illustrating building form, massing and materials

#### *Meetings*

- Schedule, attend and direct Client / Consultant team meetings
- Liaison with Local Authority as required

## **4.0 Programme**

Work will be completed within the following timeframes (subject to confirmation by Knight Frank Group) Timeframes as noted exclude any required review and sign off periods as required by others:

Phase 1 Masterplan and Concept Phase	6 weeks
Phase 2 Planning Proposal	4 weeks
Phase 3 DA Phase	8 weeks

#### **Terms of Payment and Notes**

- This Fee Proposal applies only to the site at 815 Pacific Highway, Chatswood, currently owned by Propin Corporation
- All amounts are exclusive of GST
- This Free Proposal is for Architectural and Urban Design Services only
- All other consultants required for this project, including project management, planning, engineering, traffic etc. are not included in our proposal
- Engagement of all subconsultants is to be undertaken by the Client
- It is assumed that the team will be provided with site survey and topographic information
- Monthly progress payments will be invoiced for works completed
- Work outside the scope of this proposal to be completed on CM<sup>+</sup> hourly charge out rates, or through a variation
- Should the scope of works change significantly, or should time allocations be significantly exceeded, then our fees would need to be revised accordingly and we will seek variations prior to work commencing
- All fees exclude GST, disbursements, Authority Fees, Government Taxes and any other charges that may be applicable to the site
- Photomontages, 3D renderings & animations will be outsourced and will be in the range of \$2500-\$3500 +GST each. Quotes will be obtained for Client approval and cost will be claimed as a disbursement
- One draft and one final iteration of each is included in this fee proposal

- Hard copies of originals are limited to 3 copies each
- Physical Models will be completed by a specialist model maker. Models for DA applications as per Council specifications. Quotes will be obtained for Client approval and cost will be claimed as a disbursement
- Construction Phase services are excluded from this fee
- Detailed visual assessments of proposed development in accordance with Standard Visual Assessment criteria for the purposes of an EIS (i.e. before and after views with calibrated photography) are excluded
- Attendance at consultation meetings or meetings with Authorities other than those described
- CM<sup>+</sup> make no assumptions regarding outcomes of Council's review of variations to proposed built form controls

## 5.0 Our Team

We have an excellent team tailored to delivering your specific project. Our experience includes masterplanning and placemaking, commercial, residential and recreational architecture. We have undertaken the masterplanning and architectural design of commercial projects including:

- Sydenham Railway Corridor Development
- Thomas Street, Chatswood
- 8 Figtree Drive, Homebush Bay
- 2A – 2B Australia Avenue, Homebush Bay
- Suzhou Creek Modern Industry Hub, Shanghai PRC

Additionally, Matthew Williams, who will lead the Architecture team, has been project architect / lead for commercial developments including:

- Eclipse, Parramatta NSW
- 111 Margaret Street Brisbane QLD
- French Quarter, Brisbane QLD
- Garden City Commercial, Brisbane QLD
- Southpoint, Brisbane QLD
- 'Proximity' High Street Commercial, Brisbane QLD
- LGA House: Brisbane QLD
- 80 Collins Street Melbourne VIC
- Chengdu New Town, Chengdu PRC
- Jixiang Shopping Complex, Beijing PRC

The Team has been put together to provide the client with an immediate, informed and responsive service. Richard Dinham, CM<sup>+</sup> Practice Director will oversee the project and Richard Nugent, Urban Design Director at CM<sup>+</sup> will lead the Masterplan Team. Matthew Williams will be the Design Architect, leading the Architecture team and providing architectural design, client liaison and day to day running of the project. Catherine Ng will lead the Documentation Team, assisted by George Lin who will provide BIM and technical support.

Insights of all team and client group members will be included within the design process, allowing for consensus and buy-in as the project progresses. We will constantly seek

solutions that are generated by client aspirations, cost constraints, codes of practice and constructability.

Our team members are broadly travelled and constantly inspired by leading examples of urban renewal and architectural design excellence, both nationally and internationally. This experience will be drawn on to generate design solutions that are international in quality and unique to the character and needs of each brief. Our project leaders will balance constraints with opportunities, time with resources, and risk with reward to provide a quality outcome.

We will manage each project and its individual work streams, focusing on four key elements: time, cost, quality and alignment with your objectives.

Please see CV's in Appendix 1 for the following key CM<sup>+</sup> team members:

Richard Dinham	Registered Architect   Project Director
Dick Nugent	Registered Architect   Urban Design Lead
Jing Li	Senior Urban Designer
Matthew Williams	Registered Architect   Architecture Design Lead
Catherine Ng	Registered Architect   Architecture Documentation Lead
George Lin	Senior Architectural Designer   BIM Leader

**Conclusion**

Thank you for the opportunity to provide our architectural services. We look forward to further involvement in the development of architectural elements for this exciting Project and Place Making effort. This is an opportunity to create an iconic, landmark building on this prominent site in the Chatswood CBD.

We look forward to working with you and to building a strong professional relationship with you and your team. Please do not hesitate to contact us if you would like any additional information or clarification.

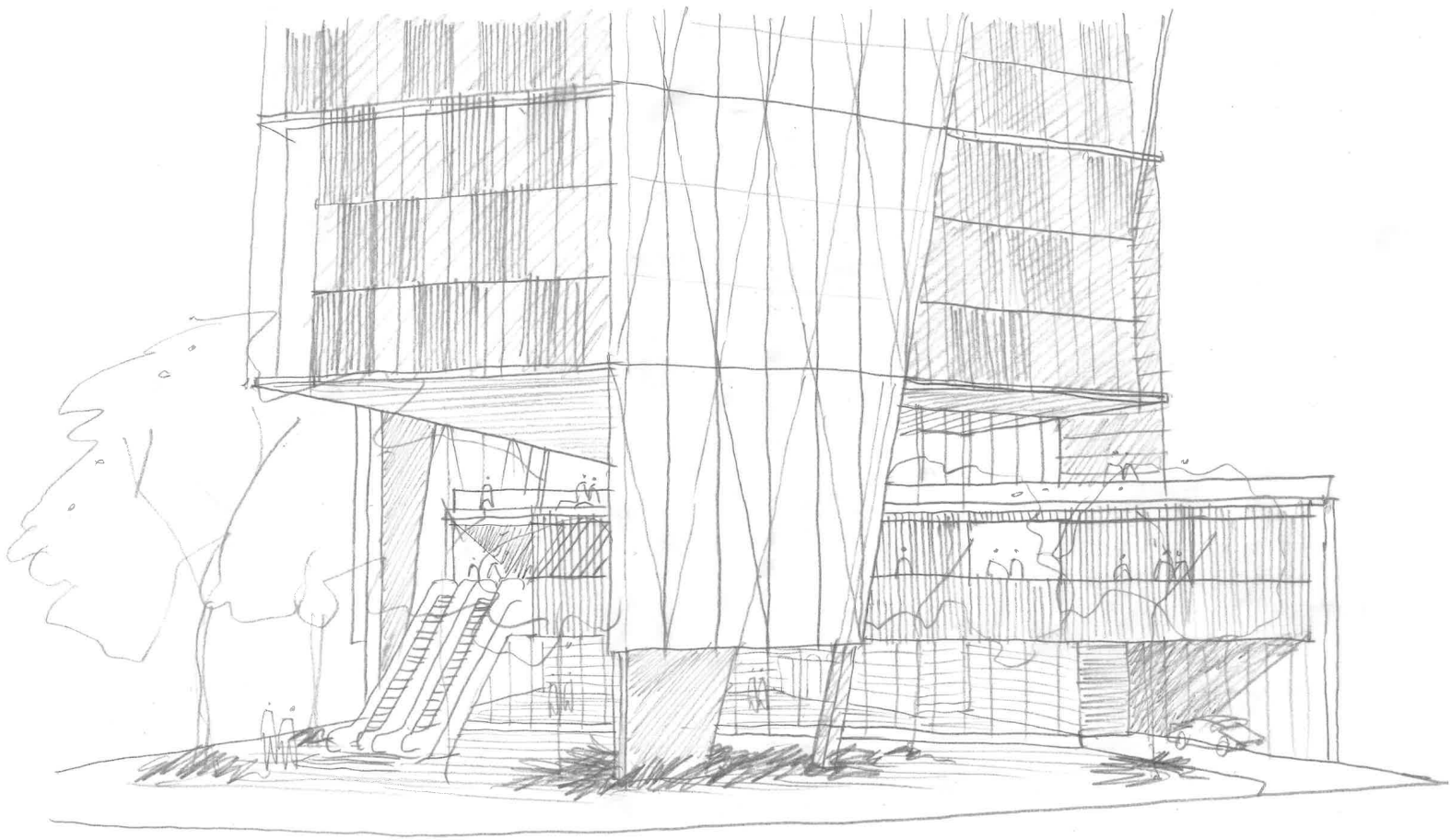
Please indicate your acceptance of this proposal by signing the Client Authority to proceed below and returning to CM+.

Yours sincerely  
**Conybeare Morrison International Pty Ltd**



**William Morrison**  
Director

<b>Client Authority to Proceed</b>	
We confirm this commission to Conybeare Morrison, related to the above project, and acknowledge and accept responsibility for payment of fees in accordance with this fee proposal.	
.....	
Signed for Frank Knight Group	
.....	
Name	Date



**+** architecture  
urban design