

SANDHURST TRUSTEES LTD

DISCUSSION POINTS FOR THE 7TH JULY 1999

- STL administers 110 shops in the CBD and we have no vacancies at the present time. We are also assisting other property owners in obtaining tenants as we constantly receive enquiries from people wishing to establish business in Bendigo. Overall the vacancy rate in the CBD has reduced since the Sunday Trading referendum.
- Demand for premises will no doubt mean further developments or an increase in rents.
- Streetscape and general approach to City & CBD has improved.
- New premises are being constructed. We have submitted plans for \$350,000 building in Williamson Street.
- By Supermarkets being open they have attracted other shops to be established on approaching streets. Condon Street and Edwards Road development with a new Stationery Shop and McDonalds restaurant.
- Social and Sporting events may be organised on Saturday and Sundays now as organisers know that the shops will open in support. This has also assisted successful events to attract patrons which has an net result of excellent trading in Bendigo. Eg The Vintage Car Swap weekend.
- Traders may consider opening at Easter on Sunday and Monday to take advantage of and provide support to the 1,000's of visitors the Fair attracts.
- Restaurants and eatery establishments have flourished with increased patronage and owner confidence. Sunday breakfast has become very popular at several restaurants.
- Large ticket items such as a TV or furniture are now purchased as a family affair which Sunday trading is suitable for. You also find that families are going shopping and then onto venues such as the Art Gallery. Recent attendances support this and that families are moving around the shops and attractions together.
- Overall deregulation has provided the shop operators to open when they desire and also when the customer demand warrants it. This is a Win Win situation for both sides of the counter and for Bendigo's economy.

Neil Athorn – Manager Properties Sandhurst Trustees
15 June 1999