LEGISLATIVE ASSEMBLY
FOR THE AUSTRALIAN CAPITAL TERRITORY

QON No. 29

STANDING COMMITTEE ON PLANNING AND URBAN RENEWAL
CAROLINE LE COUTEUR MLA (CHAIR), MARK PARTON MLA, MICHAEL PETTERSSON MLA

Inquiry into referred 2018–19 Annual and Financial Reports
ANSWER TO QUESTION ON NOTICE

Asked by Mr Alistair Coe MLA:

In relation to: Riverview and Ginninderry – Marketing and sale of land

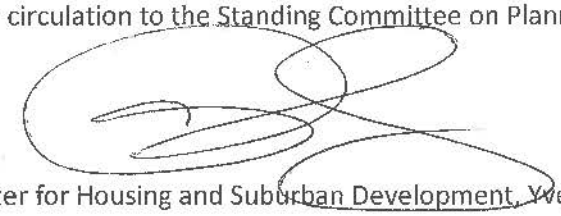
1. How is the land being (i) marketed and (ii) sold?
    a. What KPIs or outcomes are associated with (i) marketing and (ii) selling?
    b. Have all KPIs or outcomes been met?
        i. If not, advise what KPIs or outcomes have not been met, and why?
2. What commission is paid to that company for the sale of blocks?
    a. Provide a breakdown of the commission paid, including:
        i. How or at what rate the commission was paid;
        ii. Value of the block sold;
        iii. Value of commission received;
        iv. Date commission was paid;
        v. Who paid the commission.

MINISTER BERRY: The answer to the Member's question is as follows:–

1. (i)(ii) The land within Ginninderry is being marketed and sold by the Joint Venture.
    a. The Sales and Marketing Manager has the following KPIs:
        - is a licensed agent;
        - provides a registered sales agent and administration;
        - staffs a Sales and Information Centre six days per week;
        - achieves satisfactory sales performance; and
        - marketing and sales program must be delivered within agreed budget.
    b. Yes.

2. The commission paid is a commercial matter between the Sales and Marketing Manager and the Ginninderry Joint Venture. Consistent with Section 35(1)(a)(iv) of the *Government Procurement Act 2001*, the disclosure would be an unreasonable disclosure of information about the business affairs of a person.

Approved for circulation to the Standing Committee on Planning and Urban Renewal

Signature: 

Date: 13/01/20

By the Minister for Housing and Suburban Development, Yvette Berry MLA