



**LEGISLATIVE ASSEMBLY**  
FOR THE AUSTRALIAN CAPITAL TERRITORY

**SELECT COMMITTEE ON ESTIMATES 2024-2025**

Ms Nicole Lawder MLA (Chair), Ms Suzanne Orr MLA (Deputy Chair),  
Miss Laura Nuttall MLA

**ANSWER TO QUESTION TAKEN ON NOTICE  
DURING PUBLIC HEARINGS**

Asked by: Ms Elizabeth Lee MLA

Addressed to: Minister for Housing and Suburban Development

Redirected to: N/A

Reference: Uncorrected Hansard Transcript [page 110]

In relation to: SLA forecasting regarding how much will be paid to Corkhill Bros and subsidiaries over lifetime of the contract.

Hearing Date: 05/08/2024

QTON lodgement date: 05/08/2024

Answer Due Date: 08/08/2024

**MS LEE:** There are several contracts with Riverview Projects that seem to relate to Ginninderry which have no published value, when you have a look at the ACT contracts register. Can you confirm what is the total amount that has been paid so far by the SLA to Corkhill Bros and their subsidiaries?

**Mr Lee:** We have provided those figures previously up until I believe it was April 23-24, so over the life of the project, split across the development management fee and the marketing and sales fee. I do have those figures per year. I just do not have the sum available, but very happy to provide that previous response that was provided. In terms of the value, because it does not have a fixed value, it was not possible to put a number against it.

**MS LEE:** Yes, I understand.

**Mr Lee:** But the agreements were attached to the notification.

**MS LEE:** Yes, and obviously when you are talking about the land sale, it is hard to know, but has SLA done forecasting in terms of how much you expect to be handed over to Corkhill Bros and the subsidiaries as a result of these contracts in terms of the lifetime of the contract? Because you would have had to obviously do a forecast of some kind.

**Mr Lee:** We do not have those figures to hand, but as part of the regular budget update, it would have provided a view of the development management fee and sales and marketing fees over the life of the project.

**MS LEE:** When you say you do not have it to hand, do you mean that you have got them, but you do not have it here, so you could take it on notice, or do you mean that you do not have them in the sense that it has not been calculated?

**Mr Lee:** No, the former.

**MS LEE:** You will take that on notice?

**Mr Lee:** Yes.

**Yvette Berry MLA:** The answer to the Member’s question is as follows:

The Ginninderry Joint Venture pays consideration for the services it receives for the Development Management (DM) and Sales and Marketing (S&M) functions. The DM and S&M functions are currently contracted to Riverview entities. The latter contract began in 2016 and was extended for a cumulative period of 5 years and six months in 2021. Riverview entities currently employ approximately 20 staff to undertake these functions.

The following table summarises the SLA’s share of project to date DM and S&M fees payable by the Ginninderry Joint Venture (between JV establishment in 2017 until 30 June 2024)

	<b>Total \$'000</b>
Development Management Fees	12,060
Sales and Marketing Fees	4,991
<b>Total Service Fees to Riverview Group</b>	<b>17,051</b>

NB: the values in the table above represent the SLA’s share of expenses (60%) recorded by the Ginninderry Joint Venture based on the latest Joint Venture budget calculations up to 30 June 2024. Actual cash payments may differ by a small proportion due to timing of invoicing/payment terms.

The following table summarises the estimated fees payable to Riverview entities by the Ginninderry Joint Venture over the contracted term of the service agreements:

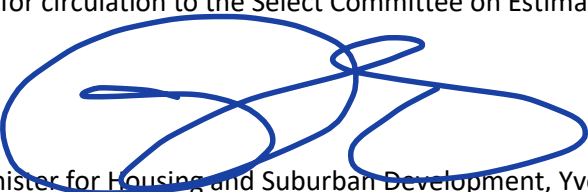
	<b>To 30/6/2024 \$'000</b>	<b>Future \$'000</b>	<b>TOTAL \$'000</b>
Development Management Fees	12,060	64,283	76,343
Sales and Marketing Fees <sup>1</sup>	4,991	4,530	9,521
<b>Total Service Fees to Riverview Group</b>	<b>17,051</b>	<b>68,813</b>	<b>85,864</b>

NB: The values in the table above represent SLA’s share of expenses (60%) forecast for the GJV.

1- Sales and Marketing fees have only been forecast to the end of the current term of the current agreement.

The Development Management and Sales and Marketing rates are consistent with industry standards and have been verified by the ACT Government through independent benchmarking.

Approved for circulation to the Select Committee on Estimates 2024-2025

Signature:  Date: **20/08/24**

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