



**BIMBA**  
PROJECTS

## **CAPABILITY STATEMENT**



2024

**Bimba Projects Pty Ltd**

PO Box 629 Double Bay  
NSW Australia 1360



# ABOUT COMPANY

Founded in 2018 by Harry Hills, Bimba Projects is built on his extensive 15-year background in the construction industry. Growing up in an architect family has given Harry a solid understanding of design principles and he also holds a Bachelor of Business Management degree, majoring in Real Estate and Property Development, along with a certificate and diploma qualification in Building and Construction, and his builders licence.

Harry's team of Tenancy Delivery Managers have been carefully selected in order to provide the best service and meticulous care to ensure all jobs are completed on time, on budget and to code.

Bimba Projects operates from Head Offices in Sydney and Brisbane and proudly coordinates tenancy services all over Australia. The team specialise in new leases, new developments, and working with tenants on their lease renewal obligations, as well as Tenancy Condition Reports and major project management.

Bimba Projects has delivered services to over 700 retail stores - in new store openings and lease renewals - and continue today as one of Australia's leading retail tenancy delivery management services, servicing the whole country.



## Services Offered:

**Tenancy Delivery Management:** We work closely with the Lessee to ensure that tenants understand all lease and authority approval requirements, fit-out requirements and that all other expectations are met. We coach and provide support, ensuring they are ready to open for business on time.

**Design Management:** We manage the design process to ensure that the design of each retail tenancy meets the client's design framework and complies with all relevant regulations.

**Project Management:** We provide end-to-end project management services, including planning, budgeting, scheduling, risk management, and reporting.

**Construction Management:** We oversee the construction process to ensure that it is completed on time, within budget, and to the required quality standards.

**Site Selection:** We assist our clients in selecting the most suitable sites for their retail tenancies, considering factors such as demographics, foot traffic, and competition.

**Document Suite:** Our exclusive TDM Document Suite facilitates seamless communication between the Landlord, Lessee, and trades. This specialised tool ensures consistent and professional interactions as well as streamlined information collection and scheduling. The cost for incorporating this suite will be included in a transparent fee proposal, if required.

## What sets us apart:

We believe in working closely with our clients to understand their specific needs and requirements. Our approach is flexible and tailored to the unique requirements of each project. We use industry-leading project management tools and methodologies to ensure that our projects are delivered on time, within budget, and to the highest quality standards.

As well as individualised services, our clients are assigned an experienced Tenancy Delivery Manager who understands the building codes in the relevant state. Bimba Projects is supported by a full administration team.

## Experience & Expertise

We have successfully managed the delivery of retail tenancies for a range of clients - including major retail chains, shopping centre developers, and institutional landlords across Australia. Our teams expertise includes project management, site selection, design management, construction management, and tenant coordination.

## Cost Savings

We help our clients to save money by ensuring that their projects are completed on time and within budget. We do this through solutions based methodology and utilising our years of retail experience.

## Time Savings

We use industry-leading project management tools and methodologies to ensure that our projects are delivered on time.

## Quality

We are committed to delivering high-quality projects that meet the needs of our clients without fault. This includes managing shopfitters and issuing defect reports to ensure compliance with Fitout Guide and building codes.

## Flexibility

Our approach is flexible and tailored to the unique requirements of each project.

## Ethical

Through our involvement with social enterprise and community engagement, we strive to create a more equitable and sustainable future for all.



# Why Choose us ?

# The Team



**John Barton**  
Operations Manager & QLD Tenancy Delivery



**Harry Hills**  
Director



**Nell Elsom**  
Office Manager



**Rupert Raineri**  
Tenancy Delivery Manager - NSW & ACT



**Eve Gardner**  
Junior Tenancy Delivery Manager



**Emerson Reece**  
Tenancy Delivery Manager - NSW, ACT & WA

# Projects:

## Current:

- Investa - Metro Place Development - Tenancy Coordination
- Ray White Retail - Kings Cross Shopping
- Frasers Property Australia – ECQ and Ed Park NSW Tenancy Coordination of Static Centre now out of development. ECQ Outlet in development - to be completed in 2025.
- Charter Hall - East Coast Aus Tenancy Coordination
- Abacus - East Coast Aus Tenancy Coordination
- Home Co – East Coast Aus Tenancy Coordination
- ISPT IRAPT Portfolio – East Coast Aus Tenancy Coordination
- Greenland Australia Tenancy Coordination - Park Sydney NSW Retail Development
- QIC - East Coast Aus Core fund Tenancy Coordination



## Within last 3-4 years

- Charter Hall's Rosebud Plaza VIC Development - Opened December 2022.
- Charter Hall's - Campbelltown Mall NSW remix of Target box - Opened September 2022 (Spotlight, TKMaxx and Planet Fitness).
- QIC Westpoint Centre NSW – Tenancy Coordination of remix for redevelopment – Opened September 2022
- Frasers Property Australia – Edmondson Park Shopping Centre NSW - Opened July 2022
- Home Co – Marsden Park QLD Remix - Opened Feb 2022
- Private - QLD Residential (Unit) design and minor works contract - \$150K - completed July 2022
- Home Co – Richlands Marketplace QLD Development - Completed 2021
- Shopping Centres Australasia's National Tenancy Coordination role - in conjunction with Ausmaid Pty Ltd - Completed August 2020
- Private - QLD Residential (House) design and minor works contract - \$80K - Completed August 2020
- Challenger Limited - Brisbane NEXT Hotel QLD asset refurbishment inc new escalator installation - Cost \$5.5M - Completed September 2020

# Projects continued..



## Within 3-4 years cont.:

- Frasers Property Australia - Eastern Creek Quarter NSW Development - Completed early 2020 with delayed opening due to Covid-19
- Charter Hall's - Lake Macquarie Fair NSW development - Dev Cost \$62M - Stage 2 - Opened April 2019
- Schiavello - M City Retail Development Victoria - in conjunction with PDS Group as advisory role
- Charter Hall - Best and Less NSW reconfiguration's in loading dock upgrades - Cost \$750K - Completed in December 2019
- Charter Hall's - Lake Macquarie Fair NSW development - Dev Cost \$62M - Stage 1 - Opened December 2018
- Challenger Limited - Various National Tenancy Coordination roles in conjunction with Ausmaid

## 4 + years ago:

- SCA's Kwinana Marketplace WA Coles expansion - Dev Cost \$10M (TDM role on expanded tenancies around Coles)
- Challenger Limited Golden Grove Village SA remix and upgrade - Dev Cost \$25M
- Stockwell/Fabcot Cabarita Beach Shopping Centre NSW greenfield development - Dev Cost \$50M
- Stockwell QLD - TDM role, internal position



## Testimonials

"I wholeheartedly recommend Bimba Projects to any company seeking reliable and efficient Tenancy Coordination services for their asset/s. Their commitment to excellence and their ability to deliver outstanding results make them an invaluable partner in the retail industry."

**Ashley Raso, Frasers Property Australia, 2023**

"The level of customer service provided by Bimba Projects is exceptional. Their Tenancy Delivery Managers are friendly, accommodating, and always willing to go the extra mile to address the inevitable issues that come up along the way during any shop fitout process. Their dedication to customer satisfaction is truly remarkable and greatly appreciated."

**Gabriel Pagano, Charter Hall, 2023**

"From the initial stages of design to the final delivery, the Bimba Projects team has consistently demonstrated professionalism, reliability, and a strong commitment to meeting our retail tenancy delivery needs. Their attention to detail, prompt communication, and efficient processes have made the entire experience smooth and hassle-free."

**Elizabeth Appleby, HMC Capital, 2023**

"One aspect of the team that particularly impresses me is the expertise and knowledge exhibited by their tenancy delivery managers. They possess a deep understanding of the retail industry and the unique requirements associated with building codes, compliance and shop fitting technicalities. Their ability to navigate complex construction challenges, while ensuring our tenant's stores open on time and to budget, is remarkable."

**Miles Stewart OAM, Abacus, 2023**



# Our Values:



## RESPECT | APPRECIATION | GUIDANCE | LEARNING | FUN

We demonstrate respect by treating others with professionalism, honesty, and consideration and actively listening to concerns, addressing needs, and valuing opinions and contributions.

We build trust and foster positive relationships by showing appreciation of our client's loyalty to our services. We appreciate our hard working team, who go above and beyond to deliver great service.

We absolutely love what we do! Yes, the industry can be challenging and demanding, but we celebrate all our wins and incorporate fun into our every day - which results in an engaged, keen and productive team, doing their best work - for your project.

By sharing our expertise and providing informed advice, we guide tenants towards clearer understanding of what it is involved in opening their store and working with the leasing and property Management teams.

As the construction industry is constantly evolving, we ensure to stay up-to-date with the latest trends and best practices. We understand that new shop owners require swift industry knowledge to thrive, and therefore, equip them with the necessary tools and expertise.

# Overview:

Bimba Projects is committed to providing the highest quality tenancy delivery management to our clients. We see ourselves as educators to tenants, not just project managers which is our point of difference to larger firms. We pride ourselves on being a boutique business and are dedicated to helping our clients achieve their tenancy goals in a timely and cost-effective manner and guarantee to provide a high quality, professional service.

Contact us today to learn more about how we can assist with your next project.





# BIMBA PROJECTS



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Feel free to get in touch to request references, resumes, or fee proposal.