



# +Proposal

## Introduction & Capability Statement

18 April 2023



### Creating Successful Properties

PTI Architecture is a specialised Architecture, Interior Design and Development Advisory Practice. Our services have been developed especially for Developer, Operators, Owners and Investors And Tourism, Residential and other managed accommodation properties. PTI works around Australia and internationally.

[www.ptiarchitecture.com.au](http://www.ptiarchitecture.com.au)

## Welcome to PTI

- PTI is an Architecture, Interiors and Development Advisory & Management practice specialising in the design, documentation and creation of successful Tourism, Residential and managed Accommodation properties.
- We provide a comprehensive, advisory, design, documentation and management service for Developers, Operators, Owners, Investors and Financiers to assist at all stages of their projects.
- This includes also through the life of their investments.
- What differentiates us from the general architectural practice is that we provide a much more commercially focussed and informed, and market sensitive service.
- PTI works around Australia and internationally
- Our services include:
  - Architecture
  - Interior Design
  - Design and Project Coordination
  - Development Analysis and Advisory Services
  - and Owner Representation Services
- Our approach is focussed on assisting our Clients to:
  - best achieve their requirements and objectives
  - achieve the highest and best commercial outcomes for their projects
  - provide high quality experiences for the market
  - keep their properties performing at a high level throughout the life of their investment
- Our work focuses on:
  - Hotels and Resorts ~ including Tourism Master Plans, integrated resorts as well as strata hotels and resorts
  - Serviced Apartments
  - all other tourism properties ~ from backpackers to luxury properties and Eco-resorts
  - Residential Apartments
  - Villa and Housing Projects
  - Luxury Residences
  - Retirement Living projects
  - Student Housing
  - Co-living, Boarding House and Affordable Housing projects
  - as well as boutique Mixed Use, Commercial, Industrial, Institutional and private projects
  - and Strata and Fractional properties
- We have developed and honed our services from working for and with many of the most accomplished and experienced Developers, Operators, Owners and Advisors in the market over the last 30 plus years.
- Our approach has been verified by many of the projects having achieved high sales prices and rates
- For more information, please see our website [www.ptiarchitecture.com.au](http://www.ptiarchitecture.com.au) or call us to discuss any matter. Peter Israel, Principal Nominated Architect (reg 5064) and Managing Director

## Our projects to date

- **Over the last 30 years our Clients have included:**
  - Accor Hotels
  - Anchor Estate and Build-up Development
  - Base Backpackers
  - Bovis TPC
  - Carlton & United Breweries
  - Citywest Development Corporation
  - Conquest Group
  - Constellation Hotels
  - Elgas
  - Event Hospitality and Entertainment (formerly Amalgamated Holdings Limited)
  - Federal Airports Corporation
  - Great Pacific and Great Pacific Shanghai
  - Grocon Development Group
  - Hemmes Property Group
  - Hickory Construction Group
  - Imany Investments
  - Kingsford Properties
  - Leisure and Allied Industries
  - Lend Lease
  - Lihir Gold
  - Littomore Suites
  - Multiplex
  - Mirvac Hotels
  - Mulpha
  - Pacific International Hotels
  - Qantas Airways
  - Saabcorp
  - Skyblue Developments
  - Sonenco Apartments
  - Southern Cross Constructions
  - Tourism Hotels & Leisure Limited
  - TovaForm
  - Trinvas
  - Varga Bros
  - WFM Motors and Matthew Lepouris Investments
  - and many other public and private Owners, Developers, Operators and Builders

Over our 32 years of practice we have undertaken more than 500 projects of a wide range of types and sizes.

These have included:

○ **Tourism projects:**

- Peppers Hotel Kings Square Perth
- Atura Hotel Blacktown
- Atura Hotel Albury
- Atura Hotel Doveton
- Peppers Hotel Hervey Bay
- The Sebel Palm Cove Coral Resort
- The Sebel Bowral Heritage Park
- The Sebel Pinnacle Valley Resort
- Mantra Ettalong Beach Resort
- Mantra on Kent Sydney
- Mantra Parramatta Hotel & Apartments
- Chifley Hotel Eastern Creek
- Oaks Waterfront Resort @ The Entrance
- The Pensione Sydney
- Base Sydney
- with many more just through design and approval stages around Australia and internationally
- These being hotels, resorts, serviced apartments and other projects
- These include recently QT Hotel Hunter Valley, Ramada Batehaven, Littomore Blacktown
- Currently and recently we have been working on new hotels in Parramatta, Blacktown, Campbelltown and Leura

○ **Residential Apartment projects :**

- 11 Hassall St in Parramatta (45 levels, winner of design competition and recently completed)
- The Golf House Apartments in Surry Hills recently completed
- 63 Archer St in Chatswood
- 20 Kendall St, Parramatta
- 20 Waltham St, Coogee
- 225 Clovelly Rd, Clovelly
- Avanti Apartments, Terrigal, recently completed (including Development Approval for its 6 other component stages)
- 85 Victoria Rd, Parramatta
- 11 Aird St Parramatta (35 levels, winner of design competition and now in documentation)
- 54 to 56 Riley St, Darlinghurst
- with projects in Maroubra, Bondi, Newtown, Hurstville, Woolloomooloo, Crows Nest
- with a several other projects currently in various stages of design and documentation in Bondi, Parramatta, Warriewood, Ettalong, Gosford and Croydon



**ARCHITECTURE**  
Tourism + Residential

- **Student Accommodation projects :**
  - The Unilodge development near UNSW in Kensington
  - Several properties around the Institute of Technology in Sydney
  - New student housing project close to the UNSW in Kingsford
  - Currently a major student accommodation facilities in Parramatta
- **Co-living, New Generation Boarding House and Affordable Housing projects :**
  - These have become popular recently for their higher yield, including:
  - 609 Elizabeth St Redfern
  - 3 Gurner St Paddington
  - 32 to 34 Perouse Rd Randwick
  - 73 High St, Parramatta
  - 418 Liverpool Rd, Croydon
  - 193 & 195 King St, Newtown
  - 13 Collett Pde, Parramatta
  - Additional properties in Ashfield, Chester Hill, Summer Hill, Parramatta, Mittagong and Newtown
- **Retirement Living and the Aged Care :**
  - 122 Junction Rd Wahroonga (over 55s Town House development)
  - Development Approval for a major integrated retirement project on the Central Coast
  - As well as schematic designs for several projects
- **Luxury Houses :**
  - We have been designing luxury individual residences for our Clients since we commenced practice.
  - These have been in Darling Point, Bellevue Hill, Dural, Avalon, Vaucluse, Hunters Hill, Mosman and also in North Queensland
- **Villa and Townhouse Projects :**
  - Alexandria, Kensington, Waterloo, Newcastle, and Wahroonga
  - With current projects in Warriewood and Austal
- **Commercial, Industrial and Institutional buildings:**
  - 377 New South Head Rd Double Bay, Retail and Serviced Offices for Event
  - Refurbished commercial office building @ 414 to 418 Kent St, Sydney
  - Kingston Reid Lawyers offices, Sydney
  - Park Ave Medical Centre in Westmead (current project)
  - Multiple Commercial buildings and a hotel in Leppington (current project)
  - Qantas Exhibition Pavillions
  - Elgas Administration Centre, Blacktown



- Electrotech Skill Centre, Rhodes
- Water Pump Station for Sydney Airport
- Waste Recovery Centre, Badgerys Creek (current project)
- Jones Bay Wharfs 19, 20 and 21 upgrade
- Recently PTI has been designing a number of Childcare Centres. These have been located in Parramatta, St Ives, Kingswood, Mt Annan and Homebush
- **Entertainment Facilities :**
  - Several restaurants and bars projects around Sydney
  - Various Licenced Club projects including Ettalong Beach Club, City Trade Union Bowling Club
  - A number of Timezone Centres around Australia
  - Numerous Pub projects including Slip Inn and CBD Hotel, Sydney CBD, Cronulla Hotel and Mona Vale Hotel
  - Hard Rock Café Sydney
- **In the course of our work, we have undertaken a number of Planning Proposals, Structure Plans and Tourism Master Plans (to increase allowable Height and Floor Space):**

These have included:

  - New Apartments and retail development at 80-90 New South Head Rd, Edgecliff (DA approval also)
  - Golf House Apartments 216 to 228 Elizabeth St, Surry Hills
  - 400+ apartments at 2 to 12 River Rd West, Parramatta
  - 550 apartments at 2 O'Connell St, Parramatta
  - 300 apartments at 23 to 25 Windsor Rd, Northmead
  - 200 apartments at 11 Hassall St, Parramatta
  - 102 apartments at 11 Aird St, Parramatta
  - Apartments at Noller Parade, Parramatta
  - 85 apartments at 2 to 12 William St, Granville
  - We are currently working on several more of these in Parramatta
- **PTI assists Owners and Occupiers to maintain & improve existing buildings:**
  - After 30 years of practice, we have recently extended our services to assist Clients more actively through the operational life of their properties, such as:
    - Upgrading works to improve the appearance, guest or resident experience, and commercial value of the existing buildings
    - Design and management of maintenance and rectification works
    - Works to enable existing buildings to target new markets including the re-branding of hotels and other accommodation buildings
    - Owner Representation Services to oversee buildings for overseas Owners
    - Providing Brand Standard documents to solidify aspects of the design of the properties to form a basis and model for new properties

## Our Team

**To provide our comprehensive services, we have a highly skilled team of:**

- Concept and Design Architects
- Construction, Detailing and Site Architects
- Interior Designers
- Computer Illustrators
- Project & Design Managers & Development Analysts & Advisors

who all work together to achieve Client objectives



**Our key Personnel are:**

*Principal, Nominated Registered Architect & Managing Director*

Peter Israel BSc (Arch) BArch (Hons 1) ARAIA (NSW reg no. 5064, Qld reg no.5865)

Building Design Practitioner Registration (Architect) DEP0000117

Principal Design Practitioner Registration PDP0000041

*Associate Directors*

Lewis Lau BA Interior Design (Hons), Dip Design NPRA (Arch) - Registered Architect no. 8946

Viet Dang BA(Arch), BArch (Hons 2)

Glen Fernandes BArch, Adv Dip Arch Tech - Registered Architect no. 8934

*Architects & Architectural Graduates*

John Trajkovski BSc(Arch), BArch

Tomaso Carer BArch, Dip (Mgt), PhD (Arch), MPIA

Lin Zhu BArch, MArch - Registered Architect no. 10573

Jorge Ribeiro BArch, MArch

Joanna Chen BArch, MArch

*Interior Designer:*

Delyse Periera BDesign (Hons)

*Senior Draftsperson*

Dino Di Pietrantonio

*Commercial Practice Management and Project Administration*

Fiona Sweeting

Tzivia Israel



## The story of our practice as seen through some of our projects

The following is a summary of our journey seen through some of our key projects:

- **Effalong Beach War Memorial Club & Mantra Resort**

This was our first major project after commencing practice in 1991. We were introduced to the Club who needed to build a new carpark but did not have the funds for this, so we suggested the concept of developing a strata apartment hotel that would capitalize on their beach-front location, helped to verify the feasibility of this and then assisted them to bring this into reality. From the proceeds they were able to build also a new major Club facility. PTI provided Architecture, Interior Design and Development Management Services for the project.



- **Mantra Sydney Apartment Hotel, 433 Kent**

Our next major project was one of the first serviced apartment developments in the Sydney CBD. We provided the development concept for our Client who had purchased this commercially zoned site and were looking for the way to best develop the site. We assisted them with all aspects of the resolution of the concept, Architecture, Interior Design and the management of the development and construction process. The property achieved the highest prices at the time for city strata hotel apartments. Through our contacts we introduced a hotel manager to the developer and from this the Pacific International Hotel Group was established which was ultimately bought by the group which became Mantra Hotels.





- **Mantra Hotel and Serviced Apartments, Parramatta**

With the success of 433 Kent St, our next major task was to develop a similar but larger project in Parramatta. Consisting of 2 towers, one a hotel, the other strata serviced apartments, this project was developed for the Sydney 2000 Olympics where it housed the US Dream Team (men's basketball).

- **Several Accor Time Share properties**

One of our next major tasks was to be the Architect for Accor's Time Share division. We provided Architecture and Interior Design Services for numerous properties around Australia including their Bowral and Palm Cove properties and also for others around Asia and the Pacific.

- **8 Hotel's The Pensione, Sydney**

One of the first properties of this group was The Pensione in Sydney. Needing "something different" to enable the project to work financially, PTI assisted in conceiving the idea for the property based on the successful European "Pensione" model. We then assisted to develop the concept for what was a new idea for the local market, the melding of a boutique hotel with a backpacker facility. The property's success led to a number of other similar properties around the country.

- **Unilodge @ UNSW and other student accommodation properties**

PTI has also been the Architect for other managed accommodation buildings. These have included student accommodation facilities including the Unilodge facility in Kensington for the UNSW and other properties near Sydney's Institute of Technology and UNSW.

- Properties for **Base backpackers**

PTI worked for Base for many years. Since inception it has been the leader and at the forefront in this market with its combination of backpacker accommodation, hotel accommodation and extensive F&B facilities.



- **Peppers Hervey Bay**

In 2005 PTI was engaged to assist the Client to create a large strata resort facility in Hervey Bay, Queensland. PTI introduced a development partner, who was one of our other Clients, and together they developed the property. This was an opportunity to create a major hotel facility in a town that was yet to have one. There were many issues to address and PTI was both Architect and Interior Designer as well as assisting in many areas of the development and construction processes. We also introduced the operator Peppers to the developers.



- **2 new brands for Touraust**

Soon after this, PTI worked for Touraust corporation, which at the time was one of Australia's largest hotel companies. We designed their new Concept **Country Comfort** 3-star brand and their **Chifley Hotel** 4-star brand properties. This led to the development of a number of hotels including the flagship **Chifley Doveton**, which was developed for Lend Lease to own on completion. Prior to the GFC, this chain was being expanded considerably with PTI designing a number of projects which stopped with the GFC. This property has since been bought by Event who were one of our other Clients, who re-branded it as an Atura Hotel in keeping with the other properties we have designed for them (see other item)





- o During the GFC, with few hotel projects being undertaken in Australia, PTI was invited to design a number of projects in Papua New Guinea. These included the design of a new major town with mining accommodation facility that was intended to after the mining had finished to become a major tourist facility on the island of Lihir, as well as a new hotel for Port Moresby and several other major projects, like this upmarket residential development designed for the expat FIFO markets



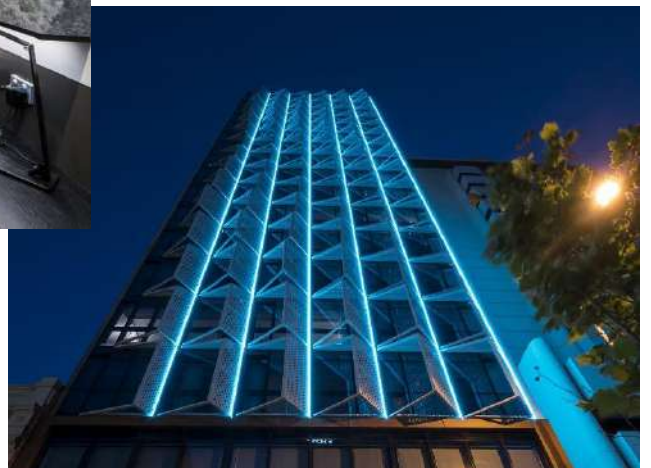
- o Over this time, we also became involved with modular prefabricated construction which provides many advantages for tourism properties in terms of reducing cost and time, while also providing a high quality of finish.

- o Following this we worked for AHL (now **Event** - the owners of the Rydges and QT brands) as the Architect for their new **Atura brand** of hotels. These are being developed for the modern business traveler who seeks a high quality that is provided at an affordable price. The first property was completed in Blacktown and we have worked on others since including in Albury and Doveton. Blacktown was awarded winner of the 'Standard Accommodation Award for Excellence' at the 25th annual NSW Tourism Awards. It also won 'Best Mid-Range Accommodation Australia' at the national 2014 Australian Hotel



Association Awards for Excellence, as well as best 'Mid-Range Hotel Accommodation of the Year' at the 2014 Tourism Accommodation Awards (NSW) Awards.

- o Always looking for new ways to deliver more cost-effective hotel and accommodation properties for our Clients, over the last 15 years PTI has been further investigating the advantages of prefabricated, modular construction. This has led us to be Architects and Interior Designers for the **Peppers Perth Hotel** which was completed in 2016. A 17-storey building, it is one of the tallest modular hotels in the market. For this, PTI was also part of the overall Development Management and Project Management Teams.





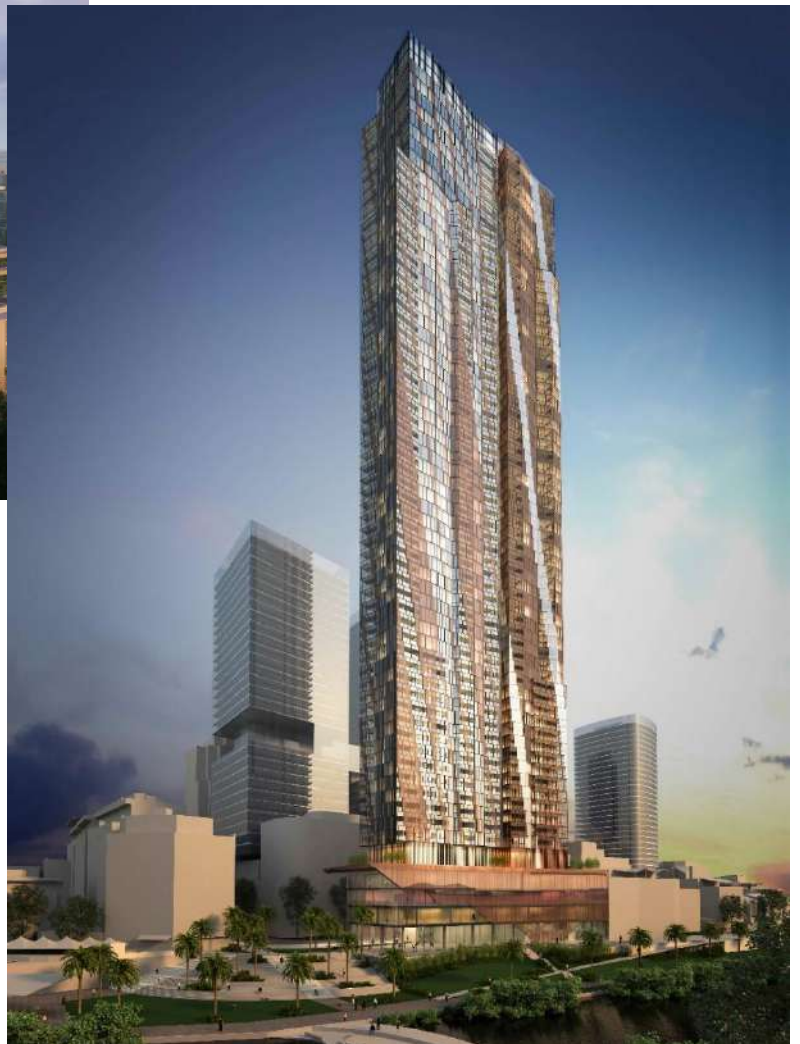
Since commencement, we have also designed many successful residential projects, such as:

- The luxury residential project **Golf House** in Sydney CBD which was finished in 2019
- A 45-storey residential tower at **11 Hassall St in Parramatta**, which we won a design competition for, and completed in 2018 (see photo below)
- We have also recently won a Design Competition for the 35-floor new residential development at **11 Aird St** in the Parramatta CBD. (see image on following page)
- A significant new accommodation building at **80-90 New South Head Rd, Edgecliff** which recently gained Planning Approval and Development Approval
- The design for the adaptive re-use of **Caltex House** in Kent St which was bought and developed by the Stamford Group
- The residential and commercial development at **63 Archer St, Chatswood**
- A number of other projects in the **Parramatta**, including the 65-storey tower at **2 O'Connell St** which has Gateway Planning Approval Several other hi-rise projects we are designing for Planning Proposal Approval and for site (see next page)
- And now a range of projects around Sydney recently including Austral and Leppington





- o At all times, the hallmark of our practice is the combination of innovative thinking, design creativity, good business sense and the understanding of the markets we work in, to consistently create successful projects for our Clients

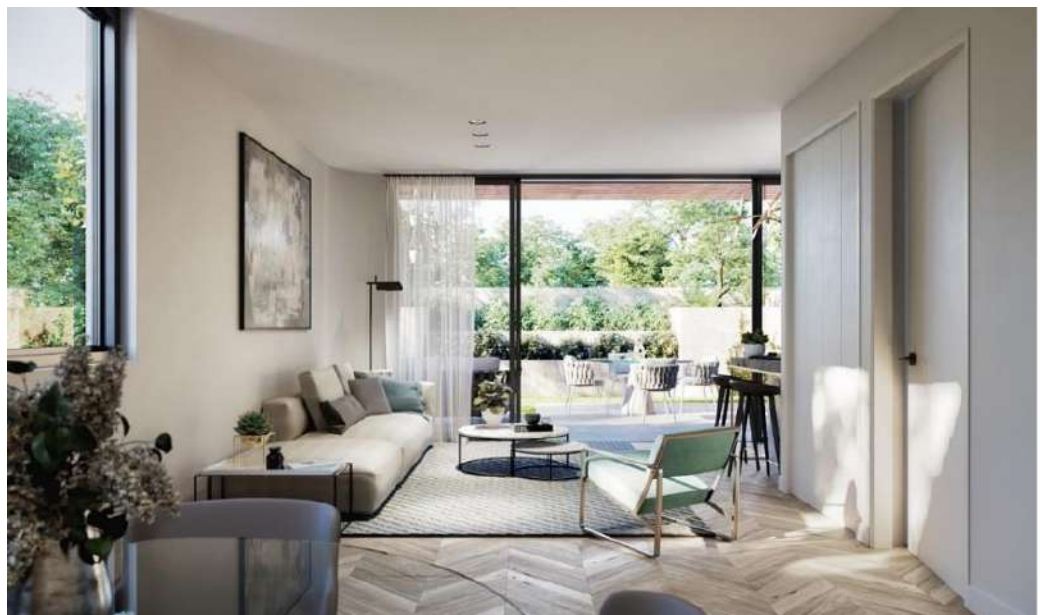


Below are images of our **Golf House** (which has since been completed) and **Edgecliff** projects.





- Pti is also involved with **Retirement and Aged Care** buildings. This is a logical progression from our hotel and apartment buildings. Below are photos of our current project in Wahroonga. Our work in this sector spans from unassisted (over 55) town houses to low and high care accommodation and facilities.



○

- o We are now involved in a wide range of residential, tourism and management accommodation projects especially where Clients are working to achieve highest and best development outcomes
- o With this we have increasingly been involved in matters before the Land and Environment Court where we have had a very high success rate
  - Similarly, also for Planning Proposals and Structure Plans
- o More of our recent projects are shown below:







## Our approach always is to be both highly creative and highly commercial

In the market today, where competition between properties is considerable, and where providing something "special" and at a value for money price is fundamental to the success of a project, so we as Architects need to have a sound knowledge and "feeling" for the market to create successful projects.

This requires a much more comprehensive and different approach to design than that offered by traditional, general Architectural practice. One that is much more commercially focused and market sensitive, and one that can deliver properties that both capture the imagination and attention of the market, as well as being able to be built efficiently and economically.

It is to this end that PTI has concentrated in developing and honing our services. We started as specialists in the highly competitive hotel and resort markets - where getting the right balance between the "experience" and cost is vital and from there our work has extended through most sectors of tourism, residential and other accommodation markets.

All these markets share the same fundamental objective - to live in or stay in a property that provides a highly pleasurable experience, at the right price. To achieve this PTI works :

- **On the Design side:** to create properties which have that special concept, character, ambience and experience as well as the facilities to attract and retain the market
- **On the "Deal" side:** to ensure all aspects of the project or property are focused on achieving our Client's commercial requirements and objectives
- **On the Operational side:** to ensure that the property will operate through its working life efficiently and economically
- **On the Project Management side:** to ensure our projects are completed on time, on cost and to the required level of quality

## The Features of a PTI-designed Property

The key features of a PTI designed property is that we work closely with our Clients to provide the :

- **Concept and Image** to achieve their requirements and objectives and to capture the attention, imagination, and patronage of the target markets
- **Character, Ambience, and the “Experiences” of the property** so that their property is highly sought after by the market
- **Layout and Design of the Accommodation Units and range of Associated Facilities** to implement the concepts and strategies required practically, efficiently, and economically
- **Detailed Building Form & Fabric** so that the building will have the required durability and life-cycle cost efficiency.
- **Detailed working Operational Environment** so that the building and its fit-out can be operated efficiently and economically and in the manner required.
- **Overall integrated Design, Development and Construction Strategy and Solution** so that all issues of the project are prioritised as required and that the design and construction solutions work to achieve our Client's objectives

For every project, we work to design and create the specific design solution to enable our Clients to effectively maximise their returns and minimise their risks, both over the short and long term.



## Summary of our range of Services

PTI has developed and honed a comprehensive range of Architectural, Interior Design, Development Analysis and Advisory, as well as Project and Design Management services to assist our Clients to create successful Tourism, Leisure, Residential and Managed Accommodation Properties. These are tailored for each project to meet their specific requirements and objectives.

### When we assist our Clients

We assist our Clients through all stages of property development and the life of the investment in all aspects of the formulating, verifying and implementing of design, development and commercial strategies. This includes:

- Site Selection & Assessment
- Pre-Feasibility Strategy Formulation
- Due Diligence Reports
- Preparing Detailed Projects Design Briefs
- Concept and Detailed Design
- Gaining of required Planning, Re-zoning, and Building Approvals
- Preparing detailed Design & Construction Documentation for Tendering & Contracting the Works
- Overseeing Construction
- Specifying and sourcing FF&E
- Providing Introductions to Financiers, Builders, Specialist Consultants, Advisers & Suppliers, as well as Agents, Investors, Operators, and others involved in creating successful properties
- Providing Presentation & Contract documents for Sales & Marketing
- Providing Periodic Property Audits & Optimisation Reports
- Renovation & Re-Positioning Analysis & Assessments
- General Trouble Shooting
- Assisting to best present property for Sale
- Providing Owner Representation Services

### How we assist our Clients

- Taking all steps to best design, set-up and fine-tune the property to achieve its potential, satisfying Client requirements and achieving their objectives
- Integration of design, strategic and commercial decision making into a single comprehensive solution
- Ability to translate Client visions, aspirations, requirements and objectives into detailed working concepts, strategies, and solutions in the built form
- Heightening the "experience" of property to better attract and retain the market
- Creating and coordinating the most effective Design, Documentation, Construction, Development and Management Teams for the project
- Gain Development or Planning Approval and all other required approvals for the project
- To keep the property operating throughout its life at peak performance, and to achieve Client requirements and objectives

- To otherwise provide the concepts and strategies through the life of the property to meet the changing preferences of the market, increasing its potency to attract the market, increasing room rates, profitability and property value
- Best implementation of plans and strategies

### **Our Architectural Services**

We provide a comprehensive Architectural service covering all aspects from concept to completion and beyond. These include:

- Pre-purchase and periodic Property Assessments
- Schematic and Concept Designs
- Preparing Detailed Project Design Briefs
- Resolving Design and Development Strategies
- Preparing designs and documentation for Development Approval and for Site Re-zonings
- Including managing Structure Plan teams
- Preparing documentation for Construction Certificate Approval, for Tender and Construction
- Preparing documents for Licensing and other such approvals
- Advising on the Selection and Engagement of Project Consultants
- Briefing and Co-ordinating Project Consultant Teams
- Briefing and Co-ordinating Contractors & Suppliers
- Introductions & negotiation with Building Contractors
- Assisting Builders through the Construction and Fit out process
- Quality Control Reporting through Construction
- Managing Defect Rectification and Refurbishment works for existing properties

### **Interior Design Services**

PTI provides a comprehensive Interior Design service to complement our architectural services. This enables the strategies and concepts required to be implemented in all aspects of the interiors.

Our services include:

- Interiors Concept Design and Concept Presentations
- Detailed Site Analysis and Space Planning
- Detailed Interiors Client, Project Manager, Engineers and Contractor liaison
- The construction detailing and specification for all interiors work
- Sourcing all types of materials, furniture, fittings and equipment (FF&E)
- Tender Document preparation and construction cost analysis
- Overseeing the Builders and Consultants work during construction and fit out until project handover



### **Project & Development Co-ordination & Management Services**

PTI provides Project and Design Management Services. This is typically for projects where a conventional Project Manager does not have the experience to deal with the complexities of detailed tourism projects, or because we have designed the project, it is more cost effective for us to provide this service as part of a comprehensive integrated project delivery service for our Clients.

These services include:

- o Implementing detailed PM tasks in conjunction with our Architectural or Interior Design Services
- o Managing project teams of consultants and advisors as required
- o Regular Reporting of Project Progress
- o Client Representation (we provide this for overseas, interstate, and local Clients)
- o Introductions to prospective Partners, Builders, Operators, Financiers, Investors
- o Property and Development Trouble Shooting
- o Providing an integrated Project Management, Architecture, Interior Design & Contract Administration service to oversee and implement projects for our ongoing Clients together with Builders we have worked with successfully

### **Tourism Property Advisory Services & Hotel Technical Services**

From our work spanning more than 29 years designing a wide range of hotels, resorts and other tourism properties, we have built a strong knowledge of the detailed programmatic requirements for tourism properties. This is complemented by our detailed ongoing research of the market. In this regard our services include:

- o Preparing new Tourism Concept Designs and Master Plans. For this we co-ordinate the work of the wide range of other disciplines required, including Urban Planners, Community Consultation Managers, Civil and Marine Engineers, Landscape Architects, Environmental Management Planners, as well as Land Economists, Tourism Market analysts and others as required
- o Assisting with the preparation of Project Feasibilities and Strategy documents to resolve high investment returning concepts for a project
- o Developing Concepts and Strategies for new hybrid properties that are capable of attracting Clientele from a range of markets, and thereby be more successful than a traditional model property
- o The development of new Hotel Brands
- o Preparation of Hotel Brand Standards
- o Developing Strategies and Concept Plans for the refurbishment, re-positioning, upgrading and re-branding of existing properties
- o Advising on detailed space planning issues for tourism properties
- o The assistance and introduction to other expert consultants to be able to address other key issues that will be encountered in the development and ownership of properties

**Also a combination of these : eg our combined service of Project & Development Co-ordination + Architecture + Interior Design + Contract Administration + Owners Representation + Ongoing assistance through the life of your property**

### **Strata Hotel & Resort, Serviced Apartment and Fractional property advice**

- PTI's initial significant growth and development was centred around the growing market for strata hotels and resorts. We were one of the first to design such properties for the local market here after studying them in Europe
- We went on to design and assist, to manage the development of an appreciable amount of these as shown in this document and on our website
- We embrace the multidisciplinary requirements of these projects - which has always been to deliver reliable returns for investors in both the short and long term
- This sharpened and focused our skills in being both very creative and commercially minded in our design and decision making
- In recent times, this market is again emerging along with fractional hotel properties and other hybrids and this has seen PTI working again on a range of such projects
- Our expertise for these projects is wide ranging and covers all aspects of the design, documentation, development and construction process

### **Computer & 3d Graphics**

- The visualisation of our design work, the preparation of presentation drawings for Council and other approval applications, as well as Sales and Marketing presentation, is an important part of PTI's services
- This is used for communicating and developing the detail of the designs and material selections with our Clients and others associated with the project
- This assists to ensure the best and most effective delivery of the project
- We provide:
  - Photomontage and 3D Views for both project external views and interiors
  - View Analysis Reports for Authority Approvals
  - Presentation plans and documents forming part of a brochure or website marketing documents
  - Ongoing project images to assist with detailed design issues and materials selections

### **FF&E Sourcing and Procurement**

- PTI's Interior Design Services have experience over many years in the design and sourcing of Furniture, Fittings and Equipment (FF&E)
- For this work we ensure you achieve the overall look, feel and practicality to be achieved
- In this regard, we source products locally and direct from overseas

### **Modular Prefabricated Construction advice**

- This is a growing method of delivering quality buildings as well as building and fit out components
- Ideal for tourism and accommodation buildings, it can offer substantial savings in cost and time
- PTI has been working in this area of the market for the last 15 years and have a good understanding of its utilisation for both low scale and high-rise buildings as well as for remote, resort and urban projects.

## Introductions & recommendations for specialist Consultants, Advisors and Suppliers

Over the course of a project, many consultants and advisors are required to provide advice and services to ensure a project achieves the best result. These include specialists across many disciplines. PTI has experience in working with many experienced consultants and advisors in the design, development, construction, and operation of tourism and managed accommodation markets. From this, we can assist and introduce you to these and to contract, liaise, direct and co-ordinate them through your project.

### Building Design & Documentation

- Structural Engineers
- Mechanical Engineers
- Hydraulic Engineers
- Electrical Engineers
- Environmental Sustainability Engineers
- Quantity Surveyors
- Acoustic Engineers
- Lighting Engineers
- Facade Engineers
- Town Planners
- Urban Planners
- Surveyors
- Heritage Architects
- Landscape Architects
- Section J & BASIX
- Building Code Consultants
- Fire Engineers
- Wind & Sunlight consultants
- Traffic Engineers
- Geo-technical & Soil Engineers
- Food & Beverage & Commercial Kitchen Designers
- Golf Course Architects
- Marina Designers

### Building Contractors & Suppliers

- Building Contractors
- Specialist sub-contractors
- Materials, Finishes, Fixtures & Equipment Suppliers
- Remediation Builders
- Public Artists & Muralists

### Operations

- Hotel Management Companies
- Serviced Apartment Operators
- Hotel Technical Services & Operations Consultants
- Food & Beverage Consultants
- Information Technology Consultants
- Kitchen Suppliers
- Furniture, Fixtures & Equipment Suppliers

### Marketing

- 3d imaging Contractors
- Fly thru Animators
- Model makers
- Photographers
- Website & Graphic Designers
- Advertising Agencies

### Commercial Agents & Advisors

- Bankers
- Merchant Bankers
- Real Estate Agents
- Real Estate Valuers
- Property, Construction, Licensing & Strata Lawyers
- Market Research Analysts incl specialist Tourism Advisors

### Commercial Entities

- Joint Venture Partners
- Investors - including, private and corporate

*Call us to see if we can assist you with any matter,  
Peter Israel, Principal*