

ITEM NUMBER: 18.2

CONFIDENTIAL REPORT

UNSOLICITED PROPOSAL – PROPOSED ACTIVATION (Report No: 197/21)

Pursuant to Section 90(2) of the Local Government Act 1999 the Report attached to this agenda and the accompanying documentation is delivered to the Council Members upon the basis that the Council consider the Report and the documents in confidence under Part 3 of the Act, specifically on the basis that Council will receive, discuss or consider:

- k. tenders for the supply of goods, the provision of services or the carrying out of works.

Recommendation – Exclusion of the Public – Section 90(3)(k) Order

- 1** That pursuant to Section 90(2) of the *Local Government Act 1999* Council hereby orders that the public be excluded from attendance at this meeting with the exception of the Chief Executive Officer and Staff in attendance at the meeting in order to consider Report No: 197/21 Unsolicited Proposal – Proposed Activation in confidence.
 - 2.** That in accordance with Section 90(3) of the *Local Government Act 1999* Council is satisfied that it is necessary that the public be excluded to consider the information contained in Report No: 197/21 Unsolicited Proposal – Proposed Activation on the following grounds:
 - k.** pursuant to Section 90(3)(k) of the Act, the information to be received, discussed or considered in relation to this Agenda Item are tenders for the the provision of café services.
 - 3.** The Council is satisfied, the principle that the meeting be conducted in a place open to the public, has been outweighed by the need to keep the information or discussion confidential.
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Item No: **18.2**

Subject: **UNSOLICITED PROPOSAL – PROPOSED ACTIVATION**

Date: 8 June 2021

Written By: General Manager, Strategy and Corporate

General Manager: Strategy and Corporate, Ms P Jackson

SUMMARY

At the Council meeting 8 December, Council approved an Expression of Interest be undertaken for a provider to supply café services for the proposed kiosk at Kiosk Park. Following the process, an unsolicited proposal was received from Grand Parc Developments Pty Ltd for an alternative approach to developing the kiosk. This report outlines the proposal and recommends the bid be declined.

RECOMMENDATION

That Council:

1. **declines the Unsolicited Proposal received from Grand Park Developments Pty Ltd; and**

RETAIN IN CONFIDENCE - Section 91(7) Order

2. **that having considered Agenda Item 18.2 Unsolicited Proposal – Proposed Activation in confidence under Section 90(2) and (3)(k) of the *Local Government Act 1999*, the Council, pursuant to Section 91(7) of that Act orders that the report and attachments be retained in confidence for 24 months, and that this order be reviewed every 12 months.**
-

COMMUNITY PLAN

Community: Providing welcoming and accessible facilities

Culture: Being financially accountable

Economy: Supporting and growing local business

COUNCIL POLICY

Unsolicited Proposals Policy

Procurement Policy

Mobile Trading Policy

STATUTORY PROVISIONS

Local Government Act 1999 and Regulations
Disability Discrimination Act 1992 (Cth)

BACKGROUND

On 8 December 2020, Council approved an Expression of Interest be undertaken for a provider to supply café services for the proposed kiosk at Kiosk Park. As a result of that process an unsolicited proposal was received, after the tender process had closed, from Grand Parc Developments Pty Ltd for an alternative approach. Council's Unsolicited Proposals Policy allows for new and innovative proposals from the private and non-government sector that could assist Council to achieve its strategic objectives or satisfy a community need, which has not been requested by Council through its regular procurement process. Unsolicited proposals may include the purchase, lease or development of Council owned or managed land. The proposal from Grand Parc Developments Pty Ltd is for the development of a kiosk amenity at Kingston Park.

Attachment 1

This report outlines the proposal received and undertakes a comparative analysis of the proposal against the feasibility assessment undertaken by Council for a kiosk at Kingston Park.

REPORT

Grand Parc Developments Pty Ltd (proponent) is a local property development company, which Milos Milutinovic is a Director. Mr Milutinovic is an Architect with Woods Bagot and was involved in the initial concept designs developed by Woods Bagot for the Kingston Park Kiosk commissioned by Administration.

The bid proposes the proponent design, build and operate a kiosk amenity at Kingston Park, with the proponent responsible for the costs of construction and the ongoing maintenance and management of the building. In the proposed model, the proponent would lease the kiosk to their preferred café services operator and would manage the lease with the operator. The preferred operator is Raffaele Simeone, who is the current co-owner of Parlamento located on North Terrace in Adelaide CBD.

The proponents modelling suggests that a kiosk with a capacity of 50-60 pax indoor seating and 20 pax outdoor seating is required for the proposal to be viable. In addition, it is proposed the design would include a take-away counter, a bar/server for the dine-in, air-lock, 15-20m², toilets (male, female & accessible), staff change area and waste area.

The bid proposes a lease duration of a minimum of 60 years at a rate of \$15,000 (excluding GST) per annum. At the expiry of the lease the asset would be handed over to the Council or the site returned to natural earth, whichever is more desirable.

While the proposal received to date lacks detail, the Unsolicited Proposals Policy allows for a three staged approach, should Council decide the initial proposal has merit. Stage 2 provides an opportunity for Administration to work with the proponent to develop a detailed proposal, with the third stage contract negotiation.

There are advantages and disadvantages to the proposal. The proponent would be responsible for all costs for the costs of construction and on-going maintenance, and Council would not need to contribute funding to the amenity. In addition, the proponent is taking the commercial risk on the ongoing viability of a kiosk at Kingston Park. However, a 60-year lease is a lengthy lease agreement. Due to the proposed length of the lease, Council would need to undertake community consultation. It would not be prudent to enter a lease of this length without periodic reviews, and incur future Councils with a decision regarding this site for this length of time.

Further below in the report, a financial analysis has been undertaken comparing the proposed bid with the feasibility assessment undertaken by Administration for a kiosk amenity at Kingston Park. The analysis demonstrates that the current proposal is not as financially beneficial to Council than if Council were to fund the construction and ongoing maintenance. However, as discussed, Council will be taking the commercial risk on the kiosk's ongoing viability.

On weighing up the various elements of the proposal, it is recommended that Council not continue on to Stage 2 of the Unsolicited Proposal Policy, and decline the proposal received from Grand Park Developments Pty Ltd.

Finalisation of the tender process for the Café Services at Kingston Park has been placed on hold pending a decision from Council on this process.

BUDGET

In August 2020, Council was presented the outcomes of a feasibility assessment for a kiosk amenity at Kingston Park. The real costs financial analysis of the kiosk over the first 10 years, for the proposed location, was as follows:

Benefits	\$
Rental income	603,000
Residual value	400,500
Total Benefits	1,003,5000
Costs	
Capital costs	534,000
Maintenance costs	88,110
Loss of caravan park income	391,000
Total Costs	1,013,110
TOTAL	(9,610)

Below is an analysis of the bid proposed. For the purpose of this analysis it has been assumed lease income would increase by 2% per annum.

Benefits	\$
Lease income	164,234
Total Benefits	164,234
Costs	
Loss of caravan park income	391,000
Total Costs	391,000
TOTAL	(226,766)

The residual value of the asset has not been included as a benefit as the proposal is for a 60-year lease, and therefore the asset would not be available to Council at the end of the 10 years.

LIFE CYCLE COSTS

Under the proposal, at the expiration of the lease the asset would be handed over to the Council or the site returned to natural earth, whichever is more desirable.

Attachment 1



Kingston Park Cafe

Unsolicited Proposal



Grand Parc
Developments

12 May 2021



Contact

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Director

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Executive Summary

Grand Parc Developments is delighted to present an unsolicited proposal for the provision of a new café at Kingston Park in response to the site identified in the REOI dated April 2021. This project presents an exciting opportunity for an innovative and progressive design solution for the local community and visitors to Kingston Park.

We believe there is strong alignment with your aspirations and our vision in creating exemplary design solutions that enriches the experience at Kingston Park by delivering a seaside pavilion offering dine-in and take-away F&B options.

Grand Parc Developments would like to put forward an alternative approach than the one identified by the Council in the REOI. We bring a tailored proposal that outlines our extensive expertise in design and project delivery and have sought interest from a very experienced and reputable operator who will operate the business upon completion of construction. We are offering our design services, delivery of the base building and fitout, management and maintenance of the asset and ongoing management of the lease as a tailored solution for the Council. We believe that our alternative approach can streamline the delivery of the café.

As the owner and director of Grand Parc Developments I will be your key point of contact and will be instrumental from inception to completion, bringing global expertise in design and project delivery to ensure total collaboration and project success. We thank you for this significant opportunity and look forward to hearing from you in the near future.

A handwritten signature in black ink, appearing to read 'Milos Milutinovic', with a stylized flourish at the end.

Milos Milutinovic
Director

Our Information

Registered Name	Grand Parc Developments Pty Ltd
ACN	618 767 098
ABN	29 618 767 098
Address	24 Cygnet Terrace Kingston Park SA 5049
Type of entity	Private company
Key Personnel	Director - Milos Milutinovic
Telephone	+61 402 238 945
Email	milos@grandparc.com.au



Our vision

The Kingston Park Café presents an exciting opportunity to create a dynamic and welcoming beacon for the community to meet, interact, relax, or simply gaze across one of Adelaide's premier beaches while enjoying a quality food and beverage service.

The proposed site is of great significance to the Kaurna people and we have a strong belief that the final built solution needs to be respectful in its design response to the cultural significance, the fragile sand dune environment and its context.

We envision a fresh, inventive and energetic interior that matches the colours, shimmer and brightness of the world's finest seaside, capturing beautiful sunlight and sunsets over Kingston Park. This is a place for guests or beach goers, enjoying a moment with their company or alone, in cosy room or adjacent to the boardwalk to watch how the world engages with this wonderful beach setting.



Our Proposal

Our understanding is that the Council is currently seeking interest from café operators to enter into an agreement for lease for a permanent cafe at Kingston Park. We understand that the Council is currently proposing to design (in collaboration with the operator), fund the construction of a new building for the café and own and maintain the asset.

Grand Parc Developments would like to put forward an alternative approach to the Council. We would like to discuss the opportunity to lease the subject land from the Council, and in return we would undertake the design, fund and procure the construction and upon completion maintain and lease the asset to an operator.

We have already sought interest from Ralph Simeone, a very experienced and reputable operator who we would bring into our team from the beginning of the design process.

Design:

At our core it is our ethos to design a cafe for the Kingston Park community and visitors which is unique to its destination and context, creating guest experiences that connect to the local history, environment and culture.

The proposed site is of great significance to the Kurna people. Due to the close proximity of this site to the Tjilbruke Spring, we have a strong belief that the final built solution needs to be respectful in its design response. We would look to include the Council and its nominated cultural advisor in the formation of the design brief.

Our overall design for the building and the fitout will be bespoke and will respond to its spectacular location, maximising the vast beach views while also respecting its surroundings by scale. We believe that the indoor-outdoor activation is important to the success of the café which we believe can be achieved with large openable beach facing façade.

Due to the nature of this site, we propose that the building be designed in a way where the operator can offer both grab-and-go, as well as dine-in options. We also see the interior as a flexible space which can be modified for events or hired for business meetings.

Our initial modelling showed that an increase in capacity is required in order to be viable. We request a site sized to accommodate 50-60pax seated internal and 20pax seated outside. The modification of the western side of the footpath to accommodate a deck for outdoor seating will be required. This would be similar to what already occurs along the footpath within a short vicinity.

Construction:

We have the financial capacity to fund the construction of the building, which would be completed (both building and fitout) to a 'turn-key' level. The operator would move into a fitout from which they could open for service from day one.

Management and maintenance:

As part of the proposed long-term land lease, we would be responsible for ongoing maintenance and management of the building and also the management of lease with the operator.

F&B Services to be provided:

Our operator has identified that the exposure of this site to the prevailing weather would drive the operations to be seasonal, with greater range of services and longer trading through Summer/early Autumn, while Winter/early Spring services and trading hours would be limited.

The following are proposed by the operator as an initial outline of services:

Summer/ Autumn:

- _Sunrise – full range of coffee & pastries
- _Morning – choice of light or hot breakfast
- _Lunch – choice of brunch or seasonal dine-in lunch menu or take away 'fish & chips' type offering.
- _Evenings – extended trading (seasonal menu) during peak holiday periods and private functions.

Winter/ Spring:

- _Morning – choice of full range of coffee & pastries or light breakfast (closed during unpleasant weather)
- _Lunch – choice of brunch or seasonal dine-in lunch menu or take away 'fish & chips' type offering (closed during unpleasant weather)
- _Evenings – open for private functions.

Dine-in area is proposed to be licensed for service of alcohol for consumption on premises.

If required, we would be happy to discuss the proposed offering in more detail and should the Council have any requirements, community requests or restrictions to trade in this location.

In addition to typical food and beverage offering, we have identified an opportunity in response to post-COVID change in work practices. As many organisations are moving away from meetings and workshops within their offices, the fitout will have flexibility to cater for business meetings or small functions. There will also be settings with power and WiFi for people needing to access their laptops or have casual meetings.

Our proposal:

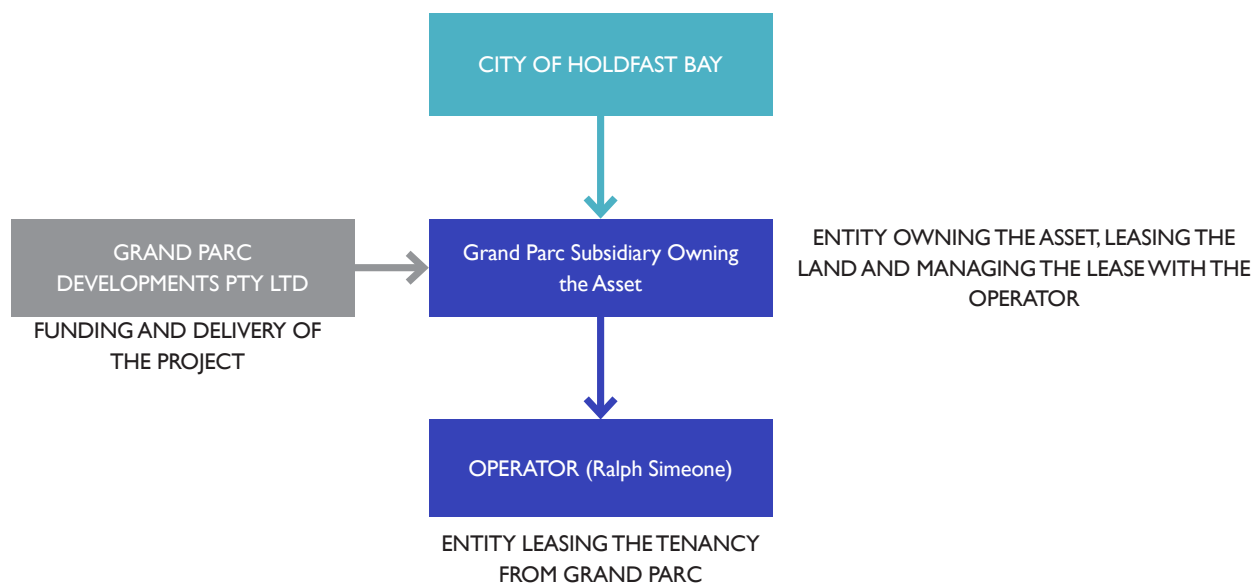
Our proposal responds to the site identified in the REOI For the Provision of Café Services at Kingston Park 2021 C4. We propose to enter into a long-term land lease agreement with the Council for the site sized appropriately to accommodate 50-60pax seated internal, 20pax seated outside, kitchen with take-away counters, bar/server for the dine-in, air-lock, 15-20m2 storage, toilets (male, female & accessible), staff locker/change and waste area.

We propose a lease duration of a minimum 60 years at a rate of \$15,000 +gst per annum. At the expiry of the lease we would hand over the asset to Council or return the site to natural earth (which even is more desirable). We have based our initial modelling on these figures, which we believe give the Council a higher return than comparable land valuation apportioned over the 60 year period.

We believe that there is a strong alignment in your aspirations and ours in creating an exemplary design solution for the Kingston Park community. We are offering our design services, delivery of the base building and fitout, management/maintenance of the asset and ongoing management of the lease as a tailored solution for the Council. We believe that our alternative approach can streamline the delivery of the café.

Structure:

We propose for Grand Parc Developments Pty Ltd to enter into an agreement with the Council to deliver the project. Upon completion we propose to setup a subsidiary to Grand Parc Developments Pty Ltd to own, maintain and hold the lease for the asset. We believe this would de-risk the ownership and management of the asset by separating it from other Grand Parc Developments activities. We propose the following structure.



Assumptions/Qualifications:

_Portion of the outdoor seating to be allocated on the western side of the footpath.
Council to provide deck for seating similar to what already occurs along the footpath within a short vicinity.

_Land lease to commence at the commencement of operations.

_Lease payment pause due to natural disaster; acts of god, act of war and pandemic which cause the business to stop operating.

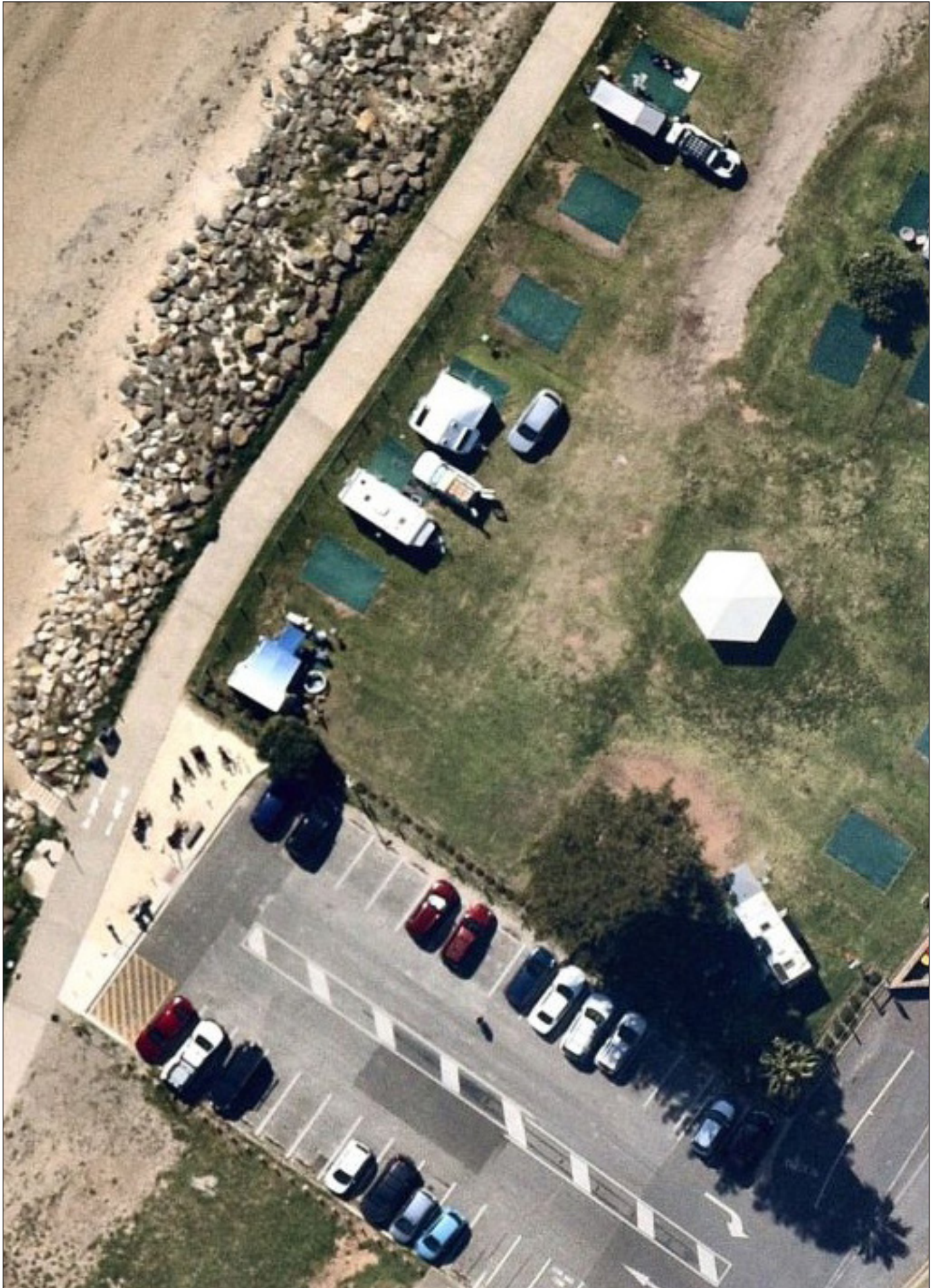
_Right to re-negotiate the terms of the lease and/or to recover the project costs should the caravan park cease operations.

_Council to agree to not allow operation of another food and beverage operation within the caravan park.

_Right to terminate the agreement for land lease should Planning Approval not be achieved within 12 month of the date of the agreement.

_Proportions of the site to be north-south in orientation (parallel to the beach) as show in the REOI document.

_Ability to lease adjoining Caravan park camping sites for hosting 'pop-up' events.



Our experience and expertise

Grand Parc Developments

Milos Milutinovic - Director

Milos brings over 20 years of experience in property development. He is also a Registered Architect and a Senior Associate in a global architecture and design firm Woods Bagot. Milos holds a degree in Bachelor of Architecture (Hons) and a Masters of Business Administration (MBA) from University of South Australia. Milos will be the main point of contact and will be responsible for the development, design and delivery of the project.



Throughout his 16 years at Woods Bagot he has performed executive level, senior management and project leadership roles on some of Adelaide's and Australia's benchmark projects. As a Project Leader Milos has successfully delivered numerous projects which have been awarded global, national and state awards due to their innovative solutions. Milos has demonstrated excellence and outstanding performance across a diverse range of projects, various delivery methods, across various sectors including retail and food & beverage.

Milos' project leadership and management entails various facets including: leading the internal project team, managing the wider project team, consultants, and the client, understanding project finances and managing these to deliver the project vision, to an agreed program and profit. He has strong skills in coordinating multidisciplinary teams on projects from their inception to occupancy, which he gained by leading projects such as City Central Tower 8, Tonsley MAB, Flinders University New Hub and Plaza, U-City (Uniting Communities') Mixed Use Development to name a few.

Due to his contribution to the industry, in 2017 Milos was selected as SA Young Property Professional of the Year Finalist by the Property Council of Australia.

Relevant Project Experience

(project leader role while working at Woods Bagot)

- Tonsley Funk Coffee + Food building (2014)
- Flinders University Student Hub & Plaza: F&B Outlets, Student Bar, Restaurant & Function Facility (2016)
- U City: Function Centre and Commercial Kitchen (2019)
- Stamford Grand front bar refurbishment (2011)
- Tower 1 retail redevelopment (2020)
- Lot Foreteen International Centre for Food, Hospitality and Tourism (2021)

Relevant Project Experience



Flinders Uni Hub - Restaurant
Adelaide (Woods Bagot)



Flinders Uni Hub - Restaurant
Adelaide (Woods Bagot)



Funk Coffee + Food, Tonsley
Adelaide (Woods Bagot)



U City - Function Centre & Commercial Kitchen
Adelaide (Woods Bagot)

Raffaele (Ralph) Simeone - Operator / Co-Owner of Parlamento

Ralph has a long and distinguished career in hospitality. He is a co-owner of 32 years in Parlamento on North Terrace, an Adelaide culinary institution. Ralph's leadership and successful management of the operations are the result of maintaining such long-standing eatery. Parlamento had occupied the same location it proudly did since 1988.

In 2008 the original building was demolished and the redesigned restaurant opened upon completion of the new structure in 2011. Ralph was the driving force behind the complete redesign within the new building, from back-of-house areas, bar and server to the dining areas. He has intimate knowledge and understanding of kitchen design and what is required for successful operations.

Ralph has extensive experience in managing the operations of the business, from financial management, all back of house operations, staff hiring and training, although having most enjoyment hosting guests and doing his waiter duties. His charismatic nature and the passion for satisfying his customers needs is seen in the success of his business and a key reason why he has so many returning customers.

Ralph has also worked in numerous other restaurants and cafés from 2008 to 2011.

Ralph will take responsibility for the management and day-to-day operations of the F&B services, as well as having input into the design.







MILOS MILUTINOVIC

CURRICULUM VITAE

CONTACT

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[linkedin.com/in/milos1milutinovic](https://www.linkedin.com/in/milos1milutinovic)

Profile

I hold degrees in Bachelor of Architecture (Hons) and Masters of Business Administration (MBA) from University of South Australia. I have over 20 years of experience in property development with a family business focusing predominantly on residential developments in Adelaide. I have also been employed for over 16 years at Woods Bagot – one of the world leaders in architecture and design where I have performed executive level and senior management roles. As a Studio Executive I had the responsibility of leading the Adelaide, New Zealand and Brisbane studios with estimated AU\$10m of combined annual revenue. As a Project Leader I demonstrated excellence and outstanding performance across a diverse range of projects, various delivery methods, and various sectors. Over these years I also developed strong working relationships with clients in both the private and public sector, with statutory authorities and with other consultants. In 2017 I was honored to have been selected as SA Young Property Professional of the Year Finalist by the Property Council of Australia.

Education

2009 – 2014

University of South Australia

MASTER OF BUSINESS ADMINISTRATION

Subjects completed:

- Managerial Finance
- Managerial Economics
- Leadership Dynamics
- International Business
- Strategic Management
- Entrepreneurship and Innovation
- Accounting for Decision Making
- Creative and Accountable Marketing
- Leading and Managing People
- Contemporary Management Skills

2000 - 2004

University of South Australia

BACHELOR OF ARCHITECTURE (HONOURS)

Achievements 2000 – 2004

Achieved selection for Honours in Architecture due to excellence in studies ranging from Design Studios, Theory, Construction (domestic & commercial), Technical Drawing, Computer 3D Modeling, Environmental Architectural Design Study and Construction in the workshop.

Professional Experience

2000 – 2020

MSM BUILDERS

Design and delivery leadership across residential developments.

2005 – Current

WOODS BAGOT

Position: Senior Associate (Studio Executive / Project Leader)

Registered Architect with over 16 years of experience in leading large scale master planning, architectural and interior design projects ranging from AU\$5mil to AU\$1.5billion. Through delivery of successful project outcomes, my projects have been awarded various global, national and state awards due to their innovative design solutions.

I have strong skills in coordinating multidisciplinary teams on large scale projects from their inception to completion, which I gained by leading projects such as City Central Tower 8, Tonsley MAB & Pods, Flinders University New Hub and Plaza, U-City Mixed Use Development.

As a Studio Executive I had the responsibility of leading the Adelaide, New Zealand and Brisbane studios which included management of staff, financial and quality performance reviews, financial reporting, business planning and development of growth strategy.

During my tenure the Adelaide studio has undergone continuous growth and delivered some of Adelaide's premier projects.

Projects

Highlighted Projects

- 83 Pirie Street, Adelaide, South Australia, Australia: \$300m
- U City: Pitt St Mixed-use Development, Adelaide, South Australia, Australia: \$100m

- Tonsley Park Main Assembly Building and Pods, Adelaide, South Australia, Australia
- Flinders University Plaza Upgrade and Student Hub, Adelaide, South 80 Ann Street Tower, Brisbane, Australia: \$320m
- City Central Tower 8, Adelaide, South Australia, Australia: \$120m

Civic & Events

- New Zealand International Convention Centre, Auckland, New Zealand, Australia:
- Adelaide Festival Centre, Adelaide, South Australia, Australia

Education

- Lincoln University Research Hub, Christchurch, New Zealand
- Flinders University College of Nursing and Health Sciences - Business Case and Planning Study, Adelaide South Australia
- Flinders University College of Science and Engineering Biology Sciences and Engineering Biology Sciences Buildings Feasibility Study, Adelaide South Australia

Hotels

- Stamford Grand Hotel Refurbishment, Glenelg, South Australia, Australia

Residential

- 180 George Street Residential Towers by Meriton, Parramatta NSW
- 757-763 George Street, Sydney, New South Wales, Australia
- Clipsal Residential Development, Bowden, South Australia, Australia

Transport

- Adelaide Airport Terminal 1 Expansion, Adelaide, South Australia, Australia

Workplace Architecture

- City Central Master Plan, Adelaide, South Australia, Australia:
- City Central Tower 1, Adelaide, South Australia, Australia:

Workplace Interiors

- Macquarie Bank, Sydney, New South Wales, Australia
- Air New Zealand Headquarters, Auckland, New Zealand
- SA Lotteries Tower 8 Fitout, Adelaide, South Australia, Australia:
- Ernst & Young, Adelaide, South Australia, Australia:
- Insurance Australia Group, Adelaide, South Australia, Australia



Community Involvement and Engagement

- Speaker at 2017 Research Facilities Design & Development Conference (Sydney) <https://researchfacilities.iqpc.com.au/milos-milutinovic-speaker>
- Presented Flinders Student Hub project to Learning Environments Australasia (March 2017)
- Property Council of Australia, Future Directions Committee, 2011 – 2014
- Property Council of Australia, State Development and Tax Committee, 2015 – 2016
- Property Council of Australia Commercial Office Property Committee, 2017 – 2018
- Property Council of Australia Commercial SA Future Trends and Innovation Committee, 2019 - current

Research Articles

- Living Wall Feasibility Study
- Global market opportunities for Australian architectural companies



Professional Awards

International Awards

- Tonsley MAB and Pods, Adaptive Reuse Award 2015, World Architecture News

National Awards

- Tonsley Innovation District, KONE Award for Best Development Innovation, 2018 Property Council of Australia Innovation & Excellence Awards
- Flinders University Student Hub & Plaza, 2016, Australian Financial Review Higher Education Awards: Facilities Innovation Category
- Tonsley MAB and Pods, David Oppenheim Award for Sustainable Architecture 2016 Australian Institute of Architects

State Awards

- Tonsley MAB and Pods:
- Flinders University Student Hub & Plaza, 2017 Award for Renovation / Modernisation Over \$2m, Learning Environments SA Chapter Awards
- Heritage Award 2016
- Sustainable Architecture Award 2016 Australian Institute of Architects
- Urban Renewal Award 2016
- Urban Development Institute of Australia
- Flinders University Student Hub and Plaza Redevelopment, Award of Excellence, Civic Landscape 2016
- Australian Institute of Landscape Architects

Referees

Available upon request.

Project imagery on the page that follows:

- 01 Tonsley Park Main Assembly Building
Adelaide, Australia
- 02 80 Ann Street
Brisbane, Australia
- 03 U City: Pitt St
Mixed-use
Development
Adelaide, Australia
- 04 Flinders University Plaza
Upgrade and Student
Hub, Adelaide, Australia



Grand Parc Developments

12 May 2021