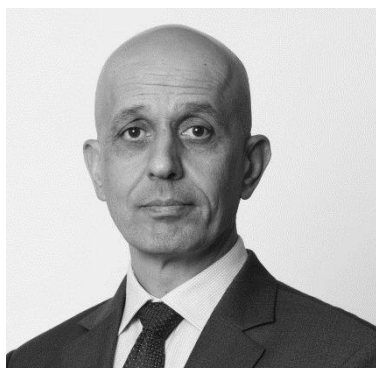


# Claudio Petrocco

Executive Director - Valuations  
[Government, Statutory, Education & Utilities]  
B. Bus. [Prop], AAPI

**CHARTER.**  
KECK CRAMER



Claudio Petrocco is a Director of Charter Keck Cramer, a leading Australian strategic property consulting firm and is responsible for the firm's Government, Statutory, Education and Utilities Practice Group. He joined Charter in 1995 and has over 20 years' experience within property valuations.

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**Australia's most trusted & innovative property group**

Formerly with the Office of the Valuer-General, and before that with the Melbourne City Council, Claudio has extensive knowledge of Statutory legislation and valuation requirements specifically for Government and semi-Government purposes.

Since joining Charter, Claudio's statutory property knowledge has been complemented by private sector experience giving him an all-round grounding in property and real estate. He provides expert advice on specialised properties to both public and private sector clients.

#### PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Business (Property) - RMIT.
- » Associate Australia Property Institute - AAPI - CPV.
- » Member of the API - President's Panel for Rental Determinations.
- » Specialist Retail Valuer, Professional Certificate

#### SPECIALISATION

- » Government and Statutory bodies.
- » Educational facilities.
- » Utilities.

#### INDUSTRY EXPERIENCE

Provision of property related advice to both private and public bodies, with specialist property advice for a variety of sectors which stems from financial reporting valuations, market value of specialist facilities such as educational complexes, in addition to rental advice for purpose built Government accommodation and both private and public sector rental determinations. Indicative recent engagements, representative of the specialisation and property types, are categorised below.

#### VALUATIONS FOR FINANCIAL REPORTING PURPOSES

##### Educational Properties

- » RMIT University portfolio.
- » University of Ballarat portfolio.
- » Northern Melbourne Institute of TAFE.

- » Department of Education - State Government of Victoria Primary and Secondary School educational complexes throughout the inner and outer northern and western metropolitan suburbs.

##### Health / Medical Portfolios

- » Southern Health (includes Monash Hospital, Clayton; Moorabbin Hospital; Dandenong Hospital; Casey Community Hospital; Kingston and associated Aged Care facilities and Community Centres).
- » Eastern Health (includes Box Hill Hospital; Maroondah Hospital; Angliss Hospital; Healesville & District Hospital and numerous Aged Care facilities, Super Clinics and Community Centres).
- » Alfred Health (includes Alfred Hospital; Caulfield Hospital; Sandringham Hospital and associated Aged Care facilities and Community Centres).
- » Peninsula Health (includes Frankston Hospital; Rosebud Hospital and associated Aged Care facilities and Community Centres).

The valuations of these various entities concluded a total cumulative value in excess of \$1 billion.

##### Dental Health Services Portfolio

Valuations were provided of the former Dental Hospital at 711 Elizabeth Street, Melbourne; the new Dental Hospital at 720 Swanston Street, Carlton; Dental Clinics within Footscray and North Fitzroy for financial reporting purposes. In addition, valuation advice has also been provided within parts of its portfolio with regard to commercial rental advice and market valuations in order to assist in the sale/purchase of properties.

##### Victorian Arts / Museum Complexes

Charter have been engaged to provide valuations for financial reporting purposes in addition to the individual components of the following State facilities.

- » Victorian Arts Centre.
- » State Library of Victoria.
- » National Gallery of Victoria.
- » Museum of Victoria (includes the Immigration Museum and Science Works).
- » Geelong Arts Centre.

## Justice / Legal Portfolios

Charter has been engaged by the Valuer-General of Victoria, on behalf of the Department of Justice in valuing Police Stations; Law Courts; Detention Centres/Correctional Facilities throughout the State of Victoria. In particular, this portfolio included the Supreme Court of Victoria; Melbourne County Court; Melbourne Magistrates Court; Melbourne Coroners Court and Morgue and all the Regional Victoria Courthouses. The Correctional Facilities that were valued included Barwon Prison; Dame Phyllis Prison; Melbourne Assessment Centre/Remand Centre; Ararat Prison and the low security prisons of Wonwron and Langi Kal Kal.

## Vision

Vision Australia is the former Blind Institute which has specialised properties throughout Victoria, New South Wales and Queensland. Claudio provided valuations for financial reporting purposes throughout their Victorian portfolio. Properties comprised residential living units and specialised service facilities. The service complexes comprised clinics, community facilities, radio facilities, recording studios, storage/ warehousing areas and associated administrative components. It also includes the Seeing Eye Dogs with specialised kennel facilities, training, storage, breeding and veterinary care services.

## State Educational Properties - Market Value

- » RMIT University  
Valuation advice has been provided to the University in order to assist them in their deliberations in negotiating the sale of the landmark property - Carlton and United Breweries site in Carlton/Melbourne.
- » Melbourne University  
Valuation advice has been provided in order to assist the University in its deliberations in considering the purchase of properties within proximity of its Carlton Campus.
- » Monash University  
Charter was engaged to provide valuation advice to the University in relation to parcels of land both improved and vacant as part of the University's redevelopment of its Caulfield Campus with a proposed joint venture partner.

Assisted Monash University in providing valuation advice of part of their Berwick Campus for sale specifically to other non-Government educational entities.

- » Private Schools  
Valuation advice has been provided to various private schools for both financial reporting purposes and first mortgage finance purposes in order to assist them in their deliberations, for example Casey Primary School, Cranbourne North; Wesley College; Heatherton Christian College; Beacon Hills College, Mount Evelyn Christian College and Eltham College.

## MARKET VALUE ASSESSMENTS FOR SALE AND PURCHASE PURPOSES

### Melbourne Water

Melbourne Water were assisted in providing valuation advice in order for them to negotiate the purchases of various properties associated with the rebuilding of Melbourne's entire northern sewer pipeline.

Melbourne Water is currently developing the Logis Industrial Estate in Dandenong South as part of a joint venture development with VicUrban. Charter have been engaged on behalf of Melbourne Water and VicUrban in providing valuation advice of this inglobo industrial holding.

Charter have been engaged by Melbourne Water to provide valuation advice in order to assist them in the development of residential inglobo land in conjunction with VicUrban in a joint venture operation - Dandenong.

### Metropolitan Fire Brigade

Valuations have been provided for a variety of purposes in order to assist the Metropolitan Fire Brigade in securing strategically located sites for fire stations, training centres and associated activities. The valuations relate to a number of sites predominantly within industrial metropolitan areas and in all instances significant land holdings.

### Lort Smith Animal Hospital

Valuations were provided for both financial reporting purposes and in order to assist the Lort Smith Animal Hospital in their deliberations in considering the possible acquisition of adjoining premises, whilst having regard to special value considerations as an adjoining owner.

## SPECIALISED PROPERTIES

These have been valued in order to assist the various departments in considering market transactions associated with these properties.

- » Former Preston & Northcote Community Hospital.
- » Former Beechworth Prison.
- » Former Beechworth Hospital.
- » Former Kyneton Hospital.
- » Former Bendigo Gaol.
- » Former Greenvale Hospital.
- » Operational Correctional Centre – Dame Phyllis Female Prison.
- » Charter was engaged to provide a valuation of the Dame Phyllis Female Prison as an operational facility in order to assist the Government in its deliberations in negotiating a purchase of the complex.
- » Department of Justice Case Studies.
- » Charter was engaged by the Department of Justice in valuing non State owned justice facilities in order to assist the Department in a business/case study of these complexes for budgetary and future planning purposes which comprised the valuation of the Melbourne County Court and the Fulham Prison in Sale.

## ACQUISITION AND COMPENSATION

### Metropolitan Fire Brigade

Metropolitan Fire Brigade endeavoured to negotiate the purchase of a strategic holding within the inner north-western suburb of Moonee Ponds. Having been unsuccessful in this regard, they commenced compulsory acquisition proceedings. We were included in both the initial market value assessments and assessments for acquisition and compensation purposes.

### VicRoads

Valuations for acquisition and compensation were provided with regard to the Hume Highway/ Craigeburn Bypass.

### Department of Transport

Valuations have been provided in conjunction with the proposed regional rail link extending throughout the western districts of Victoria and the western suburbs of Melbourne.

### VicUrban / Dandenong

As part of the Dandenong revitalisation by the State Government and the City of Greater Dandenong, we have been engaged in providing valuation advice specific to VicUrban throughout the central Dandenong retail sector.

### The Victorian Government's Desalination Plant and Associated Pipeline Easements

In this regard, our valuations for acquisition and compensation purposes have been specifically on behalf of the acquiring Government department. In addition to the valuations of these properties, we have, where required, attended at compulsory conferences, VCAT and Supreme Court appearances.

### SPECIALISED COMMERCIAL RENTAL ADVICE

#### Centrelink Offices

Epping, Sunbury, Preston, Broadmeadows.

#### Victorian State Government

Preston, Sunshine, Dandenong, Heatherton, Traralgon, Morwell, Seymour, Sale, Benalla, Lakes Entrance, Portland, Bendigo, Wangaratta and Wodonga.

#### Metropolitan Fire Brigade

Rental advice on properties being used as fire stations.

Valuations have been provided for a variety of purposes in order to assist the Metropolitan Fire Brigade in securing strategically located sites for fire stations, training centres and associated activities. The valuations relate to a number of sites predominantly within industrial metropolitan areas and in all instances significant land holdings.

#### Educational

Educational facilities and recreational complexes such as swimming pools.

### SPECIALISED ADVICE

#### Melbourne Wholesale Fruit and Vegetable Market

Charter was engaged by Victoria Fresh Markets Pty Ltd in order to assist them in valuation advice and general property consultancy associated in their relocation from the existing Melbourne Wholesale Fruit and Vegetable Market on Footscray Road, Footscray to Cooper Street, Epping. The advice required stemmed from rental advice in relation to the new complex, that which is associated with what is termed on-site "proximity" warehousing and the value of associated joint venture development land.

#### The Roman Catholic Church

Ongoing valuation advice is provided to the Roman Catholic Church with regard to portions of their property portfolio. Some of the specialised work has related to leasehold interest assessments for both lessee and lessor purposes, rentals of educational and commercial facilities, e.g. swimming pool complexes/recreational facilities and specialised storage facilities.

#### Vision Australia (former Blind Institute)

Charter has provided valuation advice with regard to its existing portfolio of properties in order to assist Vision in their deliberations and in offering portions of their portfolio for sale, whilst also assisting them in securing new properties. Some of the properties that have been valued include the Prahran and St Kilda Road complexes respectively in excess of \$20 million each, whilst assisting in their purchase of new facilities in Kensington circa \$10 million.

#### Deaf Children Australia

Valuation advice has been provided with regard to the St Kilda Road complex in order to assist them in their deliberations in offering portions of the property for lease to abutting educational users. In addition, we have provided advice in order to assist this organisation in their business case/due diligence assessments with regard to existing and surrounding land holdings.

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