

HealthTech Talks Podcast Series



Proxima, Centre of Excellence in Paediatrics at Lumina

- Speaker 1:** This is a podcast by Lumina, the perfect space to innovate, collaborate, and grow in health, science, and tech.
- Rebecca Griffin...:** Bede Blatchford, welcome to Health Tech Talks.
- Bede Blatchford...:** Thanks, Rebecca. Good to be here.
- Rebecca Griffin...:** You have a really exciting role at the moment, having been appointed the leasing agent here at Proxima, which is the first private commercial development within Lumina. We're talking today from Lumina, and for those who don't know, Lumina is the Gold Coast's Health and Knowledge Precinct, Asia-Pacific's emerging health and innovation hub. Let's start by talking about Proxima. We've said it's a private commercial development, but what's the purpose of the facility?
- Bede Blatchford...:** Sure. So, the purpose of Proxima is to be a center of excellence in pediatric care. The main pre-commitment for Proxima came from Sanctuary Early Learning Adventure, which is a turned replace childcare, but with 25% of their allocation to help and support children with special needs. And there's going to be a collaboration with Griffiths University Pediatric researchers too. So, definitely starting that pediatric theme, but obviously off that too, inviting, supporting Allied Health and commercial users.
- Rebecca Griffin...:** That's fantastic. So I guess then as well, staff at Proxima can use the childcare center for their own children, so fantastic location to be able to drop your children downstairs or wherever it might be and go upstairs to work. How convenient.
- Bede Blatchford...:** Absolutely. And also for the precinct too, I think we know of the industry that's here and it's a great amenity to have.
- Rebecca Griffin...:** So Bede, where will it be located within Lumina? And what can you tell us about the actual design?
- Bede Blatchford...:** Proxima will be located fairly central within the Lumina precinct. It would be even walking distance to amenities and Village Park. The building's being designed by Cottee Parker. It's an eight level building with incorporating all the modern day convenience and amenities and sustainability features. What's available as both part or full floor tenancies. So, it will be handed over in what we'd say as a sort of a warm shell. So, it's a big open floor plate. So, the average floor plate's about 1400 square meters with a call that will have services, but

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depending so if an occupy comes along with a specific size requirement, we can subdivide that off and then hand it over. So, there's a lot of flexibility. I think the benefit of engaging now is that we can work in partnership with the developer to configure a space that is bespoke for the occupy.

Rebecca Griffin...: And it's quite a colorful space here Lumina. Will the building be in keeping with that do you know?

Bede Blatchford...: Yeah, absolutely. I mean, I think if you look at the design and renders, it's a very forward thinking modern design. Look, I think once it's complete, it'll be an exciting product to see and I think it'll be a really unique building.

Rebecca Griffin...: Yeah. So, it won't be far from Woolworth, will it?

Bede Blatchford...: No, that's right. Yeah, very close by walking distance, so.

Rebecca Griffin...: And Bede, where are things at with construction and when do you think we'll see the doors open at Proxima?

Bede Blatchford...: The site's been under construction most of the shares. So, work started last year on site and obviously a lot of excavating and digging down for the basement levels. So, as of today, the basement levels have been poured up to ground level, as you'll see now there's a crane up on site and a lot of activity happening. So look, we're on track for about August 2023 completions when doors will be open and occupiers going to come into the building.

Rebecca Griffin...: Will it have a car park?

Bede Blatchford...: Yeah. Yeah, two levels of basement car parking.

Rebecca Griffin...: And what kind of tenants are you looking for?

Bede Blatchford...: So look, I think it's to build off that pediatric theme through the building. So, the major commitments to date have been Century Early Learning Adventure, Griffiths University, Gold Coast Health, but also complimentary Allied Health users and supporting commercial users. Recently committed as Smarter Pathology and Cancer Imaging and Therapy Center.

Rebecca Griffin...: So with Griffith University, what section of the university will be tenating Proxima?

Bede Blatchford...: So, I believe it's their pediatric research unit. So, there'll be a lot of collaboration between Century and Griffith on research of pediatric care.

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- Rebecca Griffin...:** So, what about Proxima's unique selling proposition? What is that?
- Bede Blatchford...:** Sure. Well look, I think it's one, it's location of being. It's the first commercial private development coming out of Lumina and being located in the health and knowledge precinct, which is really a world class master plan precinct. So, I think for those users that want to collaborate and have that synergy of working together, not only in the building but also the precinct partners with Gold Coast Private Hospital, Gold Coast University Hospital, I think that it's a really unique proposition.
- Rebecca Griffin...:** Yeah, it really is, isn't it? And why should specialists in pediatrics and child Allied Health services choose Proxima?
- Bede Blatchford...:** Look, I think you'll be co-locating with leaders in the field. And I mean, I imagine there'd be a lot of benefit with that and sharing ideas, research, and to become really a statement place or a one stop shop, so to speak for pediatric care.
- Rebecca Griffin...:** You're listening to Health Tech Talks, a podcast series delivered by Lumina. To find out more about Lumina, visit the website, luminagoldcoast.com.au and sign up today to receive your Lumina Opportunities Pack. It's a fantastic space here at Lumina within the Gold Coast Health and Knowledge precinct. So, much has changed over the past few years. What makes this precinct different do you think?
- Bede Blatchford...:** Look, as I said before, I mean Lumina being a master plan precinct of health and knowledge, I don't think we've sort of seen anything like it. There's a lot of other, obviously commercial precincts, but to have an actual dedicated use and drive of health and knowledge, and for every sort of building to have a theme of specializing in an area, I think that makes it a really standout proposition and to really attract best in the industry to collaborate and co-locate within a precinct.
- Rebecca Griffin...:** What level of interest or demand are you seeing for health and medical office space on the Gold Coast in general?
- Bede Blatchford...:** Gold Coast is experiencing fantastic demand. Over the past 18 months, I think we've heard the story and maybe a bit more in the commercial space of decentralization. Occupies coming out of CBD markets, going into metro and regional areas, which Gold Coast is one of. Many reasons for that a lot is I think that staff and employee wellbeing now, everyone is putting lifestyle ahead and think by coming out of a CBD and into a regional metro area, you don't have to commute. You've got access to greater amenity. I think a lot of employers are now recognizing that and to attract and retain the right staff, they're having to listen to that.

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So therefore, whether it's locating an office or setting up a satellite office in a new market. So, that has driven a lot of strong demand. I think for the Gold Coast, we've heard the story about with COVID, a lot of people leaving Melbourne, leaving Sydney, coming up here, living here, bringing their businesses eventually. But off that too, obviously essential services like medical, education, that's all required as well. So, to summarize it, we've seen a big increase in demand from the past 12 months for medical and office space.

Rebecca Griffin...: We talked about the health and knowledge precinct being Asia-Pacific's emerging health and innovation hub. What does that mean for the Gold Coast?

Bede Blatchford...: I think it's going to add to our diversified and growing economy, being that education and health are big contributors to our local economy. I think having a dedicated precinct that's really again, designed to attract the best of the best, it's only just going to help grow and attract not only national, but potentially international occupiers and really start to build an exciting precinct. And that's just going to create more employment opportunities, it's going to bring more business to the coast, and it's just going to really help diversify and continue growing our economy.

Rebecca Griffin...: So Bede, as we said you're the director of Colliers Leasing. How long have you been in the industry?

Bede Blatchford...: Sure. So, I've been in the industry over eight years.

Rebecca Griffin...: And what is it about it that attracted you?

Bede Blatchford...: Look, I really enjoy working with people and property. And I think to be able to understand requirements and find a solution and that lateral thinking of outside of the box, and then also working with developers and landlords to sort configure the right space, it's a great thrill. And then obviously being able to assist the business achieve their business goals through property, which is an important part of any business, it's a really rewarding thing to do.

Rebecca Griffin...: And so, why choose commercial over residential for you?

Bede Blatchford...: Look, I've always been fascinated in big buildings and developments and business in general. So yeah, I think when everyone thinks real estate, it's always residential but commercial is just such a fantastic industry to be in. And to work with business leaders and understand how a lot of businesses work and how property sort of plays as such a vital role in any organization.

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- Rebecca Griffin...:** And you've been doing this since you were 17, so you've got a lot of experience behind you. What's next for you?
- Bede Blatchford...:** I really enjoy property and partnering with clients and really from the point of maybe a concept through to the lease and procurement, through to the development and then completion. It's a really exciting and rewarding journey to be on. And obviously yeah, to really see it, a vision and scheme come to life.
- Rebecca Griffin...:** It'll be great for you being involved with Proxima, you're seeing it from literally the ground up.
- Bede Blatchford...:** A hundred percent. You see it all start with a plan and then to be standing there one day and the buildings out of the ground. Yeah, it's an awesome process to be part of.
- Rebecca Griffin...:** So Bede, I imagine work keeps you very busy and you're going to have a very busy 12 to 18 months. What do you do outside of work to switch off?
- Bede Blatchford...:** Look, I've actually been doing my pilot's license outside of work. I mean, yes, you're right. Work takes a lot of my time, but I enjoy it. But aviation's been a big passion of mine since I was a young kid and I thought, right it's finally the time to go and do it. So, about over 20 hours, 20 flying hours in, and hopefully doing my first solo flight this weekend.
- Rebecca Griffin...:** That's amazing. Where do you fly out from?
- Bede Blatchford...:** So, there's a small airfield on the northern side of Gold Coast called Hick Field. So, it's uncontrolled air space. But yeah, just where you sort of go do your training and that, but it's a fantastic feeling, getting up in the air and flying.
- Rebecca Griffin...:** Oh, good luck with that. That's awesome.
- Bede Blatchford...:** Thank you.
- Rebecca Griffin...:** And finally Bede, where can people go and who can people contact if they're interested in finding out more about leasing at Proxima?
- Bede Blatchford...:** Yeah, sure. So, there's a dedicated Proxima website, which is proximagc.com.au, which is all the information on the project and inquiry section, which is where we can get in contact and get the information across.

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Rebecca Griffin...: Excellent. Thank you very much for taking the time out of your busy schedule to chat with us. I'm sure Proxima's going to keep you busy over the next 12, 18 months.

Bede Blatchford...: Thanks Rebecca, for having us.

Rebecca Griffin...: To learn more about Lumina and how we work with health tech startups, visit luminagoldcoast.com.au, and don't forget to sign up to receive your Lumina Opportunities Pack today.