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ATTACHMENT 8

Local Centre Need Assessment

Prepared by:

Colliers

July 2026

Wellcamp, Toowoomba

Local Centre Need Assessment

Prepared for Property Projects Australia

Prepared by Colliers Property Economics & Analytics

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Introduction

This report presents an independent analysis of the need/market potential assessment for a local centre, at a site in Wellcamp, west of the Toowoomba Central Business District. The site is referred to as the Wellcamp Local Centre.

This report is structured and presented in **five (5) sections** as follows:

- **Section 1:** reviews the regional and local context of the Wellcamp site and provides an overview of the planning environment.
- **Section 2:** details the catchment area likely to be served by a local centre at Foundation Street in Wellcamp, including current and projected population and retail spending levels as well as the socio-economic profile of the catchment area population. The immediate worker population is also outlined.
- **Section 3** reviews the competitive environment, including the hierarchy of centres, existing shopping facilities and proposed retail developments within the broader region.
- **Section 4** assesses the future market potential for a range of Local Centre uses such as traditional retail and other destination non-retail uses, including supermarket, retail specialty shops, non-retail shopfronts, fast food uses as well as a medical centre and gym.
- **Section 5** provides a summary of the need for a Local Centre at the site.

Executive Summary

The key points to note from this report regarding the market potential for the Wellcamp Local Centre, include the following:

i. Wellcamp is within the Toowoomba Local Government Area (LGA) in the Darling Downs Region of Queensland, around 15 km west of the Toowoomba City Centre.

ii. The broader Toowoomba region includes some 130,000 persons, with the City Centre being the key retail, commercial, community and education centre serving the Darling Downs region of Queensland

iii. The subject site is located within Wellcamp - a large industrial area that forms part of the broader Charlton-Wellcamp Enterprise Area, west of Toowoomba. Wellcamp also includes the Toowoomba Wellcamp Airport (WTB) which is Australia's first privately funded public airport.

iv. The subject site is on the corner of Foundation Street and O'mara Road in Wellcamp and is within a major industrial/employment precinct. Key points to note about the local context of the subject site are detailed below:

- The subject site is internalised within the major industrial precinct.
- To the north along the Warrego Highway facilities include:
  - Ampol and BP Truck stops and service stations as well as IOR diesel fuel supplier for trucks.
  - Red Rooster with drive-thru as part of Ampol
  - Jim's Jerky is south of the Warrego Highway next to a women's clothing store.
  - Queensland Fire & Emergency Services South Western Region Headquarters and Charlton Fire Station is north of the Warrego Highway.

v. The Charlton Wellcamp Enterprise Area Local Plan outlines two Centres, however the south centre (subject site) has limited acceptable uses include, food and drink outlet, sales office and shop. These uses and more are acceptable uses at the north centre.

vi. Taking into consideration the provisions in the Toowoomba Regional Planning Scheme Version 28.0 and the Local Plan, the Charlton South Commercial Centre (Local Centre) along O'Maras Road in Wellcamp is planned to only include limited facilities and would only support minor retail and non-retail needs of the immediately local community and workers.

vii. Residents and workers would still need to travel beyond the immediate area regularly for full-line supermarkets, medical, health, wellness and more.

viii. The defined catchment area generally extends 3 km - 6 km from the subject site.

ix. The catchment area population is estimated at 793 (2026). There is limited residential land within the catchment area as well as no major residential developments planned. Based on this The Wellcamp Local Centre catchment area population is projected to remain the same over the forecast period to 2046, representing an average annual growth of 0.0%.

x. The catchment area population is generally characterised by a slightly older Australian born, population who own their own homes.

xi. The total retail expenditure level is estimated at $18.0 million (2026) and is projected to increase at an average rate of 1.2% to $22.6 million by 2046. All figures presented in this report are in constant dollars and include GST.

xii. There were around 2,350 workers (2021) in the defined worker trade area. The socio-economic profile indicates the majority of workers are male (65.7%), there is almost an even distribution of both white collar and blue collar professions (50% and 48%, respectively).

xiii. The competitive environment across the region is reviewed including the hierarchy of centres, regional shopping centres, sub-regional shopping centres, supermarket centres and proposed centres, in order to highlight the position of the subject site within the broader Toowoomba region.

xiv. A catchment area population of 793 persons would demand 1,824 sq.m of retail floorspace based on 2.3 sq.m per person. However, only around 25% of this would likely be retained within the catchment area by Local Centres, 456 sq.m with higher order centres attracting supermarket, non-food and large format retail spending. Workers would also add to this demand but again largely only for convenience-based facilities.

xv. Currently there is around 1,340 sq.m of retail floorspace within the Charlton North commercial centre which is located north and south of the Warrego Highway and has significant exposure to passing traffic. This is more than adequate to cater for local demand from residents and workers (as well as passing traffic).

xvi. There is currently no supermarket within the catchment area. Based on the South-East Queensland supermarket floorspace provision (357 sq.m per 1,000 persons), and the catchment area population, 283 sq.m of supermarket floorspace is currently demanded, workers in the immediate area would also add only slightly to this demand. This indicates there is limited potential for a supermarket at that subject site.

xvii. Charlton North commercial centre can also include food and drink outlet, hotel, sales office, service station, and shop uses.

xviii. The Charlton Mixed-Use Development (4,900 sq.m), within the Charlton North commercial centre, north of the Warrego Highway. Is already approved to include a small supermarket (2,200 sq.m), speciality shops, a motel, tavern, Liquor Barn and food and drink facilities. This would more than service the needs of the immediate residential and worker population.

xix. The Charlton North commercial centre is better located with exposure to significant passing traffic on the Warrego Highway, to accommodate future supermarket floorspace within the catchment area.

xx. If a supermarket operator is not secured there is limited potential for retail specialty shops at the Charlton South commercial centre (Local Centre) site.

xxi. The demand for food catering floorspace is based on the provision of 0.25 sq.m per person. The catchment area currently demands ~200 sq.m of food catering floorspace, with only ~200 sq.m provided (Red Rooster – Charlton), indicating the catchment area is at equilibrium.

xxii. In addition, the 2,350 workers within the defined worker trade area would add to demand for food catering floorspace. Workers primarily spend on food catering items during their lunch break. Typically, it is estimated that 15% - 20% of workers expenditure will be directed to retail facilities near their place of work. In this instance, the amount of retail expenditure directed to food catering near their place of work would be in the order of $1.3 - $1.7 million. At $10,000 per sq.m this would indicate need for around 130 – 170 sq.m of additional food catering floorspace.

xxiii. There is limited potential for future food catering and fast food facilities at the subject site. If additional food catering facilities were to locate within the catchment area, operators would prefer a site that has high exposure to passing traffic, i.e. along the Warrego Highway within the Charlton North commercial centre and not at the subject site.

xxiv. Medical Centres and Gyms are other uses that often locate within Local Centres. Given the internal location of the subject site within an industrial area, it is unlikely a medical centre would consider the site.

xxv. Gyms can often operate within major industrial areas with significant worker populations. A gym however would likely be better positioned to the north along the Warrego Highway where it has significant exposure to passing traffic.

xxvi. Overall, whilst there is some limited demand for a small supermarket (convenience store), specialty shop, food and drink outlets, as well as medical and gym facilities, this would only be enough for one Local Centre. There is not enough demand to support two local centres within the catchment area. The Charlton North commercial centre is better located to service a broader resident and worker population as well as significant passing traffic along the Warrego Highway.

xxvii. The subject site (Charlton South commercial centre) is internalised within an industrial area only one kilometre to the south of the Charlton North commercial centre. There is still significant vacant and underutilised land within the Charlton North commercial centre zoned area.

xxviii. Therefore, the zoning of the subject site to support a local centre is not required to meet demand for such facilities over the period to 2046 and beyond.

1 Location and Planning Framework

This section of the report reviews the regional and local context of the site as well as providing an overview of the planning environment.

1.1. Regional and Local Context

i. Wellcamp is within the Toowoomba Local Government Area (LGA) in the Darling Downs Region of Queensland, around 15 km west of the Toowoomba City Centre (refer Map 1.1).

ii. The broader Toowoomba region includes some 130,000 persons, with the City Centre being the key retail, commercial, community and education centre serving the Darling Downs region of Queensland.

iii. According to the South-East Queensland Regional Plan 2023 (Shaping SEQ), the Toowoomba LGA is projected to grow from 144,000 persons (2021) to 225,000 persons (2046), an increase of over 81,000 persons over the 26-year period.

iv. Wellcamp is a large industrial area that forms part of the broader Charlton-Wellcamp Enterprise Area, west of Toowoomba. Wellcamp also includes the Toowoomba Wellcamp Airport (WTB) which is Australia's first privately funded public airport.

v. Key Industry Precincts include the following:

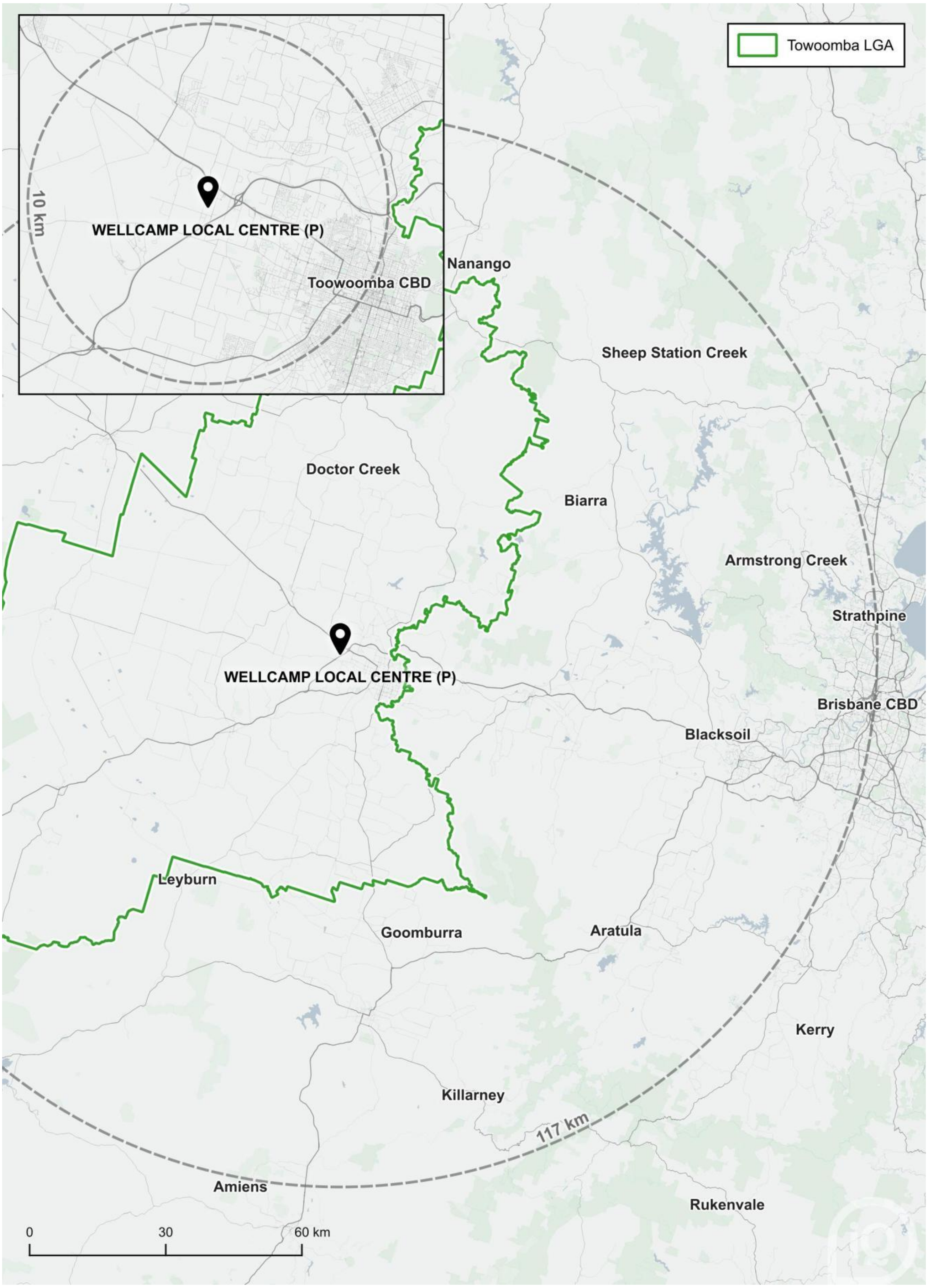
- Wellcamp Business Park is a 500-hectare master-planned estate developed by Wagner Corporation. It is geared toward large-scale transport, logistics, warehousing, and mining support.
- Aerospace & Defence Precinct within the Wellcamp Business Park, area is a hub for aviation and advanced defence manufacturing. Most notably, it hosts a major production facility by Boeing for the uncrewed MQ-28 Ghost Bat combat aircraft.
- AATLIS Innovation Industrial Precinct is a 760-hectare precinct developed by the FKG Group. It focuses heavily on agtech, food processing, intensive horticulture, and research, supported by state-of-the-art digital infrastructure.

vi. The Warrego Highway is the major road/highway that provides residents, workers and visitors in Wellcamp with easy access to Toowoomba, the broader Darling Downs region and western Queensland. According to the Department of Transport and Main Roads, the average annual daily traffic volume (2024) along the Warrego Highway near Wellcamp was recorded at 14,048, which equates to approximately 5.1 million vehicles per annum.

vii. The subject site is on the corner of Foundation Street and O'mara Road in Wellcamp (Map 1.2) and is within a major industrial/employment precinct. Key points to note about the local context of the subject site are detailed below:

- The subject site is internalised within the major industrial precinct.
- To the north along the Warrego Highway facilities include:
  - Ampol and BP Truck stops and service stations as well as IOR diesel fuel supplier for trucks.
  - Red Rooster with drive-thru as part of Ampol
  - Jim's Jerky is south of the Warrego Highway next to a women's clothing store.
  - Queensland Fire & Emergency Services South Western Region Headquarters and Charlton Fire Station is north of the Warrego Highway.

MAP 1.1. REGIONAL CONTEXT



MAP 1.2. LOCAL CONTEXT

Site
Entertainment
Community
Car Dealership
Commercial
Industrial
Military
Traffic Counts 2024

PhotoMap by nearmap.com

1.2. Toowoomba Planning Scheme

i. The latest version of the Toowoomba Regional Council Planning Scheme (Planning Scheme) is Version 28.0, which took effect on 28 November 2022. The site of the subject development is currently zoned Local Centre - noting that the Local Centre zoning has been moved to the northern side of the intersection (Map 1.3).

Local Plan

i. The Charlton Wellcamp Enterprise Area Local Plan Code[7] provides more granular planning detail for the planning environment.

7.2.3.2 Context and setting

Commercial Centre Precinct

(a) The Commercial Centre Precinct meets the commercial, retail and service needs of the employee population in the Charlton Wellcamp Enterprise Area and passing traffic along the Warrego Highway.

(b) Centres have high visual exposure to major arterials and sub-arterials and are also conveniently located and easily accessible to employment areas throughout the Charlton Wellcamp Enterprise Area Local Plan.

(c) The nature of the retail activity is focused on servicing the needs of workers and businesses within the Charlton Wellcamp Enterprise Area. The ultimate mix of services accommodated in the Commercial Centre Precinct comprise a limited mix of business activities that service the day-to-day needs of workers and businesses including food and drink outlet, hotel, sales office, service station, and shop uses.

(d) Two new commercial centres are anticipated in the precinct:

(i) Charlton North commercial centre - provides for an expansion of the existing commercial centre at Charlton at the intersection of the Warrego Highway, O'Maras Road and Steger Road. This commercial centre will primarily service the north portion of the Local Plan area as well as passing traffic on the Warrego Highway;

(ii) Charlton South commercial centre - is located along O'Maras Road to the south of Dry Creek. The centre services the southern portion of the Local Plan area.

7.2.3.3 Assessment benchmarks for assessable development

Performance Outcomes

Where in the Commercial Centre Precinct

PO41 The preferred land uses in the Commercial Centre Precinct are focussed on servicing the needs of workers and businesses in the Charlton Wellcamp Enterprise Area Local Plan Area.

Acceptable Outcomes

AO41.1 The built form is appropriate to the function of the Commercial Centre Precinct as a local service centre, incorporating uses such as:

(a) food and drink outlet;

(b) hotel (where in the Charlton North Commercial Centre Sub-Precinct);

(c) sales office;

(d) service station (where in the Charlton North commercial centre);

(e) short-term accommodation (where in the Charlton North commercial centre); and

(f) shop.

ii. The Local Plan does not define the permissible size for a Charlton South commercial centre (Local Centre), however, acceptable outcomes include uses such as food and drink outlet, sale office and shop.

Toowoomba Planning Scheme

i. The Toowoomba Regional Planning Scheme Version 28.0 provides further detail regarding the purpose and overall outcome of Local Centres, with the major provisions for the purpose of this analysis referenced below

(a) Development does not undermine the viability, role or function of higher order centres

(b) a range of convenience retail, and small scale commercial and community uses are provided which meet the local convenience needs of the immediate surrounding population including those of smaller rural towns;

(f) development provides a high level of amenity and is reflective of the surrounding character of the area

(g) development encourages public and passenger transport accessibility and use of walking and cycling;

ii. Also detailed in the Toowoomba Regional Planning Scheme Version 28.0 are the Acceptable Outcomes (AO) and Performance Outcomes (PO) for the Local Centre Zone Code

- AO2.1 outlines that development does not involve a full line supermarket or showroom component
- AO5.1 outlines that building height does not exceed two (2) storeys
- PO3 The centre primarily functions to meet the day to day local convenience needs of the immediate locality
- PO4 Accommodation activities are established above or to the rear of ground level business activities

- PO5 Built form is consistent in bulk and scale with the existing or desired character of the locality

iii. The Charlton Wellcamp Enterprise Area Local Plan outlines two Centres, however, the south centre (subject site) has limited acceptable uses include, food and drink outlet, sales office and shop. These uses and more are acceptable uses at the north centre.

iv. Taking into consideration the provisions in the Toowoomba Regional Planning Scheme Version 28.0 and the Local Plan, the Charlton South Commercial Centre (Local Centre) along O'Maras Road in Wellcamp is planned to only include limited facilities and would only support minor retail and non-retail needs of the immediately local community and workers.

v. Residents and workers would still need to travel beyond the immediate area regularly for full-line supermarkets, medical, health, wellness and more.

MAP 1.3. LAND ZONING

2 Customer Segment Analysis

This section of the report provides a review of the customer segments likely to be served by the a Local Centre at the subject iste in Wellcamp, including current and projected population and spending levels over the period to 2046. A review of the socio-economic profile of the catchment area population is also provided.

The core customer segments which will be served by the subject development include:

1. Local residents
2. Local workers in and around the Wellcamp industrial area.

Each of these customer segments is detailed below.

2.1. Residential Catchment Area Definition

i. The Wellcamp Local Centre catchment area has been defined taking into consideration the following:

   - Regional and local accessibility.
   - The scale and composition of the centre
   - The pattern of urban development throughout the region, including major residential estates which are underway or planned.
   - Significant physical barriers such as roads, waterways, and parkland.
   - The provision of existing and planned competitive facilities throughout the surrounding area.

ii. Map 2.1 shows the Wellcamp Local Centre catchment area which generally extends 3 - 6 km around the subject site. The catchment area is an area which would also be served by the Charlton North Commercial Centre to understand the range of facilities supportable throughout the area, and which site is appropriate to incorporate supportable uses.

MAP 2.1. CATCHMENT AREA AND SUBURBS

2.2. Catchment Area Population

i. Table 2.2 details the current and projected Wellcamp Local Centre catchment area population levels by sector. This information is sourced from the following:

- The 2011, 2016 and 2021 Census of Population and Housing undertaken by the Australian Bureau of Statistics (ABS).
- New dwelling approvals statistics from the ABS from 2011/12 to 2024/25 (refer Chart 2.1), which indicate an average of 1 new dwelling was approved for the catchment area annually over this timeframe.
- The latest population projections prepared at a Statistical Area 2 (SA2) level by Queensland Government Statistician's Office.
- Investigations by this office into new residential developments in the region.

ii. The catchment area population is estimated at 793 (2026). There is limited residential land within the catchment area as well as no major residential developments planned. Based on this The Wellcamp Local Centre catchment area population is projected to remain the same over the forecast period to 2046, representing an average annual growth of 0.0%. The Rest of Queensland average annual growth rate over the same period is 1.6% and 1.4% for the Australian average.

iii. It is important to note that the population projections in this report are based on current market conditions and the latest available information collected or provided to this office. If market conditions change, this would impact population and sales projections outlined in this assessment.

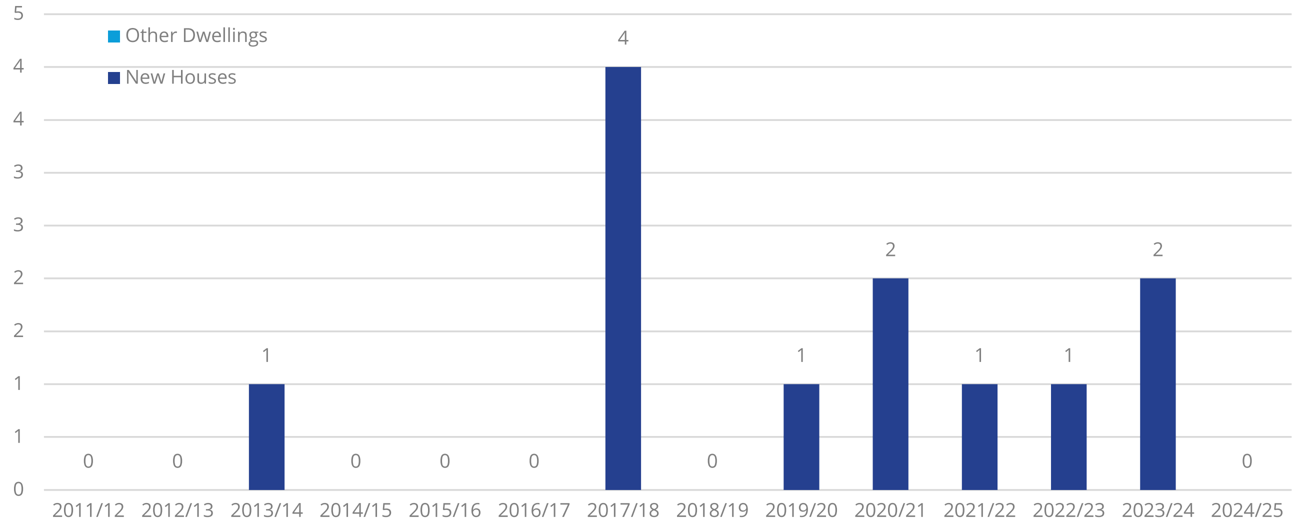
TABLE 2.1. CATCHMENT AREA POPULATION, 2011 – 2046

	Actual			Forecast					*Change*
Population	**2011**	**2016**	**2021**	**2026**	**2031**	**2036**	**2041**	**2046**	***2026-46***
Main Trade Area	**903**	**771**	**793**	**793**	**793**	**793**	**793**	**793**	**0**
		Actual		**Forecast**					***Change***
Average Annual Change (No.)		**2011-16**	**2016-21**	**2021-26**	**2026-31**	**2031-36**	**2036-41**	**2041-46**	***2026-46***
Main Trade Area		**-26**	**4**	**0**	**0**	**0**	**0**	**0**	***0***
		Actual		**Forecast**					***Change***
Average Annual Change (%)		**2011-16**	**2016-21**	**2021-26**	**2026-31**	**2031-36**	**2036-41**	**2041-46**	***2026-46***
Main Trade Area		**-3.1%**	**0.6%**	**0.0%**	**0.0%**	**0.0%**	**0.0%**	**0.0%**	***0.0%***
Rest of Qld		*1.3%*	*1.2%*	*1.7%*	*1.5%*	*1.5%*	*1.5%*	*1.4%*	*1.5%*
Australian Average		*1.6%*	*1.2%*	*2.1%*	*1.6%*	*1.3%*	*1.2%*	*1.1%*	*1.4%*

All figures as at June and based on 2021 SA1 boundary definition.

Sources : ABS, National Forecasting Program by .id – informed decisions, QGSO

CHART 2.1. CATCHMENT AREA NEW DWELLING APPROVALS, 2011/12 – 2024/25



Source: ABS

2.3. Socio-economic Profile

i. Table 2.3 summarises the socio-economic characteristics of the Wellcamp Local Centre catchment area population, compared with the Rest of Queensland benchmarks. This information is based on the 2021 Census of Population and Housing. Key points to note, however, include:

- **Average Age**: The average age of the catchment area population at 41.5 years aligns with the Rest of Queensland benchmark (40.7 years).
- **Ethnicity**: The catchment area comprises a high proportion Australian born residents at 93.3%. This is significantly higher than the comparable benchmark at 81.5%.
- **Average Household Size**: The average household size is the same as the benchmark at 2.4 persons.
- **Household Structure**: There is a high proportion of couples without children or couples with non-dept children, at 34.5% and 11.8% respectively. The Rest of Queensland average for couples without children is 27.0% and couples with non-dept children 6.7%.
- **Income Levels**: Average household income levels in the catchment area are slightly lower than the Rest of Queensland benchmark.
- **Home Ownership**: 74.3% of the catchment area population own their homes which is above the Rest of Queensland benchmark at 66.6%.

ii. The catchment area population is generally characterised by a slightly older Australian born, population who own their own homes.

TABLE 2.2. CATCHMENT AREA SOCIO-ECONOMIC PROFILE, 2021 CENSUS

Characteristic	Catchment Area	Rest of Qld Average
People		
Age Distribution (% of Pop'n)		
Aged 0-14	**12.6%**	18.1%
Aged 15-19	**9.2%**	5.9%
Aged 20-29	**16.8%**	11.9%
Aged 30-39	**8.5%**	12.7%
Aged 40-49	**11.3%**	12.7%
Aged 50-59	**14.7%**	13.2%
Aged 60+	**27.1%**	25.5%
Average Age	**41.5**	40.7
Birthplace (% of Pop'n)		
Australian	**93.3%**	81.5%
Overseas	**6.7%**	18.5%
Family		
Average Household Size	**2.4**	2.4
Family Type (% of Pop'n)		
Couple with dep't children	**36.0%**	40.1%
Couple with non-dep't child.	**11.8%**	6.7%
Couple without children	**34.5%**	27.0%
Single with dep't child.	**4.0%**	10.1%
Single with non-dep't child.	**2.7%**	3.9%
Other family	**1.5%**	1.0%
Lone person	**9.5%**	11.2%
Employment		
Income Levels		
Average Per Capita Income	**$42,813**	$50,592
Average Household Income	**$97,151**	$97,780
Labour Force (% of Pop'n)		
Labour Force Participation	**57.7%**	62.6%
% White Collar Occupations	**57.9%**	65.6%
% Blue Collar Occupations	**42.1%**	34.4%
Housing		
Tenure Type (% of Dwellings)		
Owned	**74.3%**	66.6%
Rented	**22.9%**	31.3%
Other Tenure Type	**2.9%**	2.1%

Sources: ABS Census of Population and Housing 2021

2.4. Catchment Area Retail Expenditure

i. The estimated retail expenditure capacity of the catchment area population is based on actual electronic transactions data sourced from CommBank iQ Retail Spend Insights.

CommBank iQ Retail Spend Insights is a new dataset that was first released in April 2023 (Calendar Year 2022) and is to be released for each Financial Year and Calendar Year going forward (i.e. released every six months). The dataset was initially adopted by the three leading economic property consultants in Australia, including Location iQ. The dataset has now been more widely adopted and has become industry standard. Retail Spend Insights is a modelled view of retail spend per capita across Australia. It is provided at the SA1 level allowing for the creation of bespoke catchments to facilitate a view on resident spend by category for the area.

The dataset is based on de-identified, privacy treated retail banking transactions, normalised to be representative of the Australian population. Transactions may include purchases and refunds from credit card, debit card, EFTPOS cards, BPay and direct debit. CommBank iQ Retail Spend Insights excludes cash and buy now pay later services (CBNPL). The data provides the average annual spend (for FY2026) across 82 categories for people aged 18 years and older. The data is also split out by instore and online transactions. Location iQ has adjusted the raw data for the population aged under 15 years as well as allowing for the inclusion of CBNPL.

ii. Charts 2.2 – 2.3 illustrate the average per capita retail spending levels per person across the catchment area, as compared with the Rest of Queensland averages in 2025/26. As shown, the catchment area total retail spending per capita is estimated to be higher than the Rest of Queensland benchmark (+10%) at $22,663, including $11,937 for food retail (+3.5%) and $10,726 for non-food retail (+18.3%). The average per capita retail expenditure categories which are particularly higher than the benchmark include department stores (+48.3%), household goods (+21.8%), leisure (+17.8%) and general retail (+17.3%).

iii. Table 2.3 outlines the total retail expenditure levels generated by the catchment area population. The total retail expenditure level is estimated at $18.0 million (2026) and is projected to increase at an average rate of 1.2% to $22.6 million by 2046. All figures presented in this report are in constant dollars and include GST.

iv. The projected growth rate in retail spending for the catchment area considers the following:

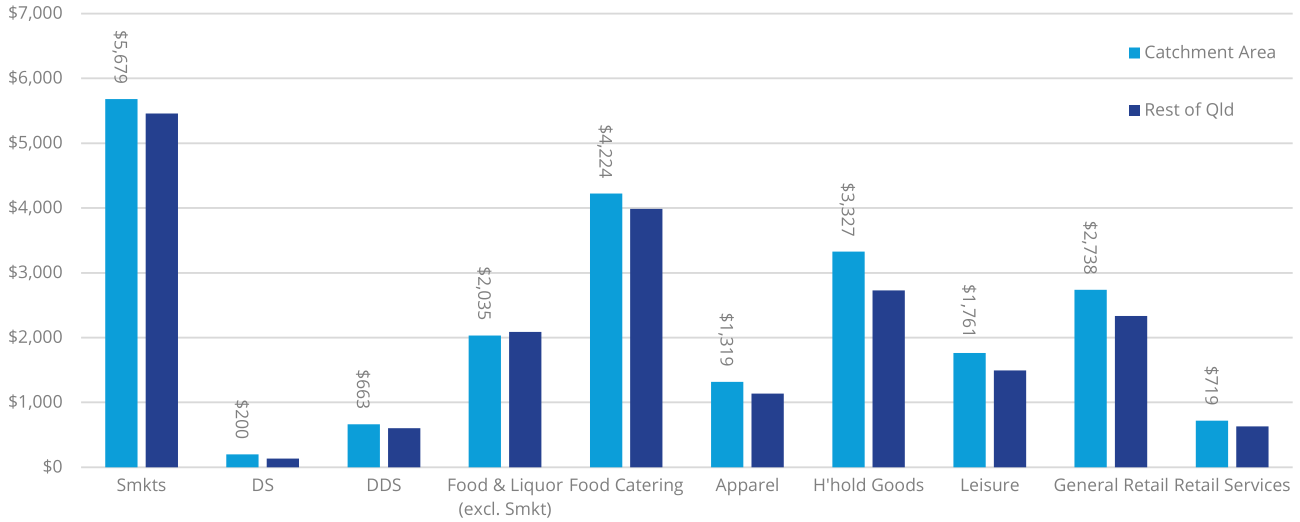
- **Real growth in retail spending** per capita to 2046 of:
  - Supermarkets and food: 0.5% annually
  - Department stores and discount department stores: 1.0% annually
  - All other non-food categories and food catering: 1.5% annually
- **Catchment area population growth** is projected at 3.2% per annum.

v. Table 2.3 also details the catchment area retail expenditure generated by key commodity group. As shown, the largest spending market is supermarkets at $4.5 million, or 25.1% of the total retail spending market.

CHART 2.2. CATCHMENT AREA RETAIL EXPENDITURE PER CAPITA, 2025/26

Source: CommBank iQ

CHART 2.3. CATCHMENT AREA CATEGORY RETAIL EXPENDITURE PER CAPITA, 2025/26



Source: CommBank iQ

TABLE 2.3. CATCHMENT AEA RETAIL EXPENDITURE BY KEY COMMODITY GROUP, 2026 – 2046

Y/E June	Smkt	Dept. Store	Discount Dept Store	Food & Liquor	Food Catering	Apparel	H'hold Goods	Leisure	General Retail	Retail Services	Total Retail
2026	4.5	0.2	0.5	1.6	3.3	1.0	2.6	1.4	2.2	0.6	**18.0**
2031	4.6	0.2	0.6	1.7	3.6	1.1	2.8	1.5	2.3	0.6	**19.0**
2036	4.7	0.2	0.6	1.7	3.9	1.2	3.1	1.6	2.5	0.7	**20.1**
2041	4.9	0.2	0.6	1.7	4.2	1.3	3.3	1.7	2.7	0.7	**21.4**
2046	5.0	0.2	0.6	1.8	4.5	1.4	3.6	1.9	2.9	0.8	**22.6**
Expenditure Growth											
2026-46	0.5	0.0	0.1	0.2	1.2	0.4	0.9	0.5	0.8	0.2	**4.7**
Average Annual Growth Rate											
2026-46	0.5%	1.0%	1.0%	0.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	**1.2%**

**Constant 2025/26 dollars & including GST*

Source : CommBank iQ, Colliers

2.5. Worker Trade Area

i. The subject proposal located in the Wellcamp industrial area and could also service local workers in the area. Map 2.2 illustrates the local worker trade area to be serviced by a proposed local centre at the subject site. The worker trade area includes the Wellcamp industrial areas as well as the surrounding workers in the rural/non-residential areas. The worker trade area has been defined based on ABS journey to worker zones extending 3-10 km around the site.

ii. Table 2.4 illustrates the number and socio-economic profile of workers in the defined trade area.

iii. Overall, there was around 2,350 workers (2021) in the defined worker trade area. The socio-economic profile indicates the majority of workers are male (65.7%), there is almost an even distribution of both white collar and blue collar professions (50% and 48%, respectively).

iv. The worker population is projected to increase at around 200 – 250 workers per year to approximately 8,100 workers by 2046.

v. It is recognised that some of the workers would be residents of the defined worker trade area, however, a large number of would reside outside the immediate area.

TABLE 2.4. WORKER TRADE AREA, SOCIO-ECONOMIC PROFILE, 2021 CENSUS

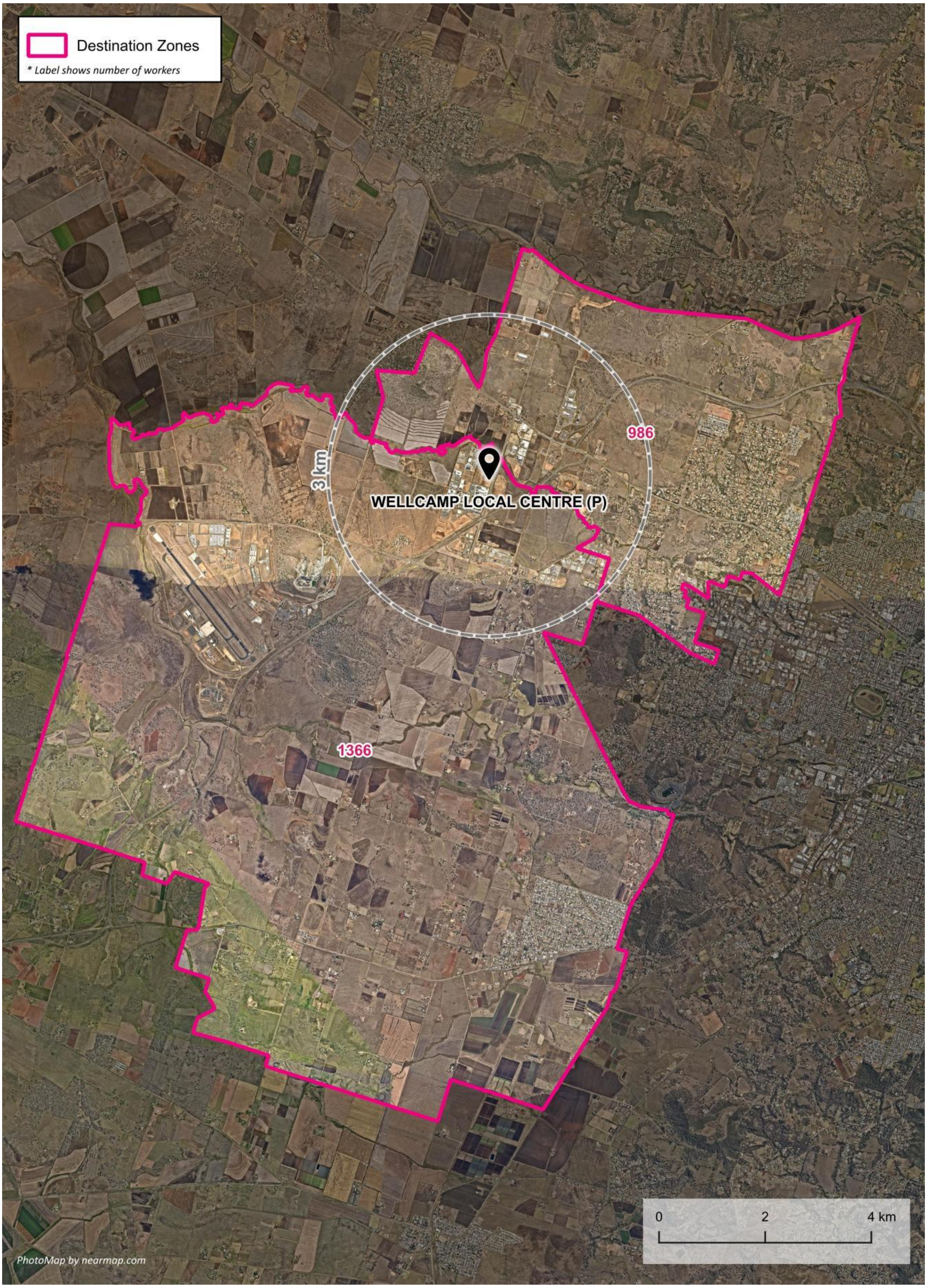
Characteristics	Worker TA	Worker - Brisb Metro* Average
Socio-economic Profile		
Population (2021)	2,350	1,194,091
Male (%)	65.7%	50.0%
Female (%)	34.3%	50.0%
Average Age	42.1	40.3
Annual Income (%)		
Average Income	$69,013	$75,578
Industry Split		
White Collar Workers (%)	50.0%	72.6%
Blue Collar Workers (%)	48.0%	25.6%
Other (%)	2.0%	1.8%
Transport (%)		
One Method		
• Car, as driver	72.7%	55.1%
• Car, as passenger	4.4%	4.1%
• Other One Method	5.7%	11.6%
Total One Method	82.8%	70.8%
Worked at home	9.8%	18.0%
Did not go to work	7.4%	10.9%
Retail Expenditure (2025) **		
Est Retail Expenditure Per Capita ($)	$18,211.9	n.a.
Total Worker Retail Expenditure ($M)	$42.8	n.a.
Retail Expenditure Near Place of Work (15%-20%)	$6.4M - $8.6M	n.a.

**Based on 2021 Census*

***Source : CommBank iQ, Colliers & based on 10 km resident spend market as a proxy*

Sources: ABS Census of Population and Housing 2021

MAP 2.2. LOCAL WORKER TRADE AREA



3 Competitive Environment

This section of the report reviews the competitive environment within which retail facilities at Wellcamp would operate. In order to assist in the assessment of likely trading impacts the proposal would have on other competitive retailers.

3.1. Hierarchy of Centres

i. There is an identified hierarchy of centres throughout Toowoomba including major and specialist retail centres, district centres and local centres.

ii. Often, retail economists describe a retail hierarchy different to planning scheme designations, including:

- Regional centres include the Toowoomba CBD (Grand Central).
- Sub-regional shopping centres such as Clifford Gardens and Toowoomba Plaza.
- A number of supermarket-based centres throughout the remainder of the Toowoomba urban area to serve the immediate local and surrounding populations.

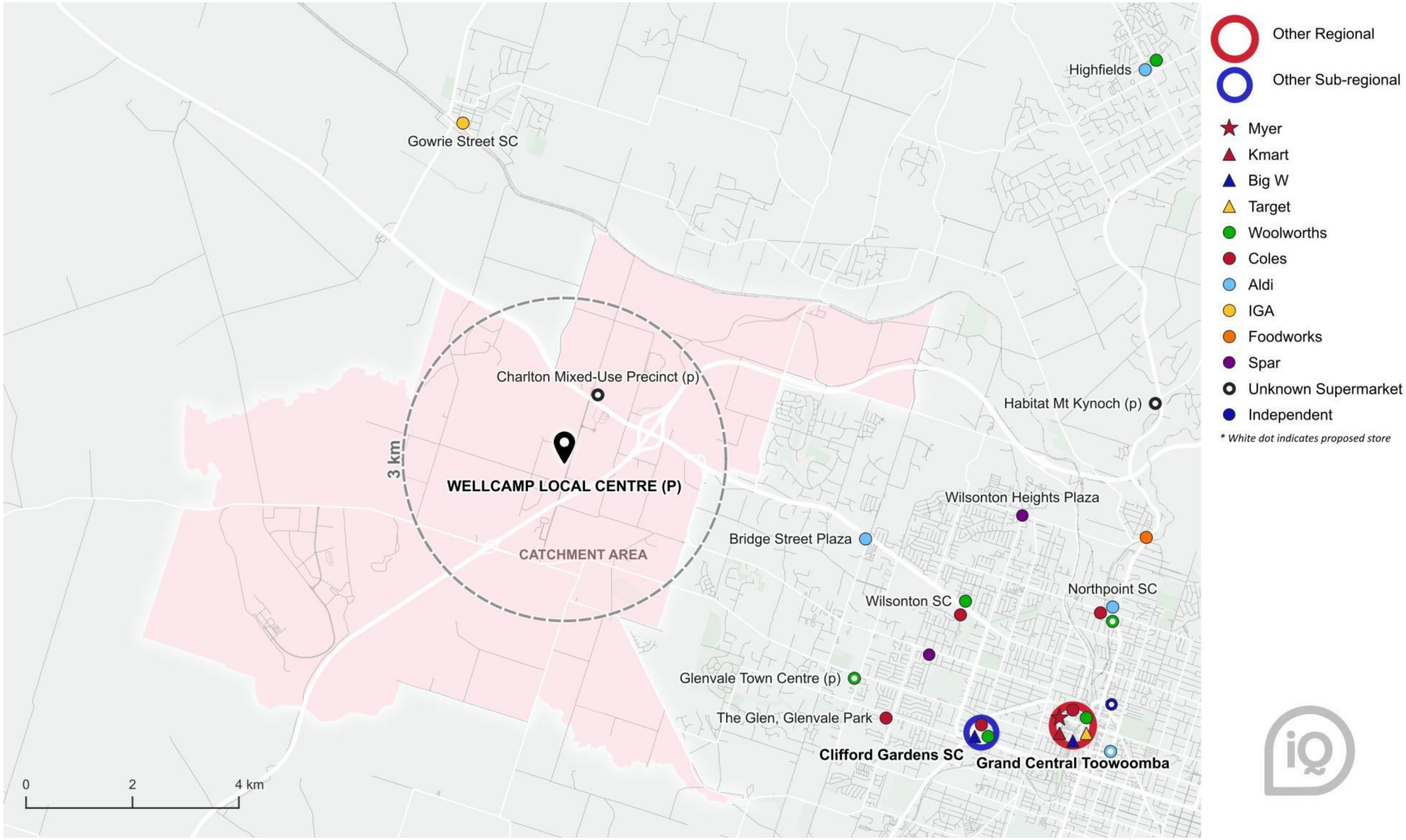
iii. Table 3.1 highlights the key competitive facilities provided throughout the region.

TABLE 3.1. COMPETITIVE CENTRES

Retail Floorspace	Shopfront GLA	Dept. Store Myer	DJ	HS	Discount Department Store Kmart / K Hub	Big W	Target	Supermarkets WOW	Coles	Aldi	IGA	Other	Distance (km)
Beyond the Catchment Area													
Toowoomba CBD													
Toowoomba City	94,800												8.3
• Grand Central Toowoomba	80,700	1,600	-	-	6,300	6,250	7,000	4,250	3,550	-	-	-	
• Hooper Centre	5,500	-	-	-	-	-	-	-	-	-	-	-	
• Centrepoint on James	8,600	-	-	-	-	-	-	-	-	-	-	-	
Major Activity Centres													
Wilsonton	21,000												4.3
• Wilsonton SC	19,000	-	-	-	-	-	-	3,400	3,550	-	-	-	
• Other	2,000	-	-	-	-	-	-	-	-	-	-	-	
Clifford Gardens	30,900												7.2
• Clifford Gardens SC	29,900	-	-	-	-	8,190	-	4,560	3,980	-	-	-	
• Clifford Square Central Shopping	1,000												
Highfields	14,600												13.4
• Highfields Village	7,300	-	-	-	-	-	-	3,900	-	-	-	-	
• Highfields Plaza	4,800	-	-	-	-	-	-	-	3,150	-	-	-	
• Highfields Aldi	2,500	-	-	-	-	-	-	-	-	1,750	-	-	
Nearby District and Local Centres													
Torrington	3,500	-	-	-	-	-	-	-	-	1,650	-	-	2.2
Wilsonton Heights	1,200	-	-	-	-	-	-	-	-	-	-	350	4.3
Harlaxton	500	-	-	-	-	-	-	-	-	-	-	350	4.3
Wyalla Plaza	5,700	-	-	-	-	-	-	-	-	-	-	400	5.8
North Toowoomba	6,000	-	-	-	-	-	-	-	3,700	1,600	-	-	7.1
Kingsthorpe	1,500	-	-	-	-	-	-	-	-	-	800	-	15.0

Source: Location IQ Database

MAP 3.1. CATCHMENT AREA AND COMPETITION



3.2. Regional Shopping Centres

i. Grand Central Toowoomba is the major regional shopping centre serving the Darling Downs region of Queensland. The shopping centre owned by Queensland Investment Corporation, is the largest facility within the CBA at some 90,000 sq.m, 12.7 km to the east of the site. The anchor tenants include a Myer department store, Target, Kmart and Big W discount department store and a Coles and Woolworths supermarket. According to Big Guns 2026, Grand Central Toowoomba achieved a moving annual turnover of $564.0 million in 2025.

3.3. Sub-regional Shopping Centres

i. There are two sub-regional shopping centres within the Toowoomba urban area, namely Clifford Gardens Shopping Centre and Toowoomba Plaza.

ii. Clifford Gardens Shopping Centre (30,000 sq.m), anchored by Big W (8,200 sq.m) and a full-line Woolworths and Coles supermarkets. Over 70 speciality stores are provided at the centre including national tenants such as BWS, Australia Post, Liquorland, McDonald's and Priceline Pharmacy. The Centre is situated to the north-east intersection of Anzac Avenue and James Street, 11.1 km to the east of the proposed Wellcamp Local Centre site.

iii. Toowoomba Plaza is approximately 13,300 sq.m in total centre size and is anchored by Kmart (7,400 sq.m) and Coles (3,400 sq.m), 16 km to the south east of the site at the south-east intersection of Stenner Street and Ruthven Street. Approximately 24 specialty stores are provided at centre including Australia Post, Gloria Jeans, Liquorland and Specsavers.

3.4. Supermarket Centres

Beyond the Main Trade Area

i. Aldi (1,650 sq.m) at Bridge Street Plaza (3,300 sq.m), is the closest supermarket to the subject site, around 2.2 km to the west.

ii. Wilsonton Shopping Centre (18,300 sq.m), anchored by Coles (3,350 sq.m) and Woolworths (3,300 sq.m), 4.3 km to the west. Approximately 40 specialty stores are provided including national tenants such as Bridgestone select, Starbucks, Subway, Pizza Hut, Pet Barn and Australia Post.

3.5. Proposed Centres

i. The only proposed competition within the catchment area is the Charlton Mixed-Use Development (4,900 sq.m), within the Charlton North commercial centre, north of the Warrego Highway. The site approved in February 2024 to include a small supermarket (2,200 sq.m), speciality shops, a motel, tavern, Liquor Barn and food and drink facilities.

4 Future Market Potential

This section of the report provides an analysis of the potential for a range of possible retailers and uses that could be considered in the Charlton South Commercial Centre Precinct (Local Centre) including:

- Traditional retail (shop)
- Food and Drink Outlet

4.1. Traditional Retail

i. Retail is a follower, not an incubator, and as such, it is important for precincts or developments which look to attract these types of uses to also provide access to various customer segments.

ii. The estimated provision of retail floorspace in Australia has increased from around 1.5 sq.m in 1985/86 to around 2.3 sq.m currently, representing an average annual growth rate of around 1.5%.

iii. The growth in retail floorspace per person has largely been driven by real growth in income levels throughout Australia and consequently increases in retail spending capacity. In addition, new retail formats have been introduced as the retail industry has evolved.

iv. Consequently, during this period, Australia has witnessed the extensive development of super regional and regional shopping centres, many more neighbourhood centres (anchored by supermarkets), homemaker centres and outlet centres.

v. Table 4.1 shows the demand for retail floorspace within the immediate area based on the catchment area population and the immediate worker population. Key points to note include:

   - There is currently some 1,340 sq.m of retail floorspace within the catchment area, the Charlton Mixed-Use Development will include some 3,400 retail floorspace, increasing supply to 4,740 sq.m.
   - A catchment area population of 793 persons would demand 1,824 sq.m of retail floorspace based on 2.3 sq.m per person. However, only around 25% of this demand would likely be retained within the catchment area by Local Centres, (456 sq.m) with higher order centres attracting supermarket, non-food and large format retail spending. Workers would also add to this demand but again largely only for convenience-based facilities.
   - Worker demand is assumed at 15% of 2.3 sq.m for demand near place of work. Based on this, workers would currently demand some 1,156 sq.m or retail floorspace, increasing to 2,795 sq.m by 2046.

- By 2046 there will be an indicative oversupply of some 1,500 sq.m of retail floorspace. Whilst the Charlton North commercial centre may service a slightly larger catchment area this level of supply would more than cater for the retail floorspace demanded within the catchment area by residents and workers.

vi. The Charlton North commercial centre which is located north and south of the Warrego Highway and has significant exposure to passing traffic. This is more than adequate to cater for local demand from residents and workers (as well as passing traffic).

vii. Based on the Charlton Wellcamp Enterprise Area Local Plan a shop and food and drink outlets are the potential uses for the subject site. These are considered as follows.

TABLE 4.1. RETAIL FLOORSAPCE DEMAND

	Current	Forecast				Change
	2026	2031	2036	2041	2046	2026-46
Catchment Area Population						
Resident Population	793	793	793	793	793	*0*
Worker Population	3,350	4,350	5,600	6,850	8,100	*4,750*
Estimated Floorspace Supply						
Catchment Area Supply	1,340	4,740	4,740	4,740	4,740	*3,400*
Retail Floorspace Demand (sq.m) - at 2.3 sq.m per person						
Resident Population @25% retention	456	456	456	456	456	*0*
• *Retail Floorspace Growth per Annum*		*0*	*0*	*0*	*0*	*0*
Worker Population @15%	1,156	1,501	1,932	2,363	2,795	*1,639*
• *Retail Floorspace Growth per Annum*		*69*	*86*	*86*	*86*	*78*
Retail Floorspace Over/Under Supply						
Over/Under Supply	-272	2,783	2,352	1,921	1,490	

Over / Under Supply

Source: Colliers Property Economics & Analytics

4.1.1. Supermarket

i. Supermarkets are typically defined in planning documents and Courts as:

> *"Grocery and dry goods stores of at least 500 sq.m, with smaller stores classified as foodstores."*

ii. A major full-line supermarket is at least 3,000 sq.m in size, however, modern major full-line supermarkets are typically larger, at 3,600 sq.m. These large format stores are generally operated by major chains such as Woolworths or Coles.

iii. Full-line supermarkets typically require a catchment population in the order of 8,000 – 10,000 persons in order to be supportable (although in growth areas, this population threshold can be as low as 6,000 persons, if strong growth is expected in the short to medium term). Smaller format supermarkets typically require a catchment population of ~3,000 – 4,000 persons — again, with strong population growth in the imminent future, a population at the lower end of the range is supportable.

iv. The catchment area population at ~793 persons currently, that is not expected to increase over the forecast period.

v. Across Australia, the average provision of supermarket floorspace is 346 sq.m per 1,000 persons this figure is higher across South-East Queensland (357 sq.m).

vi. There is currently no supermarket within the catchment area. Based on the South-East Queensland supermarket floorspace provision, and the catchment area population, 283 sq.m of supermarket floorspace is currently demanded, workers in the immediate area would also add to this demand. This indicates there is limited potential for a supermarket at that subject site.

vii. Charlton North commercial centre is a Local centre located north and south of the Warrego Highway east of Omara Road. This centre can also include food and drink outlet, hotel, sales office, service station, and shop uses.

viii. The Charlton Mixed-Use Development (4,900 sq.m), within the Charlton North commercial centre, north of the Warrego Highway. Is already approved to include a small supermarket (2,200 sq.m), speciality shops, a motel, tavern, Liquor Barn and food and drink facilities. This would more than service the needs of the immediate residential and worker population.

ix. The Charlton North commercial centre is better located with exposure to significant passing traffic on the Warrego Highway, to accommodate future supermarket floorspace within the catchment area.

4.1.2. Retail Specialty Shops

i. Shopping centres with a larger provision of major and mini-major tenant (retail tenants of over 400 sq.m) floorspace typically support a larger provision of retail specialty floorspace as the major tenants act as key customer attractors - with the specialty shops feeding off the customer flows generated by the larger tenants.

ii. If a supermarket operator is not secured there is limited potential for retail specialty shops at the Charlton South commercial centre (Local Centre) site.

iii. Currently there is around 1,340 sq.m of retail floorspace within the Charlton North commercial centre which is located north and south of the Warrego Highway and has significant exposure to passing traffic. This is more than adequate to cater for local demand from residents and workers (as well as passing traffic).

4.1.3. Non-retail Shopfronts

i. Non-retail tenants add to the destinational appeal of the centre and reinforce the location for the local and surrounding population. Comparable centres anchored by a small supermarket typically incorporate at least one tenant in this category, with key tenants including:

- **Lottery:** typically provided as standalone kiosks, or within newsagents.
- **Travel Agent:** formerly very prolific tenants in retail developments, the industry has recently experienced significant hardship as a result of the pandemic although has rebounded strongly over the last two years.
- **Post Office:** Australia Post is a common tenant in convenience centres. Australia Post parcel lockers could be considered.

ii. These types of tenants are unlikely to be attracted to the subject site.

4.2. Food & Drink Outlets

i. The location of fast-food PAD sites in Australia are typically characterised by one or more of the following:

- Heavily trafficked roads and deriving business primarily from passing traffic.
- Associated with a supermarket or convenience-based retail facilities, although not necessarily co-located.

ii. Fast food facilities help to activate a site and create a destination, with easy access to passing pedestrian traffic and after-hours meal services (i.e., outside regular trading hours), also benefiting from excellent accessibility and visibility.

iii. The provision of fast-food operators varies between different chains, ranging from as low as 25,000 persons per store. This does not include additional workers and passing traffic – which would add to demand.

iv. Map 4.1 illustrates the existing location of major fast-food and food catering facilities. As shown, Red Rooster - Charlton, ~1.6 km to the north, at the Warrego Highway and Steger Road intersection is the only national brand fast food quick service restaurant within the catchment area. Beyond the catchment area, fast food facilities are located at Wilsonton, Glenvale, Newtown and Harristown, all of which are around ~10 km from the subject site.

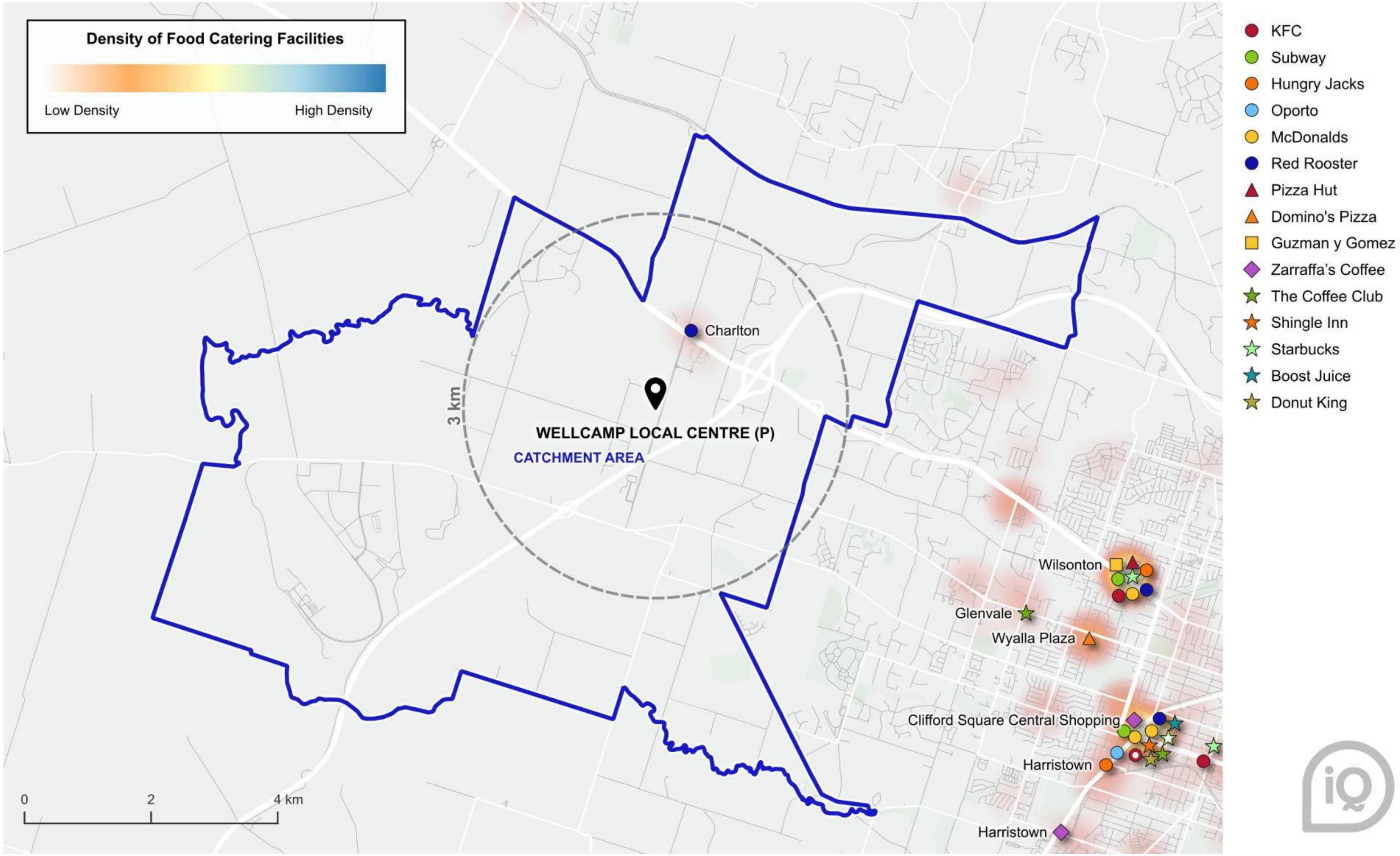
v. The demand for food catering floorspace is based on the provision of 0.25 sq.m per person. The catchment area currently demands ~200 sq.m of food catering floorspace, with only ~200 sq.m provided (Red Rooster – Charlton), indicating the catchment area is at equilibrium.

vi. In addition, the 2,350 workers within the defined worker trade area would add to demand for food catering floorspace. Workers primarily spend on food catering items during their lunch break. Typically, it is estimated that 15% - 20% of workers expenditure will be directed to retail facilities near their place of work. In this instance, the amount of retail expenditure directed to food catering near their place of work would be in the order of $1.3 - $1.7 million. At $10,000 per sq.m this would indicate need for around 130 – 170 sq.m of additional food catering floorspace.

vii. In terms of future fast food competition, there are no known developments within the Wellcamp catchment area.

viii. There is limited potential for future food catering and fast food facilities at the subject site. If additional food catering facilities were to locate within the catchment area, operators would prefer a site that has high exposure to passing traffic, i.e. along the Warrego Highway within the Charlton North commercial centre and not at the subject site.

MAP 4.1. FAST FOOD COMPETITION



4.3. Other Potential Uses

i. Medical Centres and Gyms are other uses that often locate within Local Centres.

ii. Maps 4.2 illustrates the location of both gyms and medical centres within the region. As shown most are some 9 km to the west at centres such as Wilsonton and Wyalla. Medical facilities are also provided to the north at Kingsthorpe.

iii. Given the internal location of the subject site within an industrial area, it is unlikely a medical centre would consider the site.

iv. Gyms can often operate within major industrial areas with significant worker populations. A gym however would likely be better positioned to the north along the Warrego Highway where it has significant exposure to passing traffic.

MAP 4.2. MEDICAL CENTRES AND GYMS

5 Summary of Need

i. Overall, whilst there is some limited demand for a supermarket, specialty shop, food and drink outlets, as well as medical and gym facilities there is only demand for one Local Centre. There is not enough demand to support two local centres within the catchment area. The Charlton North commercial centre is better located to service a broader resident and worker population as well as significant passing traffic along the Warrego Highway and already approved for a significant provision of Local Centre facilities.

ii. The subject site (Charlton South commercial centre) is internalised within an industrial area only one kilometre to the south of the Charlton North commercial centre. There is still significant vacant and underutilised land within the Charlton North commercial centre zoned area.

iii. Therefore, the zoning of the subject site to support a local centre is not required to meet demand of such facilities over the period to 2046 and beyond.

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