

APPENDIX F

Economic Needs Assessment

Prepared by:

Think Economics



535 SOUTH STREET - GLENVALE

ECONOMIC NEEDS ASSESSMENT

Prepared for Timon Pty Ltd

May 2026

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1.0 Introduction

The subject site is located within the Low Density Residential Zone under the Toowoomba Regional Planning Scheme. The site is well located close to the intersection of South Street and Greenwattle Street, providing strong connectivity to surrounding residential communities and the broader Toowoomba urban area.

The current proposal seeks to establish an indoor sport and recreation use comprising approximately 800sqm, alongside a 200sqm allied health tenancy. It is noted that the subject site current has an existing development approval for Health Care Services/allied health uses (Council reference: MCUI/2021/4232), and accordingly, the allied health component does not form part of the needs assessment undertaken in this report.

The proposed indoor sport and recreation use onsite are closely aligned with the approved health care services, with both uses directed toward supporting the overall health and wellbeing of the community. This report assesses the proposal against local market and economic conditions, including the balance of supply and demand, and other relevant factors to inform the analysis and findings related to economic, planning and community needs.

Based on existing and future local market conditions, this report demonstrates that there is a clear economic, community and planning need for the proposed indoor sport and recreation uses at the subject site. This includes the scale, role and function supported by the consolidated uses onsite, which will provide strong positive community benefits, including enhanced accessibility and choice.

2.0 Site and Local Area Context

2.1 Local Area

The subject site is located in the suburb of Glenvale, which is undergoing a high level of residential development and population growth. The property benefits from a highly accessible location close to the intersection of South Street and Greenwattle Street, both of which are designated as 'Distributor' roads under Council's Road Hierarchy, thus providing excellent connectivity within the local area and to surrounding suburbs.

The site is currently zoned as Low Density Residential; however, it is noted that the site has already gained approval for health care services, with the current proposal related to this approval.

The immediate surrounding area comprises a mix of established low density large lot housing alongside recently constructed traditional and small lot developments. This diversity in housing type has occurred as a result of planned redevelopment supported by the West Toowoomba Structure Plan, which will continue to support ongoing redevelopment and population growth in the local area.

The broader surrounding area includes larger communities and activity centres, including Harristown to the east and Torrington to the north.

The subject site is located directly adjacent to the Sunset Superbowl, which is a well-established recreation facility in the region that has been operating for nearly three decades. As a result, the subject site location is already a popular established recreational destination.

Further, the surrounding area comprises a wide range of uses and services, including six schools, a Coles supermarket, and the recently approved Glenvale Town Centre, with South

Street and Greenwattle Street to support an increasing volume of traffic as a result of these land uses.

2.2 Proposed Development

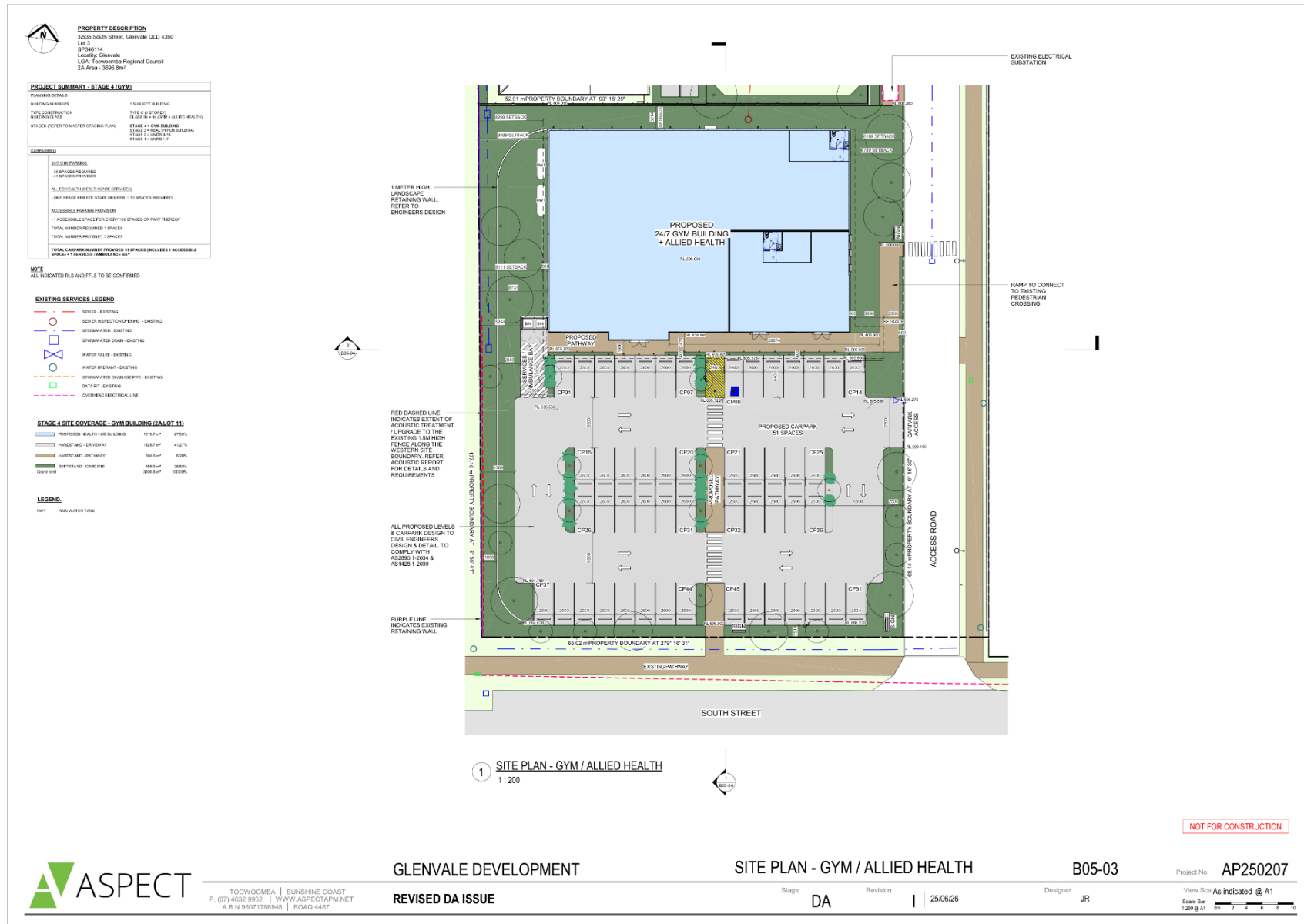
The proposed development comprises an 800sqm indoor sport and recreation use in the form of a gym, which is expected to be occupied by the national fitness operator Snap Fitness. The proposal will establish a 24-hour gym facility on the subject site, providing an accessible fitness offering intended to serve the general health, wellbeing and recreational needs of the surrounding community.

The proposal would establish the second Snap Fitness location within Toowoomba and, with reciprocal membership offered between locations, would provide an additional level of convenience and flexibility for existing and future members.

The development project also includes a 200sqm health care services tenancy, consistent with the existing development approval for allied health uses on the site. The integration of health care services alongside the proposed gym will support the creation of a consolidated health and wellness destination, providing complementary services that collectively promote community wellbeing and active lifestyles. In addition, the proposal incorporates on-site car parking comprising 51 spaces, and one (1) service / ambulance bay, to support the operational requirements of the development and ensure convenient access for visitors and staff.

The current proposed development concept is illustrated in Figure 2.1 over the page and identifies the overall site layout, including the proposed building arrangement, car parking areas, and vehicular access via South Street. The design of the development has been prepared to provide efficient site circulation and convenient accessibility, while integrating appropriately with the surrounding urban context

Figure 2.1 Concept Plan



2.3 Planning Context

The West Toowoomba Structure Plan was adopted by Council in 2017 and outlines the strategic vision for managing population growth and development across the western part of the city over the next 30 years and beyond. The plan positions West Toowoomba as one of the most significant growth areas, with the region expected to accommodate around 30,000 residents by 2050 and evolve into the second largest employment precinct within the Toowoomba Region.

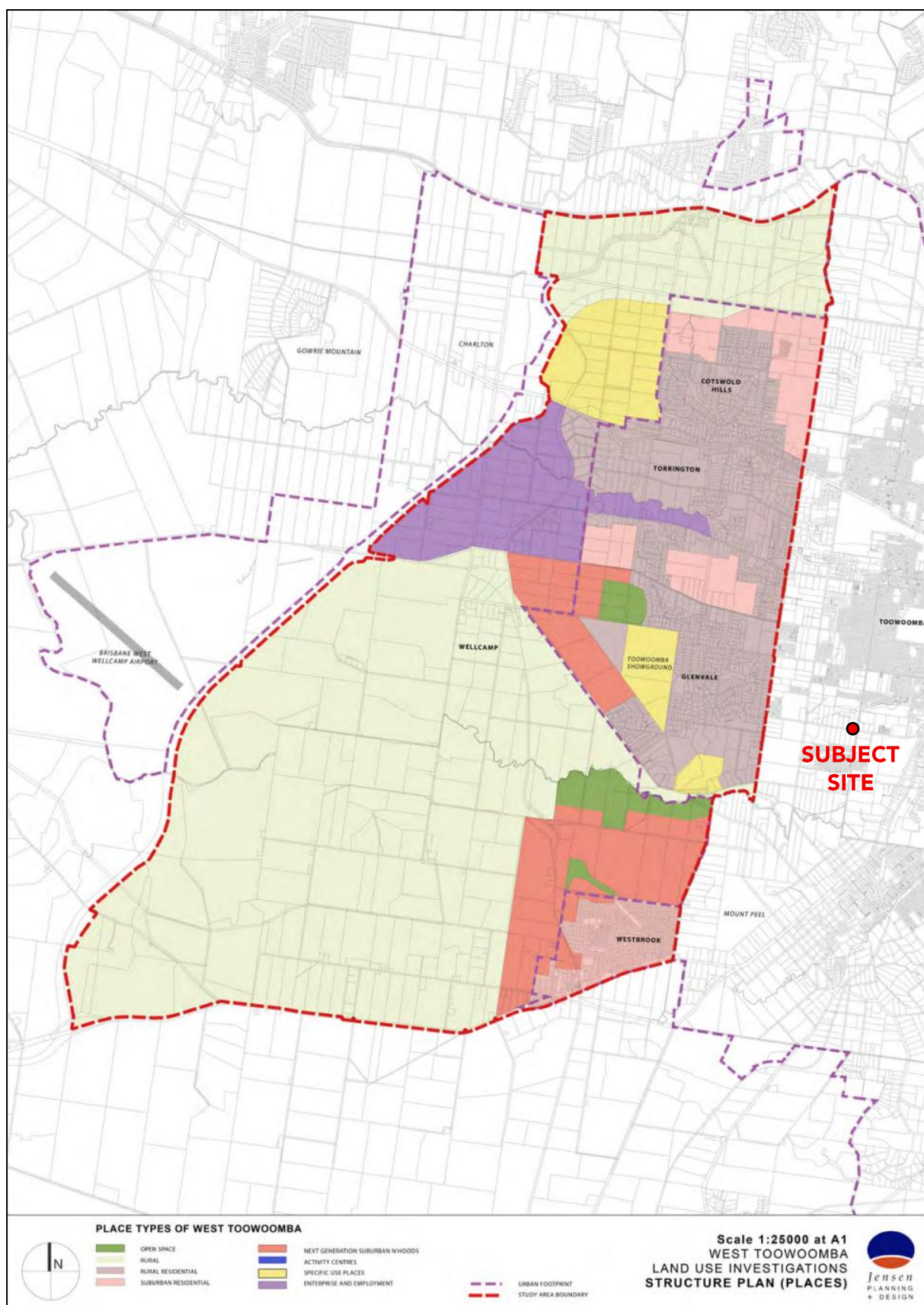
To support this growth, the structure plan outlines associated infrastructure investment, including new road connections, utility upgrades, and active transport networks, with key projects such as the Glenvale to CBD Active Transport Corridor designed to improve connectivity between emerging residential areas and the established city centre.

The subject site is located just outside the structure plan investigation area, positioned between the defined boundary and the established Toowoomba urban footprint, as illustrated in Figure 2.2 over the page. Despite not being contained within the structure plan area, the subject site is proximate to this growth area and will provide amenity to the future residents within the structure plan area and the more immediate surrounding area.

Over the past few years, Glenvale has transitioned from a predominantly rural-residential area into a major urban suburb, characterised by a mix of traditional and small lot housing, community facilities, and supporting local services. The area is particularly attractive to families, offering a wide range of schools and childcare centres, recreational amenities, and improving road links that connect efficiently with the CBD and surrounding employment hubs.

An example is the recently approved Glenvale Town Centre, located just 2km north of the subject site at the intersection of Hursley Road and McDougall Street. The development will include a full-line Woolworths supermarket, a range of retail spaces, fast-food tenancies, showrooms, and a service station.

Figure 2.2 West Toowoomba Structure Plan



3.0 Trade Area Analysis

This section outlines the defined trade area for the subject site and key characteristics of this trade area, including population forecasts and socio-demographic profile.

3.1 Trade Area Delineation

A trade area is defined as the geographic area for which a land use generates the majority of its turnover and visitation. The extent of a trade area is driven by a range of accessibility and convenience factors including:

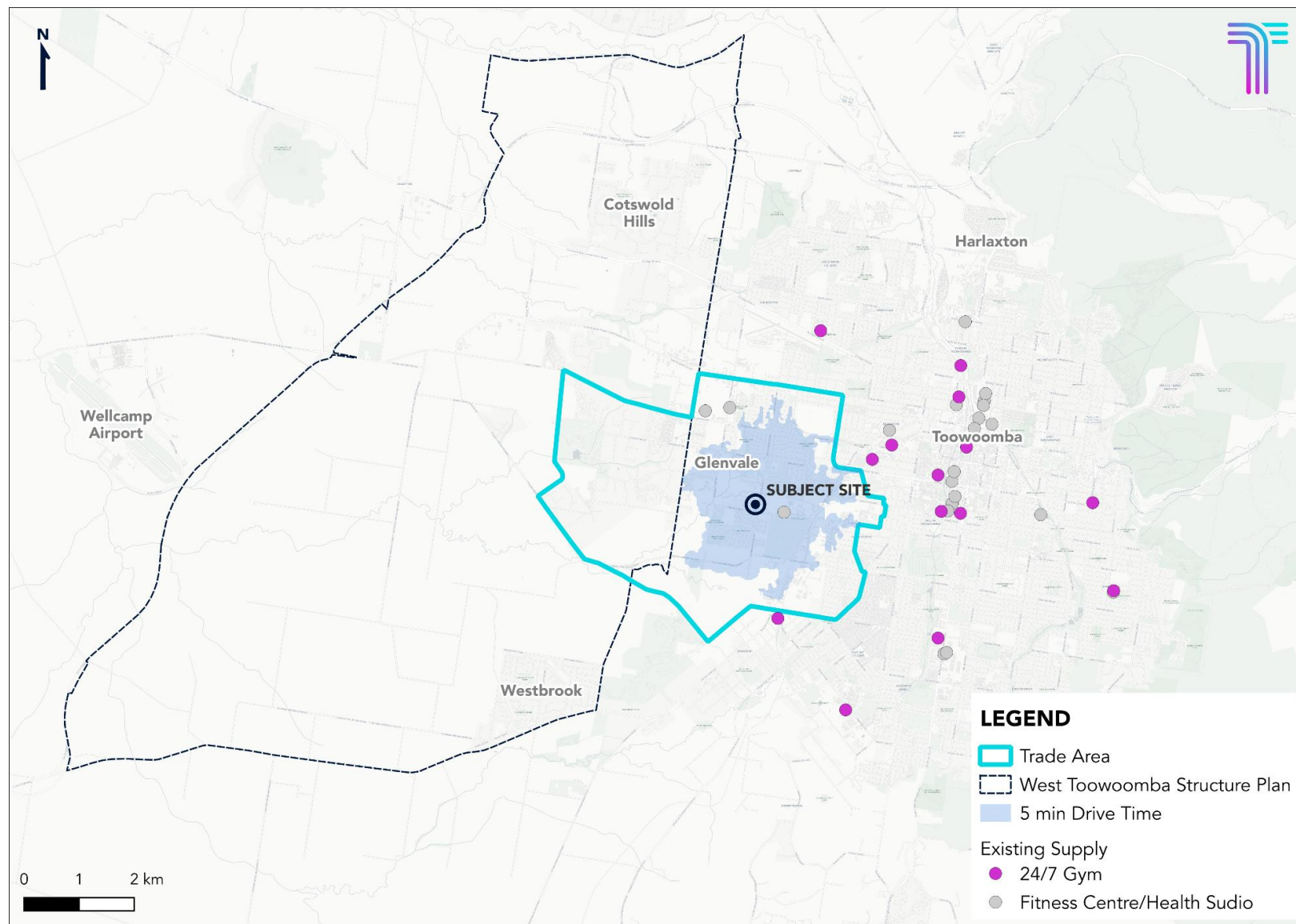
- Land use attraction relative to the competition, including tenancy mix, car parking and co-location with higher order facilities and/or services. The key factors that determine the strength and attraction of any service based land use are primarily the scale and composition of the use/centre, in particular the major anchor(s), car parking, including access and ease of use and ambience and presentation of the centre.
- The surrounding competitive framework and existing supply. While the strength and appeal of a use/centre directly impacts its ability to extract market share, the proximity and attraction of competitive uses impact the extent of a use/centre's trade area. In essence, all being equal, consumers naturally gravitate to the most convenient option.
- Road networks and traffic flows. The available road network, public transport service and journey to work patterns all affect centre access and impact a use/centre's convenience and relative attractiveness.
- Natural and man-made physical boundaries such as rivers, rail, freeways etc. Significant physical barriers often act to delineate a trade area boundary. Evidence indicates that the more difficult a barrier to negotiate, the larger the decrease in customer patronage and market share is experienced.

The proposed land uses onsite are expected to serve a predominantly local catchment based on accessibility and convenience. A trade area has been identified for the subject site generally comprising a 5-minute drive time area. The trade area extends further to the west based on the lack of existing indoor sport and recreation facilities in the region, as well as established travel patterns which see residents moving eastward toward the urban core for shopping, services, and daily activities.

The trade area includes established and planned residential communities considered to benefit most from the proposed uses at the subject site based on their proximity and accessibility to the site.

The defined trade area and distribution of existing supply are illustrated in Figure 3.1 over the page. The mapping highlights that the majority of existing indoor sport and recreation facilities are clustered in and around the Toowoomba city centre. In addition, there is a notable variation in the type, quality and services offered by existing facilities, with a detailed review of existing supply provided later in this report.

Figure 3.1 Trade Area



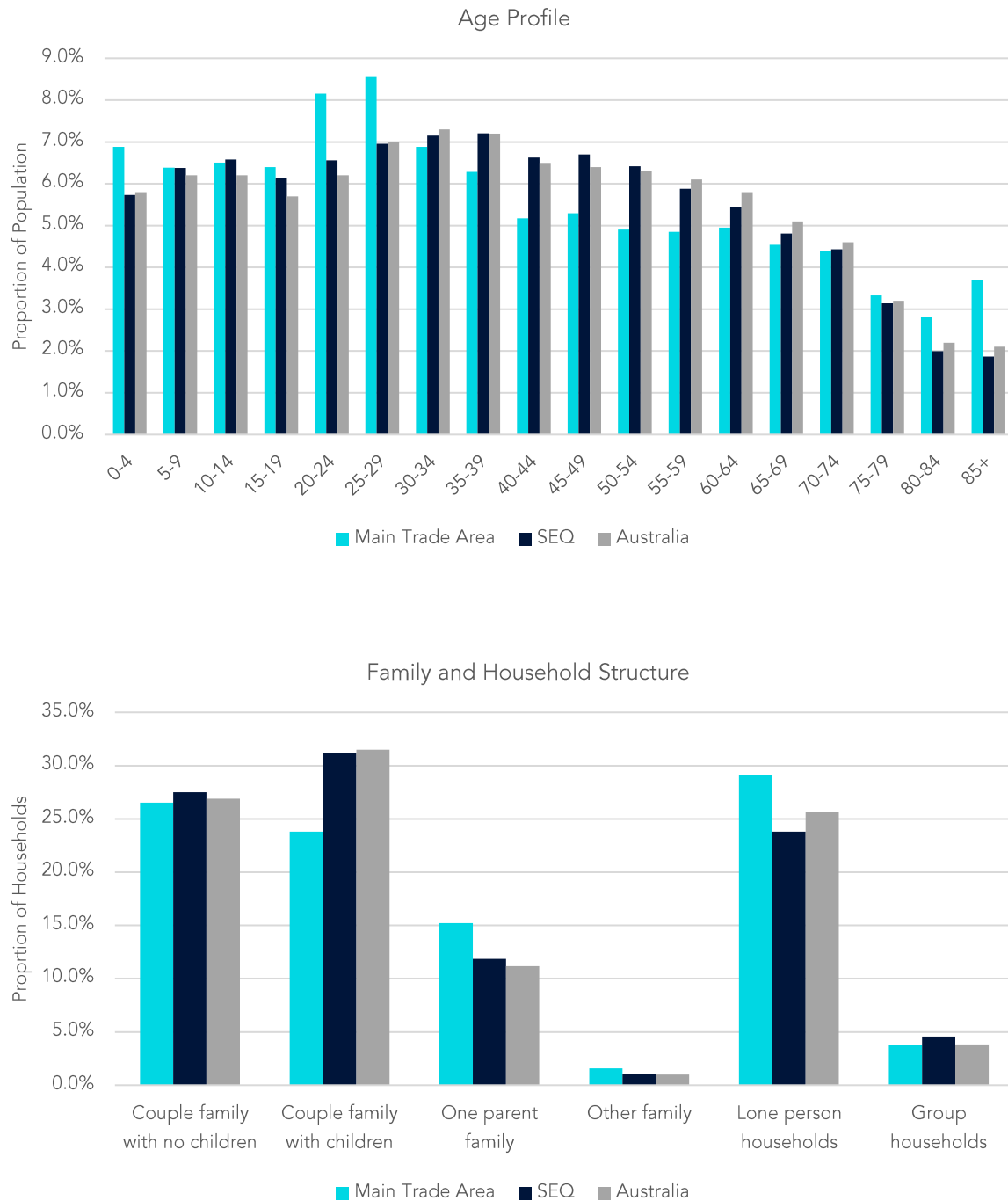
3.2 Socio-demographic Profile

Table 3.1 following details the socio-demographic profile of the identified trade area. This profile has been compared with the respective benchmarks for the SEQ region and the Australian average. The data is sourced from the 2021 Census of Population and Housing. Key points to note about the socio-demographic profile are as follows:

- The median weekly household income within the trade area is estimated at \$1,433, which is lower than the regional and national benchmarks at \$1,873 and \$1,746, respectively. However, this income level is broadly consistent with the Non-metro Queensland median of \$1,507.
- The largest proportion of households within the trade area is lone-person households at 29.1%. This is notably higher than the regional average of 23.8% and the Australian average of 25.6%. The trade area also attributes a high proportion of one-parent families at 15.2%, which compares to 11.9% and 11.2% across SEQ and Australia, respectively.
- The trade area presents a younger demographic profile, with 43% of residents aged between 0-29. This compares to 38% across SEQ and 37% across Australia. Median age of residents across the trade area is estimated at 37, while the regional and national medians are 39 and 38, respectively.
- Homeownership patterns for residents within the trade area are below that of the regional and national benchmarks, with 55.5% of dwellings across the trade area being owner-occupied compared to 65.2% across SEQ and 68.3% in Australia.

To summarise, the trade area is representative of one with a high proportion of lone-person households and single-parent families representing a high proportion of working aged residents. Despite a slightly lower median income, the young families profile generally improves demand conditions for a range of local commercial land uses, including indoor sport and recreation facilities that provide accessible, affordable and community-focused amenities.

Figure 3.2 Socio-demographic Profile



Source: ABS Census of Population and Housing 2021, Think Economics

Table 3.1 Trade Area Socio-demographic Profile

	Primary	SEQ	Australia
Population (ERP):			
2016	14,123	3,460,442	24,190,907
2021	16,387	3,784,501	25,688,079
2024	17,473	4,084,508	27,194,369
Average Annual Growth 2016 - 21 (%)	3.02%	1.81%	1.21%
Average Annual Growth 2021 - 24 (%)	2.16%	2.58%	1.92%
Population Density (persons/sqkm)	696.3	164.2	3.3
Household Size:	2.42	2.75	2.74
Age Profile:			
Median Age	37	39	38
0_4	6.9%	5.7%	5.8%
5_14	12.9%	13.0%	12.4%
15_19	6.4%	6.1%	5.7%
20_24	8.2%	6.6%	6.2%
25_34	15.4%	14.1%	14.3%
35_44	11.5%	13.8%	13.7%
45_54	10.2%	13.1%	12.7%
55_64	9.8%	11.3%	11.9%
65_74	8.9%	9.2%	9.7%
75_84	6.2%	5.1%	5.4%
85+	3.7%	1.9%	2.1%
Birthplace:			
Australia	79.1%	72.4%	70.7%
Elsewhere	15.1%	27.6%	29.3%
Indigenous Population:	6.6%	2.9%	3.2%
Family and Household Composition:			
Couple family with no children	26.5%	27.5%	26.9%
Couple family with children	23.8%	31.2%	31.5%
One parent family	15.2%	11.9%	11.2%
Other family	1.6%	1.1%	1.0%
Lone person households	29.1%	23.8%	25.6%
Group households	3.7%	4.6%	3.8%
Income:			
Median weekly personal income	\$738	\$855	\$805
Median weekly household income	\$1,433	\$1,873	\$1,746
Less than \$650 household weekly income	18.8%	12.9%	16.5%
More than \$3,000 household weekly income	10.5%	23.9%	24.3%
Tenure:			
Owned outright	27.1%	28.4%	32.1%
Owned with a mortgage	28.4%	36.8%	36.2%
Rented	44.5%	34.8%	31.7%
Dwelling Structure:			
Separate House	76.6%	71.7%	73.0%
Semi-Detached	21.9%	13.2%	12.7%
Flat or Apartments	1.5%	15.1%	14.3%

Source: ABS Census of Population and Housing 2021, Think Economics

3.3 Population Projections

Analysis of population estimates and projections has been based on the latest ABS Estimated Residential Population (ERP) from March 2026, together with data from the 2023 edition of the Queensland Government population projections created by the Queensland Government Statistician's Office (QGSO).

The defined trade area has experienced strong population growth over the recent years, with an average annual growth rate (AAGR) of 2.5% between 2016 and 2025 or an additional 391 people per annum recorded. The total estimated resident population within the trade area in 2021 was 16,381, which increased to 17,638 people in 2025.

Over the medium to long term, the trade area is forecast to see continued strong population growth supported by remaining development capacity and as a result of the West Toowoomba Structure Plan. The trade area population is projected to grow from 17,638 people in 2025 to 19,511 people in 2031 and further to 22,322 people by 2041. This represents an increase of nearly 300 additional people per annum between 2025-2041.

Table 3.2 Population Forecasts

	2016	2021	2025	2026	2031	2036	2041
Population (Persons)							
Trade Area	14,123	16,381	17,638	17,962	19,511	20,973	22,322
Average Annual Growth Rate (No.)		2016-21	2021-25	2025-26	2026-31	2031-36	2036-41
Trade Area		452	314	324	310	292	270
Average Annual Growth Rate (%)		2016-21	2021-25	2025-26	2026-31	2031-36	2036-41
Trade Area		3.0%	1.9%	1.8%	1.7%	1.5%	1.3%

Source: ABS ERP, QGSO population projections (2023 edition) & Think Economics

4.0 Indoor Sport and Recreation Assessment

4.1 Existing Supply

As illustrated in Figure 3.1 previously, the majority of existing indoor sport and recreation supply is contained in and around the Toowoomba city centre.

The supply of gym facilities across the trade area is limited to only three facilities. The closest facility to the subject site is the Mana Physiques, located approximately 500m from the subject site at 491 South Street. The facility specialises in martial arts-based training, offering a combination of group sessions and personal training.

Further, the Fierce Fitness Toowoomba and Peak Project CrossFit are located in the northern part of the trade area along Hursley Road and McDougall Street. Both operate as boutique-style fitness centres with a focus on structured group classes and personalised training programs rather than broad, general-access gym facilities.

The Olympus Training Facility is a 24-hour gym located at 47 Ball Street to the south of the subject site, however, this is situated outside of the trade area.

A review of Toowoomba Regional Council's development applications system indicates that there are no approved or proposed indoor sport and recreation developments within the trade area.

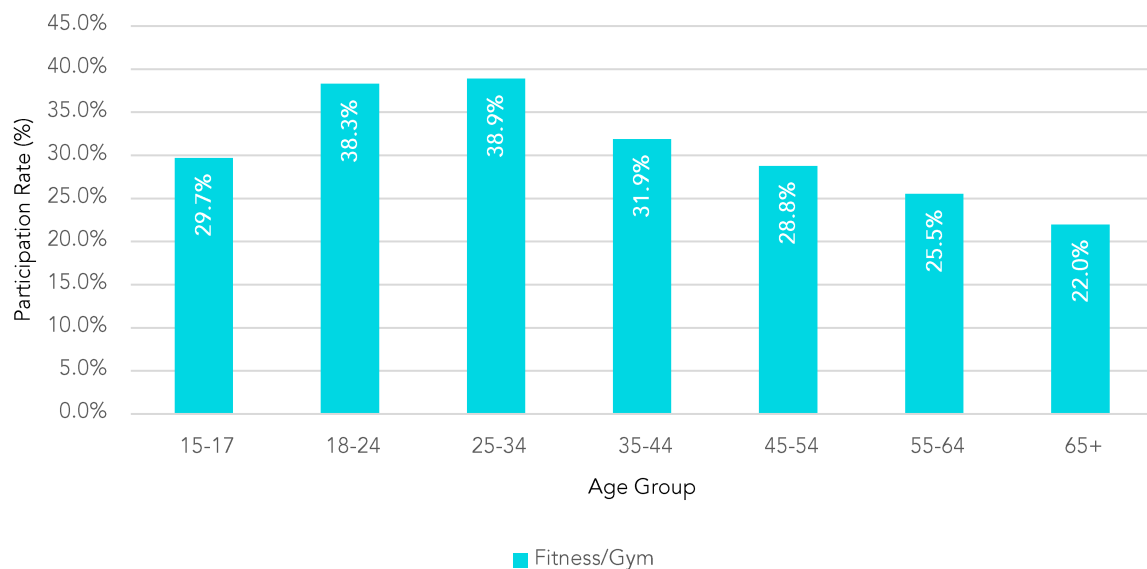
As demonstrated, the existing provision is both limited in number and type of services provided, with a strong emphasis on group fitness and personal training. In contrast, the proposed development on the subject site is intended to accommodate a gym facility with 24-hour access, broad membership options, and a full-service equipment offering, with the national fitness operator Snap Fitness expressing interest in operating on the site.

4.2 Demand and Market Gap

Over the past two decades, there has been an increased focus on health, fitness and lifestyle across Australia, which has resulted in an increase in supply as well as a greater variety of gym types nationally. The increase in supply has resulted in the growth rate of gyms outstripping the population growth rate.

According to the Australian Sports Commission, in 2024, participation in fitness/gym activities was estimated at 30.3% nationally. Further, as illustrated in Figure 4.1, participation levels are particularly strong within the 18–24 and 25–34 age cohorts, which is consistent with the younger demographic profile identified across the trade area.

Figure 4.1 Fitness/Gym Participation by Age Group



Source: Australian Sports Commission AusPlay Survey (2025)

According to the IBISWorld 'Gyms and Fitness Centres in Australia' market research report, in 2024 there were just under 7,600 gyms in Australia. In terms of rate of provision, this equates to one gym for every 3,500 people throughout the country.

Based on this average rate of provision, Table 4.1 indicates that the trade area population would support approximately 5 gyms in 2025, increasing to a demand of 6 facilities by 2036. This compares with the existing supply of 3 facilities and no identified pipeline resulting in a potential undersupply of approximately 2 gyms currently and 3 facilities by 2036.

Table 4.1 Trade Area Demand and Market Gap

	2025	2026	2031	2036	2041
Trade Area Population	17,638	17,962	19,511	20,973	22,322
Gym Rate of Provision	3,500	3,500	3,500	3,500	3,500
Demand	5.0	5.1	5.6	6.0	6.4
Supply	3	3	3	3	3
GAP	-2.0	-2.1	-2.6	-3.0	-3.4

The need for the proposed indoor sport and recreation facility onsite is therefore considered strong, with the additional provision not only responding to existing community needs but also providing enhanced diversity and choice in service offering. The additional supply will also provide greater accessibility, choice, and alignment with the evolving lifestyle needs of the growing community.

5.0 Need Implications

The analysis presented throughout this report demonstrates that there are strong need conditions supporting the proposed indoor sport and recreation uses at the subject site. These need implications relate to the location of the subject site, the scale of the development, the timing of uses being proposed and the various demand drivers relevant throughout the defined trade area.

The key need implications have been summarised below.

- The subject site is located close to the intersection of South Street and Greenwattle Street, both of which are designated as 'distributor' roads, with the site being highly accessible and convenient to the local community on this basis.
- The trade area is forecast to continue to experience strong population growth supported by remaining development capacity and as a result of the West Toowoomba Structure Plan.
- The current provision of sport and recreation facilities within the trade area is both limited in number and type of services offered. Only three facilities are currently operating, with a strong emphasis on group fitness and personal training rather than 24-hour access and independent training options.
- The existing population within the trade area is estimated to support approximately five gym facilities currently. This compares to the current provision of only three facilities across the trade area.
- The proposed development will respond to an existing supply gap for indoor sport and recreation in the trade area, which includes a quantified gap in supply as well as a gap in the type of services offered.
- These existing need conditions will be increased by projected population growth within the trade area which is expected to experience significant development in the coming years as a result of the West Toowoomba Structure Plan.

The proposal will substantially benefit the local community by providing increased accessibility, convenience, choice and competition in indoor sport and recreation amenities in the local area. These benefits are further enhanced by the location of the subject site which provides a high level of accessibility and convenience.

On the basis of the analysis presented in this report and the implications presented above, it is concluded that there is a strong economic, planning, and community need supporting the proposed indoor sport and recreation uses at the subject site. The scale of these uses, as well as the location of the subject site, will provide an appropriate and necessary response to these local need conditions and support strong positive benefits for the community.

Disclaimers

Inherent Limitations

This report provides a summary of Think Economics research during the course of the work undertaken for Timon Pty Ltd under the terms of the engagement contract dated July 2025.

The services provided in connection with this engagement comprise a market research and advisory engagement, and consequently no opinions or conclusions intended to convey assurance have been expressed. Think Economics have indicated within this report the sources of the information provided. We have not sought to independently verify those sources unless otherwise noted within the report.

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