

# COMPANY PROFILE

## Winston Group

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### **Innovation and Performance Through Concept, Development, Delivery.**

Winston Group was established by Clinton Arentz et al in 1990 and has successfully completed over 75 separate transactions of commercial, residential and mixed-use projects, utilising cutting edge project structuring and funding solutions designed for risk mitigation and optimised project outcomes in SE Qld, Central Qld and the Northern Territory property markets.

Using in-depth local market knowledge, over 25 years of experience and an extensive network of industry contacts, Arentz has continually shifted focus to where he can maximise long-term opportunities on a risk weighted basis.

Winston Group established its business model on innovation and effective private capital investment, with a clear focus on efficient delivery and a meticulous eye for detail.

With a preparedness to travel and/or to relocate, opportunities, development management roles, and contract delivery roles are being actively sought now.

With a preparedness to travel nationally, internationally or interstate as required project opportunities, development management roles and contract delivery roles are being actively sought now, either as an independent contractor or through employment.

For over 20 years, Clinton Arentz has provided development management services for a range of commercial, industrial and residential projects, operating as both a development manager and project joint venture participant on a case by case basis with a wide range of investors and lending institutions in various joint venture and development management structures.



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Operating on the proven formula of sound investment principles, solid research and a collaborative approach, Clinton Arentz's Winston Group has continued to deliver innovative, functional and well received development projects through fluctuating market and economic cycles.

Following a successful and productive tenure in Mackay, Arentz is now actively seeking new opportunities elsewhere to employ his considerable development experience.

The delivery of the highly acclaimed Terminus Business Park in Paget during 2010/2012 set a new standard for commercial real estate in central Queensland and positioned Arentz's Winston Group as an industry leader in industrial development in the region, with the Queensland Master Builders Award for Construction Excellence and a host of quality tenants.

In 2013, Arentz started the first stage of Evo Business Centre, a high quality showroom and warehouse complex also in Paget with the development substantially leased or sold by late 2015. On the back of this performance, Arentz coordinated the acquisition of a strategic 10-hectare parcel of prime industrial land during 2014 for a local syndicate group.

Results which highlight the developer's impressive track record and showcase Arentz's extensive experience and dynamism in all facets of project delivery both as principal and for external client.

*'Although enjoying a range of interests, property development and project delivery is my passion.'* Clinton Arentz, Project Developer, Winston Group

During his time in Mackay, Clinton Arentz's passion for success led him to a short career in the ultra competitive no compromise world of Tarmac rallying in his Mitsubishi Evo 10 rally car between January 2011 – Dec 2014



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### **Widely Acclaimed. Multi Faceted. Single Focus.**

The Clinton Arentz-owned Winston Group is a multi-faceted property development company with proven experience in property investment, real estate development, refurbishment, development management and project co-ordination, and delivery.

Arentz has demonstrated his exceptional development management capabilities, with both Winston Group and other client projects, through active and continuous analysis of economic cycles, market forces and local factors, which allows for objective recognition of solutions that have the potential to outperform.

Corporate achievements have been acknowledged by numerous awards and distinctions from the Urban Development Institute of Australia (UDIA), Property Council of Australia, Business Review Weekly, Territory Construction Association (TCA) and Business QLD.

### **Project Portfolio Examples**

#### **The Cannery, Teneriffe**

The Cannery, an early landmark Teneriffe urban renewal project featured a 200 unit mixed use residential and home office complex comprising one, two or three bed apartments as well as loft apartments and home office units. The project also incorporated a number of fully refurbished and remodelled historic red brick warehouse apartments over one and two levels. The Cannery won the 1999 UDIA Award – “Best Large - Medium Density Development” award. This project was in joint venture with Macquarie Bank.

#### **Cherrywood Lodges, Bardon**

This award winning "eco" community of 12 spacious 3 bedroom attached homes is set amongst a pristine track of over 5,000 square metres of remnant Mt Cootha rainforest and was completed in 2001.

"We complement the developer for an environmentally responsible project as well as innovative and attractive use of the area." - Men of the Trees

"The driving force behind Cherrywood Lodges was Winston Group who worked with Nettleton Tribe architects to bring their vision into reality." - Courier Mail (2 June, 2001)

Cherry Lodges won the 2001 UDIA Award – “Best Small - Medium Density Development” award. This project was in joint venture with a local investor syndicate.

#### **Toowong Commercial Triangle, Toowong**



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The Toowong Commercial Triangle development, involved the refurbishment of the 6000m<sup>2</sup> Legal & General building into a range of new tenancies including the first Qld State Government I-Lab business incubator, and the new headquarters for Data #3 Limited. Part of the project also included the construction on a new three level office of 3300m<sup>2</sup> half of which was leased to Technology One Limited for its new head office. The final part was a joint venture with the Anglican Church to build a new conference and function facility adjoining and integrated into the 120 year old St. Thomas's Parish Church. This project won the UDIA's award for "Commercial Project Excellence" in 2000. This project was undertaken with IMA Limited.

### **82 Eagle Street, Brisbane**

In the early 2000's Arentz and IMA Limited acquired 82 Eagle Street in Brisbane, a building originally built for MLC and in need of major refurbishment. Clinton Arentz coordinated the refurbishment and repositioning project, which was subsequently sold to Trinity Funds Management as its foundation investment. Arentz subsequently identified a similar building in Smith Street Darwin, AANT House, which was ultimately also acquired by Trinity Funds Management.

### **Arnhemica, Office Building, Parap NT**

From inception to completion, in 2008/10, Clinton Arentz was responsible for creating a new 3 level 2,200m<sup>2</sup> office building in Parap, which is now leased to the NT Government (Dept of Lands & Planning head office) on a 15-year initial term. The project was Darwin's first 5 star green-rated office building under the NABERS scheme & was awarded the Territories Construction Awards for Excellence in 2010. This project was also undertaken with IMA Limited.

### **Terminus Business Park, Paget, Mackay**

Arentz's highly productive tenure in Mackay was highlighted by his delivery of the multi-stage mixed-use industrial complex of Terminus Business Park in Paget Mackay, in 2008-2012 period.

The complex comprises 21 various size industrial units, commercial office suites and a modern and well-equipped café. Also delivered within the complex was a full-scale medical centre for Sonic Healthcare and a licensed secured Firearms premises, both of which were also managed by Clinton as a separate turn-key projects including obtaining all approvals and internal fit-outs. Terminus also went on to be awarded the regional Qld Master Builders Awards for excellence in 2010.

### **Evo Business Centre, Paget, Mackay**



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2013 saw Clinton complete the first stage (5 units) of Evo Business Centre, a showroom and warehouse complex. The success of this project is reflected in the impressive outcome with the complex substantially leased or sold by late 2015.

In 2014 Arentz coordinated the acquisition of a strategic 10-hectare parcel of prime industrial land in the heart of Paget for a local syndicate group of investors, and managed the approval of a future multi stage sub-division.

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