

Credentials

For over 20 years, Clinton Arentz has provided development delivery services for a large number 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.

With a preparedness to travel and relocate as required, project delivery opportunities, development management roles and property workout roles are being actively sought now, either as an independent contractor or through direct employment.

Has operated under his own company banner Winston Group, as well as providing contract-based project services to development and construction companies, & investment clients.

Deep market knowledge and extensive contact base in Brisbane, Darwin, Central Queensland and Gold Coast markets from direct project delivery experience, start up to completion.

Arentz is a high-energy collaborative team player and has been married to Rhondda for 25 years, has no children, and currently resides at 48 Ian Wood Drive, Dolphin Heads, QLD.



Commercial Capabilities

With his multi-faceted skill set and capabilities, he is ideally credentialed for a wide range of major project and development services and has exhibited exceptional ability to perform in even the most challenging market conditions. Skills including:-

Acquisition & Project Initiation:

- Significant start up to completion experience across commercial, industrial & medium density residential new-build projects & refurbishments.
- Site acquisition & due diligence, project identification and feasibility assessments.
- Facilitating pre-commitment opportunities for design & construct premises.
- Strong negotiation skills with a great number of development site & building purchases, & numerous lease and sale transactions successfully concluded.
- Excellent industry network and broad contact base.
- Keen eye for emerging trends, niche opportunities and delivery detail.

Project Delivery:

- Particular experience in urban renewal, urban infill and project re-positioning.
- Coordinating all planning requirements, construction & project management roles.
- Acting as Superintendent for the construction contracts in his portfolio.
- Coordinating community consultation processes to successful outcomes as required.
- Establishing the framework for project marketing campaigns and leasing or sales programs, including the coordinating of external sales teams or by direct negotiation.
- Thorough working knowledge of the development & asset management process and is experienced in dealing with industry consultants such as lawyers, accountants, town planners, architects, engineers, quantity surveyors, marketeers and advertising groups, as well as construction companies and their project staff.
- Has worked closely with a range of leading banks, financiers, valuation groups, joint venture and syndicate groups, and managed those relationships.

Business Management:

- Proven working knowledge of project cash-flow & budget management, finance raising for projects as required and managing those banking relationships.
- Managing both the legal drafting of commercial lease & sale contracts, as well as joint venture structures & project agreements including construction contracts.
- Excellent communication skills for effectively liaising with and reporting to, key stakeholders and project participants at all levels of management.
- Confident and competent communicator both in live forums and press interviews.
- Excellent risk management and dispute mediation credentials.
- Capability in distressed project recovery and value adding under-utilised assets.
- Calm & experienced manager of large and small teams to deadlines and budgets.

Negotiation Capabilities

Examples of direct commercial lease negotiations concluded by Arentz include;

Anglican Church of Australia, Queensland State Government (State Development), Northern Territory Government (Dept of Lands & Planning), AeroGlass, AFS Pharmacies, Aspec Engineering, Australian Red Cross, Coffey Information Ltd, Colliers Inc., Crown Lifting Equipment, Data #3 Ltd, Downer EDI Ltd, Eickhoff Engineering GmbH, Fenner Dunlop plc, Jarvie Engineering, Jeminex Ltd, Kone Cranes, Mackay Aluminium & Glass, Meinhardt Group, Meng Tyre Group, Metso Minerals Aust Ltd, Moorvale Earthmoving, Parasol EMT Medical Recoveries, Runge Ltd, Schenck Process Ltd, Shooters Firearms, Sonic Health Care, Staples Ltd, Stellar Recruitment, Synergy Professional Accountants, Technology One Ltd, Tropical Safety, Tyco International and WGT Mining.

As many commercial investment sales have been directly concluded to high net worth individuals, SMSF's, listed property trusts, and syndication entities.

Arentz has also overseen the successful marketing of scores of inner city Brisbane medium density residential apartment projects & mixed used developments.

CLINTON ARENTZ

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Career Beginnings

- 1985 – 1987, Jones Lang LaSalle in Brisbane (as Sales & Leasing Negotiator) working on a range of industrial projects and also the extension and leasing of an earlier stage of Carindale Shopping Centre, with Suncorp Property Trust as client.
- 1987 – 1989, Dalgety Developments (as Qld Project Manager) co-ordinating the delivery of Kingsford Smith Corporate Park in Eagle Farm (now owned by City of Brisbane Investment Corporation) & 33 Park Road Milton.
- 1989 – 1991, CM Group headed by Don Cunnington & Tom McKerrell, (as Development Manager) part of the leasing and tenant relocation team for the major Australia Fair Shopping Centre upgrade in Southport.
- 1991, established in partnership, Winston Group, which became a boutique development company with primary focus on inner city development projects in locations like Teneriffe, New Farm, Bowen Hills, West End, Toowong, Milton, & Brisbane CBD. Many smaller “infill” projects were delivered in the heart of Brisbane’s urban renewal precinct at the emergence of urban renewal in Brisbane’s inner north.
- 1994, established residential rent-roll property management business in Given Terrace Paddington, QLD, building over time to 700 properties under management. Trained management staff as new recruits and facilitated staff buyout in 2000, business continues trading to this day as Position Property, same location.
- In its start-up phase Winston Group took a series of awards including Business Review Weekly’s Fastest Growing Company 1996, Business Queensland’s Company of the Year Special Distinctions on two occasions, and multiple UDIA & Property Council of Australia project awards.

Principal Development (trading as Winston Group)

(each of the following projects was identified & developed by Clinton Arentz)

- 1991 – 1995, (as Company Director), identified, purchased and developed or re-developed smaller urban renewal and in-fill projects in Ascot, Bowen Hills, East Brisbane, Geebung, Hendra, Milton, Kangaroo Point, Newstead, New Farm, St Lucia, Taringa, Teneriffe, Toowong, Spring Hill, South Brisbane, and West End.
- 1996 – received BRW Fastest Growing Company 1996 finalist award.
- 1996 – 1998, completed first new commercial office development, 5 Gardner Close, Milton, anchor tenant Meinhardt Engineering. JV with Multi Span Australia.
- 1997 – 1999, continued multiple residential urban renewal and in-fill projects throughout inner city Brisbane as well as similar apartment projects in Broadbeach, Isle of Capri, Kirra Beach, and Miami on Qld’s Gold Coast.
- 1998 – 2001, developed The Cannery, an early landmark Teneriffe urban renewal project featuring a three stage, 205 unit mixed-use residential & home-office complex comprising one, two or three bed apartments, loft apartments & retail. One stage

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incorporated 40 refurbished and remodelled historic red brick warehouse apartments over two levels. The Cannery won the 1999 UDIA Award – “Best Large - Medium Density Development” award. This project was in JV with Macquarie Bank - Sydney.

- 1999 – 2001, developed Cherrywood Lodges, Bardon, an award winning "eco" community of townhouses set near the Mt Cootha rainforest. Cherrywood Lodges won the 2001 UDIA Award – “Best Small - Medium Density Development” award.
- 2000 – 2002, Toowong Commercial Triangle re-development, being refurbishment of 6,000m² Legal & General building into a range of new commercial tenancies including Qld State Government I-Lab and Data #3 Limited HQ. Plus construction of new four level office building anchored by Technology One Limited. Also a JV with Anglican Church to build new conference and function facility adjoining and integrated into 120 year old St. Thomas’s Parish Church. This project won the UDIA’s award for “Commercial Project Excellence” in 2002. Undertaken with IMA Limited & was officially opened by then Archbishop of Brisbane, Peter Hollingworth.
- 2002 – 2004, 82 Eagle Street, Brisbane CBD, a 14 level commercial office building originally built for MLC and in need of major refurbishment. Acquired, refurbished, repositioned and re-leased the project, then subsequently sold to Trinity Funds Management as its foundation investment. JV with IMA Limited.
- 2005, Arentz subsequently identified a similar building in Smith Street, Darwin, AANT House, which was also acquired by Arentz on behalf of Trinity Funds Management.
- 2008 – 2010, Arentz was responsible for creating from inception to completion a new 3 level office building in Parap, then leased it to the NT Government (Dept of Lands & Planning) on a 15-year initial term. The project is Darwin's first 5 star green-rated office building (NABERS) & was awarded the Territory Construction Assoc. Award for Excellence in 2010. This project was also undertaken with IMA Limited.
- 2009 – 2012, three-stage mixed-use business complex, Terminus Business Park, Paget, Central Queensland. Complex comprises 21 business units, commercial office suites, café & retail. 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 as separate turn-key fitted out projects. Terminus received the regional Queensland Master Builders Awards for Project Excellence in 2010.
- 2013 – 2015, Evo Business Centre, a showroom, office & warehouse complex. The success of this project is reflected in the impressive outcome with the complex fully leased/sold by late 2015 to a range of quality tenants.
- 2016 – Looking for new opportunities for creative development excellence with like-minded organisation.
- Further information can be viewed at <http://winston.com.au/>

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