



Salisbury.  
The destination  
to do **business**





# Salisbury, the ideal business base.

Located 15 kilometres north of the Adelaide CBD, and as the fourth largest economy in the State, the City of Salisbury is the ideal place to do business.

We are a progressive, proactive and pro-business city that offers more than just a great place to do business, we also offer a great lifestyle.

With more than 7,200 businesses calling Salisbury home including a host of international firms and flourishing entrepreneurs, it is a place where businesses succeed.

Our Council actively supports business to invest and grow. We offer affordable commercial land, excellent transportation infrastructure and networks, a highly skilled workforce and access to world leading research facilities.

Salisbury is the ideal base for any businesses looking to establish a presence in South Australia.

**Mayor Gillian Aldridge, OAM**





# Our economy is strong and our future is exciting

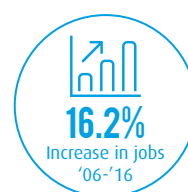
As the home to South Australia's defence industry, we are at the centre of Australia's multi-billion defence program. We're a hub for national and international food processing companies, meeting growing international demand for Australian goods, advanced manufacturing, transport and logistics, and knowledge-intensive services. And we are home to world leading research facilities, driving innovation and commercialisation across sectors including manufacturing, energy, health, mineral processing and clean technologies.

Adelaide's northern suburbs also offer an enviable lifestyle.

With plenty of open space, a wide choice of high quality housing, leading education facilities, great shopping and world class recreational amenities, our city provides a great place to live, work and play.

Salisbury provides a strategic base for businesses needing fast and efficient access to local and international markets. A billion dollar investment in infrastructure, including the Northern Connector, will further enhance the logistic advantages Salisbury offers through road, rail, sea and air networks.

## Salisbury. At the centre of South Australia's economy.



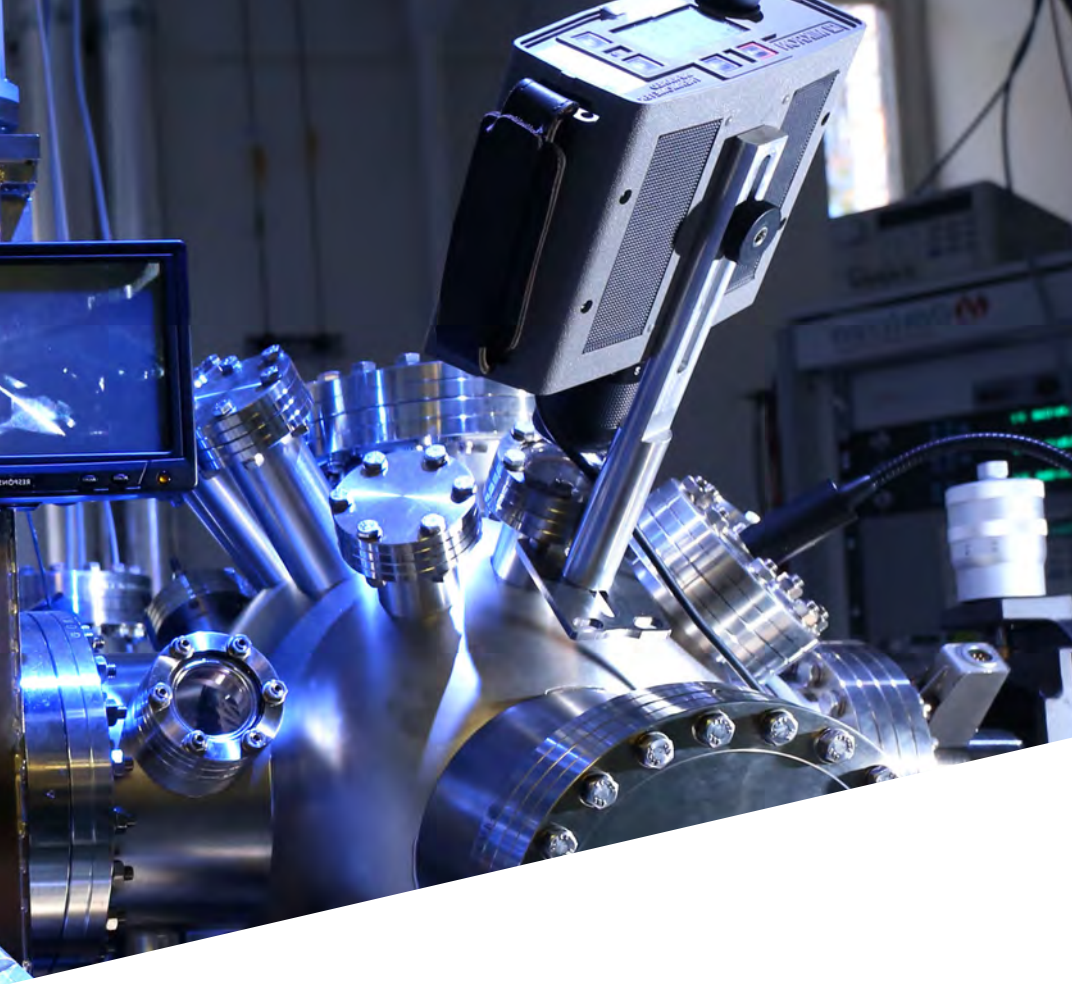


Main image courtesy of Department of Defence - Defence Science & Technology Group

# A sense of progress

Salisbury is a city that is growing in output and stature. Population growth sits alongside industry expansion, and both are underpinned by the continuing growth of our knowledge and skill base.





## BAE SYSTEMS

“At BAE Systems Australia, our advanced defence technology protects people and national security, and keeps critical information and infrastructure secure.

For 65 years we have searched for new ways to provide our customers in Australia with a competitive edge across the air, maritime, land and cyber domains. We’re proud to have our headquarters in a major defence and technology precinct within the City of Salisbury.”

Gabby Costigan  
Chief Executive  
BAE Systems Australia

### Population Growth

With over 140,000 residents Salisbury is one of the more populous local government areas in South Australia. It’s also among the youngest, with the median age four years younger than the Adelaide average. With a diverse cultural mix, growth has been driven by popularity with overseas migrants and its affordability for first home buyers, families and investors. All of this represents opportunities for local businesses. More people, more skilled workers and more demand for housing, goods and services.

### A Progressive Approach to Urban Sustainability

The City of Salisbury is committed to an ongoing strategy of sustainability that supports a thriving and progressive business sector. We can support business sustainability through the Salisbury water program, and the Building Upgrade Finance.

### A Skilled Workforce

With over 4,000 students studying at The University of South Australia’s Mawson Lakes campus and the Salisbury TAFE (Technical and Further Education) campus, Salisbury is able to offer local businesses a highly skilled and diverse workforce with an above average rate of trade qualifications. The proportion of residents with a university or post-graduate qualification is rising rapidly, supporting the growth of firms working in knowledge intensive industries.

### Future Investment

With approximately \$3 billion of investment currently underway or proposed within the City of Salisbury, the future of the region is strong. Current projects include more than \$1 billion into the Edinburgh Defence Base to accommodate future program needs, Parafield Airport commercial developments, and private investments as businesses grow.



# Location snapshot

Salisbury has all the elements in place to provide a bright future for your business.





## Mawson Lakes and Technology Park

Mawson Lakes and Technology Park combine a vibrant world class business centre with great lifestyle and amenities. Adjacent to UniSA's expertise and research facilities, the location is ideal for entrepreneurial startups and globally focussed knowledge intensive businesses. Internationally focussed firms such as Codan, Ellex, Topcon, Sarstedt, Speedcast, Lockheed Martin, Raytheon and Saab Australia are based in the precinct.

## Vicinity Industrial Base

The Vicinity Industrial Base caters to businesses of all sizes. Its location just 10km from Adelaide's inner-north industrial areas has made it the newest and fastest growing industrial estate in Adelaide. Vicinity offers outstanding access to the Northern Expressway and Northern Connector. The precinct is home to national businesses such as Nick Scali, Cahill Transport, Hobson Engineering, Toll, Stevens Group, Lindsay Transport and Rand Refrigeration Logistics.

## Edinburgh Parks

Edinburgh Parks is Adelaide's largest modern industrial estate. Its ample land, excellent infrastructure and proximity to transport routes make it a favourite for businesses

involved in manufacturing, defence, warehousing, transport and logistics. Edinburgh Parks is home to organisations such as Coles, BAE Systems (Australian Headquarters), Inghams, Your DC, Haulmark Trailers, VeroGuard Systems, SA Structural, DSTG and Edinburgh Defence Base.

## Pooraka

Pooraka is home to South Australia's main wholesale fruit and vegetable market. The market, excellent transport infrastructure and centrality to a large workforce has made it a favourite for food processing, manufacturing, logistics, wholesaling, and logistics firms. Businesses such as Auscold Logistics, Goodman, General Dynamics Land Systems Australia, Sigma Healthcare Distribution Centre, Huthamaki, Nocelle Foods, Stegbar and Lifestyle Bakery are based in Pooraka.

## Salisbury South

The versatility of Salisbury South as an industrial precinct is demonstrated by its diverse industry mix - including construction, food manufacturing, pharmaceuticals and logistics. The precinct is renowned for its iconic businesses, such as Bickford's, RM Williams, Mayne Pharma, Lion, Michells and Coca Cola Amatil. Surrounded by a skilled labour force, Salisbury South offers great value in a tightly held location.

## YourDC

"YourDC is South Australia's only Rated 3 data centre. We secure our customers' businesses and keep them operating 24/7 through all manner of events. YourDC chose to locate in the City of Salisbury because of the infrastructure here - plenty and affordable power as well as all the telco fibre running straight past our data centre.

Since moving here we have been shocked by the level of support we have received from the Salisbury Council. They listen to anything we ask and they get things done with lightning speed. Their level of service is first rate by private sector standards. Even the Mayor and Elected Members took on a pilot building upgrade scheme so we could put large scale solar generation on our roof. Our experience in Salisbury has been nothing but positive."

Scott Hicks  
CEO  
YourDC

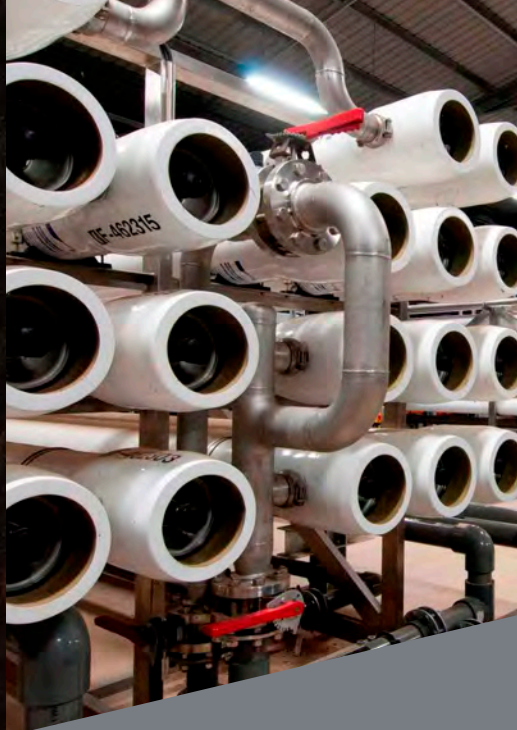




# The Salisbury advantage

Salisbury is a progressive, proactive and pro-business city. There are many advantages for working and investing in Salisbury.





## OSMOFLO

"Salisbury is recognised around the world as a pioneer in stormwater capture and re-use, and we are delighted to call this city home.

Our Burton headquarters facility accommodates up to 160 staff in engineering, project management, operations, administration and sales. Today it is the largest facility in the southern hemisphere dedicated to the design and fabrication of reverse osmosis desalination equipment, and to align ourselves with The City of Salisbury's sustainability vision it is now fully covered by solar panels which are generating the majority of the energy required by our fabrication activities. It also includes a full test rig for completed modules and Osmoflo's innovation centre, The Edge, dedicated to the discovery and development of new water treatment solutions."

Emmanuel Gayan  
CEO & Managing Director  
Osmoflo

### Major Corporate Presence

It's no coincidence that some of Australia's most recognised and valuable brands call Salisbury home. Renowned names include Bickfords, Inghams, Lion, Mayne Pharma, Codan, Ellex, Liebherr, BAE Systems, SAAB Australia, Lockheed Martin, RM Williams, Golden North and Osmoflo are part of the strong local business community.

### Industry Strengths

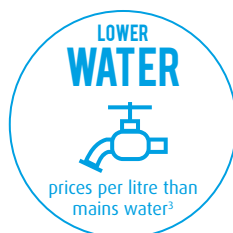
Salisbury has actively supported the clustering of industry by bringing together companies that share common markets, workforce skill requirements and technologies.

As South Australia's major industrial

and economic base, Salisbury is home to South Australia's defence industry and a hub for other key industry sectors including logistics, food, advanced manufacturing, transport and water technologies.

### Sustained Growth

Despite its success, Salisbury remains an affordable place to do business. Salisbury offers some of the most attractively priced and well serviced industrial land in Australia. Council rates for business are amongst the lowest in the State and a competitive local labour market makes finding skilled staff highly achievable.



<sup>1</sup> Average prime rent is \$68/m<sup>2</sup> net, competitively positioned against metropolitan Adelaide - source Knight Frank: February 2019.

<sup>2</sup> Average cost of land less than 5000m<sup>2</sup> is \$80/m<sup>2</sup> net, cheaper than metropolitan Adelaide - source Knight Frank: February 2019.

<sup>3</sup> Use of City of Salisbury's recycled water provides a significant cost saving over mains water - Salisbury Water 2018.





# Industry Overview

## Food and Beverage

South Australia is home to a vibrant food industry, producing a wide variety of high quality fruits, vegetables, grains, meats and seafood. Salisbury is the location of choice for a significant and growing proportion of food industry businesses because of the many advantages it offers.

The South Australian Produce Market, based in the suburb of Pooraka, is South Australia's primary commercial wholesale market, trading over 250,000 tonnes of fresh produce each year at an estimated value of \$550 million. This fresh food mecca is complemented a major cold storage facilities, the Coles' Regional Distribution Centre and the nearby Woolworths distribution facility.

Household names such as Inghams, Bickfords, Coca-Cola Amatil, Lion, Obela, Viterra, Holco and Sunfresh Salads have

chosen Salisbury as their base because it has all the right elements in place.

## Transport and Logistics

The City of Salisbury has long been a location of choice for transport and logistics firms in South Australia. The strong industry base, excellent warehousing options, crucial transport infrastructure and affordability support an efficient and seamless freight system.

With multiple arterial routes, the area offers quick access to Port Adelaide, airports, intermodal terminals and distribution centres.

Unmatched direct connections to the National Highway and to the Northern Connector (a non-stop motorway connecting the already completed Northern Expressway and South Road Superway links), provide an unimpeded

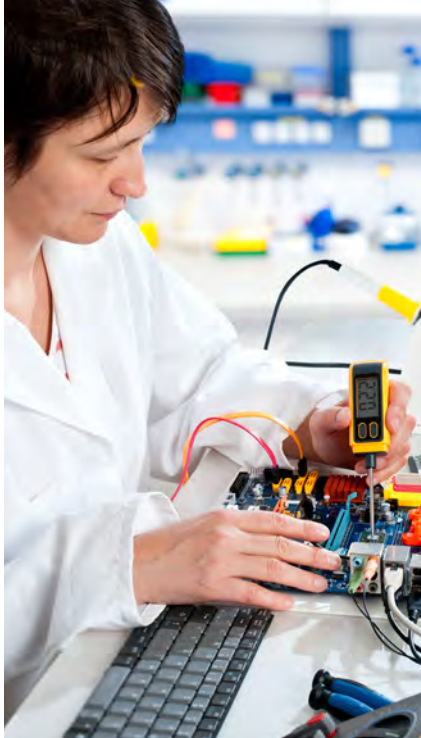
journey from Gawler to Regency Park. The City of Salisbury as the central point for transporting products throughout South Australia.

## Advanced Manufacturing

Many sophisticated globally oriented manufacturers are located in Salisbury. Defence contractors, medical suppliers, food processors and a host of firms in other sectors have chosen Salisbury because of its affordable industrial land, skilled local labour force, excellent logistics and proximity to advanced research.

Major international firms such as Codan, Ellex, Mayne Pharma, Osmoflo, Bickford's Australia, BAE Systems, Brabham Automotive and RM Williams sit side by side with smaller manufacturers providing a mix of high value products and more traditional manufactured goods.





## Knowledge intensive

Knowledge is a key success factor in today's business world. In the City of Salisbury knowledge intensive services are at the heart of transforming the existing economic base and creating new opportunities through innovation.

A host of companies including TopCon, Osmoflo, Saab Australia, Hardi Australia and Lockheed Martin have chosen to locate elements of their global research and development functions here.

The Defence Science Technology Group and the University of South Australia (UniSA) have long been generators of intellectual capital within the region, with UniSA's Mawson Lakes campus renowned for its work with industry in the areas of IT, engineering, environment, science, manufacturing and mathematics.

## Defence

South Australia, as Australia's defence state, is home to a significant cluster of world-class businesses delivering many of the country's largest and most complex projects. Major defence companies across the aerospace, land, systems and maritime domains have their headquarters or significant operations in the state, with Salisbury being home to many of them.

The City of Salisbury as the high-technology centre of the Australian defence industry and home to a large concentration of defence companies including Saab Australia Pty Ltd, BAE Systems, Lockheed Martin, Northrop Grumman, Raytheon, General Dynamics Land Systems Australia, Silentium Defence, Solinnov and the RAAF Base Edinburgh, is well positioned to support future industry growth and companies looking to enter the state.

## Space

South Australia has an active civil and defence space community of industry, universities, research centres, and government. The State holds an important position in the Australian aerospace industry, particularly with respect to R&D, and as a key location for supply companies in high-tech industries.

As home to Airbus Defence, Nova Systems, SITAEL, Speedcast, Your DC, Lockheed Martin, Boeing, and BAE Systems, the City of Salisbury is well positioned at the centre of South Australia's space and space related industry. It is a prime location for companies looking to establish in the state.



"We had a choice to move our production operations to either the north or south of the Adelaide business district. We chose Salisbury in the north, because the Council there has been exceptional to deal with in terms of planning approvals.

Continuing support from the City of Salisbury enables Bickfords Australia to further grow our business in this region. As world-class beverage manufacturers, we have been part of South Australia's heritage since 1839."

Angelo Kotses  
Managing Director  
Bickfords



# A sense of cooperation

We are a strong and optimistic community in which our business sector plays a key role. Salisbury Council understands this, and has been committed over many years to supporting industry, development and investment, and working with other levels in Government to promote the interests of businesses.

## Practical Support for Business

Council's Economic Development team, based at the Polaris Business and Innovation Centre, supports economic growth by providing practical advice and information to investors and delivering programs that improve business performance.

The Polaris Centre delivers group programs as well as intensive one-on-one sessions designed to provide business owners with the skills and knowledge they need to succeed.

## Building Upgrade Finance

The City of Salisbury was the first Council in South Australia to sign into an agreement with a company, Your DC, to benefit from the South Australian Government's Building Upgrade initiative.

Commercial building owners in the City of Salisbury can access private finance for building upgrades through this initiative, which is an innovative way to finance an environmental upgrade for a building that is at least two years old. It allows building owners to access

longer-term fixed-interest finance, as well as share the costs and benefits of the upgrade with their tenants.

As part of this finance, a contract known as a building upgrade agreement (BUA) is entered into by the building owner, the lender and the City of Salisbury. Under this contract, the lender advances funds to the building owner to complete the upgrade works and the loan is repaid through the City's existing rates collection process, as a building upgrade charge.





## Finding Talent

Strong relationships with local employment agencies and education providers and an intimate understanding of the local labour market means the Polaris Centre can help you source your labour needs.

## Business Introductions

By using its network of over 7,200 local businesses, as well as State, Federal and local government contacts, the Economic Development team can facilitate introductions between potential customers, suppliers and stakeholders to expedite the process of doing business in Salisbury.

## Site Selection and Development

The team is able to apply its knowledge of the local property market, including zoning, contact with land owners, developers, agents and government bodies to assist with site selection and navigate the process of development.

## Fast-Track Development

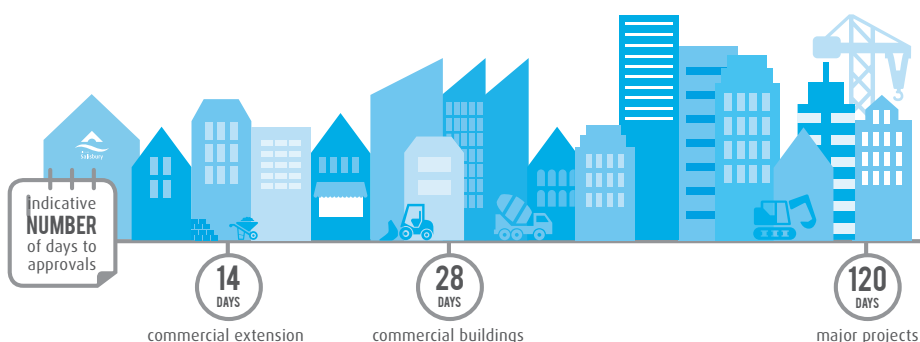
Boasting one of the most capable and efficient planning and development teams in Australia, our approvals for most commercial extensions are granted within 14 days, commercial buildings within 28 days, and major projects within 4 months.



University of  
South Australia

“We connect students, partners and researchers and align the most up-to-date industry knowledge with the ambition to learn through experience. We do this from a unique location adjacent to Technology Park at Mawson Lakes, a vibrant nexus of world renowned high-tech organisations.”

Professor Simon Beecham  
Pro Vice Chancellor:  
Information Technology,  
Engineering and the Environment  
University of South Australia







# A sense of community

With plenty of open space, a wide choice of high quality housing, leading education facilities, great shopping and world class recreational amenities, the City of Salisbury is a great place to live, work and play. Salisbury is part of the 10th most liveable city in the world as ranked by the Economist Intelligence Unit (2018).



## World class research

Based at the Mawson Lakes Campus the University of South Australia's Division of IT, Engineering and the Environment is home to several international research institutes and research centres.

The **School of Engineering** has a long standing commitment to outcomes based research which it conducts through the Barbara Hardy Institute, the Research Node for Low Carbon Living, the Defence and Systems Institute, the Agricultural Machinery Research and Design Centre and the Laser Physics and Photonics Devices Laboratory.



## Transport

The City of Salisbury is well serviced by road, rail and bus connectivity. It is home to two major bus and rail interchange at Salisbury and Mawson Lakes, which service the greater region and connect to the Adelaide CBD.

With multiple arterial routes, the area offers quick access to Port Adelaide, the Adelaide CBD, airports, intermodal terminals and distribution centres, and direct connections to the National Highway and to the soon to be completed Northern Connector (a non-stop motorway connecting the already completed Northern Expressway and South Road Superway links), the City of Salisbury is easily accessible from north, south, east and west.

## Shopping Precincts

The City of Salisbury is well serviced by a variety of shopping precincts to support the residents and workers in the region. This includes Salisbury City Centre, Ingle Farm Shopping Centre, Hollywood Plaza, Mawson Central and Saints Road. Nearby are the Gepps Cross Home Maker Centre, Westfield Tea Tree Plaza and Elizabeth Shopping Centre.

## Housing

The City of Salisbury has a diverse range of housing including apartment living, townhouses, traditional housing and semi-rural housing options, at a variety of price points, to rent or purchase.

## Play

The City of Salisbury offers hundreds of kilometres of walking trails, numerous of parks and reserves, wetlands, an aquatic centre, sporting clubs, libraries, community centres and arts facilities, providing a wealth of ways for residents and visitors to enjoy their leisure time.

## Education

Aside from the University of South Australia - Mawson Lakes Campus and TAFE SA - Salisbury Campus, the City of Salisbury has a mixture of public and private schools including; 29 pre-schools, 30 primary schools, eight secondary schools, and two R-12 schools.

Salisbury also has 29 pre-schools, 30 primary schools, eight secondary schools, and two R-12 schools.

Centre, the Centre for Industrial and Applied Mathematics, the Institute for Telecommunications Research (ITR) and the Phenomics and Bioinformatics Research Centre.

The **School of Natural and Built Environments** is a leading provider of education and research aimed at improving environmental and socio-economic sustainability with strengths in natural and built environment education, environmental stewardship, smart and healthy communities and water and natural resources.



# SAAB

“The decision to locate the company in the Salisbury area over 30 years ago was an easy one given the presence of other major defence contractors as well as defence agencies such as DST Group. It provided excellent access to a skilled workforce and gave our staff a relaxed working environment with plenty of opportunities for growth. In 2002, we opened our advanced technology facility in the area and we have since grown our local workforce to over 350 people. We look forward to continuing our strong relationship with the Salisbury area.”

Andy Keough  
Managing Director  
Saab Australia

## facilities

**Future Industries Institute** UniSA's new multi-million dollar Future Industries Institute (FII) focuses on building knowledge and capacity in core future industries, which are high value, knowledge intensive alternatives underpinned by unique skill bases and technology solutions.

The **School of Information Technology & Mathematical Sciences** is the State's largest information and communications technology provider, and is home to several research centres including the Advanced Computing Research



# A sense of opportunity

Salisbury is a place of energy and opportunity, with several key developments providing opportunity for business right now:

## Salisbury City Centre

The City of Salisbury has developed a road map for creating a revitalised City Centre. This involves exciting investment opportunities which the council is committed to facilitating, which includes developing a \$43 million Community Hub.

 [www.salisburycitycentre.com.au](http://www.salisburycitycentre.com.au)

## Parafield Airport

Parafield Airport offers many retail and industrial development opportunities. With over 100 hectares of developable land and aligned with major arterial roads. Parafield is in the heart of the northern metropolitan area and well placed to service the north of Adelaide. Home to over 50 businesses and soon to be home to Adelaide's newest retail precinct which will feature over 60 Outlet tenancies.

 [www.parafieldairport.com.au](http://www.parafieldairport.com.au)

## South Australian Produce Market Food Precinct Expansion

Expressions of interest are being called from a broad range of SA's iconic and developing food growers, wholesalers, processors and exporters to be part of an exciting new master planned food precinct. Set in a prime location, if you process and wholesale meat, baked goods, ready meals and fresh produce this could be your strategic developed factory outlet food experience. Areas available for lease are from 80m<sup>2</sup> to 5,000m<sup>2</sup>.

 [www.saproducemarket.com.au/food-precinct-expansion](http://www.saproducemarket.com.au/food-precinct-expansion)





# Things you didn't know

Local industry is packed full of surprises. Businesses in Salisbury have far reaching capacities beyond what most realise.



Every year the **City of Salisbury** captures and re-uses enough stormwater to fill

# 1,200

**OLYMPIC-SIZED SWIMMING POOLS**



**BAE Systems'** \$10 million advanced manufacturing facility at Edinburgh Parks provides titanium parts for the global F-35 Lightning II program. It houses a new machining capability in Australia that is only the second of its kind in the world. The machine tool produces components that form part of the vertical tails for Joint Strike Fighter aircraft.

## GLOBAL COVERAGE

**SpeedCast** is a leading global network and satellite communications service provider offering high-quality managed networks services in over 90 countries; and a global maritime network serving customers worldwide. With 33 international sales & support offices and 31 teleport operations, and over 5,000 links on land and at sea, SpeedCast supports mission critical applications. SpeedCast is publicly listed on the Australian Stock Exchange.



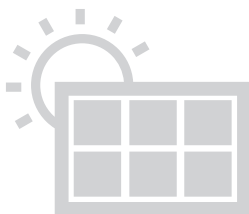
**Parafield Airport** is South Australia's premier general aviation airport and is a major world standard international training airport.



Local manufacturer **R.M. Williams** was the uniform sponsor for the Gold Coast Commonwealth Games.



Salisbury is home to 12 **ASX listed firms** including Speedcast, Boral, Coles, Coca Cola Amital, Codan, Mayne Pharma, Elex, Sigma Healthcare, PMP, Inghams, Nick Scali Furniture & Iron Mountain.



The City of Salisbury is home to **Tindo Solar**, Australia's only manufacturer of solar panels. Tindo is the word used for Sun by the Kaurna people, indigenous to the Adelaide Plains where Tindo Solar's plant is situated.

More than

# 250,000

tonnes of produce worth

# \$550 MILLION

is traded each year at the **Adelaide Produce Market**.



## Gilbert's

"Our move 20 years ago allowed our business to grow and operate more efficiently and also offered our customers a better location to facilitate their freight requirements with quicker turnaround times and onsite cold storage facilities. Key things we like are direct access to freight routes, nearby customers such as those in the fresh food sector at the South Australia Produce Market and the meat wholesalers means shorter delivery and pick-up times. With the majority of the truck maintenance centres Kenworth, Mack, Cummins and Caterpillar being within 10 minutes we know we've got quick access to local services and less down time."

Peter Gilbert  
Managing Director  
Gilbert's Transport Service



# Sense the future

New thinking will underpin Australia's future success.

In Salisbury new thinking is being applied to the transformation of individual firms and whole industry sectors. It's at the core of our entrepreneurial community, identifying opportunities and developing new businesses. It exists within our institutions as researchers work at the cutting edge of knowledge and apply that to industry needs.

## In a competitive environment, maintaining the status quo isn't an option.

The City of Salisbury is committed to providing the right environment for business to thrive.

### In Salisbury, new thinking has:

- Underpinned product development and market expansion of the food processing sector;
- Focussed on the development of the local workforce to create more competitive firms;
- Kept business costs low through the provision of low cost water and below average Council rates;
- Delivered comprehensive business support at the Polaris Centre to grow a new generation of thriving businesses;
- Developed superior R&D facilities supporting defence contractors, natural resources companies, fabricators and food processors to access new markets;
- Improved transport infrastructure to build on Salisbury's reputation for its excellent warehousing options and seamless freight system.



Join the next phase of  
South Australia's future.



# Salisbury business community



# It makes sense to act now.

Sector specific business information is available on our website for:

- Food and Beverage Processing
- Knowledge Intensive
- Manufacturing
- Mining Services and Supplier
- Logistics
- Community Services
- Defence Industry
- Health
- Space



download your  
BUSINESS CASE

| [www.investsalisbury.com.au](http://www.investsalisbury.com.au)

Developed in partnership with industry they clearly articulate the advantages of doing business in Salisbury and include:

- Facts on sector strengths
- Local businesses views on the benefits of doing business in Salisbury
- List of local businesses and suppliers
- Maps of relevant infrastructure

Visit our website or call the Economic Development Team today to discuss your business requirements.

 [www.investsalisbury.com.au](http://www.investsalisbury.com.au)

 +61 8 8260 8205

 [invest@salisbury.sa.gov.au](mailto:invest@salisbury.sa.gov.au)



**For further information please contact:**

City of Salisbury, Innovation House East, Park Way, Technology Park, Mawson Lakes 5095 | PO Box 8, Salisbury, SA 5108