

29 September 2021

Suzie Bulka  
Shire of Cocos Keeling Islands  
PO BOX 1094  
Cocos Keeling Islands WA 6799

Dear Suzie,

**PROPOSAL TO LEASE LAND HELD IN TRUST UNDER THE LAND TRUST 1984 - PART  
LOT 18 HOME ISLAND RETAIL CENTRE -TENANCY SHOP 1 COCOS ASIAN IMPORTS**

**SUMMARY**

Cocos Asian Imports wish to enter into a new lease with the Shire of Cocos (Keeling) Islands for the above mentioned premises.

**SITE & LOCATION**

For Part Lot 18 Home Island Retail Centre Tenancy 1 commonly known as Cocos Asian Imports. Refer to attachment for site map.

**TERM OF LEASE**

Cocos Asian Imports wish to lease this property for a period of 5 years with an option of a further 5 years.

**SITE PLANS**

We do not anticipate to make any modifications to the premises at this current stage. We will inform the Shire if this changes.

**WASTE MANAGEMENT**

Most of the packaging from our products are cardboard boxes. These are disposed in line with the Shire recommendations. We also provide and reuse the boxes for customers as an alternative to shopping bags.

**ECONOMIC AND SOCIAL OUTCOMES**

At the moment I manage and run the business with my husband on a daily basis. When I have to be away off island I ensure local staff is employed. We also employ locals to assist with offloading new containers upon arrival on Cocos. Our customers are satisfied with the variety of products that are imported from Malaysia. We always assist our customers to import products that are in the current market.

## **OUTCOME BASED MILESTONES TO INCLUDE IN THE LEASE**

Not applicable at this current time.

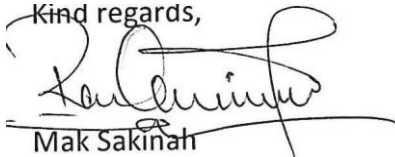
## **MARKET VALUATION**

We acknowledge that the Shire uses the market value as determined by an independent register valuer to determine the lease fee. We have been informed the rent is \$6,250.00 per annum. Whilst we appreciate the upgrade to the building, we are only a small business that relies heavily on sales by the Community. With the increase in rent, it is unfortunate for us to increase the prices of our product which would influence our sales.

We are seeking the Shire's assistance to consider reducing the rent to \$4,900.00 and am happy to negotiate if this is granted.

Thank you for your assistance and if you have any queries please do not hesitate to contact our office on 9162 7538.

Kind regards,



Mak Sakinah