



CANBERRA GIRLS  
GRAMMAR SCHOOL

21 May 2018

Andrew Graham  
CEO  
EPM Projects Pty Ltd  
Level 2, 146 Arthur Street  
North Sydney NSW 2060

Dear Andrew,

EPM Master Planning Management Services

You have asked that I write to you about our experience of the service that EPM has provided in planning and managing our new 10-year property master plan, so that you might use this in seeking new business. I am very happy to do so.

You will recall that I contacted you in late 2016 after I attended your presentation to the 2016 ABSA conference in Canberra about master planning. At that time I explained that we were seeking a new 10-year master plan and that we were unsure about how to proceed. You explained a process that was logical and consultative and in mid-2017 our board endorsed your proposed process.

The process that you proposed stressed the importance of thoroughly researching all the constraints to development so that the master plan is robust and reliable. You also emphasised the importance of targeted consultation of key stakeholders and a good quality master plan brief. You also introduced us to and managed a design competition as the process to select the master plan architect. This yielded the kinds of innovative thinking and ideas that you indicated it would and was extremely worthwhile in assisting us to decide our requirements.

I have found your team to be proactive, methodical, communicative, and professional. You have managed a process that is carefully considered, clearly based on experience and thorough. You have also kept us informed and followed through at all stages.

As we near final steps in the process and look forward to the completed master plan, it is without hesitation that I commend EPM for the work you have done to this point. It is my genuine pleasure to write to you for the reasons you have requested. I would be more than happy to be contacted by your prospective clients to discuss our experience further.

  
Matt O'Brien

**Chief Operating Officer**

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