

The following companies proudly support
Fred and Leanne Spinks
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Offshore Noosa Resort



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offshore noosa resort

SUCCESS FOR PASSIONATE NOOSA LOCALS

When first-time management rights owners Fred and Leanne Spinks took over Noosa Offshore Resort on Queensland's Sunshine Coast in July 2007, they didn't have time for newcomer nerves.

"In our first month we really had to hit the ground running," Fred explains. "An occupancy rate just shy of 97 per cent meant there was no time to ponder. It was sink or swim."

"Thankfully we rose to the surface and swam. It is only recently, with a quieter month in February, that we have been able to actually catch our breath."

Hectic in may have been, but Fred and Leanne couldn't be happier with their move into management rights in their beloved Noosa. They may be new to tourism, but they are no strangers to this beautiful location.

"We have lived and worked in this area for 15 years. We are both passionate about Noosa and, in particular, the Gympie Terrace and Noosaville area."

When the Spinks first moved to Noosa from the Gold Coast, the Gympie Terrace area was quite degraded. Fred, who had worked in local government for more than 30 years, became heavily involved in the restoration of the Gympie Terrace foreshore, a transformation that was a catalyst to the resurgence of the river precinct.

Meanwhile, Leanne's 18-year background in the retirement living industry provided experience that would be of great value in their new venture into tourism accommodation. For the previous 10 years, she had been both Estate Manager and Sales and Marketing Manager at a 221-unit local retirement

community housing 270 residents.

"Our first introduction to management rights was via a meeting with Glenn Millar of Resort Brokers Australia," Leanne said. "From day one, Glenn was able to help with our every query, very quick to respond to our every need and liaise on our behalf if required."

"He was extremely helpful and diligent through every stage of our purchase, and we particularly appreciate his recommendations of professional consultants with specialist management rights experience in the fields of finance, accounting and legals."

Fred and Leanne Spinks were full of praise for their professional consultants too – accountants McAdam Siemon Pty Ltd, who handled due diligence, and solicitor Michael Sobey of Sykes Pearson & Miller Lawyer.

"Financial assistance was provided by National Australia Bank and we must acknowledge the expert assistance of our local banker Phil Jensen."



Now that their first busy traditional Christmas – New Year peak season is behind them, the Spinks have a little more time to really put their stamp on Offshore Noosa Resort.

"We are busying ourselves putting our own personal touches to Offshore," Fred said. "We have enjoyed the challenge of taking the marketing of the property to a new level, and our success has

been reflected at the end of each month.

"Each month has seen Offshore Noosa's occupancy rate reach new heights."

Congratulations to all who have contributed to this success story.