

# GARDIAN COMMERCIAL BULLETIN

A REGULAR NEWSLETTER FROM THE GARDIAN COMMERCIAL TEAM



## The Gardian Commercial Team



Mark Kelly  
Head Of Commercial



Chris Bonanno  
Senior Sales &  
Leasing Agent



Cecelia Reed  
Senior Asset Manager/  
Sales Agent



Greg Smith  
Sales Agent



Kylie Darko  
Commercial  
Administrator



Stacey Alderman  
Operations Manager/Marketing



Andrew Collins  
Sales/Relations  
Manager



Kate Radel  
Administrator

# HAPPY NEW YEAR 2026

Welcome to our first commercial bulletin of 2026!

As we welcome the New Year, it's the perfect moment to pause, reflect, and say thank you. The past year brought its share of challenges and opportunities, and we are incredibly grateful to have shared it with such a supportive and valued community. Your trust, collaboration, and continued support have been the foundation of everything we do. Looking ahead, the New Year brings fresh possibilities, renewed energy, and exciting plans. We are stepping into the months ahead with optimism and a clear focus on growth, innovation, and delivering even greater value. This year is all about strengthening relationships, embracing new ideas, and continuing to raise the bar in how we serve you.

From all of us, we wish you a Happy New Year filled with success, good health, and new opportunities. We look forward to working alongside you in Commercial Real Estate Sales & Leasing in Mackay throughout the year ahead and making it another memorable one together.

Finance | Insurance | Financial Planning | Real Estate Sales | Property Management | Commercial Sales & Leasing

## New Building news:

We are excited to share that we will soon be moving into a new building, marking an important next chapter for our business. This move represents growth, momentum, and our continued commitment to creating a space that better supports our team and the clients we work with every day.

Our new location has been thoughtfully chosen to reflect who we are and where we are headed. With improved facilities, a fresh environment, and room to grow, the new building will allow us to work more collaboratively and deliver an even better experience for those who visit and work with us. While we put the finishing touches in place, we are looking forward to welcoming you into our new space very soon. Keep an eye out for updates we cannot wait to open the doors and share this exciting milestone with you.



**"The Golden Rule for  
Every Business is this:  
Put Yourself in your  
Customer's Place."**

# PROFESSIONAL PERSPECTIVE



Jason Sharam

## Resource Innovation and Partnerships Manager

### **Harnessing Solar Power: The Smart Business Strategy for On-Grid and Off-Grid Success**

Renewable energy is no longer a niche concept; it's a strategic choice that can directly impact a business's financial health, operational resilience, and market standing.

I know this from extensive, hands-on experience as a trade-qualified electrician and solar specialist.

For over seven years, my co-owned and operated company, Linked Group Services, ran its Mackay facility completely off grid, powered 100% by a robust solar and battery storage system with a LPG Gas fired Backup Microturbine..

As a specialist in this field, it was essential to demonstrate our conviction in the technology.

We achieved immediate and substantial benefits: our facility operated with effectively zero-dollar power bills for seven years.

Crucially, while there were minimal maintenance and operational costs relative to the enormous savings, we gained full control over the input cost of electricity for our operation. This consistency allowed us to reinvest capital directly back into growing the business.

### **The On-Grid Advantage: Reduced Risk and Added Revenue**

While our off-grid journey demonstrated the ultimate financial and environmental potential of solar, it requires significant initial investment and expert system design. For the majority of businesses today, installing a grid-connected solar and battery system offers a practical, lower-risk entry point with powerful commercial advantages:

1. **Risk Reduction:** Being connected to the main grid acts as a reliable backup. If demand exceeds your solar or battery supply, the grid seamlessly steps in, guaranteeing continuous operation and eliminating the risk of downtime.
2. **Revenue Generation (VPPs):** With a battery, you can participate in a Virtual Power Plant (VPP). This involves digitally linking your system with others to support the grid during peak demand. In exchange, your business can earn premium payments and credits that far exceed standard feed-in tariffs. This turns your roof and battery into a reliable, active source of revenue.
3. **Future-Ready:** A solar-powered commercial property signals to staff, customers, and investors a commitment to sustainability, helping to attract and retain talent while boosting the property's overall market value and lease appeal. Furthermore, your investment may be supported by federal incentives, such as the new Cheaper Home Batteries Program, which encourages the installation of VPP-capable systems for small businesses.

Whether you are targeting energy independence like we did or simply aiming to slash your power bills and earn credits, incorporating a high-quality solar and battery solution is a future-ready, commercially sound decision that reduces risk and enables business growth.

# FOR SALE

**5 Broadsound Road Mackay**  
**CONTACT AGENT**



**37 Sydney Street Mackay**  
**CONTACT AGENT**



**115 - 119 Sydney Street Mackay**  
**CONTACT AGENT**



**5-51 Ron Searle Dr Mky Harbour**  
**CONTACT AGENT**



# FOR LEASE

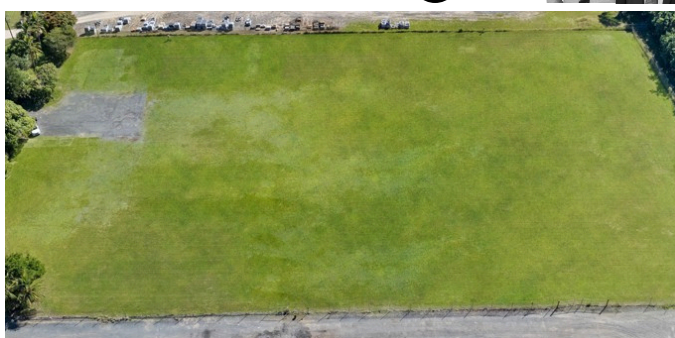
**10 - 15 Carl St, Rural View**  
**CONTACT AGENT**



**35 Enterprise St Paget**  
**CONTACT AGENT**



**1 Ron Searle Dr, Mky Harbour**  
**CONTACT AGENT**



**11 River Street Mackay**  
**CONTACT AGENT**



# RECENT SALES & LEASED PROPERTIES



3 -4/5 Chain St Mackay  
**COMMERCIAL TEAM**



**SOLD - \$500,000**



181 - 195 Maggiolo Dr Paget  
**MARK KELLY**



**SOLD - \$10,000,000**



24 - 26 Grandview Drive Nth Mky  
**MARK KELLY**



**SOLD - \$4,650,000**



11 Central Drive Paget  
**MARK KELLY**



**SOLD - \$2,425,000**



22 - 26 McCulloch St Mackay  
**CECELIA REED**



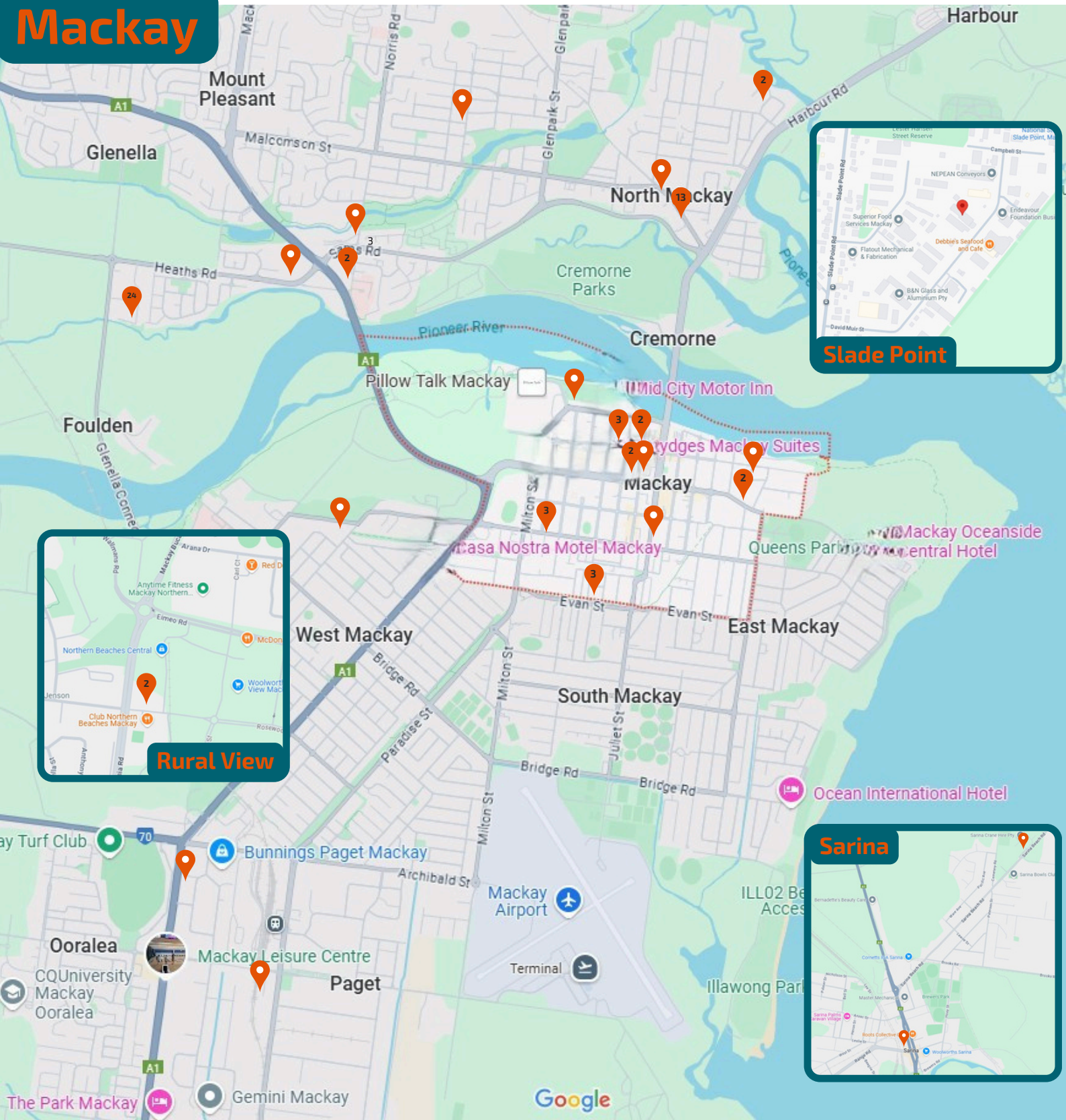
8 McCulloch St Mackay.  
**CECELIA REED**



# GARDIAN COMMERCIAL ASSET MANAGERMENTS



## Mackay





# Celebrating — 25 YEARS —



## Gardian Commercial Sales and Leasing

### SALES - LEASING - ASSET MANAGEMENT

- OFFICE
- RETAIL
- INDUSTRIAL
- ASSET MANAGEMENT
- LAND
- PROPERTY APPRAISALS
- SUPERANNUATION APPRAISALS



## Gardian Real Estate Sales

### RESIDENTIAL SALES

- HOUSE
- UNIT
- SUBURBAN
- RURAL
- FREE APPRAISALS



## Gardian Finance

in partnership with Mortgage Choice

### FINANCE

- HOME LOANS
- INVESTMENT LOANS
- PERSONAL LOANS
- ASSET LENDING
- DEBT CONSOLIDATION



## Gardian Insurance Brokers

in partnership with Steadfast  
THE STRENGTH YOU NEED

### INSURANCE

- RESIDENTIAL
- COMMERCIAL
- RURAL
- PERSONAL ASSET
- FREE APPRAISALS



## Gardian Property Management

### PROPERTY MANAGEMENT

- HOUSE/UNIT
- TENANT PLACEMENT/RENT COLLECTION/PROPERTY MAINTENANCE/FINANCIAL REPORTING
- FREE APPRAISALS



## Gardian Financial Planning

### FINANCIAL PLANNING

- RETIREMENT PLANNING
  - SUPERANNUATION
  - INVESTMENTS
  - LIFE INSURANCES
- (incl Life/Trauma/Income Protection/TPD)