

Frank Lowy Fellowship



Sir Frank Lowy AC is encouraging industry leaders to nominate talented people in their organisation they believe have demonstrated distinction in their professional field.

"I was very humbled when the Frank Lowy Fellowship was announced", said Sir Frank Lowy AC.

"I'm delighted it has become an important industry initiative run annually by the Shopping Centre Council of Australia.

"While the Fellowship bears my name, it is all about the industry's talented people, and rewarding and recognising them and fostering the next generation of leaders, collaborators and innovative thinkers.

"Over more than five decades, the shopping centre industry provided me with many challenges, innovations and opportunities".

"It is pleasing to hear that previous winners have used the Fellowship to travel overseas to see new things, meet new people and understand different markets".

"I encourage you to nominate talented people in your company who have demonstrated distinction, driving for better outcomes and a commitment to excellence".

Sir Frank Lowy AC



2018 Fellowship recipient Genevieve Elliott, Vicinity Centres, pictured with Peter Allen, CEO, Scentre Group and Chairman, SCCA

Vicinity data chief wins grant

Vicinity Centres' data science and insights general manager Genevieve Elliott has been awarded the 2018 Frank Lowy Fellowship, the second person to win the grant since it was set up in 2016 when Sir Frank stepped down as chairman of Scentre Group.

Ms Elliott was recognised for excellence in establishing Vicinity's data and analytics capability that delivered operational efficiencies, optimised income and potentially created new revenue streams. Chairman of the Shopping Centre Council of

Australia and Scentre Group chief executive Peter Allen said the fellowship, which will be used by Ms Elliott to attend a course at Harvard Business School, showed the depth and diversity of talent in the shopping centre industry.

"In the spirit of Sir Frank, Genevieve has demonstrated drive, innovation and pragmatism as our industry strengthens our capabilities to better understand customer insights and reflect this in how we serve our customers," Mr Allen said.

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Source: The Australian, 13 February 2019



2017 Fellowship recipient Sidone Thomas, The GPT Group pictured with (L-R); Bob Johnson, CEO, The GPT Group; Vanessa Orth, Head of Retail, The GPT Group; Peter Allen, CEO, Scentre Group and Chairman, SCCA and; Angus Nardi, Executive Director, SCCA;

'I want to be more than just a business machine'

Retirement Frank Lowy discusses his career in retail

Jill Margo

The assumption that highly paid chief executives should focus 100 per cent of their time on company matters is misguided, says Frank Lowy as his retirement as chairman of Westfield Corporation draws close.

He believes having a wide, layered view of the world gained through outside activities is a great advantage. Sir Frank says being well-engaged in the community and working extremely hard in the business are not mutually exclusive.

As the elder statesman of business, people are increasingly interested in tapping into his wisdom accumulated over the last 60 years, since modest plans were drawn for Westfield's first mall in Sydney.

Now a fellowship has been created in his name to encourage the next generation of leaders in the industry. This week he met with the first recipient, Sidone Thomas, who drives the digital side of GPT.

Sir Frank is not much seen much in public these days because he spends a

lot of time abroad and is not much interested in speechmaking. When he does appear, he prefers to be in conversation, as he was on Thursday, at the Wharton Global Forum with ANZ Banking Group chairman David Gonski. They were there because Lowy's grandson Daniel is an MBA graduate of Wharton.

Gonski questioned him about the value of top CEOs getting involved in outside activities, noting his involvement in football, think tanks, medical research, and philanthropy.

"Well, I worked very hard in the business but I was curious, interested and always enjoyed work outside of it. It gave me a wider view of the world."

Sir Frank explained that as an immigrant (he arrived in 1952) he had a strong desire to be part of his country. He'd learned the value of philanthropy from his parents who had very little and he practised it.

"If you have a little, you give a little. If you have a lot, you give a lot."

But he also learned there was more to it than giving money. Wherever possible, he strove to participate in the endeavour too.

"I wanted to be more than just a business machine," he said.



Frank Lowy talks with Sidone Thomas, PHOTO: COLLETTETS

Lowy highlighted the tension between maintaining a control and creating wealth. "Keeping a share in the company in which you work is a very good thing because your interests align."

"It's good for executives if they have the means to keep a reasonable or more than reasonable holding but it's difficult because as the company grows you have to accept being watered down to create more wealth."

"Westfield would not have been able to grow had it not shared with the public at large. Business has to adapt to conditions."

And it was about the adaptation of malls in the digital era that he chatted

to the inaugural winner of the fellowship. He described online shopping as both a competitor and a customer.

"Today Apple is our most profitable tenant. So, on the one hand it might be seen as a threat but on the other hand, it's paying good rent."

Competition is always good for growth and he said online retailing both whets consumer appetite and increases the overall quantity of goods sold.

While it has taken some business away from malls, it is an impetus for innovation, for malls to develop in new ways to encourage shoppers to come and to stay longer.

He believes iconic A-grade malls,

Source: The Financial Review, 9 March 2018

Frank Lowy Fellowship

CALL FOR ENTRIES

Overview

The *Frank Lowy Fellowship* will be awarded to a talented person working in the Australian shopping centre industry who has demonstrated both distinction in their professional field and a commitment to shopping centre industry excellence.

This initiative is intended to foster and celebrate the next generation leaders, collaborators and innovative thinkers that will ensure Australia's shopping centre industry continues to be a world leader.

Eligibility criteria

The nominee should be an Australian resident who is employed by a company which owns, manages, and/or develops shopping centres in Australia.

The nominee can work in any field relevant to the ownership, management, or development of shopping centres, including leasing, development, design and construction, centre management, facilities management, sustainability, operations, marketing, and research (not exhaustive).

The nominee's employer need not be an Australian company or a member company of the Shopping Centre Council of Australia (SCCA).

Nominees from previous years are welcome to re-nominate provided their stated achievements meet the nomination criteria.

Nominees require the support of their employer (of appropriate seniority e.g. Executive level).

Former Fellowship recipients are precluded from nominating.

Prize

The Fellowship recipient will receive a cash contribution up to \$20,000 toward a professional development pursuit or industry event of choice.

Judging

The Fellowship will be judged by a sub-committee of the SCCA Board of Directors.

Nominations

Nominees must respond in writing to the following five (5) questions regarding their activities in the previous 12 months:

1. How have you demonstrated excellence in your field? Briefly describe your achievements.
2. How have you adapted to the changing retail landscape? Briefly describe your successes and learnings.
3. How have you applied technology/other innovation to deliver better outcomes for your business and customers?
4. What do you think will be the next phase of change in the Australian shopping centre industry? Briefly describe how the industry should prepare.
5. If you are the successful nominee, what professional development pursuit or industry event would you pursue, and why?

Responses should be no more than 250 words/half an A4 page per question. A short cover letter and CV can also be included.

Nominations must be uploaded as one PDF document via the nomination portal at www.scca.org.au/FrankLowyFellowship.

Nominations must be lodged by **5pm Monday 30 September**.

Further information

Visit: www.scca.org.au/FrankLowyFellowship

Contact: FrankLowyFellowship@scca.org.au or 02 9299 3512

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