

# AUSTRALIAN Hotelier

AUSTRALIA'S NATIONAL HOTEL INDUSTRY MAGAZINE

Vol. 37 No. 11 - December 2020

~~Low.~~  
~~Lower.~~  
**Lowest.**



**HOSTPLUS**



**An Industry  
SuperFund**

Hostplus has the lowest administration fee of the top 20 industry super funds.\* Our members pay a fixed administration fee of just \$1.50 per week, no matter how much their balance grows.

**Hostplus. We go with you.**

\*Source: APRA Annual fund-level Superannuation Statistics June 2019, issued 10 December 2019. Top 20 industry super funds (not for profit) based on total assets under management. Administration fees comparison using SuperRatings SMART fee calculator as at 30 June 2020 based on super account balance of \$50,000. Host-Plus Pty Limited ABN 79 008 634 704. AFSL 244392 as trustee for the Hostplus Superannuation Fund (the Fund) ABN 68 657 495 890. MySuper No 68 657 495 890 198. This information is general advice only and does not take into account your personal objectives, financial situation or needs. You should consider if this information is appropriate for you in light of your circumstances before acting on it. Please read the relevant Hostplus Product Disclosure Statement (PDS), available at [www.hostplus.com.au](http://www.hostplus.com.au) before making a decision about Hostplus. INH 1221 1120

**IN THIS ISSUE: COVIDSAFE VENUES | CRAFT BEER | CIDER**

# What the people deserve

*Double-height ceilings; steel-framed windows and doors; and an antipasto table all add to the high-end offer of Sarino's restaurant*

**BEFORE IT** was a pub, the Mullane's Hotel building started out as part office, part pharmaceutical manufacturing space within the Norwest Business Park. It's not the first time Memento Hospitality has converted an office building into a pub, having done so previously at The Governor Hotel in Macquarie Park. It's part of the group's MO.

"We tend to look for a suitable site in a particular area, regardless of its former use. Once we secure the site, we go about the conversion process," explains Leon Colosimo, executive director of Memento Hospitality.

But converting an office building into a premium hospitality offering is not without its challenges. The general open plan design of an office building means you have the freedom to create smaller spaces within it, but other design elements need some serious rethinking and significant design upheaval.

"A lot of office spaces designed in particular eras have a lack of natural light and not-so-interesting features. So you really have to go through and gut the whole thing and find the interest in the building," suggests Edith Clark, director of architectural design firm Archebiosis.

Archebiosis has worked with Memento Hospitality on several venues, including The Governor, and was prepared to deal with the challenges of converting an office space into a pub. This included starting from scratch in placing kitchens and bathrooms within the venue, as well as creating intimacy in the previous manufacturing space, which had double-height ceilings. And then there was façade to contend with.

With Mullane's Hotel, Memento Hospitality has created a high-end offer for the north-west Sydney community.

"Office facades don't really scream pub at all, so then your signage and your lighting comes into play. You have all of that reflective green glass, so how do you convert that and not cost the client a fortune? Its definitely a challenge," states Clark.

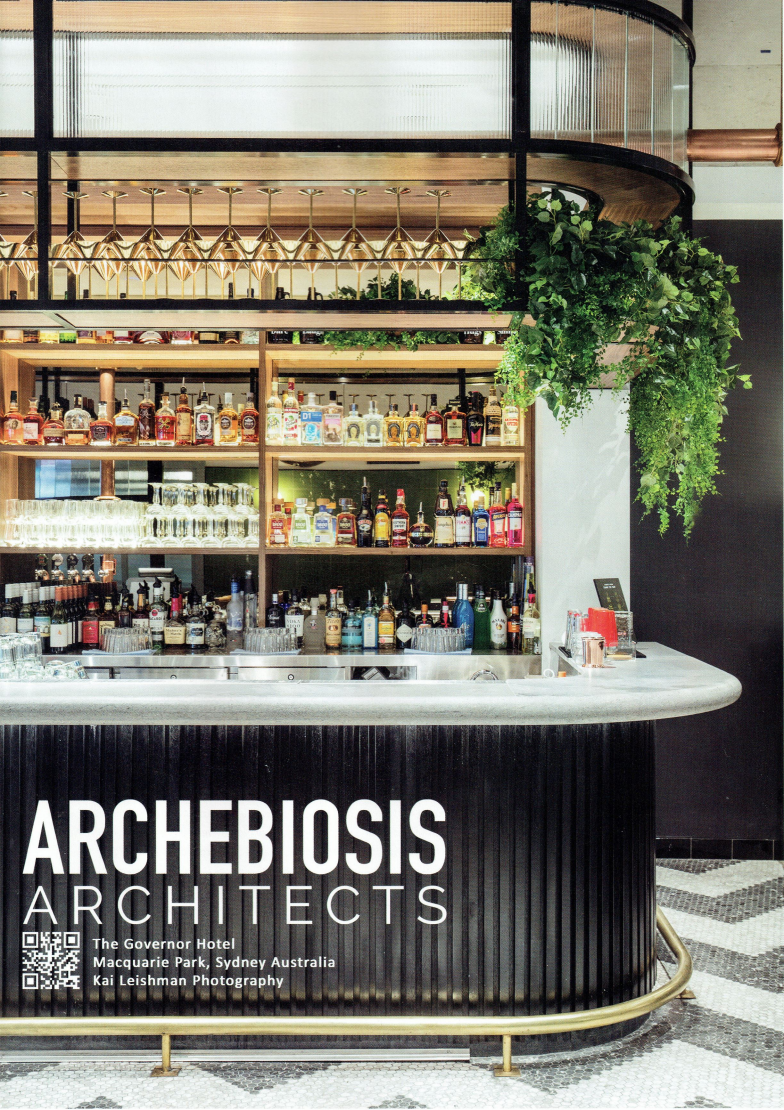
In the case of Mullane's a fresh coat of white paint, and decorative touches in black moved the building away from office to hotel. While it still does not scream traditional pub, Clark says the subtlety of the façade plays into the more refined and subdued offer of the hotel.

## A different kind of offer

With Memento's flagship Bella Vista Hotel less than a five minute drive away, the locally-focused group was not interested in creating another traditional pub venue that would cannibalise its own patronage, but rather, it focused on a different kind of offer that would complement and vary its hospitality options for the local community - which is growing.

"Although there are two hotels quite close together, they're very different in terms of what you're expecting from the venue, or what type of crowd they attract. Mullane's has a full sit-down, almost fine dining restaurant; an expensive wine list of over 200 wines; really sophisticated cocktails; and a high-end function room, with a café down the bottom as well. Whereas Bella has a huge sports bar and a more traditional type of pub offer," explains Colosimo.

While the hotel might not be your traditional pub offer, it's ground floor components of a casual café/bar and gaming room, mean that anyone can feel



# ARCHEBIOSIS ARCHITECTS



The Governor Hotel  
Macquarie Park, Sydney Australia  
Kai Leishman Photography



**LEFT:** The bar at Mullane's employs talented bartending staff to create a more high-end drinks experience

**RIGHT:** Sandy coloured timber floors, light brickwork and tan leathers add to the coastal Italian aesthetic of Sarino's



welcome in the venue day or night - whether they're popping in for a coffee before work or for after work drinks - people can feel comfortable in the space in heels or workboots.

The main attraction of the venue is Sarino's restaurant on the first floor. It's a sophisticated Italian restaurant with several private dining spaces. The floor is also host to a distillery set-up, in which gin, vodka and liqueurs are produced.

With a nod to the Colosimo family's Calabrian heritage, the restaurant's aesthetic is focused on transporting its patrons to the Mediterranean. Sandy coloured tiles, tan leathers and black steel-framed window screens add to the luxury of the space.

"We've kept it as light and bright as possible. We opened up the roof in that space so that Sarino's is a nice place to enjoy a long lunch. There's also a big open kitchen, as the main focus is on food," says Clark.

### High-end for the suburbs

Part of the brief Archebiosis received for Mullane's was to create an offering that was not typical of a pub, but instead something a little more sophisticated.

"The Colosimos talk a lot about people deserving a nice venue, and this was the idea with Mullane's - that kind of venue didn't exist in the area. So they were the two major things for us - to create a venue that the locals deserved and to bring the family's heritage in," explains Clark.

Design-wise, that high-end feel was created through adding luxurious details to the space. To add to the theatre of the space, a big antipasto table was installed outside of the kitchen with a large terrazzo

slab on top. Chefs can prepare antipasto ingredients on this slab in full view of Sarino's guests. The investment in lighting was also substantial to create that intimate feel in such a large space. To divide the distillery offer from the rest of Sarino's, Archebiosis created a glass wall reminiscent of an old-school pharmacy shopfront, complete with signage. And investing in higher quality materials also helps announce the space as something a little more refined than your typical pub.

"For example, investment in using steel-framed windows and doors - which is really easy for people to shy away from because its expensive - it does speak of an upmarket venue," states Clark.

The distillery itself is not something you would normally find in a pub, and that took some serious consultation and training to get used to. There's also specialised equipment in the kitchen for a more sophisticated menu offering, not to mention the specialised team running the venue.

"To run a full-service restaurant is more work than running a bistro like our other venues, so you've got to have the right team in place. You would expect the service experience to be a bit higher," suggests Colosimo.

While not your typical pub offering, the Memento Hospitality director says the community has responded well to Mullane's, being able to experience the kind of venue they would normally have to travel into the city for.

"The local community really appreciates Mullane's because they used to have to travel outside the area to get that type of experience, so they're pretty appreciative of it."