RCAWA MEETING 20th April 2023



Regional Capitals Alliance Western Australian Meeting

Minutes 20th April 2023

1pm- 5pm

In Person at the Town of Port Hedland or Zoom: https://us02web.zoom.us/j/86825413280?pwd=U3dSd1ROOURra3NFZIE4N 2R0RIRTQT09

> Meeting ID: 868 2541 3280 Passcode: 941298

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1 OFFICIAL OPENING 1:02PM

Meeting opened at:

RECORD OF ATTENDANCE

Attendees:

Attendee	Position	Method
Dennis Wellington	Mayor City of Albany (Chair)	In Person
Andrew Sharpe	CEO City of Albany (Secretary)	In Person
Sam Mastrolembo	CEO Shire of Broome	In Person
Malcolm Osborne	CEO City of Bunbury (Treasurer)	Zoom
Grant Henley	Mayor City of Busselton	Zoom
Tony Nottle	CEO City of Busselton	Zoom
Ian Mickel	Shire President of Esperance	Zoom
Shane Burge	CEO Shire of Esperance	Zoom
Ross McKim	CEO City of Greater Geraldton	In Person
John Bowler	Mayor City of Kalgoorlie-Boulder	In Person
Alex Wise	Director Economy and Growth	In Person
Virginia Miltrup	CEO City of Karratha	In Person
Chris Antonio	Shire President of Northam	Zoom
Jason Whiteaker	CEO Shire of Northam	Zoom
Peter Carter	Mayor Town of Port Hedland	In Person
Carl Askew	CEO Town of Port Hedland	In Person
Paul Rosair	Executive Officer, RCAWA	In Person
Jane Lewis	Executive Assistant, RCAWA	In Person

Visitors:

Attendee	Position	Method
Christine Comer	Assistant Director WA and SA Engagement Branch, National Emergency Management Agency	Zoom
Nic Sloan	CEO WALGA	Zoom
Rachael Sweeney	Executive Officer RCA	Zoom
Duncan Ord	Greensted Consulting	Zoom

Apologies:

Name	Position
Andrew Brien	CEO City of Kalgoorlie-Boulder
Desiree Male	Shire President of Broome
Shane Van Styn	Mayor City of Greater Geraldton
Jaysen de San Miguel	Mayor City of Bunbury
Karen Chappel	President WALGA
Peter Long	Mayor City of Karratha



2 DECLARATIONS OF INTEREST

TBA

3 CONFIRMATION OF MINUTES AND BUSINESS ARISING FROM MINUTES OF PREVIOUS MEETINGS

Attachment:

- 1. Outstanding Business Arising Items and Actions Sheet
 - 2. Watching Brief Table

Link to Strategic Directions:		Budget Implications		
Partnership and collaboration		Nil		
Resolution/	s(s)	Action(s)		
Capitals All Meeting hel February 20	nutes of the Regional iance Western Australian d on Thursday, 24 th 23, be confirmed as a true record of proceedings.		nt 1 – Outstanding ing Items and Actions	
Moved:	Peter Carter	Responsible:	See Attachment	
Seconded:	Andrew Sharpe	Due date:	As appropriate	



Attachment 1: Outstanding Business Arising Items and Actions Sheet

	Actionable					
Date	Item and Resolution / Action	Status	Priority:	Comments *= will be archived		
	ADMINISTRATI	ON				
24/04/23	Item 5 – Bookkeeper to be informed of payment approval protocols.	Complete	Low	*Pam Weston advised via email 24/02/23		
19/8/22	 Item 7 – Executive Officer Bi-Monthly Report EO to contact the Federal Minister for Regional Development, Local Government and Territories Office to invite them to a future RCAWA meeting. 	In Progress	Medium	Meeting with Executive Office scheduled for 27/04/23		
	REGIONAL PERFORMING ARTS AND ENTER	RTAINMEN	T CENTRE	S REVIEW		
24/02/23	 ITEM 8 - Performing Arts and Entertainment Centres Review EO to follow up with the Minister for Arts and Culture regarding potential joint launch at Regions Rising in Bunbury and / or media support for the release of the RPAEC Review RCAWA working group be formed to prioritise the recommendations to align with State budget timelines and draw on arts sector expertise as required to pursue specific funding commitments. Members (through a working group) consider and prioritise strategic and operational actions as recommended in the report. Members approved an initial budget of up to \$10k for the Executive Officer to use in engaging external services to implement priority recommendations as prioritised above 	In Progress	Medium	Minister unavailable for joint launch, however did provide a statement to be used in the media release. Working group nominations received: Busselton: Venue manager Sharon Custers Port Hedland: Josephine Bianchi Albany: Andrew Sharpe, Nathan Watson proxy No action regarding prioritisation as yet Duncan Ord engaged – see Item 8. Presented to meeting 20/04/23		
	RCAWA HOUSING SOLUTIONS	AND ACTIC	ON PLAN			
24/02/23	 Item 9 RCAWA Housing Solutions and Action Plan The Draft Expression of Interest is approved for release, noting the continued involvement of Jo Swan to assist in the management of the tendering process, evaluation and reporting. 	In progress	High	EO to released EOI to three external consultancy firms. Only Elysian (Greg Cash) responded. Item 9 – resolution changed		



	Actionable					
Date	Item and Resolution / Action	Status	Priority:	Comments *= will be archived		
	MACWA					
15/12/22	 Item 4 Correspondence EO / EA to contact Christine Smart, Manager Office of Disability in the new year regarding Departmental support of MACWA 	In Progress	Medium	EO and EA to meet with Christine Smart and George Cherian - DoC, Alina Hobson - WALGA on 11/05/23. to form an action plan for awards		
	BENCHMARKI	NG	1			
24/02/23	 Item 10 – RCAWA Benchmarking Report That the Draft Corporate Benchmarking Report 2021-2022 be received and The reporting of financial ratios is to be included in the final version of the Benchmarking Report 		Low	Final report to be presented at the June meeting. Discussed in general business		
	STRATEGIC PLAN	INING	Γ			
24/02/23	 Item 11 – RCAWA Strategic Planning That feedback on the Draft strategic Plan be provided by 10th March to allow for the Action Plan and Communication Plan to be developed ahead of the April meeting 	In Progress	Medium	Final Strategic Plan and Draft Action Plan and Communications Plan presented, see Item 10		
BUSINESS SERVICE REVIEWS						
24/02/23	 Item 13 – Business Service Reviews That the Alliance supports this initiative and approves the Executive Officer to finalise a scope of works and engage Ms MacMillan on a contract for services to commence the project. 	In Progress	Medium	Sam Mastrolembo and Executive Officer finalised a scope of works to engage BMac Consulting. Discussed in General Business		



Atta	Attachment 2: Watching Brief Table						
	Watching brief						
Date	Item and Resolution / Action	Status	Priority:	Comments *= will be archived			
	LOCAL	GOVERNME	NT REFOF	RM			
20/10/22	Follow up on reform status	On Going	Medium	Darelle Merritt attended 20 October meeting. Watching brief.			
	ABORIGINA	L CULTURAL	HERITAG	E BILL			
16/6/22	 Item 10 - Aboriginal Cultural Heritage Bill Department will maintain contact with RCAWA and have agreed to attend a future meeting of the Alliance to discuss the draft regulations and management code. Members of the Alliance are encouraged to send officers to the consultation workshops. The Executive Officer will continue to review guidance material and draft regulations as they become available. 	In Progress	Medium	EO met with Anthony Kannis Director General DPLH 31/10/2022 and discussed status of the Bill's progress. Update 12/04/23 The new Aboriginal Cultural Heritage Act 2021 will commence on 1 July 2023. WALGA is working with the Department of Planning, Lands and Heritage (DPLH) to deliver an education session webinar for the sector to discuss the operation of the legislation and supporting materials and guidelines. DPLH will also be delivering regional information session during May 2023.			



4 CORRESPONDENCE

Date of Report:	20th April 2023	
Report Author:	Executive Offic	er – Paul Rosair
Disclosure of Interest:	Nil	
Attachment(s)	Attachment 3:	Correspondence In: Dr Saliba Sassine
	Attachment 4:	Correspondence Out: RPAEC Launch

Note, there has been numerous email correspondence between the Executive Officer, Executive Assistant and Ministerial offices, departmental staff and industry bodies which do not form part of this formal correspondence item as they are considered administrative in nature.

Correspondence In:

25/2/2023
Dr Saliba Sassine, Chairman BlueMount Capital WA
Social and Affordable Housing Program
13/2/2023
Total Web Solutions
Website updates invoice

Correspondence Out:

Date: 16/4/2023

- To: editor@amrtimes.coma.au, news@broomead.com.au, editor@swtimes.com.au, editor@bdtimes.com.au, editor@geraldtonnewspapers.com.au, news@kalminer.com.au, news@pilbaramedia.com.au, bamfield.matt@abc.net.au, "stevens.rhiannon@abc.net.au" <stevens.rhiannon@abc.net.au>, barry.hannah@abc.net.au, field.emma@abc.net.au, snow.madison@abc.net.au, news.tips@abc.com,
- Re: RPAEC Review launch



Link to Strategic Directions:		Budget Implications		
Advocacy and policy Influence Partnership and collaboration Representation		Nil		
Resolution/s(s)		Action(s)		
That the correspondence be received		Nil		
Moved:	Andrew Sharpe	Responsible:		
Seconded:	Peter Carter	Due date:		



Attachment 3: Correspondence In: Dr Saliba Sassine, Chairman BlueMount Capital WA



MEMORANDUM

TO:	Paul Rosair, Executive Officer RCAWA
FROM:	Dr Saliba Sassine, Chairman BlueMount Capital WA
SUBJECT:	Social and Affordable Housing Program
DATE:	25 th February 2023

This memorandum sets out a high-level introduction to a social and affordable housing program ("Program") being structured by BlueMount Capital (<u>www.bluemountcapital.com</u>) and several financial and corporate service providers. The Program has not been announced, and we expect a public announcement in March/April 2023.

The Program

The Program will be structured as an issuer platform focused on social infrastructure, and specifically housing. The size of the Program has not been finalised, but we would expect this needs to be a minimum of AU\$2Billion. Without discussing the legal structure and nature of the Program, it will raise funds in series to fund specific social or affordable housing projects. These may be \$100m or more. The Program will be focused on Australia.

We envisage the Program as an issuing platform, will raise funds for projects and be flexible in outcomes, including but not limited to Build To Rent, Build To Sell, and Build Own Operate.

We also envisage that social housing projects include Public-Private-Partnerships, BTR for Local, State, or Federal Government.

BlueMount Capital is finalising an agreement with the first social housing company which has a modular, fast-build technology, including the potential for the housing to be self-sufficient in generating its own energy needs. We expect to finalise this and make an announcement in March/April.

The Program and issuer platform will be open to other developers, subject to the projects meeting the Program's terms and conditions, including credit ratings by tier one agencies, ESG ratings or 'Second Opinions' by top tier agencies.

The sources of funding will depend largely on the credit ratings for each project. Investment grade credit ratings opens up the institutional investor market in Australia. Some sub-investment grade may attract institutional investors.

Part of the Program's strategy is to use credit enhancement structures to lower the cost of money. The involvement of the Public Sector in social housing projects is critical to achieving credit enhancement, and therefore lowering the cost of capital.

Finally, the securities issued under the Program will be listed on a separate platform or exchange to allow for a secondary market trading opportunities for investors.





A snapshot of the Program is set out in the table below.

1.	Size of Social & Affordable Housing Program	\$2Billion to \$5Billion
2.	Size of Projects financed under Program	\$100m or more. Smaller projects will be
		considered for regional areas.
3.	Project Credit Rating	Top Three Agency (Moody's, Fitch, or
		S&P)
4.	ESG or Green Rating	Recognised international agency (e.g.,
		EY, CISERO, RAM)
5.	Tenor of Project Series	Depends on Project.
6.	Access to Program	Open to approved social housing
		developers.
		Open to government participation
7.	Listing	Securities issued under Series of the
		Program will be listed on an appropriate
		platform or exchange.
8.	Program and Projects Series Lead Manager	BlueMount Capital
9.	Structuring Agent	Bedford Row Capital
10.	Trustee	TBA
11.	Custodian	TBA

Saliba Sassine Chairman BlueMount Capital WA



Attachment 4: Media Release RPAEC Launch

Good afternoon, Please see below an approved media release from the Regional Capitals Alliance of Western Australia (RCAWA), including a quote from the Minister for Culture and the Arts, Hon. David Templeman.

The Regional Performing Arts and Entertainment Centres Review can be found on the RCAWA's website, link below.

https://www.waregionalcapitals.com.au/wp-content/uploads/simple-filelist/Reports/Regional-Performing-Arts-and-Entertainment-Centres-RPAEC-FINAL-3-WEB.pdf

I have also attached a photo of some of the members who attended the launch: In order from left to right:

Cr Grant Henley, Mayor, City of Busselton Duncan Ord, Greensted Services Cr Dennis Wellington, Mayor, City of Albany and Chair of the RCAWA Paul Rosair, Executive Officer RCAWA Cr, Jaysen de San Miguel, Mayor, City of Bunbury

If you have any questions or would like any further information, please do not hesitate to contact Paul Rosair the RCAWA Executive Officer on 0419 930 467.

Regional Performing Arts and Entertainment Centres (RPAEC) Review Launch

The Regional Capital Alliance WA (RCAWA) is proud to announce the release of an informative and comprehensive Regional Performing Arts and Entertainment Centres (RPAEC) review. Appropriately launched at the Regions Rising conference at the Bunbury Entertainment Centre, the report explores the Regional Capital's Centre's operations within a State and National context.

Dennis Wellington, Chair of the Alliance and Mayor of the City of Albany, said that "RCAWA have long understood the importance of the RPAECs as a feature of the development of our cities and a representation of cultural identity and growing sophistication. These centres serve many interests, from providing pure entertainment, cultural expression, social inclusion, artistic employment, and the more traditional role of the Town Hall as a meeting and conference space and civic centre. The role of Performing Arts and Entertainment Centres in growing healthy, creative young people and vibrant communities is well understood and, as we emerge from the shadow of Covid it is timely to breathe life into these treasured assets and get the show well and truly back on the road in Regional WA".

The replacement value of the 10 centres, included in this study, exceed \$600m and their current direct economic impact is more than \$25m per year which, if aggregated, would place the centres alongside the WA Symphony Orchestra and Perth Festival as the State's largest Performing Arts organisations.



The review contains 5 key and 54 overall recommendations which, if enacted, could provide opportunities for the enhancement of beneficial outcomes for the arts sector and WA community at large. These recommendations place the RCAWA in a position to act collaboratively with local and community stakeholders and, with the support of State and Federal Government, negotiate improvements to current operating, governance and funding arrangements.

The Covid 19 pandemic had a profound impact on the arts and entertainment sector which has been mitigated to some extent through Covid recovery funding programs offered by both the State and Federal Government. This support of the arts is, and will continue to be, well received; particularly in the regions.

Minister for Culture and the Arts David Templeman said the review was a welcome and useful exercise that would highlight some of the key challenges faced by regional arts and entertainment centres. "Some of the recommendations align with work already undertaken by the Department of Local Government Sport and Cultural Industries and its key delivery partners in the regional arts sector," Mr Templeman said.





5 TREASURER'S REPORT MARCH 2022

Date of Report: Author Disclosure of Interests: Attachments: 20th April 2023 CEO City of Bunbury Nil 5. RCAWA March Profit and Loss Statement

- 6. RCAWA March Balance Sheet
- 7. RCAWA March Accounts Payable

Purpose:

To inform the Alliance members of the RCAWA financial situation.

Discussion:

As required.

Link to Strategic Directions:		Budget Implications		
Partnership and collaboration		Nil		
Resolution /	s(s)	Action(s)		
That the members receive and note the Treasurer's Report for the period ending 31st March 2023 and the accompanying financial documents.				
Moved:	Malcolm Osborne	Responsible:		
Seconded:	John Bowler	Due date:	As appropriate	



Attachment 5: RCAWA March Profit and Loss Statement

WA Regional Capitals Alliance Inc Profit & Loss Budget vs. Actual July 2022 through March 2023

	Jul 22 - Mar 23	Budget	\$ Over Budget
Income			
Interest Received	250.43	50.00	200.43
Membership Fee 2022/23	150,000.00	150,000.00	0.00
Total Income	150,250.43	150,050.00	200.43
Expense			
Accountancy Fees	807.50	1,100.00	-292.50
Audit Fees	0.00	1,100.00	-1,100.00
Bank Charges	100.82	150.00	-49.18
Donations	954.55	1,000.00	-45.45
Executive Support	63,636.35	100,000.00	-36,363.65
Meetings and Functions	674.85	2,200.00	-1,525.15
Projects	42,766.76	47,100.00	-4,333.24
Rent	2,166.64	3,500.00	-1,333.36
Travelling Expenses	809.30	3,000.00	-2,190.70
Total Expense	111,916.77	159,150.00	-47,233.23
et Income	38,333.66	-9,100.00	47,433.66

Attachment 6: March Balance Sheet

WA Regional Capitals Alliance Inc Balance Sheet As of March 31, 2023

	Mar 31, 23
ASSETS Current Assets Chequing/Savings	
WARCA Cheque Account WARCA Savings Account	96,167.57 47,828.31
Total Chequing/Savings	143,995.88
Total Current Assets	143,995.88
TOTAL ASSETS	143,995.88
LIABILITIES Current Liabilities Accounts Payable	
Trade Creditors	143.00
Total Accounts Payable	143.00
Other Current Liabilities Tax Payable	-1,912.43
Total Other Current Liabilities	-1,912.43
Total Current Liabilities	-1,769.43
TOTAL LIABILITIES	-1,769.43
NET ASSETS	145,765.31
EQUITY	
Opening Bal Equity	136,570.00
Retained Earnings Net Income	-29,138.35 38,333.66
TOTAL EQUITY	145,765.31



Attachment 7: March Accounts Payable

WA Regional Capitals Alliance Inc A/P Ageing Summary As of March 31, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Pam Weston's Bookkeeping	143.00	0.00	0.00	0.00	0.00	143.00
TOTAL	143.00	0.00	0.00	0.00	0.00	143.00



6 EXECUTIVE OFFICER BI-MONTHLY REPORT (FEB 2023 – MARCH 2023)

Date of Report: Report Author: Disclosure of Interest: Attachment(s): 20th April 2023 Executive Officer – Paul Rosair Nil 8. Executive Officer Bi-Monthly Report – February 2023 - March 2023

Purpose:

To update RCAWA on the Executive Officer services provided for the period February 2023 - March 2023 inclusive.

Background:

The attached report provides information about the services provided, activities undertaken and time allocation over the past two months.

Discussion:

As required.

Link to Strategic Directions:		Budget Implications		
	d policy Influence and collaboration on	As per 2022/23 approved RCAWA budget.		
Resolution/s		Action(s)		
For information		As per Outstanding Actions		
Moved:	Virginia Miltrup	Responsible:	Executive Officer	
Seconded:	Andrew Sharpe	Due date:	As required	



Attachment 8: Executive Officer Bi-Monthly Report – February 2023 – March 2023

Overview

Following the extension of the Executive Officer's contract, and the subsequent review of agenda formatting, a decision has been made to streamline this report in order to avoid information duplication: 1. All project work / activity to be listed and referenced to the appropriate Item number; 2. Stakeholders to be listed; 3. Time allocation to be tabled.

1. Project Work / Activity

Project / Activity	Status	Item
Performing Arts and Entertainment Centres Review	Report launched at the Rising Regions conference in Bunbury – Greenstead Services re-engaged	Item 8
Housing Solutions and Action Plan	EOI sent and submission assessed. Contract to be actioned	Item 9
Benchmarking	Final Report to be tabled at June meeting	Other Business
Strategic Plan	2023 – 2028 Final Plan and draft communication and action plan presented at today's meeting	Item 10
Business Service Delivery	Consultations with Andrew Sharpe, Sam Mastrolembo and BMAC	Other Business
RCAWA February Meeting	Conducted February 24, 2023, RCAWA Bi Monthly meeting	Previous Minutes



2. Stakeholder Engagement

Stakeholders	Date	Purpose
Andrew Sharpe, RCAWA Secretariat	3-2-2023	Housing, Benchmarking Updates and planning
Sam Mastrolembo and Bronte McMillan	8-2-2023	Business Services Review Project
Parliamentary Secretary to for Culture and the Arts, Samantha Rowe and Caroline O'Neil, Ministerial Policy Officer	9-2-2023	Introduction to RCAWA
Virginia Miltrop, CEO, City of Karratha	14-2-2023	RCAWA Induction
Emma Colombera, Minister Housing Policy Officer	21-2-2023	Housing and other RCAWA matters
Dennis Wellington, Chair and Andrew Sharpe, CEO Albany	12-12-2022	CEO Ringaround and draft agenda items
Virginia Miltrop, CEO, City of Karratha	27-12-2022	Update on RCAWA matters
RCAWA Meeting – February 24, 2023	24-02-2023	RCAWA Agenda and Minutes
Don Punch, Minister for Primary Industries and Regional Development	28-2-2023	Regional Performing Arts and Entertainment Centres Launch
Jo Swan	27-2-2023	Business review discussion
Liz Richie, CEO, Regional Institute of WA	1-3-2023	Panel Briefing Session
Nick Sloan, CEO Walga	3-3-2023	General Catch-Up
Regions Rising Conference, Bunbury	10-3-2023	Collaboration, sharing knowledge sharing



Stakeholders	Date	Purpose
Sam Mastrolembo, CEO Broome, and Chris Mitchell Cr Broome	17-03-2023	Auditor General Matters

3. Time Allocation

Historic Contract: May 2018 – April 2022

Name	Billed Hrs.	Actual Hrs.
Paul Rosair	1,600	1,630
Jane Lewis	660	660.25

Current Contract: May 2022 – April 2024

	Paul I	Rosair	Jane	Lewis	Josh T	Turner
	Contract	Actual	Contract	Actual	Contract	Actual
May 22	35	40	30	23	12	1
June 22	35	34.5	30	31.5	12	30
July 22	35	32	30	51.5	12	2
Aug 22	35	55	30	33.5	12	2
Sept 22	35	12.5	30	22.5	12	2
Oct 22	35	48.5	30	56	12	15
Nov 22	35	19	30	20	12	6
Dec 22	25	29.5	15	18.5	10	32.5
Jan 23	25	23	15	17	10	45
Feb 23	35	28	30	29	12	10
Mar 23	35	20	30	21	12	0
Apr 23	35		30		12	
May 23	35		30		12	
June 23	35		30		12	
July 23	35		30		12	
Aug 23	35		30		12	
Sept 23	35		30		12	
Oct 23	35		30		12	
Nov 23	35		30		12	
Dec 23	25		15		10	
Jan 24	25		15		10	
Feb 24	35		30		12	
Mar 24	35		30		12	
Apr 24	35		30		12	
TOTALs	365	342	300	323.50	128	146
Overall		Сс	ontract: 793	Actual: 81	1.5	



7 FORMAL PRESENTATIONS

Date of Report: Report Author: Disclosure of Interest: Attachment(s) 20th April 2023 Executive Officer, Paul Rosair Nil Nil

Purpose:

The Alliance receives presentations from key stakeholders.

Background:

Leading up to this meeting, Alliance members were canvassed about issues pertinent to the portfolios of the presenters: a consolidated list is provided in the discussion and has been forwarded to the relevant presenters as appropriate.

Discussion:

Time	Name	Position	Topics for discussion
1.30 – 1.50	Rachael Sweeney	Executive Officer RCA	RCAWA update
1.50 – 2.20	Christine Comer	Assistant Director WA and SA Engagement Branch National Emergency Management Agency	Emergency Management and NEMA priorities
2.30 – 2.50	Duncan Ord	Greensted Consulting	RPEAC
3.00 – 3.30	Karen Chappel Nic Sloan	President WALGA CEO WLAGA	WALGA update

Link to Strategic Directions:	Budget Implications
Advocacy and policy Influence Partnership and collaboration Representation	Nil
Resolution/s(s)	Action(s)
For information only	Executive Assistant to send RPAEC review to Rachael Sweeney



8 REGIONAL PERFORMING ARTS AND ENTERTAINMENT CENTRE REVIEW (RPAEC)

Date of Report:
Report Author:
Disclosure of Interest:
Attachment(s)

20th April 2023 Paul Rosair, Executive Officer Nil Nil

Purpose:

To update the Alliance on the implementation of the findings from the Regional Arts and Entertainment Centres review.

Background:

The regional cities performing arts and entertainment centres play a critical role in supporting the vibrancy of the community, those who live within the city and those for whom the city is a services centre. Longstanding inequities in State and Commonwealth funding support and the COVID 19 pandemic has significantly impacted the performance and viability of the centres placing increasing financial burden on local government.

The Alliance appointed Greensted Services to undertake a review of the operating model of these centres and to make recommendations to assist COVID impact recovery, identify potential operational improvements and options for potential negotiations with the State Government for increased financial support as part of ongoing Regional Arts funding arrangements.

Status of the review

The review was completed in October 2022 and provided to the RCAWA members for comment prior to its official launch on 10th March 2023 at The Regional Australia Institute (RAI) Regions Rising WA conference Bunbury. The Review report was presented to the Minister for Regional Development Hon Don Punch and RAI CEO Liz Ritchie.

The RACWA members have endorsed the key recommendations of the review.

- 1. Seeking the Minister for Culture and the Arts to convene a forum on arts touring policy and funding;
- 2. Creating a formal alliance between RCAWA member venues to improve cooperation and coordination in programming;
- 3. Seeking direct State funding towards staffing costs of RCAWA member venues not currently in receipt of State funding;
- 4. Supporting the establishment of a Community Arts Cultural Facilities Fund to assist with capital maintenance of venues, and
- 5. Seeking to partner with the newly created Arts and Culture Trust (WA) on cultural infrastructure planning, touring and programming.



On 30th January 2023, The Australian Government released its National Cultural Policy — Revive: a place for every story, a story for every place. This strategy will be supported with \$200m of additional arts funding in the 2023/24 budget alongside the creation of a new agency Creative Australia to replace the Australia Council.

Revive is structured around 5 interconnected pillars which set out the Government's strategic objectives:

- First Nations First: Recognising and respecting the crucial place of First Nations stories at the centre of Australia's arts and culture.
- A Place for Every Story: Reflecting the breadth of our stories and the contribution of all Australians as the creators of culture.
- Centrality of the Artist: Supporting the artist as worker and celebrating artists as creators.
- Strong Cultural Infrastructure: Providing support across the spectrum of institutions which sustain our arts, culture and heritage.
- Engaging the Audience: Making sure our stories connect with people at home and abroad.

All these objectives are consistent with recommendations coming out of the RAEC review.

Revive establishes as a key principle.

• All Australians, regardless of language, literacy, geography, age or education, have the opportunity to access and participate in arts and culture.

And as key measures for funding.

• Increasing support for regional arts and culture through an increase to the Regional Arts Fund.

With both State and Federal budgets due to be handed down in May it is timely to engage with both State and Federal agencies as a means to implement the findings of the report and to ensure the RCAWA venues position themselves to benefit from the injection of funding into regional arts by both Governments.

Next Steps

The RCAWA members have nominated Sharon Custers (Venue Manager Busselton Performing Arts and Convention Centre), Josephine Bianchi (Director Community Services Town of Port Hedland) and Nathan Watson (Executive Director Community Services City of Albany) to act as a steering group for the implementation of the review.

Duncan Ord (Greensted Services) will convene a meeting of the steering group to identify operational recommendations that can be implemented through relevant venues at venue management level as well as those requiring the engagement with support agencies such as Circuit West and PAC Australia and provide support for that engagement.

RCAWA executive Paul Rosier and Duncan Ord will seek to meet with the Minister for Regional Development Don Punch and Minister for Culture and Arts David Templeman and their advisors to progress the strategic policy recommendations and facilitate direct engagement with the RCAWA Board.



Link to Stra	tegic Directions:	Budget Implic	ations
Advocacy and Policy Influence Partnership and collaboration		Initial budget of up to \$10k. Consideration for future budget allocation to be discussed.	
Resolution /	s(s)	Action(s)	
Resolution/s(s) That the RCAWA notes the proposed implementation of the Regional performing arts and entertainment centres review.		Action(s) As per resolution. Greensted Consulting to convene a meeting of the steering group. Executive Officer and Greensted Services to seek to meet the Minister for Regional Development and the Minister for Culture and Arts. Bunbury to join the working group	
Moved:	Peter Carter	Responsible:	Executive Officer and
Coccurdents	An draw. Charras	Due deter	Greensted Services
Seconded:	Andrew Sharpe	Due date:	As appropriate



9 RCAWA HOUSING SOLUTIONS AND ACTION PLAN

Date of Report:	20th April 2023	
Report Author:	Executive Officer, Paul Rosair and Jo Swan, Swan Professional Services	
Disclosure of Interest:	Nil	
Attachment(s)	9: Elysian EOI Proposal Document 10: Evaluation Report	

Purpose:

To approve the appointment of a consultant to assist RCAWA in progressing key initial activities aimed at increasing housing investment and supply consistent with the Housing Solutions and Action Plan.

Background:

During 2021, the Alliance commissioned the development of a Housing Solutions and Action Plan to identify options and actions that could be taken by Regional Capitals Alliance members to address housing availability issues across regional WA.

The Plan identified a practical approach to how the Alliance could work with Governments and others to implement short- and longer-term actions to improve housing availability in regional WA. The Plan was endorsed by the Alliance in late 2021.

In addition, the Alliance committed funds to progress initial actions, to create momentum and to commence implementation of the Plan during 2022. A scope of works was developed and an Expression of Interest (EOI) approved for release in February 2023 to engage a contractor to undertake key initial activities to progress the RCAWA Housing Solutions and Action Plan.

Current Situation

Three consultants were invited to quote on the EOI, namely Elysian Consulting, Urbis and Element WA. Elysian Consulting was the only submission received by the closing date, Friday 24 March 2023. ElementWA advised the indicative project budget "wasn't sufficient to do the project justice" and no response was received from Urbis.

The consultants were requested to submit a quote for each of three separable components:

- Part 1: Opportunity Identification
- Part 2: Encouraging Investment
- Part 3: Regional Housing Market Engagement Activities

Despite only receiving one submission, to ensure due diligence, Elysian's proposal was assessed against the EOI evaluation criteria by the sub-committee representative, Sam Mastrolembo, the Executive Officer, Paul Rosair, and Project Support Consultant Jo Swan. The assessment rated Elysian's proposal as satisfactory. There were some minor details lacking in the Opportunity Identification component and the proposal didn't include a timeline however overall, it was determined the Elysian proposal was value for money.

Next Steps

Pending endorsement from the Alliance to engage Elysian to commence the project, the EO will negotiate with Elysian the final scope of works to ensure the required scope of works will be delivered within the agreed budget and to a required timeline. The EO will also engage with the Alliance CEO sub-committee in overseeing the implementation of the project. Furthermore, the EO will organise the contractual arrangements as required.

As per the EOI document, Alliance members will be required to provide relevant background documentation and contacts to the appointed Consultant to assist undertaking the required works.

Link to Strategic Directions:	Budget Implications	
Advocacy and policy InfluencePartnership and collaborationRepresentation	\$30k-\$50k (Excl. GST. plus travel and accommodation allowances) has been allocated from the 2022/23 approved RCAWA projects budget.	
	Funds for Jo Swan's involvement have already been approved.	
	Elysian Consulting Costing is \$48,700 (Excl. GST. Plus travel and accommodation allowances if required)	
Resolution(s)	Action(s)	
The Alliance endorse the engagement of Elysian Consulting. The CEO working group, in conjunction with Elysian to develop and action orientated plan, and work in a staged approach, with the first stage to be a high-level framework.	The EO will negotiate with Elysian the final scope of works to ensure it remains within the agreed budget and delivered in the required timeline. The EO will also engage with the Alliance CEO in oversighting the implementation of the project. The EO to organise contractual arrangements as required. Alliance members to appoint contacts for the consultant to liaise with regarding the project and to gain relevant background documentation.	
Moved: Andrew Sharpe	Responsible: Executive Officer	
Seconded: Virginia Miltrup	Due date: As appropriate	



Attachment 9: Elysian EOI Proposal Document

Regional Capitals Alliance WA Regional Land and Housing Investment Consultancy Expression of Interest

> Elysian Consulting Pty Ltd 5 Frankland Place, Jane Brook 0419910779 info@elysianconsulting.com.au

> > ACN 639 132 442 ABN 36 639 132 442



Context and Requirements

The Regional Capitals Alliance of WA is comprised of the major regional local governments of Western Australia. Membership consists of the City of Albany, Shire of Broome, City of Busselton, City of Bunbury, Shire of Esperance, City of Greater Geraldton, City of Kalgoorlie-Boulder, City of Karratha, Shire of Northam and Town of Port Hedland.

RCAWA advocates for coordinated and aligned strategic planning for growth and investment in Western Australia's regional capitals. Through the Alliance members seek to leverage their capacities and experiences to enable, advocate and facilitate investment in the social, economic, and physical development of a network of functional, sustainable and growing regional capitals throughout Western Australia. Importantly, their focus is on ensuring that the development of their regional centres is focused on enabling and unlocking greater access and potential to the broader development of WA's regional communities.

In the post Covid 19 environment, Western Australia's regional areas have seen a resurgence in economic activity, population growth and housing demand driven by a number of interrelated and independent global, national and local factors. Western Australia's major regional locations are struggling to respond to significant shifts in demand and are now suffering a housing availability crisis. The lack of access to appropriate housing options is limiting access to workers, increasing business and living costs, discouraging investment, and constraining business activity across regional WA. This is hindering the social and economic development of WA, constraining the State's economic growth and harming Australia's long term international competitiveness.

This problem is not isolated to individual Regional Capitals and is significantly affecting the effective functioning of the communities of Alliance members. In response to this issue, in 2021 the Alliance commissioned the development of a *Housing Solutions and Action Plan* to identify options and actions that could be taken by Regional Capitals Alliance members to address housing availability issues across regional WA.

The Plan identifies rather than simply being a short term issue, there are structural issues that impact the supply and availability of housing in regional WA.

Recognising that regional housing supply is a critical enabler of Western Australia's future growth, and for the effective development of their communities, the Alliance is keen to provide leadership on addressing the housing crisis impacting their communities.

The Plan proposed a number of strategies and actions focused improving the availability and supply of housing in regional WA by targeting three Objectives:

Objective 1: Increase awareness of Housing Issues, Challenges and Opportunities in Regional WA



Objective 2: Removing Barriers to Investment in new Housing supply in Regional WA Objective 3: Increasing Housing Investment in Regional WA

The Alliance is currently looking to progress its collective efforts associated with the Plan and has identified a number priority actions that it is looking to undertake. The proposed actions are contextual to the current housing, economic and Government policy environment and as priority actions, they will aim to address some but not all of the issues identified in the Plan.

The Alliance is now seeking the support of an appropriately skilled consultant to help Alliance members increase Land and Housing Investment and Supply in Regional WA. The Alliance proposes to progress actions under its Housing Solutions and Action Plan with three critical initial priority actions:-

- Opportunity Identification identifying identify critical Land and Housing Supply Opportunities within their Local Government boundaries that have the potential to meaningfully increase land and housing supply in their communities.
- Encouraging Investment actively identifying, advocating for and promoting the development of mechanisms and approaches to encourage increased investment in land and housing supply in Regional Capitals.
- Regional Housing Market Engagement identifying and developing regionally appropriate housing market engagement activities to encourage local housing investment.

Our Approach

At Elysian Consulting we have a unique balance of experience, skills and subject matter expertise that ensures we are well placed to support the Alliance to successfully progress their initial priority actions.

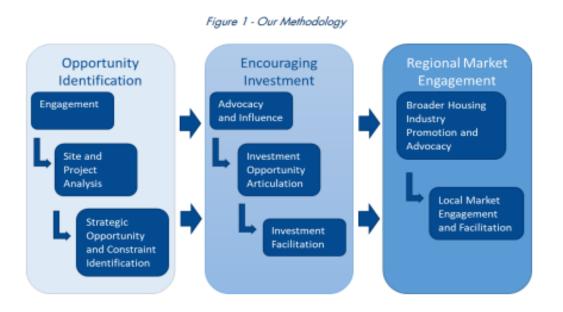
We have extensive experience working throughout the Australian housing market to deliver successful residential development projects; we have a strong track record of working collaboratively to attract and facilitate investment in housing projects across regional locations; and we have a deep and comprehensive knowledge of the policy, financial and strategic influences that support and shape the delivery of housing and business development opportunities in regional housing markets.

Elysian Consulting was critical in supporting the Alliance in the development of its Housing Solutions and Action Plan and have a detailed understanding of the unique and common challenges faced by each of the Alliance members. We also have deep networks across the government agencies and the Western Australian housing industry that will support the achievement of outcomes for the Alliance.



To ensure we are able to deliver the full requirements of the Alliance's requirements, we provide a project team and a fit for purpose project approach that responds the varying needs of Alliance members.

Our methodology, which is detailed in Figure 1 below, seeks to combine a robust process of local engagement, policy and project analysis with appropriate Government and housing industry engagement to deliver a fit for purpose solution that meets the Alliance's needs. This approach is underpinned by our enabling capabilities and capacities of Industry and Delivery experience; Technical Knowledge and Skills; and Subject Matter Expertise.



Opportunity Identification

Specifically, designed to respond to the work collaboratively with Alliance members, we will focus on three key activities required to establish strategic collective opportunities (and constraints) across the Alliance communities. Given the scale, capacity and focus of Alliance members our approach has been designed to be flexible and adaptable.

Key Activity 1: Engagement

To fully understand the opportunities (and their specific limitations, barriers and constraints), we will engage with Alliance members and key stakeholders to identify significant current or planned housing and land project opportunities in Regional Capitals communities.

1. Alliance Members

Initial engagement will be undertaken with all Alliance members to establish priority projects or opportunities within their communities including: the Alliance's identified priorities of:



- Priority DevelopmentWA or Department of Communities project opportunities;
- Underutilised State Government or Local Government controlled land suitable for residential development;
- Private Sector projects in need of support and assistance.
- Strategic Urban Renewal Project opportunities focused on revitalisation of State Social Housing stock for diversified needs including GROH, Key worker and /or affordable housing.
- Priority projects which minimise the impacts of GROH on the local private rental market
- Regional Capitals Staff Housing project opportunities.
- Priority Regional Infrastructure requirements to enable developments to progress

2. State Government/Federal Government Agencies

Subject to the nature of the opportunities identified by Alliance members we anticipate engagement will be required with some State and Federal Government agencies, this is likely to include:

- Development WA
- Department of Communities
- Western Australian Country Health Service
- Department of Planning, Lands and Heritage
- Regional Development Commissions
- National Housing Finance and Investment Corporation

3. Private Sector

We anticipate that there may known private sector projects that are currently under consideration or may be planned. As part of our engagement processes, where identified, we will engage with private sector proponents to identify housing and land supply opportunities, barriers and constraints.

Key Activity 2: Site and Project Analysis

Following identification of possible housing and land supply projects we will work with Alliance members to conduct baseline project and site analysis to understand and articulate the opportunity.

It is anticipated that the analysis will be largely focused on identifying the opportunity and what is required to facilitate new housing and land supply. While this will not be detailed project feasibility analysis it will seek to establish:

- Housing and Land supply capacity
 - The potential lot and dwelling yield that could be anticipated through development of the project/site.
 - Critical barriers or constraints limiting the progression of the development.



- Indicative funding requirements (if possible) to facilitate project delivery (order of magnitude costs)
- Potential alignment with existing policy or operational priorities of State, Federal or Local Governments.
- Potential funding or program opportunities;
- Potential partnership or development options that may be applicable to sites/projects of that nature.

Key Activity 3: Strategic Opportunity and Constraint Identification

Based on the outcomes of the Site and Project Analysis we will develop a collective view of strategic housing and land supply opportunities and any associated constraints across Regional Capital communities. This will provide a comprehensive view of project opportunities across Regional WA and will be critical for subsequent actions proposed by the Alliance.

The collective view will be contained in a report covering the issues identified in the Scope of Works and outlining:

- Key project opportunities in Regional Capital communities
- Priorities for influencing State Government investment in housing and land markets in Regional markets;
- The potential housing market impact should all projects be supported;
- The potential quantum of investment of in Regional housing markets;
- A collective view of common constraints or barriers to project investment;
- Recommendations on potential approaches to the State Government or Federal Government to support housing market supply.

Encourage Investment

Based on the outcomes of the Opportunity Identification and leveraging the issues identified in the Housing Solutions and Action Plan, this phase of works will be seeking to support Alliance members to pursue mechanisms and actions that will encourage increased investment in Regional housing markets (specifically, Regional Capitals communities).

Key Activity 1: Advocacy and Influence

This activity will be focused on supporting the Alliance to develop and execute an Advocacy and Influence agenda that tackles barriers or constraints to regional housing market investment.

Leveraging the real-life examples identified in the Opportunity Identification phase, this will ideally, seek to implement a Policy and Funding advocacy agenda that seeks to change Government policies that negatively impact investment in regional housing markets and to advocate for additional funding to facilitate increased direct and indirect investment in regional capitals communities.



It is anticipated that this will involve:-

- development of direct advocacy strategies and approaches including documents to Governments (State or Federal) seeking enhancements or changes in current policies and practices that will improve the functioning of regional housing markets. This would include priorities identified by the Alliance such as:
 - Reduce the impact of the Department of Communities GROH program on local rental markets;
 - State and Federal Government Major projects funding to give consideration to social impact assessments and associated strategies to de-risk projects and support local economies where the project workforce is to be located.
- Advocacy for enhanced support for prioritisation of investment in regional housing via existing and planned Government investment programs including:
 - Advocating for DevelopmentWA to give consideration to projects that focus on market failure;
 - Promoting the inclusion of identified underutilized land in future Housing Pipeline Proposals; and
 - Advocating for the State and Commonwealth Government to prioritise an appropriate share investment in affordable housing under the planned Housing Australia Fund into Regional WA.

Key Activity 2: Investment Opportunity Articulation

This activity will be focused on supporting the Alliance to clearly articulate to the State Government and other potential investors the opportunities presented by the identified Regional housing and land and supply opportunities.

This would see the development of a collective prospectus of potential housing investment opportunities across Regional Capitals communities that could be used to:

- develop a collective proposal for investment in land development projects under the Regional Development Assistance Program;
- develop a joint State/local government housing investment proposal for housing projects across Regional Capitals communities for consideration by the State Government and the Opposition in the lead up to the next budget and the next election.

Key Activity 3: Investment Facilitation

This activity will be focused on supporting the Alliance to facilitate direct investment in their housing markets.

This will take the form of two key deliverables:

- development of a Template Investment business case for use of Alliance Members seeking to directly invest in housing for:
 - a. Their own staff; or



- b. State government employees via the Government Regional Officers Housing/WA Country Health Service Housing Programs.
- The design and development of a Housing Partnerships Expression of Interest for Alliance Members looking to partner with the Community Housing Sector, local Indigenous Organisations or other providers to deliver affordable or key worker housing within their communities.

Regional Market Engagement

We propose to work with the Alliance to increase knowledge and awareness of Regional Housing opportunities through the development of Regional Housing Market Engagement events and activities.

Key Activity 1: Broader Housing Industry Promotion and Advocacy

In order to bring increased awareness and understanding of the opportunities for investment in housing in Regional Capitals communities, we will support the Alliance to partner with key industry bodies to actively promote and advocate for regional housing investment and activity. Through our established network of relationship with key housing industry players we will work with the Alliance and identified peak industry bodies to develop broad industry events promoting regional housing awareness and investment.

We would propose that this be one or two industry breakfasts/lunches joint sponsored by the Alliance to specifically discuss regional housing opportunities within Regional Capitals communities. It is be anticipated that key Alliance members could be represented as Panel members to lead and participate in discussion.

Key Activity 2: Local Market Engagement and Facilitation

In order to bring together and promote investment and activity by local regional housing players, we will work with the Alliance members, where they wish to participate, to develop events and activities that promote and facilitate local investment in new housing supply. This would include developing a model for a "Local Housing Supply Expo".

This would seek to bring together major local players across the private, government and not for profit sectors involved in increasing housing supply in regional markets.

Where possible we will seek to leverage our network of contacts to bring additional Government and industry players from outside the regions to participate in the events with the view to connecting the local market with broader housing supply initiatives and opportunities.

Importantly the model will be able to be adapted to meet the needs of individual Alliance members.



Organisational Capacity and Key Personnel

Elysian Consulting is skilled at working with the private, public and not for profit sectors to create additional value in their strategy, people and operations.

"Our passion is to assist individuals and organisations to create, identify and capitalise on their opportunities to realise their true impact by *creating unique solutions with purpose.*"

Elysian Consulting has extensive experience working across the housing sector, with Indigenous Corporations and Government organisations to increase access to sustainable rental and home ownership opportunities. Greg Cash, our Managing Director, and the key lead for this proposal, has more than 30 years experience working in the housing industry, delivering services to Aboriginal people in regional and remote Australia and in designing and developing public policy solutions to improve access to housing. Greg will be supported on this work program by Danielle Killey. Danielle has 15 years experience working across housing and regional development.

We have a broad service offering ensuring we are able to provide our clients with the necessary skills and expertise required to deliver on their objectives. Our services include:

Strategic Advisory designed to support organisations design and execute strategy including strategic and business planning; proposal development; policy analysis and advice; Government and stakeholder engagement; and project design, definition and planning.

Individual and Personal Development designed to support the development of individual capability including development of staff, performance planning and coaching.

Organisational Capability Development designed to enhance organisational capability, capacity and culture including organisational development; capacity building and change management.

Operational Performance Improvement designed to enhance organisational performance including service and program design; operational management frameworks; performance measurement and management; business performance improvement; policy and procedural design and documentation; and project and program management.



Key Personnel

Greg Cash, Managing Director

Greg is a graduate of Murdoch University with degrees in Public Policy and Management; and Politics and International Studies. With substantial public and private sector executive management, strategy and implementation experience, Greg brings a wealth of experience and knowledge on successfully designing and operating large scale business units and multidisciplinary programs.

A housing, public policy and strategy expert, Greg has advised Federal, State and Local Governments, not for profits, Indigenous Corporations, publicly listed and private companies on strategy and business planning; economic development and infrastructure proposals; land, urban renewal, disability, and affordable housing projects; policies, programs and other strategic initiatives.

Greg spent more than 25 years working in the social and affordable housing sector with the Western Australian Government. During this time, he was at the forefront of setting and leading the implementation of affordable housing and housing market policies and programs. This included the design, development and implementation of a Shared Equity Home Ownership Scheme that delivered more than 3,000 shared equity home loan opportunities across Western Australia.

Greg also had oversight and direction for commercial development and asset management activities across the State, including a regionally based client service division providing services to more than 45,000 households across regional and remote Western Australia including into remote Aboriginal communities.

He is well versed in the development of regionally focused program design and delivery producing social and economic development outcomes. He has considerable knowledge and experience in developing policy and program responses that adapt and address the challenges and dynamics of regional economies. For example, Greg led the development and implementation of the very successful East Kimberley Transitional Housing Program which supports Aboriginal people to transition from social housing to home ownership.

Greg has substantial experience designing and structuring property project transactions and models. He is able to provide advice on the transaction strategy and design; commercial and operational structuring; and implementation planning for joint venture and partnership arrangements. He has also designed and implemented Government



procurement arrangements for the management and delivery of asset development and maintenance services to regional and remote communities.

Working in partnership across State and Federal Governments, with local governments and the private sector, Greg developed excellent relationships with officials at all levels of government and with his extensive leadership, strategic management, and operational delivery experience, he has the ability to work across sectors to identify opportunities that deliver practical outcomes.

With a strong background in Affordable Housing Policy, Greg has a good understanding of structure and operational requirements for the delivery of affordable home ownership models and products across Australia. In addition, he has previously been a director of Keystart Home Loans, the Western Australian Government's low deposit lender with a focus on supporting low to moderate income earners, Aboriginal people, and people with disabilities to access home ownership.

With extensive experience designing, developing, managing, and evaluating Government policies, programs and services within the public and private sectors, Greg brings unique perspectives and insights into Program design and delivery.

Danielle Killey, Consultant

Danielle has over 15 years of experience in WA State Government, delivering strategic policy and high value commercial projects with a focus on regional housing and land development. In 2020 Danielle relocated to her hometown of Albany to take up a leadership role at the Great Southern Development Commission, which has further enhanced her understanding of grassroots regional development and the partnership approach needed to effect change.

Danielle has a wealth of technical expertise, with detailed knowledge and success in navigating State Government procurement and approvals processes, including high value (>\$50m) business cases and funding submissions. Danielle's experience includes:

- Strategic policy for the Government Regional Officers' Housing (GROH) program, social, affordable and key worker housing initiatives;
- Co-design of the pilot East Kimberley Transitional Housing Program in partnership with Wunan Foundation;
- Development and assessment of proposals via State Government procurement processes (housing and regional development);
- Program management of a \$400m Housing for Workers Program for the WA Housing Authority, delivering key worker housing across WA;

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- Partnering with Local, State and Federal Government, not for profit and private sector to pull together complex business cases for submission to the Department of Treasury budget processes;
- Development and implementation of governance structures (including oversight of teams, audits, risk management, and budgets) for funding programs and a statutory authority with a Board of Management; and
- Project and program management (PRINCE2, PMBOK, MSP).

Delivery Capacity

Greg will be the key lead and resource for this project. We can confirm that he has the capacity to commit the required time to deliver this engagement. In addition, Elysian Consulting also has access to a team project managers and consultants who can support Greg should additional resourcing be required. Further information on these resources can be provided upon request, based on the anticipated additional support.

Elysian Consulting is able to provide all key resources, software and equipment to deliver on the requirements of this Request.

Skills and Experience

Elysian Consulting has a comprehensive understanding of the Australian social and affordable housing system; the challenges and barriers to home ownership for Aboriginal people in regional and remote Australia; and the opportunities available to Aboriginal communities through development of regional economies. We are highly active in providing strategic advice on housing and regional development issues to Governments, not for profits, Aboriginal corporations, and private sector companies.

We worked with Indigenous Business Australia to develop and pilot the Residential Development Program that is the subject of this Request for Quotation. Under the Pilot, we are currently providing specific housing market and residential development advice and guidance to multiple Indigenous Corporations around Australia. This advice is supporting them to understand how they can leverage opportunities to realise commercial, social, and housing outcomes for Aboriginal people through the development of land and residential housing. We are working closely with the Indigenous Corporations to identify their aspirations and strategic objectives prior to aligning their project development approach and delivery strategy to maximise those objectives.

We also have ongoing engagements to provide strategy, business development and operational management advice to not-for-profit Community Housing Organisations and



Indigenous Community Housing Organisations across Western Australia, the Northern Territory and Victoria. Our advice and support have been critical in the establishment of social and affordable housing projects and enabling them to operate sustainable not for profit business models. Operating throughout regional and remote Australia, our work with these organisations provides Elysian Consulting with valuable insights and current understanding of the challenges facing regionally based housing service providers in a post-Covid 19 environment.

Elysian Consulting has worked with major residential land developers, home builders and property investors to support them to progress residential housing projects. We have a comprehensive knowledge of housing market conditions, policy opportunities and drivers for residential housing development. With more than 30 years in the housing industry, Greg has been actively involved in the delivery of major residential development projects, has negotiated large scale property sales, and has taken a lead role in the management of a number of joint venture development projects. He has a deep and broad understanding of the Australian housing market, the social and affordable housing sector and the housing policy environment.

Elysian Consulting has a strong track record of supporting clients to deliver a range of projects. We have worked with clients to progress them through gateway investment processes and to support them through the execution phase of projects. Greg has managed the delivery of a range of residential projects including major residential refurbishment programs and multi faceted capital works and client engagement projects. For example, as Project Director for the SharedStart Shared Equity Program, Greg was responsible for the oversight and management of a program of works that aligned the acquisition, construction and sale of several thousand dwellings with the introduction of a new shared equity loan product. This program of works required the coordination and management of major investment decisions, capital works project delivery and client engagement processes within constrained timeframes.

Through delivery of a number of research and investment projects, we have demonstrated our capacity to undertake comprehensive research, financial modelling, housing market analysis and Program evaluation. We have prepared program and project financial models, funding submissions and investment proposals including financial modelling at project and portfolio levels, program budgets and comparative assessment tools. Key projects include:

 Development of an investment proposal for a partnership between a Community Housing Organisation and an Aboriginal Corporation in regional Victoria.



- Preparation of Regional Housing Market Analysis Report for a major resources industry firm contemplating a significant regional investment decision.
- Financial modelling for multiple clients on individual property development proposals.

Elysian Consulting has also worked with regionally based local governments across Western Australia to provide strategic advice and develop options to increase housing supply and availability. Separate engagements (i) covering all major regional population centres across Regional WA and (ii) covering the isolated and remote northern Goldfield's region, ensure we have extensive understanding of the dynamics of regional and remote housing markets. This has also enabled us to identify opportunities for Indigenous Organisations to play a leading role, and to benefit economically, in the development of regionally based solutions to housing supply.

Financial Arrangements

Elysian Consulting will provide all relevant equipment required to deliver this work. However, it is expected that the Alliance Members will provide access to relevant information and staff to facilitate and assist in supporting the needs of the target clients.



Fee Structure

The proposed fee structure for this quotation is as follows:

Opportunity Identification				
Activity	Unit	Price (ex GST)	Price (Inc GST)	
Engagement	5	\$9,000	\$9,900	
Site and Project Analysis	5	\$9,000	\$9,900	
Strategic Opportunity and Constraint	5	\$9,000	\$9,900	
Identification				
Sub Total		\$27,000	\$29,700	
Encourage Investment				
Activity	Amount	Price (ex GST)	Price (Inc GST)	
Advocacy and Influence	4	\$5,400	\$5,940	
Investment Opportunity Articulation	4	\$5,400	\$5,940	
Investment Facilitation	3	\$4,500	\$4,950	
Sub Total		\$15,300	\$16,830	
Regional Market Engagement				
Activity	Amount	Price (ex GST)	Price (Inc GST)	
Broader Housing Industry Promotion	2	\$2,800	\$3,080	
and Advocacy				
Local Market Engagement and	3	\$3,600	\$3,960	
Facilitation (Event Planning)				
Sub Total		\$6,400	\$7,040	
Total		\$48,700	\$53,570	

It is proposed that payments be made under the following payment schedule

Milestone	Payment
Commencement	10% (\$4,870 plus GST)
Completion of Opportunity	30% (\$14,610 plus GST)
Identification	
Completion of Encourage Investment	30% (\$14,610 plus GST)
Completion of Regional Market	40% (\$14,610 plus GST)
Engagement	

Disbursements

Elysian Consulting is based in Perth, Western Australia. It is anticipated that there will be travel requirements to support the delivery of this engagement.

However, should travel be required we will be happy to negotiate with the Regional Capitals Executive to negotiate specific requirements and cost arrangements.



Insurances

Elysian Consulting holds the following insurances

- ✓ Professional Indemnity of \$5,000,000
- ✓ Public Liability of \$20,000,000
- ✓ Workers Compensation

Certificates of currency can be provided as required.



Attachment 10: Evaluation Report



Consultancy to Identify Regional Land and Housing Investment and Supply Opportunities and Encourage Investment Expression of Interest Assessment Summary Report

DOCUMENT ID NUMBER:	RCAWA 2023-001	
EXPRESSION OF INTEREST:	RCAWA – Identify Regional Land and Housing Investment and Supply Opportunities and Encourage Investment	
CLOSING DATE FOR SUBMISSIONS:	5pm 24 March 2023	
CONSULTANTS INVITED	Elysian Consulting (Response received) Urbis(Declined offer to respond) Element WA(Declined offer to respond)	



EVALUATION SCORE SUMMARY

RCAWA EOI Assessment Summary



Consultancy to Identify Regional Land and Housing Investment and Supply Opportunities and Encourage Investment

Compliance Criteria				
Consultant	Conditions of	Pricing		
	Responding			
Elysian	Y	Y		
Urbis	N	Ν		
Element WA N N				

Qualitative Criteria							
Elysian Consulting	Part 1: Opportunity Identification						
	EO		Sam		Average	Weighting	Result
A Relevant Experience & Capacity		4		4	4.00	40%	1.6
B Methodology & Timeline		3		2	2.50	30%	0.75
C Fees & Value for Money		3		2	2.50	30%	0.75
						Total	3.1

Part 2: Encouraging investment					
Elysian Consulting					
	EO	Sam	Average	Weighting	Result
A Relevant Experience & Capacity	4	4	4.00	40%	1.6
B Methodology & Timeline	3	2	2.50	30%	0.75
C Fees & Value for Money	4	3	3.50	30%	1.05
				Total	3.4

Part 3: Regional Housing Market Engagement Activities					
Elysian Consulting					
	EO	Sam	Average	Weighting	Result
A Relevant Experience & Capacity	4	4	4.00	40%	1.6
B Methodology & Timeline	3	2	2.50	30%	0.75
C Fees & Value for Money	4	4	4.00	30%	1.2
				Total	3.55

Ratings: 1 - Poor, 2 - Fair, 3 - Satisfactory, 4 - Good, 5 – Excellent



SUMMARY AND RECOMMENDATION

Three consultants were invited to quote on the EOI, namely Elysian Consulting, Urbis and Element WA. Elysian Consulting was the only submission received by the closing date, Friday 24 March 2023. ElementWA advised the indicative project budget "wasn't sufficient to do the project justice" and no response was received from Urbis.

The consultants were requested to submit a quote for each of three separable components:

Part 1: Opportunity Identification

Part 2: Encouraging Investment

Part 3: Regional Housing Market Engagement Activities

Despite only receiving one submission, to ensure due diligence, Elysian's proposal was assessed against the EOI evaluation criteria by the sub-committee representative, Sam Mastrolembo, the Executive Officer, Paul Rosair, and Project Support Consultant Jo Swan. Individual scores were averaged and a weighting applied to determine the score for each part.

Elysian's weighted score for each of the components were rated as follows:

Part 1: Opportunity Identification = 3.1 (Satisfactory).

Part 2: Encouraging Investment = 3.4 (Satisfactory)

Part 3: Regional Housing Market Engagement Activities = 3.55 (Satisfactory)

Elysian demonstrated they have the relevant skills and experience to deliver the project. A methodology was provided however the proposal doesn't make mention of any travel to member locations and therefore assume the work will be done remotely from Perth.

The proposal was lacking some detail as to whether the report from the Opportunity Identification component would include opportunities identified for each of the ten RCAWA Alliance members or if it will be a collective report however it was determined this could be clarified as part of initial engagement as it may depend on the findings from the analysis.

Elysian's proposal also didn't include a timeline. This will be discussed and agreed as part of the contract engagement.

As Elysian's proposal was within the allocated budget and rated as satisfactory, it is recommended the Alliance engage Elysian to undertake the contract.

The sub-committee will steer the work of the consultant to ensure the scope of work is as required and remains within budget.

Next Steps

Pending endorsement from the Alliance to engage Elysian to commence the project, the EO will negotiate with Elysian the final scope of works to ensure the required scope of works will be delivered within the agreed budget and to a required timeline. The EO will also engage with the Alliance CEO sub-committee in oversighting the implementation of the project. Futhermore, the EO will organise the contractual arrangements as required.

As per the EOI document, Alliance members will be required to provide relevant background documentation and contacts to the appointed Consultant to assist undertaking the required works.



10 STRATEGIC PLANNING

Date of Report: Report Author: Disclosure of Interest: Attachment(s) 20th April 2023 Executive Officer, Paul Rosair and Redit Research Nil

- 11. Strategic Plan (separately attached)
- 12. Draft Action Plan 2023-2024 (separately attached)
- 13. Draft Communications and Stakeholder Engagement Plan 2023-2024 (separately attached)
- 14. Printing Quote ATeam Printing

Background:

In 2017 a high-level Strategic Plan was developed to guide the Alliance actions from 2017/18 -2021/22. It outlined the vision, focus and priorities and explained "what we do" and "how we work". This Strategic Plan has been circulated to nearly every Minister and Director General in WA, a number of Federal Ministers and Politicians and has been discussed with a myriad of Government Agencies, industry bodies and associations. Following on from this, a Strategic Planning workshop was held on 7th August 2020 in which members made decisions regarding key stakeholders and focus areas going forward. Subsequently, another workshop was held in February 2021 at the City of Perth to refine priorities.

A Strategic Planning Workshop, facilitated by Kelly Hick was conducted on 18th August 2022. The purpose of this was to reassess the strategic direction of the Alliance for the Strategic Plan for the next five years, make commentary on the content of the new Strategic Plan, and to prioritise strategic topics and stakeholders going forward.

The Alliance passed a resolution at the August meeting to engage suitable external resources to assist in the development of the 2023 – 2028 RCAWA Strategic Plan. The estimated budget was \$8-\$10k including production.

The high-level draft Strategic Plan was presented at the February meeting and feedback requested from the members.

Discussion:

As a result of feedback from members and Kelly Hick, minor word adjustments were made. The final Strategic Plan is in Attachment 10. A quote for printing of the document was received (see Attachment 13) with prices of:

- \$367 for 50 copies
- \$442 for 100 copies
- \$798 for 200 copies

Redit research, as part of the Strategic Planning process, has also produced a draft Action Plan 2023-2024 and Communications and Stakeholder Engagement Plan 2023-2024. See attachments 11 and 12.



Total spend without printing costs so far is:

Redit Research: Document content development: 45 hours @ \$110 per hour: \$4,950 plus GST

Eclipse Design: Graphic design - 11 hours @ 110 per hour: \$1,210 KLH Consulting: Peer review – 2 hours @ 295 per hour: \$590 Total: \$6,750 plus GST

Link to Strategic Directions:	Budget Implications		
Advocacy and policy Influence Partnership and collaboration Representation	Budget allocated \$8-\$10K.		
Resolution/s(s)	Action(s)		
 That the final Strategic Plan be received That the members provide feedback on the draft Action Plan 2023-2024 and Communications and Stakeholder Engagement Plan 2023-2024 by 12 May 2023 That the Executive team proceed with printing of 100 copies of the Strategic Plan 	 Alliance Members to provide feedback on the Action Plan and Communications and Stakeholder Engagment Plan by 12 May 2023. Redit Research to incorporate feedback and present final documents at the June meeting. EO to proceed with printing of the Strategic Plan and distribute copies to Alliance members as appropriate. 		
Moved: Peter Carter	Responsible: Executive Officer		
Seconded: Virginia Miltrup	Due date: 31 st May		

Attachment 11. Strategic Plan (separately attached)

Attachment 12. Draft Action Plan 2023-2024 (separately attached)

Attachment 13. Draft Communications and Stakeholder Engagement Plan 2023-2024 (separately attached)



Attachment 14: Printing Quote – ATeam Printing

QUOTE	90913	
Jane Lewis	3/04/2023 A Team Printing Pty Ltd 81 Acton Avenue RIVERVALE, WA 6103 ABN: 94 091 596 235 Tel: (08) 9478 3188 Fax: (08) 9478 3041 Email: quotes@ateamprinting.com.au	
Dear Jane Further to your end	uiry, I have pleasure in submitting our estimate to meet your requirements as follows:	
Title:	RCAWA strategic Plan 2023 Book - 4PP + 4PP Covers A4 Landscape	
Size:	A4 Landscape	
Pre-press:	Art Supplied High Res PDF with 3mm Bleed	
Printing:	Printed in 4 colour process t-out Digital	
Materials:	Cover 300gsm Silk art Text 170 gsm Silk art	
Finishing:	Gloss Laminated Cover 1 side - Gather , trim & Saddle stitch to A4	
	Quantity Price Exc GST (\$) 100 \$442.00 200 \$798.00 50 \$367.00	
Comments:		
Terms:	All prices exclude GST, are valid for 30 days, and are subject to sight of artwork or disk. Material prices may be subject to change at time of order placement. All orders are placed subject to our terms & conditions, available on request.	
	meets with your approval, and look forward to receiving your instructions in due course. If I can ssistance, please do not hesitate to contact me.	
Assuring you of our best attention		
- 10	1.	
lan Bresland		



11 AROUND-THE-GROUNDS

Date of Report: Report Author: Disclosure of Interest: Attachment(s) 20th April 2023 Executive Officer, Paul Rosair Nil Nil

Purpose:

For Alliance members to share information that may have an impact on other regional capitals either in the form of a collaborative opportunity, a win or a warning.

Background:

At the 18th February 2021, Alliance members showed an interest in incorporating an around-the-grounds item into future meetings. A Recommendation was passed at the April meeting that the format of the around-the-grounds item will be 2-3 minutes per capital per meeting for a maximum total of 30 minutes. If members wish to pursue a topic in more detail, they can pursue it out of session or raise it as an agenda item for the next meeting.

Discussion:

As required.

Link to Strategic Directions:	Budget Implications
Partnership and collaboration	Nil
Resolution/s(s)	Action(s)
For information only	Nil



12 OTHER BUSINESS

ITEM	INFORMATION	ACTIONS REQUIRED
Regions Rising Conference in Bunbury – RCAWA Attendance and RPAEC Report Launch	Executive Officer and attending members to report on the Conference and launch	Nil
Infrastructure Development Fund	See Attachment 15 Andrew Sharpe raised the question whether this funding would be suitable for the current RCAWA Housing strategy/project and whether it would be worth considering a joint application under RCAWA.	Consideration for Housing Project
Developing the National Housing and Homelessness Plan	See Attachment 16 The Australian Government is developing a National Housing and Homelessness Plan (the Plan) to help more Australians access safe and affordable housing. The Plan will be a 10-year strategy. It will set out a shared vision to inform future housing and homelessness policy in Australia. The Plan is an opportunity to broadly assess issues constraining the current housing system. It provides a chance to identify actions needed to address the significant challenges facing the housing and homelessness sectors. The Plan will set out the key short, medium and longer term reforms needed to improve outcomes across the housing spectrum. It will also consider the specific housing and homelessness challenges faced by groups who tend to experience disadvantage. The Department of Social Services has started work on the Plan and will begin stakeholder engagement activities in the second quarter of 2023.	The Executive team subscribed on behalf of the RCAWA for updates on consultation opportunities and to receive information about the progress of the Plan. Awaiting further contact.



ITEM	INFORMATION	ACTIONS REQUIRED
Auditor General	Discussion regarding possible action Executive Officer and Sam Mastrolembo	Letter to the Premier, Minister and Attorney General to be drafted by the Executive Officer in consultation with the CEO Broome , and Mayor of Kalgoorlie Boulder – advising of the issues
Business Service Reviews	Executive Officer to update	Executive Officer to work with BMac on implementation
Benchmarking	Final report will be presented at the June RCAWA meeting	Benchmarking Office to finalise



Attachment 15: Infrastructure Development Fund Information

1. Infrastructure Development Fund

The State Government has established an \$80 million fund to unlock a new pipeline of apartment development in key urban precincts and worker accommodation in regional areas. Last updated: 27 March 2023

2. Contents

- 3. About the Infrastructure Development Fund
- 4. How to apply
- 5. Contact us for more information

Restrictions on the capacity of existing water, wastewater and electricity infrastructure, and the costs and complexity for landowners to connect can limit urban infill development and the provision of new housing in regional areas. This can result in well-located development sites remaining vacant and housing opportunities going unrealised. The purpose of the Infrastructure Development Fund is to assist with the cost of resolving infrastructure constraints that impact the supply of medium to high density housing projects in priority infill locations within metropolitan Perth; and worker accommodation in the regions. In the metropolitan area, new medium to high density housing development will promote urban consolidation, housing diversity and activation around priority infill locations, such as METRONET station precincts. In the regions, high levels of employment and low availability of housing can impede ongoing economic development.

6. About the Infrastructure Development Fund

The \$80 million Infrastructure Development Fund has been allocated equally between metropolitan and regional projects (\$40 million each). The Infrastructure Development Fund consists of three funding programs:

Targeted Apartment Rebate

For new apartment developments, a targeted rebate of up to \$10,000 per multiple dwelling will be available to assist with water, wastewater and electricity infrastructure connection and contribution costs incurred with the Water Corporation or Western Power. Funds will be paid directly to the infrastructure provider. The rebate will be available to apartment (multiple dwelling) projects within the Perth metro-central sub-region, METRONET Station Precincts and Housing Diversity Pipeline sites. Developments receiving funding under the program will be required to commence within two years of approval and complete construction within four years. An additional 12-month discretionary extension is available to account for unforeseen construction delays. Targeted Apartment Rebate Guidelines for Applicants

Unlocking infill precincts

The second stream of the Infrastructure Development Fund has been designed as an infrastructure investment program to address constraints in the water, wastewater and electricity network at a precinct scale, to facilitate medium to high density development within the Perth metro-central sub-region, within METRONET station precincts and Housing Diversity Pipeline sites.



This allows for larger, more complex infrastructure bottlenecks to be identified and addressed, to provide the additional service capacity needed to unlock development opportunities. Without Government intervention or assistance, in some cases these development opportunities are unlikely to be realised or feasible for a single developer to coordinate and/or fund.

Applications for this funding stream will be based on evaluation of a business case, including consideration of co-contribution opportunities with industry.

Unlocking Infill Precincts Guidelines for Applicants

Unlocking regional worker accommodation opportunities

The third funding stream has been designed as an infrastructure investment program to address infrastructure constraints in the water, wastewater and electricity network at a precinct or strategic site scale impacting the delivery of regional worker accommodation.

Applications under this funding stream will be based on evaluation of a business case, including consideration of co-contribution opportunities.

Mining/resource worker accommodation and proposals outside of existing centres, townsites or communities are ineligible for funding.

Unlocking Regional Worker Accommodation Opportunities Guidelines for Applicants

7. How to apply

Applications are to be made in accordance with the relevant Guidelines and application forms.

Targeted Apartment Rebate Application Form

Unlocking Infill Precincts/Unlocking Regional Worker Accommodation Opportunities Application Form

You are welcome to contact the Infrastructure Development Fund team via <u>infrastructurefund@dplh.wa.gov.au</u> or 6551 8002 to discuss your application.

Applications are open for 18 months, until 6 September 2024.

Contact us for more information

If you have any queries, please contact the Infrastructure Development Fund team at the Department of Planning, Lands and Heritage.

Phone enquiries: (08) 6551 8002 Email enquiries: infrastructurefund@dplh.wa.gov.au



Attachment 16: National Housing and Homelessness Plan Information

3/27/23, 2:06 PM

Developing the National Housing and Homelessness Plan Lengage.dss.gov.au

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Developing the National Housing and Homelessness Plan

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About the National and Homelessness Plan

The Australian Government is developing a National Housing and Homelessness Plan (the Plan) to help more Australians access safe and affordable housing. The Plan will be a 10-year strategy. It will set out a shared vision to inform future housing and homelessness policy in Australia.

The Plan is an opportunity to broadly assess issues constraining the current housing system. It provides a chance to identify actions needed to address the significant challenges facing the housing and homelessness sectors.

The Plan will set out the key short, medium and longer term reforms needed to improve outcomes across the housing spectrum. It will also consider the specific housing and homelessness challenges faced by groups who tend to experience disadvantage.

The Department of Social Services has started work on the Plan and will begin stakeholder engagement activities in the second quarter of 2023.

Why it is important

The Australian Government understands access to secure and affordable housing has significant social, economic and personal benefits.

The development of the Plan recognises long-standing calls from states and territories, as well as other key stakeholders, for a national plan to help more Australians access safe and affordable housing.

The Plan is a key part of the Government's housing reform agenda, which will introduce a number of new initiatives to improve housing and homelessness outcomes for Australians. These include:

· A National Housing Supply and Affordability Council to independently advise the Australian Government on housing policy, in particular

https://engage.dss.gov.au/developing-the-national-housing-and-homelessness-plan/



3/27/23, 2:06 PM

Developing the National Housing and Homelessness Plan | engage.dss.gov.au

- The National Housing and Homelessness Plan
- The Housing Australia Future Fund (HAFF), which will use returns on investment to build 30,000 new social and affordable housing in its first five years
- · A Housing Accord which will bring the Commonwealth together with states and territories, the Australian Local Government Association, institutional investors and representatives from the superannuation and construction sectors to unlock quality, affordable housing supply over the medium term
- · The expansion of the remit of the National Housing Infrastructure Facility to more flexibly deploy funds to accelerate the supply of social and affordable housing
- · The Regional First Home Buyer Guarantee which provides eligible first home buyers in regional areas with a government guarantee to buy a home with a deposit of as little as 5% without paying Mortgage Lenders Insurance.

Who we are working with

The Plan will be developed in collaboration with key stakeholders. This includes state, territory and local governments, not-for-profit and civil society organisations, industry bodies, superannuation funds and other experts in housing, finance and urban development.

It will involve broad public consultation, including with people with lived experience.

The National Housing Supply and Affordability Council will guide in development of the Plan. The Council will deliver independent advice to Government on ways to increase housing supply and affordability.

An interim National Housing and Supply Council has been established and commenced operations from 1 January 2023, with a permanent council to be established with the passage of legislation.

Further information on the National Housing Supply and Affordability Council is available on the Treasury website.

Opportunities to have your say

Subscribe below for updates on consultation opportunities and to receive information about the progress of the Plan. You can unsubscribe from this mail list at any time.

Email Address *

This field is required.

I am subscribing as an

O Individual

Organisation Representative

Subscribe

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AGREED 2023 MEETING DATES	LOCATION	NOTES
Thursday 20 April 1-5pm and Friday 21 April 9-12am	Regional Visit Port Hedland	RCAWA meeting
Friday 16 June 9-9.30am	Zoom	CEO Ringaround
Friday 23 June 9-12am	Zoom	RCAWA meeting
Friday 18 August 9-9.30am	Zoom	CEO Ringaround
Thursday 24 August 1-5pm (and Dinner)	Perth	RCAWA meeting
Tuesday 26 September 9-9.30am	Zoom	CEO Ringaround
Tuesday 3 October 1-5	Perth	RCAWA meeting coinciding with WALGA AGM
Friday 8 December 9-9.30 am	Zoom	CEO Ringaround
15 December 9-12 am	Zoom	RCAWA meeting

Link to Strategic Directions:	Budget Implications	
Advocacy and policy Influence Partnership and collaboration Representation	Meeting Costs as per 2022/23 budget	
Resolution/s(s)	Action(s)	
Nil	Auditor general letter	
Moved: -	Responsible: Executive Officer	
Seconded: -	Due date: As Appropriate	

MEETING CLOSED: 5:00PM