

21 June 2021

At 2.00 pm

**Corporate, Finance, Properties and  
Tenders Committee**

## Agenda

1. **Disclosures of Interest**
2. **Adoption - Integrated Planning and Reporting Program and Budget 2021/22**
3. **Investments Held as at 31 May 2021**
4. **Lease Approval - Nita McCrae Park - 17 Argyle Street, Millers Point**
5. **Tender - T2020-09 - SSROC - Sustainable Pavements - Road Construction Materials and Related Services**
6. **Exemption from Tender and Contract Variation - Customer Relationship Management Services for the National CitySwitch Green Office Program**
7. **Exemption from Tender and Contract Variations – Catering Services – Compass Group (Restaurant Associates)**
8. **Contract Variations - Event Infrastructure, Structures and Equipment for Major Events and Festivals**

### **Economic Development and Business Sub-Committee**

9. **Grants and Sponsorship - Round One 2021/22 - Economic Grants**
10. **George Street Business Innovation Space – Award of Accommodation Grant and Recommended Operator**

## Disclaimer, Terms and Guidelines for Speakers at Council Committees

As part of our democratic process, the City invites members of the community to speak directly to Councillors during Committee meetings about items on the agenda.

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### Guidelines

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1. Register to speak by calling Secretariat on 9265 9310 or emailing [secretariat@cityofsydney.nsw.gov.au](mailto:secretariat@cityofsydney.nsw.gov.au) before 10.00am on the day of the meeting.
2. Check the recommendation in the Committee report before speaking, as it may address your concerns so that you just need to indicate your support for the recommendation.
3. Note that there is a three minute time limit for each speaker (with a warning bell at two minutes) and prepare your presentation to cover your major points within that time.
4. Avoid repeating what previous speakers have said and focus on issues and information that the Committee may not already know.
5. If there is a large number of people interested in the same item as you, try to nominate three representatives to speak on your behalf and to indicate how many people they are representing.

Committee meetings can continue until very late, particularly when there is a long agenda and a large number of speakers. This impacts on speakers who have to wait until very late, as well as City staff and Councillors who are required to remain focused and alert until very late. At the start of each Committee meeting, the Committee Chair may reorder agenda items so that those items with speakers can be dealt with first.

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## **Item 1.**

### **Disclosures of Interest**

Pursuant to the provisions of the City of Sydney Code of Meeting Practice and the City of Sydney Code of Conduct, Councillors are required to disclose pecuniary interests in any matter on the agenda for this meeting.

Councillors are also required to disclose any non-pecuniary interests in any matter on the agenda for this meeting.

This will include receipt of reportable political donations over the previous four years.

In both cases, the nature of the interest must be disclosed.

**Item 2.**

**Adoption – Integrated Planning and Reporting Program and Budget 2021/22**

Document to Follow

## Item 3.

### Investments Held as at 31 May 2021

File No: X020701

#### Summary

This report provides details of the City's investment portfolio and performance to 31 May 2021.

The City's total Investment and Cash position was \$660.4M at 31 May 2021, with investments earning interest of \$0.3M for the month.

The Covid-19 pandemic has created significant uncertainty in financial markets. One of the measures the Reserve Bank of Australia (RBA) has used to respond to the crisis is to reduce the official cash rate downward. It was reduced first on 3 March 2020 to 0.50 per cent and again on 20 March 2020, when it was further reduced to 0.25 per cent. The RBA, in early June, announced that it will continue to hold official interest rates steady.

The City's cash inflows have also been adversely impacted as the economic consequences of the pandemic affect major revenue streams, including parking services, commercial property income and the timely payment of rates and annual charges. A greater focus on maintaining adequate liquidity with shorter investment maturities, and increasingly limited opportunities to invest funds at adequate rates of return will continue to affect the City's interest revenue.

The majority of the City's cash and investments portfolio is held as internally restricted (\$271.9M) or externally restricted (\$67.9M) cash reserves, to satisfy the City's legislative responsibilities and to set aside specific funds for Council's funding commitments to the major initiatives within the Sustainable Sydney 2030 Community Strategic Plan.

Key commitments within the City's Long-Term Financial Plan include public domain works in the CBD, infrastructure and community facilities in the Green Square urban renewal area and open space acquisitions. The balance of investment funds represents working capital and funding required for the City's operating and capital expenditure commitments, including the Covid-19 relief grants program.

The City achieved an annualised monthly return of 0.63 per cent for May, above the 30 Day Bank Bill Rate (BBR) of 0.01 per cent, the latest AusBond Bank Bill Index (published by Bloomberg) of 0.00 per cent and the enhanced benchmark of 0.46 per cent (BBR + 0.45 per cent) as endorsed in October 2020 as part of the Investment Strategy.

The City's annual rolling return of 0.66 per cent also continues to exceed the 12 month average 30 Day Bank Bill Rate of 0.04 per cent, the latest AusBond Bank Bill Index of 0.06 per cent and the enhanced benchmark of 0.49 per cent (BBR + 0.45 per cent) as endorsed in the Investment Strategy in October 2020.

The report includes graphs demonstrating that the City's liquidity profile continues to satisfy the requirements of the Policy, and charts that identify the distribution of the City's portfolio across credit ratings, investment product types and financial institutions. Separate charts depicting the City's cumulative portfolio returns over and above both the 90 day Bloomberg AusBond and 30 day Bank Bill Rate benchmarks have also been included to provide further insight into the City's total investment portfolio performance.

The structure of the City's investment portfolio continues to reflect the conservative approach outlined in the Investment Policy and Strategy, which remains appropriate for the current global and domestic economic conditions. The Policy and Strategy also maintain the City's commitment to sustainable investments where returns and risks are equivalent, under the environmentally and socially responsible investment criteria.

### **Recommendation**

It is resolved that the Investment Report as at 31 May 2021 be received and noted.

### **Attachments**

**Attachment A.** Register of Investments and Cash as at 31 May 2021

**Attachment B.** Investment Performance as at 31 May 2021

## Background

1. In accordance with the principles of financial management, cash that is surplus to the City's immediate requirements is invested within acceptable risk parameters to optimise interest income while ensuring the security of these funds.
2. Surplus cash is only invested in authorised investments that comply with governing legislation and the City's Investment Policy and Strategy.
3. The benchmark performance goal of the City's Investment Policy and Strategy is to surpass the 30 Day Bank Bill Rate (BBR) by 45 basis points while performance also continues to be measured against the Bloomberg AusBond Bank Bill Index.
4. The City's total Investment and Cash position as at 31 May 2021 is \$660.4M, an increase of approximately \$31.4M from the \$629M reported as at 30 April 2021, reflecting operating income and proceeds from property divestment, offset by capital works expenditure, property acquisition and other operational payments. A schedule detailing all of the City's investments as at the end of May is provided at Attachment A.
5. A substantial portion of the City's cash and investments portfolio is held as internally restricted (\$271.9M) or externally restricted (\$67.9M) cash reserves, to satisfy the City's legislative responsibilities and to set aside specific funds for Council's funding commitments to the major initiatives within the Sustainable Sydney 2030 Community Strategic Plan.
6. Key commitments within the City's Long Term Financial Plan include public domain works in the CBD, infrastructure and community facilities in the Green Square urban renewal area and the acquisition of open space. The balance of investment funds represents working capital and funding required for the City's operating and other capital expenditure commitments.
7. The City achieved an annualised monthly return of 0.63 per cent for May, above the 30 Day Bank Bill Rate (BBR) of 0.01 per cent, the latest AusBond Bank Bill Index (published by Bloomberg) of 0.00 per cent and the enhanced benchmark of 0.46 per cent (BBR + 0.45 per cent) as endorsed in October 2020 as part of the Investment Strategy.
8. The City's annual rolling return of 0.66 per cent also continues to exceed the 12 month average 30 Day Bank Bill Rate of 0.04 per cent, the latest AusBond Bank Bill Index of 0.06 per cent and the enhanced benchmark of 0.49 per cent (BBR + 0.45 per cent) as endorsed in the Investment Strategy in October 2020.
9. In response to the global Covid-19 pandemic, the Reserve Bank of Australia (RBA) adjusted the official cash rate on 3 March 2020, and again on 20 March 2020 to 0.25 per cent. On 2 November 2020, the RBA announced a further drop in the official cash rate to 0.10 per cent. In addition, the RBA launched its Term Funding Facility. This facility, now in the order of \$200 billion, has reduced the funding costs of Authorised Deposit-Taking Institutions (ADIs), in turn helping to reduce the interest rates for borrowers. The market is responding by reducing the rates on offer, and the resultant lower investment yields continue to have a sustained adverse impact on the City's portfolio return. The low interest rates are anticipated to continue for the foreseeable future given the current challenging economic conditions. On June 1 the RBA announced that interest rates would remain at their current levels.



10. The City's cash inflows, whilst reasonably resilient and showing signs of recovery, have been negatively impacted for a prolonged period, as the economic consequences of the pandemic continue to affect major revenue streams, including parking services, commercial property income and timely payment of rates and annual charges. A greater focus on maintaining adequate liquidity with shorter investment maturities, and increasingly limited opportunities to invest funds at adequate rates of return will also continue to affect the City's interest revenue.
11. The report includes graphs depicting that the City's cumulative portfolio returns over and above both the 90 day Bloomberg AusBond, and 30 day Bank Bill Rate benchmarks have also been included to provide further insight into the City's total investment portfolio performance.
12. The structure of the City's investment portfolio continues to reflect the conservative approach outlined in the Investment Policy and Strategy, which remains appropriate for the current global and domestic economic conditions.

## **Key Implications**

### **Strategic Alignment - Sustainable Sydney 2030**

13. The City's investments accord with all legislative and policy requirements, as detailed below, and continue to achieve returns above minimum benchmark rates.

### **Financial Impact**

14. The City's investments earned interest of \$0.3M for the month of May 2021 against budgeted earnings of \$0.3M. While the 2020/21 interest revenue budget anticipated a lower interest rate environment over the financial year, the extent of rate reductions and the impact of the RBA Term Funding Facility on investment returns has exceeded predictions.

### **Economic**

15. The extent of the local and global economic impact resulting from Covid-19 has created significant uncertainty in financial markets. Many Governments and central banks, including the Australian Government and the Reserve Bank of Australia (RBA), are implementing large scale responses to the economic crisis, including coordinated stimulus measures involving significant increases in government spending and borrowing combined with large scale buying of bonds by central banks.
16. The RBA reduced the official cash rate downward twice in March 2020. It was reduced first on 3 March 2020, to 0.50 per cent, and again on 20 March 2020, when it was further reduced to 0.25 per cent. RBA further dropped the cash rate to 0.10 per cent on 2 November 2020.
17. The RBA has continued to indicate that the 0.10 per cent official cash rate is unlikely to be lifted until it is confident the economy has recovered sufficiently to lift annual inflation inside its target 2 per cent to 3 per cent range.

18. Historically, returns on cash (i.e. "at call" accounts) and short term investments have been quite strong. However, with the low official cash rate, market variability in monthly returns may mean the short to medium term investment returns could be flat or potentially slightly negative. The capacity for City staff to invest in a manner that meets liquidity requirements whilst achieving the "enhanced" benchmark returns (as detailed in the Investment Policy) is increasingly limited. However, the best available returns are still actively sought when surplus funds are invested.
19. On occasion, financial institutions will not offer term deposit rates as their own liquidity requirements are already satisfied. Since the beginning of the Covid-19 pandemic, this has occurred with increased frequency, further limiting the available range of institutions able to offer adequate returns at an acceptable credit risk under the City's Investment Policy.

### Relevant Legislation

20. Council is authorised to invest its surplus cash under Section 625 of the Local Government Act 1993.
21. The Local Government (General) Regulation 2005 (Clause 212) requires the City to provide a written monthly report of all monies invested, under Section 625 of the Act.
22. The Investment Policy and Strategy was last revised in October 2020, maintaining Council's commitment to give preference to sustainable investments where returns and risks are equivalent to other investments. The revision also maintained the broadened definition of environmentally harmful activities to include specific reference to coal, gas and oil.
23. The City's investments accord with the Minister's Investment Order, the Office of Local Government's Investment Policy Guidelines, and the City's own Investment Policy and Strategy as adopted by Council on 28 October 2020.

### Critical Dates / Time Frames

24. A monthly investment report must be submitted for Council's information and review within the following month.

### Public Consultation

25. Consultation is regularly undertaken with a number of financial institutions and investment advisers to consider options and ensure the City continues to maximise its investment return within appropriate risk parameters.
26. City staff meet regularly with representatives of each of the 'Big 4' banks and NSW TCorp. At these meetings City staff actively advocate for Socially Responsible Investment (SRI) opportunities.
27. The banks acknowledge the appetite in the market for these products and they continue to investigate the development of suitable products, however it has been challenging to match the level of funds to available Socially Responsible Investment opportunities that meet the credit risk and maturity profile requirements of the City.

28. As noted in previous Investment Reports, Westpac were able to bring a Green Tailored Deposit product to market, which delivers a comparable return while achieving the City's preferred outcomes. Since November 2018, the City has invested \$85M in thirteen tranches with this Green Tailored deposit.
29. In December 2019, the City invested \$5M in a Floating Rate Note (FRN) / Sustainability Bond issued by Bank Australia, based on an investment framework that meets the main guidelines for issuance of Green, Social and Sustainability Bonds in the global capital markets. This Socially Responsible investment opportunity met both the credit risk and maturity profile requirement of the City.
30. Since March 2020, the City has invested in sixteen tranches, totalling \$95M, in Climate Bond-certified Green Term Deposits with the Commonwealth Bank of Australia (CBA), whilst also meeting the City's risk / return profile.
31. It is evident from these opportunities that the market is endeavouring to respond to demand and meet investors need to satisfy their financial risk / return requirements, while at the same time promoting their preferred investment profile outcomes.

**BILL CARTER**

Chief Financial Officer

# **Attachment A**

**Register of Investments and Cash  
as at 31 May 2021**



**Register of Investments and Cash for May 2021 period**

Institution	Rating	Face Value \$	Amortised Value \$	Monthly Net Returns	Monthly Net Return Annualised	Net Returns Rolling 12 Months	Maturity Date	Investment Date	Term (months)
<b>Floating Rate Notes (FRN)</b>									
Bank of China - Sydney Branch (90 days BBSW + 103 points)	A	4,500,000.00	4,500,000.00	0.09%	1.07%	1.09%	15-Nov-21	15-Nov-18	36
Commonwealth Bank (90 days BBSW + 85 points)	AAA	4,600,000.00	4,600,000.00	0.07%	0.89%	0.91%	17-Nov-21	17-Nov-16	60
ANZ Bank (90 days BBSW + 88 points)	AA	4,000,000.00	4,000,000.00	0.08%	0.92%	0.93%	8-Feb-22	8-Feb-19	36
Credit Union Australia (90 days BBSW + 123 points)	A	1,500,000.00	1,500,000.00	0.11%	1.27%	1.29%	4-Mar-22	4-Mar-19	36
ME Bank (90 days BBSW + 98 points)	BBB	3,000,000.00	3,000,000.00	0.09%	1.02%	1.04%	18-Jul-22	18-Jul-19	36
Suncorp Bank (90 days BBSW + 97 points)	A	4,000,000.00	4,013,240.00	0.08%	1.00%	1.03%	16-Aug-22	31-Oct-18	45
Suncorp Bank (90 days BBSW + 97 points)	A	2,500,000.00	2,500,000.00	0.08%	1.01%	1.03%	16-Aug-22	16-Aug-17	60
Bank of Queensland (90 days BBSW + 105 points)	BBB	4,000,000.00	4,000,000.00	0.09%	1.09%	1.13%	3-Feb-23	5-Feb-18	60
Credit Union Australia (3 months BBSW + 90 bps)	BBB	2,800,000.00	2,800,000.00	0.08%	0.94%	0.95%	21-Feb-23	21-Feb-20	36
Westpac Bank (90 days BBSW + 83 points)	AA	5,000,000.00	5,000,000.00	0.07%	0.86%	0.89%	6-Mar-23	6-Mar-18	60
ANZ Bank (90 days BBSW + 90 points)	AA	5,000,000.00	5,000,000.00	0.08%	0.94%	0.96%	9-May-23	9-May-18	60
National Australia Bank (90 days BBSW + 90 points)	AA	5,000,000.00	5,000,000.00	0.08%	0.94%	0.97%	16-May-23	16-May-18	60
Commonwealth Bank (90 days BBSW + 93 points)	AA	3,500,000.00	3,500,000.00	0.08%	0.97%	0.99%	16-Aug-23	16-Aug-18	60
Suncorp Bank (90 days BBSW + 77 points)	A	4,500,000.00	4,500,000.00	0.07%	0.80%	0.83%	13-Sep-23	13-Sep-18	60
National Australia Bank (90 days BBSW + 93 points)	AA	3,500,000.00	3,500,000.00	0.08%	0.96%	0.99%	26-Sep-23	26-Sep-18	60
ANZ Bank (90 days BBSW + 103 points)	AA	5,000,000.00	5,000,000.00	0.09%	1.06%	1.09%	6-Dec-23	6-Dec-18	60
National Australia Bank (90 days BBSW + 104 points)	AA	4,000,000.00	4,000,000.00	0.09%	1.08%	1.10%	26-Feb-24	26-Feb-19	60
National Australia Bank (90 days BBSW + 92 points)	AA	3,200,000.00	3,200,000.00	0.08%	0.95%	0.98%	19-Jun-24	20-Jun-19	60
Westpac Banking Corporation (90 days BBSW + 88 points)	AA	4,000,000.00	4,000,000.00	0.08%	0.92%	0.94%	16-Aug-24	16-May-19	63
ANZ Bank (90 days BBSW + 77 points)	AA	4,000,000.00	4,000,000.00	0.07%	0.80%	0.85%	29-Aug-24	29-Aug-19	60
National Australia Bank (90 days BBSW + 77 points)	AA	5,000,000.00	5,000,000.00	0.07%	0.81%	0.83%	21-Jan-25	21-Jan-20	60
Macquarie Bank (3 months BBSW + 84 points)	A	5,000,000.00	5,000,000.00	0.07%	0.88%	0.90%	12-Feb-25	12-Feb-20	60
Suncorp Bank (90 days BBSW + 112 points)	AAA	1,500,000.00	1,500,000.00	0.09%	1.13%	1.18%	24-Apr-25	27-Apr-20	60
Macquarie Bank (3 months BBSW + 48 points)	A	5,000,000.00	5,000,000.00	0.04%	0.52%	0.51%	9-Dec-25	9-Dec-20	60
Suncorp Bank (90 days BBSW + 45 points)	A	2,100,000.00	2,100,000.00	0.04%	0.48%	0.47%	24-Feb-26	24-Feb-21	60
Newcastle Permanent Building Society (90 days BBSW + 63 points)	BBB	5,000,000.00	5,000,000.00	0.06%	0.67%	0.67%	4-Mar-26	4-Mar-21	60
<b>Floating Rate Notes (FRN) 'Green/Climate Bonds/Sustainability Bond'</b>									
Bank Australia - Sustainability Bond (3months BBSW + 90 points)	BBB	5,000,000.00	5,000,000.00	0.08%	0.93%	0.96%	2-Dec-22	2-Dec-19	36
Commonwealth Bank Climate Bond (90 days BBSW + 92 points)	AA	5,000,000.00	5,000,000.00	0.08%	0.96%	0.98%	31-Mar-22	31-Mar-17	60
<b>Total</b>		<b>111,200,000</b>	<b>111,213,240</b>	<b>0.08%</b>	<b>0.91%</b>	<b>0.93%</b>			
<b>Total Investments</b>		<b>649,241,901</b>	<b>649,255,141</b>	<b>0.05%</b>	<b>0.63%</b>	<b>0.66%</b>			
<b>Benchmark: 30 Day Bank Bill Index</b>				<b>0.00%</b>	<b>0.01%</b>	<b>0.04%</b>			
<b>Benchmark: Bloomberg AusBond Bank Bill Index</b>				<b>0.00%</b>	<b>0.00%</b>	<b>0.06%</b>			
City of Sydney's available bank balance as at 31 May 2021		11,197,799	11,197,799						
<b>TOTAL INVESTMENTS &amp; CASH</b>		<b>660,439,700</b>	<b>660,452,940</b>						

**Summary of Net Investment Movements - May 2021**

Financial Institution	Fund Rating	Net Invest/(Recall) Amount \$	Commentary
<b><u>General Fund</u></b>			
Westpac Bank	AA	9,369,179	May closing balance is higher compared to April , due to rates income received in May
<b><u>Call Account</u></b>			
Commonwealth Bank	AA	9,000,000	Additional funds received in rates income placed in CBA Call Account for operational use
<b><u>Term Deposits (TDs)</u></b>			
Bendigo & Adelaide Bank	A	10,000,000	Redeemed matured investments and placed in higher yielding term deposits.
ME Bank	A	3,000,000 }	

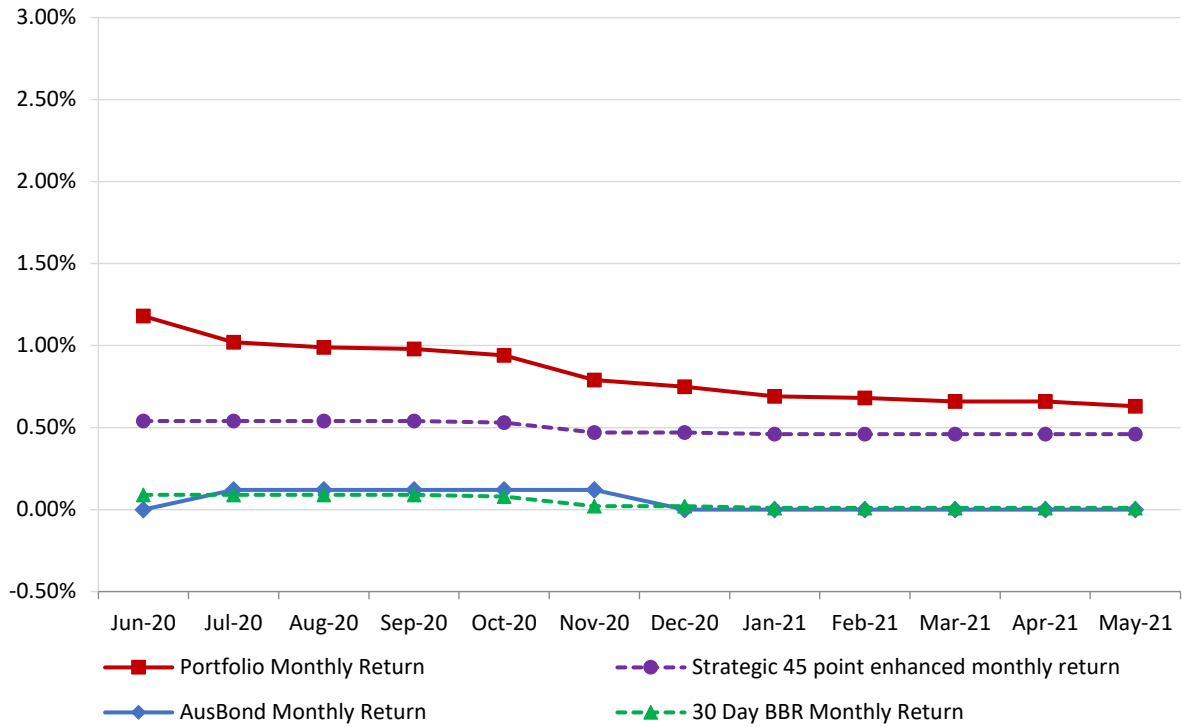
# **Attachment B**

**Investment Performance  
as at 31 May 2021**



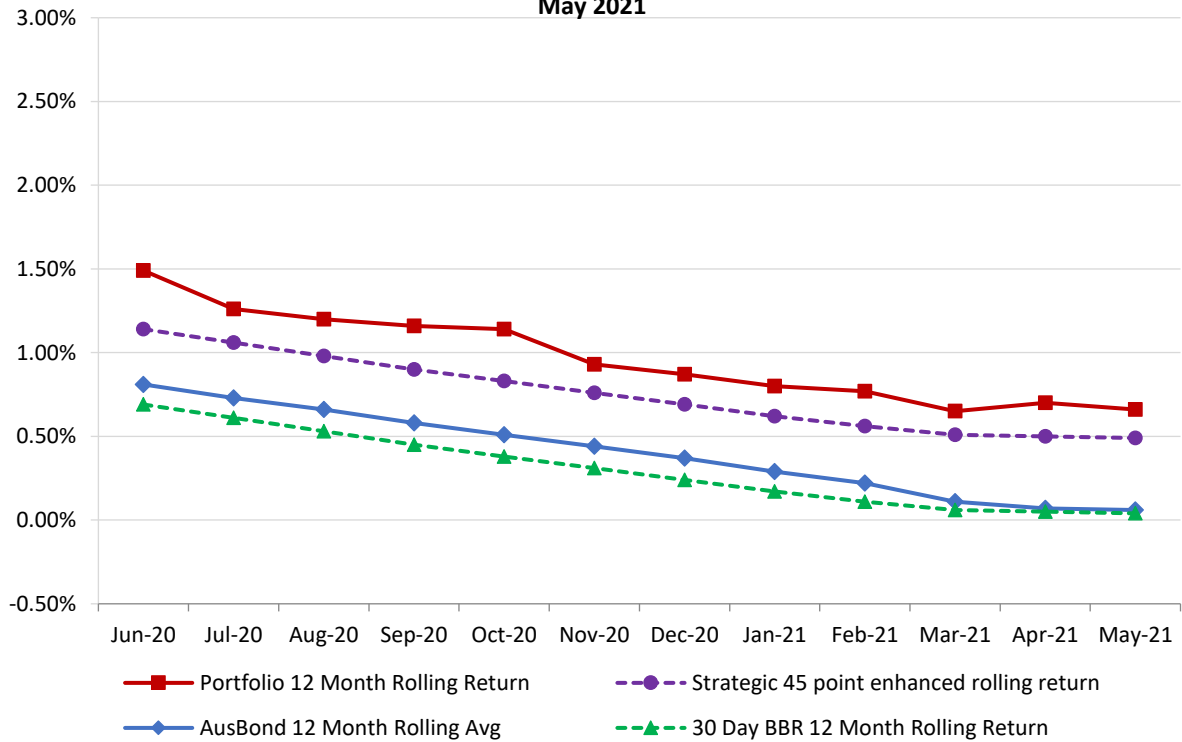
## Monthly Results

**Actual Portfolio vs Strategic Enhanced Benchmark vs AusBond Benchmark vs 30 Day BBR Benchmark  
May 2021**

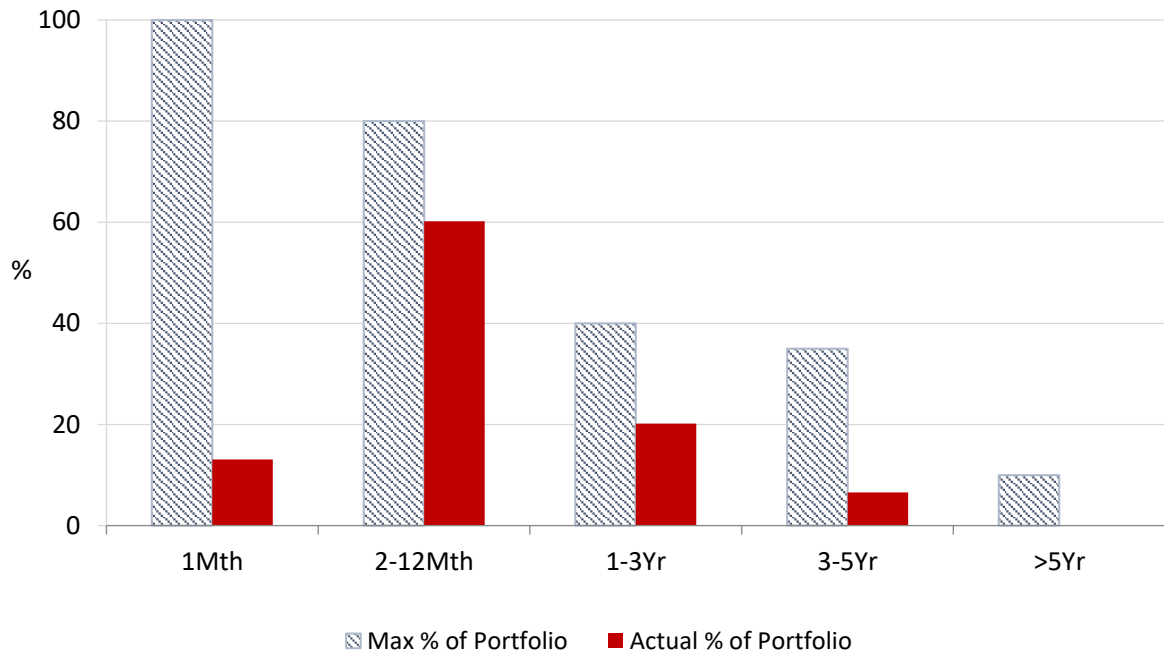


## 12 Month Rolling Averages

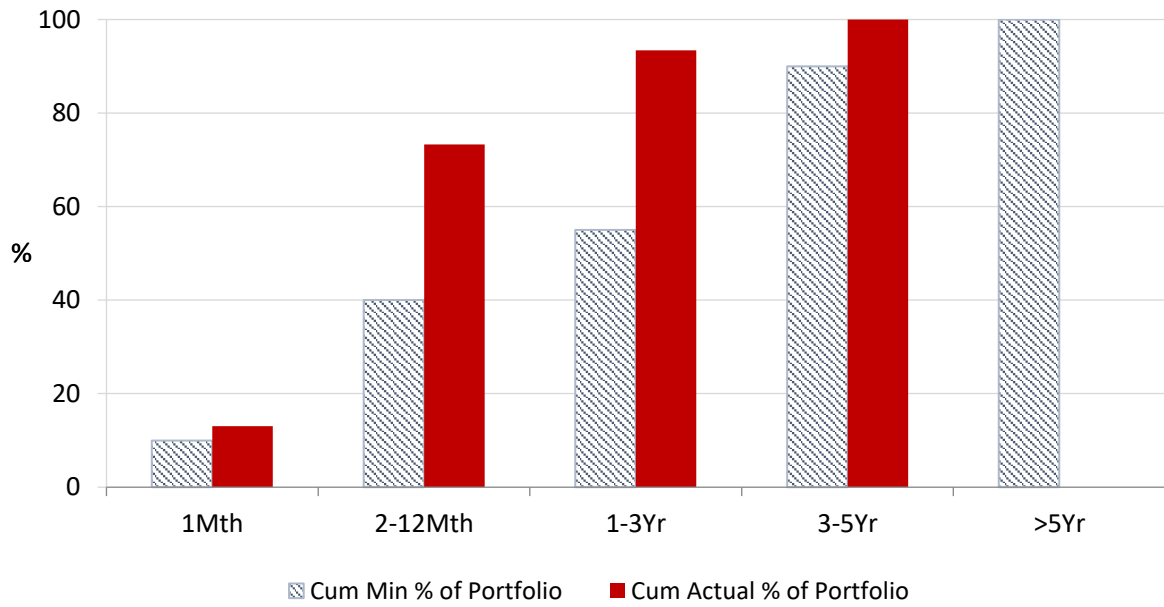
**Actual Portfolio vs Strategic Enhanced Benchmark vs AusBond Benchmark vs 30 Day BBR Benchmark  
May 2021**



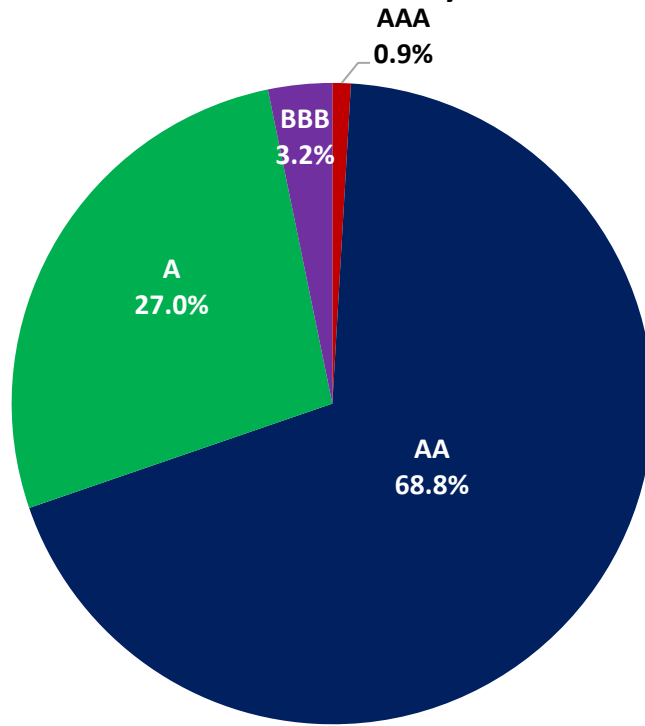
**Portfolio Liquidity - Maximum Allowances as at 31 May 2021**



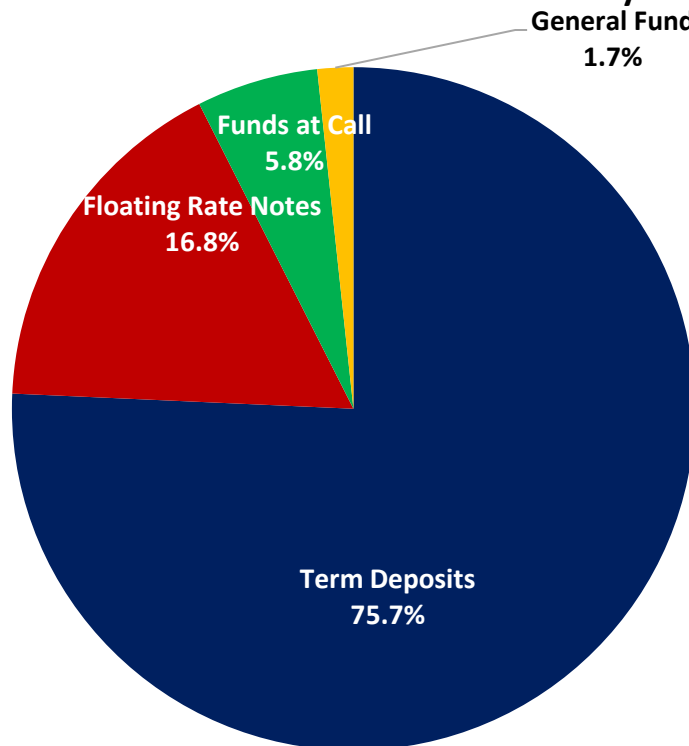
**Portfolio Liquidity - Minimum Allocations as at 31 May 2021**



### Risk Profile as at 31 May 2021



### Investment Product Profile as at 31 May 2021

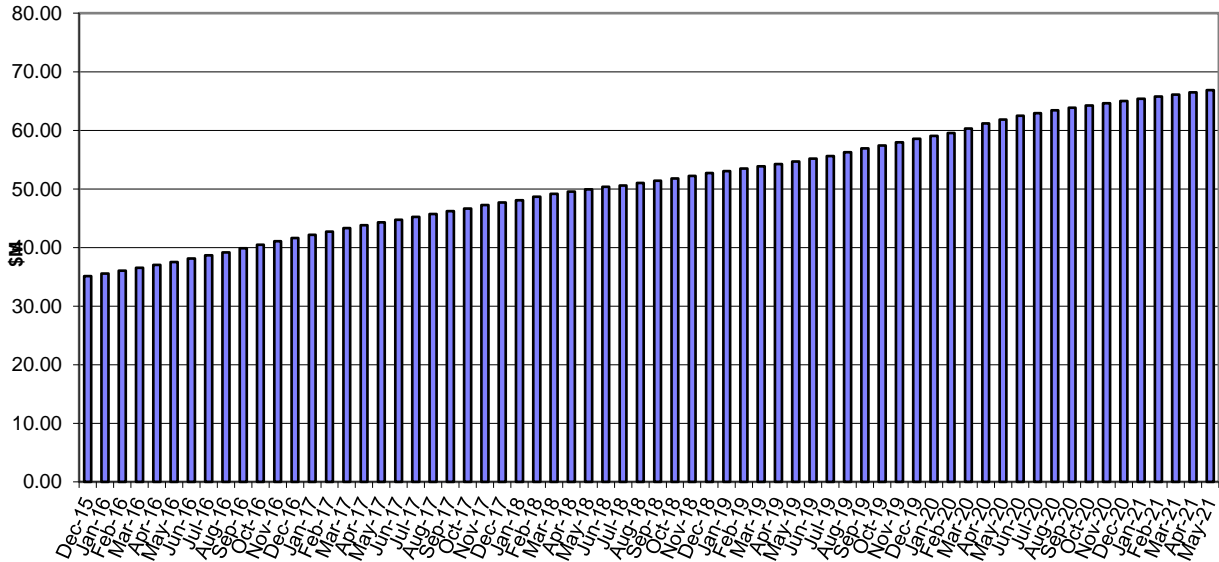


**INVESTMENT AND CASH DISTRIBUTION BY FINANCIAL INSTITUTION**

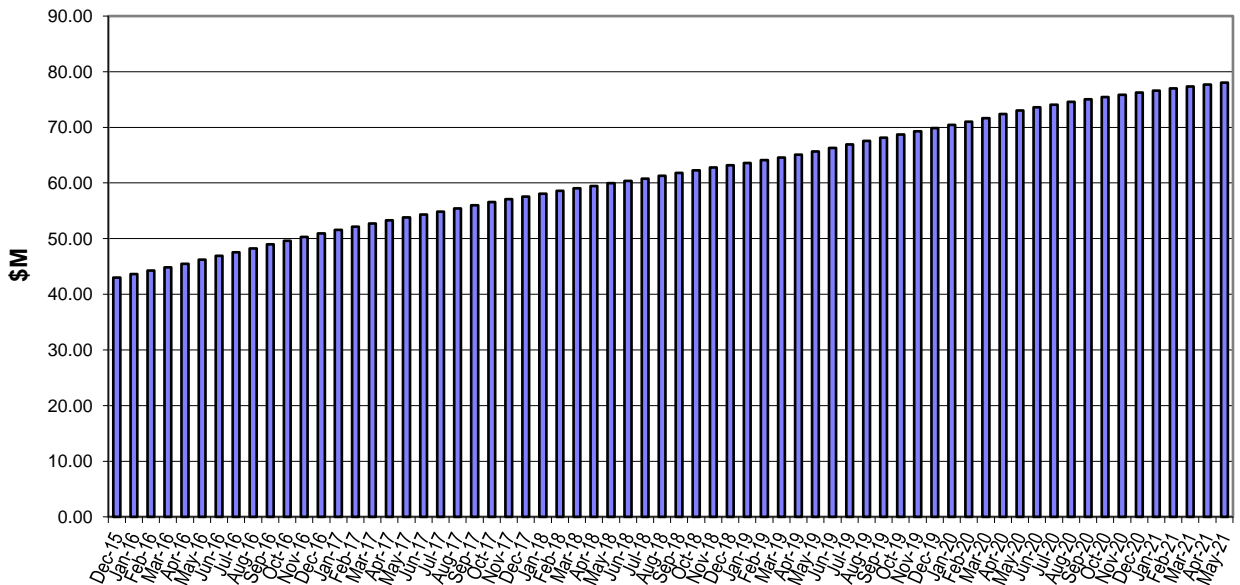
**as at 31 May 2021**

Institution Category	Financial Institution	Amount \$M	Financial Inst. %	Institution Cat. %
Australian Big 4 Bank (and related institutions)	ANZ Bank	18.0	2.7	
	Commonwealth Bank	213.3	32.3	
	National Aust Bank	70.7	10.7	
	Westpac Banking Corporation	147.0	22.3	
<b>Big 4 Total</b>		<b>449.0</b>		<b>68.0</b>
Other Australian ADIs and Australian subsidiaries of foreign institutions	Bank Australia Limited	5.0	0.8	
	Bank of China	4.5	0.7	
	Bank of Queensland	39.0	5.9	
	Bendigo & Adelaide Bank	20.0	3.0	
	Credit Union Australia Ltd	14.3	2.2	
	ME Bank	50.0	7.6	
	Suncorp Bank	14.6	2.2	
	Macquarie Bank Ltd	49.0	7.4	
	Northern Territory Treasury Corporation	10.0	1.5	
Newcastle Permanent Building Society	5.0	0.8		
<b>Other ADI Total</b>		<b>211.4</b>		<b>32.0</b>
<b>Grand Total</b>		<b>660.4</b>	<b>100.0</b>	<b>100.0</b>

### Cumulative Outperformance over AusBond Benchmark - 2015-2021



### Cumulative Outperformance over 30 Day BBR Benchmark - 2015-2021



## Item 4.

### Lease Approval - Nita McCrae Park, 17 Argyle Street, Millers Point

File No: X073061

#### Summary

This report seeks Council's approval to enter into a lease with Transport for NSW over Nita McCrae Park, Millers Point, for a term of 99 years commencing on 1 July 2021.

Nita McCrae Park comprises three parcels of land - Crown Land and a street section, both managed by the City of Sydney, and a parcel of land owned by Transport for NSW.

This lease will allow the City to hold responsibility over Nita McCrae Park in its entirety, formalise the City's interest in this portion of Nita McCrae Park and potentially broaden the use of the park in response to community needs.

Essential lease terms and conditions of the proposed lease are shown at Confidential Attachment B.

As the lease term is longer than five years, Council approval is required for the City to enter into this lease.

#### Recommendation

It is resolved that:

- (A) Council approve the City entering into a lease with Transport for NSW for Nita McCrae Park (17 Argyle Street, Millers Point, Folio Identifier 1/1175372) for a term of 99 years; and
- (B) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the terms of the lease in accordance with Attachment B to the subject report.

#### Attachments

**Attachment A.** Location Plan

**Attachment B.** Essential Lease Terms and Conditions (Confidential)

## Background

1. Nita McCrae Park is located at 17 Argyle Street, Millers Point, as detailed at Attachment B. Nita McCrae Park serves as an entry way to Abraham Mott Hall, Abraham Mott Community Space, Millers Point Community Garden and Harry Jensen Community Centre, which are located on the adjacent Crown Land.
2. The park totals 922 square metres and comprises:
  - (a) 5010 Argyle Street, Millers Point, which is owned and maintained by the City of Sydney;
  - (b) 17 Argyle Street, Millers Point, which is owned by Transport for NSW and maintained by the City of Sydney; and
  - (c) 2 Watsons Road, Millers Point, which is owned by the NSW Government and is managed by the City of Sydney as Council Crown Land Manager.
3. The portion of Nita McCrae Park owned by Transport for NSW totalling 373 square metres is the subject of this lease and has been maintained by the City for many years.
4. There is currently no formal agreement in place to recognise the City's interest in this portion of land (ongoing use as a park). The City is of the view it should enter into a lease with Transport for NSW to formalise the maintenance obligations; to allow sub licence opportunities to broaden use of this park and to apply consistency of operation with the neighbouring parcels of park land already formally under the control of the City.
5. The park is best described as a pocket park, featuring open turf areas for passive recreation, a playground, pathways, seats and a drinking fountain. There are trees of varying ages and canopy providing shade for turf and playground areas.
6. Formerly known as the Argyle Street Playground, in 2017, the park was renamed Nita McCrae Park after the local resident and founding member of the Millers Point Resident Action Group. Nita McCrae mobilised the local community to protest against local development and enlisted the assistance of the Building Labourers Federation to impose a green ban on the Millers Point precinct and bring works to a halt.
7. In 2017, the park was upgraded and is currently defined as in "Good" condition. The City has managed this pocket park since the upgrade in accordance with the City of Sydney's parks and open space service levels.
8. In 2020, the City approached the land owner, Transport for NSW, with a proposal that the City formally assume responsibility for the park. The agreed terms of the proposed lease are detailed at Attachment B.
9. Entering into a lease will permit the City to formalise the management of the park and provide greater flexibility to enter into use agreements for the park that comply with the permitted use, "recreational and community purposes", and City policies and procedures.

## Key Implications

### Strategic Alignment - Sustainable Sydney 2030

10. Sustainable Sydney 2030 is a vision for the sustainable development of the City to 2030 and beyond. It includes 10 strategic directions to guide the future of the City, as well as 10 targets against which to measure progress. This report is aligned with the following strategic directions and objectives:
  - (a) Direction 6 - Vibrant Local Communities and Economies - Nita McCrae Park provides space for community use, including for picnics and for families to use the playground. It also provides increased amenity for users of the co-located community centre and spaces. Management of the park by the City will enable increased ownership of the space by the community and the ability to activate the space for programming and other activities.
  - (b) Direction 10 - Implementation through Effective Governance and Partnerships - this lease is another example of local and State government working together to improve land use opportunities for the local community.

### Organisational Impact

11. The City has been maintaining Nita McCrae Park for over three years and will continue to do so for the term of this lease to the City's service standards.

### Social / Cultural / Community

12. Management of the park by the City will enable increased utilisation of the space by community groups and the ability to activate the space for programming and other activities, including cultural activities celebrating Aboriginal and Torres Strait Islander communities.

### Financial Implications

13. Costs to maintain Nita McCrae Park are currently included in the existing and future years operational budgets. Approving the lease would not require additional operational funding.

### Relevant Legislation

14. Local Government Act 1993 - Section 10A provides that a council may close to the public so much of its meeting as comprises the discussion of information that would, if disclosed, confer a commercial advantage on a person with whom the council is conducting (or proposes to conduct) business.
15. Attachment B contains confidential commercial information and details which, if disclosed, would confer a commercial advantage on a person with whom Council is conducting (or proposes to conduct) business.
16. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise Council's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.



**Critical Dates / Time Frames**

17. The proposed lease with Transport for NSW will be effective 1 July 2021.

**Options**

18. An alternative option is to continue with current arrangements (no formal agreement). This is not recommended because the absence of a formal lease agreement prohibits the City from expanding the use of the park under periodic casual use agreements as desired by the local community.

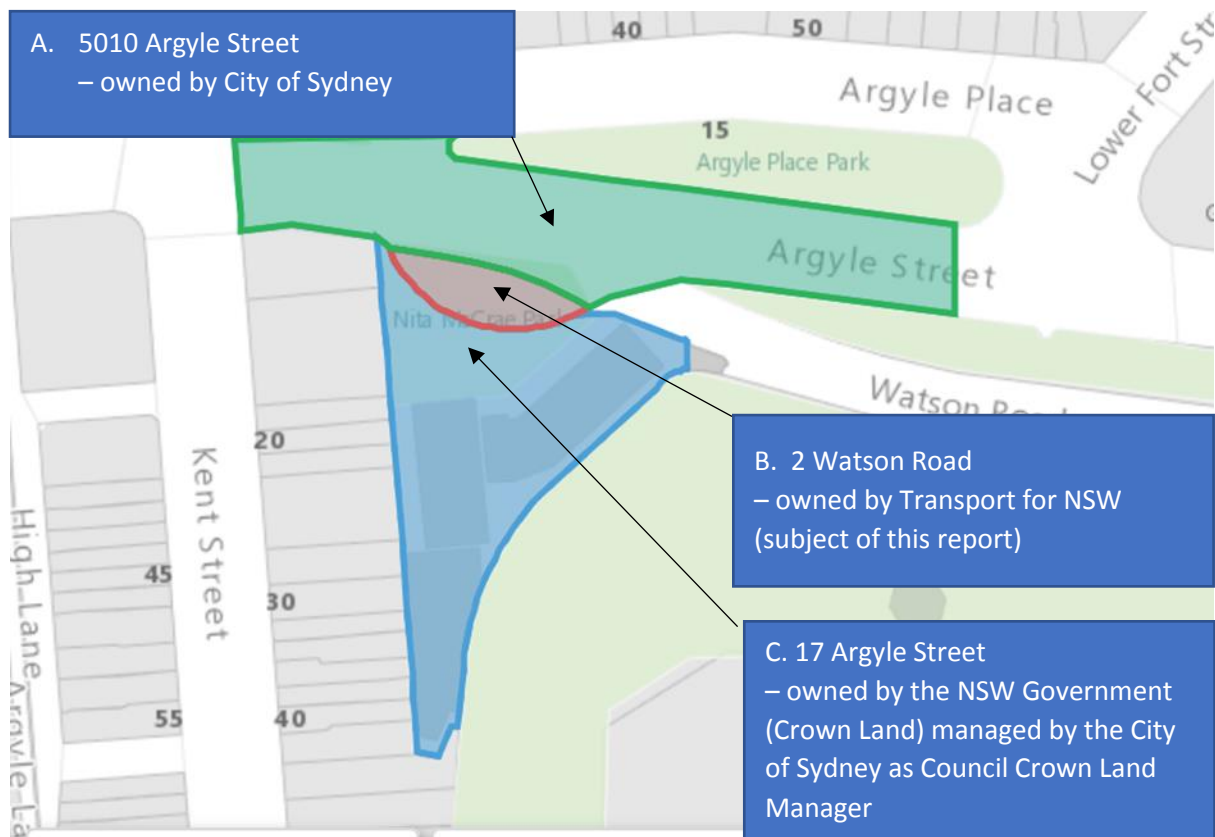
**AMIT CHANAN**

Director City Projects and Property

Tracey Hargans, Portfolio Manager Community

# **Attachment A**

<h2><b>Location Plan</b></h2>
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A. 5010 Argyle Street  
– owned by City of Sydney

B. 2 Watson Road  
– owned by Transport for NSW  
(subject of this report)

C. 17 Argyle Street  
– owned by the NSW Government  
(Crown Land) managed by the City  
of Sydney as Council Crown Land  
Manager

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## **Item 5.**

### **Tender - T2020-09 - SSROC - Sustainable Pavements - Road Construction Materials and Related Services**

**File No:** X080459

**Tender No:** T2020-09

### **Summary**

This report provides details of the tenders received by Southern Sydney Regional Organisation of Councils (SSROC) for Sustainable Pavements - Road Construction Materials and Related Services.

SSROC is an association of 11 councils in the southern region of Sydney. SSROC provides a forum for the councils to deal with common issues, particularly those that cross boundaries and achieve economies of scale. Key issues include procurement, planning, environment, transport, sustainability and waste management.

In late 2020, SSROC conducted a tender for sustainable road construction materials. In addition to the 11 SSROC member Councils, up to five non-member Sydney region Councils have also participated in the tender, making it the largest council-led procurement of its kind in NSW.

The objective of the tender was to maximise the use of recycled content in the manufacture of asphalt and concrete used in road making and repairs and to ensure competitive pricing through the scale and opportunities offered in the delivery of the City's capital works and maintenance programs.

The tender has been evaluated and awarded by SSROC for an initial three-year period. There are two options, each of a period of one year available under the agreement subject to satisfactory performance.

This report recommends that Council accept the tender offer of Tenderers 5, 11, 12 and 24 for Road Construction Materials and Related Services under this contract.

## Recommendation

It is resolved that:

- (A) Council accept the tender offer of Tenderers 5, 11, 12 and 24 from the list of Tenderers in Table 2 of Attachment B to the subject report for the provision of Sustainable Pavements - Road Construction Materials and Related Services for the schedule of rates outlined in Confidential Attachment C to the subject report for a period of three years, with the option of a further two extensions of one year each, subject to satisfactory performance;
- (B) Council note that the quantity and value of works undertaken will be subject to the maintenance and individual project funding included in the City's Operating and Capital Works budgets and future year forward estimates;
- (C) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the contracts relating to the tender; and
- (D) authority be delegated to the Chief Executive Officer to exercise the options referred to in clause (A), if appropriate, and negotiate the price to extend the contract accordingly.

## Attachments

- Attachment A.** SSROC Regional Glass Flow Analysis
- Attachment B.** SSROC T2020-09 Paving the Way Program Procurement Report - Sustainable Pavements (Confidential)
- Attachment C.** SSROC Tender T2020-09 - Price and Schedule of Rates (Confidential)
- Attachment D.** City of Sydney Tender Evaluation Summary (Confidential)

## Background

1. The City of Sydney is a member of the Southern Sydney Regional Organisation of Councils (SSROC), an association of 11 Councils, established in 1986.
2. SSROC provides a forum for the councils to deal with common issues, particularly those that cross boundaries and achieve economies of scale. Areas of common interest include procurement, planning, environment, transport, sustainability and waste management.
3. One of SSROC's roles is to act as a facilitator of joint procurement activities to enable individual councils to benefit from economies of scale.
4. SSROC councils also recognise their strategic position to drive end markets for Australian-recycled content, stimulating infrastructure investment and job growth.
5. China's 2017 National Sword policy and the subsequent Council of Australian Governments' (COAG) decision in 2019 to ban exports of a range of unprocessed recyclable materials revealed a critical shortage of domestic markets and infrastructure to process materials for use in a circular economy.
6. The lack of viable end markets for recyclable materials threatens the continuity of kerbside recycling services, increases price pressure for councils and residents, and threatens to lose valuable resources to landfill.
7. Commencing in 2018, SSROC ran a series of forums bringing together key stakeholders in government and industry to explore challenges and opportunities to increase the use of recycled glass in common materials used in civil works.
8. Value chain and material flow analysis, undertaken by SSROC, confirmed that the use of Recycled Crushed Glass (RCG) in the manufacture of civil works materials will not reduce feedstock for bottle manufacturing, and that there is no local market for about 35 per cent of recoverable kerbside glass collections in the Sydney region. This has reduced the value of kerbside glass, leading to stockpiling and interstate transport where civil works applications are more developed.
9. A working group was formed, including representation from City staff. The working group worked closely with NATSPEC - a national not-for-profit organisation that seeks to improve the construction quality and productivity of the built environment through leadership of information. The working group supported NATSPEC in the development of their AUS-SPEC specification for recycled materials in civil works, as well as with Roads and Maritime Services (RMS) and Transport for NSW to strategically align parallel approaches to the market and increase government and industry confidence in Recycled Crushed Glass. Both NATSPEC and Transport for NSW released updated specifications in 2019 establishing Recycled Crushed Glass as a safe and high-performing alternative to natural sand in civil works.
10. The Lord Mayor of Sydney signed a Memorandum of Understanding in March 2020 to prioritise recycled materials in procurement, where cost and quality requirements are met. The Memorandum of Understanding was also signed by the other 10 SSROC member councils and has since been joined by Northern Beaches Council, Willoughby City Council, Ryde City Council and Hornsby Shire Council.

11. It is estimated that the aggregated quantities on offer through this joint procurement initiative will double the demand for Recycled Crushed Glass within NSW. The aggregated demand provides a signal to drive end markets for recycled materials, creates a favourable environment to invest in critical reprocessing infrastructure, and secures the cost-effective provision of sustainable materials and services for councils without compromising performance or safety.
12. SSROC publicly invited Tenders for various categories of work for an initial contract period of three years and, subject to satisfactory performance, an option to extend for up to two 12-month extensions.
13. Tenderers had the option of tendering for inclusion on a panel to provide services for one or more of the following categories of work:
  - (a) Category 1 – Supply of Asphalt - Ex bin/delivery
  - (b) Category 2 – Supply and Lay Asphalt
  - (c) Category 3 – Pavement Profiling and Reinstatement (Mill & Fill)
  - (d) Category 4 – Asphalt Pavement Patching
  - (e) Category 5 – Concrete Pavement Patching
  - (f) Category 6 – Pavement Stabilisation
  - (g) Category 7 – Pavement Rejuvenation Treatments

### **Invitation to Tender**

14. A Request for Tenders was advertised in The Sydney Morning Herald and hosted by Bayside City Council via Tenderlink 1 September 2020, and closed 13 October 2020.

### **Tender Submissions**

15. There were 27 submissions, as follows:
  - All Pavement Solutions Pty Ltd;
  - ANJ Paving Pty Ltd;
  - Asphalt Laying Services;
  - Bigeni Pty Ltd;
  - Bitupave / Boral Asphalt;
  - Citywide Civil Works;
  - Civeco Pty Ltd;
  - Colas Australia - (later withdrawn as duplicate submission with Colas Solutions);



- Colas Solutions Pty Ltd;
- D & M Excavations;
- Downer EDI Works;
- Fulton Hogan;
- Hiway Stabilizers;
- Mack Civil;
- NA Group;
- New South Wales Kerbing;
- Northshore Paving Co P/L;
- Ozpave Aust Pty Ltd;
- Planet Civil Pty Ltd;
- RL Civil Works Pty Ltd;
- Roadworx;
- SAF Group;
- Stabilised Pavements of Australia SPA;
- State Asphalt Services Pty Ltd;
- State Civil Pty Ltd;
- Stateline Asphalt Pty Ltd; and
- T L Excavations Asphaltting Pty Ltd.

16. No late submissions were received.

### **Tender Evaluation**

17. The Tender Evaluation Panel was chaired by a technical consultant engaged by SSROC and comprised City of Sydney staff, representatives from five other SSROC member councils, an independent probity consultant and SSROC's Strategic Procurement and Contracts Manager.
18. All members of the Tender Evaluation Panel signed Pecuniary Interest Declarations. No pecuniary interests were noted.

19. All submissions were assessed in accordance with the approved evaluation criteria being:
  - (a) proven capacity to meet the requested requirements including:
    - (i) past performance; and
    - (ii) capacity to meet current service commitments;
  - (b) service standards including:
    - (i) methodology; and
    - (ii) Implementation Plan;
  - (c) Work Health & Safety;
  - (d) demonstrated environmental management, sustainability and social success;
  - (e) quality assurance systems;
  - (f) references; and
  - (g) Schedule of Rates for the services.
20. Tenderers 16 and 22 from the list of Tenderers in Table 2 of Confidential Attachment B did not meet the threshold of 70 per cent for their responses to qualitative criteria (a) to (f) and were not progressed further.
21. The relative ranking of Tenders for each category, as determined from the total weighted score, is provided in the SSROC Paving the Way Procurement Report for Tender T2020-09 (Confidential Attachment B).
22. The SSROC Paving the Way Procurement Report for Tender T2020-09 (Confidential Attachment B) was endorsed by the SSROC Councils General Managers Group in February 2021.

#### **City of Sydney Working Group**

23. An internal City of Sydney working group was formed to select preferred suppliers for delivery of services to the City. All members of the working group signed Pecuniary Interest Declarations. No pecuniary interests were noted.
24. The working group agreed to select four tenderers as preferred suppliers from the approved tenderer list. The selection of four tenderers provides the City with both the capacity and flexibility to deliver services. Tenderers will be awarded work based on pricing and capacity to meet program delivery needs. Confidential Attachment D contains the City's evaluation and selection of the four recommended Tenderers.
25. It was also agreed that accepting the offers of Tenderers 5, 11, 12 and 24 for all categories would provide future service delivery opportunities for the City throughout the term of the contract.

### Performance Measurement

26. The City will ensure that the successful tenderers meet the required performance standards by:
  - (a) conducting regular meetings with the contractor;
  - (b) carrying out regular reviews and monitoring key outputs to ensure the contractor remains on track with regards to the program and the quality of works; and
  - (c) ensuring the delivery of outputs in accordance with the specification and program, including the reporting on environmental performance and recycled material use.

### Financial Implications

27. It is estimated that there will be approximately \$10 million of services procured using this contract during the initial three year contract term, with a further \$5 million estimated for each year of the two options to extend.
28. The rates on offer through this Tender compare favourably to rates available in previous contracts on which works programs are based.
29. There are sufficient funds allocated for these works within the draft 2021/22 Road Renewal capital works budget and road maintenance operating budgets and future years' forward estimates.
30. The quantity of work awarded each year is subject to approved capital works programs and maintenance activities required to achieve desired service levels for the City.
31. The City does not guarantee any minimum quantity of works in any year.
32. The procurement of services under this tender will require the payment of a 0.75 per cent Management Fee to SSROC. A comparison of the tender schedule of rates to the most recent procurement of similar services confirm that this fee will be comfortably accommodated within the savings achieved.

### Relevant Legislation

33. The tender has been conducted in accordance with the Local Government Act 1993, the Local Government (General) Regulation 2005 and the City's Procurement and Contract Management Policy.
34. Local Government Act 1993 - Section 10A provides that a council may close to the public so much of its meeting as comprises the discussion of information that would, if disclosed, confer a commercial advantage on a person with whom the council is conducting (or proposes to conduct) business.

35. Attachments B, C and D contain confidential commercial information of the tenderers and details of Council's tender evaluation and contingencies which, if disclosed, would:
- (a) confer a commercial advantage on a person with whom Council is conducting (or proposes to conduct) business; and
  - (b) prejudice the commercial position of the person who supplied it.
36. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise Council's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

### **Critical Dates / Time Frames**

37. The SSROC Preferred Supplier Master Agreement (PSMA) contract period is for three years with two optional 12-month extensions, based on performance. The Preferred Supplier Master Agreement commencement date is 1 July 2021.
38. The initial contract term will end on 30 June 2024.

### **Options**

39. An alternative option is for the City to conduct its own Request for Tender process to procure asphalt and road pavement construction services. This option is not recommended as:
- (a) The volumes on offer to industries through this joint procurement initiative provides the driver for private sector investment into the processing of recyclable materials suitable for road construction and leads to considerable environmental benefits.
  - (b) The City would not benefit from the available economies of scale received by SSROC.

40. Another alternative option is to use the Bitumen, Emulsions and Asphalt Materials and Services tender through Local Government Procurement (LGP). This option is not recommended as:
- (a) The volumes on offer to industries through this joint procurement initiative provides the driver for private sector investment into the processing of recyclable materials suitable for road construction and leads to considerable environmental benefits.
  - (b) The rates on offer through the SSROC tender compare favourably to rates for services recently procured through the LGP contract.
  - (c) The LGP contract is due to expire on 30 June 2021. LGP may exercise options to extend the contract for up to two further years. At the expiry of this contract, the City's option would be to conduct its own Request for Tender process for these services.

**VERONICA LEE**

Director City Services

Stephen Audet, Acting Chief Engineer

# **Attachment A**

## **SSROC Regional Glass Flow Analysis**

# SSROC glass flows, destinations, and impact of Paving the Way

20 November 2020



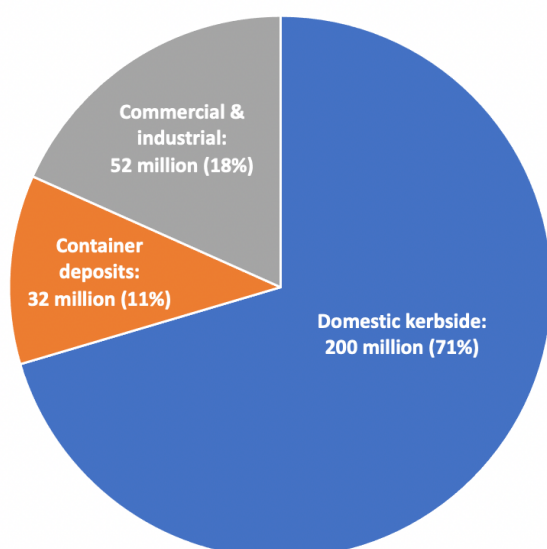
## Summary

- SSROC generates 71,000 tonnes/annum of glass waste (equivalent to 284 million glass bottles) through kerbside recycling, Container Deposit Scheme (CDS) and commercial & industrial (C&I).
- 67% of kerbside glass is recycled; combined 79% of kerbside and CDS glass is recycled.
- 21% of kerbside glass is landfilled, due largely to glass incorrectly put in red-lidded bin, broken glass, and glass put in plastic bags in yellow-lidded bin.
- 100% of CDS glass is recycled, mostly in Australia. An unknown specification-ready quantity is exported.
- Estimated 60% of all SSROC glass is locally recycled into bottles.
- Estimated 14% of glass is transported interstate due to no local markets in NSW.
- An unknown but limited quantity of CDS glass is exported overseas, which is unlikely to change after export bans due to market mechanisms.
- Extremely poor data transparency of material destinations beyond materials recovery facilities (MRF) due to commercial confidentiality protected by the Protection of the Environment Operations (POEO) Act.

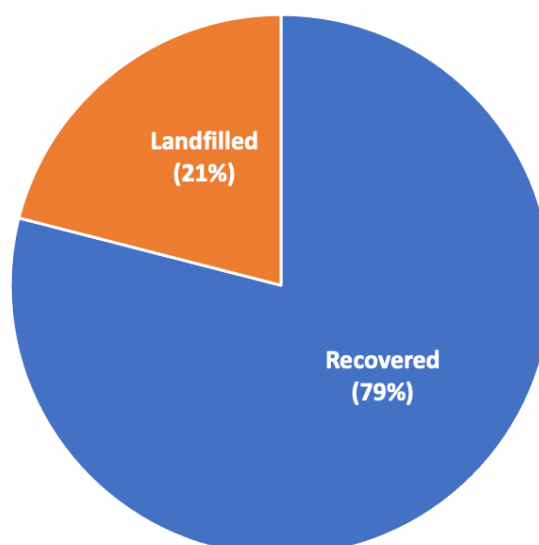
**Table 1: SSROC waste glass volumes by stream per annum (2018-2019)**

	Kerbside		CDS	C&I		Total	
	Recovered	Landfilled	Recovered	Recovered	Landfilled	Recovered	Landfilled
Volume	37,500 <sup>i</sup>	11,600 <sup>ii</sup>	7,000 <sup>iii</sup>	11,070 <sup>iv</sup>	3,890	55,570	15,490
% by category	67%	21%	12%	74%	26%	78%	22%
<b>Total</b>	<b>56,100</b>			<b>14,960<sup>v</sup></b>		<b>71,060</b>	
% of NSW volume <sup>vi</sup>	27%	16%	16%	24%	19%	24%	17%

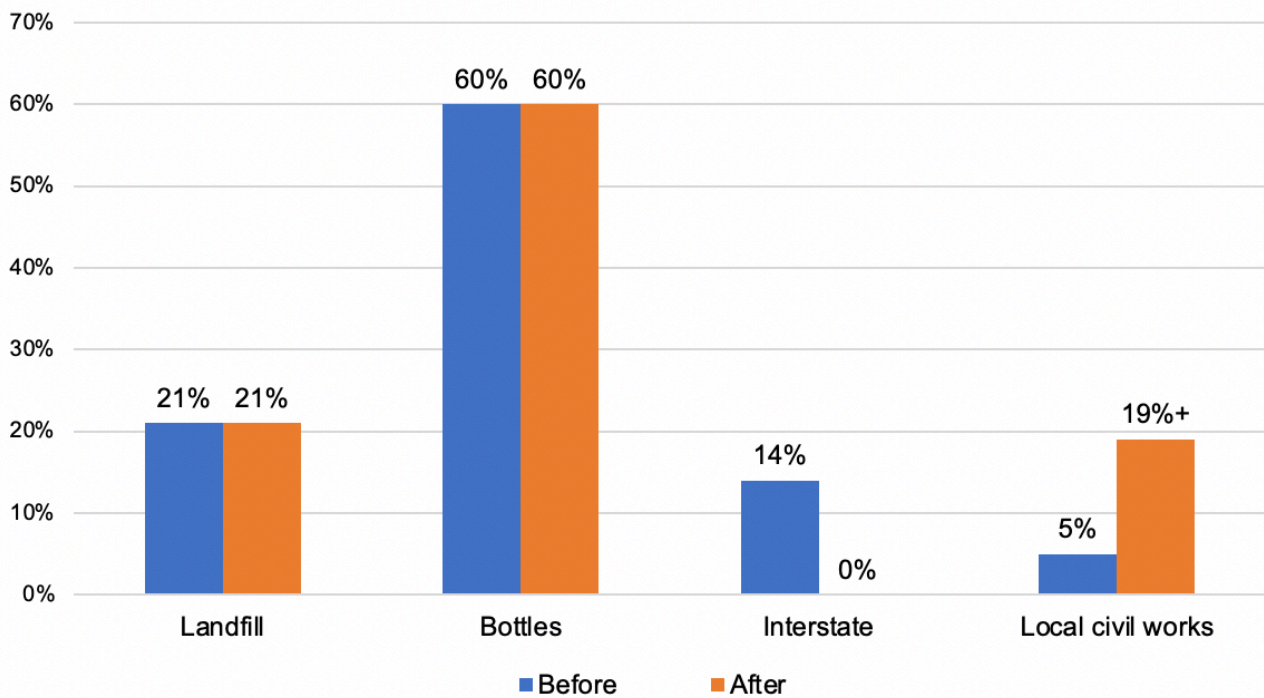
**Figure 1: Composition of waste glass (equivalent bottles/year and % of total)**



**Figure 2: Recovery rate of kerbside and CDS glass**



**Figure 3: Impact of Paving the Way on glass destinations**



### Benefits of Paving the Way

- Create a local market for all remaining recoverable glass in SSROC (equivalent to 68 million glass bottles) and may pull another 5,000-10,000 tonnes from other parts of Sydney,
- Together, SSROC and Transport for NSW (TfNSW) demand will at least double current NSW demand for recycled crushed glass over the next 2-3 years.
- Increase local recycling rate from approximately 65% to 79% as glass currently transported interstate due to poor local markets will be recycled locally. This may vary as many interstate markets mechanisms are confidential.
- Substantially reduce greenhouse gas emissions by avoiding interstate transport of MRF glass and natural sand into SSROC.
- Stabilise cost of recycling services by increasing the value of MRF glass, which may positively impact future council collections/processing contracts.
- Increase regional resilience with new and improved local infrastructure capacity that can be scaled up as more councils join.
- As more councils join Paving the Way contract, increased demand will create a pull market for glass in outlying areas.
- Clearly demonstrates to the NSW Government that extremely poor transparency of post-MRF end market data impairs local governments from making evidence-based procurement decisions aligned with state priorities.
- Opportunity to educate the community that proper kerbside source separation and using CDS makes local products and supports Australian manufacturing and jobs.
- Establishes effective procurement and contract models, including sustainability reporting, for future similar procurements.



## Glass industry

- Visy recently purchased the Owens-Illinois bottle manufacturing plant in Penrith, one of only six in Australia. 100,000 tonnes/annum capacity. Currently uses about one-third recycled content; publicly announced increase to two-thirds.
- Interstate transported glass goes to SA for making wine bottles and SA/Vic for civil works.
- CDS has increased capacity for bottle-to-bottle recycling by providing clean, sorted feedstock.
- EPA has granted \$735,000 to industry to increase regional glass beneficiation capacity as part of the Recycling Modernisation Fund. This may increase in future.

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<sup>i</sup> 39,000t of commingled glass collected in 2019 as reported by SSROC councils minus 1,500t (1.2%) unrecovered commingled glass contamination = 37,500tpa.

<sup>ii</sup> 2.6% unrecovered glass in residual waste multiplied by 388,059t residual waste plus 1,500t commingled glass contamination (2019 Kerbside Waste Audit, APC) = 11,600tpa. The unknown quantity of glass landfilled by MRFs, consisting mostly of unrecoverable glass fines, has been excluded here.

<sup>iii</sup> As reported on NSW Exchange for Change websites: <https://www.exchangeforchange.com.au/who-we-are/publications-and-reports.html>. Arcadis indicates nearly 100% of CDS glass is recovered.

<sup>iv</sup> Based on 74% C&I glass recovery rate in the metro levy area in the Arcadis NSW baseline material flows analysis draft report for DPIE.

<sup>v</sup> Extrapolated based on the proportion of SSROC MSW glass to NSW municipal solid waste (MSW) glass (22%) multiplied by total NSW C&I glass. C&I data from Arcadis NSW baseline material flows analysis draft report for DPIE.

<sup>vi</sup> Based on data from the Arcadis NSW baseline material flows analysis draft report for DPIE.

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## Item 6.

### **Exemption from Tender and Contract Variation - Customer Relationship Management Services for the National CitySwitch Green Office Program**

**File No:** X018227.008

**Tender No:** RFQ 127/12 (Contract no. 218)

#### **Summary**

This report seeks an exemption from tender for Customer Relationship Management (CRM) Services for the National CitySwitch Green Office Program and requests Council approve a 12-month contract extension (with an option for a further 12 months under certain circumstances) for the services delivered by Jaythom Pty Ltd (EngageRM).

The CitySwitch Green Office program started in 2005 and became a national program in 2009 through a partnership between other capital-city councils. CitySwitch National partners are City of Melbourne, North Sydney Council, Perth City Council and Adelaide City Council, with NABERS (administered by the NSW Government) being an associate member. The City has been the national administrator of City Switch since 2009, with partners signing Memorandums of Understanding with the City and each making a financial contribution to the program.

The City is exploring options to transition national administration of the CitySwitch National Program to another Local Government partner from 2022. This transition, along with maintaining the current level of program delivery, is the subject of a new Memorandum of Understanding with program partners that will be in operation from July 2021 to June 2022.

One of the key service delivery components of the program is a Customer Relationship Management system that is accessed and used by all funding partners. Jaythom Pty Ltd was selected to provide Customer Relationship Management services through a competitive request for quotation process in 2012.

Since 2012, Jaythom Pty Ltd has been successfully delivering this service that enables our partners in the CitySwitch program to operate in their jurisdiction. As the CitySwitch program is currently in a transition period it is not an opportune time to make significant changes to the services delivered to, and funded by, City Switch program partners.

A 12-month extension of the existing contract with Jaythom Pty Ltd to deliver Customer Relationship Management services (with an option for a further 12 months under certain circumstances) would align the contract and service delivery with the transitional Memorandum of Understanding. It would also maintain the current delivery of the CitySwitch program for our funding partners, and is the most cost-effective and resource efficient solution for the program at this time.

This report recommends that Council grant an exemption from tender for Customer Relationship Management Services for the National CitySwitch Green Office Program for these reasons, and that Council approve a 12-month contract extension (with an option for a further 12 months under certain circumstances) with Jaythom Pty Ltd.

## Recommendation

It is resolved that:

- (A) Council approve an exemption from tender to extend the term of the existing contract for Customer Relationship Management Services for the National CitySwitch Green Office Program by reason of extenuating circumstances, noting that a satisfactory result for the City would not be achieved by inviting tenders at this time;
- (B) Council note the reasons that a satisfactory result would not be achieved by inviting tenders for this work are:
  - (i) the goods or services can be provided by a supplier already engaged on the specific project with existing knowledge and experience working with national partners;
  - (ii) continuity of services by an existing supplier will provide certainty and confidence to our funding partners during a time of transition to a new program coordinator; and
  - (iii) the underlying system has been heavily customised to provide the CitySwitch Customer Relation Management service. Due to this level of customisation, if a new supplier is required to host, support and maintain the system, they would first need to re-build the system and spend a significant amount of time and effort in verifying and familiarising themselves with the current system to ensure that they could provide effective support and maintenance services;
- (C) Council approve a variation of the contract for Customer Relationship Management Services for the National CitySwitch Green Office Program with Jaythom Pty Ltd to extend the terms of the contract by 12 months with the option of a further extension of 12 months if appropriate;
- (D) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the variation to the contract with Jaythom Pty Ltd; and
- (E) authority be delegated to the Chief Executive Officer to exercise the option referred to in (C), if appropriate, and negotiate the price to extend the contract accordingly.

## Attachments

**Attachment A.** Financial Implications (Confidential)

## Background

1. The CitySwitch Green Office program started in 2005 and became a national program in 2009, through a partnership between other capital-city councils.
2. CitySwitch National partners are City of Melbourne, North Sydney Council, Perth City Council and Adelaide City Council, with associate member NABERS (administered by the NSW Government).
3. The City has administered the national program since 2009, with members signing a three-year Memorandum of Understanding with the City and making a financial contribution to the program.
4. The City is exploring options to transition administration of the CitySwitch National Program to another Local Government partner in 2022. This transition, along with maintaining the current level of program delivery, is the subject of a new Memorandum of Understanding with program members that will be in operation from July 2021 to June 2022.
5. A Customer Relationship Management system is one of the key service delivery components that the City provides in its role as national co-ordinator of the CitySwitch National program. The system is accessed and used by all funding partners.
6. In August 2012, the City went to market through a competitive request for quotation process to establish a cloud-based Microsoft Dynamics Customer Relationship Management system to help manage the contacts and sustainability performance data for the national CitySwitch Green Office program.
7. In October 2012, the City entered a contract with Jaythom Pty Ltd, to 30 June 2015. The contract has since been varied a number of times to maintain the service to the program.
8. Since 2012, Jaythom Pty Ltd have successfully delivered the Customer Relationship Management system to enable our partners in the CitySwitch program to operate in their jurisdiction.
9. The CitySwitch program is a national business engagement program and cannot operate effectively without a Customer Relationship Management system in place to co-ordinate these engagement activities. The service comprises an ongoing subscription to the Customer Relationship Management platform for the national network of CitySwitch program managers.
10. An externally managed system is the only option for a program delivered with external stakeholders who cannot access existing internal City of Sydney services.
11. The transition of the CitySwitch program over 2021/22 is likely to impact the scope of the program, as well as services required for delivery including the Customer Relationship Management system.
12. As the CitySwitch National program is in a period of transition it is not an opportune time to make significant changes to the services delivered to, and funded by, City Switch program partners.

13. A 12-month extension of the existing contract with Jaythom Pty Ltd to deliver Customer Relationship Management services, with the option to extend for a further 12-months, would align the contract and service delivery with the transitional Memorandum of Understanding for the CitySwitch program. It would also maintain the current delivery of the CitySwitch program for our funding partners, and is the most cost-effective and resource efficient solution for the program at this time.
14. In June 2022, the City will either not be coordinating the national program or, if still coordinating the program, will be in the process of transitioning the program.
15. It is recommended that the contract be extended by 12 months (with an option for a further 12 months under certain circumstances) so that in the event that the transition process is not complete by June 2022, the process will be able to be finalised while still maintaining continuity of the Customer Relationship Management service. The further option will only be taken up in these circumstances and Council will be advised by CEO Update if the option is exercised and once the transition process has been completed.
16. A satisfactory result would not be achieved by inviting tenders for this work at this time as:
  - (a) the goods or services can be provided by a supplier already engaged on the specific project through existing knowledge and experience in the specific project;
  - (b) continuity of services by an existing supplier will provide certainty and confidence to our funding partners during a time of transition to a new program coordinator; and
  - (c) the underlying system has been heavily customised to provide the CitySwitch Customer Relation Management service. Due to this level of customisation, if a new supplier is required to host, support and maintain the system they would first need to re-build the system and spend a significant amount of time and effort in verifying and familiarising themselves with the current system to ensure that they could provide effective support and maintenance services.
17. The CitySwitch National Steering Committee supports the continuation of the system by the current provider, and their financial contributions will fully fund this continuation of service.
18. Jaythom Pty Ltd has provided a quote for extension of services. It proposes a one-plus-one year contract as referenced in Confidential Attachment A.
19. It is recommended that the contract is extended to enable continuity of service as the program transitions.



### Financial Implications

20. The CitySwitch National Program Customer Relationship Management service is funded through contributions from national partners and administered by the City.
21. There are sufficient funds allocated for this project within the current year's operating budget and future years' forward estimates as detailed in Confidential Attachment A.

### Relevant Legislation

22. The exemption from tender process has been conducted in accordance with the Local Government Act 1993, the Local Government (General) Regulation 2005 and the City's Procurement and Contract Management Policy.
23. Local Government Act 1993 - Section 10A provides that a council may close to the public so much of its meeting as comprises the discussion of information that would, if disclosed, confer a commercial advantage on a person with whom the council is conducting (or proposes to conduct) business.
24. Attachment A contains confidential commercial information of the service provider which, if disclosed, would:
  - (a) confer a commercial advantage on a person with whom Council is conducting (or proposes to conduct) business; and
  - (b) prejudice the commercial position of the person who supplied it.
25. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise Council's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

### Critical Dates / Time Frames

26. 30 June 2021 (project timeframe) – current contract end date where Customer Relationship Management services provided by Jaythom Pty Ltd will cease.
27. 30 June 2022 (project timeframe) – anticipated contract end, contingent upon transition process.
28. 30 June 2023 (project timeframe) – end date of 12-month option period which will be exercised only if the transition process for the CitySwitch program outlined in this report is not complete by 30 June 2022.

## **Options**

29. An alternative option is to proceed with a request for quotation from other service providers of Customer Relationship Management systems. This option is not recommended because significant time and resources would be required to procure and onboard a new system. Additionally, procuring a new system now is premature when the results of the program transformation, and services required to enable this transformation, are not yet known.
30. Another option is not proceeding with the contract extension for Customer Relationship Management services by Jaythom Pty Ltd. This option is not recommended as it would have an impact on delivery of the CitySwitch national program and would negatively impact the City's relationships with our funding partners.

## **EMMA RIGNEY**

Director City Life

Katie Shammas, Sustainability Engagement Manager - Sustainable Business Partnerships

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## Item 7.

### **Exemption from Tender and Contract Variations – Catering Services – Compass Group (Restaurant Associates)**

**File No: X079066**

**Tender No: T1628**

#### **Summary**

This report seeks an exemption from tender for Catering Services due to extenuating circumstances resulting from the impact of the ongoing Covid-19 pandemic and requests Council approve contract variations for catering services with Compass Group B&I Hospitality Services Pty Ltd (Restaurant Associates).

Restaurant Associates have been contracted to the City for over 15 years, providing catering services for external events in Centennial Hall, Lower Town Hall and Barnet Long Room. Restaurant Associates' current contract commenced 3 July 2017 following a tender process whereby they were the successful tenderer.

The City's current contract with Restaurant Associates expires on 2 July 2021. Under the contract, the City may extend the contract for maximum of three further terms of two years each.

At the start of the Covid-19 pandemic in 2020, Restaurant Associates informed the City of the financial difficulties they were facing due to the dramatic changes in market conditions, and the financial arrangements under the contract were temporarily modified to accommodate these unexpected changes.

With the Covid-19 pandemic still presenting significant uncertainty and risk in the market, the City considers that extending Restaurant Associates' contract for a further term based on the original payment terms would not be viable. In addition, it is considered that tendering the service in the current environment would not deliver a satisfactory result for the City. Further, it is expected that, while 2022 may start to see some recovery in the gala / catering sector, this will not be substantial. Any indication of this pick-up is unlikely to be seen until at least October 2021 at the earliest, but more realistically from February 2022 onwards, with only some benefit in the 2021/22 Financial Year.

After careful consideration of the available options, the City is seeking approval to vary the financial terms of the contract, and extend the contract for an additional two years based on these varied terms. This will ensure continuity of service through the period of the ongoing Covid-19 pandemic without exposing the City to the need to go to tender in a highly risk-averse market.

## Recommendation

It is resolved that:

- (A) Council approve an exemption from tender in accordance with section 55(3)(i) of the Local Government Act 1993 to extend the duration of the existing contract to 2 July 2023 on the terms set out in Confidential Attachment A to the subject report, for the management of the City's Catering Services, by reason of extenuating circumstances, noting that a satisfactory result for the City would not be achieved by inviting tenders at this time;
- (B) Council note the reason that a satisfactory result for the City would not be achieved by inviting tenders is the high levels of uncertainty and risk in the market as a result of the ongoing Covid-19 pandemic, which will not result in value for money;
- (C) Council note that the financial arrangements under the existing contract were temporarily modified by the Chief Executive Officer in 2020 in accordance with the City's Covid-19 recovery response to accommodate the effects of the Covid-19 pandemic as further detailed in Confidential Attachment A to the subject report;
- (D) Council approve a variation to the contract for Catering Services to vary the financial arrangements as further detailed in Confidential Attachment A to the subject report for the period 1 July 2020 until 2 July 2023; and
- (E) authority be delegated to the Chief Executive Officer to finalise negotiations and enter into any necessary documentation to give effect to the resolutions above.

## Attachments

**Attachment A.** Financial and Contractual Implications (Confidential)

## Background

1. Restaurant Associates have been contracted to the City for over 15 years, providing catering services for external events in Centennial Hall, Lower Town Hall and Barnet Long Room. Their current contract commenced 3 July 2017 following a competitive tender process.
2. Restaurant Associates' contract expires 2 July 2021, unless extended by the City. The current contract provides for a maximum of three further terms of two years each.
3. This report seeks an exemption from tender for Catering Services to enable a variation of the terms of the current contract due to extenuating circumstances resulting from the impact of the ongoing Covid-19 pandemic, and requests Council approve contract variations for catering services with Compass Group B&I Hospitality Services Pty Ltd (Restaurant Associates).
4. In response to the Covid-19 pandemic, and in line with the announcement by the Prime Minister that indoor public gatherings would be limited to 100 people only, the City started receiving event cancellations from 13 March 2020 for events taking place from 14 March 2020 onwards. Due to the imposed restrictions, Restaurant Associates were forced to cease operating as the ban on public gatherings required closure of the City's venues.
5. Since that time, despite restrictions incrementally lifting and events being permitted, there has been little to no demand for catered events, and the primary revenue driver for Restaurant Associates has been through the provision of packaged food to service returned travellers in quarantine hotels.
6. In response to venue closures, Restaurant Associates applied to the City for reimbursement of monies pre-paid to the City as per their contracted financial commitment to Council. This was approved by the Chief Executive Officer under delegation in accordance with the City's Covid-19 recovery response to accommodate the effects of the Covid-19 pandemic, with the monies reimbursed on a pro-rata basis.
7. It is recommended that the existing contract is extended to 2 July 2023, with a change to the financial arrangements of the existing contract. No further options to extend the contract will be offered, with the management service to be retendered at the end of the extended contract period. All current service levels and operating conditions will be retained.
8. It is expected that there will be little to no catering-orientated business in 2021 (July to December) in the City's landmark venues due to limited availability. Any catered events that do take place are unlikely to have large numbers of attendees due to ongoing Covid-19 restrictions and lowered demand. In most cases, the caterer would be providing beverage service to performance events only, generating significantly lower revenues.
9. It is expected that 2022 may start to see some recovery in the gala / catering sector, but that this will not be substantial. Any indication of this pick-up is unlikely to be seen until October 2021 at the earliest, but more realistically from February 2022 onwards, with only some benefit in the 2021/22 financial year.
10. The City expects that the impact of Covid-19 will be ongoing with some restrictions on venue capacities in place until at least the end of 2022.

**Key Contract Terms**

11. The existing contract will be extended until 2 July 2023 (refer to Confidential Attachment A).
12. A change to the financial arrangements of the existing contract is proposed (refer to Confidential Attachment A).
13. No further options to extend the contract will be offered, with the management service to be retendered in January 2023 with a view for a new contract to commence in July 2023.
14. All current service levels and operating conditions will be retained.

**Performance Measurement**

15. Operational and financial performance targets are monitored on a monthly, quarterly and annual basis and through a combination of meetings, audits, inspections and reporting.

**Financial Implications**

16. Funding estimates as set out in Confidential Attachment A have been included in the City's draft 2021/22 Budget and future forward year estimates, the subject of a separate report in the current reporting cycle.

**Relevant Legislation**

17. The exemption from tender process has been conducted in accordance with the Local Government Act 1993, the Local Government (General) Regulation 2005 and the City's Procurement and Contract Management Policy.
18. Local Government Act 1993 - Section 55 (3)(i) provides an exemption from tender for a contract where, because of extenuating circumstances, remoteness of locality or the unavailability of competitive or reliable tenderers, a council decides by resolution (which states the reasons for the decision) that a satisfactory result would not be achieved by inviting tenders.
19. Local Government Act 1993 - Section 10A provides that a council may close to the public so much of its meeting as comprises the discussion of information that would, if disclosed, confer a commercial advantage on a person with whom the council is conducting (or proposes to conduct) business.
20. Attachment A contains confidential commercial information of the contractor which, if disclosed, would:
  - (a) confer a commercial advantage on a person with whom Council is conducting (or proposes to conduct) business; and
  - (b) prejudice the commercial position of the person who supplied it.

21. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise Council's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

### **Critical Dates / Time Frames**

22. The current contract expires 2 July 2021. The terms of the amended contract would extend the contract to conclude 2 July 2023.
23. A new tender process is proposed to commence in January 2023.

### **Options**

24. Alternative options are considered below and are not recommended for the reasons set out.
25. The implications of not approving the variations to the existing contract are that the City would be required to either release a tender to the market immediately and make an appointment of a new provider by 1 July 2021, or to extend the current contract on its original terms, which would place the caterer in a financially unviable position and would not be a viable option.
26. The City considered several options in this process:
  - (a) Do nothing. This would require the current caterer to pay upfront fees irrespective of their ability to generate revenue through events. This option was deemed unsuitable as the current market does not have enough demand to provide suitable capacity for the current caterer to generate revenues from events.
  - (b) Not engage a caterer. This would leave the City without a contracted caterer, and would enable hirers to use their preferred caterer or source one on an 'as needs' basis. This option is unacceptable as it would reduce the City's control over venues, making it difficult to maintain consistency and cleanliness and impacting on the City's reputation as a venue manager.
  - (c) Ad-hoc single supplier engagement or panel of caterers, which would see the City forgo a contract with any one single contractor and instead engage caterers on an ad-hoc as-needs basis. This option was considered unacceptable as it would not be cost effective to engage a caterer on an as-needs basis and induct them each time, with an inability to ensure consistency of food that may adversely affect the City's reputation as a venue manager.

### **EMMA RIGNEY**

Director City Life

Peter Rugg, Manager Venue Management



CONFIDENTIAL  
By virtue of the Local Government Act 1993 Section 10A Paragraph 2

Document is Restricted

**Item 8.**

**Contract Variations – Event Infrastructure, Structures and Equipment for Major Events and Festivals**

Document to Follow

## Item 9.

### Grants and Sponsorship - Round One 2021/22 - Economic Grants

**File No: S117676**

#### Summary

The City of Sydney's Grants and Sponsorship Program supports initiatives and projects that build the social, cultural, environmental and economic life of the city and assist in the recovery from the Covid-19 pandemic. To achieve the objectives of the Community Recovery Plan and Sustainable Sydney 2030, genuine partnership between government, business and the community is required.

The provision of grants and sponsorships is a mechanism to further the aims identified in the City's social, cultural, economic and environmental policies. Applications are assessed against these policies and against broad City objectives and plans. In this way, the City and the community act collaboratively to achieve the goals of the Community Recovery Plan and Sustainable Sydney 2030.

The City advertised the following three categories of the Business Support Grant Program as part of Round One of the annual Grants and Sponsorship Program for 2021/22:

- Business Support Grant - Live Music and Performance;
- Business Support Grant - Night Time Diversification; and
- Business Support Grant - Place and Industry.

For the Business Support Grants - Live Music and Performance program, 15 eligible applications were received. This report recommends a total of eight grants to a total value of \$90,368 in cash for the 2021/22 financial year.

For the Business Support Grants - Night Time Diversification program, 30 eligible applications were received. This report recommends a total of seven grants to a total value of \$126,840 in cash for the 2021/22 financial year.

For the Business Support Grants - Place and Industry program, applicants can apply for up to three projects per application. Nine eligible applications were received which included 22 projects. This report recommends a total of nine grants, including all of the 22 projects submitted, to a total value of \$355,000 in cash for the 2021/22 financial year.

On 22 February 2021, Council adopted a revised Grants and Sponsorship Policy. The Grants and Sponsorship Guidelines that support the Policy were also revised and approved by Executive on 24 February 2021. All grants in this report were assessed in accordance with the Grants and Sponsorship Policy, the Grants and Sponsorship Guidelines, the priorities set out in the Community Recovery Plan and various other relevant City strategies and action plans.

All grant recipients will be required to sign a contract, meet specific performance outcomes and acquit their grant. All figures in this report exclude GST.

## Recommendation

It is resolved that:

- (A) Council approve the cash recommendations for the Business Support - Live Music and Performance Grant Program as per Attachment A to the subject report;
- (B) Council note the applicants who were not successful in obtaining a cash grant for the Business Support - Live Music and Performance Grant Program as per Attachment B to the subject report;
- (C) Council approve the cash recommendations for the Business Support - Night Time Diversification Grant Program as per Attachment C to the subject report;
- (D) Council note the applicants who were not successful in obtaining a cash grant for the Business Support - Night Time Diversification Grant Program as per Attachment D to the subject report;
- (E) Council approve the cash recommendations for the Business Support - Place and Industry Grant Program as per Attachment E to the subject report noting that all applications are recommended;
- (F) Council note that all grants amounts are exclusive of GST;
- (G) authority be delegated to the Chief Executive Officer to negotiate, execute and administer agreements with any organisation approved for a grant or sponsorship under terms consistent with this resolution and the Grants and Sponsorship Policy; and
- (H) authority be delegated to the Chief Executive Officer to correct minor errors to the matters set out in this report, noting that the identity of the recipient will not change, and a CEO Update will be provided to Council advising of any changes made in accordance with this resolution.

## Attachments

- Attachment A.** Recommended for Funding - Round One 2021/22 - Live Music and Performance Grant Program
- Attachment B.** Not Recommended for Funding – Round One 2021/22 - Live Music and Performance Grant Program
- Attachment C.** Recommended for Funding – Round One 2021/22 - Night Time Diversification Grant Program
- Attachment D.** Not Recommended for Funding – Round One 2021/22 - Night Time Diversification Grant Program
- Attachment E.** Recommended for Funding – Round One 2021/22 - Place and Industry Grant Program

## Background

1. The City of Sydney's Grants and Sponsorship Program supports residents, businesses and not-for-profit organisations to undertake initiatives and projects that build the social, cultural, environmental and economic life of the city.
2. On 25 February 2021, the City announced Round One of the annual grants program for 2021/22 as being open for application on the City's website, with grant applications closing on 29 March 2021.
3. The three categories of the Business Support Grant promoted were:
  - (a) Live Music and Performance;
  - (b) Night Time Diversification; and
  - (c) Place and Industry.
4. Information about these grant programs (such as application dates, guidelines, eligibility criteria and sample applications) was made available on the City's website. The City actively promoted the program through Facebook, Twitter, LinkedIn, Instagram, What's On, and ArtsHub. Supply Nation, Multicultural NSW, Digest, Sydney University and Haymarket Chamber of Commerce also promoted the program through their networks. The City Business team worked closely with industry stakeholders to promote these grants and delivered a dedicated virtual briefing for business intermediaries such as local chambers of commerce, industry organisations and Liquor Accord associations to promote these programs through their channels and networks. Email campaigns were utilised to target interested parties who have applied previously for grants at the City or who have expressed an interest in the City's programs.
5. Following adoption of the revised Grants and Sponsorship Policy on 11 December 2017, the Live Music and Performance and Night Time Diversification categories are open to appropriately incorporated for-profit organisations and partnerships.
6. Thirteen applications were received this round from for-profit organisations and sole traders through the Business Support Grant - Live Music and Performance category and the following six for-profit organisations and sole traders are recommended in this report:
  - (a) Austin Benjamin Buckett;
  - (b) Cobbstar Productions Pty Ltd;
  - (c) Crumb Consortium Pty Ltd;
  - (d) Im Operating Pty Ltd;
  - (e) Lynch and Wallace Pty Ltd; and
  - (f) Murray Stewart Lake.

7. Twenty-nine applications were received this round from for-profit organisations, partnerships, trusts and sole traders through the Business Support Grant - Night Time Diversification category, and the following six for-profit organisations, partnerships and trusts are recommended in this report:
  - (a) Lendlease Property Management (Australia) Pty Ltd;
  - (b) Mecca Coffee Roasters Pty Ltd;
  - (c) Sorry Thanks I Love You Pty Ltd;
  - (d) Sydney Tower Observatory Pty Ltd;
  - (e) T.r Hespe & T.e Kennedy; and
  - (f) The Trustee for The Sussex Lane Unit Trust.
8. There were a total of 54 grant applications received under the Business Support Grants. Twenty-four are recommended for funding as detailed in this report.
9. It is expected that all successful applicants will work co-operatively with relevant City staff throughout the project for which they have received funding. Some applicants will be required to meet with City staff and further define the strategic outcomes of their project prior to receiving the grant and commencing their project.
10. All grants and sponsorships are recommended on the condition that any required approvals, permits and development consents are obtained by the applicant. In the current environment this includes but is not limited to, requirements associated with the service of alcohol or food services, consent from the respective landowner(s), and State Planning Legislation and State Government health requirements. What the City does approve includes Development Approvals and outdoor temporary event activities.
11. The City's Grants and Sponsorship Program is highly competitive. Applications that are not recommended have either not scored as highly against the assessment criteria as the recommended applications or have incomplete or insufficient information. The City's Grants and Sponsorship team provides feedback to unsuccessful applicants.
12. The assessment process includes advice and recommendations from a suitably qualified assessment panel. The applications are scored against defined criteria for each grant program as well as the integrity of the proposed budget, project plan, partnerships, contributions and connection to the local community and industry sectors. Once recommended applications are approved by Council, a contract is developed, which includes conditions that must be adhered to, and acquitted against.
13. In assessing the grant applications, the assessment panels included in their considerations and recommendations:
  - (a) Community Recovery Plan 2020;
  - (b) Creative City Cultural Policy and Action Plan;
  - (c) Economic Development Strategy;
  - (d) Grants and Sponsorship Policy;
  - (e) Live Music and Performance Action Plan;

- (f) OPEN Sydney Strategy and Action Plan;
  - (g) Sustainable Sydney 2030; and
  - (h) alignment with other core City strategic policies and action plans.
14. Assessors consider the cash and in-kind contribution from the applicant and other sources in reviewing applications. Applicants are asked to demonstrate a capacity to match the grant investment with other sources of funding or contribute their own cash resources to the project.
15. Applicants are requested to list their project's community partners, confirmed funding sources and the contribution the organisation is making to the project (cash or in-kind) to demonstrate their contribution.

### **Business Support Grants - Live Music and Performance**

16. The Live Music and Performance category aims to support local businesses, venues and licensed premises to undertake capital works or equipment upgrades to either introduce live entertainment to a business's offerings or to improve existing live music and performance venues, rehearsal and recording studios and spaces for creative production and participation. These projects might include:
- (a) acoustic improvements to help manage sound transfer from venues to surrounding properties;
  - (b) investment in equipment or in-venue acoustics which improve audience experience;
  - (c) works that facilitate the introduction of live music or performance programming, or significantly improve/expand existing programming; or
  - (d) works that improve the health and safety of audiences, performers and venue staff.
17. The assessment panel for the Live Music and Performance Program consisted of members from the City's City Business and Safety, Culture and Creativity, Venue Management, Strategy, Urban Analytics and Communications teams, as well as representatives from Brand X and Music NSW (the state's peak industry body for the contemporary music sector).
18. One application was received from an existing Accommodation Grants tenant requesting cash to support activation fit outs to maximise their tenancy at a City owned property – Paddington Town Hall. Whilst fit outs are usually the responsibility of tenants the assessment panel have recommended the application, noting it strongly meets the outcomes of the program and that the works will improve the capacity of the venue to deliver quality live music and performance programming.
19. The applications recommended for the Live Music and Performance Program are outlined in Attachment A to this report. The applications not recommended are listed in Attachment B to this report.

20. The Business Support Grants - Live Music and Performance budget is set out below:

Total cash budget for 2021/22	\$225,000
Total cash committed to previously approved applications	\$0
Total cash available for 2021/22 Round 1	\$225,000
Total number of eligible applications this allocation	15
Total cash value requested from applications	\$238,187
Total number of applications recommended for cash support	8
Total amount of cash funding recommended	\$90,368
Cash amount remaining for subsequent allocation of the program 2021/22	\$134,632

#### **Business Support Grants - Night Time Diversification**

21. The Night Time Diversification category aims to support projects that increase the variety of business offerings and activities in commercial precincts after 6pm. The grants assist businesses to trade later through creative programming and initiatives, and in doing so, attract new customers and create lively, safe and engaging city precincts after dark, contributing to the night time economy and the cultural and economic character of the city. The grant also supports live entertainment venues to extend or expand their programming of live music and performance (such as comedy, cabaret, theatre and poetry programs) as well as creative producers who wish to work with businesses in their area to curate a program of events or night-time activities.
22. The assessment panel for the Night Time Diversification program consisted of members from the City's City Business and Safety, Strategy, Urban Analytics and Communications, Grants and Sponsorship, Culture and Creativity, Cultural Venues and Social Programs and Services teams.
23. The applications recommended for the Night Time Diversification Program are outlined in Attachment C to this report. The applications not recommended are listed in Attachment D to this report.



24. The Business Support Grants - Night Time Diversification Program budget is set out below:

Total cash budget for 2021/22	\$200,000
Total cash committed to previously approved applications	\$0
Total cash available for 2021/22 Round 1	\$200,000
Total number of eligible applications this allocation	30
Total cash value requested from applications	\$705,926
Total number of applications recommended for cash support	7
Total amount of cash funding recommended	\$126,840
Cash amount remaining for subsequent allocation of the program 2021/22	\$73,160

#### **Business Support Grants - Place and Industry**

25. The Place and Industry category aims to support projects that promote local economies for the benefit of businesses, connect business to opportunities, grow business skills and capacity, and advocate on key issues on behalf of local business. The grants assist local businesses to increase awareness of local business offerings and experiences; increase footfall, patrons and spending in local retail precincts; improve access to industry information, upskilling and networking opportunities for local businesses; and strengthen advocacy by local chambers of commerce and precinct associations.
26. The program is only available to not-for-profit, members-based organisations with an economic focus, such as a chamber of commerce or industry association.
27. The assessment panel for the Place and Industry program consisted of members from City Business and Safety and Strategy, Urban Analytics and Communications teams as well as a representative from NSW Treasury.
28. Applicants of the Place and Industry category were invited to meet with the assessment panel on 13 April 2021 to present their projects to the panel. Applicants were provided with 15 minutes to present the projects they had applied for, followed by 10 minutes of questions from the panel. All applying organisations took up this opportunity.
29. The applications recommended for the Place and Industry Program are outlined in Attachment E to this report, noting that some applications contained multiple projects.

30. The Business Support - Grants Place and Industry Program budget is set out below:

Total cash budget for 2021/22	\$355,000
Total cash committed to previously approved applications	\$0
Total cash available for 2021/22	\$355,000
Total number of eligible applications this allocation	9
Total cash value requested from applications	\$396,916
Total value-in-kind requested from applications	\$0
Total number of applications recommended for cash and/or value-in-kind support	9
Total amount of cash funding recommended	\$355,000
Total amount of value-in-kind support recommended	\$0
Cash amount remaining for subsequent allocation of the program 2021/22	\$0

## Key Implications

### Strategic Alignment - Sustainable Sydney 2030

31. Sustainable Sydney 2030 is a vision for the sustainable development of the City to 2030 and beyond. It includes 10 strategic directions to guide the future of the City, as well as 10 targets against which to measure progress. This report is aligned with the following strategic directions and objectives:

- (a) Direction 6 - Vibrant Local Communities and Economies - the recommended grant projects in this report contribute to fostering strong and sustainable local economies.
- (b) Direction 7 - A Cultural and Creative City - the recommended grant projects in this report contribute to a city where opportunities for individual creative expression and participation in all its forms are visible, valued, and accessible, and where business and creative opportunities for local artists, creative workers and cultural organisations are supported.

### Organisational Impact

32. The grants and sponsorships contract management process will involve key staff across the City of Sydney. Identified staff set contract conditions and performance measures for each approved project, and review project acquittals, which include both narrative and financial reports.

### Economic

33. The City's Grants and Sponsorship Program provides the City with a platform to support cultural, economic, environmental and social initiatives from the communities, and community organisations, within the local area.

### Financial Implications

34. There are sufficient amounts allocated in the Economic Grants program budget, included in the City's draft operating budget for 2021/22, to fund the recommended amounts. A total of \$572,208 in cash is recommended from the 2021/22 (draft) cash budget, as follows:
  - (a) Business Support Grant - Live Music and Performance – \$90,368 is provided in the draft budget of \$225,000;
  - (b) Business Support Grant - Night Time Diversification – \$126,840 is provided in the draft budget of \$200,000; and
  - (c) Business Support Grant - Place and Industry – \$355,000 is provided in the draft budget of \$355,000.

### Relevant Legislation

35. Section 356 of the Local Government Act 1993. Section 356 of the Local Government Act 1993 provides that a council may, in accordance with a resolution of the council, contribute money or otherwise grant financial assistance to persons for the purpose of exercising its functions.
36. Section 356(3)(a) to (d) is satisfied for the purpose of providing grant funding to for-profit organisations because:
  - (a) the funding is part of the following programs:
    - (i) Business Support Grant – Live Music and Performance;
    - (ii) Business Support Grant – Night Time Diversification; and
    - (iii) Business Support Grant – Place and Industry;
  - (b) the details of the Business Support Grant programs have been included in Council's draft operation plan for financial year 2021/22;
  - (c) the program's proposed budgets do not exceed five per cent of Council's proposed income from ordinary rates for financial year 2021/22; and

- (d) these programs apply to a significant group of persons within the local government area.

### **Critical Dates / Time Frames**

- 37. The funding period for Round One of the Business Support Grants for 2021/22 is for activity taking place from 1 July 2021 to 30 June 2022. Contracts will be developed for all successful applications after Council approval to ensure their funding is released in time for projects starting in July.

### **Public Consultation**

- 38. For all Round One 2021/22 programs open to application, two information sessions were held over Zoom on Wednesday 3 March 2021 and Friday 5 March. One information session was held at Redfern Community Centre for Aboriginal and Torres Strait Islander applicants on Thursday 4 March 2021.
  - (a) Seventy-seven prospective applicants attended the general information session, followed by individual pillar sessions for advice from City staff about their project proposals and the application process.
  - (b) Five prospective applicants attended the Aboriginal and Torres Strait Islander information session held in person at Redfern Community Centre.
  - (c) Six prospective applicants attended the information session focusing on business grants with a Mandarin translator.
  - (d) Seventy-four per cent of these attendees advised they had not applied for a City of Sydney grant previously.

**EMMA RIGNEY**

Director City Life

Peter Keogh, Grants Officer

# **Attachment A**

**Recommended for Funding  
Round One 2021/22 Live Music and  
Performance Grant Program**

## Business Support Grant - Live Music and Performance - Round One 2021/22

### **Recommended for Funding**

<b>Organisation Name</b>	<b>Project Name</b>	<b>Project Description</b>	<b>\$ Amount Requested</b>	<b>\$ Amount Recommended</b>	<b>Additional Conditions</b>
Austin Buckettt	Studio Upgrade - Gem World, Haymarket	A capital works project to upgrade recording and production studio equipment to support a wide range of recording artists.	\$15,765	<b>\$13,515</b>	Nil
Cobbstar Productions Pty Ltd	Sound Proofing - Paddington Town Hall, Paddington	A capital works project at a City owned property to soundproof the smaller 50-seater studio to allow for live performance opportunities.	\$5,000	<b>\$5,000</b>	Subject to existing conditions within the Accommodation Grants lease
Crumb Consortium Pty Ltd	Sound Equipment Upgrade - Ramblin' Rascal Tavern, Sydney	A capital works project to upgrade the sound system, lighting and performance space to improve the quality of live performances for audience and performers.	\$30,000	<b>\$5,638</b>	Nil
Giant Losses Limited	Sound and Lighting Equipment Upgrade - Giant Dwarf, Surry Hills	A capital works project to upgrade lighting and sound equipment to improve sound quality for audiences and performers.	\$14,000	<b>\$10,500</b>	Applicant to submit a revised budget
Im Operating Pty Ltd	Sound and Lighting Equipment Upgrade - The Imperial Hotel, Erskineville	A capital works project to upgrade the sound equipment, speakers, lighting and cabling, to improve the quality of live music and performances in the hotel's basement.	\$15,329	<b>\$15,329</b>	Nil
Lynch and Wallace Pty Ltd	Sound Proofing and Speaker Upgrade - Rosie Campbells, Surry Hills	A capital works project to upgrade the sound system, speakers and soundproof the ceiling to allow for live music programming.	\$13,000	<b>\$13,000</b>	Nil
Murray Stewart Lake	Acoustic Upgrade - Sentir Studio, Rosebery	A capital works project to upgrade the acoustic isolation at the recording and rehearsal studio to improve sound quality for artists and acoustic isolation between neighbouring properties.	\$24,886	<b>\$24,886</b>	Nil
Red Line Productions Ltd	Sound Proofing - Old Fitzroy Theatre, Woolloomooloo	A capital works project to soundproof the Old Fitzroy Theatre and reduce the sound bleed between the theatre and the Old Fitzroy Hotel bistro.	\$2,500	<b>\$2,500</b>	Nil

## **Attachment B**

**Not Recommended for Funding  
Round One 2021/22 Live Music and  
Performance Grant Program**

## Business Support Grant - Live Music and Performance - Round One 2021/22

### **Not Recommended for Funding**

Organisation Name	Project Name	Project Description	\$ Amount Requested
David Gregory Jacobsen	New Audio and Recording Equipment, Sydney	A capital works project to purchase earphones, microphones, audio and recording equipment to produce and rehearse the rock musical 'EPIC'.	\$9,000
Golden Dragon Hotel Pty Ltd	New Sound and Lighting Equipment - Scruffy Murphys Hotel, Haymarket	A capital works project to purchase sound and lighting equipment to support live music and performers seven nights a week.	\$20,000
M87 Pty Ltd	Lighting, Audio and Recording Equipment - Knox St Bar, Chippendale	A capital works project to purchase equipment to improve the live performance experience for both in-venue and live-stream audience	\$8,032
Oorhay Pty Ltd	Acoustic Upgrade – Otto Noorba, Glebe	A capital works project to engage an acoustic consultant and undertake the recommended solutions to reduce noise leaking to neighbouring properties.	\$30,000
Six Hunt Pty Ltd	New Sound Equipment - Butter, Surry Hills	A capital works project to purchase audio, DJ equipment and microphones to allow live music performance opportunities.	\$15,000
The Australian Institute of Music Ltd	Development Application – Australian Institute of Music, Surry Hills	Support for the preparation of a Development Application to use the John Painter Hall as a live performance venue.	\$5,675
Tropical Soul Dance Studio Pty Ltd	Rehearsal Space Upgrade - Tropical Soul Dance Studio, Annandale	A capital works project to improve the sound proofing and acoustics and install a folding door between Studios 1 and Studio 2.	\$30,000



# **Attachment C**

**Recommended for Funding  
Round One 2021/22  
Night Time Diversification Grant Program**

## Business Support Grant – Night Time Diversification - Round One 2021/22

### Recommended for Funding

Organisation Name	Project Name	Project Description	\$ Amount Requested	\$ Amount Recommended	Additional Conditions
Lendlease Property Management (Australia) Pty Ltd	Moon Festival, Darling Square	An extension of the Moon Festival programming to include Friday and Saturday night entertainment.	\$30,000	<b>\$15,000</b>	Nil
Mecca Coffee Roasters Pty Ltd	Live at Yours at Mecca Coffee, Alexandria	A series of classical music concerts programmed by Live at Yours in an inclusive warehouse space.	\$30,000	<b>\$30,000</b>	Nil
Sorry Thanks I Love You Pty Ltd	After Dark at Sorry Thanks I Love You, Sydney	A series of evening events, workshops and exhibitions supporting local creatives.	\$22,763	<b>\$15,000</b>	Nil
Sydney Improvised Music Association Incorporated	Ruby's Socials Winter Edition at the Joynton Ave Creative Centre, Green Square	A series of live music performances in winter, staged indoor and outdoor providing low cost, high quality programming to audiences in the area.	\$16,500	<b>\$14,000</b>	Nil
Sydney Tower Observatory Pty Ltd	Sydney's Highest Playground at Sydney Tower, Sydney	A series of 80's themed events aimed to attract people to the CBD whilst celebrating the 40th birthday of Sydney Tower.	\$30,000	<b>\$15,000</b>	Nil
T. R Hespe and T. E. Kennedy	After Dark at Grand Days with the Medicine Man, Woolloomooloo	A collaboration between two Woolloomooloo stores offering a series of evening events promoting wellness in a social and mindful manner.	\$13,840	<b>\$13,840</b>	Nil
The Trustee for The Sussex Lane Unit Trust	Live Music Activation at Dean's Lounge, Potts Point	A weekly live music program featuring local and emerging artists to engage the local community.	\$30,000	<b>\$24,000</b>	Nil

# **Attachment D**

**Not Recommended for Funding  
Round One 2021/22  
Night Time Diversification Grant Program**

## Business Support Grant – Night Time Diversification - Round One 2021/22

### **Not Recommended for Funding**

Organisation Name	Project Name	Project Description	\$ Amount Requested
Ace People Pty Ltd	X-Change Sounds, Delivered in Partnership with Hustle and Flow, Redfern and Studio 301, Alexandria	A monthly live music, networking and workshop event showcasing culturally diverse and under-represented artists.	\$25,000
Athletic Logic Pty Ltd	Music of the Night at Heritage Buildings, The Rocks	A series of classical music concerts featuring female musicians.	\$20,000
Clive Lochner	Funk Sydney at the Civic Underground, Sydney	A twelve month program of live funk, R&B, hip hop and soul music.	\$26,000
Finelytuned Productions Pty Ltd	Paradise Club at Universal, Darlinghurst	A series of seated electronic music events featuring lights and visuals, supporting local DJs, producers and artists.	\$30,000
IIKO Pty Ltd	Glow in the Dark at Mazesoba, Darling Square	The development of a new evening menu including glow in the dark noodles, to attract new customers to the ramen restaurant.	\$30,000
Jr Glow Pty Ltd	Beauty Workshops at La Cosmetique, Darling Square	A series of evening beauty workshops, three times per week, to encourage people to linger in the precinct.	\$30,000
L Coy & C Staff & The Trustee for Dickson McLoughlin Family Trust & C Whelan	Traditional Irish Music at The Mercantile Hotel, The Rocks	A series of Monday night live music events featuring traditional Irish musicians, to encourage audiences back to The Rocks.	\$19,200
Maybe Sammy Pty Ltd	Al Fresco Winter Jazz at the Maybe Sammy Bar, The Rocks	A series of footpath jazz and blues performances to enhance the al fresco evening dining experience.	\$30,000
Mosaic Co Pty Ltd	Mosaic Art Nights at Art Masterclass, Darlinghurst	A series of traditional Turkish mosaic lamp workshops.	\$29,623
Ommi's Food & Co Pty Ltd	Night Pop Up at Ommi's Food, Rosebery	A series of evening talks by chefs and guests to celebrate Taiwanese culture and food.	\$30,000
Opera Mondo Pty Ltd	Evening Opera at Waterman's Cove Walkway, Barangaroo	A series of evening performances by emerging opera artists on the outdoor walkway at Barangaroo.	\$30,000
Recap Iv Operations No. 6 Pty Ltd	Taylor's Saturdays at Taylor's Rooftop, Sydney	A series of weekend late night music and culture programming to encourage visitors to The Republic Hotel in the CBD.	\$30,000
Sydney Wildlife World Pty Ltd	Cocktail Masterclasses at Wild Life Zoo, Darling Harbour	Six evening cocktail masterclasses combining a tour of the zoo with native bushfoods educational talks.	\$27,000
The Morrison Sydney Pty Ltd	Sunday Evening Music at the Morrison Bar, Sydney	Weekly live music programming to encourage foot traffic into the CBD on Sunday evenings.	\$11,200
The Sydney Aquarium Company Pty. Ltd	Aquarium After Dark at Sea Life Aquarium, Darling Harbour	A series of Friday evening activations incorporating interactive activities, live entertainment and animal meet and greets.	\$30,000

Organisation Name	Project Name	Project Description	\$ Amount Requested
The Trustee for G Capital No.3 Trading Trust	Chambre Rouge and The Great Gatsby at Meat District Co, Darling Harbour	A series of themed dining and interactive live performance events at the restaurant to encourage people back to the CBD.	\$30,000
The Trustee for ST Trading Trust	Touring Through Africa at Planar, Darling Harbour	A series of evening events sharing African music and culture to support artists and local businesses.	\$30,000
TNCD Pty Ltd	Evening Events at Blown Lux, Barangaroo	Extending the business hours of a local beauty bar with offerings of live music, workshops, product launches and hen's nights.	\$26,000
Uncle Ming's Bar Pty Ltd	Music and Magicians Nights at Uncle Ming's Bar, Sydney	A series of bi-monthly events employing musicians and magicians to encourage audiences to the CBD on Monday and Saturday evenings.	\$11,000
Victoria Anthony	Trans Glamoré at the Stonewall Hotel, Oxford Street	A monthly showcase of transgender performers aimed at supporting both the artists and the community.	\$7,800
Wanyoo Pty Ltd	E-sports Sydney at Wanyoo Cyber Cafe, Chinatown	A fortnightly tournament of e-sports, offering a safe and alcohol-free space for young people to play video games together.	\$10,000
Waxman Jones Pty Ltd	King Street Comes Alive at MoshPit Bar, Erskineville	A series of live music events, to continue Monday and Tuesday night programming.	\$10,000
Yantra Jennifer De Vilder	Pianos for the People, Darling Square	A series of weekly concerts utilising a recycled piano, which will remain in-situ and available for the public to play at other times.	\$10,000

# **Attachment E**

**Recommended for Funding  
Round One 2021/22  
Place and Industry Grant Program**

## Business Support Grant – Place and Industry – Round One 2021/22

### **Recommended for Funding**

<b>Organisation Name</b>	<b>Project Name</b>	<b>Project Description</b>	<b>\$ Amount Requested</b>	<b>VIK Requested</b>	<b>\$ Amount Recommended</b>	<b>VIK Recommended</b>	<b>Additional Conditions</b>
<b>CBD Sydney Chamber of Commerce Limited</b>	Project 1 - Business Education & Networking Events	A series of three business education & networking events focusing on business upskilling and providing opportunities for increased knowledge and connection for both current and prospective members.	\$41,950	Nil	<b>\$12,750</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 2 - Mini Business Expos	A series of three CBD focused mini business expo's bringing business groups together to share expertise and capabilities and to identify further collaboration opportunities.		Nil	<b>\$10,950</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 3 - Online Business Support Programmes	The development of online programmes to expand awareness of business support services and grow membership.		Nil	<b>\$16,300</b>	<b>Nil</b>	Applicant to submit a revised budget
<b>Darlinghurst Business Partnership Incorporated</b>	Project 1 - Business Enrichment	A project to bring local businesses together to network and collaborate for the benefit of the Darlinghurst precinct.	\$69,600	Nil	<b>\$5,000</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 2 - Do Darlo Hubs / Neighbourhoods	A project to engage and assist the different geographical, cultural and professional hubs within Darlinghurst — each with their own needs, challenges and potential — to assist with Covid community recovery strategies.		Nil	<b>\$10,000</b>	<b>Nil</b>	Applicant to submit a revised budget  Applicant to provide a revised project plan
	Project 3 - VESPA	The continued development of the Eastside Sydney destination marketing and precinct management project run jointly with the Potts Point Partnership & Surry Hills Creative Precinct.		Nil	<b>\$50,000</b>	<b>Nil</b>	Applicant to submit a revised budget

Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Additional Conditions
<b>Glebe Chamber of Commerce Incorporated</b>	Project 1 - Business Information Platform for Promotions and Networking	The development of a user-friendly platform for businesses to interact with each other and to find opportunities for innovation and adaptation.	\$38,000	Nil	<b>\$7,000</b>	Nil	Applicant to submit a revised budget
	Project 2 - Local Rewards Program	The adaptation of a rewards system created by the Surry Hills Creative Partnership that efficiently delivers a wide-ranging promotional program across the City of Sydney, as well as drawing in consumers from outside the local area.		Nil	<b>\$12,000</b>	Nil	Applicant to submit a revised budget  Applicant to submit a project plan
	Project 3 - Business Networking Nights	A series of networking events to support local business development and encourage the redevelopment of Glebe's nightlife and retail community.		Nil	<b>\$19,000</b>	Nil	Nil
<b>Paddington Chamber of Commerce Incorporated</b>	Project 1 - Paddington Trails Wayfaring Map	The expansion and update of the business guide to Paddington to include more businesses on both sides of Oxford St and the promotion of the guide in the media.	\$33,000	Nil	<b>\$8,000</b>	Nil	Nil
	Project 2 - "Visit Paddington" Brand Promotion, Marketing and Social Media	The development of a promotion, marketing and social media strategy for the Paddington business district.		Nil	<b>\$18,000</b>	Nil	Nil
	Project 3 - Networking and Educational Speakers	A series of networking events promoting education and advice for businesses.		Nil	<b>\$7,000</b>	Nil	Nil
<b>Potts Point Partnership Incorporated</b>	Project 1 - Business Workshops	The development of a program of events to connect local businesses with each other to encourage collaboration and support within the Potts Point precinct.	\$12,000	Nil	<b>\$12,000</b>	Nil	Nil



Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Additional Conditions
<b>Pymont - Ultimo Chamber of Commerce and Industry Incorporated</b>	Project 1 - Advocate - Business Advocacy Report	The development of a report aimed at providing a voice for small to medium-sized businesses in the Pymont-Ultimo precinct on key issues affecting their business, employees, environment and community.	\$42,366	Nil	<b>\$15,700</b>	<b>Nil</b>	Applicant to submit a revised budget  Applicant to submit a project plan
	Project 2 - Connect - Networking Events and e-newsletters	A series of four networking events and monthly e-newsletters to help connect businesses to opportunities and keep them abreast of issues in the local precinct and beyond.		Nil	<b>\$24,300</b>	<b>Nil</b>	Applicant to submit a revised budget
<b>Social Enterprise Council of NSW &amp; ACT(SECNA) Ltd</b>	Project 1 - Social Innovation Living Lab	A series of co-designed sessions that bring together Sydney social enterprises with non-profits, government and corporate partners to develop initiatives aligned to the City of Sydney's Recovery Plan for vulnerable communities.	\$60,000	Nil	<b>\$20,000</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 2 - Social Enterprise Hivemind Series	A series of events bringing together social enterprise leaders as expert speakers, case studies and contributors to deep dive into and solve real challenges for social enterprise development.		Nil	<b>\$20,000</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 3 - Social Enterprise Impact Storytellers	An advocacy project that amplifies the voice and influence of social enterprise practitioners, raising awareness of social enterprises and their work and building the capacity of emerging advocates and impact storytellers.		Nil	<b>\$7,000</b>	<b>Nil</b>	Applicant to submit a revised budget

Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Additional Conditions
<b>The Surry Hills Creative Precinct Incorporated</b>	Project 1 - Networking and Business Education Events	A year of monthly networking and business education events held in-person and streamed online and hosted by local venues, targeted towards local business owners and featuring expert guest speakers as well as paid local artist/performers, captured on video as well as streamed.	\$40,000	Nil	<b>\$40,000</b>	<b>Nil</b>	Applicant to submit a revised budget
<b>Walsh Bay Precinct Partnership Incorporated</b>	Project 1 - Networking Events	A series of networking events to bring together key arts and business members with Walsh Bay residents whilst supporting local venues.	\$60,000	Nil	<b>\$12,000</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 2 - Concierge and Media Famils and Destination Marketing Video Series	A program of direct marketing, PR and business to business communication including famils, media tours and unique destination experiences within the Walsh Bay's arts and dining hub, as well as a series of Walsh Bay Destination videos supporting the program.		Nil	<b>\$20,000</b>	<b>Nil</b>	Applicant to submit a revised budget
	Project 3 - Communications	Development of a professional website, Social Media platforms and Newsletter.		Nil	<b>\$8,000</b>	<b>Nil</b>	Nil

**Item 10.**

**George Street Business Innovation Space – Award of Accommodation Grant  
and Recommended Operator**

Document to Follow