

18 June 2018

At 2.00 pm

Volume 1 – Items 1, 3 to 5 & 7 to 13



Corporate, Finance, Properties and Tenders Committee

Agenda

- 1. Disclosures of Interest**
- 2. Integrated Planning and Reporting Program and Budget 2018/19 - Adoption**
- 3. Investments Held as at 31 May 2018**
- 4. Naming Proposal - Hyperion Park and Kingsborough Way**
- 5. Revocation of Road Widening Order - 142 Carillon Avenue, Newtown**
- 6. Deed - Approval to Enter into a Deed with Sydney Water for the Naturalisation Works of Johnstons Creek**
- 7. Surrender and New Lease - Part Levels 3 and 4, Customs House**
- 8. Lease Renewal - Level 8, 540 George Street, Sydney**
- 9. Exemption from Tender to Appoint Law Firms to the Legal Services Panel**
- 10. Exemption from Tender to Appoint a Barrister for Compensation Proceedings Following the Compulsory Acquisition of Land within Sydney Park for the WestConnex Motorway**
- 11. Tender - Reject and Negotiate - Waterloo Fitness Hub**

Economic Development and Business Sub-Committee

- 12. Knowledge Exchange Sponsorship - My Online Career Portal**
- 13. Grants and Sponsorship – Round One 2018/19 – Economic Grants – Business Support Grants – Live Music and Performance, Night Time Diversification and Place and Industry**

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.

To enable the Committee to hear a wide range of views and concerns within the limited time available, we encourage people interested in speaking at Committee to:

1. Register to speak by calling Council's Secretariat on 9265 9310 before 12.00 noon 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.
6. Before speaking, turn on the microphone by pressing the button next to it and speak clearly so that everyone in the Council Chamber can hear.
7. Be prepared to quickly return to the microphone and respond briefly to any questions from Councillors, after all speakers on an item have made their presentations.

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 Council 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.

Committee reports are on line at www.cityofsydney.nsw.gov.au, with printed copies available at Sydney Town Hall immediately prior to the meeting. Council staff are also available prior to the meeting to assist.

Item 1.

Disclosures of Interest

Pursuant to the provisions of section 451 of the Local Government Act 1993, Councillors are required to disclose pecuniary interests in any matter on the agenda for this meeting of the Corporate, Finance, Properties and Tenders Committee.

Councillors are also required to disclose any non-pecuniary interests in any matter on the agenda for this meeting of the Corporate, Finance, Properties and Tenders Committee in accordance with the relevant clauses of the Code of Conduct – February 2016.

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

Written disclosures of interest received by the Chief Executive Officer in relation to items for consideration at this meeting will be laid on the table.

Item 2.

Integrated Planning and Reporting Program and Budget 2018/19 - Adoption

Document to Follow

Item 3.

Investments Held as at 31 May 2018

File No: X011299

Summary

This report provides details of Council's investment portfolio and performance to 31 May 2018.

Council's total Investment and Cash position was \$634.5M at the end of May, with investments earning interest of \$1.4M for the month.

The majority of the City's cash and investments portfolio is held as internally restricted (\$307.1M) or externally restricted (\$121.7M) 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 to support the implementation of the CBD and South East light rail project and stormwater, town centre infrastructure and community facilities in the Green Square urban renewal area. The balance of investment funds represent working capital and funding required for the City's operating and capital expenditure commitments.

Council achieved an annualised monthly return of 2.75% for May, significantly above the 30 Day Bank Bill Rate (BBR) of 1.85%, the AusBond Bank Bill Index (published by Bloomberg) of 2.06% and the enhanced benchmark of 2.30% (BBR + 0.45%), as endorsed in October 2017 as part of the Investment Strategy.

Council's annual rolling return of 2.69% also continues to exceed the 12 month average 30 Day BBR of 1.68%, the AusBond Bank Bill Index of 1.78% and the enhanced benchmark of 2.13% (BBR + 0.45%), as endorsed in October 2017 as part of the Investment Strategy.

The structure of Council'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 Council's commitment to sustainable investments where returns and risks are equivalent by changing the word 'desirable' to 'preferred' under the environmentally and socially responsible investment criteria.

Recommendation

It is resolved that the Investment Report as at 31 May 2018 be received and noted.

Attachments

Attachment A. Register of Investments and Cash as at 31 May 2018

Attachment B. Investment Performance as at 31 May 2018

Background

1. In accordance with the principles of financial management, cash that is surplus to Council'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 Council's Investment Policy and Strategy.
3. The benchmark performance goal of Council'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. Council's total Investment and Cash position as at 31 May 2018 was \$634.5M, an increase of \$25.6M from the \$608.9M reported at 30 April 2018 reflecting operating income offset by capital works expenditure and other operational payments. A schedule detailing all of Council's investments as at the end of May is provided at Attachment A.
5. The majority of the City's cash and investments portfolio are held as internally restricted (\$307.1M) or externally restricted (\$121.7M) 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 to support the implementation of the CBD and South East light rail project and stormwater, town centre infrastructure and community facilities in the Green Square urban renewal area. The balance of investment funds represents working capital and funding required for the City's operating and other capital expenditure commitments.
7. Council achieved an annualised monthly return of 2.75% for May, significantly above the 30 Day Bank Bill Rate (BBR) of 1.85%, the AusBond Bank Bill Index (published by Bloomberg) of 2.06% and the enhanced benchmark of 2.30% (BBR + 0.45%), as endorsed in October 2017 as part of the Investment Strategy.
8. Council's annual rolling return of 2.69% also continues to exceed the 12 month average 30 Day BBR of 1.68%, the AusBond Bank Bill Index of 1.78% and the enhanced benchmark of 2.13% (BBR + 0.45%), as endorsed in October 2017 as part of the Investment Strategy.
9. The RBA has not adjusted the official cash rate since August 2016, when it was reduced to 1.50%. The market then responded accordingly, and lower yields on investments which has had a sustained adverse impact on Council's portfolio return. This trend is anticipated to continue, though in recent periods some improvement in longer term interest rates has been noted.
10. Council has been able to outperform the industry benchmarks, and our own enhanced benchmarks (Investment Strategy benchmarks are based on returns currently available in the 30-90 day investment market), on both a monthly and annual rolling basis. This performance largely reflects Council's prior decisions to lock in a number of investments with fixed rates of 4.5% p.a. and floating rates with fixed margins significantly above the risk free rate. However, as these investments have continued to mature, surplus funds have been reinvested at lower rates, as offered in the market.

11. The structure of Council'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.
12. As noted in previous investment reports, the downgrade of 23 financial institutions' global ratings by Standard and Poors (S&P) in May 2017 incorporated a downgrade of both Bank of Queensland and Bendigo & Adelaide Bank from an A- to a BBB+ rating. The City's Investment Policy limits the maximum amount that may be invested with sub 'A' rated institutions to \$10M each. In the case of Bendigo & Adelaide Bank, the City continues to hold \$16M of long-term investments, with the earliest maturity date scheduled for a \$6M investment on 14 November 2018. The Investment Policy's "grandfathering" provisions have been applied, allowing the existing investments to be maintained or divested in accordance with all regular investment considerations, but no further investment will be permissible at this time.

Key Implications

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

Financial Implications

14. Council's investments earned interest of \$1.4M for the month of May 2018, against budgeted earnings of \$1.1M. Investment earnings for the full year are forecast at \$14.8M, ahead of the full year budget of \$13.0M.

Relevant Legislation

15. Council is authorised to invest its surplus cash under Section 625 of the Local Government Act 1993.
16. The Local Government (General) Regulation 2005 (clause 212) requires Council to provide a written monthly report of all monies invested, under Section 625 of the Act.
17. The Investment Policy and Strategy was revised in October 2017, maintaining Council's commitment to give preference to sustainable investments where returns and risks are equivalent to other investments. The revision also maintained the broadening of the definition of environmentally harmful activities to include specific reference to coal, gas and oil.
18. Council'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 16 October 2017.

Critical Dates / Time Frames

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

Public Consultation

20. Consultation is regularly undertaken with a number of financial institutions and investment advisers to consider options and ensure that Council continues to maximise its investment return within appropriate risk parameters.
21. City staff meet periodically 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. To date, feedback from these meetings is that there is a well-known appetite in the market for these products and they are investigating the development of suitable products, however it is difficult to match the level of funds to available SRI opportunities that meet both the credit risk and maturity profile requirements of Council.

BILL CARTER

Chief Financial Officer

Priyanka Sharma, Assistant Accountant

Attachment A

**Register of Investments and Cash
as at 31 May 2018**

REGISTER OF INVESTMENTS AND CASH AS AT 31 MAY 2018

Institution	Rating	Amount \$	Monthly Net Returns	Monthly Net Return Annualised	Net Returns Rolling 12 Months	Maturity Date	Investment Date	Term (months)
Call Account								
Westpac Bank	AA	66,663,859	0.15%	1.75%	1.75%	1-Jun-18	22-May-12	0
Total		66,663,859	0.15%	1.75%	1.75%			
Term Deposits (TD)								
Bankwest	AA	5,000,000	0.21%	2.50%	2.50%	8-Jun-18	1-Mar-18	3
National Aust Bank	AA	5,000,000	0.21%	2.55%	2.55%	15-Jun-18	15-Mar-18	3
National Aust Bank	AA	5,000,000	0.21%	2.56%	2.56%	15-Jun-18	9-Mar-18	3
National Aust Bank	AA	5,000,000	0.21%	2.55%	2.55%	18-Jun-18	16-Mar-18	3
National Aust Bank	AA	5,000,000	0.20%	2.45%	2.45%	19-Jun-18	16-Apr-18	2
National Aust Bank	A	5,000,000	0.17%	2.05%	2.05%	20-Jun-18	21-May-18	1
AMP Bank	A	5,000,000	0.22%	2.60%	2.60%	22-Jun-18	29-Aug-17	10
ME Bank	A	5,000,000	0.22%	2.60%	2.60%	22-Jun-18	1-Dec-17	7
Bankwest	AA	5,000,000	0.21%	2.50%	2.50%	26-Jun-18	27-Feb-18	4
National Aust Bank	AA	5,000,000	0.21%	2.50%	2.50%	28-Jun-18	28-Feb-18	4
National Aust Bank	AA	5,000,000	0.20%	2.45%	2.45%	29-Jun-18	27-Apr-18	2
National Aust Bank	AA	5,000,000	0.20%	2.45%	2.45%	29-Jun-18	30-Apr-18	2
ME Bank	A	5,000,000	0.22%	2.60%	2.60%	29-Jun-18	27-Nov-17	7
Bendigo & Adelaide Bank	A	5,000,000	0.22%	2.65%	2.65%	5-Jul-18	9-Aug-17	11
National Aust Bank	AA	5,000,000	0.20%	2.45%	2.45%	6-Jul-18	8-May-18	2
ME Bank	A	5,000,000	0.22%	2.60%	2.60%	6-Jul-18	8-Jan-18	6
Credit Union Australia	A	5,000,000	0.22%	2.61%	2.61%	6-Jul-18	5-Dec-17	7
National Aust Bank	AA	5,000,000	0.20%	2.45%	2.45%	10-Jul-18	11-May-18	2
Bank of Queensland	A	5,000,000	0.23%	2.70%	2.70%	10-Jul-18	10-Jul-17	12
Bankwest	AA	5,000,000	0.20%	2.41%	2.41%	13-Jul-18	14-May-18	2
Commonwealth Bank	AA	5,000,000	0.21%	2.55%	2.55%	13-Jul-18	16-Aug-17	11
Bankwest	AA	5,000,000	0.20%	2.40%	2.40%	16-Jul-18	15-May-18	2
Bankwest	AA	5,000,000	0.20%	2.40%	2.40%	17-Jul-18	16-May-18	2
National Aust Bank	A	5,000,000	0.20%	2.40%	2.40%	18-Jul-18	17-May-18	2
Bankwest	AA	5,000,000	0.20%	2.40%	2.40%	19-Jul-18	18-May-18	2
Bankwest	AA	5,000,000	0.20%	2.40%	2.40%	20-Jul-18	18-May-18	2
Bankwest	AA	5,000,000	0.20%	2.40%	2.40%	23-Jul-18	21-May-18	2
IMB	A	5,000,000	0.22%	2.60%	2.60%	27-Jul-18	15-Aug-17	11
Suncorp Bank	A	5,000,000	0.23%	2.75%	2.75%	17-Aug-18	1-May-18	4
Bankwest	AA	5,000,000	0.22%	2.60%	2.60%	23-Aug-18	27-Sep-17	11
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.62%	2.62%	31-Aug-18	1-Sep-17	12
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.61%	2.61%	1-Sep-18	28-Aug-17	12
Commonwealth Bank	AA	5,000,000	0.22%	2.60%	2.60%	4-Sep-18	4-Sep-17	12
Bankwest	AA	10,000,000	0.23%	2.70%	2.70%	7-Sep-18	7-May-18	4
Commonwealth Bank (Interest paid semi-annual)	AA	5,000,000	0.22%	2.59%	2.59%	14-Sep-18	12-Sep-17	12
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.61%	2.61%	17-Sep-18	25-Aug-17	13
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.65%	2.65%	21-Sep-18	21-Sep-17	12
National Aust Bank	AA	5,000,000	0.21%	2.55%	2.55%	15-Oct-18	16-Feb-18	8
Bankwest	AA	5,000,000	0.23%	2.70%	2.70%	2-Nov-18	10-Apr-18	7
Bank of Queensland	A	5,000,000	0.22%	2.60%	2.60%	13-Nov-18	16-Feb-18	9
Credit Union Australia Ltd	A	5,000,000	0.23%	2.80%	2.80%	29-Nov-18	3-May-18	7
Bank of Queensland	A	5,000,000	0.22%	2.60%	2.60%	7-Dec-18	8-Dec-17	12
Credit Union Australia Ltd	A	5,000,000	0.22%	2.65%	2.65%	7-Dec-18	5-Feb-18	10
Bank of Queensland	A	5,000,000	0.22%	2.60%	2.60%	11-Dec-18	1-Mar-18	9
ME Bank	A	5,000,000	0.23%	2.70%	2.70%	13-Dec-18	30-Apr-18	7
Bank of Queensland	A	5,000,000	0.22%	2.60%	2.60%	14-Dec-18	9-Feb-18	10
Bank of Queensland	A	5,000,000	0.22%	2.60%	2.60%	14-Dec-18	14-Feb-18	10
ME Bank	A	5,000,000	0.22%	2.60%	2.60%	17-Dec-18	1-Mar-18	10
ME Bank	A	5,000,000	0.23%	2.70%	2.70%	20-Dec-18	9-Apr-18	8
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.64%	2.64%	15-Jan-19	15-Jan-18	12
Bank of Queensland	A	5,000,000	0.23%	2.75%	2.75%	21-Jan-19	20-Apr-18	9
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.67%	2.67%	22-Jan-19	23-Jan-18	12
Credit Union Australia Ltd	A	5,000,000	0.23%	2.80%	2.80%	25-Jan-19	4-May-18	9
Credit Union Australia Ltd	A	5,000,000	0.23%	2.80%	2.80%	1-Feb-19	8-May-18	9
Credit Union Australia Ltd	A	5,000,000	0.22%	2.67%	2.67%	8-Feb-19	12-Feb-18	12
Credit Union Australia Ltd	A	5,000,000	0.22%	2.67%	2.67%	12-Feb-19	21-Feb-18	12
Westpac Banking Corporation (Fixed Rate , interest paid quarterly)	AA	5,000,000	0.22%	2.68%	2.68%	19-Mar-19	19-Mar-18	12
ANZ Bank (90 days BBSW + 98 points) quarterly reset and payment of coupon	AA	5,000,000	0.23%	2.78%	2.73%	28-Aug-20	28-Aug-15	60
ANZ Bank (90 days BBSW + 95 points) quarterly reset and payment of coupon	AA	5,000,000	0.23%	2.75%	2.71%	31-Aug-20	1-Sep-15	60
Westpac Banking Corporation (2.90% Fixed 2 years & 90 days BBSW + 90 points)	AA	10,000,000	0.24%	2.90%	2.90%	11-Oct-21	12-Oct-17	48
Westpac Banking Corporation (3% Fixed 2 years & 90 months BBSW + 133 points 3 years)	AA	10,000,000	0.25%	3.00%	3.00%	15-Dec-21	15-Dec-16	60
Westpac Banking Corporation (3% Fixed 2 years & RBA cash rate + 126 points 3years)	AA	5,000,000	0.25%	3.00%	3.00%	31-Aug-22	31-Aug-17	60
Total		325,000,000	0.22%	2.61%	2.61%			
Floating Rate Notes (FRN)								
Royal Bank of Canada (90 days BBSW + 72 points)	A	4,500,000	0.23%	2.71%	2.47%	7-Aug-18	7-Aug-15	36
Commonwealth Bank (90 days BBSW + 78 points)	AA	5,000,000	0.24%	2.85%	2.57%	19-Oct-18	19-Oct-15	36
Commonwealth Bank (Fixed rate @ 4.50% semi annual)	AA	2,000,000	0.38%	4.50%	4.50%	31-Oct-18	26-Mar-14	55
Commonwealth Bank (Fixed rate @ 4.50% semi annual)	AA	7,000,000	0.38%	4.50%	4.50%	31-Oct-18	23-Sep-14	49
Commonwealth Bank (Fixed rate @ 4.50% semi annual)	AA	10,000,000	0.38%	4.50%	4.50%	31-Oct-18	7-Nov-13	60
Bendigo & Adelaide Bank (90days BBSW + 127 points)	A	6,000,000	0.27%	3.19%	3.01%	14-Nov-18	14-Nov-13	60
National Australia Bank (90 days BBSW + 98 points)	AA	5,000,000	0.24%	2.92%	2.74%	25-Feb-19	25-Feb-16	36
Westpac Banking Corporation (Fixed 4.50% semi annual)	AA	5,000,000	0.38%	4.50%	4.50%	25-Feb-19	26-Mar-14	59

REGISTER OF INVESTMENTS AND CASH AS AT 31 MAY 2018

Institution	Rating	Amount \$	Monthly Net Returns	Monthly Net Return Annualised	Net Returns Rolling 12 Months	Maturity Date	Investment Date	Term (months)
Newcastle Permanent Building Society (90 days BBSW + 160 points)	BBB	4,500,000	0.30%	3.59%	3.41%	22-Mar-19	22-Mar-16	36
Credit Union Australia (90 days BBSW + 160 points)	A	5,000,000	0.31%	3.67%	3.39%	1-Apr-19	1-Apr-16	36
Westpac Bank (90 days BBSW + 100 points)	A	5,000,000	0.25%	2.94%	2.74%	10-May-19	11-Mar-16	38
Commonwealth Bank (90 days BBSW + 98 points)	AA	5,000,000	0.25%	3.05%	2.77%	18-Jul-19	18-Apr-16	39
ME Bank (90 days BBSW + 145 points)	BBB	5,000,000	0.29%	3.52%	3.24%	18-Jul-19	18-Jul-16	36
Westpac Banking Corporation (90 days BBSW + 90 points)	AA	10,000,000	0.25%	2.98%	2.69%	22-Jan-20	22-Jan-15	60
Royal Bank of Canada (90 days BBSW + 95 points)	A	5,000,000	0.24%	2.89%	2.70%	10-Feb-20	10-Feb-15	60
Bank of Queensland (90 days BBSW + 105 points)	BBB	5,000,000	0.25%	2.97%	2.79%	12-Feb-20	12-Feb-15	60
Greater Bank (90 days BBSW + 145 points)	A	5,000,000	0.28%	3.39%	3.21%	24-Feb-20	24-Feb-17	36
Newcastle Permanent Building Society (90 days BBSW + 135 points)	BBB	5,000,000	0.28%	3.40%	3.14%	7-Apr-20	7-Apr-15	60
Newcastle Permanent Building Society (90 days BBSW + 135 points)	BBB	7,500,000	0.28%	3.40%	3.14%	7-Apr-20	18-Jul-16	45
National Australia Bank (90 days BBSW + 80 points)	AA	5,000,000	0.22%	2.62%	2.56%	3-Jun-20	3-Jun-15	60
Commonwealth Bank (90 days BBSW + 105 points)	AA	10,000,000	0.25%	2.98%	2.69%	17-Jul-20	17-Jul-15	60
Westpac Banking Corporation (90 days BBSW + 90 points)	AA	5,000,000	0.24%	2.93%	2.68%	28-Jul-20	28-Jul-15	60
Bendigo & Adelaide Bank (90 days BBSW + 110 points)	A	5,000,000	0.25%	3.03%	2.85%	18-Aug-20	18-Aug-15	60
AMP Bank (90 days BBSW + 75 points)	A	5,000,000	0.23%	2.79%	2.58%	6-Oct-20	6-Oct-17	36
Suncorp Bank (90 days BBSW + 125 points)	A	5,000,000	0.28%	3.33%	3.04%	20-Oct-20	20-Oct-15	60
Westpac Banking Corporation (90 days BBSW + 108 points)	AA	15,000,000	0.26%	3.11%	2.86%	28-Oct-20	28-Oct-15	60
National Australia Bank (90 days BBSW + 108 points)	AA	10,000,000	0.26%	3.07%	2.83%	5-Nov-20	5-Nov-15	60
ME Bank (90 days BBSW + 125 points)	BBB	2,250,000	0.27%	3.20%	3.01%	9-Nov-20	9-Nov-17	36
Commonwealth Bank (90 days BBSW + 115 points)	AA	5,000,000	0.27%	3.22%	2.94%	18-Jan-21	20-Jan-16	60
Heritage Bank (90 days BBSW + 123 points)	BBB	3,500,000	0.27%	3.26%	3.26%	29-Mar-21	29-Mar-18	36
ANZ Bank (90 days BBSW + 118 points)	AA	5,000,000	0.27%	3.23%	2.97%	7-Apr-21	7-Apr-16	60
Suncorp Bank (90 days BBSW + 138 points)	A	5,000,000	0.29%	3.45%	3.17%	12-Apr-21	12-Apr-16	60
ME Bank (90 days BBSW + 127 points)	BBB	2,500,000	0.28%	3.35%	3.35%	16-Apr-21	17-Apr-18	36
Bendigo & Adelaide Bank (90 days BBSW + 146 points)	A	5,000,000	0.30%	3.54%	3.25%	20-Apr-21	20-Apr-16	60
Commonwealth Bank (90 days BBSW + 85 points)	AA	4,600,000	0.23%	2.78%	2.60%	17-Nov-21	17-Nov-16	60
Suncorp Bank (90 days BBSW + 97 points)	A	2,500,000	0.24%	2.88%	2.72%	16-Aug-22	16-Aug-17	60
Bank of Queensland (90 days BBSW + 105 points)	BBB	4,000,000	0.26%	3.07%	2.88%	3-Feb-23	5-Feb-18	60
Westpac Bank (90 days BBSW + 83 points)	AA	5,000,000	0.23%	2.70%	2.70%	6-Mar-23	6-Mar-18	60
ANZ Bank (90 days BBSW + 90 points)	AA	5,000,000	0.24%	2.85%	2.85%	9-May-23	9-May-18	60
National Australia Bank (90 days BBSW + 90 points)	AA	5,000,000	0.23%	2.81%	2.81%	16-May-23	16-May-18	60
Floating Rate Notes (FRN) 'Green/Climate Bonds'								
ANZ Bank Green Bond (Fixed rate @ 3.25% semi annual)	AA	5,000,000	0.27%	3.25%	3.25%	3-Jun-20	3-Jun-15	60
Commonwealth Bank Climate Bond (90 days BBSW + 92 points)	AA	5,000,000	0.25%	2.96%	2.74%	31-Mar-22	31-Mar-17	60
Total		230,850,000	0.27%	3.24%	3.06%			
Total Investments		622,513,859	0.23%	2.75%	2.69%			
Benchmark: 30 Day Bank Bill Index			0.15%	1.85%	1.68%			
Benchmark: Bloomberg AusBond Bank Bill Index			0.17%	2.06%	1.78%			
City of Sydney's bank balance as at 31-May-18		11,995,082						
TOTAL INVESTMENTS & CASH		634,508,940						

Summary of Net Investment Movements - May 2018

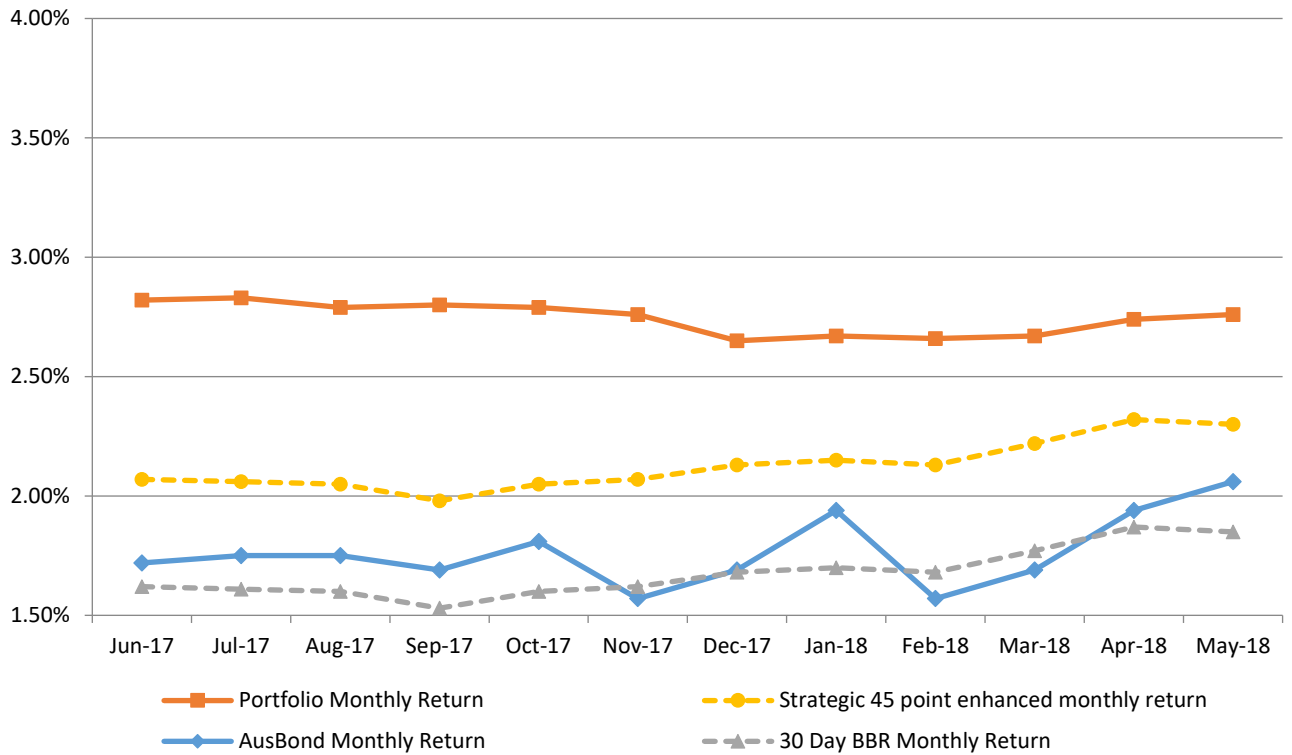
Financial Institution	Fund Rating	Invest/(Recall)/ Amount \$	Commentary
<u>Call Account</u> Westpac Banking Corporation	AA	26,000,000	Rates income placed in WBC call account for capital and operatin purposes. On the 01st June 2018, the City had a property settlement in which the funds were redeemed and required.
<u>Term Deposits (TDs)</u> National Australia Bank Suncorp	AA A/BBB	10,000,000 5,000,000	Utilised matured investments for the placement of higher yield term deposits.
Bankwest	A/BBB	(15,000,000)	Redeemed matured investments and placed in higher yield term deposits
Members Equity Bank National Australia Bank	A/BBB AA	(5,000,000) (5,000,000)	Redeemed matured investments and placed in higher yield FRNs
<u>Floating Rate Notes (FRNs)</u> ANZ Bank National Australia Bank	AA AA	5,000,000 5,000,000	Redemption of matured TDs and invested in FRNs for purpose of diversification in investment products

Attachment B

**Investment Performance
as at 31 May 2018**

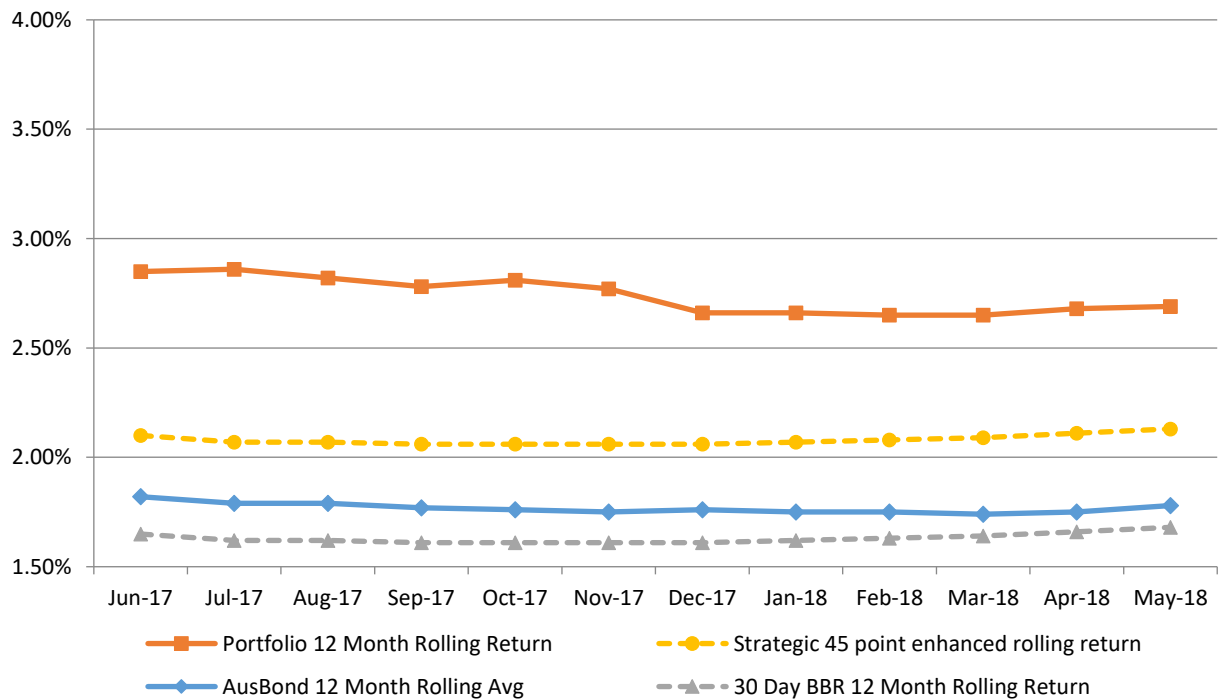
Monthly Results

**Actual Portfolio vs Strategic Enhanced Benchmark vs AusBond Benchmark vs 30 Day BBR Benchmark
May 2018**



12 Month Rolling Averages

**Actual Portfolio vs Strategic Enhanced Benchmark vs AusBond Benchmark vs 30 Day BBR Benchmark
May 2018**



Item 4.

Naming Proposal - Hyperion Park and Kingsborough Way

File No: X010461

Summary

This report recommends that Council approve the naming of a new park and new road under construction within the development site at 906 Bourke Street, Zetland. The naming proposal originated from a request from the developer and is based on the heritage interpretation strategy for the site, which was previously a stable for thoroughbred race horses. The park and road are expected to be completed in mid-2018.

On 19 September 2017, Council resolved to provide in-principle approval to the names "Hyperion Park" and "Kingsborough Way" and to exhibit the proposal for public comment.

Ten submissions were received. Two were in support of the proposed park name and eight not in support. One submission was in support of the street name, and seven not in support.

"Hyperion Park" and "Kingsborough Way" are the recommended names which reflect the social history and former land use of the site.

Under the guidelines of the Geographical Names Board, the relevant roads authority is responsible for naming the public road. In this case, the Council of the City of Sydney is the roads authority. The Geographical Names Board is the authority for naming public places and the City is required to submit its proposed park name for consideration.

Recommendation

It is resolved that:

- (A) Council approve the name "Hyperion Park" for the new park under construction at 906 Bourke Street, Zetland;
- (B) Council approve the name "Kingsborough Way" for the new street under construction within the development site at 906 Bourke Street, Zetland;
- (C) an application be made to the Geographical Names Board for the naming of the park as approved in clause (A), in accordance with the Geographical Names Act 1996.

Attachments

- Attachment A.** Map Showing the Location of the Development
- Attachment B.** Resolution of Council 18 September 2017
- Attachment C.** Summary of Submissions

Background

1. A new park and public road are under construction within the development site bounded by Bourke Street, McPherson Lane and Merton Street in Zetland, which are expected to be completed by the developer in 2018.
2. The new 2,500 square metre park will provide green open space for recreation, play and social gatherings, whilst interpreting the former use of the site as a horse racing stable. Key features include a children's playground and picnic area, with shared paths for walking and cycling.
3. On 18 September 2018, Council resolved to provide in-principle approval to name the park "Hyperion Park" and the public road "Kingsborough Way" (refer to Attachment B).
4. The naming proposal originated from a request from the developer and the proposed names reflect the recommendations of the heritage strategy for the site.
5. Under the guidelines of the Geographical Names Board, the relevant roads authority is responsible for naming the public road. In this case the Council of the City of Sydney is the roads authority.
6. The Geographical Names Board is the authority for naming public places and the City is required to submit its proposed park name for their consideration.
7. The recommendation is to name the park "Hyperion Park" and the public road "Kingsborough Way". "Hyperion" and "Kingsborough" were thoroughbred race horses owned by Governor Sir Hercules Robinson who owned a historic racing stable located at this site.
8. The naming proposal was exhibited for public comment from 21 November until 18 December 2018. The proposal was advertised in The Sydney Central Courier and The Southern Courier and on the Sydney Your Say website. Public notices were installed on site and letters were posted to 354 surrounding properties.

Summary of Submissions

9. Ten submissions were received. Two were in support of the proposed park name and eight not in support. One submission was in support of the street name, and seven not in support.

Hyperion Park

10. One submission expressed general support and one submission thought the proposed name was suitable given the previous land use as a horse racing stable.
11. Of the nine submissions not in support:
 - (a) seven objected to naming the park in commemoration of the horse racing industry, which was perceived to be a cruel sport often causing harm to animals and generating negative social impacts associated with problem gambling;

- (b) one submission felt that the horse, Hyperion, was not significant enough to warrant commemoration, and one submission expressed opposition to commemorating the pets of white settlers; and
 - (c) two of the submissions expressed preference for names that celebrated Indigenous culture, including a suggestion that the park be called Eora Park, and one submission suggesting that the park should be named after people from “under recognised” groups such as women, or quiet achievers in the community.
12. Hyperion Park is the recommended name because the intention is to recognise the social history and former land use of the site as a racing stables, not to commemorate or show support for the horse racing industry. Hyperion was the name of a successful horse bred and trained at the former stables. Numerous elements of the park design reflect aspects of the former land use including wooden horses and seating areas which represent an imaginary stable (refer to the Heritage Interpretation Strategy, page 41).
13. Many City of Sydney parks and streets have Indigenous names and the City is progressively including formal acknowledgement of country messages on its park signs. The new park has no known significant connection to Indigenous culture. The City’s standard park signage featuring the traditional acknowledgement of country messaging “Bujari Gamarruwa” will be installed at the main park entrances.

Kingsborough Way

14. The submission in support expressed general satisfaction with the proposed name.
15. Of the seven submissions not in support:
- (a) five submissions objected to naming the park in commemoration of the horse racing industry, which was perceived to be a cruel sport often causing harm to animals and generating negative social impacts associated with problem gambling;
 - (b) one submission felt that the proposed name sounded too English and may be difficult to pronounce; and
 - (c) two of the submissions expressed preference for names that celebrated Indigenous culture, including a suggestion that the park be called Eora Way, and one submission suggested that the street should be named after people from “under recognised” groups such as women, or quiet achievers in the community.
16. Kingsborough Way is the recommended name because the intention is to recognise the social history and former land use of the site as a racing stables, not to commemorate or show support for the horse racing industry. Naming the street after a race horse bred and trained at the former stables is intended to match the thematic design and proposed name of the adjacent park (which contains two wooden horses).

Key Implications

Strategic Alignment - Sustainable Sydney 2030 Vision

17. 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 4 - A City for Walking and Cycling - the new park and street are currently without names. Naming the park and street are necessary for wayfinding.
 - (b) Direction 9 - Sustainable Development, Renewal and Design - new roads, parks and community facilities are created through city development and urban renewal.
 - (c) Direction 10 - Implementation through Effective Governance and Partnerships - the public park and street are being delivered by a developer in accordance with the terms of their planning agreement with the City.

Organisational Impact

18. Naming the park and street will not have any significant organisational impact. The City's standard park signage, featuring the park name, acknowledgement of country message, regulatory and interpretive content will be installed when the park has been constructed. Street signage will be installed by the City following completion of the road.

Social / Cultural / Community

19. The recommended names "Hyperion Park" and "Kingsborough Way" reflect the social history and former land use of the site as a successful horse racing stable.

Budget Implications

20. Funds are available in current operational works budgets for the installation of the park and street signage.

Relevant Legislation

21. The Geographical Names Act 1966 - the recommended park name meets the Geographical Names Board guidelines for the naming of parks.
22. The recommended park name, if supported by Council, will be submitted to the Geographic Names Board NSW for their consideration and assessment in accordance with their process for the naming of places.
23. Under guidelines of the Geographic Names Board, the relevant roads authority is responsible for naming of roads.

24. The Roads Act 1993 and Roads Regulation 2008 - the City is the relevant roads authority with jurisdiction over the site. Following Council approval, the City as roads authority must publish a notice of the naming in the NSW Government Gazette, and in a local newspaper and must inform Australia Post, the Registrar General and the Surveyor General, giving sufficient details to enable the road to be clearly identified.
25. The recommended names comply with the City's Draft Naming Policy.

Critical Dates / Time Frames

26. The street and park are expected to be completed and open to the public in mid-2018 and late 2018 respectively.

Options

27. Council may choose to adopt alternative names. This is not the preferred option.

Public Consultation

28. The process for naming public places generally proceeds as follows:
 - (a) in principle approval by Council of the proposed name (completed);
 - (b) public notification of the naming proposal with a minimum 28 day response time (completed);
 - (c) Council approval following community consultation (pending);
 - (d) assessment by the Geographic Names Board NSW and subsequent publication in the NSW Government Gazette (pending).
29. The Geographic Names Board will also notify the public through the local press as part of their routine procedure for the naming of public places. If objections are raised, the proposal is returned to Council for further comment or amendment if required.

DAVID RIORDAN

Director City Services

Joel Johnson, Manager City Greening and Leisure

Mark Driver, Parks and Recreation Planner

Attachment A

**Map Showing the Location of the
Development**

Attachment A – Location of the Development at Zetland

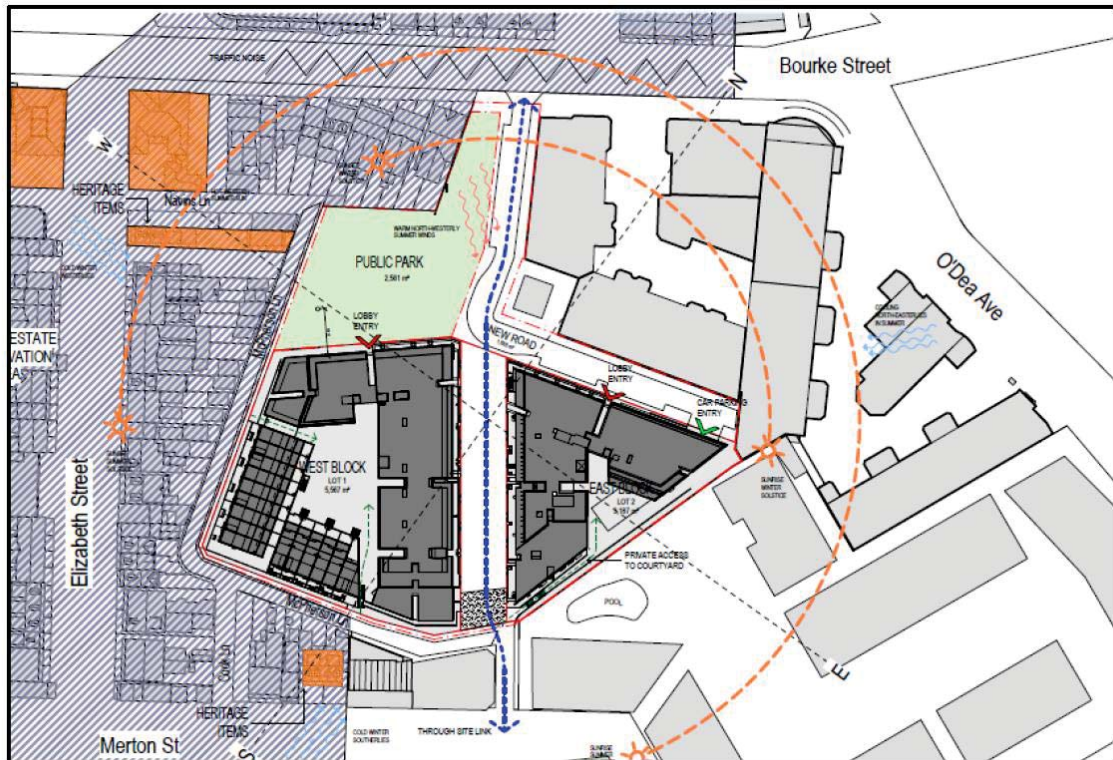


Figure 23. Site plan after proposed development. (Source: JQZ. Seven Pty Ltd)

Concept Design of the new park



Attachment B

**Resolution of Council
18 September 2017**

Resolution of Council

18 SEPTEMBER 2017

ITEM 6.9

NAMING PROPOSAL - HYPERION PARK AND KINGSBOROUGH WAY

(X010461)

It is resolved that:

- (A) Council provide in-principle approval to name the new park to be constructed within the development site bounded by Bourke Street, Merton Street and McPherson Lane as “Hyperion Park” and that the name be placed on public exhibition for community comment for a minimum period of 28 days;
- (B) Council provide in-principle approval to name the new street to be constructed between Bourke Street and O’Dea Avenue as “Kingsborough Way” and that the name be placed on public exhibition for community comment for a minimum period of 28 days; and
- (C) a further report be submitted to Council, on the results of the public consultation process.

Carried unanimously.

Attachment C

<h2>Summary of Submissions</h2>
--

Hyperion Park – Assessment of Submissions

Comments	Response
Comments in Support	
General Support (1).	Noted
Support the name given its location and historical association with horse racing (1).	Noted
Comments not in Support	
The horse in question (Hyperion) Hyperion is not regarded as a particularly great horse in horse racing history. Another more famous British thoroughbred of the same name raced later in history, which dilutes the significance of the proposed name. (1)	The recommended name commemorates a champion horse (Hyperion) bred at the former local stables – the rationale is to commemorate a successful horse associated with the site. Information about the horse and the local stables will be incorporated on the park signage to be installed at the site.
Objections based upon the horse racing industry’s perceived cruelty to animals (7).	Hyperion Park was chosen to reflect the historic and significant local land use of the horse breeding stables previously located at this site. The intention is not to endorse the horse racing industry.
Objections based upon the association of horse racing with (problem) gambling and its social impacts (7).	Hyperion Park was chosen to reflect the historic and significant local land use of the horse breeding stables located at this site. The intention is not to endorse or support gambling.
Naming the park after race horses gives further recognition to the men whose names already dominate our history books and place/street names by recognising their pet animals (1).	Hyperion Park was recommended to reflect the historic and significant local land use of the horse breeding stables previously located at this site. This is similar to other recent park and street names in Green Square eg Sweetacres Park, Confectioner Way.
An appropriate name should celebrate local culture including women, or Aboriginal history (2).	Many of the City’s parks and streets have Indigenous names. The City’s new standard park signage, being installed across the local area, includes an acknowledgement of country message – “Bujari Gamarruwa”.
A name reflecting the traditional owners would be appropriate – Eora Park (1).	The City’s new standard park signage, being installed across the local area, includes an acknowledgement of country message – “Bujari Gamarruwa”. Eora Park is a good suggestion, however this particular name will be considered for future use at a more significant prominent site.

Kingsborough Way – Assessment of Submissions

Comments	Response
Comments in Support	
General support (1).	Noted
Comments not in Support	
The proposed name sounds too English and may be difficult to pronounce (1)	<p>It is not expected that the large majority of residents and visitors would have difficulty pronouncing Kingsborough Way.</p> <p>The name is supported by the Developer of the site and is consistent with the City’s draft Naming Policy.</p>
Objections based upon the horse racing industry’s perceived cruelty to animals (7).	Kingsborough Way was chosen to reflect the historic and significant local land use of the horse breeding stables previously located at this site. The intention is not to endorse the horse racing industry.
Objections based upon the association of horse racing with (problem) gambling and its social impacts (7).	Kingsborough Way was chosen to reflect the historic and significant local land use of the horse breeding stables previously located at this site. The intention is not to endorse or support gambling.
<p>Names reflecting Indigenous culture would be more appropriate (2)</p> <p>For example Eora Way (1)</p>	Many of the City’s parks and streets have Indigenous names. Eora Way is a good suggestion, however this particular name will be considered for future use for a more significant prominent road.

Item 5.**Revocation of Road Widening Order - 142 Carillon Avenue, Newtown****File No: S115468****Summary**

142 Carillon Avenue, Newtown is owned by Affordable Habitats Pty Ltd (Affordable Habitats). The land is subject to a Road Widening Order notified in the Government Gazette dated 25 March 1927 Folio 15890.

On 10 November 2017, the Land and Environment Court issued a judgment/order in respect of proceedings between the City and Affordable Habitats, approving Development Application D/2016/1759. This development application related to the demolition of the existing commercial building and construction of a four storey student accommodation building and associated landscaping works on the land. D/2016/1759 - Part A itemises the deferred commencement conditions, which are required to be satisfied prior to the consent becoming operative.

Condition 1 of Part A of the deferred commencement conditions requires the Road Widening Order to be revoked by 10 November 2019.

This report recommends that Council resolve to revoke the Road Widening Order that relates to the property at 142 Carillon Avenue, Newtown because it is no longer required by Council.

Recommendation

It is resolved that:

- (A) Council approve the revocation of the Road Widening Order on 142 Carillon Avenue Newtown (also known as Lot 1 in DP 732639); and
- (B) authority be delegated to the Chief Executive Officer to enter into all necessary documentation required to facilitate the revocation of the Road Widening Order on 142 Carillon Avenue, Newtown.

Attachments

Attachment A. Deposited Plan 732639

Background

1. 142 Carillion Avenue Newtown, (also known as Lot 1 in DP 732639) (Property), is owned by Affordable Habitats Pty Ltd (Affordable Habitats).
2. The Property is subject to a Road Widening Order, which was notified in the Government Gazette dated 25 March 1927 Folio 15890 (Gazettal Notice). Pursuant to this Gazettal Notice, certain public streets were to be realigned under the Public Roads Act 1902, including part of the road adjacent to the Property (part Church Street, which was formerly known as Layton Street).
3. The plan relating to the Property shows the location of the re-alignment, affecting a strip of land on the western side of the Property. A copy of deposited plan 732639 is attached to this report at Attachment A. The area that is the subject of the Road Widening Order is marked with an (X) on the plan.
4. In May 2017, Affordable Habitats submitted Development Application D/2016/1759 to the City, seeking approval for the demolition of the existing commercial building and construction of a four storey student accommodation building and associated landscaping works on the subject land, including on the land that is the subject of the Road Widening Order.
5. On 10 November 2017, the Land and Environment Court issued a judgment/order in respect of proceedings between the City and Affordable Habitats, approving Development Application D/2016/1759.
6. The conditions of consent issued by the Land and Environment Court include deferred commencement conditions, which are required to be satisfied within 24 months of the date of development consent. One of the deferred commencement conditions requires Council to revoke the Road Widening Order.
7. City staff have reviewed the proposal to revoke the Road Widening Order, and do not have any objection to granting the revocation. This is because the Gazettal Notice in March 1927 was prepared in the past tense, suggesting that the realignment had already been completed at the time the Gazettal Notice was published. Further, neighbouring properties that should also be affected by a similar Road Widening Order are not subject to the same Road Widening Order. There is no use for Council to retain the Road Widening Order over a single property in isolation.
8. In order to satisfy its conditions of consent, Affordable Habitats has requested a letter from Council confirming that the Road Widening Order is no longer required by Council.

Key Implications

Organisational Impact

9. There are no organisational impacts for Council in granting consent to revocation of the Road Widening Order.

Risks

10. There are currently no plans to widen Carillion Avenue. Because the Road Widening Order only affects one property in isolation, there are no risk implications for Council in granting consent to the revocation of the Road Widening Order.

Budget Implications

11. There are no budget implications for Council in relation to this report.

Relevant Legislation

12. Roads Act 1993. Section 27 of the Roads Act provides that a roads authority may revoke a road widening order by order published in the Gazette.
13. Local Government Act 1993. Section 377(1)(h) requires Council to resolve to surrender any land or other property. Because of the nature of Council's interest in the land, this section of the Local Government Act applies.

Critical Dates / Time Frames

14. The deferred commencement conditions must be satisfied within 24 months of the date of the determination of D/2016/1759, which is 10 November 2019.

Options

15. Council could refuse to revoke the Road Widening Order. This option is not recommended because Council staff have confirmed that the Road Widening Order is no longer required. Further, if the Road Widening Order is not revoked then Council will not be complying with the judgment/orders of the Land and Environment Court.

Public Consultation

16. No public consultation is required in order to revoke the Road Widening Order.

AMIT CHANAN

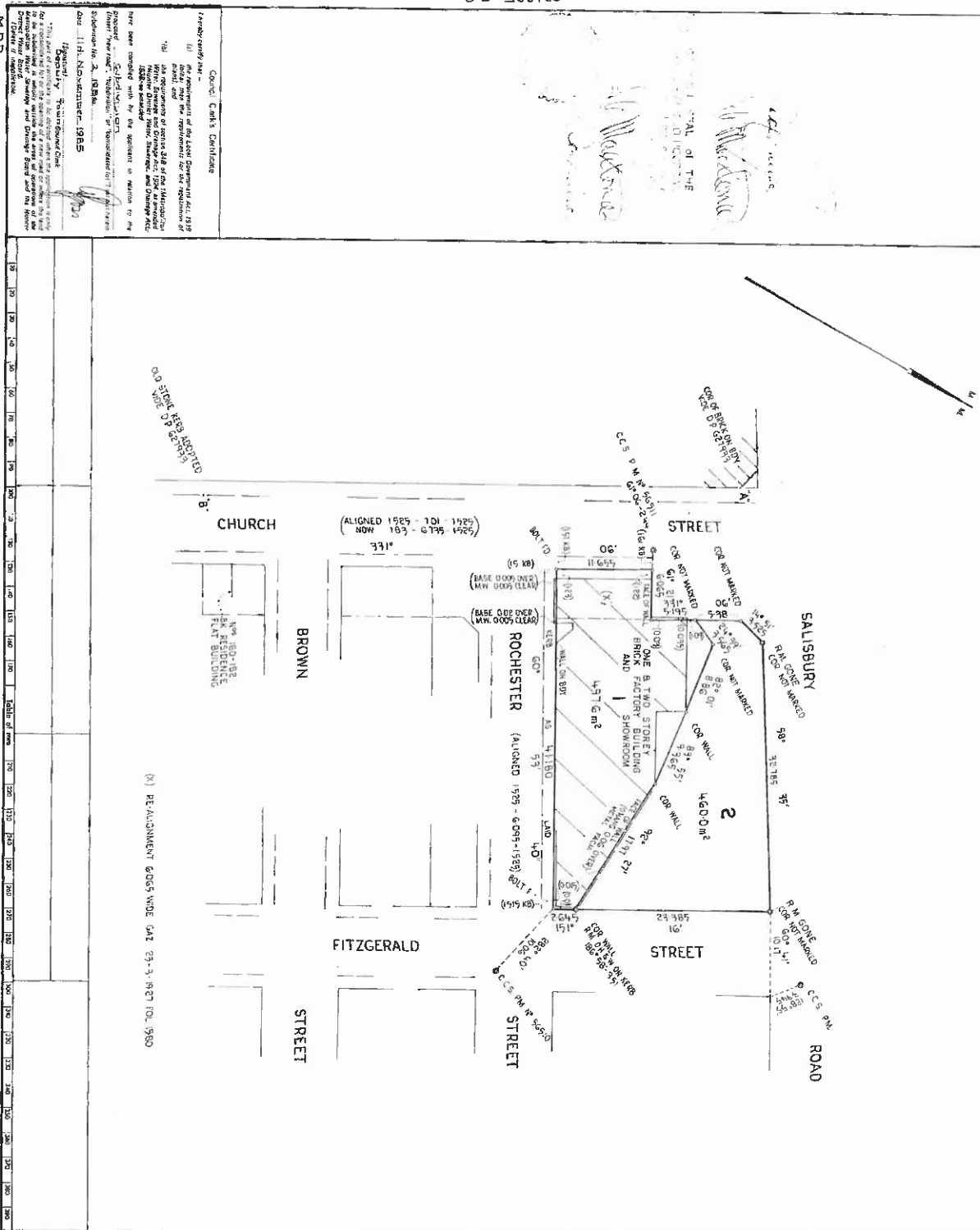
Director City Projects and Property

Lesley Nash, Solicitor

Attachment A

Deposited Plan 732639

Plan Drawing only to appear in this space



D.B. 133838

M.P.D.

Control Clerk's Certificate
 I hereby certify that the above is a true and correct copy of the plans and specifications for the proposed works as approved by the Council of the City of Sydney on the 11th day of November 1985.

Witness my hand and the seal of the Council of the City of Sydney this 11th day of November 1985.

Control Clerk

WARNING CHEASING OR FOLDING WILL LEAD TO REJECTION

This negative is a photograph made as a permanent record of a document in the custody of the Registrar General, this day, 2nd May, 1986

<p>D.P. 732639</p> <p>1-5-1986</p> <p>C.A. No 27/1986 OF 11/1985</p> <p>Township TORRENS</p> <p>Purpose: SUBDIVISION</p> <p>Ref. Map ROLL PLAN 12</p> <p>Lot No: 6415(L)#</p>	<p>Division: OF SYDNEY</p> <p>Local: CAMPERDOWN</p> <p>Parish: PETERSHAM</p> <p>County: CUMBERLAND</p> <p>Section: 300</p> <p>City: CAMPERDOWN</p>	<p>Plan of Lot 21 & 22 in Primary Application No 27/1986 & Lot 22 in Primary Application No 28/1986 being the land in certificates of title Vol. 5194 Fol. 119 & Vol. 1400 Fol. 139 respectively</p>	<p>Traverse of the parcel</p> <p>1. MICHAEL C. WHELAN</p> <p>2. 63 YORK ST. SYDNEY. DX 228</p> <p>3. 223 YORK ST. SYDNEY. DX 228</p> <p>4. 221 YORK ST. SYDNEY. DX 228</p> <p>5. 219 YORK ST. SYDNEY. DX 228</p> <p>6. 217 YORK ST. SYDNEY. DX 228</p> <p>7. 215 YORK ST. SYDNEY. DX 228</p> <p>8. 213 YORK ST. SYDNEY. DX 228</p> <p>9. 211 YORK ST. SYDNEY. DX 228</p> <p>10. 209 YORK ST. SYDNEY. DX 228</p> <p>11. 207 YORK ST. SYDNEY. DX 228</p> <p>12. 205 YORK ST. SYDNEY. DX 228</p> <p>13. 203 YORK ST. SYDNEY. DX 228</p> <p>14. 201 YORK ST. SYDNEY. DX 228</p> <p>15. 199 YORK ST. SYDNEY. DX 228</p> <p>16. 197 YORK ST. SYDNEY. DX 228</p> <p>17. 195 YORK ST. SYDNEY. DX 228</p> <p>18. 193 YORK ST. SYDNEY. DX 228</p> <p>19. 191 YORK ST. SYDNEY. DX 228</p> <p>20. 189 YORK ST. SYDNEY. DX 228</p> <p>21. 187 YORK ST. SYDNEY. DX 228</p> <p>22. 185 YORK ST. SYDNEY. DX 228</p> <p>23. 183 YORK ST. SYDNEY. DX 228</p> <p>24. 181 YORK ST. SYDNEY. DX 228</p> <p>25. 179 YORK ST. SYDNEY. DX 228</p> <p>26. 177 YORK ST. SYDNEY. DX 228</p> <p>27. 175 YORK ST. SYDNEY. DX 228</p> <p>28. 173 YORK ST. SYDNEY. DX 228</p> <p>29. 171 YORK ST. SYDNEY. DX 228</p> <p>30. 169 YORK ST. SYDNEY. DX 228</p> <p>31. 167 YORK ST. SYDNEY. DX 228</p> <p>32. 165 YORK ST. SYDNEY. DX 228</p> <p>33. 163 YORK ST. SYDNEY. DX 228</p> <p>34. 161 YORK ST. SYDNEY. DX 228</p> <p>35. 159 YORK ST. SYDNEY. DX 228</p> <p>36. 157 YORK ST. SYDNEY. DX 228</p> <p>37. 155 YORK ST. SYDNEY. DX 228</p> <p>38. 153 YORK ST. SYDNEY. DX 228</p> <p>39. 151 YORK ST. SYDNEY. DX 228</p> <p>40. 149 YORK ST. SYDNEY. DX 228</p> <p>41. 147 YORK ST. SYDNEY. DX 228</p> <p>42. 145 YORK ST. SYDNEY. DX 228</p> <p>43. 143 YORK ST. SYDNEY. DX 228</p> <p>44. 141 YORK ST. SYDNEY. DX 228</p> <p>45. 139 YORK ST. SYDNEY. DX 228</p> <p>46. 137 YORK ST. SYDNEY. DX 228</p> <p>47. 135 YORK ST. SYDNEY. DX 228</p> <p>48. 133 YORK ST. SYDNEY. DX 228</p> <p>49. 131 YORK ST. SYDNEY. DX 228</p> <p>50. 129 YORK ST. SYDNEY. DX 228</p> <p>51. 127 YORK ST. SYDNEY. DX 228</p> <p>52. 125 YORK ST. SYDNEY. DX 228</p> <p>53. 123 YORK ST. SYDNEY. DX 228</p> <p>54. 121 YORK ST. SYDNEY. DX 228</p> <p>55. 119 YORK ST. SYDNEY. DX 228</p> <p>56. 117 YORK ST. SYDNEY. DX 228</p> <p>57. 115 YORK ST. SYDNEY. DX 228</p> <p>58. 113 YORK ST. SYDNEY. DX 228</p> <p>59. 111 YORK ST. SYDNEY. DX 228</p> <p>60. 109 YORK ST. SYDNEY. DX 228</p> <p>61. 107 YORK ST. SYDNEY. DX 228</p> <p>62. 105 YORK ST. SYDNEY. DX 228</p> <p>63. 103 YORK ST. SYDNEY. DX 228</p> <p>64. 101 YORK ST. SYDNEY. DX 228</p> <p>65. 99 YORK ST. SYDNEY. DX 228</p> <p>66. 97 YORK ST. SYDNEY. DX 228</p> <p>67. 95 YORK ST. SYDNEY. DX 228</p> <p>68. 93 YORK ST. SYDNEY. DX 228</p> <p>69. 91 YORK ST. SYDNEY. DX 228</p> <p>70. 89 YORK ST. SYDNEY. DX 228</p> <p>71. 87 YORK ST. SYDNEY. DX 228</p> <p>72. 85 YORK ST. SYDNEY. DX 228</p> <p>73. 83 YORK ST. SYDNEY. DX 228</p> <p>74. 81 YORK ST. SYDNEY. DX 228</p> <p>75. 79 YORK ST. SYDNEY. DX 228</p> <p>76. 77 YORK ST. SYDNEY. DX 228</p> <p>77. 75 YORK ST. SYDNEY. DX 228</p> <p>78. 73 YORK ST. SYDNEY. DX 228</p> <p>79. 71 YORK ST. SYDNEY. DX 228</p> <p>80. 69 YORK ST. SYDNEY. DX 228</p> <p>81. 67 YORK ST. SYDNEY. DX 228</p> <p>82. 65 YORK ST. SYDNEY. DX 228</p> <p>83. 63 YORK ST. SYDNEY. DX 228</p> <p>84. 61 YORK ST. SYDNEY. DX 228</p> <p>85. 59 YORK ST. SYDNEY. DX 228</p> <p>86. 57 YORK ST. SYDNEY. DX 228</p> <p>87. 55 YORK ST. SYDNEY. DX 228</p> <p>88. 53 YORK ST. SYDNEY. DX 228</p> <p>89. 51 YORK ST. SYDNEY. DX 228</p> <p>90. 49 YORK ST. SYDNEY. DX 228</p> <p>91. 47 YORK ST. SYDNEY. DX 228</p> <p>92. 45 YORK ST. SYDNEY. DX 228</p> <p>93. 43 YORK ST. SYDNEY. DX 228</p> <p>94. 41 YORK ST. SYDNEY. DX 228</p> <p>95. 39 YORK ST. SYDNEY. DX 228</p> <p>96. 37 YORK ST. SYDNEY. DX 228</p> <p>97. 35 YORK ST. SYDNEY. DX 228</p> <p>98. 33 YORK ST. SYDNEY. DX 228</p> <p>99. 31 YORK ST. SYDNEY. DX 228</p> <p>100. 29 YORK ST. SYDNEY. DX 228</p> <p>101. 27 YORK ST. SYDNEY. DX 228</p> <p>102. 25 YORK ST. SYDNEY. DX 228</p> <p>103. 23 YORK ST. SYDNEY. DX 228</p> <p>104. 21 YORK ST. SYDNEY. DX 228</p> <p>105. 19 YORK ST. SYDNEY. DX 228</p> <p>106. 17 YORK ST. SYDNEY. DX 228</p> <p>107. 15 YORK ST. SYDNEY. DX 228</p> <p>108. 13 YORK ST. SYDNEY. DX 228</p> <p>109. 11 YORK ST. SYDNEY. DX 228</p> <p>110. 9 YORK ST. SYDNEY. DX 228</p> <p>111. 7 YORK ST. SYDNEY. DX 228</p> <p>112. 5 YORK ST. SYDNEY. DX 228</p> <p>113. 3 YORK ST. SYDNEY. DX 228</p> <p>114. 1 YORK ST. SYDNEY. DX 228</p>
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D.B. 133838

Item 6.

Deed – Approval to Enter into a Deed with Sydney Water for the Naturalisation Works of Johnstons Creek

Document to Follow

Item 7.

Surrender and New Lease - Part Levels 3 and 4, Customs House

File No: S099079.010

Summary

This report seeks Council's approval for the Chief Executive Officer to be granted authority to negotiate an early surrender of the sublease to CHAMP Group Services Pty Limited (CHAMP) on Level 4, and a new lease with a third party to be negotiated over part of Level 3 and the whole of Level 4, Customs House, 31 Alfred Street, Sydney.

In February 1998, the City entered into a 60-year lease over Customs House, 31 Alfred Street, Sydney, with the Attorney General's Department, Commonwealth of Australia (Lease). This lease was granted to enable the City (as lessee) to provide a substantial cultural facility for the City of Sydney.

In addition to establishing cultural and community services in Customs House, the City entered into a number of commercial and retail subleases which included Level 4, currently subleased to CHAMP. CHAMP has requested an early surrender of its sublease as the premises are no longer required due to operational changes within the company. The Sydney Opera House Trust vacated its tenancy on Level 3, in early 2017.

Under the provisions of the Lease, the City is required to maintain a public purpose ratio where 70 per cent of the building must be dedicated (i.e. leased) to restaurants and cafes (maximum of 1,000 square metre area), and purposes which are freely accessible by building visitors, including exhibition areas, galleries, musical and theatrical performance facilities, libraries, tourist information facilities, curatorial and administrative areas associated with galleries or museums.

City staff have been working to find a suitable tenant for the property, having regard to the 'public purpose' requirements of the Lease, and a new tenant for part of Level 3 and the whole of Level 4 has now been found. The negotiations with the new tenant (refer to Confidential Attachment A) for the sublease have now been concluded, which will involve CHAMP agreeing to surrender its sublease, and the new tenant entering into a sublease for part Level 3 and the whole of Level 4 of Customs House.

As the annual rental under the new sublease is greater than \$500,000 per annum and the term and option are more than five years, formal Council approval is required.

Recommendation

It is resolved that:

- (A) Council approve the surrender of the sublease to CHAMP Group Services Pty Limited of Level 4 subject to the lease referred to in Clause (C) being executed;
- (B) authority be delegated to the Chief Executive Officer to negotiate the surrender and enter into all documentation relating to the surrender of the sublease to CHAMP Group Services Pty Limited;
- (C) Council approve the grant of a lease to the tenant named in Confidential Attachment A to the subject report, on the terms set out therein; and
- (D) authority be delegated to the Chief Executive Officer to finalise the terms of the new lease to the tenant named in Confidential Attachment A to the subject report, and enter into all documentation relating to the lease, provided that the terms reflect the terms set out at Confidential Attachment A to the subject report.

Attachments

Attachment A. Essential Lease Terms and Conditions (Confidential)

Background

1. In February 1998, the City entered into a 60-year lease over Customs House, 31 Alfred Street, Sydney with the Attorney General's Department, Commonwealth of Australia, and this lease was granted to enable the City (the lessee) to provide a substantial cultural facility for the City of Sydney. In addition to establishing cultural and community services in Customs House, the City entered into a number of commercial and retail subleases, which included leasing Level 4 of this property to CHAMP Group Services Pty Limited (CHAMP).
2. CHAMP, which currently occupies Level 4, has requested an early surrender of its lease as the premises are no longer required due to operational changes within the company.
3. The Sydney Opera House Trust vacated Part Level 3 in early 2017.
4. The City went to the open market to lease the current vacancy on Part Level 3 via Leasing Agent Colliers International. A new tenant has been identified and will require two floors for their business.
5. The City has reached an agreement to release the existing tenant CHAMP from its lease early, subject to the new tenant taking a lease of Levels 3 and 4.
6. Under the provisions of the head lease, the City is required to maintain a public purpose ratio where 70 per cent of the building must be dedicated (i.e. leased) to restaurants and cafes (maximum 1,000 square metre area), and purposes which are freely accessible by building visitors. These public purpose uses shall include exhibition areas, galleries, musical and theatrical performance facilities, libraries, tourist information facilities, and curatorial and administrative areas associated with galleries or museums.
7. The operations of the new tenant will comply with the public purpose requirements under the Customs House head lease.
8. The rent and commercial terms put by the City and agreed by the new tenant were based upon rental advice prepared by the City's appointed valuer, Colliers International.
9. The City received the executed Heads of Agreement from the new tenant on 13 April 2018 as per Confidential Attachment A. The agreed terms are subject to approval by Resolution of Council.

Key Implications

Strategic Alignment - Sustainable Sydney 2030 Vision

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 10.5.1 - Expand revenues from commercial operations, property portfolio and other income generating assets.

Budget Implications

11. The proposed lease commencing 1 December 2018 will result in income surplus to the budgeted amount for the 2018/19 financial year.

Relevant Legislation

12. The Local Government Act 1993.
13. Attachment A contains confidential commercial information and details of Council's valuation 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.
14. 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.

Options

15. The City has the option of only leasing Level 3 and not accepting the early surrender of the CHAMP tenancy on Level 4. This option was considered and not deemed preferred because the new tenant leasing both Level 3 and Level 4 results in better rental return for the Council.

AMIT CHANAN

Director City Projects and Property

Con Vafeas, Commercial Property Manager

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Item 8.**Lease Renewal - Level 8, 540 George Street, Sydney****File No: S099079.010****Summary**

Kaplan Australia Pty Limited currently lease 1,154.90 square metres on Level 8 of 540 George Street, Sydney, for an educational training institute with associated facilities and administrative offices. The current lease commenced on 1 May 2016 and expires 30 June 2018, with no option.

The City and Kaplan Australia Pty Limited have now completed commercial negotiations for a new lease term of two years commencing 1 July 2018, and the parties have entered into a non-binding Heads of Agreement setting out essential terms and conditions of the proposed lease. The Heads of Agreement are subject to a formal resolution of council approval.

Recommendation

It is resolved that:

- (A) Council approve the granting of a lease to Kaplan Australia Pty Ltd, on the essential terms and conditions set out in Confidential Attachment A to the subject report; and
- (B) authority be delegated to the Chief Executive Officer to finalise the terms of the lease, and authorise its execution and any ancillary documentation on behalf of the Council.

Attachments

Attachment A. Essential Lease Terms and Conditions (Confidential)

Background

1. Kaplan Australia Pty Limited lease 1,154.90 square metres on Level 8, 540 George Street, Sydney, as an educational training institute with associated facilities and administrative offices.
2. The current lease commenced on 1 May 2016 and expires 30 June 2018, with no option to renew.
3. The City of Sydney and Kaplan Australia Pty Limited have now completed commercial negotiations for a new two year lease term commencing 1 July 2018 and concluding 30 June 2020, with an option to renew for two years and two months. The parties have entered into a non-binding Heads of Agreement setting out the essential terms and conditions.
4. The premises are located within the Woolworths building that is earmarked for the development of the City's Civic Square project, and the proposed development includes other adjacent City-owned buildings such as the Coronation Hotel, the Lowes building on the corner of Pitt and Park Streets, and several Strata lots within the building located at 309 Pitt Street.
5. A demolition clause enabling the Lessor (The City) to terminate the lease (at its sole discretion) by giving 12 months written notice to the Lessee is included in the lease. This is only permissible where the City requires the building to be demolished for the construction for the planned Town Hall Square.
6. The City's independent valuer, Rawlinsons, has confirmed that the essential terms and conditions, including the rental provisions, represent a fair and reasonable market rental return, noting the impact of the demolition clause.

Key Implication

Strategic Alignment - Sustainable Sydney 2030 Vision

7. 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 10.5.1 - Expand revenues from commercial operations, property portfolio and other income generating assets.

Budget Implications

8. The 2018/19 property revenue budget has included this transaction as income for the pre-agreed amount of \$585,000 per annum (plus GST). Approval of this lease transaction will see Property Services meet budgetary requirements.

Relevant Legislation

9. The Local Government Act 1993.
10. Attachment A contains confidential commercial information and details of Council's valuation 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.
11. 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

12. The existing lease expires on 30 June 2018 and the terms of the new lease are required to be approved before the critical lease expiry date.

Options

13. The premises are not required for any of the City's corporate or community activities.
14. The City considered going to the market to lease the premises. However, the existing tenant Kaplan Australia Pty Ltd, has been in occupation of the premises since 2013. The Lessee has paid rent on time and adheres to the lease agreement. The proposed direct lease transaction would save the City leasing fees and costs whilst achieving a market rental return.

AMIT CHANAN

Director City Projects and Property

Con Vafeas, Commercial Property Manager

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Item 9.

Exemption from Tender to Appoint Law Firms to the Legal Services Panel

File No: X006353

Tender No: 1658

Summary

In November 2016, Council resolved to accept the tender offers of a number of law firms for appointment to the legal services panel across 10 categories of law. The term of each appointment was three years, with the option of two further extensions, each of one year. Successful law firms were notified and the panel commenced its first term of operation on 17 December 2016. This first term will come to an end on 16 December 2019.

Henry Davis York was the only law firm appointed to the panel for each of the 10 areas of law. This reflected the strong focus of the firm on the local government sector, and its understanding of the unique legal requirements and obligations of the City.

Through a merger arrangement, in November 2017 Henry Davis York transferred its practice to Norton Rose Fulbright Australia (NRFA). Because NRFA is a different entity, the appointment of Henry Davis York to the legal panel did not transfer across to NRFA. For certain categories of law on the legal services panel, lawyers who were at Henry Davis York and who are now at NRFA are still required to represent the City on a number of matters. It is of benefit to the City for these lawyers to be able to assist on new matters.

This report recommends that, for the reasons specified in the report, Council grant an exemption from tender to appoint Norton Rose Fulbright Australia to the legal services panel for the categories of law of property, commercial, construction, administrative, planning and environment and local government and community.

While a significant number of lawyers transferred to NRFA as part of the merger, some lawyers at Henry Davis York instead transferred to different law firms. A team with strong expertise in the work health and safety and workplace relations areas of law moved to McCullough Robertson.

This team has assisted the City in a number of matters, and have an in-depth knowledge of the City and the issues impacting it. McCullough Robertson is already appointed to the panel for the commercial category of law. This report recommends that, for the reasons specified in the report, Council grant an exemption from tender to appoint McCullough Robertson to the legal services panel for the category of law workplace relations.

Recommendation

It is resolved that:

- (A) Council note that, because of extenuating circumstances, a satisfactory result would not be achieved by inviting tenders;
- (B) Council note the reasons why a satisfactory result would not be achieved by inviting tenders are:
 - (i) Henry Davis York and McCullough Robertson already completed the tender process for the legal services panel in 2016 and were appointed to the panel. It is only because of the merger that the appointment of the lawyers formerly with Henry Davis York has been disrupted;
 - (ii) the appointment of Norton Rose Fulbright Australia and McCullough Robertson to the panel for the specified areas of law will provide the City with a continuation of expert advice on specialised matters; and
 - (iii) Norton Rose Fulbright Australia and McCullough Robertson have confirmed that the schedule of rates supplied will apply for the remainder of the term of the panel, representing ongoing value for money for Council that has been supported by a tender process. Value for money is also achieved because of the relevant expertise and comprehensive knowledge the lawyers have of the City's legal obligations and requirements;
- (C) Council approve appointing Norton Rose Fulbright Australia to the legal services panel for the following categories of law: property, commercial, construction, administrative, planning and environment, and local government and community;
- (D) Council approve appointing McCullough Robertson to the legal services panel for the following category of law: workplace relations;
- (E) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the contracts relating to the appointments; and
- (F) authority be delegated to the Chief Executive Officer to exercise the options for the legal services panel in relation to the appointment of Norton Rose Fulbright Australia and McCullough Robertson for the stated areas of law.

Attachments

- Attachment A.** Confirmation of Schedule of Rates from Norton Rose Fulbright Australia and McCullough Robertson (Confidential)

Background

1. In November 2016, Council resolved to accept the tender offers of a number of law firms for appointment to the legal services panel across 10 categories of law. The term of each appointment was three years, with the option of two further extensions, each of one year. Successful law firms were notified and the panel commenced its first term of operation on 17 December 2016. This first term will come to an end on 16 December 2019.
2. Henry Davis York was the only law firm appointed to the panel for each of the 10 categories of law. This reflected the strong focus of the firm on the local government sector, and its understanding of the unique legal requirements and obligations of the City through its work with the City on a number of complex matters across a number of categories of law.
3. Since its appointment on the panel, Henry Davis York has provided legal advice to the City on a number of important matters, including the Surry Hills Library façade dispute, and matters relating to property, construction, procurement, workforce services, and environmental and planning law.
4. In representing the City in these matters, Henry Davis York showed a thorough understanding of the roles and responsibilities of the City, and provided expert advice that assisted in the resolution of matters in a way that successfully managed the City's risks. Through representing the City in these matters, the specific lawyers gained a thorough understanding of the City's obligations and risks, which has improved the ability of these lawyers to effectively represent the City.
5. Through a merger arrangement, in November 2017 Henry Davis York transferred its practice to Norton Rose Fulbright Australia (NRFA). This merger has included the transfer of a significant number of staff from Henry Davis York to NRFA, although some lawyers transferred to different firms instead of proceeding with the merger to NRFA.
6. Because NRFA is a different entity, the appointment of Henry Davis York to the legal panel did not transfer across to NRFA. As a result, the City has lost a law firm from its panel across all 10 areas of law.
7. Lawyers who worked at Henry Davis York and who now work at NRFA or at other firms are still required to represent the City on a number of ongoing matters in specific categories of law.
8. It is of benefit to the City to continue to access the skills and knowledge of lawyers who have a thorough understanding of the City. This is particularly the case when matters are inter-related.
9. For the reasons outlined above, it is recommended that Council grant an exemption from tender to appoint NRFA to the legal services panel for the following categories of law: property, commercial, construction, administrative, planning and environment, and local government and community. It is also recommended that Council grant an exemption from tender to appoint McCullough Robertson to the legal services panel for the following category of law: workplace relations.

10. Value for money is demonstrated because NRFA has committed to apply the tender rates specified in the tender response of Henry Davis York. These rates were assessed to be value for money when the tender was assessed in 2016. McCullough Robertson has committed to apply the tender rates specified in its tender, which represents a lower cost to the City than the rates being charged when the lawyers were at Henry Davis York. Letters from NRFA and McCullough Robertson confirming the rates are attached at confidential Attachment A.
11. Value for money for Council is also achieved because of the relevant expertise and comprehensive knowledge the lawyers have of the City's legal obligations and requirements.

Financial Implications

12. There are no financial implications associated with the appointment of NRFA and McCullough Robertson to the legal services panel. There are sufficient funds allocated to the provision of external legal services within the current year's operating budget and future years' forward estimates.

Relevant Legislation

13. Local Government Act 1993 and Local Government (General) Regulation 2005.
14. Attachment A contains confidential information which:
 - (a) if disclosed, would confer a commercial advantage on a person with whom the City is conducting (or proposes to conduct) business;
 - (b) if disclosed, would prejudice the commercial position of the person who supplied it; and
 - (c) would be privileged from production in legal proceedings on the ground of legal professional privilege.
15. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise the City's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

Options

16. Council could decide not to appoint NRFA and McCullough Robertson to the legal services panel. If the firms are not appointed to the panel, then the City will lose the benefit of expert lawyers with a thorough understanding of the City's current needs and risks. For this reason, this option is not recommended.
17. Another option is for the City to terminate the current panel and re-tender for a whole new panel. This option is not recommended because there is still 18 months remaining on the panel, and it is delivering value for money for Council. While it is possible to re-tender, it is not certain that the City will achieve the same value for money as is being achieved under the current panel.

Public Consultation

18. No public consultation has been undertaken or is required.

ANTHONY LENEHAN

Director Legal and Governance

Hannah Reid, Principal Lawyer

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Item 10.**Exemption from Tender to Appoint a Barrister for Compensation Proceedings Following the Compulsory Acquisition of Land within Sydney Park for the WestConnex Motorway****File No: S128247****Summary**

Roads and Maritime Services (RMS) have compulsorily acquired a number of parcels of land within Sydney Park under lease from the City for the purpose of the WestConnex project. The amount of compensation offered by RMS has been objected to by the City in the NSW Land and Environment Court. Proceedings were commenced by the City on 20 February 2017 and the matter is listed for hearing for 12 days between 20 August and 4 September 2018. The matter has significantly progressed, all experts and barristers have been briefed and preparation of evidence is underway.

The City had previously briefed a Senior Counsel. Due to extenuating circumstances the City was required to seek alternative Senior Counsel. Quotations were sought. Quotations are over the tender limit, and as such, the matter is being referred to Council. The preferred alternative Senior Counsel is available and has the required experience for a hearing in August and September 2018.

It is recommended to appoint the preferred Senior Counsel, in accordance with Confidential Attachment B, to represent the City in the final hearing of the matter.

Recommendation

It is resolved that:

- (A) Council note that, because of extenuating circumstances and the unavailability of competitive tenders, a satisfactory result would not be achieved by inviting tenders for barristers to represent the City in proceedings against the Roads and Maritime Services for compensation proceedings relating to the Westconnex project for the following reasons:
- (i) Roads and Maritime Services is undertaking a large volume of compulsory acquisitions in connection with WestConnex and other road projects in NSW. Many barristers represent Roads and Maritime Services in these matters and are unavailable to act for the City. As a result, there is a very limited number of suppliers who can provide the services required by the City;
 - (ii) generally, Senior Counsel are briefed at the time that proceedings are lodged, generally being 12 months before the hearing. Due to unexpected circumstances, the City has had to arrange alternative Senior Counsel on very late notice for this kind of matter. The preferred Senior Counsel has the appropriate experience and is the only one available for all of the required dates. For these reasons, the goods or services are urgently required and the need for expedition is able to be substantiated; and
 - (iii) the preferred Senior Counsel's fee estimate and daily rate represents value for money for the City when compared with other Senior Counsel's rates who work in this jurisdiction;
- (B) Council approve entering into a contract with the preferred Senior Counsel for compulsory acquisition court proceedings concerning Sydney Park, in accordance with the fee estimate contained in Confidential Attachment B to the subject report;
- (C) Council note and approve that it may be necessary to further engage the preferred Senior Counsel in accordance with the daily and hourly rate contained in Confidential Attachment A to the subject report, depending on the progress of the proceedings; and
- (D) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the contract with the preferred Senior Counsel, and otherwise on terms acceptable to the City.

Attachments

- Attachment A.** Details of Fees and Availability of Barristers for the Compulsory Acquisition of Land within Sydney Park for the Westconnex Motorway (Confidential)
- Attachment B.** Preferred Senior Counsel Fee Estimate, City of Sydney v Roads and Maritime Services for Certain Land at Sydney Park, St Peters (Confidential)

Background

1. In September 2016 and July 2018, Roads and Maritime Services (RMS) acquired by compulsory process certain land within Sydney Park adjacent to Campbell, Euston and Sydney Park roads for the purpose of the construction of WestConnex. The monetary amount of compensation for the acquisition of land is being objected to by the City in the NSW Land and Environment Court.
2. At the request of the City, Sydney Park (No. 1) and Sydney Park (No. 2) will be jointly heard by the Court as the land subject of each acquisition is geographically related. All experts and barristers have been briefed.
3. The amount of compensation sought by the City is subject to evidence and finalisation of the City's claim, both of which are currently underway.
4. The matter is listed for hearing between 20 August and 4 September 2018.
5. The City had previously briefed a Senior Counsel in early 2017. However, the City was recently advised that this Senior Counsel would be unable to continue to represent the City due to unexpected circumstances.
6. The preferred Senior Counsel is the only Senior Counsel available for a hearing in August and September of this year and has the required experience. The quoted daily Court rates are also competitive and represent value for money for the City. A fee estimate for the work is provided at Confidential Attachment B, and details of the fees and availability of other suitable barristers is provided at Confidential Attachment A.
7. The City, through its external solicitors, approached a number of barristers with suitable experience, to ascertain availability and current rates. The preferred Senior Counsel holds the required experience to represent the City in this case and is well regarded by lawyers and barristers working within the jurisdiction of the Land and Environment Court.
8. The shortage of available barristers is due to:
 - (a) RMS is undertaking a large volume of compulsory acquisitions in connection with WestConnex and other road projects in NSW. Many barristers represent RMS in these matters and are unavailable to act for the City. As a result there are a very limited number of suppliers who can provide the services required by the City; and
 - (b) generally, Senior Counsel are briefed at the time that proceedings are lodged, generally being 12 months before the hearing. Due to the unexpected circumstances, the City has had to arrange alternative Senior Counsel on very late notice for this kind of matter.
9. The preferred Senior Counsel's fee estimate and daily rate represents value for money for the City when compared with other Senior Counsel's rates who work in this jurisdiction.

Financial Implications

10. There are sufficient funds allocated for this project within the current year's legal services budget and future years' forward estimates.

Relevant Legislation

11. Local Government Act 1993 and Local Government (General) Regulation 2005.
12. Attachments A and B contain confidential information which:
 - (a) if disclosed, would confer a commercial advantage on a person with whom the City is conducting (or proposes to conduct) business;
 - (b) if disclosed, would prejudice the commercial position of the person who supplied it; and
 - (c) would be privileged from production in legal proceedings on the ground of legal professional privilege.
13. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise the City's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

Critical Dates / Time Frames

14. Valuation evidence is to be filed with the Court by 22 June 2018.
15. Points of claim are due to be filed with the Court by 27 July 2018.
16. Final hearing of the matter for 12 days between 20 August and 4 September 2018.

Options

17. If the City does not proceed with the engagement of the preferred Senior Counsel the City will not have an appropriate level of legal representation for the Court proceedings and may not achieve fair compensation for the compulsory acquisition of its assets within Sydney Park.

Public Consultation

18. No public consultation has been undertaken for this matter as it is a confidential Court matter.

ANTHONY LENEHAN

Director of Legal and Governance

Rosemary Bullmore, Senior Solicitor

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Item 11.**Tender - Reject and Negotiate - Waterloo Park Fitness Hub****File No: S116371****Tender No: 1809****Summary**

This report provides details of the tenders received for construction of the Waterloo Fitness Hub.

On 10 August 2015, Council endorsed the Park Fitness Equipment Plan to guide the delivery of future fitness equipment projects to establish a comprehensive network of facilities across the City of Sydney local government area. Budget has been allocated in the ten year capital works budget to deliver a number of fitness stations and Waterloo Fitness Hub is the second project in the program. Once the new facilities are delivered all residents will be within ten minutes walking distance (800 metre radius) of outdoor fitness equipment.

The design for the Waterloo Fitness Hub has been developed and is informed by the Park Fitness Equipment Plan. The design includes new static and dynamic fitness equipment, fixing points for imported equipment and associated hard and soft landscaping. The design was approved by Council on 13 November 2017.

In March 2018, Council advertised an invitation to tender for the construction of Waterloo Fitness Hub and three submissions were received. Following the assessment of the submissions this report recommends that Council reject the tenders and enter into negotiations with suitably qualified contractors to deliver the Waterloo Fitness Hub.

Recommendation

It is recommended that:

- (A) Council reject all tenders received for the Waterloo Fitness Hub, for the reasons set out in Confidential Attachment A to the subject report;
- (B) Council does not invite fresh tenders, as it is considered that inviting fresh tenders would not attract additional suitable vendors over and above those that have responded to this tender;
- (C) authority be delegated to the Chief Executive Officer to enter into negotiations with any person with a view to entering into a contract in relation to the subject matter of the tender;
- (D) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the contracts relating to the tender; and
- (E) Council be informed of the successful company by CEO Update prior to executing and administering the contracts relating to the tender.

Attachments

Attachment A. Landscape Plans

Attachment B. Tender Evaluation Summary (Confidential)

Background

1. The City's parks and open spaces provide for the diverse recreational needs of residents and visitors.
2. Being physically active is an essential part of a healthy lifestyle. Access to large, open, high quality and attractive open space can increase levels of physical exercise, and in turn, improve the physical and mental health and wellbeing of the community (Giles-Corti 2006, Planning Institute of Australia 2009). Improved health can lead to reductions in chronic diseases and obesity.
3. The City recognises the importance of providing accessible, safe, inclusive, needs-based facilities for fitness and physical exercise. The City encourages physical exercise through the provision of outdoor fitness equipment in parks. The City currently provides outdoor fitness equipment in nine parks.
4. The City's parks are heavily utilised for fitness and active recreation. High use leads to damage of park assets, including seating, trees and turf, where inadequate fitness facilities are provided.
5. On 10 August 2015, Council endorsed the Park Fitness Equipment Plan and resolved to proceed with design and construction of the first fitness equipment project at Turruwul Park, Rosebery. The Turruwul Park project was completed in 2016. Since opening, studies have found that there is an extremely high level of support for the new park fitness facility (92 per cent support, with no opposition) and that there has been an increase in the number of people using the park to exercise.
6. The Park Fitness Equipment Plan will guide the delivery of 10 future fitness equipment projects (subject to budget availability) to establish a comprehensive network of facilities across the City of Sydney local government area. Once the new facilities are delivered all residents will be within a ten minute walking distance (800 metre radius) of outdoor fitness equipment. The Plan provides detailed guidance in relation to potential sites, equipment types, equipment layouts and associated infrastructure. Waterloo Fitness Hub was identified as the second priority site with the new facility to be delivered in 2018.
7. The design for the Waterloo Fitness Hub (refer to Attachment B) has been informed by the Park Fitness Equipment Plan, input from trainers and community feedback and includes: new static and dynamic fitness equipment; fixing points to allow the use of imported equipment such as straps, ropes and harnesses; new seating walls, benches, bubblers and signs; new landscaping, including pathways and garden beds; protection of all existing trees; and rubber soft fall to meet Australian Standards. The concept design and scope was endorsed by Council for progression to detailed design and tender for construction on 13 November 2017.
8. The design supports the objectives of the Outdoor Fitness Code of Conduct by providing equitable, safe, needs-based fitness facilities which will mitigate impacts of fitness training.

Invitation to Tender

9. The invitation to tender period was open from 6 March 2018 to 27 March 2018. The tender was advertised in The Sydney Morning Herald and the Daily Telegraph newspapers on 6 March 2018. The tender was also advertised on Council's e-tendering portal.
10. Tenderers were invited to provide a lump sum price for the construction works.

Tender Submissions

11. Three submissions were received from the following organisations:
 - BR Durham Sons Pty Ltd;
 - By Group; and
 - Regal Innovations Pty Ltd.
12. No late submissions were received.

Tender Evaluation

13. All members of the Tender Evaluation Panel have signed Pecuniary Interest Declarations. No pecuniary interests were noted.
14. The relative ranking of tenders as determined from the total weighted score is provided in Attachment A - Tender Evaluation Summary (Confidential).
15. All submissions were assessed in accordance with the approved evaluation criteria being:
 - (a) the lump sum price and schedule of prices;
 - (b) demonstrated capacity and technical ability to carry out the work under the contract;
 - (c) demonstrated managerial capability, qualifications, experience and number of personnel;
 - (d) capacity to achieve the required project program;
 - (e) proposed methodology, including pedestrian and traffic management and environmental management;
 - (f) Work Health and Safety; and
 - (g) financial and commercial trading integrity, including insurances.

Performance Measurement

16. Performance measurement criteria includes:
 - (a) reviewing program and work method statements;
 - (b) reviewing samples and product data;
 - (c) attending regular inspections of the works;
 - (d) conducting fortnightly site meetings with the contractor; and
 - (e) ensuring the works are in accordance with the contract documents such as drawings, specifications, contract preliminaries and general requirements.

Financial Implications

17. There are sufficient funds allocated for this project in the 2018/19 capital works budget and future years' forward estimates.

Relevant Legislation

18. The tender has been conducted in accordance with the Local Government Act 1993, the Local Government (General) Regulation 2005 and the City's Contracts Policy.
19. Attachment A contains 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.
20. **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

21. The timeframes for project delivery are:
 - (a) Contractor engagement and mobilisation August 2018
 - (b) Commencement of construction November 2018
 - (c) Completion April 2019

Options

22. Council has the following options in regard to this tender:
- (a) reject all tenders and re-advertise, which is not recommended as it is considered this may not attract additional submissions; and
 - (b) reject and negotiate with suitably qualified contractors with the capacity to carry out the works and delegate authority to the Chief Executive Officer to enter into a lump sum contract. This option is recommended.

Public Consultation

23. Public consultation was undertaken for this tender.

DAVID RIORDAN

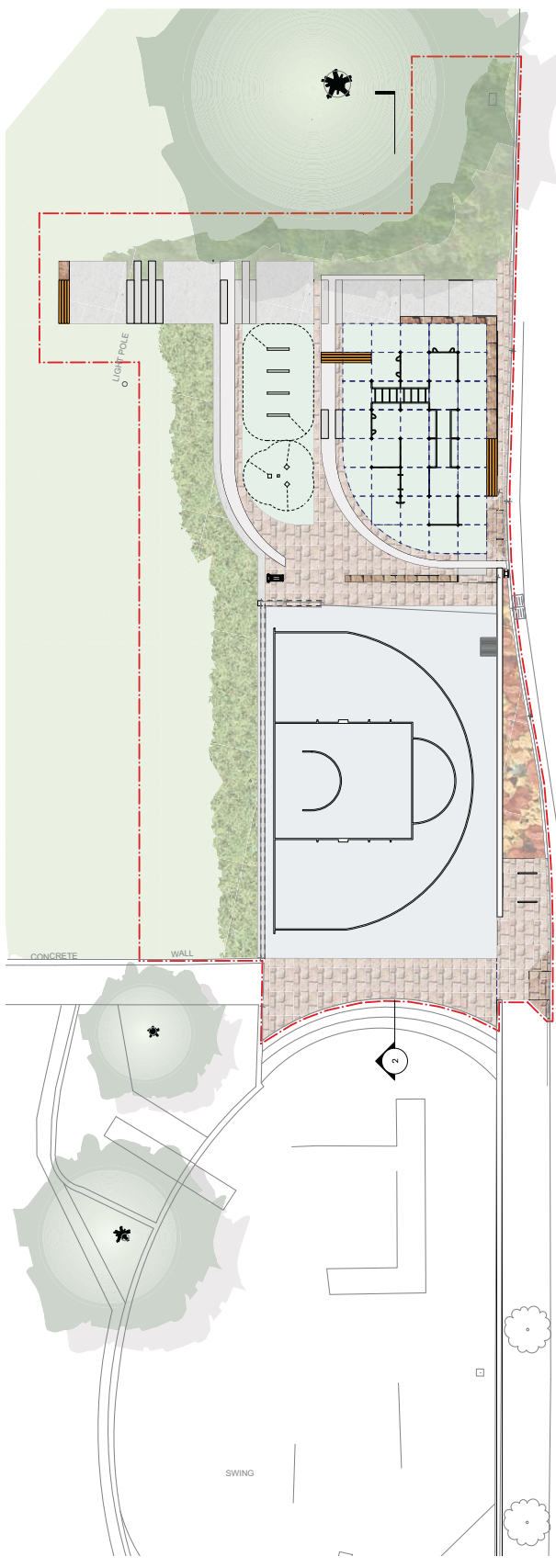
Director City Services

Hugh Myers, Program Manager Parks Services

Joel Johnson, Manager City Greening and Leisure

Attachment A

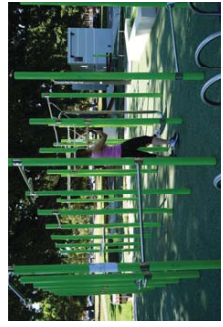
Landscape Plans



1 General Arrangement Plan
Scale: 1:100

2 Illustrative Long Section
Scale: 1:100

- LEGEND**
- EXTENT OF WORKS** - as shown
 - TURF** - existing - make good as required
 - EXISTING TREE** - retain and protect
 - PLANTING** - swale
 - PLANTING** - along steps
 - PLANTING** - to kerb
 - EXISTING COURT** - resurface and repaint line marking
 - BRICK PAVING** - custom pattern mix of new and recycled
 - INSITU CONCRETE** - slight blast exposed aggregate with brick inlays
 - SOFFFALL** - green tones
 - BRICK WALL** - mix of new clay and glazed bricks
 - CONCRETE WALL** - class 2 in situ - slight blast finish
 - CONCRETE STEPS** - carabro exercise class 2 precast - odd edge finish
 - BRICK KERB** - new clay bricks
 - BRICK KERB RAMP** - new clay bricks
 - EXERCISE BENCH** - Australian hardwood batens
 - WATER FOUNTAIN** - City of Sydney standard
 - BIKE RACK** - City of Sydney standard
 - SIGN** - City of Sydney standard
 - POLE FOREST** - muscular strength
Painted Poles - Stainless Bars and Attachments
Stainless Steel
 - EQUIPMENT** - core and balance training
Stainless Steel
 - EQUIPMENT** - core and balance training
Stainless Steel



PALETTE OF ROBUST MATERIALS - (L to R) exposed aggregate concrete, new and recycled brick paving, rubber soffit, hardy swale planting, in-situ concrete walls

INTERACTIVE EDGE - seating and exercise opportunities

CORE & BALANCE - low intensity static equipment

NEW WALLS CAPTURE COLOUR FROM EXISTING PARK ELEMENTS - playground mosaic wall and brick gabions

OUTDOOR FITNESS AREA CONCEPT DESIGN WATERLOO PARK, WATERLOO



Document is Restricted

Item 12.

Knowledge Exchange Sponsorship - My Online Career Portal

File No: X018040

Summary

In December 2013, Council adopted the Economic Development Strategy – a ten-year strategy which aims to strengthen the city economy and support business. The Tech Startups Action Plan (endorsed by Council in June 2016) is consistent with this strategy. It identifies how the City can support entrepreneurs, with a focus on innovative, new businesses based on technology and designed for fast growth that are ‘tech startups.’

The Tech Startups Action Plan focuses on creating an ecosystem that enables knowledge-based, innovation-driven businesses to flourish, and highlights the importance to Sydney’s entrepreneurs of access to entrepreneurship information, mentors and investors.

An application has been received for sponsorship under the Knowledge Exchange Sponsorship Program from My Online Career Portal Pty Ltd (trading as Zambesi) to support their initiative ‘Essential skills for emerging businesses workshop series’, a series of 10 three-hour workshops to support local emerging businesses to develop entrepreneurial and digital skills.

The 10 workshops aim to reach a total of 600 small business owners, startup founders and employees to better prepare them to compete in an increasingly digital economy. The program is also designed to foster collaboration between leaders and emerging entrepreneurs in the Sydney business community.

If approved, the City of Sydney’s cash sponsorship will represent 42 percent of the total cost to deliver the program and will allow Zambesi to provide each workshop at a subsidised cost of \$45 per participant.

This initiative aligns with the City’s Knowledge Exchange Sponsorship Program objectives in that it builds new digital skills and knowledge for small business and startup owners, it provides networking opportunities, and it provides a platform for local businesses to share best practice and learn from each other. It also builds on the existing work of the City through programs such as the Small Business Digital 101 Seminar Series and the Visiting Entrepreneur Program.

The application has been assessed as part of the City’s Knowledge Exchange Sponsorship Program and sponsorship of \$30,000, excluding GST, is recommended.

Recommendation

It is resolved that:

- (A) Council approve a cash sponsorship of \$30,000 (excluding GST) to My Online Career Portal Pty Ltd trading as Zambesi for the delivery of the 'Essential skills for emerging businesses workshop series'; and
- (B) authority be delegated to the Chief Executive Officer to negotiate and enter into a sponsorship agreement with My Online Career Portal Pty Ltd.

Attachments

Nil.

Background

1. My Online Career Portal Pty Ltd, trading as Zambesi, is a marketplace for face-to-face education. They enable leaders at high growth technology companies to create and lead their own face-to-face training programs to other business people in the community.
2. Zambesi identifies leaders at local high growth technology companies and trains them to deliver engaging educational programs using best practice instructional design. The workshops are interactive, participants collaborate with each other and walk away with practical skills and a plan to take back to their business.
3. Zambesi experts are high profile leaders from companies including Canva, Showpo, Airtasker, Hipages, TEDxSydney and more. Each expert delivers well-crafted workshops to share skills and expertise with other members of the Sydney business community.
4. Through the 'Essential skills for emerging businesses workshop series' program, Zambesi will create a series of 10 three-hour workshops to support local emerging businesses to develop these skills.
5. Australia's top practitioners in each field – people who are leading their field today (not trainers teaching a curriculum) – will lead each workshop.
6. Each workshop is also an opportunity for Sydney business owners and their teams to learn best practice and advanced techniques from a local leader in the topic area. This program encourages the exchange of ideas and gives local business owners the opportunity to meet, learn and collaborate with others who are interested in up-skilling in a similar field (eg digital marketing).
7. The 'Essential skills for emerging businesses workshop series' program is designed to also allow business owners all over Sydney to network, fostering collaboration between leaders and emerging leaders in the Sydney business community.
8. Small and medium sized businesses require a new and evolving set of skills in order to grow. Great product and customer service is not enough anymore. To flourish, today's businesses need world-class strategies for digital marketing, cyber security, personal branding, a highly-skilled team, a strong and inclusive culture and more.
9. Zambesi anticipates the majority of participants will be solopreneurs and working in small to medium sized businesses of 2 - 50 employees.
10. By empowering local business leaders to share skills with the business community, the program will provide access to new skills and networks in a collaborative and inclusive environment.
11. One of the workshops in the series is specifically designed for women founders, and other workshops, such as personal branding and cyber security will help enable technical leadership for non-technical business owners, and will also be popular with, and beneficial to, women.

12. The City's Tech Startups Action Plan identifies the need to place an emphasis on the upskilling of female entrepreneurs. Women account for more than half of the population, but very few are entrepreneurs founding high-growth businesses. Startups, especially high-growth startups, are key to job creation and leadership in new industries. Women now make up nearly half the workforce and more than half of university students, so their lack of representation in building high-growth firms has become a major economic deficit. The nation has fewer jobs – and less strength in emerging industries – than it could if women's entrepreneurship were on par with men's. Women capable of starting growth companies may well be our greatest underutilised economic resource.
13. The 'Essential skills for emerging businesses workshop series' program will consist of 10 half-day workshops for 60 participants each (total of 600 participants). The workshops will run on the second or third Monday of each month (excluding January) between August 2018 and June 2019. The workshops will be held at the We Work classroom facility between 2pm and 5pm on a Monday afternoon.
14. The series will consist of the following 10 workshops:
15. 'Brilliant Digital Marketing' with Mark Baartse, CMO Showpo
16. 'Develop a Personal Brand that Sells', Fleur Brown, Cofounder TEDx Sydney
17. 'Lean Canvas Business Strategy' with Mike Knapp, Cofounder Shoes of Prey
18. 'Practical Steps to Launch your Online Business Idea with Holly Stephens, Founder Triangles – a special event for female entrepreneurs
19. 'Recruitment, People and Culture' with Mahesh Muralidhar, Head of People Operations at Airtasker, formerly Canva
20. 'Build a World-class Sales Funnel' with Robert Coorey, sales guru and best-selling author (for B to B businesses)
21. 'Best Practice Product Management' with Lyndon Maher, Head of Product Domain
22. 'Surviving Cyber Crime' with Craig McDonald, Founder MailGuard
23. 'PR and Media Training' with Mat Beeche, Founder Startup Daily
24. 'Raise Capital for your Business' with Rebekah Campbell, Co-founder Hey You, Founder Zambesi
25. Sponsorship of Zambesi aligns with the City's Economic Development Strategy and the Tech Startups Action Plan. The action plan identifies how the City can support entrepreneurs, with a focus on innovative, new businesses based on technology and designed for fast growth — tech startups.
26. The City wants to work with industry and government partners to strengthen the ecosystem which enables entrepreneurs to start and grow successful global businesses. It aims to contribute to building a strong entrepreneurial culture and community and creating skilled and connected entrepreneurs.

27. Sponsorship benefits include logo acknowledgement on the Zambesi website as a major program sponsor, logo acknowledgement on Zambesi social media, workshop tickets, and a City of Sydney banner.
28. Evaluation of the sponsorship will include, for example, a report including results from a participant survey, participant feedback, website analytics and media mentions. The evaluation requirements will be included as part of the City's standard sponsorship agreement.
29. Under the Knowledge Exchange Sponsorship program, not-for-profit and for-profit organisations, as well as social enterprises, are eligible. My Online Career Portal Pty Ltd (trading as Zambesi) is a for-profit organisation.
30. Sponsorship for My Online Career Portal Pty Ltd is recommended so that participants can increase their digital and business skills, share knowledge and build relationships in order to develop their business and this emerging industry sector.

Key Implications

Strategic Alignment - Sustainable Sydney 2030 Vision

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 sponsorship is aligned with the following strategic directions and objectives:
 - (a) Direction 1 - A Globally Competitive and Innovative City - supporting the small business and startup business community to start and grow innovative businesses will potentially create more employment, boost Sydney's economy, strengthen global connections and make the City a more desirable place to live, work and visit.

Economic Benefits

32. Supporting a capacity-building program for small and medium sized businesses (including tech startups) will contribute to the City having a vibrant, diverse and creative economy.

Budget Implications

33. Provision has been made in the draft 2018/19 and 2019/20 Knowledge Exchange Grants and Sponsorship budgets as follows:
 - (i) \$25,000 - 2018/19
 - (ii) \$5,000 - 2019/20

Relevant Legislation

- 34. 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.
- 35. Section 356(3)(a) - (d) is satisfied for the purpose of providing grant funding to for-profit organisations because:
 - (a) the funding is part of the Knowledge Exchange Sponsorship program;
 - (b) the details of the program have been included in Council's draft operation plan for financial year 2018/19;
 - (c) the program's proposed budget does not exceed 5 per cent of Council's proposed income from ordinary rates for financial year 2018/19; and
 - (d) the program applies to a significant group of persons within the local government area.

Critical Dates / Time Frames

- 36. The series of 10 workshops will run between August 2018 and June 2019.

ANN HOBAN

Director City Life

Victoria Moxey, Program Manager Tech Startups

Item 13.

Grants and Sponsorship – Round One 2018/19 – Economic Grants – Business Support Grants – Live Music and Performance, Night Time Diversification and Place and Industry

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. To achieve the objectives of Sustainable Sydney 2030 requires genuine partnership between government, business and the community.

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 bring to life Sustainable Sydney 2030 and the City of Villages it envisions.

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 2018/19:

- 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, 12 eligible applications were received. This report recommends a total of eight grants to a total value of \$114,535 in cash for the 2018/19 financial year.

For the Business Support Grants - Night Time Diversification program, 11 eligible applications were received. This report recommends a total of eight grants to a total value of \$112,700 in cash for the 2018/19 financial year.

For the Business Support Grants - Place and Industry program, 10 eligible applications were received. This report recommends a total of 10 grants to a total value of \$355,000 in cash for the 2018/19 financial year and a commitment of \$30,000 in cash for future financial years 2019/20.

All figures in this report exclude GST.

On 11 December 2017, Council adopted a revised Grants and Sponsorship Policy. All grants in this report were assessed against criteria and guidelines set out in this revised Policy with reference to Sustainable Sydney 2030, the Creative City Cultural Policy and Action Plan 2014 - 2024, the OPEN Sydney Strategy and Action Plan, the Economic Development Strategy and the Live Music and Performance Action Plan 2014.

All grant recipients will be required to sign a contract, meet specific performance outcomes and acquit their grant.

Recommendation

It is resolved that:

- (A) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Live Music and Performance Program listed as follows:

Applicant	Project Name	Project Description	\$ Amount Recommended	Conditions
Eau-de-vie Speakeasy Pty Ltd	Speakeasy Sessions: Eau De Vie, Darlinghurst	Capital works and equipment purchase to establish a regular program of live music and entertainment performed by local artists.	\$15,820	Applicant to provide quotes Applicant to submit a revised budget
Griffin Theatre Company Ltd	The Stables Theatre Infrastructure Upgrade: Griffin Theatre Company, Darlinghurst	Capital works to improve electrics throughout the performance space and install new lighting and audio equipment.	\$16,000	Applicant to provide quotes Applicant to submit a revised budget
L.b Coy P. Whelan C.g Staff & Mcloughlin Family Trust	Stage Upgrade: Mercantile Hotel, The Rocks	Sound and lighting equipment upgrade to improve artist and audience experience.	\$3,250	Applicant to provide quotes Applicant to work with Live Music Strategist
Metro Theatre Sydney Pty Ltd	Metro 2: The Metro Theatre, Sydney	Capital works to install a second, medium sized (350 capacity) performance venue that may operate in tandem with the larger Metro theatre.	\$30,000	Applicant to submit a revised budget Subject to DA approval

Applicant	Project Name	Project Description	\$ Amount Recommended	Conditions
The trustee for Oxford Underground Unit Trust	Sound and Lighting Upgrade: Oxford Art Factory, Darlinghurst	Audio equipment upgrade to improve whole-of-venue sound quality, audience experience and staff health and safety. Lighting equipment upgrade to improve production quality.	\$19,240	Applicant to provide quotes
Staved Pty Ltd	Stage Upgrades: Staves Brewery, Glebe	Capital works to increase stage area and audience capacity, installation of new stage lighting and purchase of in-house musical instruments.	\$5,000	Applicant to provide a revised budget Applicant to submit quotes
Thane Investments Pty Limited	Start the week with Jazz: Moya's Juniper Lounge, Redfern	Equipment upgrade to improve sound quality for weekly free jazz and jam sessions.	\$5,000	Applicant to submit a revised budget
Waxman Jones Pty Ltd	New Space & New Gear: The MoshPit, Erskineville	Capital works to improve existing performance space and increase venue capacity by expanding the stage into a vacant, neighbouring property and purchasing additional audio and lighting equipment.	\$20,225	Applicant to provide lease Subject to DA approval Applicant to submit a revised budget

- (B) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Night Time Diversification Program listed as follows:

Applicant	Project Name	Project Description	\$ Amount Recommended	Conditions
505 Investments Pty Ltd	Sunday Sessions at Venue 505, Surry Hills	A regular music program featuring new artists and new works subsidised by the venue to provide support to the local jazz, roots, funk and world music scene.	\$21,200	Funding to go towards artists fees and sound engineer
Kulin Holdings Pty Ltd	Live at Cheers Bar, Sydney	A regular program of family-friendly comedy and performance nights.	\$10,000	Funding to go towards the comedy activities
Lpr Promotions Pty Ltd	Late Night Dining and Live Music at Foundry 616, Ultimo	A late-night program of jazz and jazz-fusion music on Fridays, featuring a diverse range of artists, complemented by late dining options.	\$15,000	Nil
Margaret Hargreaves trading as Shakespeare Hotel	Busker Sessions at the Shakespeare Hotel, Surry Hills	A weekly, community-based project to provide local buskers with paid performances every Sunday at the Shakespeare Hotel.	\$10,000	Applicant to work with Live Music Strategy Advisor
R Castillo & O Ronen	Bringing Coffee and Community Together at Di Bartoli Specialty Coffee, Rosebery	A program of evening courses on coffee appreciation, encouraging community members to network and learn about coffee.	\$9,000	Applicant to submit a revised budget Applicant to work with Night Time City

Applicant	Project Name	Project Description	\$ Amount Recommended	Conditions
Staved Pty Ltd	After Midnight at Staves Brewery, Glebe	A late-night music program extending performance hours after midnight to provide more opportunities for artists to play in an intimate craft brewery.	\$15,000	Nil
The trustee for Oxford Underground Unit Trust	OAF AFTER MIDNIGHT at Oxford Art Factory, Darlinghurst	Extension and expansion of a monthly series of music events held after midnight, following mainstage performances, to increase programming capacity and opportunities for local artists.	\$15,000	Nil
The Trustee for Potts Point Hotel Unit Trust	Boogie Mountain at Potts Point, Potts Point	Engagement of a creative agency to source and manage a live music program for a new venue 'Boogie Mountain' to attract new artists and audiences to the Kings Cross Precinct.	\$17,500	Funding to go towards programming activities

- (C) Council approve the cash grant recommendations for 2018/19 under the Business Support Grants - Place and Industry Program listed as follows:

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Australian Fashion Chamber Ltd	Project 1 – AFC Business Development Workshop Series	A series of business development and networking workshops aimed at up-skilling local emerging fashion businesses, to ensure they can sustainably compete in the City of Sydney business precincts.	Year 1 only - \$26,990	Nil	Applicant to provide revised budget
CBD Sydney Chamber Of Commerce Limited	Project 1 - Maintain and grow business education by supporting three (3) events	The delivery of three business education events throughout the year to upskill up to 60 participants and offer networking opportunities for CBD businesses.	\$11,850	Nil	Nil
	Project 2 - Purchase 2,500 business database contacts in order to promote the Chamber to more CBD SME's	A database expansion project to engage with and connect more CBD businesses, by purchasing a list of 2,500 CBD-based enterprise contacts.	\$7,000	Nil	Nil
	Project 3 - Develop social media content to increase awareness of local businesses offerings within the CBD precincts	A communications project to increase social media engagement to enhance awareness of Sydney CBD businesses and business opportunities.	\$14,910	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Darlinghurst Business Partnership Incorporated	Project 1 - NOTS - Footfall Impact Tracking Technology	A technological investment project to identify footfall patterns through Darlinghurst, to quantify responses to campaigns, expose seasonal risk and identify opportunities for businesses, stakeholders and members.	\$19,750	Nil	Nil
	Project 2 - #DoDarlo - collaborative cluster initiatives	A series of professional development and networking workshops to provide a platform for business collaboration and activations across Darlinghurst.	Year 1 only - \$15,000		Applicant to provide a revised project plan
	Project 3 - VESPA - East Sydney Destination Marketing	The execution of a collaborative marketing strategy promoting local businesses and talent to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point areas.	\$20,000	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Glebe Chamber Of Commerce Incorporated	Project 1 – The Glebe Skills Marketplace	A series of events, running over two years, focusing on sharing existing talent and skills from businesses in Glebe with the wider community and new business owners.	Year 1 only - \$10,000	Nil	Nil
	Project 2 - Professional Business Needs Analysis & Strategy Development	A data collection and analysis project to enable the chamber to further engage with and understand the needs of local businesses in the Glebe area.	\$20,000	Nil	Nil
	Project 3 – Glebe Tasting Treks	Increasing awareness, business and partnerships by working with local restaurants to produce three dining events, where participants are guided to nearby venues for different courses of the meal in Glebe.	\$10,000	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Newtown Precinct Business Association Incorporated	Project 1 - Newtown Precinct Stories	A project to identify stories about local businesses to share on social media and through digital channels, to promote Newtown's businesses to the wider community.	Year 1 - \$20,000 Year 2 - \$20,000	Nil	Applicant to work with City Business on before and after surveys Year 2 conditional on survey outcomes
	Project 2 - Newtown Precinct Advocacy	The expansion of an advocacy project to provide a voice and support for the local business community in Newtown.	Year 1 only - \$10,000	Nil	Applicant to supply a project plan identifying the specific issue affecting business and the advocacy campaign strategy Applicant to submit a detailed budget and timeline
	Project 3 - Newtown Precinct Retailers program	A business development program offering professional mentors to provide local retailers with tools to support the financial sustainability of their business.	Year 1 - \$10,000 Year 2 - \$10,000	Nil	Applicant to confirm alternate funding sources Year 2 conditional on survey outcomes

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Potts Point Partnership Incorporated	Project 1 - VESPA: Eastside Sydney	The development of a marketing campaign promoting local, independent businesses to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point and Woolloomooloo areas.	\$24,000	Nil	Nil
	Project 2 - Networking and Engagement with Local Business	A series of networking events encouraging local businesses to connect, and a monthly newsletter to share business news, events and City of Sydney information with the local business community.	\$4,500	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Pymont - Ultimo Chamber Of Commerce And Industry Inc	Project 1 - Pymont Bay Park Market Activation Program	The development and delivery of monthly markets to showcase a range of local produce, arts and food to the wider community, held in Pymont Bay Park.	\$12,000	Nil	Applicant to provide new budget
	Project 2 - Sydney Concierge Guide To Pymont Ultimo	A promotional project to attract more visitors to Pymont and Ultimo precincts through the creation of walking tours and the development and distribution of printed maps highlighting key sights and attractions.	\$12,000	Nil	Applicant to confirm distribution strategy including outlet, numbers Applicant to work with City Business Team regarding role of distribution partners
	Project 3 - Business To Business Communication Program	A communications project to hold quarterly networking events and produce a monthly newsletter to engage and connect local businesses in the Pymont and Ultimo areas.	\$12,000	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
South Sydney Business Chamber Inc	Project 3 - South Sydney Business Advocacy	A data collection and strategic engagement project to build knowledge of and support new and existing local businesses in Redfern, Green Square and City South areas.	Year 1 only - \$15,000	Nil	Nil
The Surry Hills Creative Precinct Incorporated	Project 1 - SHCP Sessions - networking and skills	A project to expand 'Surry Hills Salon' business networking events by delivering a range of business skills workshops to members, local companies and future business owners in Surry Hills.	Year 1 only - \$20,000	Nil	Nil
	Project 2 – VESPA: Content Creation Project	The continuation of a coordinated promotional strategy and marketing campaign promoting local, independent businesses in the Surry Hills, Darlinghurst and Potts Point areas to increase tourism.	\$10,000	Nil	Nil
	Project 3 - Data Acquisition	A data collection and analysis project to enable further engagement and understanding of local businesses in the Surry Hills area.	\$10,000	Nil	Nil

Applicant	Project Name	Project Description	\$ Amount Recommended	VIK Recommended	Conditions
Walsh Bay Precinct Partnership Inc	Project 1 - Networking Events	A series of networking events for businesses to increase engagement and collaboration opportunities in the Walsh Bay area.	\$10,000	Nil	Nil
	Project 2 – Communications	A communications project to maintain a website, increase social media engagement and produce a bi-monthly newsletter to share news from the City and wider Sydney areas.	\$10,000	Nil	Nil
	Project 3 - Destination Marketing	A marketing project to increase awareness and footfall to the Walsh Bay area, through the development of food trails and media tours.	\$20,000	Nil	Nil

- (D) Council note that all grant amounts are exclusive of GST and all value-in-kind offered is subject to availability; and
- (E) 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.

Attachments

- Attachment A.** Round One 2018/19 – Recommended for Funding – Live Music and Performance
- Attachment B.** Round One 2018/19 – Not Recommended for Funding – Live Music and Performance
- Attachment C.** Round One 2018/19 – Recommended for Funding - Business Support Grants - Night Time Diversification
- Attachment D.** Round One 2018/19 – Not Recommended for Funding – Business Support Grants - Night Time Diversification
- Attachment E.** Round One 2018/19 – Recommended for Funding – Business Support Grants - Place and Industry

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 7 February 2018, the City announced Round One of the annual grants program for 2018/19 as being open for application on the City's website, with grant applications closing on 12 March 2018.
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 programs through Facebook, Twitter, What's On, postcard distribution and an ArtsHub publication with a native content piece and affiliated website and Facebook promotion. Email campaigns were also 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 Business Support Grant categories are open to appropriately incorporated for-profit organisations and partnerships.
6. Eleven applications were received this round from for-profit organisations and trusts through the **Business Support Grant - Live Music and Performance** category and the following seven for-profit organisations are recommended in this report:
 - (a) Eau-de-vie Speakeasy Pty Ltd;
 - (b) L.b Coy P. Whelan C.g Staff & Mcloughlin Family Trust;
 - (c) Metro Theatre Sydney Pty Ltd;
 - (d) The trustee for Oxford Underground Unit Trust;
 - (e) Staved Pty Ltd;
 - (f) Thane Investments Pty Limited; and
 - (g) Waxman Jones Pty Ltd.
7. Eleven 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 eight for-profit organisations are recommended in this report:
 - (a) 505 Investments Pty Ltd;
 - (b) Kulin Holdings Pty Ltd;

- (c) Lpr Promotions Pty Ltd;
 - (d) The trustee for Oxford Underground Unit Trust;
 - (e) The Trustee for Potts Point Hotel Unit Trust;
 - (f) R Castillo & O Ronen;
 - (g) Margaret Hargreaves; and
 - (h) Staved Pty Ltd.
8. **Night Time Diversification** grant promotional postcards were delivered to approximately 1,200 business across the village local centres. A retail specialist was also engaged to promote the grant to businesses along Oxford Street, Darlinghurst, Crown Street, Surry Hills and Macleay Street, Potts Point. A total of 237 individual businesses were visited to promote the grant and discuss the benefits that trading later can offer, including increased customer interaction, promotional opportunities and leveraging event audiences.
 9. The postcard distribution was supplemented by a digital marketing campaign through the City's social media channels and dissemination through Business Chambers and Retail Advisory Panel member channels.
 10. As this is the first time the **Place and Industry** program was available for application, two face-to-face briefings were held for the local chambers of commerce and industry associations on February 5 and 6 2018. Eight not-for-profit organisations attended. At these briefings, applicants were provided with a fact sheet, standard performance measures and a sample application form.
 11. The assessment panel for the Place and Industry program was comprised of City staff and external assessors in response to extensive consultation with the chambers of commerce throughout 2017.
 12. Applicants were also invited to meet with the assessment panel on 18 April 2018 to present their projects to the assessment panel. Applicants were provided with 15 minutes to present the projects they had applied for, followed by 15 minutes of questions from the assessment panel. Eight out of the ten applying organisations took up this opportunity.
 13. There were a total of 33 grant applications received under the Business Support Grants. Twenty-six are recommended for funding as detailed in this report.
 14. 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.
 15. All grants and sponsorships are recommended on the condition that any required approvals, permits and development consents are obtained by the applicant.
 16. 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.

17. 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.
18. In assessing the grant applications, the assessment panels included in their considerations and recommendations:
 - (a) Sustainable Sydney 2030;
 - (b) Grants and Sponsorship Policy;
 - (c) Creative City Cultural Policy and Action Plan;
 - (d) Economic Development Strategy;
 - (e) OPEN Sydney Strategy and Action Plan; and
 - (f) Live Music and Performance Action Plan.
19. 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.
20. 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 (grants of up to \$30,000 for capital works and expenditure on project management, infrastructure and equipment)

21. 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 facilities. 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.

22. The assessment panel for the Live Music and Performance Program was comprised of Manager Cultural Strategy and Manager Grants for the City of Sydney and representatives from Music NSW (the state's peak industry body for the contemporary music sector), Generate (an arts and creative business planning and accounting firm), and two freelance peers from the live music sector (programmers and event producers).
23. The applications recommended for the Live Music and Performance Program are outlined in **Attachment A** to this report. The applications that are not recommended are listed in **Attachment B** to this report.
24. The 2018/19 Business Support Grants – Live Music and Performance budget is summarised as follows:

Total draft budget for 2018/19	\$250,000
Total amount available for 2018/19 Round 1	\$250,000
Total number of eligible applications this round	12
Total cash requested from applications for 2018/19	\$222,554
Total number of applications recommended for cash support	8
Total amount of funding cash recommended 2018/19	\$114,535
Amount remaining for subsequent allocation of the program 2018/19	\$135,465

Business Support Grants - Night Time Diversification (grants of up to \$30,000 a year for up to two years' funding)

25. 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).
26. The assessment panel for the Night Time Diversification program was comprised of Night Time City Manager, Manager Economic Strategy, Economic Strategy Advisor - Retail & Tourism Sectors, Cultural Strategy Advisor – Live Music & Performance.
27. The applications recommended for the Night Time Diversification Program are outlined in **Attachment C** to this report. The applications that are not recommended are listed in **Attachment D** to this report.

28. The 2018/19 Business Support Grants - Night Time Diversification Program budget is summarised as follows:

Total draft budget for 2018/19	\$200,000
Total amount available for 2018/19 Round 1	\$200,000
Total number of eligible applications this round	11
Total cash requested from applications for 2018/19	\$243,250
Total number of applications recommended for cash support	8
Total amount of funding cash recommended 2018/19	\$112,700
Amount remaining for subsequent allocation of the program 2018/19	\$87,300

Business Support Grants - Place and Industry (grants are negotiated upon consultation for up to two years funding)

29. 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.
30. 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.
31. The assessment panel for the Place and Industry program was comprised of City Business Manager, Night Time City Manager, Manager Economic Strategy for the City of Sydney and representatives from Jobs for NSW and NSW Department of Industry.
32. The applications recommended for the Place and Industry Program are outlined in **Attachment E** to this report.

33. The 2018/19 Business Support Grants - Place and Industry Program budget is summarised as follows:

Total draft budget for 2018/19	\$355,000
Total amount available for 2018/19 Round 1	\$355,000
Total number of eligible applications this round	10
Total cash requested from applications for 2018/19	\$632,120
Total number of applications recommended for cash support	10
Total amount of funding cash recommended 2018/19 (Multi-year funding recommended 2019/20 - \$30,000)	\$355,000
Amount remaining for subsequent allocation of the program 2018/19	\$0

Key Implications

Strategic Alignment - Sustainable Sydney 2030 Vision

34. 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 program of recommended grants is aligned with the following strategic directions and objectives:
- Direction 6 - Vibrant Local Communities and Economies - the recommended grant projects in this report contribute to fostering strong and sustainable local economies.
 - 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

35. 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. Staff from the Night Time City, Cultural Strategy and City Business teams will be the contract managers for the recommended grant recipients.

Social / Cultural / Community

36. The anticipated outcomes of this grant program include greater diversity of business offerings at night; safer, more vibrant and engaging commercial precincts after dark; a greater range of cultural activity offered in unexpected ways in new venues and spaces; and an increased quantity and quality of live music and performance venues and programming. These outcomes will have positive impacts upon local creative industries and artists, the live music scene of Sydney, the global reputation of Sydney, and the cultural, social and creative experience of living, working or visiting in Sydney.

Economic

37. The anticipated outcomes of this grant program include an increase in later trading businesses capturing after-office-hours foot-traffic and increasing customer base; local businesses extending their product and service offerings, diversifying revenue streams; mutually beneficial partnerships between the creative, cultural and retail sectors; increased collaboration between businesses in local precincts; the sustainability of existing live performance venues and the establishment of new live performance venues. Increased awareness of unique local precinct offerings and experiences, increased footfall and measurable patronage and spend in local retail precincts, improved access to industry/sector specific information, upskilling and networking opportunities for local businesses, strengthened advocacy by local chambers of commerce and precinct associations on behalf of their members. These outcomes will have a positive impact on local businesses, business and entertainment precincts and the city's economy.

Budget Implications

38. A total of \$362,150 in cash from the proposed 2018/19 draft budget, as follows:
- (a) Business Support Grant – Live Music & Performance– \$114,535 is provided in the draft budget of \$250,000;
 - (b) Business Support Grant - Night Time Diversification– \$112,700 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

39. 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.

40. Section 356(3)(a) - (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;
 - a. Live Music and Performance
 - b. Night Time Diversification
 - c. Place and Industry
 - (b) the details of these programs have been included in Council's draft operation plan for financial year 2018/19;
 - (c) the program's proposed budgets do not exceed 5 per cent of Council's proposed income from ordinary rates for financial year 2018/19; and
 - (d) these programs apply to a significant group of persons within the local government area.

Critical Dates / Time Frames

41. Projects funded through this round of Business Support Grant will commence after 1 August and are expected to be completed within 12 months of the receipt of grant funds. Contracts will be developed for all successful applications after Council approval to ensure their funding is released in time for projects starting in August.

Public Consultation

42. For all programs open to application in Round One of the annual grants and sponsorship program for 2018/19, two Question and Answer sessions were held in Town Hall House to assist potential applicants with their applications on the following dates:
- (a) Thursday 22 February 2018 from 4pm – 7pm; and
 - (b) Tuesday 27 February 2018 from 4pm – 7pm.
43. Ninety-eight meetings were held across the two Question and Answer sessions where prospective applicants sought advice from City staff about their project proposals and the application process.
44. Sixty-two per cent of these attendees advised they had not applied for a City of Sydney grant previously.

ANN HOBAN

Director City Life

Tonna Johanson, Grants Coordinator

Attachment A

**Round One 2018/19 –
Recommended for Funding –
Live Music and Performance**

Business Support Grant - Live Music and Performance

Recommended for Funding

Business Support Grant - Live Music and Performance 2018-19 Round 1					
Organisation Name	Project Name	Project Description	\$ Amount Requested	\$ Amount Recommended	Conditions
RECOMMENDED FOR FUNDING					
Eau-de-vie Speakeasy Pty Ltd	Speakeasy Sessions: Eau De Vie, Darlinghurst	Capital works and equipment purchase to establish a regular program of live music and entertainment performed by local artists.	\$15,820	\$15,820	Applicant to provide quotes Applicant to submit a revised budget
Griffin Theatre Company Ltd	The Stables Theatre Infrastructure Upgrade: Griffin Theatre Company, Darlinghurst	Capital works to improve electrics throughout the performance space and install new lighting and audio equipment.	\$16,000	\$16,000	Applicant to provide quotes Applicant to submit a revised budget
L.b Coy P. Whelan C.g Staff & McLoughlin Family Trust	Stage Upgrade: Mercantile Hotel, The Rocks	Sound and lighting equipment upgrade to improve artist and audience experience.	\$3,250	\$3,250	Applicant to provide quotes Applicant to work with Live Music Strategist
Metro Theatre Sydney Pty Ltd	Metro 2: The Metro Theatre, Sydney	Capital works to install a second, medium sized (350 capacity) performance venue that may operate in tandem with the larger Metro theatre.	\$30,000	\$30,000	Applicant to submit a revised budget Subject to DA approval
The trustee for Oxford Underground Unit Trust	Sound and Lighting Upgrade: Oxford Art Factory, Darlinghurst	Audio equipment upgrade to improve whole-of-venue sound quality, audience experience and staff health and safety. Lighting equipment upgrade to improve production quality.	\$19,240	\$19,240	Applicant to provide quotes

Business Support Grant - Live Music and Performance 2018-19 Round 1

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **\$ Amount Recommended** **Conditions**

RECOMMENDED FOR FUNDING

Staved Pty Ltd	Stage Upgrades: Staves Brewery, Glebe	Capital works to increase stage area and audience capacity, installation of new stage lighting and purchase of in-house musical instruments.	\$5,000	\$5,000	Applicant to provide a revised budget Applicant to submit quotes
Thane Investments Pty Limited	Start the week with Jazz: Moya's Juniper Lounge, Redfern	Equipment upgrade to improve sound quality for weekly free jazz and jam sessions.	\$6,900	\$5,000	Applicant to submit a revised budget
Waxman Jones Pty Ltd	New Space & New Gear: The MoshPit, Erskineville	Capital works to improve existing performance space and increase venue capacity by expanding the stage into a vacant, neighbouring property and purchasing additional audio and lighting equipment.	\$20,225	\$20,225	Applicant to provide lease Subject to DA approval Applicant to submit a revised budget

Attachment B

**Round One 2018/19 –
Not Recommended for Funding –
Live Music and Performance**

Business Support Grant - Live Music and Performance

Not Recommended for Funding

Business Support Grant - Live Music and Performance 2018-19 Round 1			
Organisation Name	Project Name	Project Description	\$ Amount Requested
NOT RECOMMENDED FOR FUNDING			
The Trustee for Glory Property III Investment Trust	Acoustic Upgrade: Marble Bar, The Hilton, Sydney	Sound and lighting equipment and acoustic upgrade to cater to and attract a wider range of artists.	\$28,054
The Trustee for Glory Property III Investment Trust	Equipment Upgrade: Zeta Bar, The Hilton, Sydney	Purchase and installation of new audio and sound equipment to increase live performance programming.	\$18,065
The Trustee for Potts Point Hotel Unit Trust	Sound System Upgrade: Potts Point Hotel, Potts Point	Sound equipment upgrade to sustain and increase performance programming and improve artist and audience experience.	\$30,000
The trustee for The KX Operations Trust	Open Studio: Kings Cross Hotel, Kings Cross	Equipment purchase to create a rehearsal studio for local and emerging musicians, in an under-utilised floor of the hotel.	\$30,000

Attachment C

**Round One 2018/19 –
Recommended for Funding –
Business Support Grants –
Night Time Diversification**

Business Support Grant - Night Time Diversification

Recommended for Funding

Business Support Grant - Night Time Diversification 2018-19 Round 1					
Organisation Name	Project Name	Project Description	\$ Amount Requested	\$ Amount Recommended	Conditions
RECOMMENDED FOR FUNDING					
505 Investments Pty Ltd	Sunday Sessions at Venue 505, Surry Hills	A regular music program featuring new artists and new works subsidised by the venue to provide support to the local jazz, roots, funk and world music scene.	\$21,200	\$21,200	Funding to go towards artists fees and sound engineer
Kulin Holdings Pty Ltd	Live at Cheers Bar, Sydney	A regular program of family-friendly comedy and performance nights.	\$10,000	\$10,000	Funding to go towards the comedy activities
Lpr Promotions Pty Ltd	Late Night Dining and Live Music at Foundry 616, Ultimo	A late-night program of jazz and jazz-fusion music on Fridays, featuring a diverse range of artists, complemented by late dining options.	\$15,000	\$15,000	Nil
Margaret Hargreaves trading as Shakespeare Hotel	Busker Sessions at the Shakespeare Hotel, Surry Hills	A weekly, community-based project to provide local buskers with paid performances every Sunday at the Shakespeare Hotel.	\$10,000	\$10,000	Applicant to work with Live Music Strategy Advisor
R Castillo & O Ronen	Bringing Coffee and Community Together at Di Bartoli Specialty Coffee, Rosebery	A program of evening courses on coffee appreciation, encouraging community members to network and learn about coffee.	\$9,000	\$9,000	Applicant to submit a revised budget Applicant to work with Night Time City
Staved Pty Ltd	After Midnight at Staves Brewery, Glebe	A late-night music program extending performance hours after midnight to provide more opportunities for artists to play in an intimate craft brewery.	\$15,000	\$15,000	Nil

Business Support Grant - Night Time Diversification 2018-19 Round 1

Conditions

\$ Amount Recommended

\$ Amount Requested

Project Description

Project Name

Organisation Name

RECOMMENDED FOR FUNDING

The trustee for Oxford Underground Unit Trust	OAF AFTER MIDNIGHT at Oxford Art Factory, Darlingtonhurst	Extension and expansion of a monthly series of music events held after midnight, following mainstage performances, to increase programming capacity and opportunities for local artists.	\$15,000	\$15,000	Nil
The Trustee for Potts Point Hotel Unit Trust	Boogie Mountain at Potts Point, Potts Point	Engagement of a creative agency to source and manage a live music program for a new venue 'Boogie Mountain' to attract new artists and audiences to the Kings Cross Precinct.	\$17,500	\$17,500	Funding to go towards programming activities

Attachment D

**Round One 2018/19 –
Not Recommended for Funding –
Business Support Grants –
Night Time Diversification**

Business Support Grant - Night Time Diversification

Not Recommended for Funding

Business Support Grant - Night Time Diversification 2018-19 Round 1

Organisation Name	Project Name	Project Description	\$ Amount Requested
NOT RECOMMENDED FOR FUNDING			
Caramba Pty Limited	Art Hub at Caramba, Newtown	A series of Latin American art exhibitions and community workshops to showcase and educate participants about Latin American culture.	\$10,000
Los Tres Amigas Pty Ltd	Sangria & Cocktail Garden at Despaña, Glebe	A dog-friendly cocktail garden to host local artists and educators in an existing, vacant, outdoor space at the back of a popular restaurant in Glebe.	\$30,000
The trustee for Hargreaves Family Trust	Roof top at the Strawberry Hills Hotel, Surry Hills	A project to extend trading hours and create a female-friendly rooftop bar on Sunday and Monday nights.	\$23,250

Attachment E

**Round One 2018/19 –
Recommended for Funding –
Business Support Grants –
Place and Industry**

Business Support Grant - Place and Industry

Recommended for Funding

Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Conditions
RECOMMENDED FOR FUNDING							
Australian Fashion Chamber Ltd	Project 1 – AFC Business Development Workshop Series	A series of business development and networking workshops aimed at up-skilling local emerging fashion businesses, to ensure they can sustainably compete in the City of Sydney business precincts.	Year 1 - \$27,110 Year 2 - \$27,110	Nil	Year 1 only - \$26,990	Nil	Applicant to provide revised budget
	Project 2 – AFC Curated Retail Activation and Workspace	The development of workshops, activations and project planning, with a focus on industry collaboration, to support emerging Australian fashion labels.	Year 1 - \$177,000 Year 2 - \$177,000	Nil	Nil	Nil	Nil
CBD Sydney Chamber Of Commerce Limited	Project 1 - Maintain and grow business education by supporting three (3) events	The delivery of three business education events throughout the year to upskill up to 60 participants and offer networking opportunities for CBD businesses.	\$11,850	Nil	\$11,850	Nil	Nil

Business Support Grant - Place and Industry 2018-19

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **VIK Requested** **\$ Amount Recommended** **VIK Recommended** **Conditions**

RECOMMENDED FOR FUNDING

	<p>Project 2 - Purchase 2,500 business database contacts in order to promote the Chamber to more CBD SME's</p>	<p>A database expansion project to engage with and connect more CBD businesses, by purchasing a list of 2,500 CBD-based enterprise contacts.</p>	\$7,000	Nil	\$7,000	Nil	Nil
	<p>Project 3 - Develop social media content to increase awareness of local businesses offerings within the CBD precincts</p>	<p>A communications project to increase social media engagement to enhance awareness of Sydney CBD businesses and business opportunities.</p>	\$14,910	Nil	\$14,910	Nil	Nil
Darlinghurst Business Partnership Incorporated	<p>Project 1 - NOTS - Footfall Impact Tracking Technology</p>	<p>A technological investment project to identify footfall patterns through Darlinghurst, to quantify responses to campaigns, expose seasonal risk and identify opportunities for businesses, stakeholders and members.</p>	\$19,750	Nil	\$19,750	Nil	Nil
	<p>Project 2 - #DoDarlo - collaborative cluster initiatives</p>	<p>A series of professional development and networking workshops to provide a platform for business collaboration and activations across Darlinghurst.</p>	<p>Year 1 - \$20,000 Year 2 - \$14,000</p>	Nil	<p>Year 1 only - \$15,000</p>	Nil	<p>Applicant to provide a revised project plan</p>

Business Support Grant - Place and Industry 2018-19

Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Conditions
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RECOMMENDED FOR FUNDING

	Project 3 - VESPA - East Sydney Destination Marketing	The execution of a collaborative marketing strategy promoting local businesses and talent to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point areas.	\$26,000	Nil	\$20,000	Nil	Nil
Glebe Chamber Of Commerce Incorporated	Project 1 – The Glebe Skills Marketplace	A series of events, running over two years, focusing on sharing existing talent and skills from businesses in Glebe with the wider community and new business owners.	Year 1 - \$10,000 Year 2 - \$10,000	Nil	Year 1 only - \$10,000	Nil	Nil
	Project 2 - Professional Business Needs Analysis & Strategy Development	A data collection and analysis project to enable the chamber to further engage with and understand the needs of local businesses in the Glebe area.	\$20,000	Nil	\$20,000	Nil	Nil
	Project 3 – Glebe Tasting Treks	Increasing awareness, business and partnerships by working with local restaurants to produce three dining events, where participants are guided to nearby venues for different courses of the meal in Glebe.	\$25,000	Nil	\$10,000	Nil	Nil

Business Support Grant - Place and Industry 2018-19

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **VIK Requested** **\$ Amount Recommended** **VIK Recommended** **Conditions**

RECOMMENDED FOR FUNDING

Newtown Precinct Business Association Incorporated	Project 1 - Newtown Precinct Stories	A project to identify stories about local businesses to share on social media and through digital channels, to promote Newtown's businesses to the wider community.	Year 1 - \$20,000 Year 2 - \$20,600	Nil	Year 1 - \$20,000 Year 2 - \$20,000	Nil	-Applicant to work with City Business on before and after surveys -Year 2 conditional on survey outcomes
	Project 2 - Newtown Precinct Advocacy	The expansion of an advocacy project to provide a voice and support for the local business community in Newtown.	Year 1 - \$15,000 Year 2 - \$15,000	Nil	Year 1 only - \$10,000	Nil	-Applicant to supply a project plan identifying the specific issue affecting business and the advocacy campaign strategy -Applicant to submit a detailed budget and timeline
	Project 3 - Newtown Precinct Retailers program	A business development program offering professional mentors to provide local retailers with tools to support the financial sustainability of their business.	Year 1 - \$20,000 Year 2 - \$20,000	Nil	Year 1 - \$10,000 Year 2 - \$10,000	Nil	-Applicant to confirm alternate funding sources -Year 2 conditional on survey outcomes

Business Support Grant - Place and Industry 2018-19

Organisation Name	Project Name	Project Description	\$ Amount Requested	VIK Requested	\$ Amount Recommended	VIK Recommended	Conditions
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RECOMMENDED FOR FUNDING

Potts Point Partnership Incorporated	Project 1 - VESPA: Eastside Sydney	The development of a marketing campaign promoting local, independent businesses to increase tourism and visitors to the Darlinghurst, Surry Hills and Potts Point and Woolloomooloo areas.	\$30,000	Nil	\$24,000	Nil	Nil
	Project 2 - Networking and Engagement with Local Business	A series of networking events encouraging local businesses to connect, and a monthly newsletter to share business news, events and City of Sydney information with the local business community.	\$4,500	Nil	\$4,500	Nil	Nil
Pyrmont - Ultimo Chamber Of Commerce And Industry Inc	Project 1 - Pyrmont Bay Park Market Activation Program	The development and delivery of monthly markets to showcase a range of local produce, arts and food to the wider community, held in Pyrmont Bay Park.	\$12,000	Nil	\$12,000	Nil	Applicant to provide new budget

Business Support Grant - Place and Industry 2018-19

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **VIK Requested** **\$ Amount Recommended** **VIK Recommended** **Conditions**

RECOMMENDED FOR FUNDING

	Project 2 - Sydney Concierge Guide To Pymont Ultimo	A promotional project to attract more visitors to Pymont and Ultimo precincts through the creation of walking tours and the development and distribution of printed maps highlighting key sights and attractions.	\$12,000	Nil	\$12,000	Nil	Applicant to confirm distribution strategy including outlet, numbers -Applicant to work with City Business Team regarding role of distribution partners
	Project 3 - Business To Business Communication Program	A communications project to hold quarterly networking events and produce a monthly newsletter to engage and connect local businesses in the Pymont and Ultimo areas.	\$12,000	Nil	\$12,000	Nil	Nil
South Sydney Business Chamber Inc	Project 1 - Intern to Industry	A program to support the mobilisation of internships for small businesses, which may not have the capacity or resources to offer internships themselves, and provide local interns with experience and employment opportunities in the Redfern, Green Square and City South areas.	Year 1 - \$15,000 Year 2 - \$15,450	Nil	Nil	Nil	Nil

Business Support Grant - Place and Industry 2018-19

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **VIK Requested** **\$ Amount Recommended** **VIK Recommended** **Conditions**

RECOMMENDED FOR FUNDING

	Project 2 - Hub4T	A partnership project with local businesses in Redfern, Green Square and City South areas, to create a hub to train and teach tradesman how to utilise technology to run, operate and promote their businesses to grow sustainably.	Year 1 - \$15,000 Year 2 - \$15,000	Nil	Nil	Nil	Nil
	Project 3 - South Sydney Business Advocacy	A data collection and strategic engagement project to build knowledge of and support new and existing local businesses in Redfern, Green Square and City South areas.	Year 1 - \$15,000 Year 2 - \$15,000	Nil	Year 1 only - \$15,000	Nil	Nil
The Surry Hills Creative Precinct Incorporated	Project 1 - SHCP Sessions - networking and skills	A project to expand 'Surry Hills Salon' business networking events by delivering a range of business skills workshops to members, local companies and future business owners in Surry Hills.	Year 1 - \$27,000 Year 2 - \$27,000	Nil	Year 1 only - \$20,000	Nil	Nil

Business Support Grant - Place and Industry 2018-19

Organisation Name **Project Name** **Project Description** **\$ Amount Requested** **VIK Requested** **\$ Amount Recommended** **VIK Recommended** **Conditions**

RECOMMENDED FOR FUNDING

	Project 2 – VESPA: Content Creation Project	The continuation of a coordinated promotional strategy and marketing campaign promoting local, independent businesses in the Surry Hills, Darlinghurst and Potts Point areas to increase tourism.	\$16,000	Nil	\$10,000	Nil	Nil
	Project 3 - Data Acquisition	A data collection and analysis project to enable further engagement and understanding of local businesses in the Surry Hills area.	\$10,000	Nil	\$10,000	Nil	Nil
Walsh Bay Precinct Partnership Inc	Project 1 - Networking Events	A series of networking events for businesses to increase engagement and collaboration opportunities in the Walsh Bay area.	\$15,000	Nil	\$10,000	Nil	Nil
	Project 2 - Communications	A communications project to maintain a website, increase social media engagement and produce a bi-monthly newsletter to share news from the City and wider Sydney areas.	\$15,000	Nil	\$10,000	Nil	Nil
	Project 3 - Destination Marketing	A marketing project to increase awareness and footfall to the Walsh Bay area, through the development of food trails and media tours.	\$20,000	Nil	\$20,000	Nil	Nil