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## **APPENDIX ITEM 9.2**

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**TAMALA PARK REGIONAL COUNCIL**  
**MONTHLY STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

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**TAMALA PARK REGIONAL COUNCIL  
STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

	NOTE	31 January 2013 Actual \$	31 January 2013 Y-T-D Budget \$	2012/2013 Annual Budget \$	Variances Budget to Actual Y-T-D %
<b><u>Operating</u></b>					
<b>Revenues</b>	1,2				
Interest Earnings		289,363	269,400	449,000	7.41%
Other Revenue		1,287	22,602,603	42,793,252	100.00%
		<u>290,650</u>	<u>22,872,003</u>	<u>43,242,252</u>	(98.73%)
<b>Expenses</b>	1,2				
Employee Costs		(274,485)	(383,587)	(620,651)	(28.44%)
Materials and Contracts					
- Professional Consulting Fees		0	(25,250,479)	(7,262,419)	(100.00%)
- Materials and Contracts Other		0	(19,950)	(293,703)	(100.00%)
Loss on Disposal of Assets		0	0	0	0.00%
Depreciation		(6,084)	(12,173)	(19,320)	(50.02%)
Utilities		0	(6,426)	(11,800)	(100.00%)
Insurance		(10,119)	(11,300)	(11,300)	100.00%
Other Expenditure		<u>(152,088)</u>	<u>(79,380)</u>	<u>(213,750)</u>	91.59%
		<u>(442,776)</u>	<u>(25,763,295)</u>	<u>(8,432,943)</u>	(98.28%)
<b><u>Adjustments for Non-Cash (Revenue) and Expenditure</u></b>					
Depreciation on Assets		6,084	12,173	19,320	0.00%
Movement in Non-current Employee Entitlements		0	0	0	0.00%
Profit(Loss) on Sale of Assets	4	0	0	0	0.00%
<b><u>Capital Revenue and (Expenditure)</u></b>					
Change in Contributed Equity	6	(5,176,813)	(52,500)	(90,000)	0.00%
Infrastructure Assets Other	3	0	(21,417,916)	(36,716,427)	(100.00%)
Land and Buildings	3	0	0	0	
Plant and Equipment	3	(62,732)	(46,667)	(80,000)	34.43%
Furniture and Equipment	3	(879)	0	0	0.00%
Proceeds from Disposal of Assets	4	0	0	0	0.00%
<b>ADD</b> Net Current Assets July 1 B/Fwd	7	13,012,597	13,465,258	13,465,258	(3.36%)
Net Current Assets Year to Date	7	<u>7,626,131</u>	<u>(10,930,943)</u>	<u>11,407,460</u>	

This statement is to be read in conjunction with the accompanying notes.

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**1. SIGNIFICANT ACCOUNTING POLICIES**

The significant accounting policies which have been adopted in the preparation of this statement of financial activity are:

**(a) Basis of Accounting**

This statement is a special purpose financial report, prepared in accordance with applicable Australian Accounting Standards, other mandatory professional reporting requirements and the Local Government Act 1995 (as amended) and accompanying regulations (as amended).

**(b) The Local Government Reporting Entity**

All Funds through which the Council controls resources to carry on its functions have been included in this statement.

In the process of reporting on the local government as a single unit, all transactions and balances between those funds (for example, loans and transfers between Funds) have been eliminated.

The Council does not hold any monies in trust.

**(c) Rounding Off Figures**

All figures shown in this statement, other than a rate in the dollar, are rounded to the nearest dollar.

**(d) Rates, Grants, Donations and Other Contributions**

Rates, grants, donations and other contributions are recognised as revenues when the local government obtains control over the assets comprising the contributions. Control over assets acquired from rates is obtained at the commencement of the rating period or, where earlier, upon receipt of the rates.

**(e) Goods and Services Tax**

In accordance with recommended practice, revenues, expenses and assets capitalised are stated net of any GST recoverable. Receivables and payables are stated inclusive of applicable GST.

**(f) Cash and Cash Equivalents**

Cash and cash equivalents comprise cash at bank and in hand and short-term deposits that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

For the purposes of the Cash Flow Statement, cash and cash equivalents consist of cash and cash equivalents as defined above, net of outstanding bank overdrafts. Bank overdrafts are included as short-term borrowings in current liabilities.



**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(g) Trade and Other Receivables**

Trade receivables, which generally have 30 - 90 day terms, are recognised initially at fair value and subsequently measured at amortised cost using the effective interest rate method, less any allowance for uncollectible amounts.

Collectability of trade receivables is reviewed on an ongoing basis. Debts that are known to be uncollectible are written off when identified. An allowance for doubtful debts is raised when there is objective evidence that they will not be collectible.

**(h) Inventories**

**General**

Inventories are valued at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

Inventories held from trading are classified as current even if not expected to be realised in the next 12 months.

**Land Held for Resale**

Land purchased for development and/or resale is valued at the lower of cost and net realisable value. Cost includes the cost of acquisition, development and interest incurred on the financing of that land during its development. Interest and holding charges incurred after development is complete are recognised as expenses.

Revenue arising from the sale of property is recognised in the operating statement as at the time of signing a binding contract of sale.

Land held for resale is classified as current except where it is held as non-current based on Council's

**(i) Fixed Assets**

All assets are initially recognised at cost. Cost is determined as the fair value of the assets given as consideration plus costs incidental to the acquisition. For assets acquired at no cost or for nominal consideration, cost is determined as fair value at the date of acquisition. The cost of non-current assets constructed by the Municipality includes the cost of all materials used in the construction, direct labour on the project and an appropriate proportion of variable and fixed overhead.

Certain asset classes may be revalued on a regular basis such that the carrying values are not materially different from fair value. Assets carried at fair value are to be revalued with sufficient regularity to ensure the carrying amount does not differ materially from that determined using fair value at reporting date.

**(j) Depreciation of Non-Current Assets**

All non-current assets having a limited useful life are systematically depreciated over their useful lives in a manner which reflects the consumption of the future economic benefits embodied in those assets.

Depreciation is recognised on a straight-line basis, using rates which are reviewed each reporting period. Major depreciation periods are:

Computer Equipment	4 years
Printers, Photocopiers and Scanners	5 years
Furniture and Equipment	4 to 10 years
Floor coverings	8 years
Phones and Faxes	6 to 7 years
Plant and Equipment	5 to 15 years
Infrastructure	30 to 50 years

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(k) Impairment**

In accordance with Australian Accounting Standards the Council's assets, other than inventories, are assessed at each reporting date to determine whether there is any indication they may be impaired.

Where such an indication exists, an estimate of the recoverable amount of the asset is made in accordance with AASB 136 "Impairment of Assets" and appropriate adjustments made.

An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in the Income Statement.

For non-cash generating assets such as roads, drains, public buildings and the like, value in use is represented by the depreciated replacement cost of the asset.

At the time of preparing this report, it is not possible to estimate the amount of impairment losses (if any) as at 30 June 2013.

In any event, an impairment loss is a non-cash transaction and consequently, has no impact on the Monthly Statement of Financial Position from a budgetary perspective.

**(l) Trade and Other Payables**

Trade and other payables are carried at amortised cost. They represent liabilities for goods and services provided to the Municipality prior to the end of the financial year that are unpaid and arise when the Municipality becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition.

**(m) Employee Benefits**

The provisions for employee benefits relates to amounts expected to be paid for long service leave, annual leave, wages and salaries and are calculated as follows:

**(i) Wages, Salaries, Annual Leave and Long Service Leave (Short-term Benefits)**

The provision for employees' benefits to wages, salaries, annual leave and long service leave expected to be settled within 12 months represents the amount the municipality has a present obligation to pay resulting from employees services provided to balance date. The provision has been calculated at nominal amounts based on remuneration rates the Council expects to pay and includes related on-costs.

**(ii) Annual Leave and Long Service Leave (Long-term Benefits)**

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match as closely as possible, the estimated future cash outflows. Where Council does not have the unconditional right to defer settlement beyond 12 months, the liability is recognised as a current liability.

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(n) Interest-bearing Loans and Borrowings**

All loans and borrowings are initially recognised at the fair value of the consideration received less directly attributable transaction costs.

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Fees paid on the establishment of loan facilities that are yield related are included as part of the carrying amount of the loans and borrowings.

Borrowings are classified as current liabilities unless the Council has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

***Borrowing Costs***

Borrowing costs are recognised as an expense when incurred except where they are directly attributable to the acquisition, construction or production of a qualifying asset. Where this is the case, they are capitalised as part of the cost of the particular asset.

**(o) Provisions**

Provisions are recognised when: The council has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

**(p) Current and Non-Current Classification**

In the determination of whether an asset or liability is current or non-current, consideration is given to the time when each asset or liability is expected to be settled. The asset or liability is classified as current if it is expected to be settled within the next 12 months, being the Council's operational cycle. In the case of liabilities where Council does not have the unconditional right to defer settlement beyond 12 months, such as vested long service leave, the liability is classified as current even if not expected to be settled within the next 12 months. Inventories held for trading are classified as current even if not expected to be realised in the next 12 months except for land held for resale where it is held as non-current based on Council's intentions to release for sale.

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

## 2. STATEMENT OF OBJECTIVE

The Regional Council has a specific regional purpose which is:

- a) To undertake, in accordance with the objectives, the rezoning, subdivision, development marketing and sale of land comprising the developable portion of Lot 118 Mindarie (now Lot 9504); and
- b) To carry out and do all other acts and things which are reasonably necessary for the bringing into effect of the matters referred to in paragraph a).

The objectives of the Regional Council are:

- 1. To develop and improve the value of the land;
- 2. To maximise, and with prudent risk parameters, the financial return to the Participants;
- 3. To balance economic, social and environmental issues; and
- 4. To produce a quality development demonstrating the best urban design and development practice.

## 3. ACQUISITION OF ASSETS

The following assets are budgeted to be acquired during the year:

### By Program

#### **Other Property and Services**

	<b>31 January 2013 Actual \$</b>	<b>Annual 2012/13 Budget \$</b>
Vehicle - CEO	62,732	80,000
New Land Development	0	36,716,427
Furniture and Equipment	879	0
	<b>63,611</b>	<b>36,796,427</b>

### By Class

	<b>31 January 2013 Actual \$</b>	<b>Annual 2012/13 Budget \$</b>
Plant & Equipment	62,732	80,000
Furniture and Equipment	879	0
Infrastructure Other	0	36,716,427
	<b>63,611</b>	<b>36,716,427</b>

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

#### 4. DISPOSALS OF ASSETS

The following assets have been disposed of during the period under review:

<u>By Program</u>	Net Book Value	Sale Proceeds	Profit(Loss)
	31 January 2013 Actual \$	31 January 2013 Actual \$	31 January 2013 Actual \$
	0	0	0

<u>By Class</u>	Net Book Value	Sale Proceeds	Profit(Loss)
	31 January 2013 Actual \$	31 January 2013 Actual \$	31 January 2013 Actual \$
	0	0	0

<u>Summary</u>	31 January 2013 Actual \$
Profit on Asset Disposals	0
Loss on Asset Disposals	0
	0
	0

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**5. INFORMATION ON BORROWINGS**

No borrowings have been made in the period under review. No borrowings are budgeted for during the 2012-13 financial year.

**6. CONTRIBUTED EQUITY**

	<b>31 January 2013 Actual \$</b>	<b>30 June 2012 Actual \$</b>
Town of Victoria Park	815,089	1,259,167
City of Perth	815,089	1,259,167
Town of Cambridge	815,089	1,259,167
City of Joondalup	1,630,178	2,518,334
City of Wanneroo	1,630,178	2,518,334
Town of Vincent	815,089	1,259,167
City of Stirling	3,260,358	5,036,671
<b>TOTAL</b>	<b><u>9,781,068</u></b>	<b><u>15,110,007</u></b>
 Movement	 <b><u>(5,328,939)</u></b>	

Movement in Contributed Equity Represented by:

	<b>Development Expenses 31 January 2013 \$</b>	<b>Land Sales 31 January 2013 \$</b>	<b>Rates Equivalent 31 January 2013 \$</b>
Town of Victoria Park	(1,082,475)	658,284	(7,209)
City of Perth	(1,082,475)	658,284	(7,209)
Town of Cambridge	(1,082,475)	658,284	(7,209)
City of Joondalup	(2,164,952)	1,316,567	(14,418)
City of Wanneroo	(2,164,952)	1,316,567	(14,418)
Town of Vincent	(1,082,475)	658,284	(7,209)
City of Stirling	(4,329,905)	2,633,134	(28,836)
	<b><u>(12,989,709)</u></b>	<b><u>7,899,404</u></b>	<b><u>(86,508)</u></b>
 Total	 <b><u>(5,176,813)</u></b>		
TPRC Nett Result	<b><u>(152,126)</u></b>		
	<b><u>(5,328,939)</u></b>		

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2012 TO 31 JANUARY 2013**

**7. NET CURRENT ASSETS**

<b>Composition of Estimated Net Current Asset Position</b>	<b>31 January 2013 Actual \$</b>	<b>Brought Forward 1-Jul \$</b>
<b>CURRENT ASSETS</b>		
Cash - Unrestricted	6,996,548	13,454,179
Receivables	<u>936,878</u>	<u>46,272</u>
	<u>7,933,426</u>	<u>13,500,451</u>
<b>LESS: CURRENT LIABILITIES</b>		
Payables and Provisions	<u>(307,295)</u>	<u>(487,854)</u>
<b>NET CURRENT ASSET POSITION</b>	7,626,131	13,012,597
<b>NET CURRENT ASSET POSITION</b>	<u><u>7,626,131</u></u>	<u><u>13,012,597</u></u>

**8. RATING INFORMATION**

No rates are budgeted to be raised during the year ending 30 June 2013.

**9. TRUST FUNDS**

The Regional Council does not hold any funds in trust on behalf of third parties.

**Tamala Park Regional Council**  
**Balance Sheet**  
As of January 31 , 2013

	Jan 31, 13	Jun 30, 12	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Chequing/Savings</b>			
<b>A01100 - Cash at Bank</b>			
A01101 - Unrestricted Municipal Bank	306,808.62	4,399.67	302,408.95
A01102 - Unrestricted Short Term Investm	150,481.36	598.86	149,882.50
A01103 - Fixed Term Deposit _ Westpac	2,023,289.86	0.00	2,023,289.86
A01106 - Fixed Term Deposit_BankWest	2,528,469.23	4,930,049.20	-2,401,579.97
A01107 - Fixed Term Deposit Suncorp Metw	1,958,958.47	1,500,000.00	458,958.47
A01108 - ANZ Bank Investment AC	0.00	2,321,371.62	-2,321,371.62
A01109 - ANZ Online Saver Account	9,483.96	9,139.12	344.84
A01112 - Westpac Settlement Proceeds Acc	19,026.62	4,688,590.30	-4,669,563.68
<b>Total A01100 - Cash at Bank</b>	<b>6,996,518.12</b>	<b>13,454,148.77</b>	<b>-6,457,630.65</b>
<b>Total Chequing/Savings</b>	<b>6,996,518.12</b>	<b>13,454,148.77</b>	<b>-6,457,630.65</b>
<b>Accounts Receivable</b>			
<b>A01120 - ACCOUNTS RECEIVABLE</b>			
A011201 - Accrued Interest	18,818.86	45,272.29	-26,453.43
A01120 - ACCOUNTS RECEIVABLE - Other	909,507.76	105,947.00	803,560.76
<b>Total A01120 - ACCOUNTS RECEIVABLE</b>	<b>928,326.62</b>	<b>151,219.29</b>	<b>777,107.33</b>
<b>Total Accounts Receivable</b>	<b>928,326.62</b>	<b>151,219.29</b>	<b>777,107.33</b>
<b>Other Current Assets</b>			
A01105 - Petty Cash and Cash on Hand	30.00	30.00	0.00
A01180 - Accommodation Bond - CoS	0.00	1,000.00	-1,000.00
<b>Total Other Current Assets</b>	<b>30.00</b>	<b>1,030.00</b>	<b>-1,000.00</b>
<b>Total Current Assets</b>	<b>7,924,874.74</b>	<b>13,606,398.06</b>	<b>-5,681,523.32</b>
<b>Fixed Assets</b>			
<b>A0151 - Land</b>			
<b>A01512 - At Cost</b>			
<b>E168010 - Land Acquisition 2009-10</b>			
E168011 - Acquisition lot 807 Neerabup Rd	2,000,000.00	2,000,000.00	0.00
<b>Total E168010 - Land Acquisition 2009-10</b>	<b>2,000,000.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
<b>Total A01512 - At Cost</b>	<b>2,000,000.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
<b>Total A0151 - Land</b>	<b>2,000,000.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
<b>A0154 - Furniture &amp; Equipment</b>			
A01541 - Accumulated Depn - F&E	-32,876.96	-26,793.00	-6,083.96



**Tamala Park Regional Council**  
**Balance Sheet**  
As of January 31 , 2013

	<b>Jan 31, 13</b>	<b>Jun 30, 12</b>	<b>\$ Change</b>
<b>A01542 - At Cost</b>			
<b>E168540 - F&amp;OEquip Additions 2011-12</b>			
E168519 - Phones 2011/12	0.00	780.00	-780.00
E168523 - Elect_Comp Equipment 2011_12	0.00	875.41	-875.41
E168525 - Wall Mounted TV	1,433.64	1,433.64	0.00
<b>Total E168540 - F&amp;OEquip Additions 2011-12</b>	<b>1,433.64</b>	<b>3,089.05</b>	<b>-1,655.41</b>
<b>E168550 - F&amp;OEquip Additions 2012-13</b>			
E168551 - Wardrobe WB office	550.00	0.00	550.00
E168552 - Office Blinds	329.00	0.00	329.00
<b>Total E168550 - F&amp;OEquip Additions 2012-13</b>	<b>879.00</b>	<b>0.00</b>	<b>879.00</b>
<b>A01542 - At Cost - Other</b>	<b>32,514.29</b>	<b>30,858.88</b>	<b>1,655.41</b>
<b>Total A01542 - At Cost</b>	<b>34,826.93</b>	<b>33,947.93</b>	<b>879.00</b>
<b>Total A0154 - Furniture &amp; Equipment</b>	<b>1,949.97</b>	<b>7,154.93</b>	<b>-5,204.96</b>
<b>A0156 - Plant &amp; Equipment</b>			
<b>A01562 - At Cost</b>			
P121301 - CEO Vehicle	62,731.78	0.00	62,731.78
<b>Total A01562 - At Cost</b>	<b>62,731.78</b>	<b>0.00</b>	<b>62,731.78</b>
<b>Total A0156 - Plant &amp; Equipment</b>	<b>62,731.78</b>	<b>0.00</b>	<b>62,731.78</b>
<b>A0157 - Improvements to Leasehold Prope</b>			
A01572 - Accum Depreciation Leasehold Im	-11,124.00	-11,124.00	0.00
A01573 - Improve, to Leasehold Prop Cost			
E168700 - 2011-12 Improvements	111,242.41	111,242.41	0.00
<b>Total A01573 - Improve, to Leasehold Prop Cost</b>	<b>111,242.41</b>	<b>111,242.41</b>	<b>0.00</b>
<b>Total A0157 - Improvements to Leasehold Prope</b>	<b>100,118.41</b>	<b>100,118.41</b>	<b>0.00</b>
<b>Total Fixed Assets</b>	<b>2,164,800.16</b>	<b>2,107,273.34</b>	<b>57,526.82</b>
<b>TOTAL ASSETS</b>	<b>10,089,674.90</b>	<b>15,713,671.40</b>	<b>-5,623,996.50</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
L01215 - SUNDRY CREDITORS	212,086.80	487,411.71	-275,324.91
<b>Total Accounts Payable</b>	<b>212,086.80</b>	<b>487,411.71</b>	<b>-275,324.91</b>
<b>Credit Cards</b>			
A01110 - Westpac Visa Corp Credit Card	0.00	2,669.38	-2,669.38

**Tamala Park Regional Council**  
**Balance Sheet**  
As of January 31 , 2013

	<b>Jan 31, 13</b>	<b>Jun 30, 12</b>	<b>\$ Change</b>
<b>Total Credit Cards</b>	0.00	2,669.38	-2,669.38
<b>Other Current Liabilities</b>			
<b>2100 · Payroll Liabilities</b>			
<b>L2001 · PAYG Deductions</b>	23,836.62	13,212.00	10,624.62
<b>Total 2100 · Payroll Liabilities</b>	23,836.62	13,212.00	10,624.62
<b>2200 · Tax Payable</b>	-8,551.34	2,178.15	-10,729.49
<b>2202 · GST Suspense Account</b>			
<b>2203 · GST Receivable - Members</b>	314,732.59	105,947.00	208,785.59
<b>2202 · GST Suspense Account - Other</b>	-314,732.96	-105,940.86	-208,792.10
<b>Total 2202 · GST Suspense Account</b>	-0.37	6.14	-6.51
<b>L0122 · Employee Entitlements</b>			
<b>L01225 · Annual Leave</b>	74,898.07	74,898.07	0.00
<b>L01227 · Accrued Wages</b>	-3,525.67	3,525.67	-7,051.34
<b>Total L0122 · Employee Entitlements</b>	71,372.40	78,423.74	-7,051.34
<b>L01229 · Prov for Audit Fees</b>	0.00	9,900.00	-9,900.00
<b>Total Other Current Liabilities</b>	86,657.31	103,720.03	-17,062.72
<b>Total Current Liabilities</b>	298,744.11	593,801.12	-295,057.01
<b>Long Term Liabilities</b>			
<b>L01230 · Provision - Employee LSL</b>	9,862.66	9,862.66	0.00
<b>Total Long Term Liabilities</b>	9,862.66	9,862.66	0.00
<b>TOTAL LIABILITIES</b>	308,606.77	603,663.78	-295,057.01
<b>NET ASSETS</b>	<b>9,781,068.13</b>	<b>15,110,007.62</b>	<b>-5,328,939.49</b>
<b>EQUITY</b>			
<b>3000 · Opening Bal Equity</b>			
<b>L019051 · TVP Dist Rates Equiv 07-12</b>	-33,606.50	-33,606.50	0.00
<b>L019052 · CP Dist Rates Equiv 07-12</b>	-33,606.50	-33,606.50	0.00
<b>L019053 · TC Dist Rates Equiv 07-12</b>	-33,606.50	-33,606.50	0.00
<b>L019054 · CJ Dist Rates Equiv 07-12</b>	-67,212.98	-67,212.98	0.00
<b>L019055 · CW Dist Rates Equiv 07-12</b>	-67,212.98	-67,212.98	0.00
<b>L019056 · TV Dist Rates Equiv 07-12</b>	-33,606.50	-33,606.50	0.00
<b>L019057 · CS Dist Rates Equiv 07-12</b>	-134,425.97	-134,425.97	0.00
<b>Total 3000 · Opening Bal Equity</b>	-403,277.93	-403,277.93	0.00
<b>3900 · *Retained Earnings</b>	798,696.43	847,017.81	-48,321.38
<b>L019001 · Town of Victoria Park</b>			

**Tamala Park Regional Council**  
**Balance Sheet**  
As of January 31 , 2013

	Jan 31, 13	Jun 30, 12	\$ Change
101.1 · ToVP revenue from Development	1,050,510.08	392,226.51	658,283.57
101.2 · ToVP Development Expenses	-1,607,482.14	-517,797.51	-1,089,684.63
L019101 · TVP Contributed Equity	1,354,610.60	1,354,610.60	0.00
<b>Total L019001 · Town of Victoria Park</b>	<b>797,638.54</b>	<b>1,229,039.60</b>	<b>-431,401.06</b>
<b>L019002 · City of Perth</b>			
102.1 · CoP Revenue from Development	1,050,510.07	392,226.51	658,283.56
102.2 · CoP Development Costs	-1,607,482.14	-517,797.51	-1,089,684.63
L019102 · CP Contributed Equity	1,354,610.60	1,354,610.60	0.00
<b>Total L019002 · City of Perth</b>	<b>797,638.53</b>	<b>1,229,039.60</b>	<b>-431,401.07</b>
<b>L019003 · Town of Cambridge</b>			
103.1 · ToC Revenue from Development	1,050,510.07	392,226.51	658,283.56
103.2 · ToC Development Costs	-1,607,482.14	-517,797.51	-1,089,684.63
L019103 · TC Contributed Equity	1,354,610.60	1,354,610.60	0.00
<b>Total L019003 · Town of Cambridge</b>	<b>797,638.53</b>	<b>1,229,039.60</b>	<b>-431,401.07</b>
<b>L019004 · City of Joondalup</b>			
104.1 · CoJ Revenue from Development	2,101,020.15	784,453.02	1,316,567.13
104.2 · CoJ Development Costs	-3,214,964.29	-1,035,595.04	-2,179,369.25
L019104 · CJ Contributed Equity	2,709,219.19	2,709,219.19	0.00
<b>Total L019004 · City of Joondalup</b>	<b>1,595,275.05</b>	<b>2,458,077.17</b>	<b>-862,802.12</b>
<b>L019005 · City of Wanneroo</b>			
105.1 · CoW Revenue from Development	2,101,020.15	784,453.02	1,316,567.13
105.2 · CoW Development Costs	-3,214,964.29	-1,035,595.04	-2,179,369.25
L019105 · CW Contributed Equity	2,709,219.19	2,709,219.19	0.00
<b>Total L019005 · City of Wanneroo</b>	<b>1,595,275.05</b>	<b>2,458,077.17</b>	<b>-862,802.12</b>
<b>L019006 · Town of Vincent</b>			
106.1 · ToV revenue from Development	1,050,510.08	392,226.51	658,283.57
106.2 · ToV Development Costs	-1,607,482.14	-517,797.51	-1,089,684.63
L019106 · TV Contributed Equity	1,354,610.60	1,354,610.60	0.00
<b>Total L019006 · Town of Vincent</b>	<b>797,638.54</b>	<b>1,229,039.60</b>	<b>-431,401.06</b>
<b>L019007 · City of Stirling</b>			
107.1 · CoS Revenue from Development	4,202,040.32	1,568,906.05	2,633,134.27
107.2 · CoS Development Costs	-6,429,927.50	-2,071,188.06	-4,358,739.44
L019107 · CS Contributed Equity	5,384,558.39	5,384,558.39	0.00
<b>Total L019007 · City of Stirling</b>	<b>3,156,671.21</b>	<b>4,882,276.38</b>	<b>-1,725,605.17</b>
<b>Net Income</b>	<b>-152,125.82</b>	<b>-48,321.38</b>	<b>-103,804.44</b>
<b>TOTAL EQUITY</b>	<b>9,781,068.13</b>	<b>15,110,007.62</b>	<b>-5,328,939.49</b>

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## **APPENDIX ITEM 9.3**

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# Tamala Park Regional Council

## Cheque Detail

February 2013

Type	Num	Date	Name	Description	Paid Amount	Original Amount
Bill Pmt -Cheque	CH-200290	21/02/2013	Cvitan, Frank	Elected member allowance for November/December & January 2013		-1,750.00
Bill	Nov/Dec/Jan2013	21/02/2013		Elected member allowance for November/December & January 2013	-1,750.00	1,750.00
TOTAL					-1,750.00	1,750.00
				<b>TOTAL</b>	<b>-1,750.00</b>	<b>1,750.00</b>

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## **APPENDIX ITEM 9.3**

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# Tamala Park Regional Council

## Cheque Detail

### March 2013

Type	Num	Date	Name	Description	Paid Amount	Original Amount
<b>Bill Pmt -Cheque</b>	<b>CH-200292</b>	<b>18/03/2013</b>	<b>City of Wanneroo - Supplier</b>	<b>Lot Production Items - Stage 5 Early Clearance Bond Proposal WAPC 143766</b>		<b>-621,294.16</b>
Bill	Invoice TBA	18/03/2013		Lot Production Items - Stage 5 Early Clearance Bond Proposal WAPC 143766	-564,812.87	564,812.87
			ATO Members	GST on Members Non-Capital Expenditure	-56,481.29	56,481.29
TOTAL					-621,294.16	621,294.16
<b>Bill Pmt -Cheque</b>	<b>CH-200293</b>	<b>18/03/2013</b>	<b>City of Wanneroo - Supplier</b>	<b>Lot Production Items - Stage 5 Council Supervision Fee</b>		<b>-18,506.71</b>
Bill	invoiceTBA	18/03/2013		Lot Production Items - Stage 5 Council Supervision Fee	-16,824.28	16,824.28
			ATO Members	GST on Members Non-Capital Expenditure	-1,682.43	1,682.43
TOTAL					-18,506.71	18,506.71
<b>Bill Pmt -Cheque</b>	<b>CH-200294</b>	<b>21/03/2013</b>	<b>City of Wanneroo - Supplier</b>	<b>Stage 4 Early Clearance Bond Proposal - Amended</b>		<b>-22,880.00</b>
Bill	Invoice TBA	21/03/2013		Lot Production Items - Stage 4 Early Clearance Bond Proposal - Amended	-20,800.00	20,800.00
			ATO Members	GST on Members Non-Capital Expenditure	-2,080.00	2,080.00
TOTAL					-22,880.00	22,880.00
<b>Bill Pmt -Cheque</b>	<b>CH-200295</b>	<b>25/03/2013</b>	<b>Australian Competition &amp; Consum</b>	<b>Lodgement of ASIC notification of exclusive dealing - lodgement fee</b>		<b>-100.00</b>
Bill	Invoice TBA	25/03/2013		Administration (Land Development) - Lodgement of ASIC notification of exclud	-100.00	100.00
TOTAL					-100.00	100.00
<b>Bill Pmt -Cheque</b>	<b>CH-200297</b>	<b>28/03/2013</b>	<b>Landgate</b>	<b>Stage 5A Lodgement fee for Deposited Plan</b>		<b>-3,608.00</b>
Bill	Invoice TBA	04/04/2013		Lot Production Items - Stage 5A Lodgement fee for Deposited Plan	-3,608.00	3,608.00
TOTAL					-3,608.00	3,608.00
<b>Bill Pmt -Cheque</b>	<b>CH-200298</b>	<b>28/03/2013</b>	<b>McMullen Nolan Surveyors</b>	<b>Stage 5A WAPC endorsement of Deposited Plan</b>		<b>-915.00</b>
Bill	Invoice TBA	04/04/2013		Lot Production Items - Stage 5A WAPC endorsement of Deposited Plan	-915.00	915.00

**Tamala Park Regional Council**  
**Cheque Detail**  
**March 2013**

TOTAL					-915.00	915.00
<b>Bill Pmt -Cheque</b>	<b>CH-200299</b>	<b>28/03/2013</b>	<b>City of Wanneroo - Supplier</b>	<b>Stage 5B Clearance request</b>		<b>-660.00</b>
Bill	Invoice TBA	04/04/2013		Lot Production Items - Stage 5B Clearance request	-660.00	660.00
TOTAL					-660.00	660.00
<b>Bill Pmt -Cheque</b>	<b>CH-200300</b>	<b>28/03/2013</b>	<b>Landgate</b>	<b>Stage 5B Lodgement fee for deposited plan</b>		<b>-1,166.00</b>
Bill	Invoice TBA	04/04/2013		Lot Production Items - Stage 5B Lodgement fee for deposited plan	-1,166.00	1,166.00
TOTAL					-1,166.00	1,166.00
<b>Bill Pmt -Cheque</b>	<b>CH-200296</b>	<b>28/03/2013</b>	<b>City of Wanneroo - Supplier</b>	<b>Stage 5A Clearance request</b>		<b>-1,885.00</b>
Bill	Invoice TBA	04/04/2013		Lot Production Items - Stage 5A Clearance request	-1,885.00	1,885.00
TOTAL					-1,885.00	1,885.00
<b>TOTAL MARCH 2013</b>						<b>-671,014.87</b>



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## **APPENDIX ITEM 9.3**

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**Tamala Park Regional Council**  
**Summary Payment List**  
**February 2013**

Type	Date	Num	Name	Description	Amount
<b>Feb 13</b>					
Cheque	01/02/2013	CH-200296	Westpac Bank	Cheque AC Bank Fees February 2013	-37.85
Paycheque	07/02/2013	ET-1776	Employee Costs	Wages for period 24/1/13 to 6/2/13	-9,971.88
Liability Cheque	07/02/2013	ET-1773	WALGSP	KJ superannuation 9% for period 24/1/13 to 6/2/13	-157.74
Liability Cheque	07/02/2013	ET-1774	National Australia Bank	TA superannuation 9% for period 24/1/13 to 6/2/13	-957.46
Liability Cheque	07/02/2013	ET-1775	Amp	WB superannuation 9% for period 24/1/13 to 6/2/13	-317.58
Bill Pmt -Cheque	07/02/2013	ET-1762	Action Couriers	Courier service January 2013	-165.30
Bill Pmt -Cheque	07/02/2013	ET-1768	Cedar Homes	Invoices 1522 & 1471	-2,200.00
Bill Pmt -Cheque	07/02/2013	ET-1763	Docushred	Security bin/destruction of paperwork Dec/Jan 2013	-51.70
Bill Pmt -Cheque	07/02/2013	ET-1769	Kyocera Mita	Black & white & colour copying from October to 10/1/13	-507.94
Bill Pmt -Cheque	07/02/2013	ET-1764	LD Total	Invoices 52745; 52744; 52743	-207,437.69
Bill Pmt -Cheque	07/02/2013	ET-1770	McLeods Barristers & Solicitors	Invoices 71952 & 71791	-5,363.17
Bill Pmt -Cheque	07/02/2013	ET-1765	McMullen Nolan Surveyors	Prepare sales plan - Stage 4 marketing	-1,650.00
Bill Pmt -Cheque	07/02/2013	ET-1771	Neverfail	Bottled water	-26.25
Bill Pmt -Cheque	07/02/2013	ET-1767	Optimum Media Decisions	Invoices 13319 & 13320	-4,421.28
Bill Pmt -Cheque	07/02/2013	ET-1772	Realestate.com.au	Invoices 126712 & 126713	-5,984.00
Bill Pmt -Cheque	11/02/2013	ET-1779	R J Vincent & Co	Multiple Invoices	-1,715,707.40
Cheque	13/02/2013	CH-200298	Westpac Bank	Payment of CEO & EA Credit Cards Feb 2013	-237.58
Liability Cheque	21/02/2013	ET-1804	Australian Taxation Office	IAS payment for January 2013	-11,906.00
Liability Cheque	21/02/2013	ET-1805	Australian Taxation Office	BAS paid for period October to December 2012	-4,535.00
Paycheque	21/02/2013	ET-1810	Employee Costs	Wages for period 7/2/13 to 20/2/13	-9,938.20
Liability Cheque	21/02/2013	ET-1806	WALGSP	KJ 9% superannuation for period 7/2/13 to 20/2/13	-153.27
Liability Cheque	21/02/2013	ET-1807	Amp	WB 9% superannuation for period 7/2/13 to 20/2/13	-317.58
Liability Cheque	21/02/2013	ET-1809	National Australia Bank	TA 9% superannuation for period 7/2/13 to 20/2/13	-957.46
Bill Pmt -Cheque	21/02/2013	ET-1780	Amphlett, Geoff	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1782	Evangel, Eleni	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1781	Guise, Dianne	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1783	Italiano, Giovanni	Elected member allowance for November/December & January 2013	-6,500.00
Bill Pmt -Cheque	21/02/2013	ET-1784	Macrae Corinne	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1803	MacTiernan Alannah	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1785	McLean, Tom	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1802	Michael, David	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1786	Tyzack, Terry	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1801	Vaughan, Trevor	Elected member allowance for November/December & January 2013	-2,500.00

**Tamala Park Regional Council**  
**Summary Payment List**  
**February 2013**

Type	Date	Num	Name	Description	Amount
Bill Pmt -Cheque	21/02/2013	ET-1787	Willox Rod	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	CH-200290	Cvitan, Frank	Elected member allowance for November/December & January 2013	-1,750.00
Bill Pmt -Cheque	21/02/2013	ET-1800	Charter Plumbing & Gas	Locate & repair leak near water meter to Catalina Sales office	-150.70
Bill Pmt -Cheque	21/02/2013	ET-1788	City of Stirling	Invoices 133 & 85	-3,996.66
Bill Pmt -Cheque	21/02/2013	ET-1799	Cossill & Webley	Invoices 13727, 13728, 13730, 13731, 13733, 13680, 13611, 13681, 13612	-138,663.64
Bill Pmt -Cheque	21/02/2013	ET-1789	Emerge Associates	Stage 6A POS Landscape	-3,140.00
Bill Pmt -Cheque	21/02/2013	ET-1798	Irdi Legal	Administration (Land Development) - Put Otion amendment & disbursements	-160.00
Bill Pmt -Cheque	21/02/2013	ET-1790	LD Total	Invoices 53179; 53180; 52080; 53181 & 52082	-453,594.44
Bill Pmt -Cheque	21/02/2013	ET-1797	McMullen Nolan Surveyors	Invoices 86418; 66417; 66419; 65576	-30,519.50
Bill Pmt -Cheque	21/02/2013	ET-1791	Neverfail	Bottled water	-26.25
Bill Pmt -Cheque	21/02/2013	ET-1796	New Great Cleaning Service	Cleaning service TPRC office January 2013	-214.50
Bill Pmt -Cheque	21/02/2013	ET-1792	R J Vincent & Co	Invoices 1753, 1894, 1897, 1899, 1912	-434,903.90
Bill Pmt -Cheque	21/02/2013	ET-1795	Telstra	TA mobile usage to 13/2/13 service charges to 13/3/13	-70.95
Bill Pmt -Cheque	21/02/2013	ET-1793	Town of Vincent - supplier	December 2012 & January 2013 GST payment	-716.00
Bill Pmt -Cheque	21/02/2013	ET-1794	WALGA	Invoice I3025063	-2,200.00
Bill Pmt -Cheque	26/02/2013	ET-1835	Qantas	CEO conference expenses - TA flight to Melbourne UDIA Congress 4-8/3/13	-763.99
Bill Pmt -Cheque	27/02/2013	Debit	City of Wanneroo - Supplier	GST owing for December 2012	-985.00
Bill Pmt -Cheque	27/02/2013	Debit	City of Joondalup - Supplier	GST owing for December 2012	-1,431.50
Bill Pmt -Cheque	28/02/2013	ET-1813	Urban Design Institute of Australia	Invoice 596 & 595	-5,000.00
Cheque	28/02/2013	CH-200297	Westpac Bank	Stop Cheque Bank Fee - Cheque number 200289 Atco Gas	-7.50
<b>Feb 13</b>					<b>-3,086,046.86</b>

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## **APPENDIX ITEM 9.3**

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# Tamala Park Regional Council

## Summary Payment List

### March 2013

	Type	Date	Num	Name	Description	Amount
Mar 13						
	Paycheque	07/03/2013	ET-1832	Employee Costs	Wages for period 21/2/13 to 6/3/13	-10,344.70
	Liability Cheque	07/03/2013	ET-1828	WALGSP	KJ 9% superannuation for period 21/2/13 to 6/3/13	-153.27
	Liability Cheque	07/03/2013	ET-1829	Amp	WB 9% superannuation for period 21/2/13 to 6/3/13	-317.58
	Liability Cheque	07/03/2013	ET-1830	National Australia Bank	TA 9% superannuation for period 21/2/13 to 6/3/13	-957.46
	Liability Cheque	07/03/2013	ET-1831	Australian Taxation Office	IAS Payment February 2013	-11,880.00
	Bill Pmt -Cheque	07/03/2013	ET-1814	Burgess Rawson	Valuation certificates	-1,155.00
	Bill Pmt -Cheque	07/03/2013	ET-1815	Cabcharge	CEO conference expenses - Cabcharge admin fee	-6.00
	Bill Pmt -Cheque	07/03/2013	ET-1816	Chappell Lambert Everett	Invoices 2228:4611, 4584, 4554, 4564	-71,955.47
	Bill Pmt -Cheque	07/03/2013	ET-1817	Cossill & Webley	Invoices 13811,13682,13610,13734,13816,13870,13817,13815,13814,13812,13810,13475	-190,944.13
	Bill Pmt -Cheque	07/03/2013	ET-1818	Interiors Unleashed	Balance of payment for fabric blinds	-361.90
	Bill Pmt -Cheque	07/03/2013	ET-1819	Marketforce	Direct Selling Expenses - OMDWA Invoice 12680 Stage 4 Release Ads	-208.19
	Bill Pmt -Cheque	07/03/2013	ET-1820	McLeods Barristers & Solicitors	Subdivisional documentation for Catalina subdivision	-761.41
	Bill Pmt -Cheque	07/03/2013	ET-1821	McMullen Nolan Surveyors	Invoices 64933,65984,65756,65986,65759,65388,65387,65389,66642,64633,65099	-21,431.30
	Bill Pmt -Cheque	07/03/2013	ET-1822	Neverfail	Bottled water	-13.75
	Bill Pmt -Cheque	07/03/2013	ET-1823	New Great Cleaning Service	Cleaning TPRC office February 2013	-71.50
	Bill Pmt -Cheque	07/03/2013	ET-1824	R J Vincent & Co	Invoices 1978,1975,1976,1972,1969,1970,1977,1974,1891	-698,432.28
	Bill Pmt -Cheque	07/03/2013	ET-1825	WALGA	Invoices I3025635,5636,5643,5637,5639,5640,5641,5642,5638	-3,822.98
	Bill Pmt -Cheque	07/03/2013	ET-1826	Water Corporation	Elsbury Approach Clarkson Lot Adj Lot 9510	-638.30
	Bill Pmt -Cheque	07/03/2013	ET-1827	Wayne Burns	Reimbursements	-72.16
	Bill Pmt -Cheque	18/03/2013	CH-200292	City of Wanneroo - Supplier	Lot Production Items - Stage 5 Early Clearance Bond Proposal WAPC 143766	-621,294.16
	Bill Pmt -Cheque	18/03/2013	CH-200293	City of Wanneroo - Supplier	Lot Production Items - Stage 5 Council Supervision Fee	-18,506.71
	Paycheque	21/03/2013	ET-1856	Employee Costs	Wages for period 7/3/13 to 20/3/13	-9,938.20
	Liability Cheque	21/03/2013	ET-1853	WALGSP	KJ 9% superannuation for period 7/3/13 to 20/3/13	-153.27
	Liability Cheque	21/03/2013	ET-1854	Amp	WB 9% superannuation for period 7/3/13 to 20/3/13	-317.58
	Liability Cheque	21/03/2013	ET-1855	National Australia Bank	TA 9% superannuation for period 7/3/13 to 20/3/13	-957.46
	Bill Pmt -Cheque	21/03/2013	ET-1836	Action Couriers	Courier from TPRC to Supreme Settlements delivering deposit book	-54.11
	Bill Pmt -Cheque	21/03/2013	ET-1837	Burgess Rawson	GST Valuations for January & February 2013	-1,760.00
	Bill Pmt -Cheque	21/03/2013	ET-1838	City of Stirling	Monthly rental for TPRC office period April 2013	-2,566.92
	Bill Pmt -Cheque	21/03/2013	ET-1839	City of Wanneroo - Supplier	Rate notices Catalina Estate Lots	-14,278.24
	Bill Pmt -Cheque	21/03/2013	ET-1840	Cossill & Webley	Inv 13735, 13887, 13892, 13889, 13891 & 13890	-94,897.25
	Bill Pmt -Cheque	21/03/2013	ET-1841	Eco Logical Australia	EPBC variation central & eastern POS amendments	-6,719.79
	Bill Pmt -Cheque	21/03/2013	ET-1842	Emerge Associates	Inv 10083, 10084, 10085, 10086 & 10178	-16,065.50

# Tamala Park Regional Council

## Summary Payment List

### March 2013

Type	Date	Num	Name	Description	Amount
Bill Pmt -Cheque	21/03/2013	ET-1843	Haines Norton	Accounting service Feb 2013	-2,200.00
Bill Pmt -Cheque	21/03/2013	ET-1844	hyd20 Hydrology	Inv 13015, 13004, 112158 & 12151	-13,948.00
Bill Pmt -Cheque	21/03/2013	ET-1845	Kingman Visual	Mesh Pricing supply & install 500m x 1.6m digitally printed textile mesh	-14,254.90
Bill Pmt -Cheque	21/03/2013	ET-1846	LD Total	Landscape maintenance services for Feb 2013	-1,212.97
Bill Pmt -Cheque	21/03/2013	ET-1847	McMullen Nolan Surveyors	Inv 66911 & 66641	-7,804.50
Bill Pmt -Cheque	21/03/2013	ET-1848	MMJ Real Estate	Valuation undertaken on 3 residential lots	-75.00
Bill Pmt -Cheque	21/03/2013	ET-1849	Neverfail	Bottled water x 2	-26.25
Bill Pmt -Cheque	21/03/2013	ET-1850	Officeworks	Invoices 27721431, 27727438, 27711770	-137.30
Bill Pmt -Cheque	21/03/2013	ET-1851	Prestige Alarms	Invoices 56720 & 58358	-9,306.00
Bill Pmt -Cheque	21/03/2013	ET-1852	Telstra	TA mobile phone usage to 13/3/13 & service charges to 13/4/13	-38.87
Bill Pmt -Cheque	21/03/2013	CH-200294	City of Wanneroo - Supplier	Stage 4 Early Clearance Bond Proposal - Amended	-22,880.00
Bill Pmt -Cheque	25/03/2013	CH-200295	Australian Competition & Consumer Commis:	Lodgement of ASIC notification of exclusive dealing - lodgement fee	-100.00
Bill Pmt -Cheque	28/03/2013	CH-200297	Landgate	Stage 5A Lodgement fee for Deposited Plan	-3,608.00
Bill Pmt -Cheque	28/03/2013	CH-200298	McMullen Nolan Surveyors	Stage 5A WAPC endorsement of Deposited Plan	-915.00
Bill Pmt -Cheque	28/03/2013	CH-200299	City of Wanneroo - Supplier	Stage 5B Clearance request	-660.00
Bill Pmt -Cheque	28/03/2013	CH-200300	Landgate	Stage 5B Lodgement fee for deposited plan	-1,166.00
Bill Pmt -Cheque	28/03/2013	CH-200296	City of Wanneroo - Supplier	Stage 5A Clearance request	-1,885.00
<b>Mar 13</b>					<b>-1,881,254.36</b>

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## **APPENDIX ITEM 9.4**

---

2 April 2012

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
PO Box 655  
INNALOO WA 6918

Dear Tony

**Catalina Financial Report for February 2013**

Please find attached the Catalina Financial Report for February 2013. This report has been prepared on a cash basis and compares actual income and expenditure to the approved budget for the period 1 February to 28 February 2013. It also compares year to date actual income and expenditure to approved budget from 1 July 2012.

Settlement revenue year to date to 28 February 2013 is \$10.07m below the approved May 2012 Budget with 50 less settlements for the year. Project to date, this variance is \$6.86m and 38 less settlements at 28 February 2013.

The end of February revenue variance arises from 2 components:

- \$3.21 million revenue received ahead of budget in FY2012 with 20 settlements achieved to 30 June 2012 against a budget of 8; and
- \$6.86 million overall project to date revenue shortfall on the overall shortfall of 38 lots.

Sales for the year to 28 February 2013 are 64 lots less than budget.

Overall year to date expenditure to 28 February 2013 is \$10.3m under budget per the approved May 2012 Budget, with \$14.4m spent compared to a budget of \$24.7m. The main areas of variance are summarised below:

- Lot production is \$5,342,000 under budget, with \$11,322,000 spent to date.
- Landscape is \$2,094,000 under budget, with \$1,365,000 spent to date.
- Infrastructure is \$808,000 under budget, with \$522,000 spent to date.
- Sales and marketing is \$611,000 under budget, with only \$223,000 spent to date.

Refer to the attached Cashflow Analysis for a more detailed analysis of actual to budget variances.

Should you have any queries on this report, please do not hesitate to contact me.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Brenton Downing'.

**Brenton Downing**  
Senior Development Manager



**CATALINA - FINANCE REPORT**
**1.0 Management Accounts - February 2013**

Appendix 9.4

**1.1 KEY STATISTICS**

	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>
		May 2012		May 2012		May 2012		May 2012
Prior Years	24	35	48	58	20	8	-	-
Jul-2012	-	-	-	14	2	22	-	-
Aug-2012	-	38	30	24	-	5	-	-
Sep-2012	-	-	8	32	2	20	-	-
<b>Sep-12 Qtr</b>	<b>-</b>	<b>38</b>	<b>38</b>	<b>70</b>	<b>4</b>	<b>47</b>	<b>-</b>	<b>-</b>
Oct-2012	35	-	5	27	8	8	-	-
Nov-2012	14	43	26	15	19	6	-	-
Dec-2012	-	8	10	20	2	27	-	-
<b>Dec-12 Qtr</b>	<b>49</b>	<b>51</b>	<b>41</b>	<b>62</b>	<b>29</b>	<b>41</b>	<b>-</b>	<b>-</b>
Jan-2013	51	-	21	20	1	18	-	-
Feb-2013	-	47	1	13	31	9	-	-
Mar-2013	-	-	-	15	-	36	-	-
<b>Mar-13 Qtr</b>	<b>51</b>	<b>47</b>	<b>22</b>	<b>48</b>	<b>32</b>	<b>63</b>	<b>-</b>	<b>-</b>
Apr-2013	-	-	-	15	-	10	-	-
May-2013	-	65	-	15	-	1	-	-
Jun-2013	-	-	-	15	-	30	-	-
<b>Jun-13 Qtr</b>	<b>-</b>	<b>65</b>	<b>-</b>	<b>45</b>	<b>-</b>	<b>41</b>	<b>-</b>	<b>-</b>
<b>Full 2012/13 Year</b>	<b>100</b>	<b>201</b>	<b>101</b>	<b>225</b>	<b>65</b>	<b>192</b>	<b>-</b>	<b>-</b>
<b>PTD</b>	<b>124</b>	<b>236</b>	<b>149</b>	<b>283</b>	<b>85</b>	<b>200</b>	<b>-</b>	<b>-</b>
<b>2013/14</b>		<b>320</b>		<b>180</b>		<b>218</b>		<b>8,000,000</b>
<b>2014/15</b>		<b>600</b>		<b>180</b>		<b>180</b>		<b>5,300,000</b>

- 31 lots settled in February 2013. The total settlements comprise of 2 lots from Stage 1; 24 lots from Stage 3; and 5 lots from Stage 6A.

**1.2 Sales & Settlements**

	<u>MTH Act</u>	<u>MTH Bgt</u>	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>PTD Act</u>	<u>PTD Bgt</u>
- Sales #	1	13	101	165	149	223
- Sales \$	(395,000 )	2,821,985	20,873,000	35,318,626	32,862,000	48,526,770
- Sales \$/lot	(395,000 )	217,076	206,663	214,052	220,550	217,609
- Settlements #	31	9	65	115	85	123
- Settlements \$	6,230,000	1,808,823	14,342,000	24,411,426	19,499,000	26,361,369
- Settlements \$/lot	200,968	200,980	220,646	212,273	229,400	214,320
- Unsettled sales #	64		{ Unconditional Conditional	4	{ Titled 124	
- Unsettled sales \$	13,363,000			60		
- Unsettled sales \$/lot	208,797					

**1.3 Cashflow - MTD Actuals to budget**

	<u>MTD Act</u>	<u>MTD Bgt</u>	<u>Variance</u>
Revenue	6,230,000	1,808,823	4,421,177
Margin GST	(90,993 )	(156,032 )	65,040
Direct selling costs	(18,495 )	(82,284 )	63,789
Interest Income	382	-	382
Rebate Allowance	-	(27,339 )	27,339
	<u>6,120,894</u>	<u>1,543,167</u>	<u>4,577,727</u>
<i>Development costs</i>			
Lot production	1,976,408	2,210,243	233,835
Landscaping	603,793	175,384	(428,409 )
Consultants	-	48,585	48,585
Infrastructure	132,496	-	(132,496 )
Sales office building	-	162,011	162,011
Sales & marketing	10,959	104,320	93,361
Administration	7,308	33,143	25,834
Finance	-	138,040	138,040
	<u>2,730,965</u>	<u>2,871,726</u>	<u>140,761</u>
Cashflow	<u>3,389,930</u>	<u>(1,328,558 )</u>	<u>4,718,488</u>

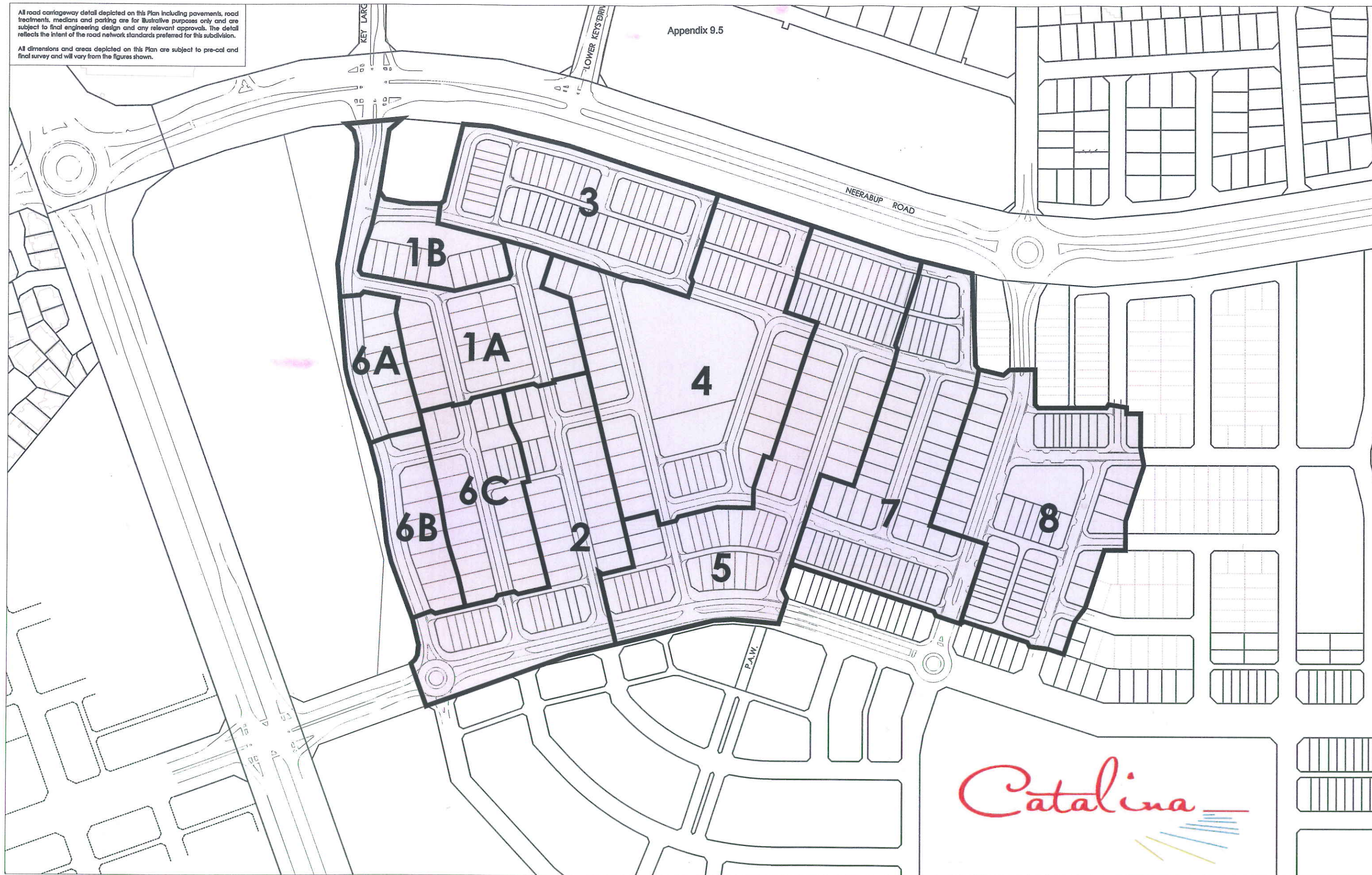
- Actual margin scheme GST has been calculated under the concessional Item 4 basis for settlements.



All road carriageway detail depicted on this Plan including pavements, road treatments, medians and parking are for illustrative purposes only and are subject to final engineering design and any relevant approvals. The detail reflects the intent of the road network standards preferred for this subdivision.

All dimensions and areas depicted on this Plan are subject to pre-cat and final survey and will vary from the figures shown.

Appendix 9.5



**STAGING PLAN - SALES**  
 Lot 9504 Marmion Avenue, Tamala Park  
 City of Wanneroo



**plan no: 2228-114-01**  
 scale: 1:3000 @ A3  
 date: 25.07.2012

This plan is current at the revised date & subject to approval, survey & engineering detail. This plan remains the property of CLE ©

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 PO BOX 795 SUBIACO WA 6984



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## **APPENDIX ITEM 9.9**

---

21 March 2013

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony

**CATALINA: Non-potable Water Scheme – Stages 7, 8 and 9**

At the June 2012 Council meeting the Tamala Park Regional Council agreed to undertake a trial project for the installation of shared bores within stage 4 of the Catalina estate.

The principles behind providing shared bores across the estate are as follows:

- One bore installed to be shared across 4 lots, cost approximately \$10,000 per bore.
- A "Bore Easement Agreement" is entered into at the time a lot is contracted. The agreement specifies liabilities in relation to location, maintenance, access, operating times and running costs. The agreement is registered on the title.
- Some iron staining will occur on properties, however, it will be up to individual householders to decide whether or not to continue with the use of the system.
- The system and associated operating cost will be handed over to the lot owner immediately post installation.

To date an easement plan has been prepared to form part of the selling process for the stage 4 lots to inform purchasers of the exact location of the future bores. The response from purchasers has been well received with positive comments regarding the reduced water costs and security of water supply during water restriction periods. The only negative comment has been concern over recovering running costs of the bore from adjoining neighbours.

A tender process has been undertaken for the front landscaping packages, including shared bores, with a recommendation with Tamala Park to award the contract to the successful tenderer.

Stage 4 titles issued on 19 March 2013, with builders requiring a timeframe of 9 – 18 months to complete a home. Afterwards landscaping and bores will be installed before the viability of the shared bore program can be assessed. During this time the project will continue to market and sell stages 7, 8 and 9 which require bore easements to be placed on the deposited plan.

**Recommendation**

SPG recommend that the TPRC extend a trial project of installing a network of shared bores at Catalina to include stages 7, 8 and 9. A provision of \$2500 (plus GST) per lot has been budgeted for in stages 7, 8 and 9.

Should you wish to discuss further please do not hesitate to contact the undersigned.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'B. Downing', with a stylized flourish at the end.

**BRENTON DOWNING**  
SENIOR DEVELOPMENT MANAGER

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## **APPENDIX ITEM 9.10**

---

21 March 2013

Mr Tony Arias  
Chief Executive Office  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony,

**RE: CATALINA, STAGE 7 PUBLIC SALES RELEASE**

The Catalina Lot Sale and Release Strategy adopted by TPRC in February 2013 states that

- prospective purchasers be allocated preference to a lot in order of their attendance at the sales office on the day of release;
- should queuing occur prior to release time and date SPG will manage a register of the order in which purchasers present themselves to the sales office. Purchasers will be required to maintain their position in the queue in order to retain their order of preference.

Following the adoption of this strategy, and in light of the high level of interest at Catalina, SPG has reviewed options to prevent campouts at future releases.

In order to prevent campouts, ensure probity requirements are met and ensure all potential purchasers are offered a fair opportunity to purchase a lot, SPG is recommending that TPRC revert to the online release method used for Stages 1-6. This method:

- has operated well;
- has achieved good sales results;
- has been well received by purchasers;
- provides a fair and transparent sales method in circumstances of high demand; and
- reduces the risk of complaints from unsuccessful purchasers.

Please contact the undersigned if you have any queries.

Yours sincerely



**BRENTON DOWNING**  
SENIOR DEVELOPMENT MANAGER



# Appendix 9.10

The particulars of this plan are supplied for information purposes only and shall not be taken as representation in any respect on the part of the Vendor or as its agents accuracy of any of the details mentioned herein nor as to the accuracy of any of the boundary and area measurements of any of the Lots more particularly delineated on the map contained herein all of which may be subject to change by the Vendor at any time without notice. This plan remains the property of CLE.



Public Release

*Catalina*  
life & style





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## **APPENDIX ITEM 9.11**

---

28 March 2013

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony

### Stage 2B Builders Allocation Tender Report

In accordance with the approval of the TPRC, one allocation of five medium density lots within stage 2B of Catalina was advertised via public tender to suitably qualified building companies from 5 March 2013 to 19 March 2013.

A total of five documents were distributed over the tender period with two tenders being received prior to the close of tenders, these being from Homebuyers Centre and Content Living.

The tenders were assessed against a pre-set selection criteria. The criteria and related weighting is summarised below:

- |   |     |
|---|-----|
| 1. Experience in medium density design and construction | 25% |
| 2. Capacity to meet Market Demand                       | 20% |
| 3. Building Design                                      | 20% |
| 4. Sustainability Credentials                           | 15% |
| 5. Innovation   | 10% |
| 6. Financial Capacity                                   | 10% |

The table below shows the final assessment of the tenders against the selection criteria.

	1		2		3		4		5		6		Total
	Ranking (0-10)	Weighting (25%)	Ranking (0-10)	Weighting (20%)	Ranking (0-10)	Weighting (20%)	Ranking (0-10)	Weighting (15%)	Ranking (0-10)	Weighting (10%)	Ranking (0-10)	Weighting (10%)	
Homebuyers Centre	9	22.5		20	8	16	7	10.5	7	7	10	10	86
Content Living	6	15		19	7	14	6	9	6	6	8	8	71

The table attached as Annexure 1 provides comments on each selection criteria which resulted in the final score. Criteria 2 is assessed against the Reed construction approvals data for the Perth area, with the highest ranking being applied to the tenderer with the highest Moving Average Total (MAT), and the second highest ranking being applied to the tenderer with the second highest MAT. A score of 20 is given to the highest ranked tenderer and 19 to the 2<sup>nd</sup> highest ranked tenderer.

The tender document requires tenderers to address all selection criteria and achieve a minimum score of 65%. SPG confirms both tenderers have submitted conforming tenders.

Following the minimum criteria being met, preference in allocation is given to builders which are represented in the Catalina display village with a cottage lot and then builders in the display village with a traditional lot. In this regard Homebuyers Centre purchased a cottage display village lot within stage 2 of Catalina. Content Living purchased a traditional display village lot within stage 2 of Catalina.

Based firstly on meeting the minimum 65% score for the selection criteria, secondly on the above participation in the Catalina display village and thirdly on the rankings for the selection criteria summarised on the previous page, the order of ranking for tenderers is

1. Homebuyers Centre
2. Content Living

### **Content Living Tendered Price**

The tender document for the Stage 2B Builders allocation includes the statement *"This single package allocation and prices will not be modified under any circumstances."* A price of \$165,000 per lot was included in the tender document. Price was not included in the selection criteria as the lots were tendered on a set price basis.

Notwithstanding, Content Living has advised they are prepared to offer \$170,000 per lot, being \$5,000 per lot more than advertised, totalling \$25,000. However it is noted prior to the option period, when the TPRC may compel the builder to purchase the lots, the lots will be sold to individual purchasers who may not be prepared to pay the additional \$5,000 per lot.

While Content Living have submitted a higher price it was made clear in the tender document that the price would not be modified. If Content Living's tender is accepted it is likely to result in pricing for future tenders being considered by builder's as a minimum price. Pricing would then need to be included in the selection criteria.

### **Tender Recommendation**

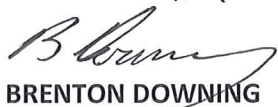
In accordance with the requirements of the Tender Procedure – Medium Density Lots, approved by the TPRC Council in September 2011 and varied within the Lot Sale and Release Strategy adopted by Council in February 2013, SPG recommends the following parcel allocation for the stage 2B medium density tender:

Lots 116 - 120 Homebuyers Centre, 5lots, \$825,000

SPG recommends that set prices are also maintained for future releases to ensure the continued support from builders and to ensure prices are adopted that will be acceptable to the final residential buyers as well as to builders.

Please contact the undersigned if you have any queries.

Yours sincerely,



**BRENTON DOWNING**  
SENIOR DEVELOPMENT MANAGER

## Annexure 1

	1	3	4	5	6
Homebuyers Centre	All criteria addressed to high standard. High quality architectural treatments demonstrated along with landscape. Extensive experience building on 7.5m front lots since 2006.	Very good demonstration of design process and provision of high quality floor plan as example for Catalina.	Examples of commitment to recycling programs provided, along with list of sustainable initiatives to be implemented within Catalina designs.	Innovative approach to delivery of affordable housing demonstrated and development of product type.	Extensive track record and financial capacity demonstrated.
Content	Good experience demonstrated along with elevations and front wall treatment. Constructed over 150 homes on 7.5m front lots in last 2 years.	Good demonstration of ability to produce design to meet market requirements, along with floor plans.	Design solutions to sustainability presented along with initiatives to be implemented.	Some innovation demonstrated to increase liveability of small lot products.	Evidence of long track record in home delivery provided along with extensive turnover of sales volumes.

Appendix 9.11



## Annexure 2

## Selection Criteria for Medium Density Lot Allocation

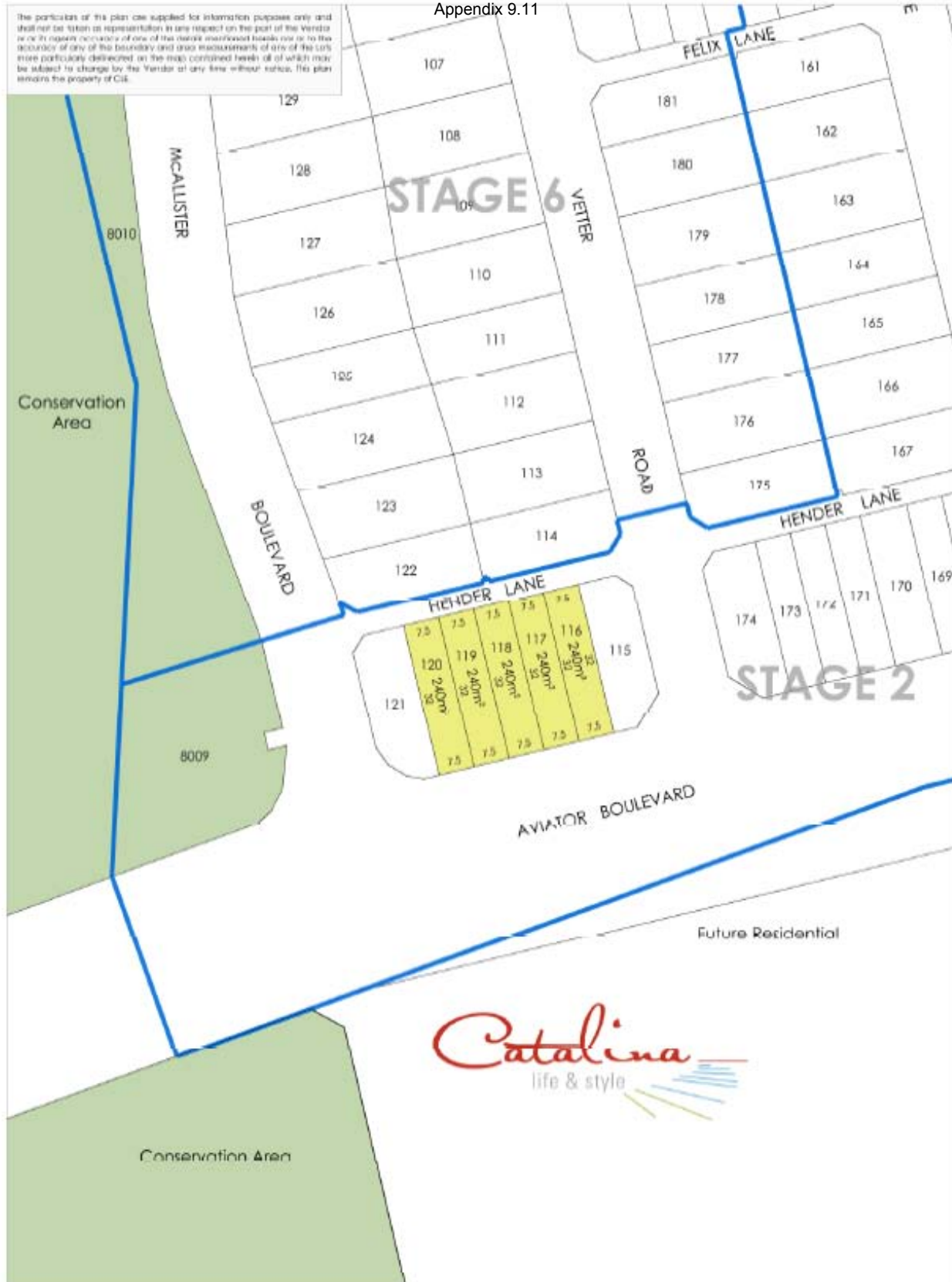
- |  |                             |
|--|-----------------------------|
| <ul style="list-style-type: none"> <li>• <b>Experience in Medium Density Design and Construction</b></li> </ul>  | <b>Weighting</b> <b>25%</b> |
| <p>Tenderer to specifically address and demonstrate experience in medium density design and construction.</p> <p>The Tenderer should demonstrate how they will address and implement the following key streetscape elements.</p> <ul style="list-style-type: none"> <li>○ The architectural elements of the front façade including materials and colour selection</li> <li>○ Proposed landscape treatment to the front garden and street verge</li> <li>○ Proposed front fence, wall or steps if any.</li> </ul> |                             |
| <ul style="list-style-type: none"> <li>• <b>Capacity to meet Market Demand (Established by Building Group)</b></li> </ul>  | <b>Weighting</b> <b>20%</b> |
| <p>This will be established by checking ranking based on Reed Construction data for the Perth metropolitan area. This will highlight builders that have proven performance in the Market and the use of the Reed Construction data ensure that there is no favoritism given to a builder.</p>  |                             |
| <ul style="list-style-type: none"> <li>• <b>Building Design (Established by Building Group)</b></li> </ul>   | <b>Weighting</b> <b>20%</b> |
| <p>Tenderer must demonstrate how they achieve best practice in building design and to provide one example of a design they consider suitable for Catalina and what building materials they propose.</p>  |                             |
| <ul style="list-style-type: none"> <li>• <b>Sustainability Credentials (Established by Building Brand)</b></li> </ul>  | <b>Weighting</b> <b>15%</b> |
| <p>Tenderer must provide examples of where they have achieved accreditation or recognition of adopting sustainable practices within their company and how these can be applied to Catalina.</p> <p>Innovations that are considered relevant to the Catalina project include Energy Efficiency, Water Efficiency, Waste Management and use of Innovative Cost Efficient Building Materials.</p>   |                             |
| <ul style="list-style-type: none"> <li>• <b>Innovation (Established by Building Brand)</b></li> </ul>  | <b>Weighting</b> <b>10%</b> |
| <p>Tenderer must provide examples of past innovations they have introduced and where they are to be applied to Catalina and or proposals they wish to explore with TPRC to adopt when building at Catalina.</p>  |                             |
| <ul style="list-style-type: none"> <li>• <b>Financial Capacity (Established by Building Brand)</b></li> </ul>  | <b>Weighting</b> <b>10%</b> |
| <p>The Tenderer must demonstrate that they have the financial capacity to complete development of the selected lots in accordance with the contract terms.</p>   |                             |

Each Tender will be evaluated against the above criteria and given a ranking to enable them to participate in the allocation process for the ten medium density lot parcels.

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## **APPENDIX ITEM 9.11**

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**STAGE 2B RELEASE (Lots 116-120)**  
Catalina Estate - Tamala Park  
City of Wanneroo



plan no: 2226-173A-01  
scale: 1:1000 @ A4  
date: 14.02.2013

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## **APPENDIX ITEM 9.12**

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**STAGE 7 BUILDERS RELEASE**  
Catalina Estate • Tamala Park  
City of Wanneroo



plan no: 2228-183-01  
scale: 1:2000 @ A4  
date: 04.03.2013

1. OWNER: CLE  
2. DATE: 04.03.2013  
3. SCALE: 1:2000 @ A4  
4. CITY OF WANNEROO  
5. PROJECT NO: 2228-183-01

---

## **APPENDIX ITEM 9.12**

---

28 March 2013

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony

### Stage 7 Builders Allocation Tender Report

In accordance with the approval of the TPRC, 31 medium density lots within stage 7 of Catalina were advertised via public tender to suitably qualified building companies from 11 March 2013 to 25 March 2013.

A total of 12 tender documents were distributed over the tender period with six tenders being received prior to the close of tenders, these being from Homebuyers Centre, BGC Residential, Affordable Living Homes, Content Living, Capital Works Construction and Prime Projects Construction.

The tenders were assessed against a pre-set selection criteria. The criteria and related weighting is summarised below, with a more detailed summary of each criteria attached in Annexure 2:

- |   |     |
|---|-----|
| 1. Experience in medium density design and construction | 25% |
| 2. Capacity to meet Market Demand                       | 20% |
| 3. Building Design                                      | 20% |
| 4. Sustainability Credentials                           | 15% |
| 5. Innovation   | 10% |
| 6. Financial Capacity                                   | 10% |

The table below shows the final assessment of the tenders against the selection criteria.

	1		2		3		4		5		6		Total
	Ranking (0-10)	Weighting (25%)	Ranking (0-10)	Weighting (20%)	Ranking (0-10)	Weighting (20%)	Ranking (0-10)	Weighting (15%)	Ranking (0-10)	Weighting (10%)	Ranking (0-10)	Weighting (10%)	
Homebuyers Centre	9	22.5		20	8	16	7	10.5	7	7	10	10	86
BGC Residential	7	17.5		17	7	14	7	10.5	8	8	10	10	77
Affordable Living Homes	6	15		19	6	12	6	9	6	6	8	8	69
Content Living	6	15		18	7	14	6	9	6	6	8	8	70
Capital Works Construction	5	12.5		15	6	12	6	9	5	5	6	6	59.5
Prime Projects	6	15		16	7	14	6	9	6	6	6	6	66

The table attached as Annexure 1 provides comments on each selection criteria which resulted in the final score. Criteria 2 is assessed against the Reed construction approvals data for the Perth area, with the highest ranking being applied to the building company with the highest Moving Average Total (MAT), and the second highest ranking being applied to the tenderer with the second highest MAT. A score of 20 is given to the highest ranked tenderer, 19 to the 2<sup>nd</sup> highest ranked tenderer and so on.

The tender document requires tenderers to address all selection criteria and achieve a minimum score of 65% if they are to be allocated any lots. Five of the six tenderers met the minimum criteria. Capital Works Construction scored 59.5%, below the minimum criteria, and it is therefore recommended they are not allocated any lots.

Following the minimum criteria being met, preference in allocation is given to builders which are represented in the display village with a cottage lot and then builders in the display village with a traditional lot.

Homebuyers Centre and Affordable Living Homes have purchased cottage display village lots within stage 2 of Catalina. Content Living and BGC Residential have purchased traditional display village lots within stage 2 of Catalina. Prime Projects is not represented in the display village in stage 2 of Catalina.

Based firstly on meeting the minimum 65% score for the selection criteria, secondly on the above participation in the Catalina display village and thirdly on the rankings for the selection criteria summarised on the previous page, the order of ranking for tenderers is

1. Homebuyers Centre
2. Affordable Living Homes
3. BGC Residential
4. Content Living and
5. Prime Projects

Tenders were received for the following packages in order of preference:

Homebuyers Centre	E, F, C, D
Affordable Living	E & F, C & E, C & F, E, F
BGC	D
Content Living	A, B, C, D, E, F
The Prime Group	E, F, C, D, A, B

### **Tender Recommendation**

In accordance with the requirements of the Tender Procedure – Medium Density Lots, approved by the TPRC Council in September 2011, SPG recommends the following parcel allocations for the stage 7 medium density tender:

Parcel A	Content Living	4 lots, \$665,000
Parcel B	Content Living	3 lots, \$501,000
Parcel C	The Prime Group	5 lots, \$915,000
Parcel D	BGC Residential	4 lots, \$730,000
Parcel E	Homebuyers Centre	8 lots, \$1,448,000
Parcel F	Affordable Living	7 lots, \$1,267,000

Parcels A, C, D, E and F were all allocated on the first round of preferences. Parcel B was then allocated in the second round, which went to Content Living.

If you have any queries please contact the undersigned.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'B. Downing', with a stylized flourish extending from the end.

**Brenton Downing**  
SENIOR DEVELOPMENT MANAGER



## Annexure 1

	1	3	4	5	6
Homebuyers Centre	All criteria addressed to high standard. High quality architectural treatments demonstrated along with landscape. Extensive experience building on 7.5m front lots since 2006.	Very good demonstration of design process and provision of high quality floor plan as example for Catalina.	Examples of commitment to recycling programs provided, along with list of sustainable initiatives to be implemented within Catalina designs.	Innovative approach to delivery of affordable housing demonstrated and development of product type.	Extensive track record and financial capacity demonstrated.
BGC Residential	Provision of statements relating to elevations along with example of adaptable elevations.	Statement provided in relation to design capacity. Typical design provided.	Ability to assess sustainability through building design provided. Commitment to clean building practices provided.	Some innovation demonstrated in construction techniques and approach to housing delivery.	Evidence of long track record of home delivery provided, along with diversified business interests.
Affordable Living Homes	Good experience demonstrated along with elevations and front wall treatment.	Good demonstration of ability to produce design to meet market requirements, along with floor plans.	Design solutions to sustainability presented along with initiatives to be implemented.	Some innovation demonstrated to increase liveability of small lot products.	Evidence of long track record in home delivery provided along with extensive turnover of sales volumes.
Content Living	Extensive experience demonstrated, along with good elevations and landscaping treatment.	Good demonstration of design process to achieve purchaser needs. Floor plan provided that does meet Catalina design.	Design solutions to sustainability provided along with technical advice on initiatives.	Good examples of innovative supervision methods. Innovation in house presentation demonstrated.	Evidence of long track record of project delivery provided.
Capital Work Construction	Experience with the construction of medium density homes. Density projects recently carried out in Byford and Ellenbrook. Experience for Catalina product not as extensive as other tenderers.	7.5 metre product design example provided. Statement regarding building to best practice. Facades don't match 7.5m design provided.	Explanation of how 6 star energy rating is achieved for all homes. No specific examples.	Fair submission. Limited examples of innovation provided.	Statement regarding capacity to build 50 homes per month.
The Prime Group	Good demonstration of experience and street elevation. Commitment to provision of front fencing and landscaping.	Good demonstration of ability to meet market and thought into individual designs.	Very good demonstration of commitment to sustainability initiatives at corporate and individual housing level.	Very good innovation initiatives explored in submission in construction materials and adaptable housing options.	Extensive track record and financial capacity demonstrated.

Appendix 9.12

## Annexure 2

## Selection Criteria for Medium Density Lot Allocation

- **Experience in Medium Density Design and Construction** **Weighting 25%**

Tenderer to specifically address and demonstrate experience in medium density design and construction.

The Tenderer should demonstrate how they will address and implement the following key streetscape elements.

  - The architectural elements of the front façade including materials and colour selection
  - Proposed landscape treatment to the front garden and street verge
  - Proposed front fence, wall or steps if any.
- **Capacity to meet Market Demand (Established by Building Group)** **Weighting 20%**

This will be established by checking ranking based on Reed Construction data for the Perth metropolitan area. This will highlight builders that have proven performance in the Market and the use of the Reed Construction data ensure that there is no favoritism given to a builder.
- **Building Design (Established by Building Group)** **Weighting 20%**

Tenderer must demonstrate how they achieve best practice in building design and to provide one example of a design they consider suitable for Catalina and what building materials they propose.
- **Sustainability Credentials (Established by Building Brand)** **Weighting 15%**

Tenderer must provide examples of where they have achieved accreditation or recognition of adopting sustainable practices within their company and how these can be applied to Catalina.

Innovations that are considered relevant to the Catalina project include Energy Efficiency, Water Efficiency, Waste Management and use of Innovative Cost Efficient Building Materials.
- **Innovation (Established by Building Brand)** **Weighting 10%**

Tenderer must provide examples of past innovations they have introduced and where they are to be applied to Catalina and or proposals they wish to explore with TPRC to adopt when building at Catalina.
- **Financial Capacity (Established by Building Brand)** **Weighting 10%**

The Tenderer must demonstrate that they have the financial capacity to complete development of the selected lots in accordance with the contract terms.

Each Tender will be evaluated against the above criteria and given a ranking to enable them to participate in the allocation process for the ten medium density lot parcels.

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## **APPENDIX ITEM 9.13**

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# Tamala Park Corporate Business Plan 2013 -2017

**“To create an urban centre for choice, sustainability,  
community and opportunity”.**

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## **PURPOSE OF THE PLAN**

The Corporate Business Plan is an internal business planning tool that translates the Council's priorities from the Strategic Community Plan 2013 -2023 into operations within the resources available.

The Strategic Community Plan maps out our vision, aspirations and objectives and represents a clear direction for the next ten (10) years.

The Corporate Business Plan is designed to meet the requirements of the State Government's local government reform program, the Department of Local Government framework and guidelines, Local Government Act 1995 section 5.56 and the Local Government (Administration) Regulations 1996 regulation 19DA.

Specifically it will assist in guiding the delivery of aspirations and objectives from the Strategic Community Plan 2013-2023 and the integration of resources including long term financial planning.

## **FINCANCIAL IMPLICATIONS**

The Corporate Business Plan has been assessed to gauge estimated additional costs which have been included in Tamala Park Project, Long Term Financial Plan (LTFP). The LTFP is integrated with other strategic plans and allows the Tamala Park Regional Council to fund the Tamala Park Project, for more information refer to Appendix 1.

## READING THE CORPORATE BUSINESS PLAN

The Corporate Business Plan should be read in conjunction with our Strategic Community Plan 2013-2023. This will allow the reader a better appreciation of our vision, aspirations and objectives and represents a clear direction for the next ten (10) years.

The Corporate Business Plan revolves around the five (5) themes of the Strategic Community Plan:

1. Built Environment
2. Environment
3. Social
4. Economic
5. Governance & Corporate Accountability

To enable us to show the relationship between internal business management and how it interacts with our Strategic Community Plan to achieve our outcomes, we have developed four (4) corporate objectives, these are:

1. Approvals and Development
2. Strategy and Planning
3. Marketing
4. Financial

## STRATEGIC COMMUNITY PLAN THEMES

### BUILT ENVIRONMENT

OBJECTIVES	STRATEGIES
<b>Housing Choice</b>	<ul style="list-style-type: none"> <li>• Promote a range of lot sizes and housing types, catering for different lifestyle choices and affordable housing opportunities.</li> <li>• Provide a variety of quality lifestyle options.</li> <li>• Creation of diverse range of dwelling types inclusive of Traditional (500m<sup>2</sup>), Garden (450m<sup>2</sup>), Cottage (360m<sup>2</sup>) and Terrace lots (220m<sup>2</sup>)</li> <li>• Establish partnerships with key builders for the demonstration and delivery of turnkey housing products</li> <li>• Implementation of demonstration housing strategy.</li> <li>• Delivery of high quality built form product on identified strategic sites.</li> </ul>
<b>Effective Use Of Land And Infrastructure</b>	<ul style="list-style-type: none"> <li>• Supporting commercial and residential developments that support community facilities, commercial facilities and public transport systems.</li> <li>• Optimising the use of infrastructure and assets.</li> <li>• Effectively planning for the development of future infrastructure.</li> <li>• Promoting urban design that is responsive to the needs of the community.</li> <li>• Staging of services to maximise the efficient use of new and existing infrastructure.</li> <li>• Use of up to date services including delivery of fibre-optic broadband technology and alternative water supply</li> <li>• Investigation and recommendation on the viability of a local area transit system linking local schools, rail station and shops</li> <li>• Creation of identifiable precincts within project area via landscaping and streetscape design</li> <li>• Demonstrate innovation and best practice in the efficient use of infrastructure</li> <li>• Capitalize on existing surrounding amenities and social infrastructure</li> <li>• Review of Housing and Built Form Strategy by June each year</li> </ul>

## ENVIRONMENT

OBJECTIVES	STRATEGIES
<b>Long Term Health Of The Environment</b>	<ul style="list-style-type: none"> <li>• Conserving and enhancing local biodiversity and landform wherever practicable.</li> <li>• Encourage community participation in local bushcare efforts.</li> <li>• Promote more efficient use of water, energy and other resources.</li> <li>• Developing integrated water management strategies to increase water efficiency.</li> <li>• Encouraging sustainable waste management options and improving resource recovery.</li> <li>• Promote a variety of alternative transport choices to reduce energy consumption.</li> <li>• Adoption of supporting environmental and sustainability principles such as Green Star rating of residential buildings and whole-of-life energy material and maintenance utilisation factors for assessment of the value of public infrastructure.</li> <li>• Protection of significant landforms, and vegetation consistent with EMP and SEWPAC approval.</li> <li>• Development and implementation of initiatives in water sensitive urban design, energy efficiency, recycling accessibility, planning and building design in accordance with targets set in Sustainability Initiatives Plan</li> <li>• Implementation of Sustainability Initiatives Plan</li> <li>• Proactive in reviewing management plans and statutory approvals to ensure compliance with regulatory requirements.</li> </ul>

## SOCIAL

OBJECTIVES	STRATEGIES
<b>Long Term Health Of The Social And Cultural Environment</b>	<ul style="list-style-type: none"> <li>• Valuing social and cultural diversity</li> <li>• Encouraging social cohesiveness and civic participation.</li> <li>• Encouraging and supporting equity for all community members.</li> <li>• Encouraging inter-connectedness between neighbourhoods.</li> <li>• Promoting distinctive and attractive communities.</li> </ul>

	<ul style="list-style-type: none"> <li>• Promoting community safety.</li> <li>• Promoting the conservation and appreciation of heritage sites.</li> <li>• Promoting the provision of community facilities and services that meet the needs of the community.</li> <li>• Structure planning and subsequent detailed area planning to establish outcomes that accommodate and enhance community health and wellbeing.</li> <li>• Early delivery of Community Development Plan to guide the delivery of community facilities and services such as Community Nursing, Playgroup and Resident's Association.</li> <li>• Early delivery of the estate green link in conjunction with Project Stages and establishment as a key transportation, social and sustainability linkage.</li> <li>• Engage local community in management of local bushland</li> <li>• Early establishment of local community groups and resident's association</li> <li>• Identification of Public Art opportunities of various levels and an action plan for implementation.</li> </ul>
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## ECONOMIC

OBJECTIVES	STRATEGIES
<b>Long Term Economic Health</b>	<ul style="list-style-type: none"> <li>• Building on local industry strengths and opportunities.</li> <li>• Encouraging workforce participation and local employment placement.</li> <li>• Promoting investment consistent with strategic vision.</li> <li>• Advocating the provision and enhancement of communications infrastructure.</li> <li>• Promoting business assistance and support networks.</li> <li>• Promoting lifelong learning and targeted industry training.</li> <li>• To provide ample opportunities for sound access to employment nodes via a range of transport modes.</li> <li>• Development and approval of a strategy and implementation document for fostering and supporting economic activity and local job creation.</li> </ul>

## GOVERNANCE & CORPORATE ACCOUNTABILITY

OBJECTIVES	STRATEGIES
<b>People and Government</b>	<ul style="list-style-type: none"> <li>• Promoting inclusive decision-making.</li> <li>• Acting in accordance with Local Government policies and practices and reporting to have regard to Local Government requirements.</li> <li>• Management of consultant and contractors to maintain program and budget, and high standards.</li> </ul>
<b>Good governance – Councillors</b>	<ul style="list-style-type: none"> <li>• Ensure financial sustainability</li> <li>• Provide leadership on behalf of the community</li> <li>• Developing and enhancing partnerships and relationships</li> <li>• The establishment of positive relationships with key stakeholders including the City of Wanneroo, WAPC and Dept of Planning</li> <li>• Deliver a high quality master planned community, demonstrating innovation and best practice to develop the project as a market leader.</li> <li>• Provision of accurate and timely reporting in accordance with TPRC requirements</li> <li>• Implements TPRC instructions/decisions in a timely manner</li> <li>• Provides accurate and well informed advice to Council.</li> </ul>



## CORPORATE OBJECTIVES

### APPROVALS AND DEVELOPMENT

OBJECTIVES	STRATEGIES
<b>Planning</b>	<ul style="list-style-type: none"> <li>• Annual review of LSP and re-lodgement of statutory approvals in accordance with project program.</li> <li>• Procure all Local, State and Federal statutory approvals in accordance with the agreed Project Program.</li> </ul>
<b>Construction</b>	<ul style="list-style-type: none"> <li>• Ensure timely and on budget delivery of project stages.</li> <li>• Ensure high quality of presentation of project at all times.</li> <li>• Effective management of the site.</li> </ul>
<b>Landscaping</b>	<ul style="list-style-type: none"> <li>• Coordinated delivery of landscaping design, approvals and works with project stages</li> </ul>
<b>Community</b>	<ul style="list-style-type: none"> <li>• Successful implementation of Community Development Plan</li> </ul>

### STRATEGY AND PLANNING

OBJECTIVES	STRATEGIES
<b>Strategic Plan</b>	<ul style="list-style-type: none"> <li>• Preparation of Project Annual Plan</li> <li>• Innovative and proactive in developing Project strategies, plans and concepts, which reflect best practice and innovation.</li> </ul>
<b>Construction</b>	<ul style="list-style-type: none"> <li>• Ensure timely and on budget delivery of project stages.</li> <li>• Ensure high quality of presentation of project at all times.</li> <li>• Effective management of the site.</li> </ul>
<b>Landscaping</b>	<ul style="list-style-type: none"> <li>• Coordinated delivery of landscaping design, approvals and works with project stages</li> </ul>
<b>Community</b>	<ul style="list-style-type: none"> <li>• Successful implementation of Community Development Plan</li> </ul>
<b>Landscape</b>	<ul style="list-style-type: none"> <li>• Prepare Landscape Masterplan</li> </ul>
<b>Public Transport</b>	<ul style="list-style-type: none"> <li>• Prepare Public Transport Initiatives Strategy</li> </ul>
<b>Engineering</b>	<ul style="list-style-type: none"> <li>• Proactive in planning and preparing for design, construction and infrastructure challenges in future</li> </ul>

	project stages.
<b>Sustainability</b>	<ul style="list-style-type: none"> <li>Annual review of SIP and reporting of its implementation.</li> </ul>

## MARKETING

OBJECTIVES	STRATEGIES
<b>Overall Strategic</b>	<ul style="list-style-type: none"> <li>Preparation of Annual Marketing Plan by March each year.</li> <li>Development of effective and efficient marketing and sales programs.</li> </ul>

## FINANCIAL

OBJECTIVES	STRATEGIES
<b>Whole of Project</b>	<ul style="list-style-type: none"> <li>Review Whole of Project cashflow every three years (next due Aug 2014), or at the request of the TPRC</li> </ul>
<b>Years 1 – 3</b>	<ul style="list-style-type: none"> <li>Annual review to be provided by March.</li> </ul>
<b>Returns</b>	<ul style="list-style-type: none"> <li>Achieve financial returns within margin of -10% of approved budget for Years 1 – 3</li> <li>Preparation of Annual Project Budgets by March each year.</li> <li>Achievement of Project Milestones.</li> <li>Monitoring the Approved Annual Project Budget, with review every six months</li> </ul>
<b>Budget Control</b>	<ul style="list-style-type: none"> <li>Maintain costs and contracts within budget.</li> <li>Reporting of all costs relative to the project budget</li> <li>Evidence of thorough assessment of cost items with value for money recommendations.</li> </ul>
<b>Financial Reporting</b>	<ul style="list-style-type: none"> <li>Preparation of Finance Reports in accordance with TPRC requirements.</li> <li>End of financial year Finance Reports to be completed by 30 September each year.</li> <li>Monthly Finance Reports to be completed within 14 days of the end of the month.</li> </ul>

## Appendix 9.13

**TAMALA PARK REGIONAL COUNCIL**  
**COMPREHENSIVE INCOME STATEMENTS FOR THE PERIODS ENDED 30 JUNE 2025**

	Budget 2011/12 \$	Forward Projections												
		2012/13 \$	2013/14 \$	2014/15 \$	2015/16 \$	2016/17 \$	2017/18 \$	2018/19 \$	2019/20 \$	2020/21 \$	2021/22 \$	2022/23 \$	2023/24 \$	2024/25 \$
<b>EXPENDITURE</b>														
Governance	118,500	122,055	125,717	120,488	133,373	137,374	141,495	145,740	150,112	154,816	159,254	164,032	168,953	174,021
Other Property and Services	2,517,537	7,778,636	9,923,600	10,139,331	10,447,247	10,949,728	11,454,057	12,529,584	16,222,254	17,005,653	15,028,223	14,196,381	14,862,726	9,198,857
	<b>2,636,037</b>	<b>7,898,691</b>	<b>10,049,316</b>	<b>10,268,820</b>	<b>10,580,620</b>	<b>11,087,102</b>	<b>11,595,552</b>	<b>12,675,324</b>	<b>16,372,366</b>	<b>17,160,268</b>	<b>16,187,477</b>	<b>14,360,413</b>	<b>16,031,679</b>	<b>9,372,878</b>
<b>REVENUE</b>														
General Purpose Funding	(207,700)	(250,000)	(375,000)	(300,000)	(425,000)	(462,500)	(500,000)	(875,000)	(1,000,000)	(1,125,000)	(500,000)	(750,000)	(1,000,000)	(225,000)
Other Property & Services	(1,894,752)	(42,097,886)	(47,750,280)	(47,007,588)	(49,013,343)	(51,658,180)	(54,275,352)	(61,069,197)	(87,349,860)	(91,909,228)	(75,879,944)	(68,323,769)	(71,862,104)	(51,831,608)
	<b>(2,102,452)</b>	<b>(42,347,886)</b>	<b>(48,125,280)</b>	<b>(47,307,588)</b>	<b>(49,438,343)</b>	<b>(52,120,680)</b>	<b>(54,775,352)</b>	<b>(61,974,197)</b>	<b>(88,349,860)</b>	<b>(93,034,228)</b>	<b>(76,379,944)</b>	<b>(69,073,769)</b>	<b>(72,862,104)</b>	<b>(52,056,608)</b>
<i>(Increase)/Decrease</i>	<b>533,585</b>	<b>(34,449,195)</b>	<b>(38,075,964)</b>	<b>(37,038,768)</b>	<b>(38,857,723)</b>	<b>(41,033,578)</b>	<b>(43,179,800)</b>	<b>(49,298,873)</b>	<b>(71,977,494)</b>	<b>(75,873,960)</b>	<b>(61,192,467)</b>	<b>(54,713,356)</b>	<b>(57,830,425)</b>	<b>(42,683,730)</b>
<b>DISPOSAL OF ASSETS</b>														
Land														
Plant and Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Furniture and Equipment														
<i>(Gain) Loss on Disposal</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>ABNORMAL ITEMS</b>														
Rounding	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net Result</b>														
<i>(Gain)/Reduction</i>	<b>533,585</b>	<b>(34,449,195)</b>	<b>(38,075,964)</b>	<b>(37,038,768)</b>	<b>(38,857,723)</b>	<b>(41,033,578)</b>	<b>(43,179,800)</b>	<b>(49,298,873)</b>	<b>(71,977,494)</b>	<b>(75,873,960)</b>	<b>(61,192,467)</b>	<b>(54,713,356)</b>	<b>(57,830,425)</b>	<b>(42,683,730)</b>

**TAMALA PARK REGIONAL COUNCIL**  
**SURPLUS/DEFICIT STATEMENTS FOR THE PERIODS ENDED 30 JUNE 2025**  
Appendix 9.13

	Budget 2011/12 \$	Forward Projections												
		2012/13 \$	2013/14 \$	2014/15 \$	2015/16 \$	2016/17 \$	2017/18 \$	2018/19 \$	2019/20 \$	2020/21 \$	2021/22 \$	2022/23 \$	2023/24 \$	2024/25 \$
Change in net assets resulting from operations Gain/Reduction (Refer operating statement)	533,585	(34,449,195)	(38,075,964)	(37,038,768)	(38,857,723)	(41,033,578)	(43,179,800)	(49,298,873)	(71,977,494)	(75,873,960)	(61,192,467)	(54,713,356)	(57,830,425)	(42,683,730)
<b>ADD</b>														
Provision for Employee Entitlements	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal Repayments Received - Loans	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation Written Back	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)
Provision for Audit Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)	(4,502)
Sub Total	529,083	(34,453,697)	(38,080,466)	(37,043,270)	(38,862,225)	(41,038,080)	(43,184,302)	(49,303,375)	(71,981,996)	(75,878,462)	(61,196,969)	(54,717,858)	(57,834,927)	(42,688,232)
<b>LESS CAPITAL PROGRAMME</b>														
Purchase Tools	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Purchase Land and Buildings	80000	0	0	0	0	0	0	0	0	0	0	0	0	0
Infrastructure Assets - Roads	0	0	0	0	0	0	0	0	0	0	0	0	0	0
- Recreation	0	0	0	0	0	0	0	0	0	0	0	0	0	0
- Other	13,249,209	23,960,176	20,053,057	25,255,991	24,203,789	24,121,765	24,566,363	27,115,272	29,212,527	29,193,767	35,205,279	32,797,829	32,519,372	11,057,679
Purchase Plant & Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Purchase Furniture and Equipment	40000	0	0	0	0	0	0	0	0	0	0	0	0	0
Repayment Of Debt - Loans Principal	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contribution Refund	0	3,830,344												
Profit Distributions	0	0	9,015,754	11,899,976	14,982,976	16,977,216	18,970,158	21,299,261	43,376,989	46,453,299	25,778,148	21,967,493	25,173,290	37,548,377
Contribution Returned	75,000	0	10,000,000	0	0	0	0	0	0	0	0	0	0	0
	13,444,209	27,790,520	39,068,811	37,155,967	39,186,766	41,098,981	43,536,521	48,414,533	72,589,516	75,647,066	60,983,427	54,765,322	57,692,662	48,606,056
Sub Total	13,973,292	(6,663,177)	988,345	112,697	324,540	60,901	352,219	(888,842)	607,520	(231,396)	(213,542)	47,464	(142,265)	5,917,824
<b>LESS - FUNDING FROM</b>														
Opening Funds	(14,800,401)	(281,288)	(6,944,465)	(5,956,120)	(5,843,423)	(5,518,883)	(5,457,982)	(5,105,763)	(5,994,605)	(5,387,085)	(5,618,481)	(5,823,023)	(5,775,559)	(5,917,824)
Closing Funds	827,109	6,944,465	5,956,120	5,843,423	5,518,883	5,457,982	5,105,763	5,994,605	5,387,085	5,618,481	5,832,023	5,775,559	5,917,824	-
	(13,973,292)	6,663,177	(988,345)	(112,697)	(324,540)	(60,901)	(352,219)	888,842	(607,520)	231,396	213,542	(47,464)	142,265	(5,917,824)
Rounding	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Budget( Surplus)/Deficit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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## **APPENDIX ITEM 9.13**

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# Tamala Park

2013 to 2023

## Strategic Community Plan



## **MESSAGE FROM THE CHAIRMAN**

The Tamala Park Strategic Community Plan maps out our vision, aspirations and objectives and represents a clear direction for the next ten (10) years.

This Plan will serve as the key strategic planning tool, and it contains the aims, objectives and strategies to advance our vision.

Many thanks to the Council Members, community, key stakeholders and senior staff from across the seven (7) local governments who played a pivotal role in providing the input and ideas through workshops and a working group to help formulate this plan.

In implementing this Plan, and maintaining its relevance through regular reviews, the objectives and strategies to achieve this will be effectively delivered by working in partnership with Local Government, community, State and Federal Government and the private sector.



**CHAIRMAN**

Cr Giovanni Italiano

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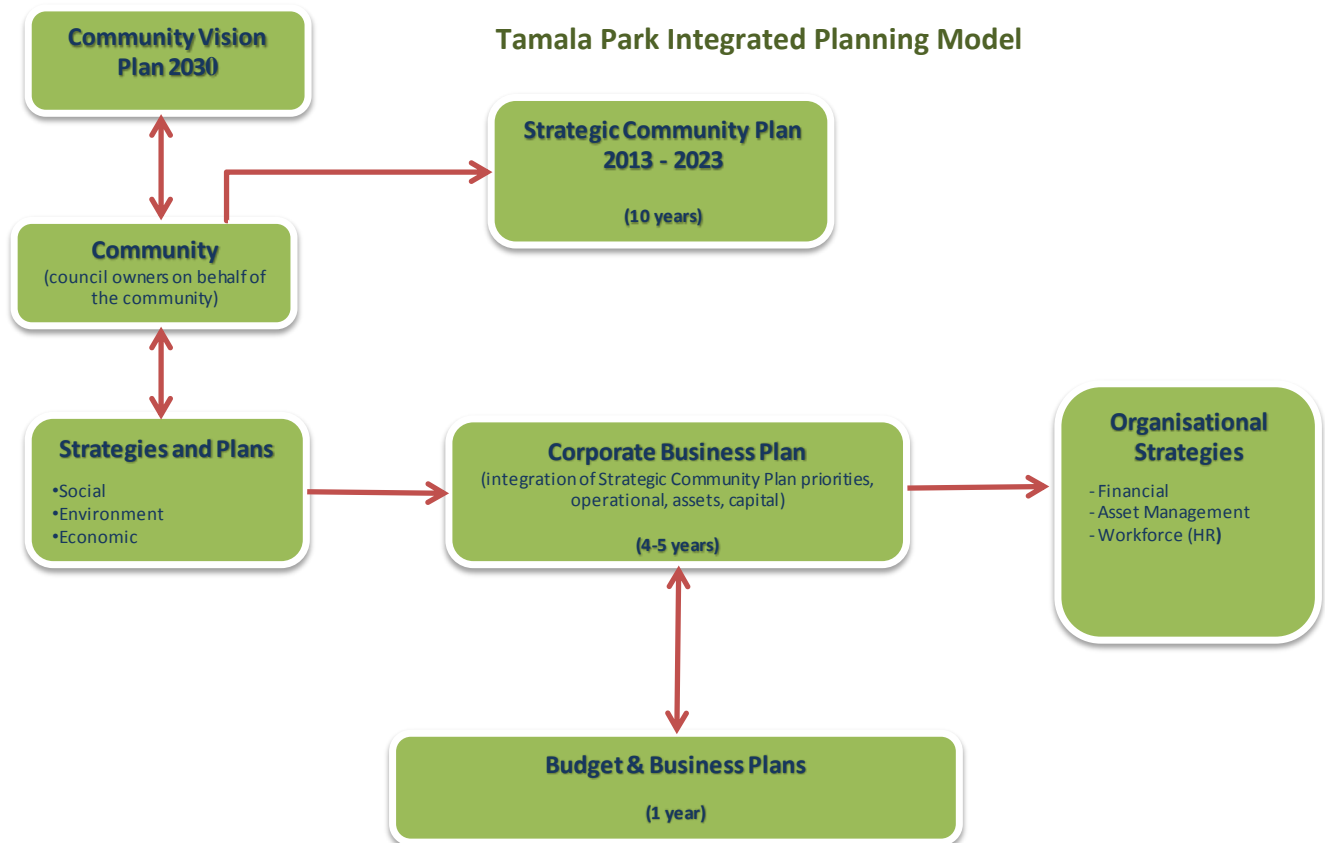


## INTRODUCTION

Our Strategic Community Plan sets out our vision, aspirations and objectives and is our principal strategy and planning document for the Tamala Park community over the next ten (10) years. This means that it governs all of the work that we undertake, either through direct project delivery, partnership arrangements or advocacy on behalf of our community. The clear direction set by the Council ensures asset and project provision is focused to meet the requirements of our community, now and into the future.

The Strategic Community Plan is a legislative requirement to ensure that we appropriately plan for the future of our community. When setting the direction for the community we are conscious of the financial, asset and workforce constraints that we work within. This is to ensure that what we plan for can be achieved.

## OUR PLANNING FRAMEWORK



In order to sustainably develop and meet the needs of our community we have developed an integrated approach to the planning and delivery of our project.

Integrated business planning aims to ensure that we remain sustainable. This is facilitated by understanding the external environment and what our community aspires to; setting direction within our resource capability; and allowing Council to make informed decisions on behalf of our community.

The Integrated Planning Model (as shown above) is the approach to setting strategic direction (where we have come from, where it is going and how it will get there) and translating that into key elements of the Tamala Park project. These key elements will guide how we deliver our project to the community and will be reported through our Corporate Business Plan.

The Strategic Community Plan will be reviewed in 2 years and 4 years time.

Note: For the purposes of this document “Community” is defined as the council owners on behalf as the community

## WHO WE ARE

Tamala Park Regional Council is the corporate entity representing the interests of seven local governments in the urban development of 170 hectares of land in Perth’s northern suburbs of Clarkson and Mindarie.

The Tamala Park Regional Council is the 10<sup>th</sup> Regional and 154<sup>th</sup> Local Government Council to be established in Western Australia.

The Council was established by proclamation in the Government Gazette on 3 February 2006.

The Council has seven (7) local government participants. The participants are joint owners of Lot 9504, which is an area of 432 hectares situated in the local authority district of the City of Wanneroo. Part of the land is used by another Regional Council – the Mindarie Regional Council, as a refuse landfill.

The Tamala Park Regional Council has been established for the specific purpose of creating an urban development of 170 hectares of land immediately south of Neerabup Road and the area leased to the Mindarie Regional Council. When the land is fully developed the TPRC will have completed its Charter and will cease to exist.

The ownership of the land by the participant local authorities is as follows:

Council	Project Shareholding Joint Development Shares
Town of Cambridge	one twelfth share
City of Perth	one twelfth share
Town of Victoria Park	one twelfth share
Town of Vincent	one twelfth share
City of Joondalup	two twelfths share
City of Wanneroo	two twelfths share
City of Stirling	four twelfths share

**The regional purpose for which the TPRC is established is:**

- to undertake, in accordance with the objectives, the rezoning, subdivision, development, marketing and sale of the Tamala Park Land; and
- to carry out and do all other acts and things which are reasonably necessary for the bringing into effect of the matters referred to in paragraph (a) of this clause.

**The objectives of the TPRC are:**

- to develop and improve the value of the Land;
- to maximise, within prudent risk parameters, the financial return to the Participants;
- to balance economic, social and environmental issues; and
- to produce a quality development demonstrating the best urban design and development practice.

The Tamala Park project, marketed as Catalina will be a new master planned urban development in the suburbs of Clarkson and Mindarie within Perth's north coast corridor. The Satterley Property Group act as project managers and exclusive selling agents on the TPRC's behalf.

The Catalina site is a prime infill development site spanning an area of 170 hectares; approximately 34 kilometres north of Perth's CBD, nestled between the coastline and Clarkson Train Station.

It is surrounded by the established residential areas of Burns Beach, Kinross, Clarkson and Mindarie. It also adjoins the Ocean Keys retail and commercial centre and is only 2km from Mindarie Marina. As such it is surrounded by established private and public infrastructure, services and amenities.

Tamala Park is surrounded by existing urban development to the north and south and is well positioned to facilitate optimum community development, through the proximity of existing services, infrastructure, commercial development, and emerging employment and recreational opportunities.

The Catalina Estate will comprise around 2,300 lots, and is anticipated to be developed at a rate of 200 lots per annum.

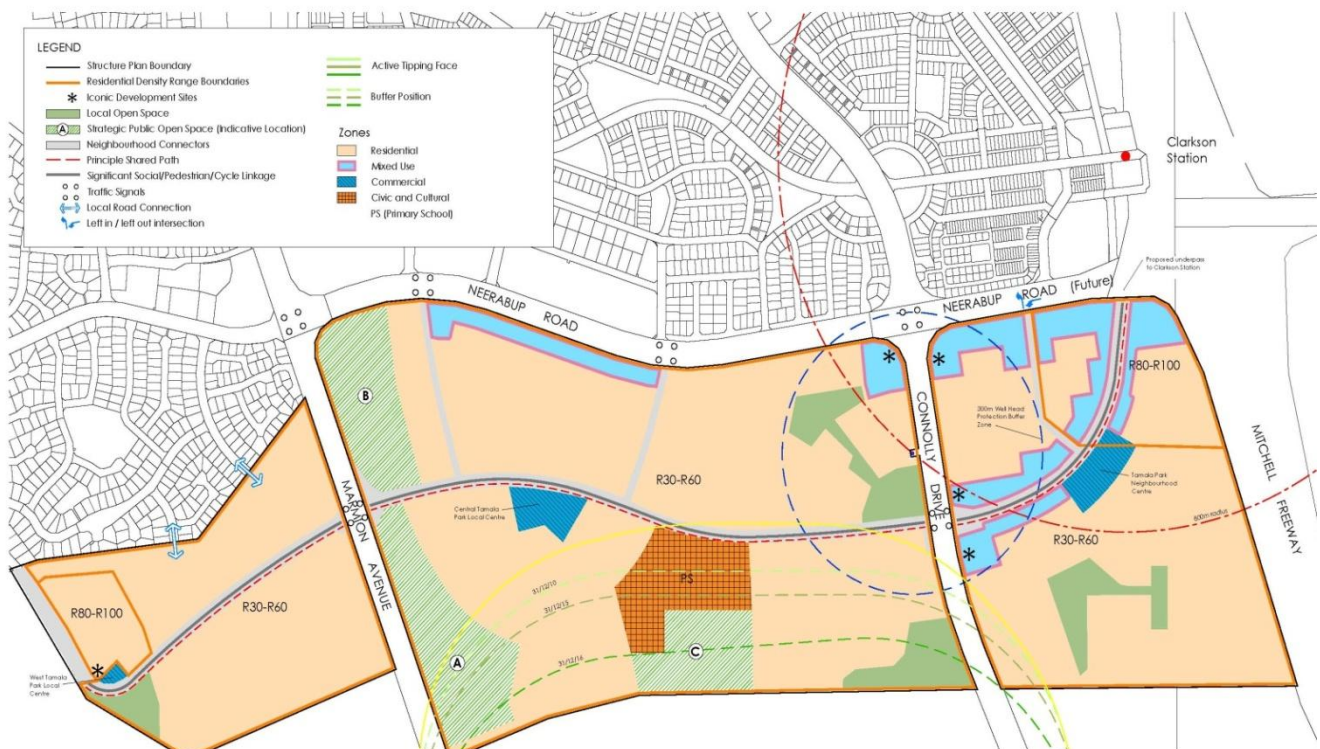
Civil works have been completed for Stages 1 – 4 and 6A and are currently underway within Stages 5 and 7. To date over 190 lots have been sold and initial residents within Stage 1 have recently commenced occupation of their new homes.

The Tamala Park Local Structure Plan (LSP) has been approved by the City of Wanneroo and the Western Australian Planning Commission.

The LSP has been prepared following significant participation and input from the local community and community groups, the seven local government participants, significant input by the City of Wanneroo and relevant State and Federal Government agencies.

The intended strategic outcome of the LSP is to facilitate the establishment of a range of housing typologies and densities that meet the emerging needs of the Perth Metropolitan Region with respect to lifestyle, accessibility and changing demography. In addition, it is intended to create a community having a distinct identity and sense of place, which takes advantage of prevailing natural features, a well planned built environment and relationship with existing and future retail, business, community services and other employment opportunities in the immediate locality and wider region.

The LSP will guide the development of Catalina over the next 10-15 years. The land subject of the LSP is shown in the diagram below.



### Key aspects of the LSP include:

- Providing for the orderly distribution of residential density and a range of housing types that address changing demographics and the needs of future populations within the north-west sector of the Perth Metropolitan Region.
- Providing for sustainable environmental outcomes with respect to such matters as water use, energy efficiency, conservation and transport, while taking advantage of natural features and views.
- Providing active commercial centres and community hubs that meet the daily and weekly needs of residents and provide employment opportunities that are co-located with local recreation and community facilities.
- Providing an appropriate urban design response in recognition of adjoining public transport infrastructure.
- A high level of linkage both within and beyond the boundaries of the Tamala Park landholding to commercial centres, coastal reserves and transport nodes via cycle and pedestrian access, public transport and private vehicle.
- Addressing the forecast demand for a variety of community services and social infrastructure.

**The major land use elements of the LSP are set out as follows:**

Precincts	West	Central West	Central East	Eastern Precinct	Total	% Total
Area	HA	HA	HA	HA	HA	%
Residential	21.03	22.33	21.03	23.89	88.28	49.54%
Mixed use	-	-	2.50	5.71	8.21	4.61%
Centre	0.16	0.70	-	0.90	1.76	0.99%
Business	-	2.08	-	-	2.08	1.17%
Active/Passive POS	1.02	0.91	3.28	3.27	8.48	4.76%
School	-	-	5.0	-	5.00	2.81%
Green Link 1.38	-	1.20	0.61	0.92	4.11	2.31%
Conservation Reserves	-	11.57	-	-	11.57	6.49%
Roads 8.82	-	11.67	15.09	13.14	48.72	27.34%
<b>Total (inc Roads)</b>	<b>32.41</b>	<b>50.46</b>	<b>47.51</b>	<b>47.83</b>	<b>178.21</b>	<b>100%</b>

A Mitigation and Offset Management Plan has been approved by the Department of Sustainability, Environment, Water, Population and Communities (SEWPAC) under the EPBC Act. The TPRC was required to prepare a mitigation strategy outlining measures to avoid or reduce impacts to Carnaby's Black Cockatoo and Graceful Sun Moth. The TPRC will begin the implementation of the SEWPAC conditions over the next 12 months, which includes the following:

- Purchase of an Offset site for Carnaby's Black Cockatoo foraging, habitat and breeding;
- Rehabilitation and fencing of BioDiversity Conservation Area;
- Seed collection and storage from prescribed areas; and
- Preparation of Audit and Compliance report.

An Environmental Management Plan (EMP) has been approved by the EPA which provides management and mitigation measures for impacts of the proposed Tamala Park Development on biodiversity assets and values of the area. The EMP is intended to accompany the LSP and to address the specific Ministerial Conditions set for the development. These conditions are summarized as follows:

- Management of remnant vegetation whilst strengthening links between the coast and the Neerabup National Park.
- Specially protected fauna species.
- Fire management.
- Management of public access to the areas reserved for conservation and recreation.
- Recommendations for revegetation.
- Recommendations for public education and awareness of the natural environment.

## **HOW WE DEVELOPED OUR STRATEGIC COMMUNITY PLAN**

The formulation of our vision, objectives, and LSP involved a comprehensive consultation process with the community, key stakeholders, the seven local government participants and decision making agencies over a number of years.

In particular the development of the LSP was undertaken through a public workshop (Design Charette), which scoped out the vision, objectives and key elements of the LSP.

A working group, made up of senior technical council officers of the seven local governments, helped to guide and formulate the LSP. Overseeing this process was a CEO Group from seven local governments which addressed the higher order elements of the LSP.

The LSP was advertised for public comment and review on two occasions in 2010 and 2011 and is widely available for review and comment within the City of Wanneroo. The LSP was also referred to key State Government agencies for comment during this period.

The input from the above helped us to map out our vision, aspirations and objectives and represents a clear direction for our Strategic Community Plan.

## **HOW WE ENGAGED THE COMMUNITY**

We engaged with our community in the following ways:

1. Public workshop (design Charette)
2. Working Group
3. CEO Group
4. Encouraged the public and state government to comment and review the LSP during 2010 and 2011
5. The LSP is available for review and comment within the City of Wanneroo on an ongoing basis

## OUR VISION

The input from developing our Strategic Community Plan and engaging with our community helped us to map out our vision, aspirations and objectives and represents a clear direction for our Strategic Community Plan.

**“To create an urban centre for choice, sustainability, community and opportunity”.**

## OUR THEMES

As we developed our Strategic Community Plan, clear themes were identified, in order to achieve our objectives, we have further explored our themes (refer to pages 10 to 14 of this document); these themes will guide the work that is delivered in our community, they are:

- 1. Built Environment**
- 2. Environment**
- 3. Social**
- 4. Economic**
- 5. Governance & Corporate Accountability**



## BUILT ENVIRONMENT

**“Providing for the orderly distribution of residential density and a range of housing types that address changing demographics and the needs of future populations within the north-west sector of the Perth Metropolitan Region”.**

**“Providing an appropriate urban design response in recognition of adjoining public transport infrastructure”.**

**“A high level of linkage both within and beyond the boundaries of the Tamala Park landholding to commercial centres, coastal reserves and transport nodes via cycle and pedestrian access, public transport and private vehicle”.**



OBJECTIVES	STRATEGIES
<b>Housing Choice</b>	<ul style="list-style-type: none"> <li>• Promote a range of lot sizes and housing types, catering for different lifestyle choices and affordable housing opportunities.</li> <li>• Provide a variety of quality lifestyle options.</li> </ul>
<b>Effective Use Of Land And Infrastructure</b>	<ul style="list-style-type: none"> <li>• Supporting commercial and residential developments that support community facilities, commercial facilities and public transport systems.</li> <li>• Optimising the use of infrastructure and assets.</li> <li>• Effectively planning for the development of future infrastructure.</li> <li>• Promoting urban design that is responsive to the needs of the community.</li> </ul>



# ENVIRONMENT

**“Providing for sustainable environmental outcomes with respect to such matters as water use, Energy efficiency, conservation and transport, while taking advantage of natural features and views”.**



OBJECTIVES	STRATEGIES
<b>Long Term Health Of The Environment</b>	<ul style="list-style-type: none"> <li>• Conserving and enhancing local biodiversity and landform wherever practicable.</li> <li>• Encourage community participation in local bushcare efforts.</li> <li>• Promote more efficient use of water, energy and other resources.</li> <li>• Developing integrated water management strategies to increase water efficiency.</li> <li>• Encouraging sustainable waste management options and improving resource recovery.</li> <li>• Promote a variety of alternative transport choices to reduce energy consumption.</li> <li>• Adoption of supporting environmental and sustainability principles such as Green Star rating of residential buildings and whole-of-life energy material and maintenance utilisation factors for assessment of the value of public infrastructure.</li> </ul>

## SOCIAL

**“Addressing the forecast demand for a variety of community services and social infrastructure”.**



OBJECTIVES	STRATEGIES
<b>Long Term Health Of The Social And Cultural Environment</b>	<ul style="list-style-type: none"> <li>• Valuing social and cultural diversity</li> <li>• Encouraging social cohesiveness and civic participation.</li> <li>• Encouraging and supporting equity for all community members.</li> <li>• Encouraging inter-connectedness between neighbourhoods.</li> <li>• Promoting distinctive and attractive communities.</li> <li>• Promoting community safety.</li> <li>• Promoting the conservation and appreciation of heritage sites.</li> <li>• Promoting the provision of community facilities and services that meet the needs of the community.</li> <li>• Structure planning and subsequent detailed area planning to establish outcomes that accommodate and enhance community health and wellbeing.</li> </ul>

## ECONOMIC

**“Providing active commercial centres and community hubs that meet the daily and weekly needs of residents and provide employment opportunities that are co-located with local recreation and community facilities”.**



OBJECTIVES	STRATEGIES
<b>Long Term Economic Health</b>	<ul style="list-style-type: none"> <li>• Building on local industry strengths and opportunities.</li> <li>• Encouraging workforce participation and local employment placement.</li> <li>• Promoting investment consistent with strategic vision.</li> <li>• Advocating the provision and enhancement of communications infrastructure.</li> <li>• Promoting business assistance and support networks.</li> <li>• Promoting lifelong learning and targeted industry training.</li> <li>• To provide ample opportunities for sound access to employment nodes via a range of transport modes.</li> </ul>

# GOVERNANCE & CORPORATE ACCOUNTABILITY

**“Creating a commitment to the future of the region”.**



OBJECTIVES	STRATEGIES
<b>People and Government</b>	<ul style="list-style-type: none"> <li>• Promoting inclusive decision-making.</li> </ul>
<b>Good governance – Councillors</b>	<ul style="list-style-type: none"> <li>• Ensure financial sustainability</li> <li>• Provide leadership on behalf of the community</li> <li>• Developing and enhancing partnerships and relationships</li> </ul>

## MEASURES OF SUCCESS

The following measures have been developed to ensure we achieve our objectives and that the work that we have committed to is delivered in our community.

1. **Provision of a variety of lot sizes, housing product and affordability across a range of market sectors.**
2. **Timely and coordinated delivery of open space, pedestrian/cycle paths and access to public transport to cater for resident needs.**
3. **Incorporating water sensitive urban design principles, in accordance with the Western Australian Planning Commission's 'Better Urban Water Management' guidelines (2008).**
4. **Incorporating leading practice urban design in the creation of new neighbourhoods, including allowing for solar passive design and construction of dwellings on new lots.**
5. **Protection of significant landforms and vegetation consistent with EMP and SEWPAC approval.**

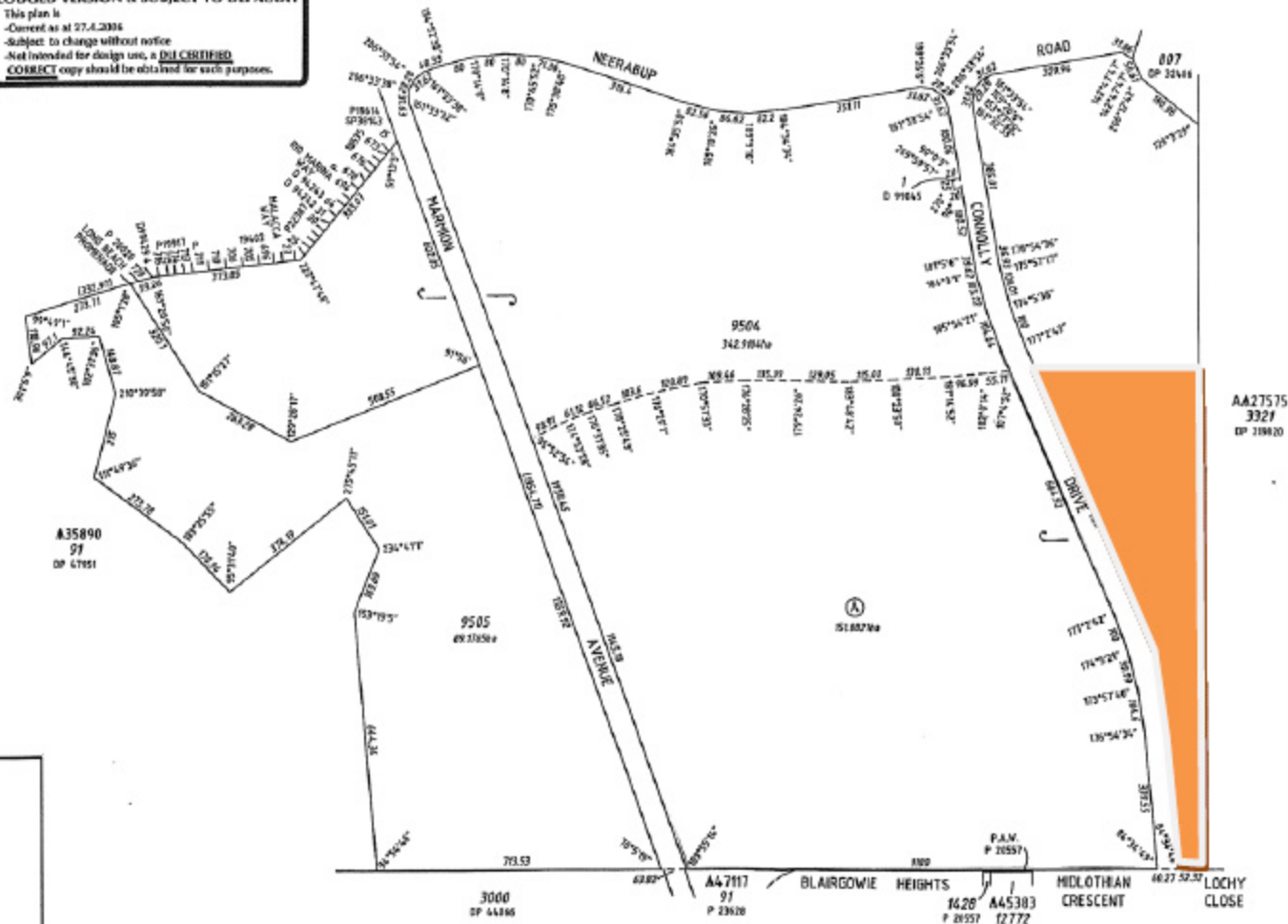
- 6. Development and implementation of initiatives in water sensitive urban design, energy efficiency, recycling accessibility, planning and building design in accordance with targets set in Sustainability Initiatives Plan**
- 7. Early establishment of local community groups and resident's association**
- 8. Deliver a high quality master planned community, demonstrating innovation and best practice to develop the project as a market leader.**

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## **APPENDIX ITEM 9.14**

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## **APPENDIX ITEM 9.15**

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28 March 2013

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony

**Re: CATALINA – Marmion Avenue Intersection Contract**

We are pleased to provide the following recommendation in relation to the appointment of a civil works contractor to the Marmion Avenue / Aviator Boulevard intersection for Catalina.

**Background**

The construction of this intersection is of critical importance to the development due to the increased exposure it will provide to the estate through direct access to Marmion Avenue. The intersection will form the major entrance to the estate for both the Central and Coastal precincts of the estate, and feed traffic directly into the permanent sales office and information centre, and stage 2 display precinct. It is of the utmost importance that the intersection is complete for the opening of the stage 2 display village to ensure orderly traffic flow into the display centre.

Cossill and Webley as project engineers prepared tender documents to undertake the construction of the Marmion Avenue / Aviator Boulevard intersection. The package of works includes earthworks, relocation of an existing water main and construction of a signalised intersection on Marmion Avenue.

The tender was advertised in the West Australian on 16 February 2013 and closed at TPRC offices on 12 March 2013 at 3.00pm.

**Pricing**

Five civil contractors submitted tenders for the Marmion Ave intersection works with Cossill and Webley undertaking an assessment and ranking the submissions. A copy is attached for your perusal.

Order	Tenderer	Amount (Ex GST)
1	Ertech	\$2,111,524.00
2	RJ Vincent	\$2,427,058.18
3	WBHO Civil	\$2,520,704.47
4	VDM Construction	\$2,677,443.36
5	Georgiou	\$3,223,337.74

Ertech and RJ Vincent being the two lowest <sup>Appendix 9-15</sup> tenderers were both requested to provide additional information to quantify their submissions which resulted in their original tender submissions increasing mainly due to increased rock provision and increased traffic management plans.

Contractor	Amount (Ex GST)
Ertech	\$2,497,601.00
RJ Vincent	\$2,670,385.54

Ertech and RJ Vincent received equal scores on Experience, Resources and Safety with RJ Vincent scoring slightly lower than Ertech in the Quality Management by not producing sufficient documentation on the Project Management Plan.

Ertech ranked highest in all selection criteria and submitted a price of \$2,497,601 (excluding GST), including a contingency of \$200,000. The budget for the Marmion Avenue intersection works as approved by TPRC council in June 2012 is \$2,464,968 (including 5% project contingency). It should be noted that the budget was intended to include a number of external service relocations to be undertaken by ATCO (gas line relocation), Telstra and Optus. A reconciliation of the budget to the contract price and the other service authority payments is provided below.

Marmion Avenue Intersection budget FY12 (including 5% contingency) \$2,464,968

Total Budget	\$2,464,968
Less	
Marmion Ave Earthworks	\$515,146.41
Ertech contract price	\$2,497,601
ATCO quote (Gas)	\$41,778
Telstra quote	\$118,926.82
Optus quote	\$112,626.88
Net Balance Budget Available	-\$821,111.11

The reconciliation demonstrates that the total value of the works required to complete the Marmion Avenue intersection is \$821,111.11 over budget. The major components which have led to the budget overrun are an increase in the cost of the water main works along Marmion Avenue from a budget of \$300,000 to a cost of \$458,834 a difference of \$158,834. The intersection construction costs increased due to the configuration and specification requirements by Main Roads, therefore a budget of \$500,000 increased to \$766,011 an additional cost of \$266,011. The cost of relocating the services is \$273,331.70 which has a component budget of \$195,000 allocated for the upgrades, resulting in an additional cost of \$78,331.70.

The December 2012 budget review by the Tamala Park Regional Council approved an increase in the Marmion Avenue Intersection budget (including 5% contingency) to \$3,387,300 which results in the

tender being \$101,221 under budget. The revised budget was based on more detailed plans indicative of the actual works to be undertaken than were referred too in the June 2012 budget.

Earthworks are due to commence on 2 April 2013 with the intersection anticipated to be completed by October 2013. It should be noted that the timing for completion will be subject to the timely completion of works by external service authorities which the TPRC do not have control over, and the approval of the Water Corporation for the shutdown of the Marmion Avenue water main in May 2013.

Ertech have recently upgraded the Marmion Ave / Burns Beach Rd intersection for a competing developer and a signalised intersection on Connolly Drive in Kinross demonstrating a thorough understanding of the challenges to deliver the infrastructure upgrade in a high volume a traffic area.

A concern is access to construction water with the current bore being located in the future Stage 8 public open space being used by RJ Vincent for Stage 8 earthworks and Stage 7 civil construction. RJV has advised that they would be willing to work with another contractor. However, depending on the works being undertaken at the time (earthworks, open trenching, etc) it will be difficult to ensure access to the bore at all times and could cause delays for the contractors.

The landscaping budget for FY14 has provision to install a bore within Stage 10 Public Open Space, south of Aviator Boulevard and could be installed within 12 weeks whilst the earthworks are being completed to the intersection. These costs would not be abortive as they are required for future stages of earthworks and landscaping. A budget of \$80,000 has been allowed.

A site compound will need to be installed within Stage 9 on the Catalina estate due to the constraints along Marmion Avenue and site restrictions of the Biodiversity Conservation Area. The compound will be positioned to ensure minimal impact to the future Stage 9 earthworks program.

#### **Recommendation**

Ertech have demonstrated their ability to deliver similar infrastructure upgrade works and have performed well in terms of timeliness, resources and quality. Satterley Property Group recommends awarding Ertech the Marmion Avenue intersection works contract for the value of \$2,497,601.00 (excluding GST). Satterley Property Group also recommends the immediate application for a bore licence with the bore to be located within Stage 10 at a cost of \$80,000 (excluding GST).

Should you require any further clarification please contact the undersigned.

Yours sincerely



**BRENTON DOWNING**  
SENIOR DEVELOPMENT MANAGER

Cossill & Webley Pty Ltd  
Level 2  
431 Roberts Road  
Subiaco WA 6008  
PO Box 680  
Subiaco WA 6904  
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F (08) 9422 5801  
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27<sup>th</sup> March 2013

6037 SPG -Tender Report - Marmion Ave Civils 130327.doc

Tamala Park Regional Council  
c/- Satterley Property Group  
18 Bowman Street  
SOUTH PERTH WA 6151

**Attention: Mr Brenton Downing**

Dear Brenton

**RE: CATALINA MARMION AVENUE INTERSECTION CIVIL WORKS  
TENDER No. 04/2013  
REPORT ON TENDERS RECEIVED**

We refer to the residential development of Catalina for the Tamala Park Regional Council (TPRC) and the tender for the civil construction works for the signalised intersection of Marmion Avenue and Aviator Boulevard. The following outlines the findings of the review of the tenders received.

## **1. GENERAL**

Contract No. 04/2013 provides for the civil construction services for the new signalised intersection at Marmion Avenue and Aviator Boulevard, and the extension of Aviator Boulevard to connect to existing Stage 2 of the Catalina development. The works include roadworks, stormwater drainage, water reticulation, relocation of a water distribution main, street lighting and underground power facilities. The bulk earthworks for the intersection are to be undertaken under a separate contract by R J Vincent.

The intended program of works is:

TPRC Consider Tender Report at Council Meeting -	18 <sup>th</sup> April 2013
Contract Award -	24 <sup>th</sup> April 2013
Possession of Site and Commencement Date -	Dependent on completion of earthworks and Water Corporation shutdown program.

## **2. TENDER PROCESS**

The Tender for the above works was conducted as an open tender, advertised in the West Australian Newspaper on Saturday 16<sup>th</sup> February 2013. The tender period was between 18<sup>th</sup> February 2013 and 12<sup>th</sup> March 2013.

Seven contractors collected tender documents during the tender period.

Five tender submissions were received at the close of tender in the TPRC offices at 3.00pm on Tuesday 12<sup>th</sup> March 2013 from the following companies:

- Ertech
- Georgiou Group Pty Ltd
- R J Vincent & Co.
- VDM Construction Pty Ltd
- WBHO Civil

The tender is based on general conditions of contract AS 4000-1997 and special provisions prepared for this tender.

### 3. TENDER ANALYSIS

The tender analysis and evaluation was based on the following criteria.

1	Demonstrated experience in similar projects	Based on tenderer's previous experience with works similar to that described	20% Weighting
2	Availability of resources and capacity	Based on tenderer's ability to complete the works in a competent and timely manner	10% Weighting
3	Organisational and Quality Management	Based on tenderer's management/ quality processes and procedures, and applicability to this project	5% Weighting
4	Safety & Environmental Management	Based on tenderer's safety record and safety management plan	5% Weighting
5	Price of Works	Assessment of Tenderer's price and clarifications	60% Weighting

A summary of the review of each of the Selection Criteria follows.

#### Demonstrated Experience (20%)

Consideration was given to the Tenderer's experience in undertaking similar projects during the last five years and a summary statement of track record for completed contracts during the five year period.

Ertech and R J Vincent demonstrated the strongest experience on similar projects scoring 7 out of 10. This was based on Ertech's experience in undertaking works previously along Marmion Avenue, Burns Beach and Connolly Drive, Kinross, and R J Vincent's recent experience in installing signals along Neerabup Road (for Catalina) and further north along Marmion Avenue. It was considered that the Tenderers did not provide adequate demonstration of experience in the construction of water distribution main works.

#### Resources and Capacity (10%)

The Tenderer's ability to demonstrate the availability of resources available to the contractor, and their capacity to complete the tendered works in a competent and timely manner was considered.

Georgiou scored 8 due to their ability to demonstrate the experience of sub-contractors on similar projects which was not clearly demonstrated by other Contractors. WBHO Civil and VDM did not demonstrate that they had the quantity of resources available for the project as the other tenderers.

#### **Organisational and Quality Management (5%)**

Consideration was given to the Tenderer's ability to demonstrate management capabilities, economic stability and insurance details. All Tenderer's provided the required documentation and subsequently scored high for this criteria. It was considered that R J Vincent did not provide sufficient information relating to the requested Project Management Plan and were subsequently scored slightly lower than the others.

#### **Safety and Environmental Management (5%)**

The Tenderer's submission of OSH and Environmental Policy and Management Plans was reviewed. All tenderers submitted the required plans as well as examples of risk assessments and processes all to a very good standard. All tenderers scored 9.

#### **Price of Works (60%)**

Tender prices have been ranked in ascending order as follows:

<b>Order of Tender</b>	<b>Tenderer</b>	<b>Amount (exc GST)</b>
1	Ertech	\$2,111,524.00
2	R J Vincent	\$2,427,058.18
3	WBHO Civil	\$2,520,704.47
4	VDM Construction	\$2,677,443.36
5	Georgiou	\$3,223,337.74

#### **Overall Ranking Assessment**

Following scoring being completed and weightings applied for the Selection Criteria, a Value for Money Index ranking was established by multiplying the Weighted Qualitative Score by the Weighted Price Score. A high Value for Money Index score represents good value for money.

The following table presents the scores achieved by the five tenderers for each of the five selection criteria and the Value for Money Index.

CRITERIA & WEIGHTING (%)	ERTECH		GEORGIU		R J VINCENT		VDM		WBHO CIVIL	
	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE
DEMONSTRATED EXPERIENCE IN SIMILAR PROJECTS (20%)	7	1.4	6	1.2	7	1.4	4	0.8	3	0.6
AVAILABILITY OF RESOURCES AND CAPACITY (10%)	7	0.7	8	0.8	7	0.7	5	0.5	5	0.5
ORGANISATIONAL AND QUALITY MANAGEMENT (5%)	9	0.45	9	0.45	8	0.4	9	0.45	9	0.45
SAFETY AND ENVIRONMENTAL MANAGEMENT (5%)	9	0.45	9	0.45	9	0.45	9	0.45	9	0.45
WEIGHTED QUALITATIVE SCORE		3		2.9		2.95		2.2		2
PRICE (60%)	10	6	6.6	3.96	8.7	5.22	7.9	4.74	8.4	5.04
VALUE FOR MONEY INDEX		18.00		11.48		15.40		10.43		10.08
VALUE FOR MONEY INDEX RANKING		1		3		2		4		5

A further detailed cost assessment of the two highest ranked tenderers from the overall ranking assessment (Ertech and R J Vincent) was undertaken taking into consideration tender qualifications and provisional items so the same requirements for the project were being compared across the two tenders.

#### 4. QUALIFICATIONS, TENDER SUBMISSION QUERIES AND REVISED PRICING

All of the tenderers qualified their tender in some way. These were included within their submissions. Following a review of the tenders received, Ertech and R J Vincent were asked to clarify a number of their qualifications and items in their Schedules of Prices. A key focus was how the requirement for the provision of Guaranteed Maximum Provisional Quantities (GMPQ's) was allowed in the tender, with the tenderers making either no allowance or only a nominal allowance.

The queries to Ertech and R J Vincent were issued on 15<sup>th</sup> March 2013 with responses requested to be provided by 20<sup>th</sup> March 2013. R J Vincent provided their response on this date. However, Ertech did not respond until 27<sup>th</sup> March 2013 thus delaying the review of the final pricing.

The revised prices that have been received are:

<u>Contractor</u>	<u>Amount (exc GST)</u>
Ertech	\$2,497,601.00
R J Vincent	\$2,670,385.54

It is noted that Ertech's price is \$172,784.54, excluding GST, less than R J Vincent's price.

The major increase from the original tenders to the revised pricing is predominantly due to the increase in the allowances for the GMPQ amounts. To provide TPRC with greater certainty regarding the impact of naturally occurring rock on the cost of development, the contractors were requested to nominate Maximum Guaranteed Provisional Quantities for rock in service trenches. This has been successfully implemented in Stages 3 to 7 at Catalina. The calculation of GMPQ's differed significantly between Ertech and R J Vincent with Ertech allowing much smaller volumes

for these quantities. This risk lies with the Contractor as the intent of the GMPQ's is that the tenderer is to calculate maximum quantities of these items and nominate these in the Schedule. The actual quantities are to be surveyed on site and the actual quantities will be certified for payment up to the GMPQ's. If actual quantities exceed the GMPQ's, payment will only be certified up to the GMPQ.

Therefore, if Ertech have made insufficient allowance in their price for these quantities then they are unable to make claim for further volumes. However, if the actual quantities are less than the GMPQ's allowed by Ertech then R J Vincent are penalised in the tender comparison as they allowed greater quantities than Ertech.

For comparison purposes, if the values of the GMPQ's are deleted from the prices, the resulting prices are:

	<u>Ertech</u>	<u>R J Vincent</u>
Price	\$2,497,601.00	\$2,670,385.54
Less GMPQ	(\$124,170.00)	(\$231,031.07)
<b>Price Less GMPQ</b>	<b>\$2,373,431.00</b>	<b>\$2,439,354.47</b>

Therefore, despite eliminating the GMPQ's from the pricing, Ertech remains the lowest tenderer, although the difference between the prices is reduced to \$65,923.47, excluding GST.

(It is noted that the revised price by Ertech of \$2,497,601.00 remains lower than that submitted by WBHO Civil \$2,520,704.47. WBHO Civil did not make allowance for all of the GMPQ's noted in the Schedule of Prices and therefore if they were requested to review these amounts, it is likely that their tender price would increase.)

## 5. FACTORS AFFECTING THE TENDER PRICES RECEIVED

Ertech and R J Vincent included a number of qualifications within their tender submission and through the tender review period. The qualifications that may have a material affect are noted below.

### *Construction water source*

Ertech have advised that they have assumed that they are able to source water from the existing bore in Stage 8, south of the intersection of Neerabup Road and Maroochydore Way. They have assumed that the water will be provided free of charge and available through the existing standpipe.

The ability to access this water will depend upon the works being undertaken in Stage 8 at the time the Marmion Avenue intersection works are proposed to be undertaken. R J Vincent are programmed to commence earthworks in Stage 8 in April 2013 which will make access difficult until about June/July 2013 and it is anticipated that Stage 8 civil construction works will follow immediately the earthworks are completed which will create access difficulties particularly when service trenches are open. Possession of site of this Stage 8 area will be with R J Vincent during the earthworks phase and with the Contractor who is successful in being awarded the civil works for Stage 8.

Subsequently, access to the bore in Stage 8 would need to be negotiated with the Contractor having possession of site of Stage 8 at the time that the Marmion Avenue civil works are undertaken in a manner that will minimise disruption to Stage 8 works.



R J Vincent has also assumed that water can be sourced from the Stage 8 bore which should not create a problem as they will have Possession of Site.

Both Ertech and R J Vincent have noted that they have assumed that a site compound can be established on the eastern side of Marmion Avenue adjacent to the works. Ertech has indicated that they require a fenced compound area of 25m by 25m with additional room for storage of materials. R J Vincent has indicated that they require an area of 15m by 15m within 200m of the works.

**Retention Sums**  
Within the tender document it was requested that retention sums be held as cash, rather than accepting surety bonds or bank guarantees. R J Vincent qualified their tender indicating cash retention would be held until Practical Completion was achieved and then they would substitute the cash retention for a surety bond. The act of providing surety bonds or bank guarantees in lieu of cash is a common practice within the industry and approved within the standard clauses of AS4000.

As noted previously, there is a significant difference in the allowances for GMPQ's between the Ertech and R J Vincent prices, as well as the other tenders received. This creates some difficulties in comparing the tenders given the actual quantities of these items will impact on the final cost. However, it is noted previously that if all of the GMPQ's are deleted, Ertech's price remains the lowest.

In their response to the request for further information, Ertech has included the statement that “we have reassessed the risks on GPMQ which is a term we had not previously experienced and amended our price accordingly. However we would be pleased to discuss the quantum of the GMPQ for any individual item should this opportunity arise”. Given that Ertech's response to the request for further information was only received today, it has not been possible to discuss this further with Ertech.

- Ranked highest or second highest in all selection criteria assessments. They are the highest ranked tenderer overall.

- Tender qualifications were examined in relation to direct financial implications to lump sum and final contract value and were considered not to change the ranking order.
- Ertech is a reputable and relatively large civil contractor in the Perth urban development market.
- Ertech has extensive experience in this corridor including construction of works along Marmion Avenue at Burns Beach and Connolly Drive, Kinross.
- Ertech has an extensive list of equipment and has capacity to undertake the works as tendered.
- The requirement to source water in an area in which another contractor will be working may create logistical issues which will need to be discussed with the other contractor or alternatively arrange for a new bore to be installed.
- A suitable site compound location will need to be determined without impacting on other planned works (civil construction and built form).
- Ertech were particularly tardy in responding to the clarifications sought which subsequently delayed the preparation of this report.
- Ertech are not the Contractor currently undertaking construction works at Catalina which is likely to create some interface issues.

Based on the comparison to construction rates from other recent projects in the City of Wanneroo and previous pricing of these works by R J Vincent as part of the current subdivision works contract, the tender price appears to be competitive in the current environment.

The primary areas of concern that need to be addressed in determining Ertech as the preferred contractor relate to the water source, site compound location and improving responsiveness.

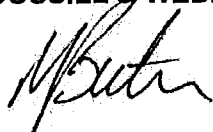
## 7. RECOMMENDATION

On the basis of the above information and our understanding of the development at Catalina, it is recommended that the TPRC takes the following action:

*Awards Contract 04/2013, Catalina Marmion Avenue Intersection Civil Works contract, to Ertech for the lump sum value of **\$2,497,601.00 excluding GST** subject to securing access to a water source to suit the various construction timeframes and determining an appropriate location of the site compound without adversely impacting on subdivision works.*

We trust this report meets your current requirements. Should you have any questions or require additional information, please do not hesitate to contact our office.

Yours faithfully  
**COSSILL & WEBLEY PTY LTD**



**NATHAN BUTSON**  
Associate

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## **APPENDIX ITEM 9.17**

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28 March 2013

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Dear Tony,

**Re: Catalina – 2 Year Civil Contract + 1 year Option**

We are pleased to provide the following recommendation in relation to the appointment of a civil works contractor for the Catalina project for a 2 year period with a 1 year option. For the purpose of pricing the tender was split into 4 separable portions being:

- Stage 8 civil works (53 lots);
- Bulk Earthworks Package A (based on a schedule of provisional quantities);
- Stage 9 civil works (provisional quantities);
- Bulk Earthworks package B (based on provisional quantities).

These separable portions are considered indicative of works to be carried out at Catalina over the next three years.

A tender assessment has been completed by Cossill and Webley, the Catalina project engineers, which is attached to this recommendation.

**Background**

The TPRC placed public notices in the Local Government Public Notices of the West Australian newspaper on Saturday 23 February 2013 advertising a call for tenders, for civil construction works at the Catalina Estate in Clarkson / Mindarie. The contract period was for 2 years with a further 1 year option available as the discretion of TPRC.

The tender period commenced on Monday 25 February 2013 and closed at 3.00pm WST on Tuesday 12 March 2013. Upon closing of the tender period, tenders had been received from the following companies:

- Brierty Limited (Brierty);
- Downer EDI Works Pty Ltd (Downer);
- Georgiou Group Pty Ltd (Georgiou);
- RJ Vincent Civil Infrastructure (RJ Vincent).

The tender included five selection criteria as follows:

- (a) Demonstrated experience in similar projects (20%)
- (b) Availability of resources and capacity (10%)
- (c) Organisational and Quality Management (5%)
- (d) Safety and Environmental Management (5%)
- (e) Price (60%)

Selection Criteria (a), (b), (c) and (d), being qualitative criteria, were assessed by a Panel, with details of the Panel's assessment of these criteria included in Cossill and Webley's assessment. A summary of the total score for Selection Criteria (a) – (d) follows below. Four was the maximum score possible for this assessment.

Order	Tenderer	Selection Criteria (a) – (d) Score
1	RJ Vincent	3.4
2	Georgiou	3.2
3	Downer	3.15
4	Brierty	2.95

### Pricing

Selection Criteria (e) is pricing. At the time tenders closed four civil contractors submitted tenders as follows.

Order	Tenderer	Amount (Ex GST)
1	RJ Vincent	\$8,476,202
2	Georgiou	\$10,317,403
3	Brierty	\$11,867,954
4	Downer	\$12,401,965

RJ Vincent and Georgiou were assessed as the highest ranked tenderers in regard to both qualitative and quantitative assessments. On this basis both contractors were requested to provide additional information to quantify their submissions which resulted in the contractors submitting the following revised prices.

Contractor	Amount (Ex GST)
RJ Vincent	\$8,994,578
Georgiou	\$10,373,895

RJ Vincent's tender price increased primarily because they did not allow for a Guaranteed Maximum Provisional quantity for rock in trenches and because they had excluded a \$200,000 contingency in the stage 8 civil contract by error. Following the completion of Cossill and Webley's assessment RJ Vincent was the highest rank tenderer on both quantitative and qualitative basis, making them the preferred tenderer.

### **RJ Vincent Contract Conditions**

As RJ Vincent were assessed as the preferred tenderer, the following conditions in RJ Vincent's tender are noted:

- RJ Vincent noted that their rates within the earthworks schedule would remain valid for the 2 year period. A 3% increase would apply to the civil rates submitted in the stage 9 schedule for works completed between 24 April 2014 and 23 April 2015. RJ Vincent advised that if their contract was extended into a third year then rates would be negotiated. The increased rates would apply to all works completed after 24 April 2014, even if a construction contract commenced prior to 24 April 2014.
- RJ Vincent qualified their tender advising that cash retention would be held until Practical Completion which would then be substituted for a surety bond.
- RJ Vincent noted payment of power materials by TPRC needs to be received within 28 days of placement of order with Western Power, bringing forward payment by 1-2 months.

### **Budget**

RJ Vincent has submitted a price of \$2,596,625 + GST for the construction of stage 8 civil works. The FY13 budget for the Stage 8 civil works as approved by TPRC Council in June 2012 is \$3,326,600 + GST excluding escalation. Stages beyond stage 8 will be assessed at the time individual contracts for these stages are awarded.

### **Recommendation**

RJ Vincent has constructed all civil and earthworks packages at Catalina to date. They have performed well in terms of timeliness, resources and quality and are very familiar with existing site conditions. Of the four tenders received RJ Vincent have ranked highest in regard to qualitative measures (Selection Criteria (a) – (d)) and quantitative measures (Selection Criteria (e)). RJ Vincent's proposed contract conditions are considered to be of an acceptable standard for a contract of this nature.

On this basis Satterley Property Group recommends that TPRC:

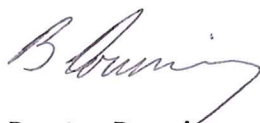
- award a contract to RJ Vincent for a two year period from 24 April 2013 to 23 April 2015, with an option for a one year extension to 23 April 2016 at TPRC's discretion. This appointment would be on the basis that TPRC can award as few or as many Separable Portions as it requires during this period;
- award a contract to RJ Vincent for civil works for the Stage 8 subdivision (Separable Portion 1) for the lump sum of \$2,596,625 + GST;



- award further stages of works during the term of the contract at TPRC's discretion, subject to RJ Vincent's performance;
- request advice from RJ Vincent on any proposed increase in their rates by 30 June 2014, in order for TPRC to assess whether it wishes to exercise the one year option period.

Should you require any further clarification please contact the undersigned.

Yours sincerely

A handwritten signature in dark ink, appearing to read 'B. Downing', with a stylized flourish at the end.

**Brenton Downing**  
Senior Development Manager



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25 March 2013

6037 SPG -Tender Report - Catalina 2013-2015.doc

Tamala Park Regional Council  
 c/- Satterley Property Group  
 18 Bowman Street  
 SOUTH PERTH WA 6151

**Attention: Mr Brenton Downing**

Dear Brenton

**RE: CATALINA EARTHWORKS & SUBDIVISION WORKS  
 TENDER No. 05/2013  
 REPORT ON TENDERS RECEIVED**

We refer to the staged residential development of Catalina for the Tamala Park Regional Council (TPRC) and the tender for earthworks and civil engineering works. Cossill & Webley has summarised the findings of the Tender Evaluation Panel in regards to the tenders received as follows.

## 1. GENERAL

Contract No. 05/2013 provides for the bulk earthworks and construction of the associated subdivision works for a contract period of two years with a further 1 year option at the discretion of the TPRC. The works include earthworks, retaining walls, roadworks, stormwater drainage, sewerage reticulation, water reticulation, communications, street lighting and underground power facilities.

The tender pricing was split into four Separable Portions. The Separable Portions are:

- (1) Stage 8 Civil Works (53 lots)
- (2) Bulk Earthworks Package A (based on a schedule of provisional quantities)
- (3) Stage 9 Civil Works (nominally 46 lots – based on a schedule of provisional quantities)
- (4) Bulk Earthworks Package B (based on a schedule of provisional quantities)

The tender required all four Separable Portions to be summed to arrive at a "Lump Sum Total". The comparative lump sum total provides a means to assess the tender price component of the tender assessment.

At the time of the tender, design drawings were available for the Stage 8 subdivision works only. Pricing of other Separable Portions has been based on provisional quantities and the specifications prepared by Cossill & Webley Pty Ltd. The tenderers were able to identify the approximate stage location and boundary for all stages from the staging plan provided, see the attached copy of Drawing No. 6037-00-SK27.

The tender makes the award for Stage 8 only possible, or for a number of stages to the same contractor over time. The award of further stages of work would be subject to the ongoing satisfactory performance of the contractor, the acceptance and award by the TPRC for each individual Separable Portion with lump sums determined using the rates tendered at this time and quantities derived from design drawings when complete for each new stage.

The intended program of works results in the following:

TPRC Consider Tender Report at Council Meeting  
 Contract Award  
 Possession of Site and Commencement Date – Stage 8

18<sup>th</sup> April 2013  
 24<sup>th</sup> April 2013  
 8<sup>th</sup> May 2013

## 2. TENDER PROCESS

The Tender for the above works was conducted as an open tender, advertised in the West Australian Newspaper on Saturday 23<sup>rd</sup> February 2013. The tender period was between 25<sup>th</sup> February 2013 and 12<sup>th</sup> March 2013.

Seven contractors collected tender documents during the tender period.

Four tender submissions were received at the close of tender in the TPRC offices at 3.00pm on Tuesday 12<sup>th</sup> March 2013 from the following companies:

- Brierty Limited
- Downer EDI Works Pty Ltd
- Georgiou Group Pty Ltd
- R J Vincent & Co.

The tender assessment has been undertaken by a Tender Evaluation Panel, comprising the TPRC Senior Project Officer, the Senior Development Manager from Satterley Property Group as project managers for TPRC and two engineers from Cossill and Webley. TPRC's Probity Auditors, Stantons International, attended the assessment review panel meeting held on 14<sup>th</sup> March 2013.

The tender is based on general conditions of contract AS 4000-1997 and special provisions prepared for this tender.

## 3. TENDER ANALYSIS

The tender analysis and evaluation was based on the following criteria, with the tenderers receiving a ranking against each of the items based on scores determined by the evaluation panel.

1	Demonstrated experience in similar projects	Based on tenderer's previous experience with works similar to that described	20% Weighting
2	Availability of resources and capacity	Based on tenderer's ability to complete the works in a competent and timely matter	10% Weighting
3	Organisational and Quality Management	Based on tenderer's management/ quality processes and procedures, and applicability to this project	5% Weighting
4	Safety & Environmental Management	Based on tenderer's safety record and safety management plan	5% Weighting
5	Price of Works	Assessment of Tenderer's price and clarifications	60% Weighting



A summary of the Panel's review of each of the Selection Criteria follows.

### **Demonstrated Experience (20%)**

The Panel considered the Tenderer's experience in undertaking similar projects during the last five years and a summary statement of track record for completed contracts during the five year period.

The Panel considered R J Vincent demonstrated the strongest experience on similar projects scoring 9 out of 10. This was based on R J Vincent's significant recent experience on similar projects at Catalina, Burns Beach and Brighton. Georgiou scored 8 due to their extensive experience across metropolitan Perth including Amberton Estate and Ellenbrook. The difference in score related primarily to R J Vincent having superior experience in the immediate vicinity of the Catalina project. Brierty and Downer both scored 7 and were considered to have good experience on similar projects.

### **Resources and Capacity (10%)**

The Panel considered the Tenderer's ability to demonstrate the availability of resources available to the contractor, and their capacity to complete the tendered works in a competent and timely manner.

Downer scored 8 due to their ability to demonstrate they had uncommitted plant which they could use on the Catalina project. Brierty, Georgiou and R J Vincent all scored 7 and demonstrated they had the capacity to complete the tendered works.

### **Organisational and Quality Management (5%)**

The Panel considered the Tenderer's ability to demonstrate management capabilities, economic stability and insurance details. Downer scored 10 as they provided high quality documentation addressing all of the requested information. Georgiou and RJ Vincent also provided all of the required documentation and scored 9. Brierty scored 8, having provided a very good response, with the exception of a project management plan.

### **Safety and Environmental Management (5%)**

The Panel considered the Tenderers submission of OSH and Environmental Policy and Management Plans. All tenderers submitted the required plans as well as examples of risk assessments and processes all to a very good standard. The Panel scored all tenderers 9.

### **Price of Works (60%)**

Tender prices have been ranked in ascending order as follows:

Order of Tender	Tenderer	Amount (exc GST)
1	R J Vincent	\$8,476,202.26 **
2	Georgiou	\$10,317,403.15
3	Brierty	\$11,867,954.45
4	Downer	\$12,401,695.82

\*\* RJ Vincent's tender price was found to have excluded by error the \$200,000 contingency allowed in the Stage 8 civil works separable portion. For comparative purposes this would increase their lump sum to \$8,676,202.26, excluding GST.

### Overall Ranking Assessment

Following scoring being completed and weightings applied for the Selection Criteria, a Value for Money Index ranking was established by multiplying the Weighted Qualitative Score by the Weighted Price Score. A high Value for Money Index score represents good value for money.

The following table presents the scores achieved by the four tenderers for each of the five selection criteria and the Value for Money Index.

CRITERIA & WEIGHTING (%)	BRIERTY		DOWNER		GEORGIU		RJ VINCENT	
	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE	SCORE (OUT OF 10)	WEIGHTED SCORE
DEMONSTRATED EXPERIENCE IN SIMILAR PROJECTS (20%)	7	1.4	7	1.4	8	1.6	9	1.8
AVAILABILITY OF RESOURCES AND CAPACITY (10%)	7	0.7	8	0.8	7	0.7	7	0.7
ORGANISATIONAL AND QUALITY MANAGEMENT (5%)	8	0.4	10	0.5	9	0.45	9	0.45
SAFETY AND ENVIRONMENTAL MANAGEMENT (5%)	9	0.45	9	0.45	9	0.45	9	0.45
WEIGHTED QUALITATIVE SCORE		2.95		3.15		3.2		3.4
PRICE (60%)	7.5	4.5	7	4.2	8.5	5.1	10	6
VALUE FOR MONEY INDEX		13.275		13.23		16.32		20.40
VALUE FOR MONEY INDEX RANKING		3		4		2		1

A further detailed cost assessment of the two highest ranked tenderers from the overall ranking assessment (R J Vincent and Georgiou) was undertaken taking into consideration tender qualifications and provisional items so the same requirements for the project were being compared across the two tenders.



This process confirmed R J Vincent as the highest ranked tenderer overall.

An assessment of the R J Vincent tender also noted the following:

- Ranked highest or second highest in all assessments.
- Tender qualifications were examined in relation to direct financial implications to lump sum and final contract value and were considered not to change the ranking order.
- R J Vincent are the current contractor on site and are therefore experienced in the site conditions expected to be encountered on site.
- R J Vincent is a reputable and relatively large civil contractor in the Perth urban development market.
- R J Vincent has extensive experience in this corridor including Catalina and at Burns Beach Estate, Brighton, Capricorn Village, Marmion Avenue Extension Butler to Yanchep and Shorehaven.
- R J Vincent has an extensive list of equipment and has capacity to undertake the works as tendered.

#### 4. QUALIFICATIONS AND TENDER OMISSIONS

The tender document specified a set of documents to be included with the tender submission. All tenderers submitted this documentation. In addition, one addendum was issued during the tender period. Each tenderer acknowledged receipt of this addendum during the tender period.

All of the tenderers qualified their tender in some way.

R J Vincent's qualifications were listed in their original tender submission as follows:

1. We have priced stage 8 as a standalone stage to offer the most competitive rates possible. These rates are only applicable for stage 8 based on the timing indicated in the tender document.
2. We have priced stage 9 as a typical 50 lot stage. The rates within this schedule are valid 24<sup>th</sup> April 2013 – 23<sup>rd</sup> April 2014. A 3% increase will apply to this schedule for works completed 24<sup>th</sup> April 2014 – 23<sup>rd</sup> April 2015. We would like to negotiate a 3<sup>rd</sup> year if successful.
3. Rates within the earthworks schedules are valid 24<sup>th</sup> April 2013 – 23<sup>rd</sup> April 2015.
4. Cash retentions are held as security up until practical completions thereafter, defects liability to be surety bond as per current arrangement.
5. Headworks charges and connection fees payable to utilities have not been included unless otherwise noted. No allowance has been made for attendance by spotters / representatives from utilities / authorities unless specifically noted.
6. Please note that we have made allowance for Dustrak dust monitors with solar enclosures as per our previous works onsite.
7. Please note that we have allowed to draw construction water from an existing bore / soak on the basis that an extraction licence has been obtained by the Principal. If an extraction licence needs to be obtained we note that this can take up to 10 weeks for approval, and approval is not necessarily guaranteed. No allowance has been made to develop a new bore.
8. We have assumed that all sand required for bedding and backfill of all services is available from excavations onsite.
9. Please note that Western Power Materials rates are based on the March 2013 WP Materials Price List. The cost of materials for power is subject to change monthly and any increase in these costs from the date of tender to the date of purchasing these materials will be passed onto the client.
10. Please note that payment of Power materials needs to be received within 28 days of placement of our order with Western Power. Advance notice can be provided prior to placing our order to allow sufficient time to organize payment.

11. Earthing for switchgear and transformers has been allowed within our submission based on the standard earthing rods that are supplied with these units, installed by percussion hammer. Any additional earthing or drilling required to achieve the required Western Power 1 ohm resistance will be claimed as a variation.
12. We have assumed the current location of the compound will be suitable for future works.
13. We have assumed that the wind fencing in place during the stage 8 bulk earthworks will be suitable for the stage 8 civil works.
14. We have assumed that any rubbish to be removed under earthworks item 1.8 will be inert debris and accepted at a class 1 facility.
15. We have allowed to use road trucks to transport material across Connolly Drive.
16. We note that disposal rates for items such as topsoil, mulch and building rubbish are charged by the truck load and will be verified by truck dockets.
17. No allowance has been made for tactile pavers.
18. For stage 8 we have given a rate only for rock excavation and screening items as a maximum provisional quantity calculated on the basis of current practice at Catalina between RJV and Cossill & Webley is not privy to other tenderers.
19. We have allowed for galvanized handrails in stair entries.
20. No allowance has been made to transport any unsuitable trench excavated material offsite.
21. No letterbox units have been allowed for lots 459 to 465 as stated.
22. Stairway lights are assumed to be 1 at the lowest tread and an extra light every 4<sup>th</sup> tread, inside wall only. No light has been allowed for at the top step where the number of steps is not divisible by 4.

## 5. REVISED PRICING

Following the close of the tender, R J Vincent was requested to provide clarification on a number of schedule items and qualifications. They subsequently submitted an updated schedule and list of qualifications on 20<sup>th</sup> March 2013, a copy of which is enclosed. The revised price breakdown is, excluding GST:

<u>Separable Portion</u>	<u>Amount</u>
Stage 8 Civil Works (Separable Portion 1)	\$2,596,625.26
Bulk Earthworks Package A (Separable Portion 2)	\$2,633,562.42
Stage 9 Civil Works (Separable Portion 3)	\$2,910,381.91
Bulk Earthworks Package B (Separable Portion 4)	<u>\$854,008.90</u>
<b>TOTAL</b>	<b>\$8,994,578.49</b>

The primary area of price increase relates to the inclusion of Guaranteed Maximum Provisional Quantities relating to rock in trenches which had previously been omitted.

Georgiou Group was also requested to review their tender and their revised priced is, excluding GST:

<u>Separable Portion</u>	<u>Amount</u>
Stage 8 Civil Works (Separable Portion 1)	\$2,971,497.88
Bulk Earthworks Package A (Separable Portion 2)	\$3,264,020.17
Stage 9 Civil Works (Separable Portion 3)	\$3,111,932.72
Bulk Earthworks Package B (Separable Portion 4)	<u>\$1,026,444.60</u>
<b>TOTAL</b>	<b>\$10,373,895.37</b>

Georgiou Group amended their pricing to include provisional quantities for rock in trenches in their revised tender. However, the quantities were not Guaranteed Maximum Provisional Quantities, and Georgiou noted they would not accept the risk and were unwilling to accept the term "Guaranteed Maximum Provisional Quantity" and requested that it be omitted from the Conditions of Contract.



The changes to the price schedules submitted by R J Vincent and Georgiou did not affect the tender evaluation result.

R J Vincent also amended their qualifications. They removed Qualifications 18 and 19, and included two additional qualifications being:

23. We would like to note that we believe that the quantities for rock excavation and screening items provided in stage 9 are distorted from what would actually be claimed from site works and we trust that this will be considered when reviewing tenders. If sand is available onsite for all bedding and backfill the screening process would not be necessary and this would give a saving of \$114,880 on stage 9. We have still provided the screening rate in our tender as it was requested.
24. Electrical consultant supervision fees are priced based on power plans. As we have not been provided with one we suggest a provisional sum of \$5000 could be applied.

Qualification 23 outlines a potential cost saving for Stage 9. This will be dependent on the design of this stage, the material encountered within trenches and the material available at the time for backfilling of trenches. We suggest that for the purposes of the tender comparison that the price relating to trench material remains unchanged.

Qualification 24 notes that R J Vincent has not made an allowance for electrical supervision fees. These can only be determined once an electrical drawing is available. A drawing was not available at the time of tender. Rather than amending the price to include an additional Provisional Sum, we suggest that the allowance in the pricing schedule relating to possible modifications to the electrical drawings and the Stage 8 contingency sum will be sufficient to cover this cost.

## 6. FACTORS AFFECTING THE TENDER PRICES RECEIVED

### *Tender validity period and rate increase*

RJ Vincent has noted in Qualifications 2 and 3 the rate validity period they have allowed. They have assumed the commencement date for a contract is 24<sup>th</sup> April 2013 to 23<sup>rd</sup> April 2015. They have indicated their rates within the earthworks schedule will remain valid for this full two year period. They have advised they will apply a 3% increase to civil works rates (those rates included within the Stage 9 civil works schedule) for works completed 24<sup>th</sup> April 2014 to 23<sup>rd</sup> April 2015. They have indicated should the contract term be extended into a third year then rates would be negotiated.

It is important to note the 3% increase proposed by R J Vincent applies to works completed after 24<sup>th</sup> April 2014, not works awarded after 24<sup>th</sup> April 2014. Therefore, it is likely a stage of construction will be underway when this rate increase is applied and those works not completed by 24<sup>th</sup> April 2014 will have the annual increase applied. It is suggested that this can be dealt with through the inclusion of a Provisional Sum in the pricing for any stages likely to be constructed over the anniversary date. This process is a common approach for term contracts in which a percentage increase is applied.

Other Contractors submitted similar qualifications. Georgiou indicated their rates are fixed for 12 months but the second year rates would need to be agreed (Georgiou subsequently advised they would apply a 3% increase for the second year, similar to that proposed by R J Vincent). Brierty advised their rates are fixed until March 2014 with a 3% increase for works between April 2014 and March 2015, and a 6% increase for works between April 2015 and March 2016. Downer did not qualify their tender in this regard.



### *Retention Sums*

Within the tender document it was requested that retention sums be held as cash, rather than accepting surety bonds or bank guarantees. R J Vincent qualified their tender indicating cash retention would be held until Practical Completion was achieved and then they would substitute the cash retention for a surety bond. R J Vincent were requested to reconsider this position but subsequently advised that they would not amend this qualification.

Georgiou qualified their tender also advising they would provide insurance bonds as security rather than cash retention. Georgiou subsequently advised that should cash retention be held rather than the provision of a bank guarantee then the additional cost would be \$81,000. This cost has not been included in Georgiou's price.

The act of providing surety bonds or bank guarantees in lieu of cash is a common practice within the industry and approved within the standard clauses of AS4000.

### *Western Power Materials and Payment*

R J Vincent has included qualifications indicating they cannot hold Western Power material rates and any increase in costs will be passed onto the Client. R J Vincent have provided a breakdown of the power rates into Western Power material rates and R J Vincent labour rates so the impact of any change to Western Power rates can be checked and calculated accordingly.

R J Vincent has also noted payment of power materials needs to be received within 28 days of placement of order with Western Power. This brings forward the payment of these materials by TPRC by a month or two from typical payment terms but does not have a material impact on the comparison of the price submitted by R J Vincent to other tenderers.

### *Compound Location*

R J Vincent has assumed that the existing compound can be used for future stages. This will be a decision to be made by TPRC from a development timing perspective and marketing perspective. During the tender review period, R J Vincent was requested to advise of the cost of establishing a new compound. They advised the cost would be \$26,093.40, excluding GST, for a 50m by 100m compound and assuming that the compound location is in a limestone area therefore not requiring the importation of material for hardstand and also that it is accessible by service trucks. Again, if this price was added to R J Vincent's tender it does not affect the ranking of the tenders received.

### *Trench Excavation in Rock – Maximum Guaranteed Provisional Quantities*

To provide TPRC with greater certainty regarding the impact of naturally occurring rock on the cost of development, the contractors were requested to nominate Maximum Guaranteed Provisional Quantities for rock in service trenches. This has been successfully implemented in Stages 3 to 7 at Catalina.

Neither R J Vincent, Georgiou nor Brierty included these quantities in their tenders, instead simply indicating a rate only for these works. During the tender assessment period, R J Vincent and Georgiou were requested to submit this information including revised schedules. These allowances have been included in the pricing outlined in Section 5 of this report (although as noted previously, Georgiou's quantities are not Maximum Guaranteed Provisional Quantities).

By including these Maximum Guaranteed Provisional Quantities has not altered the order of pricing and does not affect the ranking of Contractors. However, it does allow a more accurate understanding of the cost of works, particularly the Stage 8 civil works Separable Portion.

#### *Additional Items Included in Schedule of Prices*

All Separable Portions based on a schedule of provisional quantities have included items which may not be used on every stage of construction or may not be used at all during the contract period. The additional items have been included in the event works of this type are encountered during the contract period. Consequently, the submitted tender price may not be an accurate indication of actual costs for each separable portion.

## **7. SUMMARY**

R J Vincent has ranked highest or second highest in all selection criteria including submitting a tender price considerably lower than the next lowest received. Whilst their price is substantially lower than the other tenderers, they are experienced with the site conditions and have not made any notable omissions to their tender price. They have committed suitably experienced personnel to the project being those already operating on site and confirmed they have the resources available to continue to undertake the works within the nominated contract periods.

Based on the comparison to construction rates from the previous civil construction term contract and other recent projects in the City of Wanneroo, the tender price appears to be competitive in the current environment.

The tender document allows for the award of the contract for a period until 23<sup>rd</sup> April 2015 and a further one year at the discretion of the TPRC, with each portion of work to be priced based on the tendered rates subject to the satisfactory ongoing performance of the contractor.

As discussed in previous advice to the TPRC and Satterley Property Group, for a project such as Catalina expected to develop at a rate requiring overlapped development stages, we would recommend engaging the civil contractor on a long duration fixed rates contract such as the potential available with this contract. This will allow for overlap of staged works, rapid commencement of stages to meet market demand, flexibility in programming and cost effective construction with rates reflecting the large quantity of work over the extended two year period. This approach has successfully been adopted in the past at Catalina and at projects such as Brighton, Ellenbrook, Capricorn Village, Alkimos, Amberton and on other similar sized developments.

The tender document was based on the development of approximately 200 residential allotments per year. The tender document stipulates that the actual quantity of work will be dependent on market conditions. The document also provides that subject to the ongoing satisfactory performance of the contractor, during the execution of each separable portion of the contract, the successful tenderer may be invited to carry out further civil works at Catalina for the contract period. The Principal reserves the right to terminate the contract at any time should the contractor be unable to meet the requirements of the Principal in programs, standards of work and finish.

Each new portion of work will be designed and documented for pricing by the contractor (based on the current tendered rates) with approval of the separable portion's lump sum price by the TPRC prior to the commencement of any new stage of works.

R J Vincent's tender price and the overall assessment ranking does not change even if the TPRC proceed with just the Stage 8 subdivision works or all works as tendered during a two year contract period.



## 8. RECOMMENDATION

On the basis of the above information and our understanding of the development at Catalina, the Tender Evaluation Panel recommends the TPRC takes the following action:

1. Awards Contract 05/2013, Catalina Earthworks and Subdivision Works, fixed rates contract to R J Vincent for a period of two years from 24<sup>th</sup> April 2013 to 23<sup>rd</sup> April 2015 with an option to extend it a further one year to 23<sup>rd</sup> April 2016 at the sole discretion of the TPRC, with the understanding the TPRC can award as few or as many Separable Portions of work as necessary to satisfy the TPRC's requirements. The rates within the Stage 9 schedule are to be held until 23<sup>rd</sup> April 2014 and a 3% increase is to be applied to the schedule for works completed between 24<sup>th</sup> April 2014 and 23<sup>rd</sup> April 2015. The earthworks schedule items are to be fixed from 24<sup>th</sup> April 2013 to 23<sup>rd</sup> April 2015.
2. Award the initial works described as Separable Portion One (Stage 8 Subdivision Civil Works) for the amended lump sum value of \$2,596,625.26 excluding GST subject to obtaining the appropriate statutory approvals.
3. Award further stages of works during the term of this contract at the absolute discretion of the TPRC. To the extent that is practically possible, the lump sum values are to be based on quantities measured off completed design drawings and the tendered rates from this tender. At the time of considering the award of further stages the TPRC may take into account the market conditions, the contractor's performance and any other factors the TPRC may choose to consider.

We trust this report meets your current requirements. Should you have any questions or require additional information, please do not hesitate to contact Mr Craig Hansen or the undersigned.

Yours faithfully  
**COSSILL & WEBLEY PTY LTD**



**NATHAN BUTSON**  
Associate

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## **APPENDIX ITEM 9.18**

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Your ref: N/A  
Our ref:

19 April 2013

Hon. Anthony (Tony) James Simpson MLA  
Minister for Local Government; Community Services; Seniors and Volunteering; Youth  
Department of Local Government  
GPO Box R1250  
PERTH WA 6844

Dear Minister

**SUBMISSION ON THE METROPOLITAN LOCAL GOVERNMENT REVIEW PANEL  
REPORT (MLGRPR)**

At its meeting of 18 April 2013 the Tamala Park Regional Council resolved to lodge the following submission on the Metropolitan Local Government Review Panel Report (MLGRPR).

The Council does not support recommendation 16 of the MLGRPR, in its current form, which states;

- '11 The existing Regional Local Governments in the metropolitan area be dissolved, their provisions in the *Local Government Act 1995* be repealed for the metropolitan area and a transitional plan for dissolving the existing bodies in the metropolitan area be developed'.

The Tamala Park Regional Council (TPRC) is the corporate entity representing the interests of seven local governments in the urban development of 170 hectares of land in Perth's northern suburbs of Clarkson and Mindarie. The Council was established by proclamation in the Government Gazette on 3 February 2006.

The TPRC was established to specifically manage and develop a substantial landholding jointly owned by the following seven member local governments; Town of Cambridge, City of Joondalup, City of Perth, City of Stirling, Town of Victoria Park, City of Vincent and City of Wanneroo. When the land is fully developed, expected in 2025, the TPRC will have completed its Charter and will cease to exist.

The TPRC is concerned that recommendation 16 of the MLGRPR does not recognise the unique position of TPRC and its limited tenure. The MLGRPR acknowledged that 'the land development activities of the Tamala Park Regional Council would continue for at least another ten years and *"would need to continue under some arrangement"*. The TPRC believes that sufficient safeguards need to be in place to maintain the financial interests of the seven local government participants.

Yours sincerely

Tony Arias  
CHIEF EXECUTIVE OFFICER

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**Please address all correspondence to:**

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