

3rd BUILDING AND FINANCING LOCAL GOVERNMENT INFRASTRUCTURE CONFERENCE

A TWO-DAY NATIONAL CONFERENCE WITH MASTERCLASS INCLUDED

APRIL 6-7, 2006 Stamford Plaza, 33 Cross Street, Double Bay, Sydney

SPEAKERS FROM:

- NSW DEPARTMENT OF LOCAL GOVERNMENT
- MADDOCKS
- INFRASTRUCTURE PARTNERSHIPS AUSTRALIA
- PROJECTS + INFRASTRUCTURE
- SPRINGFIELD LAND CORPORATION
- PRICEWATERHOUSECOOPERS
- KINGSWAY FINANCIAL ASSESSMENTS
- INCOLL MANAGEMENT PTY LTD
- EMOLEUM MAINTENANCE
- AQUA PROJECTS

CASE STUDIES:

- WOLLONGONG CITY COUNCIL
- BASS COAST SHIRE COUNCIL
- CITY OF CHARLES STURT
- MORNINGTON PENINSULA SHIRE COUNCIL
- TOWNSVILLE CITY COUNCIL
- WARRINGAH COUNCIL

Networking drinks to be held at the close of Day One on Stamford Plaza's Rooftop pool and deck

Conference Dinner on April 6 to be held at the Courtyard Terrace

Following on from the success of the 2004 and 2005 Building and Financing Local Government Infrastructure conferences, the 2006 Conference with associated Masterclass will explore new financing, legal and project management developments which will aim to provide practical, concrete solutions to help participants to finance the ever-growing local government infrastructure needs. Expanding populations, rising expectations and demographic shifts are placing councils across Australia under constant pressure to explore novel ways of meeting these infrastructure demands.

The 2006 conference will draw on a range of case studies by councils which have responded to these demands with innovative solutions in the areas of debt financing, PPPs (big and small), project management and in partnering arrangements with the private sector. Top speakers from the private sector and from local government will review developments in financial risk management, cost-effective community solutions, PPP project management and financial risk, probity and government issues and tax and legislative developments.

Key Speakers include:

Invited and confirmed speakers at the 3rd annual Building and Financing Local Government Infrastructure conference include:

Ross Woodward, Deputy Director-General, NSW Department of Local Government

David Jay OAM, Chairman, LG Infrastructure Services

Peter Seamer, CEO, City of Sydney

Josh Marchant, Partner, Construction & Major Projects, Maddocks

Maha Sinnathamby, Chairman, Springfield Land Corporation

Greg Incoll, CEO, Incoll Management Pty Ltd

Streamed Masterclasses:

- Documenting commercial arrangements and minimising risks
- Adding value with PPPs

Participants will be asked in advance to provide details of legal or financing issues in building and financing infrastructure to which the masterclass facilitators will respond within the sessions.

Strategic Conference Partner:



Maddocks

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BUILDING AND FINANCING LOCAL GOVERNMENT INFRASTRUCTURE 2006

DAY 1: Thursday 6 April 2006

8.30 Registration & Morning Coffee

9.00 KEYNOTE ADDRESS: HARNESSING SKILLS AND KNOWLEDGE FOR LOCAL GOVERNMENT INFRASTRUCTURE

- ▶ State Governments' responses to the growing use of PPPs at local government level
- ▶ Lessons from the 4Ps model in the UK
- ▶ Building common approaches to issues such as bidding processes and the standardisation of risk allocation and contract clauses
- ▶ Steps required to reduce PPP bid costs on a national scale

David Jay OAM, Chairman LG INFRASTRUCTURE SERVICES

9.20 PARRAMATTA CITY COUNCIL'S CIVIC PLACE: A KEY PART OF SYDNEY'S METROPOLITAN STRATEGY

- ▶ Aligning State and Local Government objectives in the CBD renewal project
- ▶ Key criteria for the private developer in funding community infrastructure
- ▶ Addressing tomorrow's infrastructure requirements today and mapping the phases of development
- ▶ Implementing projects of this scale

Greg Incoll, CEO, INCOLL MANAGEMENT PTY LTD and PROJECT DIRECTOR, PARRAMATTA CIVIC PLACE

10.00 PANEL DISCUSSION WITH LOCAL GOVERNMENT CEOs - INSIGHTS INTO DECISION-MAKING PROCESSES WITHIN COUNCIL, AND AREAS FOR ENHANCED SUPPORT FROM STATE AUTHORITIES

Panellists to include Peter Seamer, CEO, CITY OF SYDNEY

10.45 Morning Tea

11.15 MANAGING RISKS AND DISPUTES DURING INFRASTRUCTURE PROJECT DELIVERY

- ▶ Reducing risks in the procurement process
- ▶ Document management and preparation to minimise disputes
- ▶ Project administration - identifying issues early and choosing appropriate management strategies
- ▶ Dispute resolution - preferred forms of dispute resolution and alternative dispute resolution

Josh Marchant, Partner, Construction & Major Projects, MADDOCKS

12.15 WOLLONGONG COUNCIL'S CITY BEACH REDEVELOPMENT: A COST-EFFECTIVE ECONOMIC DEVELOPMENT SOLUTION

- ▶ The Design Brief and Phases of Development
- ▶ Lease back arrangements and area allocation
- ▶ Council's role in maintaining public amenity
- ▶ Enhanced employment prospects with additional revenue to Wollongong businesses and suppliers
- ▶ Further tourism development planned by Wollongong as a result of the successful partnership

Wayne Douglass, Assistant Manager, Property Division, WOLLONGONG CITY COUNCIL

12.45 Lunch

1.45 COLLABORATING WITH REGIONAL COUNCILS TO IDENTIFY INFRASTRUCTURE NEEDS AND BUNDLE PROJECTS

- ▶ The Regional Business Investment Ready Program (RBIRP) and its project mix involving local roads, council offices, community swimming pools and the conversion of saleyards
- ▶ Formation of an Assessment Panel
- ▶ Bundling individual projects across a number of municipalities into a single contract

Speaker to be confirmed

2.15 CASE STUDY: SHIRE OF BASS COAST LEVYING LOCAL RESIDENTS TO FINANCE THE CONSTRUCTION OF NEW COMMUNITY INFRASTRUCTURE

- ▶ Servicing the shire's rapid population growth
- ▶ Introducing three special charge schemes as the primary means of financing the sealing of the remaining 200 km of gravel and construction of extensive drainage and stormwater infrastructure
- ▶ Setting a model and formula for charging residents who directly benefit from the new infrastructure
- ▶ Taking existing legislation and infrastructure guidelines into account

Steven Piasente, Engineering Services Manager, BASS COAST SHIRE COUNCIL

2.45 CITY OF CHARLES STURT - USING DEBT TO FINANCE ROAD UPGRADES

- ▶ Spreading long-term pay back for current and future beneficiaries.
- ▶ Integrating works into a larger asset framework
- ▶ Equitable intergenerational asset replacement and financial strategies
- ▶ Using loan borrowings to deliver properly defined and targeted capital works programs

Stan Robb, Principal Engineer, CITY OF CHARLES STURT

3.15 Afternoon Tea

3.35 LOCAL GOVERNMENT INFRASTRUCTURE – CHOICES AND DECISIONS

- ▶ Procurement Model – Partnering versus Tendering – Is tendering the way to get the best project outcome?
 - ▶ Development Management – Is this a different discipline from project management, development management activities and processes?
 - ▶ Project Teams – resourcing the project on both sides, selecting advisers, continuity of resources
 - ▶ Commercial Arrangements – PPP vs market model, impact on project risk profiles, documentation and bankability
- Dr Robert Woolf, Managing Director, PROJECTS + INFRASTRUCTURE HOLDINGS*

4.15 DEVELOPING A MODEL FOR THE EVALUATION OF PUBLIC PRIVATE PARTNERSHIPS

- ▶ Evaluating the merit and worth of PPPs
- ▶ The risk of risk
- ▶ Can the claimed benefits be realised?

Lea Rosser, Director, Corporate Services, WARRINGAH COUNCIL

4.40 CLOSE OF CONFERENCE DAY ONE - PricewaterhouseCoopers Networking Drinks

7.30 Maddocks Conference Dinner

BUILDING AND FINANCING LOCAL GOVERNMENT INFRASTRUCTURE 2006

DAY 2: Friday 7 April 2006

9.00 Opening Remarks from the Chair

9.05 KEYNOTE SPEECH: NSW LEGISLATION IN RELATION TO LOCAL GOVERNMENT INFRASTRUCTURE PARTNERSHIPS

- ▶ Scope of the Director-General's Guidelines
- ▶ Role of the Local Government Project Review Committee (PRC)
- ▶ Audit and compliance procedures

Ross Woodward, Deputy Director-General,
NSW DEPARTMENT OF LOCAL GOVERNMENT

9.30 CASE STUDY: MORNINGTON PENINSULA SHIRE COUNCIL'S ALTERNATE ROAD MANAGEMENT DELIVERY MODEL

- ▶ Integration of the routine and cyclic maintenance road network management tasks into a single long-term contract
- ▶ Emphasis on "whole of life" focus rather than a task-driven approach
- ▶ Provision of an accelerated capital works and accelerated reseal program
- ▶ Smoothing the repayment schedule and annually adjusting the schedule of rates for civil works projects
- ▶ Realising cost savings resulting from more efficient management of the activities by a single contractor

Bruce Douglas, Director Sustainable Infrastructure,
MORNINGTON PENINSULA SHIRE COUNCIL
Stuart Torpy, General Manager, EMOLEUM
MAINTENANCE

10.00 CASE STUDY: TOWNSVILLE CITY COUNCIL'S CLEVELAND BAY TREATMENT PLANT PPP

- ▶ Waste water treatment plant upgrade of capacity and reduction of effluent nitrogen concentration
- ▶ The process in using the PPP framework to deliver the desired outcome
- ▶ Understanding the risk profile as a major component of the project
- ▶ Engaging with the private sector - lessons learnt

Dawson Wilkie, Director Engineering Services,
TOWNSVILLE CITY COUNCIL

10.30 FINANCIAL RISK MANAGEMENT IN SELECTING TENDERERS

- ▶ Identifying the legal entity you are contracting with
- ▶ Obtaining the right to review financial details of the tenderer
- ▶ Obtaining an independent financial assessment
- ▶ Identifying high risk contractors with analysis of the risk factors
- ▶ Using publicly available information to assess risk

Robert Jochelson, Executive Director, KINGSWAY
FINANCIAL ASSESSMENTS

10.50 Morning Tea

11.15 GREATER SPRINGFIELD: CREATING AUSTRALIA'S FASTEST GROWING EDGE CITY

- ▶ Aligning government and the private sector to deliver a \$12 billion master planned city with a population to rival Darwin's.
- ▶ Establishing successful business partnerships
- ▶ Building infrastructure to support a new city with a CBD twice the size of Brisbane

- ▶ Ensuring community and social infrastructure benchmarks are exceeded

Maha Sinnathamby, Chairman, SPRINGFIELD LAND CORPORATION

11.45 ALTERNATIVE DELIVERY MECHANISMS AND MANAGING NON-CONVENTIONAL CONTRACTS

- ▶ Why is Project Procurement/Delivery becoming a non-routine matter?
- ▶ Explore Project Procurement/Delivery strategy is a strategic business decision
- ▶ What do terms such as: Construct to Design, EPCM, Managing Contractor, DBO, BOOT, DBP, Partnering, Alliances and Program Management, really mean?
- ▶ Explore a process for choosing the most advantageous procurement/delivery strategy

Brad Cowan, Managing Principal, AQUA PROJECTS

12.30 PANEL DISCUSSION: ISSUES FACING AUSTRALIAN PPPs - PRESENTED BY LEADING FINANCIERS, ADVISORS, LOBBYISTS AND PROJECT LEADERS

Maha Sinnathamby, Chairman, SPRINGFIELD LAND CORPORATION

Martin Locke, Director, PRICEWATERHOUSECOOPERS
Garry Bowditch, Project Director, INFRASTRUCTURE PARTNERSHIPS AUSTRALIA

1.15 Lunch Sponsored by Emoleum Maintenance

STREAMED MASTERCLASSES

As part of the conference package, delegates are invited to participate in one of two interactive, workshop-oriented masterclasses. Participants will be asked in advance to provide details of legal, financing or operational issues in building and financing infrastructure, to which the masterclass facilitators will respond within the sessions:

2.15 MASTERCLASS ONE: DOCUMENTING COMMERCIAL ARRANGEMENTS AND MINIMISING RISKS

- ▶ A consideration of pre-contractual communication
- ▶ Letters of intent
- ▶ Preparation of terms sheets and risk identification/allocation documentation
- ▶ What should be included as part of the commercial/contractual documentation
- ▶ Choosing appropriate standard documents
- ▶ Appropriate use of security

Greg Campbell, Partner, Construction & Major Projects, MADDOCKS

Chris Kelly, Partner, Construction & Major Projects, MADDOCKS

2.15 MASTERCLASS TWO: ADDING VALUE WITH PPPs

- ▶ From business case to financial close and beyond
- ▶ An Introduction to Designing the Financial Model for a PPP
- ▶ National and International experience
- ▶ Use of PPPs in Local Government
- ▶ Implementation considerations

Nadine Lennie, Director, Advisory, Project Finance, PRICEWATERHOUSECOOPERS

4.00 Conference Close

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CONTACT HALLMARK CONFERENCES NOW TO REGISTER BY PHONE, FAX, MAIL OR EMAIL

Phone: (03) 8534 5000 Fax: (03) 9530 8911 Email: registration@halledit.com.au Mail: PO Box 84, Hampton, Vic 3188

ATTENDEES

Delegate 1: Name _____

Position _____

Email _____

Delegate 2: Name _____

Position _____

Email _____

Delegate 3: Name _____

Position _____

Email _____

Delegate 4: Name _____

Position _____

Email _____

CONTACT DETAILS (Please fill in this section as well as the above)

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Address _____

Suburb _____

State _____

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DISCOUNT AVAILABLE

Group Discount: If you send two or more delegates to this conference, and register all delegates at the same time, the second and subsequent attendees receive a substantial **\$495** discount.

ACCOMMODATION

Discounted accommodation is available at either the Stamford Plaza Double Bay or Sir Stamford Double Bay at the rate of \$180 (per night). To be eligible for the discount, please quote Local Government Infrastructure 2006 when booking. Prices are subject to availability.

Stamford Plaza (02) 9362 4455

Sir Stamford Double Bay (02) 9302 4100 or Toll Free 1300 301 391

CONFIRMATION DETAILS An invoice to Government agencies only will be sent within 5 working days after registration. Places for registered attendees are not confirmed until payment of invoice is received. Once payment is received, confirmation details will be sent within 10 business days. Please contact the Registration Officer at Hallmark Conferences + Events Pty Ltd if invoice or confirmation has not been received within this time.

CANCELLATION POLICY A substitute delegate is always welcome. Otherwise, a full refund, less a \$100 admin service charge, will be received for cancellations received in writing (fax or letter) up to two weeks before the event. Documentation and a 50% refund will be sent for cancellations received one week prior to the event. No refunds can be given for cancellations within one week of the event. Every effort will be made to contact each attendee should an event be rescheduled or cancelled by Hallmark Conferences + Events Pty Ltd for any reason. If an event is rescheduled or not held for any

CONFERENCE FEES (Please indicate number of attendees)

[] x Standard Price (\$1350 + \$135 GST = \$1485) = [total]

[1] x \$1485 = [\$1485]

GROUP DISCOUNT (valid till event date)

Second and subsequent pay only \$990 (inc GST) each.

[] x Discounted Price (\$900 + \$90 GST = \$990) = [total]

[] x \$990 = []

Example: For 3 attendees (1 x \$1485) and (2 x \$990) = [\$3465]

3-COURSE DINNER (optional) on 6 April (drinks included) - 7.00pm for 7.30pm

[] x (\$100 + \$10 GST = \$110) = []

CONFERENCE PRINT DOCUMENTATION (For non-attendees)

[] x \$165 (includes postage and packaging) = []

NB Conference attendees will receive print documentation FREE

TOTAL PAYMENT

[]

PAYMENT METHODS Payment must be received before the event.

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