



AGENDA

**FOR BUDGET AND FINANCE COMMITTEE MEETING TO BE HELD ON
18 MARCH 2019 AT CONCLUSION OF POLICY AND PLANNING COMMITTEE
IN THE COUNCIL CHAMBER, 12 JAMES STREET, SALISBURY**

MEMBERS

Cr B Brug (Chairman)
Mayor G Aldridge
Cr M Blackmore
Cr L Braun (Deputy Chairman)
Cr C Buchanan
Cr A Duncan
Cr K Grenfell
Cr N Henningsen
Cr D Hood
Cr P Jensen
Cr S Ouk
Cr D Proleta
Cr S Reardon
Cr G Reynolds
Cr J Woodman

REQUIRED STAFF

Chief Executive Officer, Mr J Harry
General Manager Business Excellence, Mr C Mansueto
General Manager City Development, Mr T Sutcliffe
General Manager Community Development, Ms P Webb
General Manager City Infrastructure, Mr J Devine
Manager Communications and Customer Relations, Mr M Bennington
Manager Governance, Mr M Petrovski
Governance Support Officer, Ms K Boyd

APOLOGIES

LEAVE OF ABSENCE

PRESENTATION OF MINUTES

Presentation of the Minutes of the Budget and Finance Committee Meeting held on 18 February 2019.

Presentation of the Minutes of the Confidential Budget and Finance Committee Meeting held on 18 February 2019.

REPORTS

Administration

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OTHER BUSINESS

CLOSE



**MINUTES OF BUDGET AND FINANCE COMMITTEE MEETING HELD IN THE
COUNCIL CHAMBER, 12 JAMES STREET, SALISBURY ON**

18 FEBRUARY 2019

MEMBERS PRESENT

Cr B Brug (Chairman)
Mayor G Aldridge
Cr M Blackmore
Cr L Braun (Deputy Chairman)
Cr C Buchanan
Cr A Duncan
Cr K Grenfell
Cr N Henningsen
Cr D Hood
Cr P Jensen
Cr S Ouk
Cr D Proleta
Cr G Reynolds
Cr J Woodman

STAFF

Chief Executive Officer, Mr J Harry
General Manager Business Excellence, Mr C Mansueto
General Manager City Development, Mr T Sutcliffe
General Manager Community Development, Ms P Webb
General Manager City Infrastructure, Mr J Devine
Manager Communications and Customer Relations, Mr M Bennington
Manager Governance, Mr M Petrovski
Governance Support Officer, Ms K Boyd

The meeting commenced at 8.16 pm.

The Chairman welcomed the members, staff and the gallery to the meeting.

APOLOGIES

An apology was received from Cr S Reardon.

LEAVE OF ABSENCE

Nil

PRESENTATION OF MINUTES

Moved Mayor G Aldridge
Seconded Cr M Blackmore

The Minutes of the Budget and Finance Committee Meeting held on 21 January 2019, be taken and read as confirmed.

CARRIED
UNANIMOUSLY

REPORTS

Administration

6.0.1 Future Reports for the Budget and Finance Committee

Moved Cr J Woodman
Seconded Mayor G Aldridge

1. The information be received.

CARRIED
UNANIMOUSLY

6.0.2 Minutes of the Innovation and Business Development Sub Committee meeting held on Monday 11 February 2019

6.0.2-IBDSC1 Future Reports for the Innovation and Business Development Sub Committee

Moved Cr K Grenfell
Seconded Cr L Braun

1. The information be received.

CARRIED

6.0.2-IBDSC2 Auditing of Verge Cutting Services

Moved Cr K Grenfell
Seconded Cr L Braun

1. The information be received.

CARRIED

Finance

6.1.1 Council Finance Report - January 2019

Moved Mayor G Aldridge
 Seconded Cr A Duncan

1. The information be received.

CARRIED

Budget Review

6.5.1 Second Quarter Budget Review 2018/19

Moved Cr A Duncan
 Seconded Cr M Blackmore

1. The budget variances identified in this review and contained in the Budget Variation Summary (Appendix 1) be endorsed and net operating \$1,050,300 be credited to the Sundry Project Fund. This will bring the balance to **\$1,050,300**.

2. Funds be allocated for the following **non-discretionary** net bids:

NON-DISCRETIONARY

CAPITAL

• Confidential Item (s)	\$450,500
• Dry Creek Linear Park Mawson Lakes – Rewire Irrigation System	\$60,000
• Wright/Dulkara T-Junction Upgrade	\$112,000
• Renewal of Feature Landscape Program	\$75,000
• Mawson Lakes Pedestrian Bridge – East to West Mawson Lakes	\$50,000
• Bicycle Network Improvement Program	\$118,000
• Lease to Buy Laptop / PC's	\$587,000
TOTAL	\$1,452,500

(NB: If parts 1 & 2 of this resolution are moved as recommended this will bring the balance of the Sundry Projects Fund to a deficit balance of \$402,200.)

3. Funds be allocated for the following **discretionary** net bids:

DISCRETIONARY

OPERATING

• Provision for WHS Improvements	\$136,000
• Provision for Risk Management Initiatives	\$79,000

CAPITAL

• Bridgestone Reserve	\$500,000
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TOTAL	\$715,000
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(NB: If parts 1, 2 & 3 of this resolution are moved as recommended this will bring the balance of the Sundry Projects Fund to a deficit balance of \$1,117,200.)

4. Council approve the following transfers:
 1. Transfer \$80,000 from the Outdoor Furniture Program to Perry Street Reserve Autism Friendly Play Space to deliver the full scope of the project – Council Resolution 0072/2019.
 2. Transfer \$165,500 from Parks growth allocation and \$18,500 from Tree Inspections to the following operating areas to fund growth in services: Tree Pruning Units \$36,100, Irrigation Management \$10,000, Weed Control \$25,000, Residential Verges \$50,000 and Funding for 2 Field Services Trainees \$62,900.
 3. Non-Discretionary transfer of \$95,000 operating lease budget to capital to contribute toward Budget Review Bid to enable the purchase of IT devices as part of transitioning away from Desktop PC's.
 4. Transfer \$40,000 operating from Northern Economic Plan to Salisbury City Centre Investment Attraction Works to undertake market assessment this financial year.
 5. Transfer \$36,900 of the Salisbury Events budgets from Contractual Services to Wages & Salaries which is a cheaper option than hiring contractors.
 6. Transfer \$636,000 from capital to operating within the Salisbury Community Hub, with no change in the overall budget.
 7. Transfer \$175,000 of the Digital Strategy from capital to operating.
 8. Transfer \$100,000 of excess operating funds from the Asset Management Improvement Project to capital for the Salisbury Community Hub Concierge Application.
 9. Transfer from Digital Strategy \$270,000, City Infrastructure consultancy \$100,000 and from Asset Management Improvement Project \$38,000 to Operational Readiness to support delivery of new operating model, which has no impact on existing service delivery.
 10. Transfer \$22,650 Inspectorate Wages and Salaries to Contractual Services for weekend coverage contract agreement.
 11. Transfer \$91,700 from Budget Bid System \$41,400 and Divisional Planning Project \$50,300, to the Project and Contract Systems Improvements (Resolution 2563/2018).

5. Council approve the following budget timing adjustment which results in a decrease in loan borrowings and increase in investments in the 2018/19 financial year and an increase in loan borrowings and decrease in investments in the 2019/20 financial year:
 - Bridgestone Reserve \$2,924,000
6. Loan Borrowings are varied to reflect the bids and transfers endorsed by Council detailed in parts 1 to 5 of this resolution.

(NB: If parts 1 to 6 of this resolution are moved as recommended loan borrowings in 2018/19 will decrease by \$1,806,800 to an overall indicative loan borrowing of \$33,131,515.)

CARRIED

Rating Matters

6.6.1 Rate Rebate Policy and Endorsement of Discretionary Rebates for 2019/20 and 2020/21

Moved Cr K Grenfell

Seconded Cr C Buchanan

1. Discretionary rebates be provided for 2019/20 and 2020/21 as follows:
 - a. Meals on Wheels 25% discretionary rate rebate (noting that total rebate is 100%, given 75% mandatory rate rebate is required).
 - b. John Street Salisbury Pty Ltd (Northern Volunteering SA Inc) 100% discretionary rate rebate.
 - c. SA Water (St Kilda Tram Museum Depot) 100% discretionary rate rebate.
 - d. Military Vehicle Preservation Society of SA Inc (National Military Vehicle Museum) 100% discretionary rebate.
 - e. Australian Migrant Resource Centre 75% discretionary rate rebate and 75% Salisbury City Centre Business Association Separate rate.
 - f. Marra Murrangga Kumangka Inc 75% discretionary rate rebate.
2. The Rate Rebate Policy as set out in Attachment 1 (Item No. 6.6.1, Budget and Finance Committee, 18/02/2019) be endorsed.

CARRIED
UNANIMOUSLY

OTHER BUSINESS

Nil

CONFIDENTIAL ITEMS

6.9.1 Minutes of the Confidential Innovation and Business Development Sub Committee meeting held on Monday 11 February 2019

Moved Cr J Woodman

Seconded Cr P Jensen

1. Pursuant to Section 90(2) and (3)(b)(i) and (b)(ii) of the Local Government Act 1999, the principle that the meeting should be conducted in a place open to the public has been outweighed in relation to this matter because:

- it relates to information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the council is conducting, or proposing to conduct, business, or to prejudice the commercial position of the council; and

- information the disclosure of which would, on balance, be contrary to the public interest.

2. In weighing up the factors related to disclosure,

- disclosure of this matter to the public would demonstrate accountability and transparency of the Council's operations

- Non disclosure of this item will protect commercially sensitive information the disclosure of which at this time may prejudice the commercial position of Council.

On that basis the public's interest is best served by not disclosing the **Minutes of the Confidential Innovation and Business Development Sub Committee meeting held on Monday 11 February 2019** item and discussion at this point in time.

3. Pursuant to Section 90(2) of the Local Government Act 1999 it is recommended the Council orders that all members of the public, except staff of the City of Salisbury on duty in attendance, be excluded from attendance at the meeting for this Agenda Item.

CARRIED
UNANIMOUSLY

The meeting moved into confidence at 8.23 pm.

The meeting moved out of confidence and closed at 8.26 pm.

CHAIRMAN.....

DATE.....

ITEM	6.0.1
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Future Reports for the Budget and Finance Committee
AUTHOR	Joy Rowett, Governance Coordinator, CEO and Governance
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	This item details reports to be presented to the Budget and Finance Committee as a result of a previous Council resolution. If reports have been deferred to a subsequent month, this will be indicated, along with a reason for the deferral.

RECOMMENDATION

1. The information be received.

ATTACHMENTS

There are no attachments to this report.

1. BACKGROUND

- 1.1 Historically, a list of resolutions requiring a future report to Council has been presented to each committee for noting.

2. CONSULTATION / COMMUNICATION

- 2.1 Internal
 - 2.1.1 Report authors and General Managers.
- 2.2 External
 - 2.2.1 Nil.

3. REPORT

- 3.1 The following table outlines the reports to be presented to the Budget and Finance Committee as a result of a Council resolution:

Meeting Item	- Heading and Resolution	Officer
23/04/2018 6.2.1 (16/04/18)	Financial Sustainability Indicators 3. A report be brought back for the 2019/20 budget on changing the operating surplus ratio to a fixed dollar from a percentage ratio.	Kate George
Due:	April 2019	

4. CONCLUSION / PROPOSAL

- 3.2 Future reports for the Budget and Finance Committee have been reviewed and are presented to Council for noting.

CO-ORDINATION

Officer: Exec Group
Date: 12/03/2019

ITEM	6.0.2
	BUDGET AND FINANCE COMMITTEE
HEADING	Minutes of the Innovation and Business Development Sub Committee meeting held on Tuesday 12 March 2019
AUTHOR	Mechelle Potter, Administrative Coordinator - Business Excellence, Business Excellence
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	The minutes and recommendations of the Innovation and Business Development Sub Committee meeting held on Tuesday 12 March 2019 are presented for Budget and Finance Committee's consideration.

RECOMMENDATION

1. The information contained in the Innovation and Business Development Sub Committee Minutes of the meeting held on 12 March 2019 be received and noted and that the following recommendations contained therein be adopted by Council:

IBDSC1 Future Reports for the Innovation and Business Development Sub Committee

1. The information be received.

IBDSC2 Future Directions Community Hubs and Library Service Levels

1. That the report be noted.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Minutes Innovation and Business Development Sub Committee - 12 March 2019

CO-ORDINATION

Officer: GMBE
Date: 13/03/2019



**MINUTES OF INNOVATION AND BUSINESS DEVELOPMENT SUB COMMITTEE
MEETING HELD IN COMMITTEE ROOMS, 12 JAMES STREET, SALISBURY ON**

12 MARCH 2019

MEMBERS PRESENT

Cr K Grenfell (Chairman)
Mayor G Aldridge (ex officio)
Cr C Buchanan (Deputy Chairman)
Cr A Duncan
Cr D Hood
Cr P Jensen

OBSERVERS

Nil

STAFF

Chief Executive Officer, Mr J Harry
General Manager Business Excellence, Mr C Mansueto
General Manager Community Development, Ms P Webb
Manager Governance, Mr M Petrovski
Governance Support Officer, Ms K Boyd

The meeting commenced at 7.02 pm.

The Chairman welcomed the members, staff and the gallery to the meeting.

APOLOGIES

Apologies were received from Cr L Braun and Cr J Woodman.

LEAVE OF ABSENCE

Nil

PRESENTATION OF MINUTES

Moved Cr C Buchanan
Seconded Mayor G Aldridge

The Minutes of the Innovation and Business Development Sub Committee Meeting held on 11 February 2019, be taken and read as confirmed.

CARRIED

Moved Cr C Buchanan
Seconded Cr P Jensen

The Minutes of the Confidential Innovation and Business Development Sub Committee Meeting held on 11 February 2019, be taken and read as confirmed.

CARRIED

REPORTS

IBDSC1 Future Reports for the Innovation and Business Development Sub Committee

Moved Cr C Buchanan
Seconded Cr P Jensen

- 1. The information be received.

CARRIED

IBDSC2 Future Directions Community Hubs and Library Service Levels

Moved Cr C Buchanan
Seconded Mayor G Aldridge

- 1. That the report be noted.

CARRIED

OTHER BUSINESS

Nil

The meeting closed at 7.07 pm.

CHAIRMAN.....

DATE.....

ITEM	6.4.1
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Long Term Financial Plan and Budget Workshops Actions Update
AUTHOR	Kate George, Manager Financial Services, Business Excellence
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	This report provides Council with details of questions noted during Elected Member Weekend Long Term Financial Plan presentation and the first two Budget Workshops, and provides responses to questions raised that were not answered at the time.

RECOMMENDATION

1. Information be received and noted.

ATTACHMENTS

There are no attachments to this report.

1. BACKGROUND

- 1.1 This report provides Council with details of the questions raised at the Long Term Financial Plan presentation at the Elected Member Workshop Saturday 16 February 2019, Budget Workshop 1 held 27 February 2019, and Budget Workshop 2 held 5 March 2018. All of the questions raised that were not responded to at the time have been responded to in this report.

2. CONSULTATION / COMMUNICATION

- 2.1 Internal
 - 2.1.1 Elected Member Workshop Saturday held 16 February 2019, Budget Workshop 1 held 27 February 2019, Budget Workshop 2 held 5 March 2019, and across the organisation to gather responses to queries raised.

3. REPORT

- 3.1 The tables below detail queries for follow-up raised by Elected Members at the Long Term Financial Plan presentation at the Elected Member Workshop Saturday 16 February 2019, the Budget Workshop 1 held 27 February 2019, and Budget Workshop 2 held 5 March 2019. The tables below details who is responsible, the timeframe to respond, and the mechanism for the response to be provided. A number of queries are also addressed in the table with the heading "Response Provided" directly below the query raised.

Elected Member Workshop – 16 February 2019

- 3.2 Elected Members were presented with various scenarios of the LTFF that compared impacts against the agreed financial indicators, being;
- Operating Surplus Ratio (0.5 -5%),
 - Asset Sustainability Ratio (90-110%), and
 - Net Financial Liabilities (< 40%).
- 3.3 The various LTFF scenarios provided members an understanding of implications of changes in rating and spending levels that would fall within or outside the financial indicators. The intention of the presentation was to allow members to be updated on the financial status of Council and provide information that would assist it in developing its budget for 2019/20 during the upcoming budget discussions and planning for the future.
- 3.4 A key fundamental of any financial consideration by Council has been its drive to maintain financial sustainability which has been previously defined as,
- “A Council’s long-term financial performance and position is sustainable where planned long-term service and infrastructure levels and standards are met without unplanned increases in rates or disruptive cuts to services”*
- 3.5 The possible rating options considered covered a range from rating increases linked to CPI (based on Deloitte’s Access Economics forecast) through to the current LTFF option of continuing rate increases at CPI plus 0.6%. An option at CPI would see the financial targets not being met and also potential implications on Council’s ability to maintain financial sustainability.
- 3.6 Comparison was made to Council’s current rate levels compared to other Councils, which showed that the City of Salisbury still sits at the third lowest for residential properties.
- 3.7 Through the discussion members sought further information on other rating options, including a link to CPI and impacts on reducing rate increases in the early part of the LTFF. This information will be presented as part of the budget workshops and committee considerations.

Item	Budget Workshop 2– 5 March 2018	Who	When	Method												
EMW-1	<p>Rate Calculations Can staff provide more detail on how rates are calculated</p> <p>Response: A slide calculating the average residential rates was included in Budget Workshop 2, which included the table below for 2018/19 Average Residential Rates</p> <table border="1"> <thead> <tr> <th>Rate Parameters</th> <th colspan="2">Salisbury Residential</th> </tr> </thead> <tbody> <tr> <td>Rate in the Dollar</td> <td>\$</td> <td>0.004284</td> </tr> <tr> <td>Average Property Value</td> <td>\$</td> <td>312,000</td> </tr> <tr> <td>Average Rates</td> <td>\$</td> <td>1,337</td> </tr> </tbody> </table> <p>The Rate in Dollar is times by the Average Property Value to give the average rates:</p> <p>$0.004284 \times \\$312,000 = \\$1,337$</p>	Rate Parameters	Salisbury Residential		Rate in the Dollar	\$	0.004284	Average Property Value	\$	312,000	Average Rates	\$	1,337	MFS	18 March 2019	Response Provided
Rate Parameters	Salisbury Residential															
Rate in the Dollar	\$	0.004284														
Average Property Value	\$	312,000														
Average Rates	\$	1,337														
EMW-2	<p>Long Term Financial Plan Scenarios Can staff provide further scenarios of rate increases, including lower increases in years 1-3.</p> <p>Response: This feedback will be incorporated into the presentation of the Long Term Financial Plan at Budget Workshop 3.</p>	MFS	27 March 2019	Budget Workshop 3												

Budget Workshop 1 – 27 February 2019

Item	Budget Workshop 1 – 27 February 2019	Who	When	Method
WS1-1	<p>STN000295 Bridgestone Reserve - Athletics Facility Who are the three clubs that will transfer to the Bridgestone Athletics Facility once its completed and what reserves/facilities do they currently occupy?</p> <p>Response: The three clubs that will move are as follows:</p> <ul style="list-style-type: none"> ▪ Northern Districts Athletics Club, currently located at Rundle Reserve Salisbury South ▪ Salisbury Little Athletics, currently located at Creaser Park Parafield Gardens ▪ Ingle Farm Little Athletics, currently located at Golding Oval Para Vista 	GMCD	18 March 2019	Response Provided

Item	Budget Workshop 1 – 27 February 2019	Who	When	Method
WS1-2	<p>PSN000398 ELECTED MEMBERS BID: Salisbury North Oval Salisbury North - Netball Court</p> <p>The amount quoted in the Bid is different to what was endorsed by Council in February 2019</p> <p>Response:</p> <p><i>As the Council meeting was in such close proximity to Budget Workshop 1, there was insufficient time to update the bid to reflect Council resolution. The bid as presented was for \$497k at Salisbury North, however Council resolved the following at its February Meeting on (Resolution 0093/2019):</i></p> <ul style="list-style-type: none"> ▪ <i>A new initiative bid be submitted in the 2019/2020 budget consideration for \$240,000 for construction of a netball court at Salisbury North</i> ▪ <i>A new initiative bid be submitted in the 2019/2020 budget consideration for \$157,000 for the resurfacing of the netball courts at Salisbury Downs</i> <p><i>Accordingly this Budget Bid has been updated to match the Council Resolution, with further detail in the Budget Bids Report on tonight's Agenda (Item 6.4.2)</i></p>	MFS	18 March 2019	Response Provided
WS1-3	<p>TRN000401 Digital Signage</p> <p>THE GM Business Excellence advised that the funds required for this project will need to be updated from \$230k as quotes received on the day of the workshop confirmed that the requested funding would not be sufficient to do the 2 proposed sites in 2019/20.</p> <p>Response:</p> <p><i>The bid has been updated from \$230k to \$358k capital in year one and ongoing maintenance costs of \$20k per annum, enabling upgrade of the (Salisbury Highway/Park Terrace and Main North Road/Park Terrace Towers in 2019/20. Further detail is contained in the Budget Bids Report on tonight's Agenda (Item 6.4.2)</i></p>	MFS	18 March 2019	Response Provided

Budget Workshop 2 – 5 March 2019

Item	Budget Workshop 2– 5 March 2019	Who	When	Method																		
WS2-1	<p>Government Cost Shifting</p> <p>Can you send us some figures on the cost shift from state to council, including what is presented here together with the changes from SA water that doubled our costs.</p> <p>Response: <i>There have been a number of impacts for the City of Salisbury in recent past, with movements from 2013/14 compared to 2018/19 being:</i></p> <table border="0"> <tr> <td>Increase Supported Accommodation Rebates</td> <td>\$</td> <td>232,000</td> </tr> <tr> <td>Increase in Environmental Protection Levy</td> <td>\$</td> <td>2,185,910</td> </tr> <tr> <td>Reduction in Financial Assistance Grant</td> <td>\$</td> <td>386,200</td> </tr> <tr> <td>Increase in Emergency Services Levy</td> <td>\$</td> <td>38,000</td> </tr> <tr> <td>Increase in contribution to Dog and Cat Management Board</td> <td>\$</td> <td>33,000</td> </tr> <tr> <td></td> <td>\$</td> <td>2,875,110</td> </tr> </table> <p><i>Note that the above are movements between 2013/14 and 2018/19 and not the total impact per year. For example with reference to the Supported Accommodation Rebates, the amount of \$232k represents the increase, however the actual cost of the rebates was \$671k in 2018/19 compared to \$377k in 2013/14. During the same period the aggregated cost of these rebates was \$3,743k.</i></p> <p><i>Further legislative changes have impacted on our overall cost base, however to calculate these impacts is inherently difficult. Some examples would be changes requiring inspections of Roof Trusses, Swimming Pool Fencing etc. Also impacting are legislative fees for services provided by Council, such as Section 7 Certificates, that have not moved in line with general cost increases, therefore having a cost impost to Council.</i></p>	Increase Supported Accommodation Rebates	\$	232,000	Increase in Environmental Protection Levy	\$	2,185,910	Reduction in Financial Assistance Grant	\$	386,200	Increase in Emergency Services Levy	\$	38,000	Increase in contribution to Dog and Cat Management Board	\$	33,000		\$	2,875,110	MFS	18 March 2019	Response Provided
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WS2-2	<p>Water Costs</p> <p>What is Council's SA Water yearly costs?</p> <p>Response: <i>Our SA Water costs budgeted in 2019/20 are \$646k, which have been increased from the 2018/19 year using CPI.</i></p>	MFS	18 March 2019	Response Provided																		

Item	Budget Workshop 2– 5 March 2019	Who	When	Method																																																																
WS2-3	<p>Rates in the Dollar Can we have a comparison of different rates in the dollar to help us understand where Salisbury sits.</p> <p>Response: <i>The table below shows residential rates in the dollar and average residential property values:</i></p> <table border="1"> <thead> <tr> <th></th> <th>Residential Rate in the \$</th> <th>Average Property Value</th> <th>Average Residential Rate</th> </tr> </thead> <tbody> <tr> <td>Gawler</td> <td>0.005023</td> <td>\$ 354,000</td> <td>\$ 1,778</td> </tr> <tr> <td>Salisbury</td> <td>0.004284</td> <td>\$ 312,000</td> <td>\$ 1,337</td> </tr> <tr> <td>Tea Tree Gully</td> <td>0.003980</td> <td>\$ 408,000</td> <td>\$ 1,623</td> </tr> <tr> <td>Marion</td> <td>0.003433</td> <td>\$ 423,000</td> <td>\$ 1,453</td> </tr> <tr> <td>Prospect</td> <td>0.003066</td> <td>\$ 600,000</td> <td>\$ 1,839</td> </tr> <tr> <td>Campbelltown</td> <td>0.003005</td> <td>\$ 516,000</td> <td>\$ 1,550</td> </tr> <tr> <td>Mitcham</td> <td>0.002814</td> <td>\$ 606,000</td> <td>\$ 1,704</td> </tr> <tr> <td>Charles Sturt</td> <td>0.002618</td> <td>\$ 530,000</td> <td>\$ 1,387</td> </tr> <tr> <td>Port Adelaide Enfield</td> <td>0.002540</td> <td>\$ 412,000</td> <td>\$ 1,046</td> </tr> <tr> <td>Unley</td> <td>0.002459</td> <td>\$ 737,000</td> <td>\$ 1,813</td> </tr> <tr> <td>Holdfast Bay</td> <td>0.002447</td> <td>\$ 613,000</td> <td>\$ 1,500</td> </tr> <tr> <td>West Torrens</td> <td>0.002439</td> <td>\$ 499,000</td> <td>\$ 1,218</td> </tr> <tr> <td>Walkerville</td> <td>0.002346</td> <td>\$ 884,000</td> <td>\$ 2,073</td> </tr> <tr> <td>NPS</td> <td>0.002219</td> <td>\$ 704,000</td> <td>\$ 1,562</td> </tr> <tr> <td>Burnside</td> <td>0.002150</td> <td>\$ 826,000</td> <td>\$ 1,775</td> </tr> </tbody> </table>		Residential Rate in the \$	Average Property Value	Average Residential Rate	Gawler	0.005023	\$ 354,000	\$ 1,778	Salisbury	0.004284	\$ 312,000	\$ 1,337	Tea Tree Gully	0.003980	\$ 408,000	\$ 1,623	Marion	0.003433	\$ 423,000	\$ 1,453	Prospect	0.003066	\$ 600,000	\$ 1,839	Campbelltown	0.003005	\$ 516,000	\$ 1,550	Mitcham	0.002814	\$ 606,000	\$ 1,704	Charles Sturt	0.002618	\$ 530,000	\$ 1,387	Port Adelaide Enfield	0.002540	\$ 412,000	\$ 1,046	Unley	0.002459	\$ 737,000	\$ 1,813	Holdfast Bay	0.002447	\$ 613,000	\$ 1,500	West Torrens	0.002439	\$ 499,000	\$ 1,218	Walkerville	0.002346	\$ 884,000	\$ 2,073	NPS	0.002219	\$ 704,000	\$ 1,562	Burnside	0.002150	\$ 826,000	\$ 1,775	MFS	18 March 2019	Response Provided
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Mitcham	0.002814	\$ 606,000	\$ 1,704																																																																	
Charles Sturt	0.002618	\$ 530,000	\$ 1,387																																																																	
Port Adelaide Enfield	0.002540	\$ 412,000	\$ 1,046																																																																	
Unley	0.002459	\$ 737,000	\$ 1,813																																																																	
Holdfast Bay	0.002447	\$ 613,000	\$ 1,500																																																																	
West Torrens	0.002439	\$ 499,000	\$ 1,218																																																																	
Walkerville	0.002346	\$ 884,000	\$ 2,073																																																																	
NPS	0.002219	\$ 704,000	\$ 1,562																																																																	
Burnside	0.002150	\$ 826,000	\$ 1,775																																																																	
WS2-4	<p>Salisbury Memorial Park Shrubs Does Salisbury Memorial Park purchase landscaping supplies such as Shrubs from the same supplier as the landscape team utilise in Field Services?</p> <p>Response: <i>Council has a contracted 'panel' of preferred suppliers for Landscaping supplies and this panel is utilised for not only general landscape works undertaken by the Field Services Team but also for specific works undertaken at Salisbury Memorial Park.</i></p>	GMCI and GMCD	18 March 2019	Response Provided																																																																
WS2-5	<p>Property Rentals for Phone Towers Is there an upper limit on what we can charge for phone towers Leases?</p> <p>Response: <i>Under the legislation, Telecommunications companies can put towers onto our land, so it is in our best interests to negotiate a fair and reasonable lease. There is no upper limit as such; however Council negotiates based on market value and with a view to obtaining the best return possible.</i></p>	GMCI	18 March 2019	Response Provided																																																																

4. CONCLUSION / PROPOSAL

- 4.1 Elected Members questions at the Long Term Financial Plan presentation at the Elected Member Workshop Saturday 16 February 2019, the Budget Workshop 1 held 27 February 2019, and Budget Workshop 2 held 5 March 2019 have been noted in this report with answers provided.

CO-ORDINATION

Officer: Executive Group
Date: 12/03/2019

ITEM	6.4.2
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Budget Bids 2019/20
AUTHOR	Kate George, Manager Financial Services, Business Excellence
CITY PLAN LINKS	4.2 Develop strong capability and commitment to continually improve Council's performance.
SUMMARY	<p>All Budget Bids have been considered informally by Elected Members at Budget Workshops 1 and 2 held late February and early March. At the workshops scope and funding of proposed bids were presented and discussed with the opportunity for questions and feedback to be provided.</p> <p>This report summarises any changes to bids since the workshops, and considers how Elected Member Bids can be incorporated into existing programs, whereas other bids are referred to strategy development. This report seek Council's consideration and endorsement of which Budget Bids are to be further considered for inclusion in the draft 2019/20 Annual Plan for community consultation.</p>
RECOMMENDATION	<ol style="list-style-type: none">1. PSN00367 Elected Member Bid: Greening between RM William Playground to Dry Creek be considered in future years program of PSN000397 Irrigation Reactivation following endorsement of the Place Activation strategy, and that bid PSN000367 not progress for further consideration in the 2019/20 budget.2. PSN000369 Elected Member Bid: RM William Drive Playground fitness equipment component be incorporated within PSN000267 Fitness Equipment Program through:<ul style="list-style-type: none">Option 1 - Unity Park or Springbank Boulevard Reserve fitness equipment be deferred to 2021/22 to enable RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20OROption 2 - Springbank Boulevard Reserve fitness equipment be deferred to 2021/22 to enable RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20OROption 3 - RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20 with an increase in the program of \$60,000 in 2019/20 and a corresponding increase in borrowingsOR

Option 4 – RM Williams Drive fitness equipment remain in the program for 2021/22, and that fitness equipment component of PSN000369 R.M.Williams Drive Playground not progress for further consideration in the 2019/20 budget.

3. PSN000369 Elected Member Bid: R.M.Williams Drive Playground playground component be renewed as currently scheduled in the respective Asset Management Plan, being 2030/31, reflecting that playspaces have a 25 year life, and that PSN000369 not progress for further deliberations in the 2019/20 budget process.
4. PSN000371 Elected Member Bid: Dry Creek Rubbish Bins be incorporated into PSN000262 Outdoor Furniture Program to be delivered over 2019/20 and 2020/21, and that PSN000371 be removed from further budget considerations.
5. PSN000372 Elected Member Bid: Baloo Street Reserve Playground Upgrade be incorporated within the PSN000275 Playspace / Playground Program, through:

Option 1 – That Baloo Street Reserve Playspace be delivered in 2022/23 as scheduled to enable pre-planning and irrigation reactivation to support the upgrade delivery.

OR

Option 2 – That a 2019/20 playspace Allen Green **OR** Bush Park **OR** Settler Park **OR** Norwich Road Reserve **OR** Makin Reserve (to be determined by Council) be deferred to 2022/23 to enable Baloo Street Reserve Playspace to be to be brought forward from 2022/23

OR

Option 3 – Baloo Street Reserve Playspace to be brought forward from 2022/23 to 2019/20 with an increase in the program of \$100,000 in 2019/20 and a corresponding increase in borrowings

6. PSN000373 Elected Member Bid: Finniss Avenue Reserve Upgrade be incorporated within PSN000263 Reserve Upgrade Program through:

Option 1 – That Finniss Avenue Reserve be delivered in 2020/21 as scheduled to enable pre-planning and irrigation reactivation to support the upgrade delivery.

OR

Option 2 – That a 2019/20 reserve Kingswood Crescent Reserve **OR** Allen Green (to be determined by Council) be deferred to 2020/21 to enable Finniss Avenue Reserve to be to be brought forward from 2020/21

OR

Option 3 – Finniss Avenue Reserve to be brought forward from 2020/21 to 2019/20 with an increase in the program of \$138,000 in 2019/20 and a corresponding increase in borrowings

7. PSN000375 Elected Member Bid: BBQ Installation - Lindblom Park, Pooraka be considered within the PSN000262 Outdoor Furniture Program. though:
- Option 1** – That BBQ installation at Lindblom Park be delivered in 2021/22 from within the funding of PSN000262
- OR**
- Option 2** – That Pitman Park BBQ installation be deferred from 2019/20 to 2020/21 and Kentish Green BBQ installation be deferred from 2020/21 to 2021/22 to enable Lindblom Park to be included in 2019/20
- OR**
- Option 3** – BBQ installation at Lindblom Park added to the 2019/20 outdoor furniture program with an increase in the program of \$60,000 in 2019/20 and a corresponding increase in borrowings
8. PSN000382 Elected Member Bid: Desyllas Drive Playground at Direk be included in PSN000275 Playspace / Playground Program, with an increase in the program of \$110,000 in 2019/20, given the needs of the growing community, and reflecting that the open space has only recently been handed over to Council.
9. TRN000362 Elected Member Bid: Drop off/Pick up Zone Daphne Road (Madison Park PS) be considered as part of a review of the requirements for managing traffic around schools which will be added to the future reports for Policy and Planning Committee, to be reported in October 2019, and this bid not progress at this time for further consideration in the 2019/20 budget.
10. Noting the development and implementation of the Place Activation Strategy, with the strategy to be presented to Council Informal Strategy in May 2019, these bids not progress at this time for further consideration in the 2019/20 budget, but be considered for prioritisation and funding following approval of the strategy:
- PSN000366 Elected Member Bid: Greening Vacant Land around/under Walkley Heights Bridge
- PSN000376 Elected Member Bid: Drinking Fountains - Cascades/Shoalhaven Estates, Mawson Lakes
- PSN000380 Elected Member Bid: Multi-Use Recreation Facility - West Ward
- PSN000392 Elected Member Bid: Mawson Lakes Bike Jump Ramp area
11. STN000384 Elected Member Bid: Community Centre South Ward has been reflected in STN000394 Wellness Centres and consequently STN000384 is to be removed from the 2019/20 budget process.
12. STN000388 Elected Member Bid: Pooraka Community Centre be considered as part of the Facilities Management Plan, which is to be added to the Future Reports for the Works and Services Committee, to be reported in October 2019, and this bid not progress at this time for further consideration in the 2019/20 budget.
13. That updated PSN000398 Elected Member Bid: Netball Courts be noted, and that this bid be included in the Parks and Streetscapes category within infrastructure bids.

14. Elected Member Budget Bids under the category Change in Service Level would result in a higher level of service, and that further consideration of service levels be undertaken as part of the service and asset planning and design processes, and that these bids not progress for further consideration for the 2019/20 budget:
- PSN000364 Elected Member Bid: Tregoning Green Upgrade (Salisbury Park)
 - PSN000368 Elected Member Bid: Kentish Green Playground Upgrade
 - PSN000370 Elected Member Bid: Pioneer Avenue Reserve Upgrade (basketball half court component)
 - PSN000405 Elected Member Bid: Shade Sail at Para Hills Community Hub
 - PSN000406 Elected Member Bid: Drinking Fountain at Para Hills Community Hub
 - PBN000374 Elected Member Bid: Toilet Installation at Shearwater Reserve, Mawson Lakes
 - TRN000377 Elected Member Bid: Carparking and Traffic Improvement Illawarra Street Salisbury
 - TRN000378 Elected Member Bid: Duplication of Footpath - Culver Avenue Salisbury North
 - PSN000379 Elected Member Bid: Nature Play Space - Unity Park, Pooraka
15. PSN000370 Elected Member Bid Pioneer Avenue Reserve Upgrade perimeter pathway component be included within PSN000263 Reserve Upgrade Program, with an \$11,900 increase in the bid in 2020/21, and bid PSN000370 be removed from the 2019/20 budget bids.
16. TRN000363 Elected Member Bid: Safe Student Parking Exit, Salisbury East High School be removed from further consideration for the 2019/20 Budget reflecting the non-Council ownership of the assets involved.
17. The four year program with 2019/20 net expenditure of:
- Infrastructure Bids: capital \$33,405,000 and operating \$1,180,000
 - Plant Furniture and Equipment: capital \$1,667,000 and operating \$24,000
 - Operating Bids: operating \$427,000
 - IT Bids: capital \$100,000 and operating \$56,000
- be endorsed for further consideration and inclusion in the Draft 2019/20 Annual Plan and Budget for Public Consultation, and be updated for other parts of this recommendation once resolved by Council.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. 2019/20 Budget Bid Schedule
2. PSN000398 ELECTED MEMBERS BID: Netball Courts at Salisbury North Oval and Salisbury Downs Oval
3. PBR000250 Building renewal program
4. PSN000267 Fitness Equipment Program
5. STN000393 Burton Community Hub
6. TRN000401 Digital Signage
7. PFN000340 Purchase of Utility Vehicle for Infrastructure Management Team
8. OPN000386 White Ribbon Event
9. PSN000405 ELECTED MEMBERS BID - Shade Sail at Para Hills Community Hub
10. PSN000406 ELECTED MEMBERS BID - Drinking Fountain at the Para Hills Community Hub
11. STN000394 Wellness Centres

1. BACKGROUND

- 1.1 Budget workshops have been held late February and early March to inform Elected Members of the proposed budget bids. The format for the workshops was to provide an overview of each bid, scope and funding, with the opportunity for elected members to ask questions and provide feedback. This report provides the opportunity to formally consider the budget bids further and resolve which bids should progress into the next stages of the budget process, which culminates in April with the adoption of the draft Annual Plan and Budget for consultation.
- 1.2 This report provides a summary of the budget bids, highlighting any changes since the workshop and provides options for considering bids where existing programs are in place.

2. CONSULTATION / COMMUNICATION

- 2.1 Internal
 - 2.1.1 There has been extensive review of bids internally, through stakeholder groups, Executive, and through Budget Workshops with Elected Members.
- 2.2 External
 - 2.2.1 The Budget Bids will be considered by Council again in April and then included in the draft Annual Plan for public consultation so that Council can gain the community's input into its future programs.

3. REPORT

Budget Bids Process

- 3.1 All bids have been reviewed by Elected Members at the first two budget workshops with scope and funding requirements discussed, with the opportunity to ask questions and provide feedback. Changes since the workshop have been specifically detailed in this report, and where Elected Member Bids can be incorporated into existing programs this is explained in this report with recommendations included. This report is the first opportunity to formally consider the Budget Bids, with a further opportunity provided in April prior to public consultation.

Budget Bids Schedule

- 3.2 The attached schedule sorts the bids into categories, being Elected Member, Infrastructure, Plant Furniture and Equipment, Operating Bids and IT Bids. Following further review since the budget workshops some bids have changed categories due to the nature of the expenditure, and are detailed below:

3.2.1 Moved from Infrastructure to Plant Furniture and Equipment:

- PBN000306 Mawson Lakes Central CCTV change to PFN000306 (PBN000306) Mawson Lakes Central - CCTV.
- PBN000309 Community Buildings - CCTV change to PFN000309 (PBN000309) Community Buildings - CCTV.
- PBN000353 CCTV Renewal Program change to PFN000353 (PBN000353) CCTV Renewal Program.

3.2.2 Moved from Plant Furniture and Equipment to IT:

- PFN000347 Fleet Management System Upgrade change to ITN000347 (PFN000347) Fleet Management System Upgrade.

3.2.3 Moved from Operating to IT:

- OPN000344 Implementation of an Asset Management Predictive Modelling Solution change to ITN000344 (OPN000344) Implementation of an Asset Management Predictive Modelling Solution.
Also, funding change from \$60k operating to \$50k capital and \$10k operating in 2019/20, and future years reduced from \$50k operating to \$10k to reflect correctly ongoing licensing costs.
- OPN000385 Digital Assessment Software Product change to ITN000309 (OPN000385) Digital Assessment Software Product.

The previous bid number appears in the title to assist members navigating the changes on the schedules and associated papers.

- 3.3 Other changes to bids since the budget workshops are detailed below, with copies of updated bids attached for reference:

Elected Member Bids

- PSN000398 ELECTED MEMBERS BID: Salisbury North Oval, Salisbury North Netball Courts has been updated to ELECTED MEMBERS BID: Netball Courts at Salisbury North Oval and Salisbury Downs Oval, and the funding has been changed from \$497k to \$397k as per Council Resolution 0093/2019

Infrastructure Bids

- PBR000250 Building renewal program has been adjusted to remove Salisbury West Library air conditioning project of \$46k, as this has been funded within the 2018/19 program.
- PSN000267 Fitness Equipment Program: The Paddocks fitness equipment had been moved to the paddocks mater plan prior to bids being presented at the budget workshop, however, an associated \$5k operating expenditure had not been removed from the Fitness Equipment Program bid and this has now been corrected.
- STN000393 Burton Community Hub: operating expenditure in 2019/20 has been reviewed and updated to \$30k.
- TRN000401 Digital Signage: the costs associated with this bid have been updated from \$230k to \$358k as indicated verbally at the workshop.

Plant, Furniture and Equipment Bids

- PFN000340 Purchase of Utility Vehicle for Infrastructure Management Team: the title of the bid change from "Purchase of Utility Vehicle for Strategic Asset Management Systems" to "Purchase of Utility Vehicle for Infrastructure Management Team" to correctly reflect the purpose of the expenditure

Operating Bids

- OPN000386 White Ribbon Event: text has been updated to reflect the nature of the expenditure and timing of event

Additional Elected Member Bids

3.4 Since the Budget workshops we have received two additional Elected Member Bids, which are attached to this report. The bids are:

- PSN000405 Elected Member Bid: Shade Sail at Para Hills Community Hub
- PSN000406 Elected Member Bid: Drinking Fountain at the Para Hills Community Hub

Further information about these bids is contained under the “Change in Service Level” head below.

Elected Member Bids

3.5 The Elected Member Bids have been sorted into four categories, with a number of recommendations on this report associated with these bids.

Reprioritising within Programs

3.6 Bids categorized as “Consider Reprioritising within Programs” were discussed at the Budget Workshops meeting on Wednesday 27 February 2019. Further information is provided below so that consideration can be given to where these priorities sit within existing programs.

3.6.1 PSN000367 Greening between R.M.Williams Playground to Dry Creek should be considered within the PSN000397 Irrigation Reactivation Program, which includes the following sites 2019/20:-

- Reserve Bean Park, Pooraka

- Reserve Rowe Park, Ingle Farm
- Fern Grove Boulevard, Salisbury East
- Reserve Damian Drive Reserve, Salisbury Heights
- Reserve Bayview Parade Reserve, Gulfview Heights
- Reserve Harnham Road Reserve, Salisbury North
- Camelot Drive Reserve, Paralowie
- Reserve Stowe Green, Salisbury North
- McInnes Avenue Reserve, Burton
- Parkway Circuit Reserve, Parafield Gardens

Future years program will be developed following the endorsement of the Place Activation Strategy, as the strategy will set service levels which will influence future years budgets and sites. R M Williams Playground to Dry Creek is lower priority as those detailed above, with priority given to reserves with large street frontages, parks with open space infrastructure and pedestrian linkages.

Recommendation is that RM William Playground to Dry Creek be considered in future years program of Irrigation Reactivation following endorsement of the Place Activation strategy, and that bid PSN 000367 not progress for further consideration in the 2019/20 budget.

- 3.6.2 PSN000369 Elected Member Bid: R.M.Williams Drive Playground has two components, one being fitness equipment, and the other being play space renewal / upgrade. The fitness equipment should be considered within PSN000267 Fitness Equipment Program with the installation schedule being:

2019/20

- Unity Park, Pooraka
- Springbank Boulevard Reserve, Burton

2020/21

- Dineer Road Reserve, Parafield Gardens
- Little Para River Linear Park, Parafield Gardens

2021/22

- RM William Drives Reserve, Walkleys Heights
- St Kilda

2022/23

- Canterbury Drive Reserve, Salisbury Heights

To bring RM Williams forward from 2021/22 into 2019/20 requires the delay of one site listed in 2019/20, or an increase in the budget for 2019/20. The following options are included in the recommendations for council consideration:

- Option 1 - Unity Park or Springbank Boulevard Reserve fitness equipment be deferred to 2021/22 to enable RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20

OR

- Option 2 - Springbank Boulevard Reserve fitness equipment be deferred to 2021/22 to enable RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20

OR

- Option 3 - RM Williams Drive fitness equipment to be brought forward from 2021/22 to 2019/20 with an increase in the program of \$60,000 in 2019/20 and a corresponding increase in borrowings

OR

- Option 4 – RM Williams Drive fitness equipment remain in the program for 2021/22, and that fitness equipment component of PSN000369 R.M.Williams Drive Playground not progress for further consideration in the 2019/20 budget.

The playspace element of PSN000369 Elected Member Bid: R.M.Williams Drive Playground should be considered within bid PSN000275 Playspace / Playground Program. The asset management plan that supports the playspace program has renewal scheduled in 2030/31, with playspaces having a 25 year life. Bringing the playspace forward for renewal in 2019/20 means that we are not receiving the full benefit of the existing investment in the play equipment in this location, and is effectively an increase in service provision. This can be considered in light of the Place Activation Strategy which is in development.

- 3.6.3 PSN000371 Elected Member Bid: Dry Creek Rubbish Bins should be considered within the PSN000262 Outdoor Furniture Program and can be delivered over the next two years to provide capacity to other emerging needs. In considering the location of bins, there is a need to consider the ongoing ability to service the bins.

- 3.6.4 PSN000372 Elected Member Bid: Baloo Street Reserve Playground Upgrade should be considered within the PSN000275 Playspace / Playground Program, with the schedule for upgrades within that bid being:

2019/20

- Allen Green, Para Hills West
- Bush Park, Pooraka
- Settlers Park, Paralowie
- Norwich Road Reserve, Salisbury East
- Makin Reserve, Ingle Farm

2020/21

- The Paddocks, Para Hills West
- Seville Avenue Reserve, Gulfview Heights
- Canterbury Drive Reserve, Salisbury Heights
- Orinoco Street Reserve, Paralowie
- Carlyle Reserve, Pooraka

2021/22

- Amsterdam Crescent Reserve, Salisbury Downs
- Yalumba Drive Reserve, Paralowie, Walkleys Heights
- Barker Gully Reserve, Gulfview Heights
- Middleton Green, Salisbury
- Baynes Green, Brahma Lodge

2022/23

- Cobbler Creek Reserve, Salisbury
- Wesley Court Reserve, Salisbury East
- Andrews Street Reserve, Salisbury North
- Peppercorns Circuit Reserve, Mawson Lakes
- Baloo Street Reserve, Ingle Farm

Currently Baloo Street Reserve playspace is scheduled for 2022/23 and reprioritising will impact on other programs and may not align with the priorities of the Place Activation plan. Options available to Council include:

- Option 1 – That Baloo Street Reserve Playspace be delivered in 2022/23 as scheduled to enable pre-planning and irrigation reactivation to support the upgrade delivery.

OR

- Option 2 – That a 2019/20 site nominated by Council from the list above be deferred to 2022/23 to enable Baloo Street Reserve Playspace to be brought forward from 2022/23

OR

- Option 3 – Baloo Street Reserve Playspace to be brought forward from 2022/23 to 2019/20 with an increase in the program of \$100,000 in 2019/20 and a corresponding increase in borrowings

3.6.5 PSN000373 Elected Member Bid: Finniss Avenue Reserve Upgrade should be considered within the PSN000263 Reserve Upgrade Program, with the schedule for upgrades within that bid being:

2019/20

- Kingswood Crescent, Paralowie
- Allen Green, Para Hills West

2020/21

- Finniss Avenue, Ingle Farm
- Baltimore Reserve, Parafield Gardens

2021/22

- Yalumba Drive Reserve, Paralowie, Walkleys Heights
- St Albans Estate Reserve, Salisbury Heights
- Onsley Green, Salisbury East

2022/23

- Bolivia Crescent Reserve, Paralowie
- Dunkley Green, Valley View

Currently Finniess Avenue Reserve is scheduled for 2020/21 and reprioritising will impact on other programs and may not align with the priorities of the Place Activation plan. Options available to Council include:

- Option 1 – That Finniess Avenue Reserve be delivered in 2020/21 as scheduled to enable pre-planning and irrigation reactivation to support the upgrade delivery.

OR

- Option 2 – That a 2019/20 site nominated by Council from the list above be deferred to 2020/21 to enable Finniess Avenue Reserve to be brought forward from 2020/21

OR

- Option 3 – Finniess Avenue Reserve to be brought forward from 2020/21 to 2019/20 with an increase in the program of \$138,000 in 2019/20 and a corresponding increase in borrowings

3.6.6 PSN000375 Elected Member Bid: BBQ Installation - Lindblom Park, Pooraka should be considered within the PSN000262 Outdoor Furniture Program. Council has endorsed installation of barbecues at the following sites; The Paddocks as part of the Masterplan implementation, Pitman Park in 2019/20 and Kentish Green in 2020/21, subject to budget approval. (Resolution 2452/2018), and this is reflected in PSN000262. Options available to Council include:

- Option 1 – That BBQ installation at Lindblom Park be delivered in 2021/22 from within the funding of PSN000262

OR

- Option 2 – That Pitman Park BBQ installation be deferred from 2019/20 to 2020/21 and Kentish Green BBQ installation be deferred from 2020/21 to 2021/22 to enable Lindblom Park to be included in 2019/20

OR

- Option 3 – BBQ installation at Lindblom Park included in 2019/20 with an increase in the program of \$60,000 in 2019/20 and a corresponding increase in borrowings

3.6.7 PSN000382 Elected Member Bid: Desyllas Drive Playground at Direk should be considered within the PSN000275 Playspace / Playground Program, with the schedule for upgrades within that bid being:

2019/20

- Allen Green, Para Hills West
- Bush Park, Pooraka
- Settlers Park, Paralowie
- Norwich Road Reserve, Salisbury East
- Makin Reserve, Ingle Farm

2020/21

- The Paddocks, Para Hills West
- Seville Avenue Reserve, Gulfview Heights
- Canterbury Drive Reserve, Salisbury Heights
- Orinoco Street Reserve, Paralowie
- Carlyle Reserve, Pooraka

2021/22

- Amsterdam Crescent Reserve, Salisbury Downs
- Yalumba Drive Reserve, Paralowie, Walkley Heights
- Barker Gully Reserve, Gulfview Heights
- Middleton Green, Salisbury
- Baynes Green, Brahma Lodge

2022/23

- Cobbler Creek Reserve, Salisbury
- Wesley Court Reserve, Salisbury East
- Andrews Street Reserve, Salisbury North
- Peppercorns Circuit Reserve, Mawson Lakes
- Baloo Street Reserve, Ingle Farm

As Desyllas Drive Playground at Direk, has been handed over to Council from the developer, it should be added as a priority to the existing program to meet the growing needs of the area, which is a similar approach that was taken with the inclusion of playspace at Dinneen Drive Reserve, Parafield Gardens.

On Hold Pending Strategy Development / Policy Review

- 3.7 Elected Member Budget Bids under the category, On Hold Pending Strategy Development / Policy Review, require further clarification and or reports, and are recommended to be referred to the development of the relevant strategy for consideration and not progress for further consideration in the 2019/20 budget deliberations:-

3.7.1 TRN000362 Elected Member Bid: Drop off/Pick up Zone Daphne Road (Madison Park PS)

This issue is broader than that covered by the current School Zones and Pedestrian Crossing program. A review of the requirements for managing traffic around schools is warranted which will be reported to Council for consideration. Following this work, priorities can be determined, and this identified need can form part of that consideration.

3.7.2 PSN000366 Elected Member Bid: Greening Vacant Land around/under Walkley Heights Bridge

The Place Activation Strategy will include this corridor, which has direct access to Ingle Farm Recreation Precinct, and will be considered against other priorities in the revegetation program, with potential for it to be included in 2020/21, once the policy has been adopted. The Place Activation Strategy will be presented to Council via Informal Strategy in May 2019, and this report includes a recommendation to include this on the Future Reports for this committee.

- 3.7.3 PSN000376 Elected Member Bid: Drinking Fountains - Cascades/Shoalhaven Estates, Mawson Lakes
The Place Activation Strategy will consider customer experience across the city, with the provision of these types of services in our spaces will be considered, and will be resolved in time for 2020/21, The Place Activation Strategy will be presented to Council via Informal Strategy in May 2019, and this report includes a recommendation to include this on the Future Reports for this committee.
- 3.7.4 PSN000380 Elected Member Bid: Multi-Use Recreation Facility - West Ward
Place Activation Strategy will set the framework for determining the locations of future facilities, noting the Dry Creek Salt Field development timing is uncertain at this time. The Place Activation Strategy will be presented to Council via Informal Strategy in May 2019, and this report includes a recommendation to include this on the Future Reports for this committee.
- 3.7.5 STN000384 Elected Member Bid: Community Centre South Ward
Council at Policy and Planning meeting 18 February 2019 endorsed the exploration of a community hub at Ingle Farm, and is included in STN000394 Wellness Centres bid, which has been updated to reflect the February report and is attached to this item (attachment 11).
- 3.7.6 STN000388 Elected Member Bid: Pooraka Community Centre
Council staff are preparing a Facilities Management Plan, which will be presented October 2019, with a recommendation that this be included on the Future Reports for the Works and Services Committee. This plan will inform the Budget Bid process for 2020/21, and will include a review of services and facilities at Pooraka.
- 3.7.7 PSN000392 Elected Member Bid: Mawson Lakes Bike Jump Ramp Area
This bid can be considered as an aspect of developing the Place Activation Strategy which will be presented to Council via Informal Strategy in May 2019, and this report includes a recommendation to include this on the Future Reports for this committee.
- 3.7.8 PSN000398 Elected Member Bid: Netball Courts
Works and Services report 2.4.1 on the February Works and Services agenda highlighted a number of concerns for Council's consideration. As Council resolve (093/2019):
1. *Council notes the attached information.*
 2. *A new initiative bid be submitted in the 2019/2020 budget consideration for \$240,000 for construction of a netball court at Salisbury North, as outlined in paragraphs 3.11 and 3.12 of the report.*
 3. *A new initiative bid be submitted in the 2019/2020 budget consideration for \$157,000 for the resurfacing of the netball courts at Salisbury Downs, as outlined in paragraphs 3.16 and 3.17 of the report.*
- The bid has been updated to reflect the resolution, and is recommended to move to the Infrastructure category of bids.

Change in Service Level

3.8 The following bids are categorized as “change in service level” with details provided below:

3.8.1 PSN000364 Elected Member Bid: Tregoning Green Upgrade (Salisbury Park)

This location is within proximity to the playspaces located at Harry Bowey and Carisbrooke Park. Tregoning Green is categorized as a neighbourhood reserve, and the addition of a larger playspace and associated elements would change the categorization to district level, which represents an increase in service level. There is the need to improve pedestrian network within the reserve with historic trees being a key element of this space, and an important link from Saints Road via Wildwood Drive and Riversdale/ Malinya Drive, to Little Para River Reserves (Carisbrooke Park and Harry Bowey Reserve), with these linkages on the forward program for year 5.

3.8.2 PSN000368 Elected Member Bid: Kentish Green Playground Upgrade

This bid is for the inclusion of additional equipment for younger children, as they are unable to access the slide. The playspace was updated in 2015, and there are play elements for a range of ages including 3-7 year olds. The access to the slide is via a rope structure, with the intent when designing this playspace to introduce an element of “adventure” and “risk play”. Given the recent renewal / upgrade of this play space and the equipment in place for younger children, this bid is seen as an increase in service level, as play spaces have a 25 year life.

3.8.3 PSN000370 Elected Member Bid: Pioneer Avenue Reserve Upgrade

This bid is for the installation of a basketball half court and for the path along the perimeter to be completed. As there is a basketball court within walking distance at R M Williams reserve, this area is already provided with this recreation element. The pathway will cost \$11,900 and is recommended to be incorporated into PSN000263 Reserve Upgrade Program in year 2 (2020/21).

3.8.4 PSN000405 Elected Member Bid: Shade Sail at Para Hills Community Hub

This bid has been submitted following the budget workshops and is attached for reference. The scope of work is to add a shade sail to the commemorative space (seating area). This bid is considered an increase in service level as there are trees installed adjacent to the commemorative space which will provide shade once they mature. The addition of a shade sail may obscure the visuals of the new hub building and passive surveillance sightlines from the hub.

3.8.5 PSN000406 Elected Member Bid: Drinking Fountain at Para Hills Community Hub

This bid has been submitted following the budget workshops and is attached for reference. The scope of work is to add a drink fountain near the front entrance of the building. This bid is considered an increase in

service level as the play space planned for the Para Hills Community Hub also includes a drink fountain, and this is considered the priority location.

- 3.8.6 PBN000374 Elected Member Bid: Toilet Installation at Shearwater Reserve, Mawson Lakes
As this reserve is categorized as a neighbourhood reserve, with most visiting the park coming from the local area, the provision of toilets does not align with the service level for this classification.
- 3.8.7 PBN000377 Elected Member Bid: Carparking and Traffic Improvement Illawarra Street Salisbury North
This bid is for the construction of indented parking bays at Illawarra Street. This bid addresses a private parking issue, and rather than focusing on a small section, further investigation is required to determine the surrounds as a whole network.
- 3.8.8 PBN000378 Elected Member Bid: Duplication of Footpath - Culver Avenue Salisbury North
Council's policy is that there is construction of a footpath on one side of the road, for local streets, consequently this bid would result in an increase in service level.
- 3.8.9 PBN000379 Elected Member Bid: Nature Play Space - Unity Park, Pooraka
A major Nature Play Space is being constructed specifically in the redevelopment of the Paddocks, in 2020/21, and this is considered a better location for these specific elements. The establishment of Nature Play Spaces requires some consideration with respect to options and opportunities as well as resulting costs and impacts on public perceptions. Nature play elements can be incorporated into existing play spaces through the use of rocks and logs. However a fully deployed nature play space could be perceived as less visually appealing detracting from city pride, and criticism of this approach would need to be managed in line with community expectations. Other issues can also arise in relation to ongoing maintenance, as the elements are fluid, safety auditing for the purpose of public safety is critical and can mean daily inspections depending on the construction and usage by the public. There is potential for an increased maintenance cost as a result. Data in relation to the longevity of these type of playspaces is lacking and due to the nature of the play and the natural material weathering process it is expected that installs of this type would have a shorter useful life therefore influencing the relevant asset management plans and long term financial plan.

Not Supported

- 3.9 The following bid is categorized as "Not Supported":
- 3.9.1 TRN000363 ELECTED MEMBERS BID: Safe Student Parking Exit - Salisbury East High School
As this is DECS land and a DPTI road, Council are unable to resolve this issue directly, however staff will liaise with these departments to look for possible solution.

Infrastructure

3.10 Infrastructure Budget Bids to be endorsed by Council as part of this report total net \$33,405,000 capital and \$1,180,000 operating, which reflects the changes to bids detailed in paragraph 3.1 and 3.2, and will be updated further following consideration and endorsement of other recommendations of this report.

Plant Furniture and Equipment Budget Bids

3.11 The Plant, Furniture and Equipment Budget Bids, highlighted in purple on the attachment total net \$1,667,000 capital and \$24,000 operating, and are largely consistent with that provided at the Budget Workshop 27 February 2019 noting changes detailed in paragraphs 3.1 and 3.2.

Operating Budget Bids

3.12 The Operating Budget Bids, highlighted in green on the attachment, total net \$427,000, and are consistent with that provided at the Budget Workshop 27 February 2019 noting changes detailed in paragraphs 3.1 and 3.2.

IT Budget Bids

3.13 The IT Budget Bids, highlighted in yellow on the attachment, total net \$100,000 capital and \$56,000 operating, is largely consistent with that provided at the Budget Workshop 27 February 2019 noting changes detailed in paragraphs 3.1 and 3.2.

4. CONCLUSION / PROPOSAL

4.1 Following the extensive review and discussion of Budget Bids it is appropriate for Council to progress bids for further consideration and endorsement in April for inclusion in the 2019/20 Draft Budget and Annual Plan for public consultation purposes, noting that Council will have further opportunities to review bids prior to endorsement for public consultation.

CO-ORDINATION

Officer: Executive Group
Date: 12/03/2019

Elected Member Budget Bids

2019/20 Financial Yr

Elected Member Budget Bids Summary 2019/20 Financial Yr			2019/20							2020/21							2021/22							2022/23						
			CAPITAL 000'S			Variance to 18/19 Yr 2	OPERATING 000'S			Variance to 18/19 Yr 2	CAPITAL 000'S			Variance to 18/19 Yr 3	OPERATING 000'S			Variance to 18/19 Yr 3	CAPITAL 000'S			Variance to 18/19 Yr 4	OPERATING 000'S			Variance to 18/19 Yr 4	CAPITAL 000'S			Variance to 18/19 Yr 4
Exp	Funding	Net	Exp	Funding	Net		Exp	Funding	Net		Exp	Funding	Net		Exp	Funding	Net		Exp	Funding	Net		Exp	Funding	Net		Exp	Funding	Net	
Program Works Parer Bid Synopsis																														
ELECTED MEMBER BIDS																														
Consider reprofiting within Program																														
PSN 000367	ELECTED MEMBERS BID: Greening between R.M.Williams Playground to Dry Creek		45	0	45	45	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000369	ELECTED MEMBERS BID: R.M.Williams Drive Playground		220	0	220	220	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000371	ELECTED MEMBERS BID: Dry Creek Rubbish Bins		30	0	30	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000372	ELECTED MEMBERS BID: Baloo Street Reserve Playground Upgrade		350	0	350	350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000373	ELECTED MEMBERS BID: Finniss Avenue Reserve Upgrade		220	0	220	220	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000375	ELECTED MEMBERS BID: BBQ Installation - Lindblom Park, Pooraka		48	0	48	48	5	0	5	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000382	ELECTED MEMBERS BID: Desyllas Drive Playground at Direk		110	0	110	110	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
On Hold Pending Strategy Development /Policy Review																														
TRN 000362	ELECTED Members BID: Drop off/Pick up Zone Daphne Road (Madison Park PS)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000366	ELECTED MEMBERS BID: Greening Vacant Land around/under Walkley Heights Bridge		55	0	55	55	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000376	ELECTED MEMBERS BID: Drinking Fountains - Cascades/Shoalhaven Estates, Mawson La		50	0	50	50	5	0	5	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000380	ELECTED MEMBERS BID: Multi-Use Recreation Facility - West Ward		1,000	0	1,000	1,000	10	0	10	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
STN 000384	ELECTED MEMBERS BID: Community Centre South Ward		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
STN 000388	ELECTED MEMBERS BID: Pooraka Community Centre		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000392	ELECTED MEMBERS BID: Mawson Lakes Bike Jump Ramp area		22	0	22	22	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000398	ELECTED MEMBERS BID: Netball Courts at Salisbury North Oval and Salisbury Downs		397	0	397	397	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Change in Service Level																														
PSN 000364	ELECTED MEMBERS BID: Tregoning Green Upgrade (Salisbury Park)		150	0	150	150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000368	ELECTED MEMBERS BID: Kentish Green Playground Upgrade		85	0	85	85	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000370	ELECTED MEMBERS BID: Pioneer Avenue Reserve Upgrade		28	0	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PBN 000374	ELECTED MEMBERS BID: Toilet Installation at Shearwater Reserve, Mawson Lakes		120	0	120	120	10	0	10	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TRN 000377	ELECTED MEMBERS BID: Carparking and Traffic Improvement Illawarra Street Salisbu		100	0	100	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
TRN 000378	ELECTED MEMBERS BID: Duplication of Footpath - Culver Avenue Salisbury North		68	0	68	68	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000379	ELECTED MEMBERS BID: Nature Play Space - Unity Park, Pooraka		250	0	250	250	5	0	5	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000405	ELECTED MEMBERS BID: Shade Sail at Para Hills Community Hub		30	0	30	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PSN 000406	ELECTED MEMBERS BID: Drinking Fountain at the Para Hills Community Hub		20	0	20	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Not Supported																														
TRN 000363	ELECTED MEMBERS BID: Safe Student Parking Exit - Salisbury East High School		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ELECTED MEMBER BIDS			3,398	0	3,398	3,398	35	0	35	35	0	0	0	0	0	130	0	130	130	0	0	0	0	0	0	0	0	0	0	

2019/20 Financial Year	PSN000398
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	<p>ELECTED MEMBERS BID: Netball Courts at Salisbury North Oval and Salisbury Downs Oval</p>
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Id Number:	7121
Program:	Reserve Upgrade Program
Department:	Community Development
Key Direction:	The Living City
Est Completion Date:	


Financial Year:	2020
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Executive Summary:	Requests have been received from Netball court required at Salisbury North Oval Football ground due to growing netball club, and to re-instate the courts located at Salisbury West Football Club.
Scope:	<p>The need for a netball court in the vicinity of Salisbury North Football Club was discussed with Parks and Rec staff last year. The initial response was that SA Netball had identified St Kilda and Waterloo Corner as the next areas of potential growth for netball in the Northern suburbs. Salisbury North Football Club now have a growing netball club associated with them with around 8 teams that play at the Parafield Gardens Recreation Centre. They are looking for a netball court to be installed a lot closer to where they all live so that they can train the kids during the week without the expense of hiring courts at The Gardens.</p> <p>Salisbury West Football Club has identified that it would attract training netballers to their grounds if the courts located adjacent the Club were re-instated. Councilors report that they have been approached by members of the Salisbury Downs community regarding provision of outdoor netball courts in their local area.</p>
Justification:	<p>Playing netball closer to where members live and decreasing the need to pay for court hire elsewhere.</p> <p>Salisbury North discussions have been in train with clubs over the past year regarding their requirements, location and suitability of the site.</p> <p>Salisbury West Football Club recently raised with issue Council staff.</p> <p>Matters for Consideration: Number of Netball facility at the Garden Recreation space constraints of Salisbury North over provision of Netball courts with the sport in decline.</p>

Project Stakeholders	
Manager:	Adam Trottman
General Manager:	Pippa Webb
Asset Owner:	Craig Johansen
Elected Member:	Cr Reynolds

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	397,000	0	0	0	397,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	2,000	0	0	2,000
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	397,000	2,000	0	0	399,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Resurfacing of Netball Courts at Salisbury Downs Oval	157,000	0	0	0	157,000
Depreciation	0	2,000	0	0	2,000
Salisbury North Oval Netball Court	240,000	0	0	0	240,000
			Total		399,000

2019/20 Financial Year		PBR000250
		Building Renewal Program
Id Number:	4537	
Program:	Building Renewal Program	
Department:	City Infrastructure	
Key Direction:	The Living City	
Est Completion Date:		
Financial Year:	2020	
Executive Summary:	For the renewal of various building elements for all buildings either owned or under the care and control of the Council.	
Scope:	<p>A building condition and compliance audit was completed in 2017. Specific works will be reported to Council via the Works & Services Committee. This will enable works to be completed by the end of the 2019/2020 financial year with no carry-forward.</p> <p>This bid is for the renewal of various building elements including minor compliance upgrades for all Council owned buildings including buildings which are leased. Excluded from the scope of this bid are works covered by the Building Upgrade Program; the Club / Sporting Facility Upgrades (Minor Capital Works Grants) Program and the Priority Access Upgrades – Buildings Program.</p> <p>Building renewal works to be undertaken may include air conditioning/heating replacements; painting; flooring; change rooms/wet areas; bar & kitchen renewals.</p> <ol style="list-style-type: none"> 1) Brahma Lodge Sportsman and Macedonian Social Clubrooms (Building ID 29.01) renewal/refurbishment of clubroom facilities and external veranda. 2) Salisbury Cycle Speedway Clubrooms (Building ID 9.03) renewal/refurbishment of clubroom facilities, drainage and external veranda. 3) Para Hills West Soccer Club (Building ID 31.01) renewal/refurbishment of clubroom facilities and external veranda. 4) Pooraka Tennis Clubrooms (Building ID 73.01) provide DDA compliant toilet and access. (originally removed from 18/19 as more works required) 5) Air-conditioning renewals - various locations and buildings. 6) RM Williams Buildings Building ID's 93.04, 93.05) Undertake upgrade works as recommended in the building assessment and scoping carried out in 2018/19 of the historic buildings for inclusion in 2019/20. 	
Justification:	The City of Salisbury has approximately 200 owned buildings and significant works have been undertaken in the last five years. Renewal work is prioritised	

PBR000250 - Page | 1

	<p>in accordance with condition audits compliance with current building standards and ongoing function.</p> <p>The condition and functionality audits identified expenditure required in three different areas as follows:</p> <ul style="list-style-type: none"> • Defects requiring urgent maintenance related intervention. • Component renewal for components due for replacement. • Compliance related expenditure to meet various new building standards. <p>Even though the majority of this expenditure is shown as Capital Expenditure certain elements requiring replacement do not meet Council's Capitalisation Policy and must therefore be budgeted as operating expense. There has also been an allocation of \$30k per annum in this bid for reconfiguration of unsuitable facilities to meet changing needs across all types of buildings and facilities such as the door relocation to increase accessibility to toilets.</p> <p>This program also covers the compliance component for basic Disability Discrimination Act (DDA) compliance. See also related Bid Priority Universal Design Upgrades – Buildings Program. It should be noted that some building renewal works may require Development/Building Approval.</p>
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Project Stakeholders

Manager:	Karen Pepe
General Manager:	John Devine
Asset Owner:	Peter Rexeis
Elected Member:	

Budget Bid Financial Summary

	2020	2021	2022	2023	Total
Capital Expenditure	1,306,000	1,230,000	1,261,000	1,290,000	5,087,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	310,000	370,000	380,000	390,000	1,450,000
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	1,616,000	1,600,000	1,641,000	1,680,000	6,537,000

Budget Bid Projects

	2020	2021	2022	2023	Total
Future Building Renewal Projects	300,000	1,415,000	1,451,000	1,485,000	4,651,000

Minor Painting (Operating)	180,000	185,000	190,000	195,000	750,000
Reconfiguration of Council Facilities.	30,000	0	0	0	30,000
Salisbury East Neighbourhood Centre - Renewal of Airconditioning	29,000	0	0	0	29,000
Burton Community Centre - Renewal of Airconditioning	16,000	0	0	0	16,000
Morella Community Centre - Parafield Gardens - Renewal of Airconditioning	28,000	0	0	0	28,000
Ingle Farm Recreation Centre - Renewal of Airconditioning	84,000	0	0	0	84,000
Salisbury Swimming Centre - Renewal of Airconditioning	8,000	0	0	0	8,000
Brahma Lodge Oval - Brahma Lodge Football Club and Macedonia United Soccer Club Building (Building ID 29.01) - Renewal/Refurbishment of Clubroom Facilities and Verandah.	400,000	0	0	0	400,000
Adams Oval - Salisbury Cycle Speedway Clubrooms (Building ID 9.03) - Renewal/Refurbishment of Clubroom Facilities - Drainage and Verandah.	241,000	0	0	0	241,000
Manor Farm Oval - Salisbury East - Para Hills West Soccer Club (Building ID 31.01) - Renewal/Refurbishment of Clubroom Facilities and Verandah.	200,000	0	0	0	200,000
Pooraka Unity Park - Pooraka Tennis Clubrooms (Building ID 73.01) - DDA Compliant Toilet and Access - Wall Encroaching into Hallway.	100,000	0	0	0	100,000
				Total	6,537,000

2019/20 Financial Year	PSN000267
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Id Number:	4842
Program:	Reserve Upgrade Program
Department:	City Infrastructure
Key Direction:	The Living City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	<p>A key part of Council's role is the well being of the residents. Providing opportunities for our community to exercise outdoors supports this objective. Fitness equipment also increases the usage, and therefore activation, of our reserves and parks.</p> <p>Fitness equipment will provide additional value to various reserves across the City of Salisbury and appeal to those people wanting to increase their fitness.</p>
Scope:	<p>Council receives many requests for fitness equipment as part of consultation activities undertaken for playspace renewal and reserve upgrade projects.</p> <p>A general guide when identifying appropriate locations for outdoor fitness equipment includes;</p> <ul style="list-style-type: none"> - the reserve should be district or regional, such as a sports oval where there are existing users. - there should be good passive surveillance from nearby dwellings retail premises or other sites. - there may also be a well trafficked cycling or walking path to support trail based fitness. - lighting to support visual surveillance after hours and extend the hours of use. - fitness equipment should complement existing users of the space. - availability of potable water supply for drinking fountain. <p>A recent analysis was undertaken to identify gaps within the community in relation to outdoor fitness equipment. The outdoor fitness equipment program has been developed using this gap analysis method and a provisional suggested Service Level introduced whereby where practical residents should have access to outdoor fitness equipment within a 2km radius of their residence.</p>
Justification:	<p>Council is developing a Green Activation Plan, which seeks to build the utilisation of our City's core spaces, including reserves and parks. This budget bid contributes to the objectives of this plan.</p>

	The benefits of exercise are well known but not everyone likes going to the gym or can afford gym fees. Access to fitness equipment in the surrounds of a reserve suits some people. Being outdoors while exercising has been shown to improve mental well being and enhance self-esteem to a greater degree than exercising indoors. An Essex University study found that people enjoyed being outdoors in nature and so were more likely to stick with their exercise regime. New outdoor fitness facilities within nominated reserves will encourage local communities to re-discover Councils many reserves and become more active.
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Project Stakeholders

Manager:	Dameon Roy
General Manager:	John Devine
Asset Owner:	Craig Johansen
Elected Member:	In 2018/2019 this was an Elected Member Bid.

Budget Bid Financial Summary

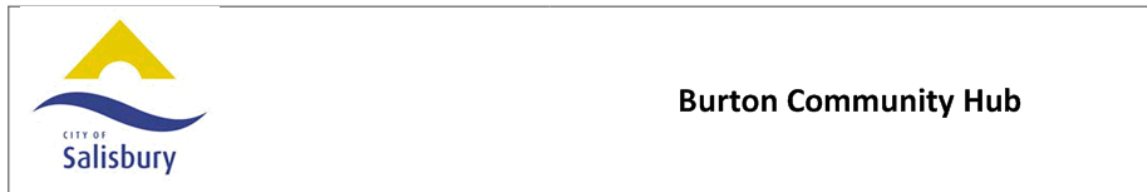
	2020	2021	2022	2023	Total
Capital Expenditure	120,000	135,000	135,000	60,000	450,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	16,000	22,750	34,500	73,250
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	120,000	151,000	157,750	94,500	523,250

Budget Bid Projects

	2020	2021	2022	2023	Total
Unity Park - Pooraka - Outdoor Fitness Equipment Upgrade	60,000	5,000	0	0	65,000
Springbank Boulevard Reserve - Burton - Outdoor Fitness Equipment	60,000	5,000	0	0	65,000
Dineen Road Reserve - Parafield Gardens - Outdoor Fitness Equipment	0	60,000	5,000	0	65,000
RM Williams Drive Reserve - Walkley Heights - Outdoor Fitness Equipment	0	0	60,000	5,000	65,000

St Kilda - Outdoor Fitness Equipment	0	0	75,000	5,000	80,000
Canterbury Drive Reserve - Salisbury Heights - Outdoor Fitness Equipment	0	0	0	65,000	65,000
Little Para River Linear Park - Parafield Gardens - Outdoor Fitness Equipment	0	75,000	5,000	0	80,000
Depreciation	0	6,000	12,750	19,500	38,250
			Total		523,250

2019/20 Financial Year	STN000393
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Id Number:	7095
Program:	New Infrastructure Bids
Department:	Community Development
Key Direction:	The Prosperous City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	In February Council recommended that staff progress a detailed concept design developed for a Burton Community Hub in 2019/20 financial year, and that staff prepare a budget bid to fund the detailed concept design development and community consultation for a Community Hub at Burton for consideration as a part of the 2019/20 budget process
Scope:	Community Consultation and concept development of a Community Hub located at Burton Precinct.
Justification:	<p>Council's approach to the development of Community Hubs has proven to be an effective contemporary method to deliver community infrastructure to the community. Combining service offerings into one facility, creating flexible modern spaces facilitates information access, engagement and community capacity buildings.</p> <p>Aside from the frameworks contained in the report – further work was undertaken to understand how the City and where the City might need to concentrate efforts to deliver for future growth. A summary of growth scenarios and notes that the largest population growth will occur. Table 4, Attachment 1 provides a summary of these estimates.</p> <p>The most immediate priority identified is in the western area of the city around Burton, followed by Ingle Farm. Salisbury is predicted to experience growth, and the Salisbury Community Hub has been designed to cater for this. There are some opportunities which present themselves when considering the implications of the growth areas and criteria for Community Hub Locations. The table below demonstrates this analysis for the two growth areas and opportunities based on Community Hub criteria:</p> <p>Burton:</p> <ul style="list-style-type: none"> - Hub Location Principles: Sporting/recreation precinct shopping center, school - Existing Council Asset: Community Centre

	<ul style="list-style-type: none"> - Opportunity: Improve service provision western area of city; Existing land, main transport corridor identified growth population, and lack of services; Cater for future growth and impacts of the Northern Connector. - Growth: Yes <p>Ingle Farm:</p> <ul style="list-style-type: none"> - Hub Location Principles: Shopping center, adjacent school, library, , recreation centre - Existing Council Asset: Library and recreation centre - Opportunity: Improve service provision by incorporating wellness principles for recreation, re-orientation increase quality and configuration of community spaces rooms to meet community needs; Cater for future growth - Growth: Yes <p>There are existing relatively new Hub locations at Mawson Lakes, Para Hills, Salisbury City Centre (under construction) and a number of discrete neighborhoods nearby, serviced by community centres and branch libraries. Opportunities exist to develop Community Hubs at Burton and Ingle Farm.</p> <p>In relation to Burton, the Northern Connector will be likely to increase the movement of people entering the city from the western entrance (from the western section of Burton to Waterloo Corner), making the Burton precinct a significant future entrance way for population growth and movements into and out of the City.</p> <p>Council purchased land adjacent to the existing Community Centre and demolished an old preschool which was on a site purchased with a view to land banking for future development. This site is adjacent the sporting grounds currently leased by the Football Federation of South Australia, a school and shopping centre in an area which is currently poorly serviced on a major transport route through the City of Salisbury. This site provides an immediate opportunity for development of a Community Hub to service the needs of the western growth areas of Salisbury.</p>
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Project Stakeholders

Manager: Pippa Webb
General Manager: Pippa Webb
Asset Owner: Pippa Webb
Elected Member:

Budget Bid Financial Summary

	2020	2021	2022	2023	Total
Capital Expenditure	30,000	5,000,000	0	0	5,030,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	2,000	102,000	0	104,000

Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	30,000	5,002,000	102,000	0	5,134,000

Budget Bid Projects	2020	2021	2022	2023	Total
Burton Community Hub	30,000	5,000,000	0	0	5,030,000
Depreciation	0	2,000	102,000	0	104,000
			Total		5,134,000

2019/20 Financial Year	TRN000401
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Id Number:	7145
Program:	New Infrastructure Bids
Department:	Business Excellence
Key Direction:	The Prosperous City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	The City of Salisbury continues to be committed to improving communication and interactions with our community. This commitment is drawn from our City Plan 2030 "Salisbury - A flourishing City with opportunity for all".
Scope:	<p>In support of the City of Salisbury: Building City Pride Strategy and promoting our City both locally and to the wider South Australian community, a renewal of the existing tower entry signage and incorporation of variable messaging digital signage to the towers to add amenity and profile of Salisbury City Centre and surrounding areas.</p> <p>The proposed renewal of the existing tower entry signage in key locations around the City will aim to capitalise on the significant investment and improvements we have made to our City in recent years. City pride is about individuals and organisations taking pride in their City and how it looks and how others perceive our City.</p> <p>The scope of the renewal program will be the development of new and replacement of existing City of Salisbury signage with digital signage which will highlight and focus on experiences available in our City and promote directly to residents and visitors from within the City of Salisbury and outside of our City. This program will aim to improve the amenity and visual appearance of the City aligned to themes from our City Plan 2030 and key community points of interest and events so that the City of Salisbury is represented as professional, modern and engaging.</p> <p>The renewal of all 5 gateway towers would be done over a period of time with the first to begin with upgrading two towers on Salisbury Hwy/Park Tce and Main Nth Rd/Park Tce.</p>
Justification:	Building City Pride will develop feelings of a sense of belonging and a desire to contribute to shaping and improving our community. Council currently invests a significant amount of resources in maintaining and beautification of the public realm. To achieve these desired outcomes, the City of Salisbury will

	<p>need to take a leadership role in creating City Pride by improve the visual appearance of the City and promoting the merits of the City as a flourishing City with opportunity for all.</p> <p>The variable messaging digital signage will allow Council to promote activities within the City by the including the digital signage on key gateway points in the City that would capture the attention of the high number of motorists that see this signage every day.</p> <p>A recent review of Council’s gateway towers identified that:</p> <ul style="list-style-type: none"> • A number of towers require maintenance and updating due to age / wear / relevance • The current signage don’t reflect our current City Plan • Council currently does not the ability to provide promotions and messages in real time that in turn could encourage other visitors and community to be involved and support the events and City pride activities of Council.
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Project Stakeholders	
Manager:	Michael Bennington
General Manager:	Charles Mansueto
Asset Owner:	Karen Pepe
Elected Member:	

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	358,000	0	0	0	358,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	20,000	20,000	20,000	60,000
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	358,000	20,000	20,000	20,000	418,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Digital Signage on Salisbury Highway/Park Terrace	179,000	10,000	10,000	10,000	209,000
Digital Signage on Main North Road/Park Terrace	179,000	10,000	10,000	10,000	209,000
				Total	418,000

2019/20 Financial Year	PFN000340
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Purchase of Utility Vehicle for Infrastructure Management Team

Id Number:	6652
Program:	Fleet Purchase
Department:	City Infrastructure
Key Direction:	Achieving Excellence
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	Purchase of a 4x2 crew cab utility vehicle for use by the newly created Compliance Officers.
Scope:	Purchase of a 4x2 crew cab utility vehicle for dedicated use by the Compliance Officers
Justification:	<p>The Compliance Officers as part of the Infrastructure Management Division, provide a key role in delivering civil, transport, parks and open space assets and ensuring their replacement or construction in a manner that provides value for money to the community.</p> <p>The team is ensuring all new and repaired infrastructure is constructed to the relevant standards, including the City of Salisbury standard details and specifications.</p> <p>These officers also proactively manage the relationships with Public Utilities and have authority to directly supervise contractors, or public utility providers to enforce compliance and ensure safe works with respect to Council's infrastructure.</p> <p>These roles are 90% on site including the collection of road and transport data for traffic and speed analysis throughout the city, therefore requiring a designated vehicle. Similarly, the team manages significant safety equipment, installation tools and traffic monitoring equipment, thus the need for a utility.</p>

Project Stakeholders	
Manager:	Dameon Roy
General Manager:	John Devine
Asset Owner:	Mark Purdie
Elected Member:	

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	45,000	0	0	0	45,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	0	0	0	0
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	45,000	0	0	0	45,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Purchase of a Utility Vehicle for Strategic Asset Management Systems	45,000	0	0	0	45,000
				Total	45,000

2019/20 Financial Year	OPN000386
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Id Number:	7029
Program:	Operating Bids
Department:	Business Excellence
Key Direction:	The Living City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	This bid is for a White Ribbon Community, Staff & Business Event to raise awareness across Salisbury of the need to stand up, speak out and act to prevent violence against women.
Scope:	This is a catered event to enable employees, local businesses and community groups to participate. The cost of the event will include the cost of engaging a short term event coordinator, catering, promotional material, a fundraising activity (Street Art competition) and purchase of merchandise to sell as White Ribbon Fundraising.
Justification:	City of Salisbury has made a commitment to White Ribbon Accreditation. The intent is to partner with selected local businesses and community groups to generate awareness across the entire city. White Ribbon Accreditation provides a widely recognised symbolic commitment for driving social change to strengthen gender equality and stop violence against women. The Program is a workplace program however the greatest impact can be achieved if it is extended to community and local business activities. There is an opportunity for Elected Members to become White Ribbon Ambassadors, White Ribbon Advocates or Take the Oath as a public display of City of Salisbury's commitment to community leadership in this important social change agenda. A White Ribbon Day event was held in November 2018 but due to Council Elections only a staff event was held. As part of working towards White Ribbon Accreditation, and involvement of our community and Elected Members is critical in raising awareness and generation change in our community and workplace.

Project Stakeholders	
Manager:	Gail Page
General Manager:	Charles Mansueto
Asset Owner:	Gail Page
Elected Member:	

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	0	0	0	0	0
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	22,000	10,000	10,000	0	42,000
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	22,000	10,000	10,000	0	42,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
White Ribbon Night	22,000	10,000	10,000	0	42,000
			Total		42,000

2019/20 Financial Year	PSN000405
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ELECTED MEMBERS BID: Shade Sail at Para Hills Community Hub

Id Number:	7298
Program:	Outdoor Furniture Program
Department:	City Infrastructure
Key Direction:	The Living City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	Installation of shade sail at Para Hills Community Hub over the meeting/seating area of the Para Hills commemorative space
Scope:	Installation of shade sail at Para Hills Community Hub over the meeting/seating area of the Para Hills commemorative space.
Justification:	<p>Council has provided a great seating area, however, it is in the sun with no shade, and for people to be able to use this area to even sit down some shade is required. The Para Hills Community Hub is the starting and ending point of the Red Cross walkers, and they would benefit from shade. More generally we want to encourage people to use this area and become more active, and provision of shade is an element that supports this.</p> <p>Matters for Consideration The location has trees installed adjacent the commemorative space (seating area), which will provide shade for the commemorative space as they mature, as well as being able to be manage to compliment the new hub building. The installation of a shade structure is considered to be an increase in service level as the trees once grown will provide the shade needed, and as the addition of a shade sail may obscure the visuals of the new hub building and passive surveillance sightlines from the hub.</p>


Project Stakeholders	
Manager:	Dameon Roy
General Manager:	John Devine
Asset Owner:	Craig Johansen
Elected Member:	Cr Reardon and Cr Jensen

Budget Bid Financial Summary

	2020	2021	2022	2023	Total
Capital Expenditure	30,000	0	0	0	30,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	0	0	0	0
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	30,000	0	0	0	30,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Shade over Seating Area at Para Hills Community Hub	30,000	0	0	0	30,000
				Total	30,000

2019/20 Financial Year	PSN000406
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	ELECTED MEMBERS BID: Drinking Fountain at the Para Hills Community Hub
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Id Number:	7301
Program:	Outdoor Furniture Program
Department:	City Infrastructure
Key Direction:	The Living City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	Installation of drinking fountain near the front entrance of the Para Hills Community Hub.
Scope:	The installation of a drinking fountain at the Para Hill Community Hub.
Justification:	<p>The Para Hills Community Hub is the starting and ending point of the local Red Cross walkers, they and the community users of the hub have the benefit from a public accessible drinking fountain. More generally we want to encourage people to use this area and become more active, and provision of drinking water is an element that supports this.</p> <p>Matters for Consideration This location has been developed as a Community Hub will be supported in the future by the installation of the proposed Inclusive Playspace which has a drink fountain include, with this project reliant on grant funding. Installing a drink fountain near the front entrance is a duplication of open space infrastructure at this location with the priority being a drink fountain within the playspace which also will activate the location.</p>

Project Stakeholders	
Manager:	Dameon Roy
General Manager:	John Devine
Asset Owner:	Craig Johansen
Elected Member:	Cr Jensen and Cr Reardon

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	20,000	0	0	0	20,000

Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	0	0	0	0	0
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	20,000	0	0	0	20,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Drinking Fountain near the front Entrance of the Hub	20,000	0	0	0	20,000
			Total		20,000

2019/20 Financial Year	STN000394
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Id Number:	7099
Program:	New Infrastructure Bids
Department:	Community Development
Key Direction:	The Prosperous City
Est Completion Date:	

Financial Year:	2020
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Executive Summary:	<p>This bid responds to the 25 February recommendation of Council - RECOMMENDATION</p> <ol style="list-style-type: none"> 1. The information be received. 2. A detailed feasibility study be undertaken to determine the future provision of indoor recreation wellness and aquatic facilities in the City of Salisbury which considers any unique selling proposition (wellness, rehabilitation, hydrotherapy), focusing on the Community Hubs (Burton and Ingle Farm).
Scope:	<p>A detailed feasibility study be undertaken to determine the future provision of indoor recreation wellness and aquatic facilities in the City of Salisbury which considers any unique selling proposition (wellness, rehabilitation, hydrotherapy), focusing on the Community Hubs (Burton and Ingle Farm).</p>
Justification:	<p>In 2018 Council commissioned a report into the future directions of Indoor recreation facilities.</p> <p>The report identified a number of key themes which will impact of the future directions for the indoor recreation facilities which the City of Salisbury owns and operates. The reports concludes that;</p> <p>In terms of wellness provision there are very limited services on offer within the City both publicly and privately. Wellness services, such as mind-body classes, massage, counselling and hydrotherapy, are typically provided by the private sector however there is an opportunity to consider adapting Council's existing centres to cater for this emerging market. This may require refitting current spaces in existing facilities or providing additional spaces and built facilities. The neighbouring Councils also do not provide contemporary wellness centres and services from their existing facilities despite some of these facilities being recently upgraded or developed. There may be some basic provision of activities such as yoga or warm water areas however this is limited. This presents an opportunity for the City of Salisbury to cater for this demand and provide a unique selling proposition to its neighbouring Councils.</p>

STN000394 - Page | 1

	<p>In terms of recreation trends, these are changing to include more individualised programs especially gym and fitness and indoor court program participation revolves predominantly around basketball and netball. Indoor floor activities such as martial arts, dance, gymnastics, ballet and yoga have lower participation rates than core activities but are still significant, particularly among females and have higher rates of participation compared with other indoor court and racquet sports</p> <p>Increasing the diversity of programs linked to the overall concept of “community wellness” supported by appropriate facilities and a diversity in program offerings is increasing linked to the promotion of community health, supported by flexible accessible space.</p> <p>Performance of the current facilities in terms of key measures and benchmarks is at or below median levels, as there is increasing competition regionally in terms of indoor and outdoor facilities leading to potential over provision of some assets. Asset life is starting to reach near end of their useful life and in terms of modern design standards and some are falling behind in relation to other offerings. The Swimming pool is a particular focus and has been identified as the facility which requires the most urgent attention, due to age and a lack of adequate offering to meet future needs.</p> <p>The report identifies there is an increasing trend toward larger economies of scale of Leisure Centre Facilities to minimise net subsidy per use. Running successful recreation facilities in terms of value and commercial sustainability has seen increase in the scale of facilities and the offerings. In particular commercial focus is linked to gym/fitness based facilities and operating fewer facilities reducing the management and operational overheads.</p> <p>The design, financing and management of facilities has seen a variety of models implemented including the linkages with government departments and other government bodies, public/private partnership and private management in addition to cross-sector partnerships in the development of facilities. Co-location and community-hub based developments are increasingly consistent with the principles of economies of scale. Linking with GP surgeries, a full range of community health services, leisure centre, library and retail pharmacy offer residents high quality integrated amenity, whilst potentially off setting operating costs.</p> <p>It is proposed that the study regarding wellness centers assist in information the development of a Community Hub at Ingle Farm and Burton subject to councils consideration of Policy and Planning report Item 1.1.4, 19th January 2019. 6.5.</p> <p>In considering the development of wellness facilities analysis of the utilisation of sporting clubs and their ability to cater for wellness activities at the community level should also be considered.</p>
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Project Stakeholders

Manager:	Pippa Webb
General Manager:	Pippa Webb
Asset Owner:	Pippa Webb
Elected Member:	

Budget Bid Financial Summary					
	2020	2021	2022	2023	Total
Capital Expenditure	0	100,000	5,000,000	0	5,100,000
Capital Income	0	0	0	0	0
Transfer From Reserves - Capital	0	0	0	0	0
Operating Expenditure	100,000	0	2,000	102,000	204,000
Operating Income	0	0	0	0	0
Transfer From Reserves - Operating	0	0	0	0	0
Net Budget Bid	100,000	100,000	5,002,000	102,000	5,304,000

Budget Bid Projects					
	2020	2021	2022	2023	Total
Wellness Centres	100,000	100,000	5,000,000	0	5,200,000
Depreciation	0	0	2,000	102,000	104,000
			Total		5,304,000

ITEM	6.6.1
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Discretionary Rate Rebate Application - Commercial Shops on Diment Road, Salisbury North SA 5108
AUTHOR	Kathryn Goldy, Team Leader Revenue, Business Excellence
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	An application for Council to consider a 75% Discretionary Rate Rebate has been received from Mr Pegoli who is one of the owners of the seven commercial shops located at 1-7/116 Diment Road, Salisbury North SA 5108. The application is requesting Council consider providing a 75% Discretionary Rate Rebate on each of the commercial shops. The rebate is being requested under Section 166 (1) (b) of the Local Government Act (the Act).

RECOMMENDATION

1. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 1 /116 Diment Road, Salisbury North SA 5108 not be approved.
2. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 2 /116 Diment Road, Salisbury North SA 5108 not be approved.
3. The request for a 75% Discretionary Rate Rebates for the commercial premises located at Shop 3 /116 Diment Road, Salisbury North SA 5108 not be approved.
4. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 4 /116 Diment Road, Salisbury North SA 5108 not be approved.
5. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 5/116 Diment Road, Salisbury North SA 5108 not be approved.
6. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 6 /116 Diment Road, Salisbury North SA 5108 not be approved.
7. The request for a 75% Discretionary Rate Rebate for the commercial premises located at Shop 7/116 Diment Road, Salisbury North SA 5108 not be approved.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Discretionary Rate Rebate Application Form

1. BACKGROUND

- 1.1 Council recently endorsed a Rate Rebate Policy in February 2019 (0103/2019) along with the endorsement of Discretionary Rebates for 2019/20 and 2020/21.

- 1.2 At this time details of the all mandatory and discretionary rate rebates were provided to Council. In 2018/2019 Council has provided rebates of \$1,193,327 with \$1,164,369 being mandatory. The Council endorsed discretionary rebates total \$28,958 for 2018/19.
- 1.3 Council has the power to provide a Discretionary Rate Rebate under Section 166 of the Act (1) (b) where the rebate is desirable for the purpose of assisting or supporting a business in its area.

In considering such applications Council needs to take into account (Section 166 (1a))

- (a) *the nature and extent of Council services provided in respect of land for which the rebate is sought in comparison to similar services provided elsewhere in its area; and*
- (b) *the community need that is being met by activities carried out on the land for which the rebate is sought; and*
- (c) *the extent to which activities carried out on the land for which the rebate is sought provides assistance or relief to disadvantaged persons, and may take into account other matters considered relevant by the council.*

2. REPORT

2.1 The following application has been received for a discretionary rate rebate from one of the owners being G D Pegoli for the seven commercial shops listed below:

- Shop 1 / 116 Diment Road , Salisbury North SA 5108
- Shop 2 / 116 Diment Road , Salisbury North SA 5108
- Shop 3 / 116 Diment Road , Salisbury North SA 5108
- Shop 4 / 116 Diment Road , Salisbury North SA 5108
- Shop 5 / 116 Diment Road , Salisbury North SA 5108
- Shop 6 / 116 Diment Road , Salisbury North SA 5108
- Shop 7 / 116 Diment Road , Salisbury North SA 5108

These shops are owned in full by D Rugari and S Rugari and G D Pegoli and M B Pegoli and A Pegoli

2.2 Mr Pegoli one of the owners of the commercial shops has advised that in total 3 of the 7 shops have experienced severe fire damage following an arson attack on 6 February 2019 and are not currently able to operate. Three of the remaining shops have seen a reduction in commercial trade following the arson attack.

2.3 When reviewing the application for the discretionary rate rebate it is noted that Shop 1/116 Diment Road, Salisbury North is currently a vacant shop. When considering the discretionary rate rebate application, Council should put this shop aside in its decision making as it is not the intention of Council to provide a discretionary rate rebate on commercial premises on vacant shops which appears not to have been tenanted at the time of the arson attack.

- 2.4 It should be noted that Mr Pegoli advised staff during a phone conversation on 27 February 2019 that all of the properties were insured and the arson attack has been reported to the police. Mr Pegoli believes that it may take at least 12 months to repair.
- 2.5 The Office of the Valuer General has been approached by Mr Pegoli to request that a revisit be undertaken to assess the capital value of the seven commercial shops. While this process is in hand any change or reduction to the capital value will not take effect until the 2019/20 financial year. This will result in 2019/20 rates being set at a lower level reflecting the revised valuation, and the property owners will have lower rates until the properties are reinstated.
- 2.6 Mr Pegoli has advised as part of his application that the owners have reduced the rent for a period of time to assist the occupants/tenants of the commercial shops, which is a commercial decision that the owners have made, and is part of managing risks of property ownership.
- 2.7 Mr Pegoli has applied for a discretionary rate rebate under Section 166 (1) (b) of the Act. Under S166 of the Act Council has the power to provide a Discretionary Rate Rebate for:
- (b) *where the rebate is desirable for the purpose of assisting or supporting a business in its area;*
- 2.8 Further in considering such applications Council needs to take into account S166 (1a):
- (a) *the nature and extent of Council services provided in respect of land for which the rebate is sought in comparison to similar services provided elsewhere in its area; and*
 - (b) *the community need that is being met by activities carried out on the land for which the rebate is sought; and*
 - (c) *the extent to which activities carried out on the land for which the rebate is sought provides assistance or relief to disadvantaged persons,*
- and may take into account other matters considered relevant by the council.*
- 2.9 Council may wish to consider that these 7 commercial shops are not in significantly different financial circumstances than many others in our community, who find themselves under financial hardship due to circumstances outside of their control. Any commercial activity has financial benefits associated with risks being taken, also for commercial property rates are a tax deduction, and these aspects should be taken into account when considering this application.
- 2.10 The Rate Rebate Policy endorsed by Council in February 2019 (0103/2019) details in paragraph 3.1.1 other matters that Council may wish to take into

account, but may also consider any other matters that it sees as relevant as detailed below, with response in the right hand column:

Item 6.6.1

(i) why there is a need for financial assistance through a rebate;	Mr Pegoli is requesting Council exercise their discretion to provide a 75% rate rebate to the 7 commercial shops which following an arson attack has experienced a reduction in trade and 3 shops unable to operate currently to the severe fire damage.
(ii) the level of rebate (percentage and dollar amount) being sought and why it is appropriate	Mr Pegoli is seeking a 75% rate rebate, which based on 2018/19 rates means that the annual rates bill will be reduced from \$8,571.35 to an amount of \$2,142.84 for the total of the 7 commercial shops. Consideration can be given to a lower rebate, or application for only some of the shops rather than all.
(iii) the extent of financial assistance, if any, being provided to the applicant and/or in respect of the land by Commonwealth or State agencies	<p>Staff are not aware of the extent of financial assistance that the owners or the tenants are possibly entitled to from other avenues.</p> <p>However, staff are aware that the 7 commercial shops had insurance through discussion with Mr Pegoli, further, rates are a tax deduction for business, and taking on the benefits of commercial activities means that risk is also undertaken. Also, the capital value will be adjusted by the Valuer General for 2019/20, and lower rates will apply for next financial year. The owners will have this benefit for the full 12 months, even if the property is fully reinstated prior to the end of the financial year.</p>
(iv) whether the applicant has made/intends to make applications to another Council	Council is asked to consider this application based on the information provided to the City of Salisbury (application attached) and if the rebate is granted, the outcomes and effects of granting such a discretionary rate rebate would have on our community including that other commercial activities may also request Council to consider similar applications in the future

(v) whether, and if so to what extent, the applicant is or will be providing a service within the Council area	The benefit provided is to 7 commercial shops
(vi) whether the applicant is a public sector body, a private not for profit body or a private for profit body	The applicant is one of the owners of the commercial premises
(vii) whether there are any relevant historical considerations that may be relevant for all or any of the current Council term	When compiling the relevant information for this report, no historical considerations were found
(viii) the desirability of granting a rebate for more than one year in those circumstances identified at Clause 4.2 of this policy	<p>Mr Pegoli is seeking a discretionary rate rebate and while his application does not specify an exact time frame for the rebate to be granted. Council is reminded that the Rate Rebate Policy provides a maximum period of two years, so should Council determine to provide a rebate it should do so only until June 2021.</p> <p>Given the communication of Mr Pegoli is that the properties will be reinstated within 12 months, a rebate should not be provided beyond June 2020.</p> <p>Further rates will be lower in 2019/20 due to the revaluation by the Office of the Valuer General.</p>
(ix) consideration of the full financial consequences of the rebate for the Council	<p>If the Discretionary Rate Rebate is granted, it should be considered to grant from the 2019/20 financial year. As the rates for the current financial year (2018/19) are not in arrears and have been paid on time including quarter 3 which was due and payable by 4 March 2019. Based on the rates for the 2018/19 if a 75% rebate was granted the annual rates bill would be reduced from \$8,571.35 to an amount of \$2,142.84. The full financial consequences for Council will possibly increase further over time with additional ratepayers seeking a discretionary rate rebates under Section 166 (1) (b)</p>

(x) the time the application is received	The Rate Rebate Policy ask all persons who, or bodies which, wish to apply to the Council for a rebate of rates must do so on or before 31 August in the year of application. This application was received on 28 February 2019
(xi) the availability of any community grant to the person or body making the application	The application to be considered was received as a letter, while staff have made telephone contact with the applicant no further information is available in regards to the availability of a community grant *Please note this is pending discussions with Greg Ratsch and/or Paula Bennett to confirm if no assistance is available
(xii) whether the applicant is in receipt of a community grant	We have received no information to verify if the owner Mr Pegoli currently receives a community grant
(xiii) any other matters, and policies of the Council, which the Council considers relevant	Council may also wish to consider: <ul style="list-style-type: none"> • This is a commercial activity and as such the risk and return sit with the owners, rather than with the community • Rates are a tax deduction for businesses • Rates in 2019/20 will be lower as a result of the Valuer General revisiting the property • The owners have insurance in place • The properties are expected to be reinstated within 12 months, and the ratepayers will received lower rates for a 12 month period, potentially longer should the Valuer General not revisit immediately after reinstatement. • Approving this rebate would set a precedent, which warrants careful consideration. • Approving this rebate effectively passes some of the commercial risk from the property owners to the general community.

- 2.11 While the commercial shops provide a valuable service to our community, it is limited in the number of community members that can benefit from this service. Council should continue to take a balanced approach in assisting or supporting any local businesses. Council are asked to be mindful that when granting a discretionary rebate on these grounds that each rebate granted shifts the rate burden to other ratepayers who also may be in similar financial circumstances who may find that they do not have insurance to assist them in their time of need.
- 2.12 The owner Mr Pegoli has approached the Office of the Valuer General to seek a review of the capital value of the 7 commercial shops which if approved will take effect from 2019/20. In staff's experience there is no reason to conclude that this review which will independently be conducted by valuation staff will not result in a reduction of the capital value of the seven premises which ultimately will result in lower rates for the owners of the commercial shops.

3. CONCLUSION / PROPOSAL

- 3.1 In considering this matter the primary concern is the need for financial sustainability of the Council's rate base – which all properties should contribute to the cost of services, provided by Council. While noting the valuable service local shops provide to the community, Council is asked to be mindful of the impacts of providing a discretionary rate rebate in these circumstances, including that it may result in further applications for other commercial businesses who find themselves in similar financial circumstances.
- 3.2 The City of Salisbury has limited capacity to grant a 75% discretionary rebate across 7 commercial premises without indirectly impacting on the remainder of our ratepayers with higher rates. This is compounded by the potential for other similar requests, that would need to be given due consideration as Council will have set a precedent. This could lead to a number of our ratepayers being further pressured with their own financials and further supports the recommendation not to grant a 75% discretionary rate rebate.
- 3.3 This is a commercial activity and as such the risk and return sit with the owners. Approving this rebate effectively passes some of the commercial risk from the property owners to the general community. Further the owners have insurance in place and rates are a tax deduction.
- 3.4 Staff are confident that the capital value of the seven properties will be reduced once the Office of the Valuer General has concluded their assessment. The properties are expected to be reinstated within 12 months, and the ratepayers will received lower rates for a 12 month period, potentially longer should the Valuer General not revisit immediately after reinstatement.
- 3.5 For these reasons the recommendation is to not grant a 75% rate rebate.

CO-ORDINATION

Officer: Executive Group
Date: 12/03/2019

27/2/2019

To the City of Salisbury
Email: city@salisbury.sa.gov.au

Hello,

Re: Request a Rate Rebate of Commercial Premises due to fire damage.

Writing to the city of Salisbury to consider a rate rebate of the shopping centre due to fire damage. In total 3 shops located at the centre have been severely damaged and will take some time (at least 12 months) to repair. The other remaining shops have seen a heavy reduction in the business trade due to the damaged tenancies.

Please consider a rate rebate of the shopping centre.

Address:

Shop 1 / 116 Diment Road Salisbury North SA 5108	Ass No: 293214	Vacant
Shop 2 / 116 Diment Road Salisbury North SA 5108	Ass No: 293206	Reduction of business trade
Shop 3 / 116 Diment Road Salisbury North SA 5108	Ass No: 292943	Reduction of business trade
Shop 4 / 116 Diment Road Salisbury North SA 5108	Ass No: 292851	Reduction of business trade
Shop 5 / 116 Diment Road Salisbury North SA 5108	Ass No: 498573	Severely Damaged – Boarded up
Shop 6 / 116 Diment Road Salisbury North SA 5108	Ass No: 498581	Severely Damaged – Boarded up
Shop 7 / 116 Diment Road Salisbury North SA 5108	Ass No: 498599	Severely Damaged – Boarded up

Fire Damage – Arsonist
Date Occurred: 6th Feb 2019
Policy Report No: SAP1900030518

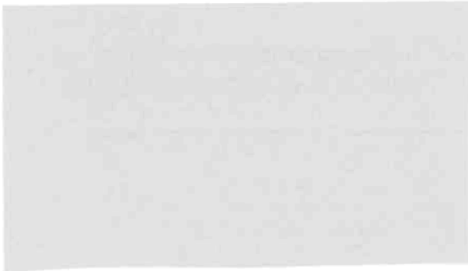
If you could consider a temporary relief from the council rates for a period of time to provide some sort of financial assistance it would be greatly appreciated. The tenancies are doing it very tough at the moment and we had to provide rent relief for a period of time so that the remaining 2 business can stay open.

I have requested for the valuer general to re-assess the CV Value of the shopping centre but this wont take effect until next financial year, hence this request to the council to provide some much urgent assistance.

Currently only 2 tenants out of 7 are open and we had to heavily reduce the rent to help them out.
If you require further details or would like to inspect the site feel free to call me direct on the number listed below.

Thanking you in advance.

Gianni (John) Pegoli
Landlord





Application Form – Rate Rebate

Details of Applicant

Name Gianfr. D. Pegoli
 Address ... [Redacted]
 Telephone [Redacted]

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name
 Address
 Telephone

Details of Land

Council Assessment Number 293214
 Valuer General Number 443048900010
 Certificate of Title Reference
 Address Shop 1/116 DEMENT ROAD
Salisbury North SA 5108
 Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000



Application Form – Rate Rebate

Details of Applicant

Name Gianni D. Peroli
 Address
 Telephone.....

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name
 Address.....
 Telephone.....

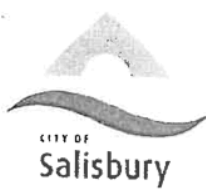
Details of Land

Council Assessment Number..... 293206
 Valuer General Number..... 7430489000 20
 Certificate of Title Reference.....
 Address..... Shop 2/116 DAMSON ROAD
Salisbury North SA 5108
 Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000

Item 6.6.1 - Attachment 1 - Discretionary Rate Rebate Application Form



Application Form – Rate Rebate

Details of Applicant

Name Sianni D. Pegoli
 Address
 Telephone.....

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name
 Address.....
 Telephone.....

Details of Land

Council Assessment Number..... 292943
 Valuer General Number..... 4430489000 30
 Certificate of Title Reference.....
 Address..... Shop 3 / 116 DANKIN ROAD
SALISBURY NORTH SA 5108
 Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000



Application Form – Rate Rebate

Details of Applicant

Name Gianni D. Pegoli
 Address ... [REDACTED]
 Telephone ... [REDACTED]

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name
 Address
 Telephone

Details of Land

Council Assessment Number... 292851
 Valuer General Number... 443048900040
 Certificate of Title Reference
 Address... Shop 4 / 116 Dismant Road
Salisbury Main SA 5108
 Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000



Application Form – Rate Rebate

Details of Applicant

Name Sicanni, D. Pegoli
 Address [REDACTED]
 Telephone.. [REDACTED]

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name

Address

Telephone

Details of Land

Council Assessment Number..... 498873
 Valuer General Number..... 4430489000 50
 Certificate of Title Reference

Address..... Shop S / 116 DEMENT ROAD
Salisbury North SA 5108

Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000



Application Form – Rate Rebate

Details of Applicant

Name Sirangi D. Pegoli

Address [Redacted]

Telephone [Redacted]

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name

Address

Telephone

Details of Land

Council Assessment Number 498581

Valuer General Number 4430489000 50

Certificate of Title Reference

Address Shop 6 / 116, Dimsart Road
Salisbury North SA 5108

Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000

Item 6.6.1 - Attachment 1 - Discretionary Rate Rebate Application Form



Application Form – Rate Rebate

Details of Applicant

Name Gianci D. Pegoli

Address

Telephone

If the Applicant is not a natural person, please provide details of a contact person for the Applicant

Name

Address

Telephone

Details of Land

Council Assessment Number..... 498599

Valuer General Number..... 4430489000 70

Certificate of Title Reference

Address..... shop 7 / 116 DEMENT ROAD
SALISBURY ALBERTON SA 5108

Owner of Land (if not you)

Note: if the application for a rate rebate is for multiple properties, each assessment must be separately identified (a separate listing can be attached if necessary).

Please note: A person or body who makes a false or misleading statement or representation in an application or provides false or misleading information or evidence in support of an application for rebate is guilty of an offence under Section 159(2) of the Local Government Act, 1999. Maximum penalty: \$5,000

Categories of Rebate

Please tick the category of rebate under which you are seeking a rebate, Section numbers quoted refer to the Local Government Act, 1999.

3.1 Mandatory 100%

- 3.1.1 Health Services – Land being predominant used for service delivery or administration by a hospital or health centre incorporated under the South Australia Health Commission Act 1976; (Section 160)
- 3.1.2 Religious Purposes – Land containing a church or other building used for public worship (and any grounds), or land solely used for religious purposes; (Section 162)
- 3.1.3 Public Cemeteries – Land being used for the purposes of a public cemetery; (Section 163)
- 3.1.4 Royal Zoological Society of SA – Land (other than land used as domestic premises) owned by, or under the care, control and management of, the Royal Zoological Society of South Australia Incorporated. (Section 164)

Mandatory 75% - Section 161

- 3.1.5 Community Services – Land being predominantly used for service delivery and administration by a community services organisation.

To qualify as a Community Service Organisation under the rebate provisions of the Local Government Act 1999 an organisation MUST MEET ALL THREE of the following criteria. (See section "Additional Information" at end of this form.)

- (a) Is incorporated on a not for profit basis for the benefit of the public; AND
- (b) Provides community services without charge or for a charge that is below the cost to the body of providing the services; AND
- (c) Does not restrict its services to persons who are members of the body.

If you have ticked (a), (b) and (c) above which of the following services does your organisation provide from the property specified in this application if these services apply only to part of your property, please supply additional details. You must answer these below questions in respect of your application.

- Emergency accommodation;
- Food or clothing for disadvantaged persons (i.e., persons who are disadvantaged by reason of poverty, illness, frailty, or mental, intellectual or physical disability);

- Supported accommodation (i.e., residential care facilities in receipt of Commonwealth funding or accommodation for persons with mental health, intellectual, physical or other difficulties who require support in order to live an independent life) ;
- Essential services, or employment support, for persons with mental health disabilities, or with intellectual or physical disabilities;
- Legal services for disadvantaged persons;
- Drug or alcohol rehabilitation services;
- Research into, or community education about, diseases or illnesses, or palliative care to persons who suffer from diseases or illnesses.
- Disadvantaged persons are persons who are disadvantaged by reasons of poverty, illness, frailty, or mental, intellectual or physical disability.
- Community Housing Association Properties - 75% Rebate**
supported accommodation (i.e. accommodation for persons with mental health, intellectual, physical or other difficulties who require support in order to live an independent life)
Community Housing Association providers are required to be registered and listed on the List of Community Housing providers maintained by the Government of South Australia.

Mandatory 75% (cont) – Section 165

Educational Purposes Which of the following criteria apply –

- Land occupied by a government school under a lease or licence and being used for educational purposes; or
- Land occupied by a non-government school registered under Part 5 of the Education Act 1972 and being used for educational purposes; or
- Land being used by a University or University College to provide accommodation and other forms of support for students on a not for profit basis.

3.2 Discretionary rebates – Section 166 (1)

The Council may in its discretion grant a rebate of rates or service charges in any of the following cases (section 166). Please indicate which of the following is applicable to your application –

- The rebate is desirable for the purpose of securing the proper development of the area (or a part of the area) ;
- The rebate is desirable for the purpose of assisting or supporting a business in its area;
- The rebate will be conducive to the preservation of buildings or places of historic significance;

- The land is being used for educational purposes;
- The land is being used for agricultural, horticultural or floricultural exhibitions;
- The land is being used for a hospital or health centre;
- The land is being used to provide facilities or services for children or young persons;
- The land is being used to provide accommodation for the aged or disabled;
- The land is being used for a residential aged care facility that is approved for Commonwealth funding under the Aged Care Act 1987 (Commonwealth) or a day therapy centre;
- The land is being used by an organisation which provides a benefit or service to the local community;
- The rebate relates to common property or land vested in a community corporation under the Community Titles Act 1996 over which the public has a free and unrestricted right of access and enjoyment ;
- The rebate is appropriate to provide relief against what would otherwise amount to a substantial change in rates payable by a rate payer due to a change in the basis of valuation used for the purposes of rating, rapid changes in valuations, or anomalies in valuations.

4. Amount of Rebate

If you are seeking a mandatory rebate under Clause 3.1 of this Application, for which you are entitled to a 75% rebate, are you also applying to the Council to increase that rebate?

YES NO

Please specify the amount of rebate that you are applying for -

.....

If you are applying for a discretionary rebate under Clause 3.2 of this Application, please specify the rebate amount you are applying for. 75%

.....

Please specify why you (or your organisation) need financial assistance through a rebate and why the amount of rebate you have applied for is appropriate.

ARSONIST FIRE DAMAGE TO SHOPPING CENTRE
Only 2 of 7 tenants are open and
doing it tough!

5. Additional Information Required

The Council requires you to attach the following additional information to this Application –

- 5.1 Where you are seeking a rebate under Clause 3.1.5 of this Application – Community Services –
 - 5.1.1 Evidence that the land is being used for service delivery and/ or administration;
 - 5.1.2 A copy of the organisation’s Constitution and/ or other documentation establishing that it is incorporated on a not - for-profit basis;
 - 5.1.3 A copy of the organisation’s latest Annual Report;
 - 5.1.4 Evidence that the organisation provides services free of charge or below cost;
 - 5.1.5 Evidence that the organisation provides services to persons other than members.
- 5.2 Where you are seeking a rebate in any other case –
 - 5.2.1 Evidence that the land is being used for the purpose for which the rebate is being sought;
 - 5.2.2 Information as to whether, and if so to what extent, you (or your organisation) will be providing a service within the Council area;
 - 5.2.3 Whether you have made or intend to make an application to another council;
 - 5.2.4 The extent of financial assistance (if any) being provided by Commonwealth or State agencies;
 - 5.2.5 Whether you are in receipt of a community grant;
 - 5.2.6 Any other information that you believe is relevant in support of this Application.

6. Application Forms

Application forms and all additional information must be submitted to the Council on or before 31st August each year.

A failure to submit application forms or to provide the additional information required by the Council to assess the application by the due date may result in the Council refusing to consider the application.

Important Information

It is an offence for a person or body to make a false or misleading statement or representation in an application or to provide false or misleading information or evidence in support of an application made (or purporting to be made) under the Act . The maximum penalty for this offence is \$5,000.00, (Section 159 (2) of the Local Government Act 1999).

The Council may grant a rebate of rates or charges on such conditions as the Council thinks fit.

If a person or body has the benefit of a rebate of rates and the grounds on which the rebate has been granted cease to exist, the person or body must immediately inform the Council of that fact and (whether or not the Council is so informed) the entitlement to a rebate ceases. If a person or body fails to notify the Council that person or body is guilty of an offence and liable to a maximum penalty of \$5,000.00, (Section 159 (7) and (8) of the Local Government Act 1999).

The Council may, for proper cause, determine that an entitlement to a rebate of rates under the Act no longer applies.

Where an entitlement to a rebate of rates ceases or no longer applies during the course of a financial year, the Council is entitled to recover rates, or rates at the increased level (as the case may be), proportionate to the remaining part of the financial year.

I declare that the information I have provided on and attached to this application form is true.

DATED the 27th day of FEBRUARY 20 19

Signed.....


Enquiries to: Rating Services, Tel: (08) 8406 8273 or email: city@salisbury.sa.gov.au with a subject line including Rate Rebate Application:

Completed form to be returned to:

City of Salisbury

PO Box 8, Salisbury SA 5108 or 12 James Street, Salisbury SA 5108

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



046-5108



Arrears: \$0.00
Current Quarterly Amount: \$360.20
Total Due this Quarter including any Arrears: \$360.20
Due Date: 04-Mar-2019
Full Year's Balance: \$720.40

eServices ID: 50387

Council Rates exempt from GST

**General Enquiries to
City of Salisbury**

08 8406 8222

08 8281 5466

city@salisbury.sa.gov.au

salisbury.sa.gov.au

Assessment Number: 293214

Property Location: Shop 1 / 116 Diment Road , Salisbury North SA 5108

Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40

Capital Value: 221,100

Date of Rate Notice: 7 January 2019

Ward: 06 North

Date Rate Declared: 26-Jun-2018

Valuation Number: 4430489000 10

**TTY Phone Enquiries
for the deaf and hearing
impaired**

08 8406 8596

DETAILS OF CHARGES

NRM Levy - State Govt
Commercial Shop
Payments

RATE IN \$

0.00009790
0.00641900

RATEABLE VALUE

221,100
221,100

AMOUNT

21.65
1,419.25
-720.50

**Valuation Enquiries to the
Office of the Valuer-General**

1300 653 345

GPO Box 1354,
Adelaide, SA 5001

lsgobjections@sa.gov.au

Payment Options:



Pay Online

Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone

Phone payments 1300 401 578 Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 1 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 293214

Billers code: 8649
Assess No: 293214

BPAY* this payment via internet or phone banking or use the QR code reader within your mobile banking app.
BPAY View* - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$360.20

or

Full Year's Balance \$720.40

Due Date 04-Mar-2019



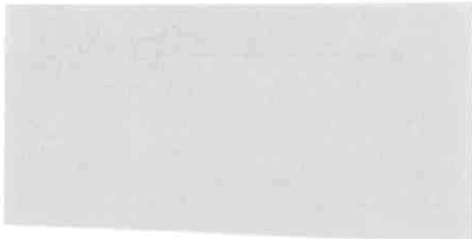
*541 00000000293214

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



046-5108



Arrears: \$0.00
Current Quarterly Amount: \$562.70
Total Due this Quarter including any Arrears: \$562.70
Due Date: 04-Mar-2019
Full Year's Balance: \$1,125.40

eServices ID: 50387

Council Rates exempt from GST

**General Enquiries to
City of Salisbury**

08 8406 8222
08 8281 5466
city@salisbury.sa.gov.au
salisbury.sa.gov.au

Assessment Number: 293206

Ward: 06 North
Property Location: Shop 2 / 116 Diment Road , Salisbury North SA 5108
Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40
Capital Value: 345,400
Date Rate Declared: 26-Jun-2018
Date of Rate Notice: 7 January 2019
Valuation Number: 4430489000 20

**TTY Phone Enquiries
for the deaf and hearing
impaired**

08 8406 8596

DETAILS OF CHARGES

	RATE IN \$	RATEABLE VALUE	AMOUNT
NRM Levy - State Govt	0.00009790	345,400	33.80
Commercial Shop Payments	0.00641900	345,400	2,217.10
			-1,125.50

**Valuation Enquiries to the
Office of the Valuer-General**

1300 653 345
GPO Box 1354,
Adelaide, SA 5001
ls objections@sa.gov.au

Payment Options:



Pay Online
Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone
Phone payments 1300 401 578
Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 2 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 293206

Billers code: 8649
Assess No: 293206

BPAY® this payment via internet or phone banking or use the QR code reader within your mobile banking app.
BPAY View® - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$562.70
or
Full Year's Balance \$1,125.40
Due Date 04-Mar-2019



*541 00000000293206

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



Arrears: \$0.00

Current Quarterly Amount: \$249.35

Total Due this Quarter including any Arrears: \$249.35

Due Date: 04-Mar-2019

Full Year's Balance: \$498.70



eServices ID: 50387

Council Rates exempt from GST

**General Enquiries to
City of Salisbury**

☎ 08 8406 8222

☎ 08 8281 5466

✉ city@salisbury.sa.gov.au

🌐 salisbury.sa.gov.au

Assessment Number: 292943

Property Location: Shop 3 / 116 Diment Road , Salisbury North SA 5108

Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40

Capital Value: 106,700

Date of Rate Notice: 7 January 2019

Ward: 06 North

Date Rate Declared: 26-Jun-2018

Valuation Number: 4430489000 30

**TTY Phone Enquiries
for the deaf and hearing
impaired**

☎ 08 8406 8596

DETAILS OF CHARGES

NRM Levy - State Govt
Commercial Shop Min
Payments

RATE IN \$

0.00009790
0.00641900

RATEABLE VALUE

106,700
106,700

AMOUNT

10.45
987.00
-498.75

**Valuation Enquiries to the
Office of the Valuer-General**

☎ 1300 853 345

✉ GPO Box 1354,
Adelaide, SA 5001

✉ lsgobjections@sa.gov.au

Payment Options:



Pay Online

Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone

Phone payments 1300 401 578 Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 3 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 292943

Billor code: 8649
Assess No: 292943

BPAY® this payment via internet or phone banking or use the QR code reader within your mobile banking app.
BPAY View® - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$249.35

or

Full Year's Balance \$498.70

Due Date 04-Mar-2019



*541 00000000292943

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



046-5108 (10)



Arrears: \$0.00
Current Quarterly Amount: \$249.35
Total Due this Quarter including any Arrears: \$249.35
Due Date: 04-Mar-2019
Full Year's Balance: \$498.70

eServices ID: 50387

Council Rates exempt from GST

**General Enquiries to
City of Salisbury**

08 8406 8222

08 8281 5466

city@salisbury.sa.gov.au

salisbury.sa.gov.au

Assessment Number: 292851

Ward: 06 North

Property Location: Shop 4 / 116 Diment Road , Salisbury North SA 5108

Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40

Capital Value: 106,700

Date Rate Declared: 26-Jun-2018

Date of Rate Notice: 7 January 2019

Valuation Number: 4430489000 40

**TTY Phone Enquiries
for the deaf and hearing
impaired**

08 8406 8596

DETAILS OF CHARGES

NRM Levy - State Govt
Commercial Shop Min
Payments

RATE IN \$

0.00009790
0.00641900

RATEABLE VALUE

106,700
106,700

AMOUNT

10.45
987.00
-498.75

**Valuation Enquiries to the
Office of the Valuer-General**

1300 653 345

GPC Box 1354,
Adelaide, SA 5001

Is objections@sa.gov.au

Payment Options:



Pay Online

Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone

Phone payments 1300 401 578 Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 4 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 292851

Billier code: 8649
Assess No: 292851

BPAY® this payment via internet or phone banking or use the QR code reader within your mobile banking app.
BPAY View® - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$249.35
or
Full Year's Balance \$498.70
Due Date 04-Mar-2019



*541 00000000292851

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



Arrears: \$0.00
Current Quarterly Amount: \$249.35
Total Due this Quarter including any Arrears: \$249.35
Due Date: 04-Mar-2019
Full Year's Balance: \$498.70

eServices ID: 50387

Council Rates exempt from GST

**General Enquiries to
City of Salisbury**

06 8406 8222

08 8281 5466

city@salisbury.sa.gov.au

salisbury.sa.gov.au

Assessment Number: 498573

Ward: 06 North

Property Location: Shop 5 / 116 Diment Road , Salisbury North SA 5108

Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40

Capital Value: 106,700

Date Rate Declared: 26-Jun-2018

Date of Rate Notice: 7 January 2019

Valuation Number: 4430489000 50

**TTY Phone Enquiries
for the deaf and hearing
impaired**

08 8406 8596

DETAILS OF CHARGES
NRM Levy - State Govt
Commercial Shop Min
Payments

RATE IN \$
0.00009790
0.00641900

RATEABLE VALUE
106,700
106,700

AMOUNT
10.45
987.00
-498.75

**Valuation Enquiries to the
Office of the Valuer-General**

1300 653 345

GPO Box 1354,
Adelaide, SA 5001

lsgobjections@sa.gov.au

Payment Options:



Pay Online

Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone

Phone payments 1300 401 578 Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 5 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 498573

Billers code: 8649
Assess No: 498573

BPAY® this payment via internet or phone banking or use the QR code reader within your mobile banking app.
BPAY View® - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$249.35

or

Full Year's Balance \$498.70

Due Date 04-Mar-2019



*541 00000000498573

**NOTICE OF RATES INSTALMENT
FOR YEAR ENDING 30 JUNE 2019
THIRD QUARTER**

Postal Address:
PO Box 8, Salisbury SA 5108
Location:
12 James Street, Salisbury SA 5108
ABN 82 615 416 895



Arrears: \$0.00
Current Quarterly Amount: \$249.35
Total Due this Quarter including any Arrears: \$249.35
Due Date: 04-Mar-2019
Full Year's Balance: \$498.70

eServices ID: 50387

Council Rates exempt from GST

General Enquiries to City of Salisbury
08 8406 8222
08 8281 5466
city@salisbury.sa.gov.au
salisbury.sa.gov.au

Assessment Number: 498581 **Ward: 06 North**
Property Location: Shop 6 / 116 Diment Road , Salisbury North SA 5108
Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40
Capital Value: 106,700 **Date Rate Declared:** 26-Jun-2018
Date of Rate Notice: 7 January 2019 **Valuation Number:** 4430489000 60

TTY Phone Enquiries for the deaf and hearing impaired
08 8406 8596

DETAILS OF CHARGES	RATE IN \$	RATEABLE VALUE	AMOUNT
NRM Levy - State Govt	0.00009790	106,700	10.45
Commercial Shop Min Payments	0.00641900	106,700	987.00
			-498.75

Valuation Enquiries to the Office of the Valuer-General
1300 653 345
GPO Box 1354, Adelaide, SA 5001
lsgobjections@sa.gov.au

Payment Options:



Pay Online
Pay your rates with ease. Simply visit www.salisbury.sa.gov.au for Online Payments (min \$20).



Pay by Phone
Phone payments 1300 401 578 Follow the prompts



Name: D Rugari and S Rugari and G D Pegoli and

Property Location: Shop 6 / 116 Diment Road Salisbury North SA 5108

Assessment Number: 498581

Billers code: 8649
Assess No: 498581

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**General Enquiries to
City of Salisbury**
08 8406 8222
08 8281 5466
city@salisbury.sa.gov.au
salisbury.sa.gov.au

Assessment Number: 498599 **Ward: 06 North**
Property Location: Shop 7 / 116 Diment Road , Salisbury North SA 5108
Description: Lot 14 D 9964 Sec 4012, Lot 13 D 9964 Sec 4012, Lot 12 D 9964 Sec 40
Capital Value: 106,700 **Date Rate Declared:** 26-Jun-2018
Date of Rate Notice: 7 January 2019 **Valuation Number:** 4430489000 70

**TTY Phone Enquiries
for the deaf and hearing
impaired**
08 8406 8596

DETAILS OF CHARGES	RATE IN \$	RATEABLE VALUE	AMOUNT
NRM Levy - State Govt	0.00009790	106,700	10.45
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Property Location: Shop 7 / 116 Diment Road
Salisbury North SA 5108

Assessment Number: 498599

Biller code: 8649
Assess No: 498599

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BPAY View® - View and pay this bill using internet banking.

Total Due this Quarter including any Arrears \$249.35
or
Full Year's Balance \$498.70
Due Date 04-Mar-2019



*541 000000000498599

ITEM	6.7.1
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Salisbury Water Budget 2019/20 Report
AUTHORS	Bruce Naumann, Manager Salisbury Water, Business Excellence Roseanne Irvine, Salisbury Water Administration Coordinator, Business Excellence Leigh Daddow, Senior Management Accountant, Business Excellence
CITY PLAN LINKS	2.1 Capture economic opportunities arising from sustainable management of natural environmental resources, changing climate, emerging policy direction and consumer demands. 4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	The following report details the performance of the Salisbury Water Business Unit (SWBU) to January 2019 of the 2018/19 financial year. The report also provides the proposed 2019/20 budget, fees and charges, for consideration by Council

Recommendation

1. The Salisbury Water 2019/20 Budget, including Budget Bids and Fees and Charges, be endorsed for consideration in the 2019/20 Council Budget.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Salisbury Water Fees and Charges 2019/20

1. BACKGROUND

- 1.1 The City of Salisbury is a licenced water retailer under the *SA Water Industry Act 2012*. Council's water business unit, Salisbury Water, strives to be an innovative and reliable water service provider that supports Council's initiatives to deliver economic, environmental and social benefits to the community.
- 1.2 In 2017/18, Salisbury Water
 - 1.2.1 supplied **2,364 million litres** of fit for purpose recycled water to 1,151 customers
 - 1.2.2 delivered customer and community savings of **\$2.8 million dollars**, by providing a competitively priced alternative to mains water
 - 1.2.3 reduced stormwater runoff and pollutant loads into the Barker Inlet by harvesting, cleansing and storing **2,450 million litres** of stormwater for future use.

1.3 As part of the budget deliberations of Council, each business unit reports the most up to date results for the current year, and the proposed budget for the coming year.

2. CITY PLAN CRITICAL ACTION

2.1 Maximise the value of our water business in supporting community wellbeing and economic growth (including agriculture and industry).

3. CONSULTATION / COMMUNICATION

3.1 Internal

3.1.1 Salisbury Water Management Advisory Board and Finance staff

3.2 External

3.2.1 N/A

4. REPORT

4.1 2018/19 Review

4.1.1. Financial results for the 7 months to January 2019 are provided in the table below.

Details	YTD Actual	YTD Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Sale of Water	774,230	869,650	(95,420)	-10.97%
Water Connections	18,686	0	18,686	100.00%
Internal Water Supply	757,081	872,976	(115,895)	-13.28%
External Grants & Subsidies				
Reimbursements	19	250	(231)	-92.24%
Salisbury Water Rebate	(5,671)	(16,000)	10,329	-64.56%
Total Revenue	1,544,346	1,726,876	(182,530)	-10.57%
Expenditure				
Wages & Salaries	342,555	325,244	(17,311)	-5.32%
Contractual Services	502,289	700,750	198,461	28.32%
Materials	367,502	501,579	134,077	26.73%
Depreciation	1,224,450	1,224,450	0	0.00%
Other Expenses	326,669	414,548	87,879	21.20%
Total Expenditure	2,763,465	3,166,571	403,106	12.73%
Net Position	(1,219,119)	(1,439,695)	220,577	-15.32%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

4.1.2. The SWBU completed the first 7 months of the financial year (to 31st January 2019) with a favorable variance against budget of \$220,577.

- 4.1.3. Income totaling \$1,544,346 was received, which is \$182,530 below the YTD budget. This was a result of lower than budgeted usage by irrigation based customers during the first half of the year. Non-irrigation customer usage remained steady and in line with budget predictions.
- 4.1.4. 211mm of rainfall was recorded at Parafield for the first half of the year compared to the average of 271mm for this period. However, steady rainfall was received in November and contributed to the lower demand by irrigation based customers during this reporting period.
- 4.1.5. The lower rainfall resulted in a robust but lower than forecast harvest of 1,858ML, bringing the combined aquifer storage balance to 8,394ML.
- 4.1.6. Operational expenditure was \$403,106 below the YTD budget, mainly due to:
- lower electricity and maintenance costs due to the lower than budgeted harvest and distribution of water.
 - lower chlorine purchase costs associated with lower customer demand.
 - finance charges for loan borrowings being lower than anticipated due to continued low interest rates. It is anticipated that this may result in approximately \$125,000 savings if rates remain low for the remainder of the financial year.
 - lower consulting services associated with the timing of yield modelling and preliminary design for Dry Creek projects.
- 4.1.7. The forecast result for the full financial year (to 30th June 2019) is provided in the table below.

Details	Revised Budget	Original Budget	Forecast EOY	Favourable/ (Unfavourable) Variance	Variance %
Revenue					
Sale of Water	2,470,700	2,470,700	2,470,700	0	0.00%
Water Connections	5,220	5,220	5,220	0	0.00%
Internal Water Supply	2,909,920	2,909,920	2,909,920	0	0.00%
External Grants & Subsidies	100,000	100,000	100,000	0	0.00%
Reimbursements	800	800	800	0	0.00%
Salisbury Water Rebate	(40,000)	(40,000)	(40,000)	0	0.00%
Total Revenue	5,446,640	5,446,640	5,446,640	0	0.00%
Expenditure					
Wages & Salaries	561,180	561,180	561,180	0	0.00%
Contractual Services	1,279,900	1,279,900	1,279,900	0	0.00%
Materials	832,150	832,150	832,150	0	0.00%
Depreciation	1,632,600	1,632,600	1,632,600	0	0.00%
Other Expenses	715,900	715,900	590,900	125,000	17.46%
Total Expenditure	5,021,730	5,021,730	4,896,730	125,000	2.49%
Net Position	424,910	424,910	549,910	125,000	29.42%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

- 4.1.8. The full year outlook has been adjusted from a budget surplus of \$424,910 to \$549,910. The full year outlook assumes that average to dry weather conditions will continue for the remainder of the year.
- 4.1.9. The forecast includes a \$1,632,600 allowance for depreciation.
- 4.1.10. Excluding depreciation, the Salisbury Water Business Unit should maintain a positive cash equivalent position for 2018/19 of **\$2,182,510**.

4.2 2019/20 Business Plan

- 4.2.1 The 2019/20 financial year will see ongoing focus on external sales and marketing aimed at securing high water quality/high value commercial customers.
- 4.2.2 From the Strategic Business Review 2016-2020 (presented to Council on 28th November 2016) the Salisbury Water Strategic Action Plan focuses on the following objectives:
- further develop Salisbury Water through research and development to provide a competitive edge for firms located in the region (City Plan 2030 Key Direction – Prosperous City),
 - ensure a strategy is in place to effectively manage actual and perceived water quality issues, including examining the costs and benefits of treating water to a higher quality standard.
 - prepare a business case to supply bulk stormwater, by optimising the performance of existing schemes on Dry Creek and supplying to the Council Boundary in partnership with a third party provider.
 - initiate planning and analysis for a potential large scale scheme at the bottom of the Dry Creek catchment.
 - continue to pursue groundwater licences as they come onto the market in order to provide additional water supply security.
- 4.2.3 The following initiatives are underway to meet the Strategic Plan objectives:
- Northern Urban Catchments Stormwater Yield Review - Stage 2. Stage 1 was completed in March 2016 and ascertained the ‘reliable’ volume of stormwater available from the urbanised catchments in the Northern Region. The Dry Creek catchment was identified as the most attractive Northern option for further investment, due to the catchment size and existing high level of urban development. Stage 2 of the study is currently underway with detailed hydrological and hydrogeological modelling being undertaken by consultants WGA and UniSA, with this work to be completed in the 2018/19 year.
- R&D trials on desalinating brackish groundwater will continue with the focus on reducing the treatment cost and eliminating customer perceptions issues associated with recycled water. Negotiations will continue with potential partners to deliver higher grade water that will enable opportunities to target other non-irrigation markets.

- New capital initiatives, summarised in the table below, have been proposed to address water security issues, water quality, expansion of the distribution network to supply new customers, and asset renewal.
- Total capital initiatives proposed for 2019/20 is \$1,187k. Of this \$1,097k is a continuation of bids approved in previous years but an additional \$90k is proposed to commission an additional 2 MAR wells at Daniel Avenue Reserve, Globe Derby Park. The Daniel Avenue MAR scheme is critical for supply to customers in the western areas of the City, while the Kaurna Park and Edinburgh Parks South MAR facilities remain quarantined due to the ongoing PFAS remediation work at RAAF Base Edinburgh.
- Previously approved Bid #286 Salisbury Water Head Tanks and Solar PV has had the planned Solar PV component deferred to 2020/21. The Head Tanks are operational, but off-peak power tariffs have stabilized and reduced the viability of the business case for Solar PV.
- No new operating initiatives are proposed for 2019/20.

Bid No	Asset		'000's		
	Cat	Project Title	Exp	Inc	Net
280	R	Water Business Unit Program – Planning Program	35	0	35
281	G/I	Salisbury Water - Water Licence Purchase	100	0	100
282	I	Groundwater Community Bores - Tank & Booster Pump	120	0	120
283	R	Salisbury Water Recycled Water Signage – New / Renewal	5	0	5
284	I/G	Salisbury Water Distribution Main Linkages	315	19	296
285	I	Salisbury Water Emergency Backup Power Supply	25	0	25
286	I/G	Salisbury Water Head Tanks – Solar PV (<i>deferred to 20/21</i>)	-	-	-
287	G	Council Reserve Upgrades – Recycled Water Connections	150		150
348	I/G	Salisbury Water – Daniel Avenue MAR Extraction Capacity U/G	90	0	90
291	R	Salisbury Water - Asset Renewal	347	0	347
TOTAL NEW WATER BUSINESS UNIT			1,187	19	1,168

(Asset Categorisation: G = Growth, I – Improvements, R = Renewal, RD = Research & Development)

4.3 EOI Process

- 4.3.1 In the 2018/19 budget, Council endorsed staff to commence an Expression of Interest (EOI) process to evaluate market interest in working with Council to grow the water business.
- 4.3.2 The EOI is progressing and progress was reported at the January 2019 Council Informal Strategy. It is anticipated that a formal report and recommendations will be made to Council in June 2019.

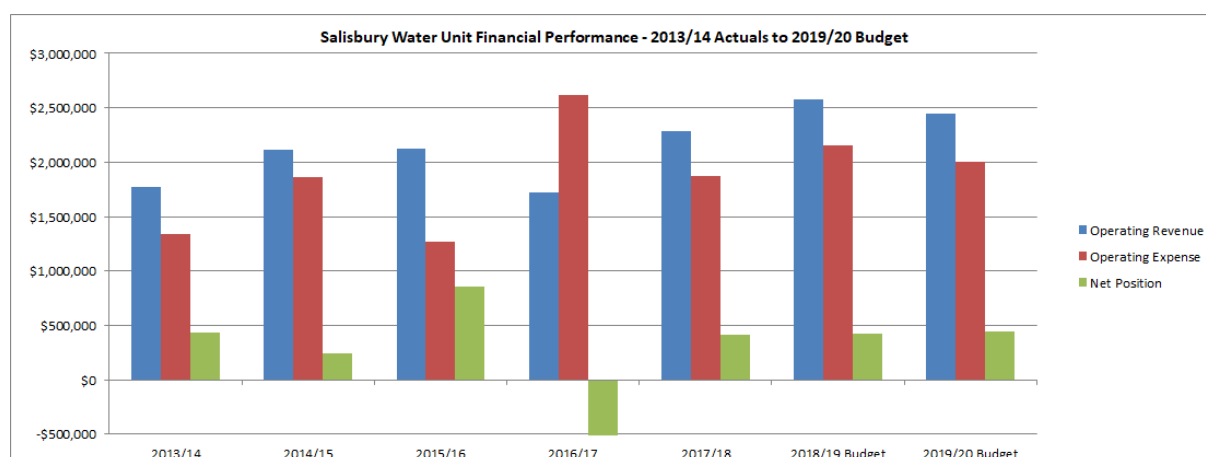
4.4 Financial Analysis**2019/20 Draft Budget**

Item 6.7.1

Details	2018/19 Budget	2019/20 Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Sale of Water	2,470,700	2,438,500	(32,200)	-1.30%
Water Connections	6,020	6,020	0	0.00%
Salisbury Water Rebate	(40,000)	(40,000)	0	0.00%
External Grants & Subsidies	100,000	0	(100,000)	
Internal Water Supply	2,909,920	3,047,280	137,360	4.72%
Total Revenue	5,446,640	5,451,800	5,160	0.09%
Expenditure				
Wages & Salaries	561,180	600,656	(39,476)	-7.03%
Contractual Services	1,079,900	1,252,700	(172,800)	-16.00%
Materials	832,150	693,964	138,186	16.61%
Depreciation	1,632,600	1,758,775	(126,175)	-7.73%
Other Expenses	715,900	699,747	16,153	2.26%
Total Expenditure	4,821,730	5,005,842	(184,112)	-3.82%
Net Position	624,910	445,958	(178,952)	-28.64%
Operating Budget Bids	200,000	0	200,000	100.00%
Net Position including 18/19 New Initiatives	424,910	445,958	21,048	4.95%
CASH POSITION	2,057,510	2,204,733	147,223	7.16%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

Note: 'Other Expenses' expenditure category includes: Interest on borrowings, legal expenses, water licences, internal vehicle hire, internal maintenance charges, finance overhead charges, advertising, insurance and telephone costs.



4.5 Commentary on 2019/20 Budget

- 4.5.1 The 2019/20 budget for the SWBU forecasts a net position of \$446k. This result includes a \$1,758,755 allowance for depreciation.
- 4.5.2 Excluding depreciation the Salisbury Water Business Unit should maintain a positive net cash equivalent position of **\$2,204,733** for 2019/20.
- 4.5.3 The equivalent cash surplus each year is used to pay down borrowings.
- 4.5.4 Sales volumes are budgeted at **2,500 million litres**, which will deliver a combined customer and community saving in the order of **\$3 million dollars**, when compared to what would be paid for the equivalent amount of water at mains water pricing.
- 4.5.5 The substantive retail price of Salisbury Water is recommended to be raised to \$2.78/kl for 2019/20. This represents an increase of 11c/kl. The price increase is proposed for the following reasons:
- the City of Salisbury is currently regulated under a ‘light handed’ approach, with the Essential Services Commission of South Australia (ESCOSA) setting a price determination that applies to Minor and Intermediate retailers for the regulatory period 1 July 2013 to 30 June 2019, through a framework that combines pricing principles and price monitoring.
 - This determination has been based on the National Water Initiatives Pricing Principles. In alignment with these principles, it is appropriate to establish pricing based on the efficient operating, maintenance, planning and administration costs of the business; and a reasonable return on the business’ assets.
 - based on applying these regulatory pricing principles, and in-line with Salisbury Water’s Long Term Financial Plan, the proposes increase of 11c/kl is a planned staged approach over 5 years to bring our pricing fully into line with regulatory pricing.
 - it is anticipated that our price will be 67 cents/kl less than the equivalent SA Water Tier 2 price for mains water, allowing us to continue to deliver significant cost savings to customers and community.
- 4.5.6 Total capital initiatives of \$1,187k are proposed. Of this \$1,097k is a continuation of bids approved in previous years and \$90k is related to a new bid to commission 2 new MAR wells.

4.5.7 Rainfall dependency and the cyclical nature of weather is a key issue for the business. The majority of our customers utilise water for irrigation. Consequently, a wet season eg 2016/17, is useful for replenishing the aquifer stock but means that we do not sell as much water. The Bureau of Meteorology's long range forecast remains at 'El Nino Watch' through to 2019/20 ie we expect conditions similar to 2017/18 and 2018/19 to continue for at least another year.

4.6 Fees and Charges

- 4.6.1 Council provides recycled stormwater to a range of customers including local business, schools, residential properties, and for its own use.
- 4.6.2 Fees and charges are set in accordance with Section 188 of the *Local Government Act 1999* and in line with National Water Initiative (NWI) pricing guidelines.
- 4.6.3 The fees and charges on the following page are proposed for 2019/20.

Fees	2018/19 \$	2018/19 \$	Commentary
Non-Residential Properties			
Substantive Retail Water Supply (per kL)	2.67	2.78	increased in line with regulatory pricing guidelines
Day Time Supply to Tank Only *	2.43	2.53	increased in line with regulatory pricing guidelines
Water Banking & Licenced Transfer of Credits (per kL)	By Negotiation	By Negotiation	no change proposed
Community Based Not for Profit Organisation (upon application) (per kL)	1.73	1.80	increased in line with regulatory pricing guidelines
Bulk Water Supply (negotiated) (per kL)	1.73	1.80	increased in line with regulatory pricing guidelines
Supply Charge (to cover meter reading, cross connection audits etc) per annum	40.00	40.00	no changed proposed
Residential Properties			
Substantive Retail Water Supply - allotment sizes over 300m2 (per kL)	2.67	2.78	increased in line with regulatory pricing guidelines
Supply Charge (to cover meter reading, cross connection audits etc) per annum	40.00	40.00	no changed proposed
Fixed Annual Charge - allotment size up to 300m2 (External Supply Only)	108.00	112.00	increased in line with regulatory pricing guidelines
Fixed Annual Charge - allotment size up to 300m2 (Internal/External supply)	129.00	134.00	increased in line with regulatory pricing guidelines
Other			
Non Payment – Flow Restrictor - Installation and Removal Fee plus - Administration costs	245.00	284.00	increased in line with additional administration costs associated with implementing restriction.
Disconnection – non payment - Contractor Plumbing works plus - Administration costs	Actual contractor cost + \$178	Actual contractor cost + \$179	increase in line with cost recovery of staff time
Connection Fee - 20mm meter / 50 mm meter	Fee to be quoted per connection	Price on application	no change proposed
Meter Relocation Fee	-	Actual contractor cost + \$179	in line with cost recovery for contract & staff time
Special/Final Meter Read	-	28.00	staff time associated with property transfers or requests outside of a scheduled billing period.

* This is an off-peak/tank incentive offered to customers to compensate for their investment in tanks or dams and pumps. They receive a reduced sized connection, limiting the distribution pressure impact on the Salisbury Water network. Their consumption volume does not entitle them to the lower bulk water supply price.

4.6.4 Negotiated Price Scheme (for upfront Capital Contribution)

Council may offer an Industry, a Commercial Enterprise, Business, Sporting Complex, or Community Organisation (i.e. non-residential user) that is a major user of mains water, an incentive to become a Salisbury Water user. In return for the Non-Residential Entity partially or completely funding the costs to install Salisbury Water infrastructure to their property, Council may by agreement offer a conditional discounted price on Salisbury Water to that customer for a limited discount period.

Any negotiated price offered to a non-residential user must be approved by the Chief Executive Officer

4.6.5 Who Should Pay: Ratepayer/taxpayer or Water Customer?

(Public Benefit vs Private Benefit)

Provision of recycled water for irrigation of open space provides improved amenity to the suburbs. This improves the image of the City and makes this a very important part of the City Pride agenda.

High levels of community irrigation are now seen as increasingly important in combatting ‘urban heat’ where recent research has shown that urban temperatures can be up to 10 degrees higher than neighboring rural areas. Irrigation has a significant impact on local climate by supporting the growth of shade trees and lawns. This improves evaporation and transpiration rates and can reduce the local temperature by several degrees. This, in turn, reduces the energy required to run air-conditioners in homes and offices.

Establishing and maintaining high quality turf for sports facilities and school ovals has flow-on benefits to the broader community by facilitating sport and active play, helping to support a healthy lifestyle and combat obesity. This helps to reduce health costs associated with obesity, diabetes etc. It also encourages social inclusion by encouraging group sports and the strong social connections developed in sporting clubs. Active sports participation, especially by youth, has been shown to dramatically reduce negative social issues such as graffiti and vandalism.

Provision of cheaper recycled water to local business and industry can help to attract and sustain these businesses, keeping them in the area, where they provide jobs for local residents. This has a significant flow-on effect to the local economy, generating more job opportunities.

Maintaining water levels in ornamental lakes provides visual amenity that can significantly improve property values.

Hence, there are very strong arguments to be made for the public ‘subsidization’ of water use.

However, despite these significant broader community benefits, all levels of government currently support the ‘user-pays’ principle for water pricing, ie:

‘The ratepayer/taxpayer should not subsidize the water consumer’

Therefore, in accordance with guidelines established by the National Water Initiative (NWI) and now regulated by ESCOSA, there is a careful 'ring-fencing' of the water assets and cost of water services provided by Council's Water Business Unit (including allowance for numerous other Council services eg Customer Service, Human Resources, Finance etc that contribute to the running of the water business) so that the water prices that Council set for Salisbury Water are an accurate reflection of the full cost of providing the service.

4.6.6 Competitive Forces / Market Forces / Comparison with Competitors

The primary competitor for Salisbury Water is mains water supplied by SA Water. The tier 2 mains water price (\$3.37) is the applicable price for the majority of our customers and it is currently higher than Salisbury Water (\$2.67) by 70c/kl. There is a strong local market perception that the price difference between drinking water and recycled water should be this high to reflect the difference in quality. Interstate, recycled water is frequently priced higher than drinking water as a reflection of full cost recovery pricing and customers are prepared to pay a premium for the recycled water. It is unlikely that we will change the local market perception in the short term.

Several of our major customers are engaged under 'legacy' contracts, with a wide range of discounted prices. This is often a result of a financial contribution towards the installation of Salisbury Water infrastructure to their property. Hence, setting a higher retail price has no impact on these customers.

While sales will continue to be grown by conventional marketing, this delivers a steady and incremental improvement. The majority of the large irrigation customers in the Salisbury area ie Schools, golf courses and Council maintained sports facilities have already been secured. Further expansion in the irrigation market must be carefully managed as it becomes increasingly expensive to install new pipework over longer distances to get to new customers.

The success of the Salisbury Water Business Unit to date has been built on working closely with industry/community partners to provide 'tailored' outcomes. This process continues, with a focus on higher quality water for various businesses.

Our objective is to achieve continued growth and increased profitability of the business. The current EOI process seeks a collaborative partner who may assist in this process eg. infrastructure to get to distant customers, affordable treatment technologies to secure higher quality water, and a strong market reputation to help us break into new market areas.

We are mindful that competition may come from the use of bore water, rainwater tanks, dams and technological innovation (recycling) to reduce the need for water. This may impact the water business, but it is important to remember our community/environmental support role.

4.6.7 Cost Structure

The Cost Structure reflects the following:

Variable Costs:

- Maintenance (pumps, pipe flushing, desilting etc)
- Repairs (pumps, pipe bursts, blocked meters etc)
- Electricity (pumping power demand)
- Water Quality and Environmental Monitoring
- Licensing

Fixed Costs:

- Wages
- Financing Costs (loan borrowings to fund asset construction)
- Depreciation allowance
- Rental Charges (eg Parafield Airport Limited for land for the wetland)

5. CONCLUSION / PROPOSAL

- 5.1 Salisbury Water will continue a steady growth approach in 2019/20 by supplying the local community and businesses with 2,500 million litres of affordable recycled water and will continue to pursue negotiations with a number of businesses in order to improve the long term sustainability of the business.
- 5.2 Council will continue to provides savings in the order of \$3 million dollars per year to it's water customers and the community, by providing a very competitively priced alternative to mains water.
- 5.3 Council is asked to endorse the proposed Salisbury Water 2019/20 operating budget, new budget initiatives and fees and charges, for further consideration in the 2019/20 Council budget.

CO-ORDINATION

Officer: Executive Group
Date: 12/03/2019

Salisbury Water Retail - Marketing / Sales

Fee Type	19/20 Fee (Incl GST)	18/19 Fee (Incl GST)	Variance	% Variance	19/20 Volume	18/19 Volume	CY Volume Variance	19/20 Income (Excl GST)	18/19 Income (Excl GST)	CY Fee Income Variance
Non-Residential Properties										
SW003 - Substantive Retail Water Supply - allotment sizes over 300m2 (per kL)	\$2.78	\$2.67	\$0.11	4%	527150	552086	-24,936	\$1,465,500.00	\$1,474,100.00	-\$8,600.00
SW008 - Water Banking & Licenced Transfer of Credits (per kL)	\$1.90	\$1.90	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SW009 - Supply Charge (to cover meter reading, cross connection audits etc) per annum	\$40.00	\$40.00	\$0.00	0%	1000	900	100	\$40,000.00	\$36,000.00	\$4,000.00
SW010 - Daytime Supply to Tank Only	\$2.43	\$2.43	\$0.00	0%	35200	35473	-273	\$85,500.00	\$86,200.00	-\$700.00
SW011 - Community Based Not for Profit Organisation (upon application)(per kL)s	\$1.80	\$1.73	\$0.07	4%	43300	46185	-2,885	\$77,900.00	\$79,900.00	-\$2,000.00
SW012 - Bulk Water Supply (negotiated per kL)	\$1.80	\$1.73	\$0.07	4%	425200	458728	-33,528	\$765,400.00	\$793,600.00	-\$28,200.00
Other Fees										
SW013 - Non Payment - Flow Restriction	\$245.00	\$245.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SW014 - Non Payment - Disconnection	\$178.00	\$178.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SW015 - Connection Fee - 20mm/50 mm meter (fee to be quoted per connection)	\$0.00	\$0.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
Residential Properties										
SW001 - Fixed Annual Charge - allotment size up to 300m2 (Internal/External supply)	\$129.00	\$129.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SW002 - Fixed Annual Charge - allotment size up to 300m2 (External Supply)	\$108.00	\$108.00	\$0.00	0%	39	39	0	\$4,200.00	\$4,200.00	\$0.00
SW004 - Supply Charge (to cover meter reading, cross connection audits etc) per annum	\$40.00	\$40.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00

ITEM	6.7.2
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Building Rules Certification Unit Budget 2019/20 Report
AUTHORS	Chris Zafiroopoulos, Manager Development Services, City Development Leigh Daddow, Senior Management Accountant, Business Excellence
CITY PLAN LINKS	4.4 Embed long term thinking, planning and innovation across the organisation.

SUMMARY The Development Services Division, through the Building Rules Certification Unit, delivers building approval services through its statutory role as the Development Authority under the *Development Act 1993* for development within the City of Salisbury, and provides a fee-for-service for building rules certification to clients undertaking development outside the City of Salisbury.

A small increase in income is projected from both external client services and internal development applications, which is consistent with general trends. Total expenditure is projected to be slightly higher from 2018/19 due to the reapportioning of wages between the two services. The total income will maintain a net positive position for the overall statutory building services that Council is required to provide.

RECOMMENDATION

1. The Building Rules Certification Unit Budget and fees and charges be endorsed for consideration in the 2019/20 Council Budget.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Development Services Fees and Charges 2019/20

1. BACKGROUND

- 1.1 The Building Rules Certification Unit was established to provide Building Rules Consent for development applications within the City of Salisbury, as well as outside the boundaries of the City as a Private Certifier under the *Development Act 1993*. This service is provided by the Certification Unit to clients that include builders, Roxby Downs Council, and support services on an ad-hoc basis for other Councils. During this period, services were also provided to Light Regional Council, Gawler Council and the District Council of Franklin Harbour.

- 1.2 Council has a statutory requirement to provide an internal service to the Salisbury community. The statutory component of our service does not achieve full cost recovery, reflecting that Council has roles in compliance, customer service and advice etc. that do not generate income. It is also a recognition that there is a community benefit from the statutory service and therefore full cost recovery from applicants is not achieved.
- 1.3 The external service to clients provides Council an additional income stream on a fee for service basis, and has the added benefit of building a skill capacity within the administration to serve the Salisbury community through the statutory services we provide.

2. CONSULTATION / COMMUNICATION

2.1 Internal

- 2.1.1 Consultation with representatives of the Financial Services Division was undertaken in the formulation of the Draft Budget.

2.2 External

- 2.2.1 N/A

3. REPORT

2018/19 Review

- 3.1 The following table outlines financial results for the first seven months of the current financial year, indicating a significant improvement in net result thus far compared to budget.

Financial Results for the 7 months to 31st January 2019

ITEM 6.7.2

Details	YTD Actual	YTD Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Building Fees	396,749	297,150	99,599	33.52%
Roxby Downs	6,114	7,000	886	12.66%
Other Revenue	21,700	0	0	0.00%
Internal Income	70	0	70	0.00%
Total Revenue	424,633	304,150	100,555	33.06%
Expenditure				
Wages & Salaries	213,215	215,938	2,723	1.26%
Contractual Services	20,373	22,250	1,877	8.44%
Other Expenses	40,083	34,745	(5,338)	-15.36%
Total Expenditure	273,671	272,933	(738)	-0.27%
Net Position	150,962	31,217	99,817	319.75%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

Income from the Building Rules Certification Unit for the current year is trending above Business Plan projections, and will be captured through budget reviews.

Forecast Financial Results for the year ended 30th June 2019

Details	Revised Budget	Original Budget	Forecast EOY	Favourable/ (Unfavourable) Variance	Variance %
Revenue					
Building Fees	478,300	478,300	478,300	0	0.00%
Roxby Downs	12,000	12,000	12,000	0	0.00%
Other Revenue	0	0	0	0	0.00%
Internal Income	0	0	0	0	100.00%
Total Revenue	490,300	490,300	490,300	0	0.00%
Expenditure					
Wages & Salaries	370,200	370,200	370,200	0	0.00%
Contractual Services	42,000	42,000	42,000	0	0.00%
Other Expenses	58,000	58,000	58,000	0	0.00%
Total Expenditure	470,200	470,200	470,200	0	0.00%
Net Position	20,100	20,100	20,100	0	0.00%

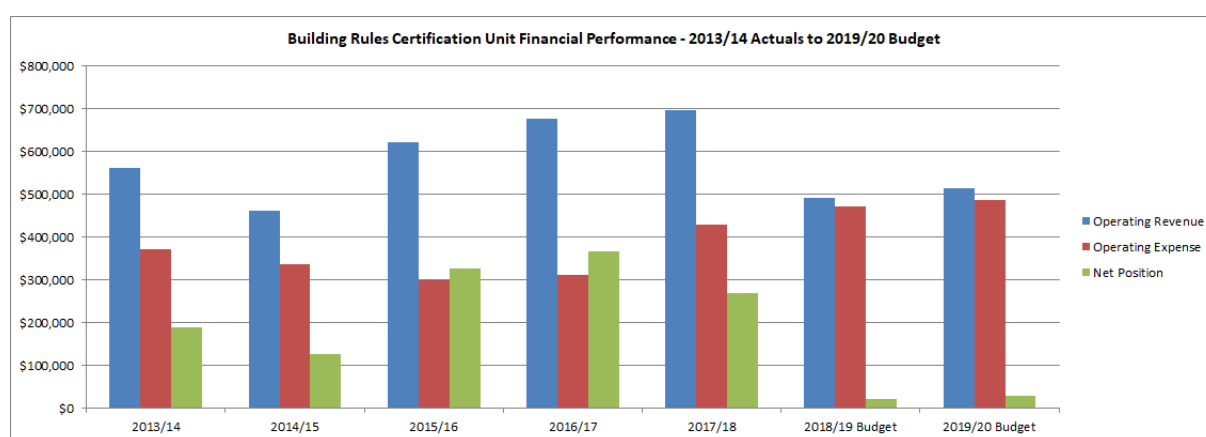
Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

It is anticipated that expenditure will align with Budget projections.

2019/20 Draft Budget (Excluding impact of Budget Bids)

Details	2018/19 Budget	2019/20 Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Building Fees	478,300	505,000	26,700	5.58%
Roxby Downs	12,000	8,000	(4,000)	-33.33%
Total Revenue	490,300	513,000	22,700	4.63%
Expenditure				
Wages & Salaries	370,200	386,300	(16,100)	-4.35%
Contractual Services	42,000	42,000	0	0.00%
Other Expenses	58,000	57,400	600	1.03%
Total Expenditure	470,200	485,700	(15,500)	-3.30%
Net Position	20,100	27,300	7,200	35.82%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.



Commentary on 2019/20 Budget

- 3.2 The 2019/20 Business Plan projects a slight increase in income from external clients. This is as a result of the increased value of work for existing clients and a small growth in new clients with higher value work. The projections are generally conservative given the uncertainty of development market conditions, a competitive environment for the services, and an increasing pool of private certifiers providing this service.
- 3.3 The building rules certification for External Clients Services will continue to return a net surplus to Council. Statutory services Council is required to provide to the Salisbury community incurs a net deficit budget.
- 3.4 A slight decrease in income is projected for the services provided to Roxby Downs Council in 2019/20, due an anticipated reduction in work for this period.
- 3.5 Some changes have been made to specific expenditures and a minor increase in Salaries and Wages is due to the reappportioning of wages.

- 3.6 Statutory application fees are to be set by the State Government as part of the State Budget, and are expected to be known in June. The Private Certification fees will be set at that time, having regard to budget projections for 2018/19 and industry trends.

Fees & Charges

Who Should Pay?

- 3.7 All applicants are required by regulation to pay fees, to a maximum as established by the State Government, to obtain the required Building Rules Consent.

Competitive Forces/Market Forces

- 3.8 As fees are set by the State Government, all Councils are limited in charging no more than the gazetted fees for statutory building rules certification services within the Council area.
- 3.9 In relation to fees for private certification services, the statutory fees do not determine the private certification fees but are a factor for consideration in setting those fees.

Cost Structure

- 3.10 Fees are established by the State Government and Gazetted in late June annually. These are fixed for the 2019/20 financial year.
- 3.11 The Building Rule Certification Unit provides Private Certification services, by means of issuing Building Rules Consents under the *Development Act 1993*, for development applications for projects outside the boundaries of the City of Salisbury. Subject to the nature, size and complexity of the application fees vary and will be set having regard to market rates, our cost base, and the State Government's statutory fees when they are set in June 2019.
- 3.12 The reapportionment of Wages and Salaries was made in 2017/18 following a review of the building services provided by the Development Services Division. The adjustment reflects the re-allocation of resources to align with the priorities for the Division, following the program review.

4. CONCLUSION / PROPOSAL

- 4.1 The 2019/20 Business Plan projects a slight increase in total income and expenditure from the 2018/19 period.
- 4.2 The total income will maintain a net positive position for the overall statutory building services that Council is required to provide.

CO-ORDINATION

Officer: EXECUTIVE GROUP
Date: 12/03/2019

Building Rules Certification Unit

<i>Fee Type</i>	<i>19/20 Fee (Incl GST)</i>	<i>18/19 Fee (Incl GST)</i>	<i>Variance</i>	<i>% Variance</i>	<i>19/20 Volume</i>	<i>18/19 Volume</i>	<i>CY Volume Variance</i>	<i>19/20 Income (Excl GST)</i>	<i>18/19 Income (Excl GST)</i>	<i>CY Fee Income Variance</i>
Building Rules Assessment Fees										
DS013 - Average Lodgements at \$64 per lodgement	\$64.00	\$70.40	-\$6.40	-9%	1640	1469	171	\$105,000.00	\$103,400.00	\$1,600.00
DS014 - Class 1,2 & 4 - per square metre	\$3.08	\$3.01	\$0.07	2%	0	95	-95	\$0.00	\$300.00	-\$300.00
DS015 - Class 3,5 & 6 - per square metre	\$4.10	\$4.01	\$0.09	2%	0	2	-2	\$0.00	\$0.00	\$0.00
DS016 - Class 7 & 8 - per square metre	\$2.71	\$2.66	\$0.05	2%	0	20	-20	\$0.00	\$0.00	\$0.00
DS017 - Class 9a & 9c - per square metre	\$4.65	\$4.55	\$0.10	2%	0	0	0	\$0.00	\$0.00	\$0.00
DS018 - Class 9b - per square metre	\$4.08	\$3.99	\$0.09	2%	0	15	-15	\$0.00	\$100.00	-\$100.00
DS019 - Class 10 - per square metre	\$0.92	\$0.90	\$0.02	2%	0	880	-880	\$0.00	\$700.00	-\$700.00
DS020 - Demolition	\$69.50	\$68.00	\$1.50	2%	0	50	-50	\$0.00	\$3,100.00	-\$3,100.00
DS023 - Certificate of Occupancy	\$45.75	\$44.75	\$1.00	2%	0	5	-5	\$0.00	\$200.00	-\$200.00
DS024 - Development Authorisation (Staged Consents) Fee	\$0.00	\$0.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00

ITEM	6.7.3
	BUDGET AND FINANCE COMMITTEE
DATE	18 March 2019
HEADING	Salisbury Memorial Park Budget 2019/20
AUTHORS	Brian Gillies, Team Leader Sport, Recreation and Cemeteries, Community Development Leigh Daddow, Senior Management Accountant, Business Excellence Sam Zhang, Assistant Accountant, Business Excellence
CITY PLAN LINKS	4.3 Have robust processes that support consistent service delivery and informed decision making.
SUMMARY	This report provides an overview of the performance of the Salisbury Memorial Park (SMP) against the 2018/19 budget for the seven months to January 2019 and proposes a new operating budget and fees and charges for 2019/20.

RECOMMENDATION

1. The Salisbury Memorial Park 2019/20 Budget and fees and charges be endorsed for consideration in the 2019/20 Council Budget.
2. The General Manager Community Development be given delegated authority to vary fees up to a maximum of \$300 (+/-) on the approved Salisbury Memorial Park fee schedule for special circumstances.

ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Salisbury Memorial Park Fees and Charges 2019/20

1. BACKGROUND

- 1.1 The Salisbury Memorial Park (SMP) provides a range of “pre-need” and “at-need” burial services to the community on a fee for service basis. The year to date results for 2018/19 are provided along with the proposed budget and fees and charges for the coming 2019/20 year.

2. REPORT

2.1 2018/19 Review

- 2.1.1 SMP financial performance to January 2019 indicates a favourable variance of \$34,600. Primarily this position is due to steady monthly sales.

- 2.1.2 Total licence sales (inclusive of pre-need) in 2017 /2018 were 111, the total number of licences sold as at January 2019 was 56, whilst burials are at 57. The current position suggests a further 37 burials remain to achieve 94 for 2018/2019, which is within the projected budgeted amount.
- 2.1.3 There has been one major expenditure variance, internal water charges have increased by \$18,500 due to unseasonal weather conditions. Internal charges have been amortised over the full year. It is expected that expenditure will continue on track as per the projected budgeted figures.

Financial Results for the 7 months to 31st January 2019

Details	YTD Actual	YTD Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Cemetery Fees	334,441	290,442	43,999	15.15%
Residential Rent	17,318	13,999	3,318	23.70%
Total Revenue	351,759	304,441	47,318	15.54%
Expenditure				
Wages & Salaries	75,357	72,614	(2,743)	-3.78%
Contractual Services	26,501	30,332	3,831	12.63%
Materials	8,995	6,850	(2,145)	-31.32%
Depreciation	15,375	15,375	0	0.00%
Other Expenses	149,990	138,369	(11,621)	-8.40%
Total Expenditure	276,218	263,540	(12,678)	-4.81%
Net Position	75,540	40,901	34,640	84.69%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

- 2.1.4 The above table demonstrates that as at January 2019 Salisbury Memorial Park is performing \$34,000 favourable when compared to original budget estimates. This is due to a review of the SMP fees and charges and steady monthly sales. At this stage it is anticipated that SMP will exceed original budget expectations by the EOFY and conservative estimates have been calculated in the forecast EOY column in the below table. These forecast results will be further reviewed and an income declaration is expected to be made as part of the Third Quarter Budget Review 2018/19.

2.1.5 The long term maintenance of SMP is funded by two sources:

- The Salisbury Maintenance Reserve budget of \$903,755 as at January 2019 which will grow perpetually by nominal interest allocations;
- A Maintenance Provision of \$10,000 each Financial Year whilst SMP is generating an income.

2.1.6 Surplus income that is generated by SMP goes into Council's General Revenue. The long term maintenance of the Mausoleum is funded by the Perpetual Care Fund of \$835,174 as at January 2019.

Forecast financial results for the end 30th June 2019

Details	Revised Budget	Original Budget	Forecast EOY	Favourable/ (Unfavourable) Variance	Variance %
Revenue					
Cemetery Fees	497,900	497,900	517,900	20,000	4.02%
Residential Rent	24,000	24,000	24,000	0	0.00%
Total Revenue	521,900	521,900	541,900	20,000	3.83%
Expenditure					
Wages & Salaries	124,500	124,500	124,500	0	0.00%
Contractual Services	52,000	52,000	52,000	0	0.00%
Materials	12,250	12,250	12,250	0	0.00%
Depreciation	20,500	20,500	20,500	0	0.00%
Other Expenses	190,725	190,725	190,725	0	0.00%
Total Expenditure	399,975	399,975	399,975	0	0.00%
Net Position	121,925	121,925	141,925	20,000	16.40%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.

2.2 Operational Achievements

2.2.1 Following the Program Review and an expression of interest process it was resolved that the SMP would continue to operate as an internal business unit. This includes monitoring the lease and managing the contractual relationship with the Mausoleum.

2.2.2 In October 2018 Salisbury Memorial Park held a Cemetery Expo in the James Harvey Gallery. The expo was an opportunity for the local Salisbury Cemetery / Funeral industry to showcase their businesses and also an opportunity to highlight the Salisbury Memorial Park. Over 100 people attended and had the opportunity to walk around and gain information from Funeral Directors, Lawyers the Public Trustee and many other industry specialists. The picture below was taken on the day of the Expo.



2.2.3 Below is a photograph of the new Still Born site. This site was completed in October 2018 to give a peaceful resting place for still born babies, a site where families can come, reflect and place mementos in memory of their tragic loss.



2.2.4 Burial and Cremation Act 2014; staff have maintained compliance with the requirements of the legislation which ensures that the cemetery and other interment sites under direct or indirect Council control are properly managed and maintained and that appropriate records are kept.

- 2.2.5 The SMP benefited from approximately 1879 hours of support provided by a dedicated group of volunteers. The volunteers assist with general garden/maintenance activities such as pruning roses, sweeping pine needles, waste paper pick up and removal of dead flowers. Volunteers enjoy flexible arrangements and are present only when Council staff are rostered.

2.3 Mausoleum

- 2.3.1 Management of the Mausoleum Contract involves regular monthly catch up meetings; conducting quarterly Workplace Safety Inspections; monitoring the Perpetual Care Fund (PCF) payments and reporting, these are required within the specified contractual terms.
- 2.3.2 The Mausoleum has provided a special purpose audited financial report for 2017/2018 (which was reconciled to Councils financial records) and will provide one for 2018/2019 as per contractual terms.
- 2.3.3 Budgeted sale of crypts in the Mausoleum for 2018/2019 is 33, as at January 2019 there are 2 crypts sold. The current position suggests a further 31 crypts remain to achieve projected budget income for 2018 / 2019.
- 2.3.4 In accordance with the Mausoleum Lease, City of Salisbury staff meets with Mausoleum Management quarterly to discuss budget performance and marketing strategies.

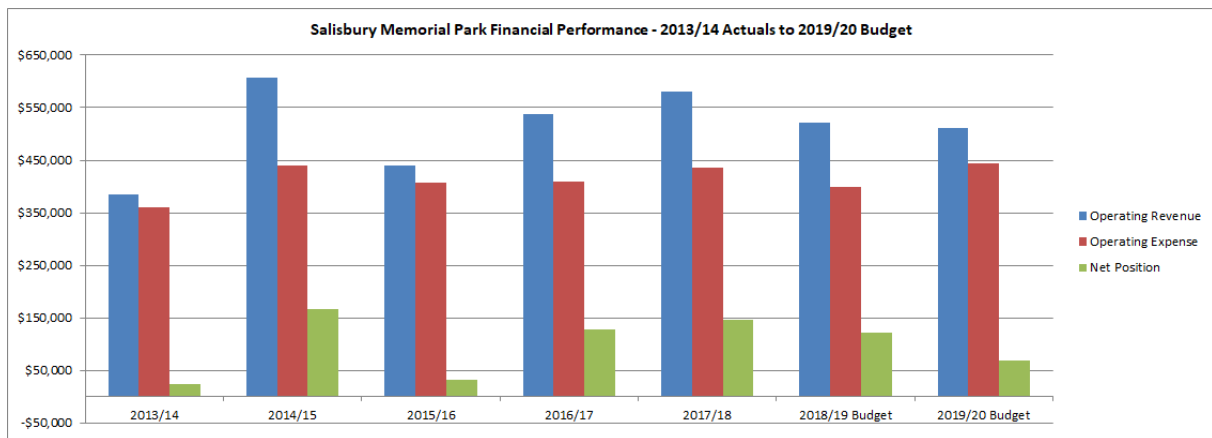
2.4 Market Environment and Pricing Strategy

- 2.4.1 SMP operates in a sensitive market and while it does not provide the full and extensive range of services which are provided by some of the larger Cemeteries, it fulfils an important role within the community. Care needs to be taken when considering upgrades or new service developments to ensure the needs of the community are reflected.
- 2.4.2 A review of the pricing of services has been undertaken with the intention to balance affordability with the need to generate sufficient funds to ensure long term financial sustainability. Pricing strategies include reflecting the true cost of provision, going market rates and incentives, e.g. keeping rates lower to promote sales.
- 2.4.3 The option of burial in perpetuity is rather unique to SMP with the industry at large not providing this option. In terms of fee structures, the in perpetuity option essentially transfer's ownership of the grave site to the lessee. SMP have sold a vault site in perpetuity.
- 2.4.4 Our current specified periods for interment rights are as follows;
- 25 year lease – Cremated remains
 - 50 year lease – Burial sites
 - 50 year lease – Vault section, and
 - 99 year lease – Vault section
 - In perpetuity

- 2.4.5 The current policy position of Council is one of no re-use. This position results in lessees effectively retaining their site beyond the term of initial lease. Where a lease is nearing the end, staff request additional 'extension' of lease payments (for 5 years at a time) to support the long term sustainability of the Cemetery.
- 2.4.6 Cemetery staff in conjunction with Infrastructure Services staff have started to develop a Cemetery Master Plan with the view of creating more burial sites at the SMP. Initial concept drawings have been circulated to appropriate Council staff for comment. The next stage of the Cemetery Master Plan is to form a Project Team, their role will be to cost the works required.
- 2.4.7 Where customers wish to secure a longer initial lease period, the option of a 50 year lease for cremated remains or a 99 year lease for lawn section burial is available by making a double payment at the commencement of the lease. Staff will continue to promote the option for five year lease extensions.
- 2.4.8 The proposed approach is consistent with the industry, however, also provides a point of difference with many in the industry who are moving toward shorter (25 year) lease periods.
- 2.4.9 The SMP faces challenges such as managing pricing carefully to ensure pricing does not become a disincentive or a barrier for the community while still generating the best long term value from the services provided.
- 2.4.10 The SMP maintains a number of important relationships with funeral industry service providers such as Funeral Directors and the Monumental Masons. These two groups have a significant role in supporting the flow of business to the Cemetery.
- 2.4.11 Cemetery staff will continue to maintain service levels and returns to Council and will continue their focus on providing high quality customer service and cemetery grounds maintenance.
- 2.4.12 When considering the issue of performance data and benchmarking it has proved difficult to obtain a clear comparison of service provision / cost of services with other Cemeteries. Staff will continue to monitor industry service offerings and cost to ensure our products and services remain competitive.
- 2.4.13 The SMP has used varied marketing strategies, advertising in Seniors Magazines and Bowls Magazines. In addition to the use of traditional media, staff held a Cemetery Expo in October 2018 to promote recent service additions. Staff are also making monthly guest appearances on PBA-FM to discuss all things Cemetery.
- 2.4.14 Cemetery staff are planning to highlight Mother's Day at Salisbury Memorial Park, 12th of May 2019. There will be soft acoustic musicians and choirs dotted around the SMP from 9:00am until 1:00pm
- 2.4.15 In the coming year, SMP will revisit development opportunities primarily focused around low cost / easy to implement options.

Details	2018/19 Budget	2019/20 Budget	Favourable/ (Unfavourable) Variance	Variance %
Revenue				
Cemetery Fees	497,900	493,800	(4,100)	-0.82%
Residential Rent	24,000	17,900	(6,100)	-25.42%
Total Revenue	521,900	511,700	(10,200)	-1.95%
Expenditure				
Wages & Salaries	124,500	130,550	(6,050)	-4.86%
Contractual Services	52,000	52,000	0	0.00%
Materials	12,250	12,650	(400)	-3.27%
Depreciation	20,500	20,500	0	0.00%
Other Expenses	190,725	227,455	(36,730)	-19.26%
Total Expenditure	399,975	443,155	(43,180)	-10.80%
Net Position	121,925	68,545	(53,380)	-43.78%

Note: A favourable variance within the table above indicates an increase in income or a decrease in expense. An unfavourable variance indicates a decrease in income or an increase in expense.



2.5 Commentary of 2019/20 Budget

- 2.5.1 The above budget for 2019/20 illustrates a \$53,400 decrease to the net position for SMP which is an overall decrease of 44% in comparison to 2018/19. Internal maintenance costs have not been increased for the past 3 years, there will be a \$18,700 increase in internal maintenance cost for 2019/20. Due to unseasonal weather conditions there has been a need to increase irrigation at the Salisbury Memorial Park which has caused an increase of \$18,700 to expenditure. There is also a \$6,000 decrease in residential rent due to property demolition.

2.5.2 The revenue proposed in 2019/20 reflects an overall increase to Cemetery fees, improved identification of fees and allocation / recovery of service costs. Staff are confident that the majority of contract services and materials costs for 2018/19 will only increase by CPI for 2019/20.

2.6 Service Levels

2.6.1 As illustrated in the following table burial service level actuals for 2019/20 are on track to meet projections.

	2015/16	2016/17	2017/18	2018/19 (as at end January)	2018/219 Projection	2019/20 Budgeted
Burials	89	91	103	51	94	94
Inurnment	87	86	78	43	84	84

Total Licences sold 2017-2018 = 131

Total Licences 2018 -2019 as at end January 2019 = 59

2.7 Fees and Charges

2.7.1 The fees and charges attached reflect the actual fees and charges provided to the broader community. The attached fees and charges align with income development templates used to set the annual budget.

2.7.2 Following the 2018/2019 review of fees and charges increases for 2019/2020 have been kept at between 2% and 3% in line with CPI and contractors/suppliers increases. Charges in the chart below show increases greater than 2-3% and also reductions of some fees to allow a consistency of fees across the SMP.

Fees	2018/2019 \$	2019/2020 \$	Commentary
Cemetery Fees / Surcharges			
<i>Additional Section Permit</i>	<i>\$105.00</i>	<i>\$95.00</i>	<i>Now GST exempt</i>
<i>Permit for new headstone Lawn Section</i>	<i>\$210.00</i>	<i>\$190.00</i>	
<i>Permit for Additional Works or Inscription lawn Section</i>	<i>\$105.00</i>	<i>\$95.00</i>	
<i>Permit Ledger Section for Additional Work / inscription</i>	<i>\$105.00</i>	<i>\$95.00</i>	
<i>Permit Ledger Section for New Monument and Inscription</i>	<i>\$350.00</i>	<i>\$320.00</i>	
<i>Permit Vault Section for</i>	<i>\$105.00</i>	<i>\$95.00</i>	

Fees	2018/2019 \$	2019/2020 \$	Commentary
<i>Additional Work Permit Vault Section for Additional Work and Inscription</i>	\$105.00	\$95.00	<i>Now GST exempt</i>
<i>Permit Vault Section for New Monument and inscription</i>	\$620.00	\$565.00	
<i>Perpetual Flower</i>	\$100.00	\$105.00	<i>Manufactures increase</i>
<i>Replacement Detachable Bronze Plaque</i>	\$170.00	\$180.00	<i>Manufacturers increase</i>
<i>Bedrock 1st Inurnment- Bronze</i>	\$1275.00	\$1410.00	<i>Manufactures increase</i>
<i>Rose Garden 20,21- Inurnment</i>	\$825.00	\$925.00	<i>Increase reflects increase in costs to provide service.</i>
<i>Rotunda Garden Bed Cylinder</i>	\$1360.00	\$1605.00	<i>Manufactures increase</i>

2.8 Who Should Pay Public Benefit v Private Benefit?

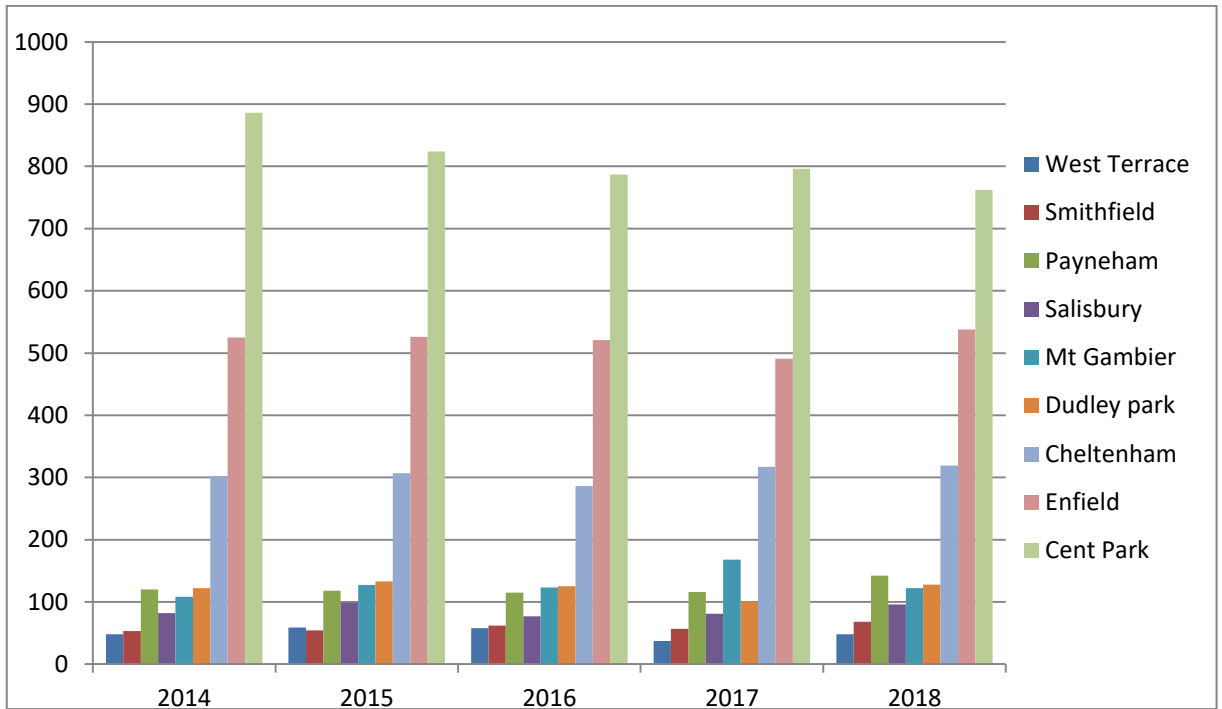
2.8.1 SMP operates within business principles providing services on a user pays basis, covering today's operating costs and contributing to the future maintenance fund. As such it offers a 100% private benefit, and there is no basis for subsidising from the broader community.

2.9 Competitive Forces/Market Forces

2.9.1 SMP operates in a competitive and sensitive environment necessitating care when directing effort to satisfy customer needs. SMP's customers include direct members of the public as well as the various funeral directors, who supply services to their customers, and with whom it is very important to have a close relationship. A direct comparison of fees / services is not always possible with "competitor", cemeteries given the differing service offerings. The following table provides a service fee comparison of proposed 2018/19 fees from competitor cemeteries

Burial Site	SMP	Smithfield	Enfield	Centennial Park
Lawn Section Lease - 50 years including first burial	\$5885	\$6500	\$6500	\$6390

2.9.2 The following graph provides a comparison of burials compared to other Cemeteries, although SMP is clearly not of the same operational scale as Enfield or Centennial Park.



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2.10 Budget Bids

2.10.1 It is not proposed to submit any Business Unit bids for consideration in the 2018/19 year, however staff are reviewing internal funding opportunities, potentially utilising a part of the \$15,000 approved Cemetery Development budget to continue the SMP Masterplan, specifically looking at avenues for increased efficiency, cost reduction and space utilisation.

3. CONCLUSION / PROPOSAL

3.1 The 2019/20 budget reflects the fees and charges included in the body of this report were used in conjunction with service level records to develop an accurate projection of the business over the next twelve months

1.1 CO-ORDINATION

Officer: GMCD Executive Group
 Date: 08/03/2018 12/03/2019

Salisbury Memorial Park Cemetery

	19/20 Fee (Incl GST)	18/19 Fee (Incl GST)	Variance	% Variance	19/20 Volume	18/19 Volume	CY Volume Variance	19/20 Income (Excl GST)	18/19 Income (Excl GST)	CY Fee Income Variance
Cemetery Fees										
SMP015 - Soil Removal	\$500.00	\$500.00	\$0.00	0%	2	2	0	\$900.00	\$900.00	\$0.00
SMP016 - Oversized Casket	\$235.00	\$235.00	\$0.00	0%	5	5	0	\$1,100.00	\$1,100.00	\$0.00
SMP017 - American Box type/metal caskets	\$700.00	\$700.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP018 - Lift & Lower (sliding Scale in 12/13) - 0-9 years since burial	\$2,735.00	\$2,680.00	\$55.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP019 - Lift & Lower (sliding Scale in 12/13) - 10-15 years since burial	\$1,855.00	\$1,820.00	\$35.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP020 - Lift & Lower (sliding Scale in 12/13) - 16 years and more	\$1,310.00	\$1,285.00	\$25.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP030 - Funerals - after 3:30pm	\$500.00	\$475.00	\$25.00	5%	1	1	0	\$500.00	\$400.00	\$100.00
SMP031 - Funerals - Saturday	\$600.00	\$590.00	\$10.00	2%	1	1	0	\$500.00	\$500.00	\$0.00
SMP032 - Funerals - Short Notice (less than 24 hours notice)	\$600.00	\$590.00	\$10.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP033 - Scattering of Ashes	\$165.00	\$165.00	\$0.00	0%	2	2	0	\$300.00	\$300.00	\$0.00
SMP034 - Insertion/removal of Ashes into an existing grave	\$415.00	\$415.00	\$0.00	0%	5	5	0	\$1,900.00	\$1,900.00	\$0.00
SMP035 - Insertion of ashes in coffin at time of burial	\$160.00	\$160.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP036 - Reservation Fees 2yr with right of renewal	\$0.00	\$0.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP037 - Extension of existing lease (5yr increments)	\$390.00	\$385.00	\$5.00	1%	5	5	0	\$1,800.00	\$1,800.00	\$0.00
SMP038 - Exhumation	\$6,555.00	\$6,425.00	\$130.00	2%	1	1	0	\$6,000.00	\$5,800.00	\$200.00
SMP040 - Transfer of Licence	\$110.00	\$110.00	\$0.00	0%	5	5	0	\$600.00	\$600.00	\$0.00
SMP041 - Licence in Perpetuity	\$24,500.00	\$24,000.00	\$500.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP200 - Ledger Removal/replacement	\$700.00	\$690.00	\$10.00	1%	0	0	0	\$0.00	\$0.00	\$0.00
SMP201 - Concrete floor removal/replacement	\$695.00	\$680.00	\$15.00	2%	1	1	0	\$600.00	\$600.00	\$0.00
SMP216 - New Headstone	\$190.00	\$210.00	-\$20.00	-10%	40	40	0	\$7,600.00	\$8,400.00	-\$800.00
SMP217 - Additional Section Permit Inscription	\$95.00	\$105.00	-\$10.00	-10%	40	40	0	\$3,800.00	\$4,200.00	-\$400.00
SMP300 - Reservation Fees on a site (2 year period)	\$375.00	\$370.00	\$5.00	1%	2	1	1	\$700.00	\$300.00	\$400.00
SMP301 - Permit for Additional Works or Inscription lawn Section	\$95.00	\$105.00	-\$10.00	-10%	1	1	0	\$100.00	\$100.00	\$0.00
SMP302 - Permit Ledger Section for New Monument and Inscription	\$320.00	\$350.00	-\$30.00	-9%	0	0	0	\$0.00	\$0.00	\$0.00
SMP303 - Permit Ledger Section for Additional Work / inscription	\$95.00	\$105.00	-\$10.00	-10%	0	0	0	\$0.00	\$0.00	\$0.00
SMP304 - Permit Vault Section for New Monument and inscription	\$565.00	\$620.00	-\$55.00	-9%	1	1	0	\$600.00	\$600.00	\$0.00
SMP305 - Permit Vault Section for Additional Work and Inscription	\$95.00	\$105.00	-\$10.00	-10%	0	0	0	\$0.00	\$0.00	\$0.00
SMP306 - To Remove Headstone and Reinstat	\$240.00	\$232.00	\$8.00	3%	1	1	0	\$200.00	\$200.00	\$0.00
SMP307 - Fee for Inurnment of Ashes when replacing a Plaque	\$205.00	\$205.00	\$0.00	0%	1	1	0	\$200.00	\$200.00	\$0.00
SMP308 - To Relinquish a Site	\$85.00	\$85.00	\$0.00	0%	1	1	0	\$100.00	\$100.00	\$0.00
SMP309 - Transfer of Cremation Memorial to another Garden	\$40.00	\$40.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP310 - Ceramic Photographs Coloured	\$150.00	\$150.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP311 - Ceramic Photographs Black and White	\$98.00	\$95.00	\$3.00	3%	0	0	0	\$0.00	\$0.00	\$0.00
SMP312 - Fee per letter when over \$165 letters	\$2.30	\$2.20	\$0.10	5%	0	0	0	\$0.00	\$0.00	\$0.00
SMP313 - Cameo with Flower or Motif	\$105.00	\$100.00	\$5.00	5%	0	0	0	\$0.00	\$0.00	\$0.00
SMP314 - Perpetual Flower	\$105.00	\$100.00	\$5.00	5%	0	0	0	\$0.00	\$0.00	\$0.00
SMP315 - Renew Lettering on an existing Garden Memorial in Natural	\$190.00	\$187.00	\$3.00	2%	1	1	0	\$200.00	\$200.00	\$0.00
SMP316 - Renew Lettering on an existing Garden Memorial in Gold	\$220.00	\$221.00	-\$1.00	0%	1	1	0	\$200.00	\$200.00	\$0.00
SMP317 - Seat with Bronze Plaque	\$2,150.00	\$2,090.00	\$60.00	3%	0	0	0	\$0.00	\$0.00	\$0.00
SMP323 - Artwork per motif	\$65.00	\$60.00	\$5.00	8%	0	0	0	\$0.00	\$0.00	\$0.00
SMP324 - Replacement Plaque only Granite with Gold lettering	\$640.00	\$625.00	\$15.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP325 - Replacement Plaque only Granite with Natural Lettering	\$610.00	\$595.00	\$15.00	3%	0	0	0	\$0.00	\$0.00	\$0.00
SMP326 - Replacement Plaque only Bronze	\$590.00	\$570.00	\$20.00	4%	0	0	0	\$0.00	\$0.00	\$0.00
SMP327 - Replacement Detachable Bronze Plaque	\$180.00	\$170.00	\$10.00	6%	0	0	0	\$0.00	\$0.00	\$0.00
SMP328 - Extension of existing lease (5yr increments) - Cremation Sites	\$205.00	\$200.00	\$5.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP338 - Extension of existing lease (5yr increments)- Childrens Sites	\$38.00	\$0.00	\$38.00	100%	1	0	1	\$0.00	\$0.00	\$0.00
SMP339 - To Remove / Replace Headstone , Kerbing , Concrete and reinstat	\$865.00	\$0.00	\$865.00	100%	1	0	1	\$800.00	\$0.00	\$800.00
SMP340 - To Remove and Replace Kerbing	\$240.00	\$0.00	\$240.00	100%	1	0	1	\$200.00	\$0.00	\$200.00
Childrens Section										
SMP025 - Children's Section (to 10 years) Licence	\$385.00	\$380.00	\$5.00	1%	1	1	0	\$400.00	\$300.00	\$100.00
SMP026 - Children's Section (to 10 years) Burial Fee	\$530.00	\$520.00	\$10.00	2%	1	1	0	\$500.00	\$500.00	\$0.00

Salisbury Memorial Park Cemetery

	19/20 Fee (Incl GST)	18/19 Fee (Incl GST)	Variance	% Variance	19/20 Volume	18/19 Volume	CY Volume Variance	19/20 Income (Excl GST)	18/19 Income (Excl GST)	CY Fee Income Variance
Cremation Licences										
SMP006 - Rose & Shrub Gardens Lease 25 years	\$1,125.00	\$1,100.00	\$25.00	2%	2	22	-20	\$2,000.00	\$22,000.00	-\$20,000.00
SMP042 - Moss Rock - 25 Year Lease	\$1,120.00	\$1,100.00	\$20.00	2%	2	3	-1	\$2,000.00	\$3,000.00	-\$1,000.00
SMP101 - Water Feature Lease	\$1,125.00	\$1,100.00	\$25.00	2%	1	1	0	\$1,000.00	\$1,000.00	\$0.00
SMP102 - Bedrock	\$1,125.00	\$1,100.00	\$25.00	2%	1	3	-2	\$1,000.00	\$3,000.00	-\$2,000.00
SMP103 - Garden 19-25 Year Lease	\$1,120.00	\$1,100.00	\$20.00	2%	1	1	0	\$1,000.00	\$1,000.00	\$0.00
SMP104 - Garden 20 & 21-25 Year Lease (single only)	\$895.00	\$880.00	\$15.00	2%	4	4	0	\$3,300.00	\$3,200.00	\$100.00
SMP105 - Garden 28-25 Year Lease (single only)	\$895.00	\$880.00	\$15.00	2%	1	1	0	\$800.00	\$800.00	\$0.00
SMP318 - Rotunda Garden Bed	\$520.00	\$510.00	\$10.00	2%	1	1	0	\$500.00	\$500.00	\$0.00
SMP321 - Solid Marker Lease 25 years	\$895.00	\$880.00	\$15.00	2%	1	1	0	\$800.00	\$800.00	\$0.00
SMP322 - Memorial Garden Bed / Wall of Life Pencil Pine	\$335.00	\$330.00	\$5.00	2%	1	1	0	\$300.00	\$300.00	\$0.00
SMP341 - Shrub Garden 1st Inurnment	\$1,340.00	\$0.00	\$1,340.00	100%	2	0	2	\$2,400.00	\$0.00	\$2,400.00
SMP342 - Shrub Garden 2nd Inurnment	\$550.00	\$0.00	\$550.00	100%	0	0	0	\$0.00	\$0.00	\$0.00
Inurnment										
SMP203 - Rose and Shrub Garden 1st Inurnment	\$1,340.00	\$1,293.00	\$47.00	4%	24	24	0	\$29,200.00	\$28,200.00	\$1,000.00
SMP204 - Rose and Shrub Gardens 2nd Inurnment	\$550.00	\$550.00	\$0.00	0%	30	30	0	\$15,000.00	\$15,000.00	\$0.00
SMP205 - Rose Garden 20,21	\$925.00	\$825.00	\$100.00	12%	6	6	0	\$5,000.00	\$4,500.00	\$500.00
SMP206 - Rose Garden 28	\$705.00	\$705.00	\$0.00	0%	3	3	0	\$1,900.00	\$1,900.00	\$0.00
SMP207 - Water Feature Placement and Plaque	\$875.00	\$875.00	\$0.00	0%	1	1	0	\$800.00	\$800.00	\$0.00
SMP208 - Bedrock 1st Inurnment	\$1,410.00	\$1,275.00	\$135.00	11%	2	3	-1	\$2,600.00	\$3,500.00	-\$900.00
SMP209 - Bedrock 2nd Inurnment	\$550.00	\$550.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP210 - Moss Rock 1st Inurnment	\$1,615.00	\$1,573.00	\$42.00	3%	2	2	0	\$2,900.00	\$2,900.00	\$0.00
SMP211 - Garden 19 1st Inurnment	\$1,667.00	\$1,640.00	\$27.00	2%	1	1	0	\$1,500.00	\$1,500.00	\$0.00
SMP212 - Garden 19 2nd Inurnment	\$550.00	\$550.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP213 - Red Brick Inurnment	\$560.00	\$560.00	\$0.00	0%	1	1	0	\$500.00	\$500.00	\$0.00
SMP214 - Donnybrooke Sandstone - 1st Inurnment	\$875.00	\$875.00	\$0.00	0%	1	1	0	\$800.00	\$800.00	\$0.00
SMP215 - Donnybrooke Sandstone - 2nd Inurnment	\$550.00	\$550.00	\$0.00	0%	1	1	0	\$500.00	\$500.00	\$0.00
SMP330 - Rotunda Garden Bed Cylinder	\$1,605.00	\$1,360.00	\$245.00	18%	1	0	1	\$1,500.00	\$0.00	\$1,500.00
SMP331 - Solid Marker	\$625.00	\$615.00	\$10.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP333 - Rotunda Garden Bed	\$575.00	\$565.00	\$10.00	2%	1	1	0	\$500.00	\$500.00	\$0.00
SMP334 - Moss Rock Inurnment Bronze Plaque Single	\$1,795.00	\$1,740.00	\$55.00	3%	1	1	0	\$1,600.00	\$1,600.00	\$0.00
SMP335 - Moss Rock Inurnment Granite Plaque Double	\$1,855.00	\$1,808.00	\$47.00	3%	1	1	0	\$1,700.00	\$1,600.00	\$100.00
SMP336 - Moss Rock Inurnment Bronze Plaque Double	\$2,040.00	\$1,975.00	\$65.00	3%	1	1	0	\$1,900.00	\$1,800.00	\$100.00
SMP337 - Moss Rock Secound Inurnment and Inscription	\$550.00	\$550.00	\$0.00	0%	1	1	0	\$500.00	\$500.00	\$0.00
SMP343 - Rose Garden Lease 25 years	\$1,125.00	\$0.00	\$1,125.00	100%	22	0	22	\$22,500.00	\$0.00	\$22,500.00
SMP344 - Bedrock 1st Inurnment - Granite	\$1,470.00	\$0.00	\$1,470.00	100%	1	0	1	\$1,300.00	\$0.00	\$1,300.00
Lawn Section										
SMP002 - Lawn Section Lease	\$4,035.00	\$3,955.00	\$80.00	2%	40	44	-4	\$146,700.00	\$158,200.00	-\$11,500.00
SMP003 - Interment adult single	\$1,965.00	\$1,930.00	\$35.00	2%	43	43	0	\$76,800.00	\$75,400.00	\$1,400.00
SMP004 - Interment adult double	\$2,130.00	\$2,090.00	\$40.00	2%	48	48	0	\$92,900.00	\$91,200.00	\$1,700.00
SMP005 - Interment adult triple	\$2,415.00	\$2,370.00	\$45.00	2%	3	3	0	\$6,600.00	\$6,500.00	\$100.00
Niche Wall										
SMP012 - Niche Wall License 25 yrs	\$345.00	\$340.00	\$5.00	1%	2	2	0	\$600.00	\$600.00	\$0.00
SMP013 - Donnybrooke Sandstone - Lease 25 yrs single	\$520.00	\$510.00	\$10.00	2%	1	1	0	\$500.00	\$500.00	\$0.00
SMP014 - Donnybrooke Sandstone - Lease 25yrs double	\$940.00	\$920.00	\$20.00	2%	1	1	0	\$900.00	\$800.00	\$100.00
SMP319 - Rotunda Niche Wall Single	\$1,215.00	\$1,200.00	\$15.00	1%	1	1	0	\$1,100.00	\$1,100.00	\$0.00
SMP320 - Rotunda Niche Wall Double	\$1,825.00	\$1,800.00	\$25.00	1%	1	1	0	\$1,700.00	\$1,600.00	\$100.00
Stillborn Section										
SMP027 - Stillborn Section Burial Fee	\$330.00	\$330.00	\$0.00	0%	0	2	-2	\$0.00	\$600.00	-\$600.00
SMP100 - Stillborn Section Burial Fee - Plaque	\$210.00	\$210.00	\$0.00	0%	0	2	-2	\$0.00	\$400.00	-\$400.00
SMP332 - New Stillborn Section Perpetual Licence - Plaque Included	\$450.00	\$450.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
SMP333 - New Stillborn Section Digging Fee	\$210.00	\$210.00	\$0.00	0%	0	0	0	\$0.00	\$0.00	\$0.00
Vaults										
SMP021 - Vault plot license 50yrs	\$14,900.00	\$14,600.00	\$300.00	2%	2	2	0	\$27,100.00	\$26,500.00	\$600.00
SMP022 - Vault plot license 99 yrs	\$25,100.00	\$24,700.00	\$400.00	2%	0	0	0	\$0.00	\$0.00	\$0.00
SMP023 - Reopen/Close existing vault	\$1,980.00	\$1,920.00	\$60.00	3%	1	2	-1	\$1,800.00	\$3,500.00	-\$1,700.00