



*“Our team of local government specialists are focussed on building long-term relationships with our local government clients and are there to assist through project inception, implementation and evaluation.”*

## Local Government Services

The *Local Government Services* team provides broad ranging consulting advice to local government clients across Australia, including strategies for economic development, planning and development, community infrastructure and service provision, financial sustainability, business management and corporate governance.

The *Local Government Services* team is committed to partnering with your local government to enable effective decision-making and to assist in maximising community benefit from your operations. We are able to achieve this by providing accurate and timely advice that considers not only financial outcomes but also broader community and environmental objectives.

In the current environment of rising infrastructure costs and increasing compliance, we recognise that the balance between value for money service provision by local governments and community affordability has never been more important.

*“Our key objective is to ensure that community benefits are maximised from all aspects of your local government’s operation.”*



## Experience

Our team consists of a group of professionals who are all leaders in their respective fields. What sets us apart from our competitors is our in-depth understanding of local government operations, having undertaken hundreds of consultancies across a broad spectrum of issues for local governments around Australia. Our competitive advantage is strengthened by our ability to recognise community issues, evaluate policies and projects, and develop practical strategies to enhance outcomes for financial, economic, social and environmental sustainability.

The team has been involved in the implementation of National Competition Policy and water reforms for more than 10 years, and we are also recognised as one of the leading consultants in the country for retail, office and residential development planning assessment and strategy. Our economic development strategies are also renowned for their comprehensive yet practical outcomes, and our library and community facility reviews are second to none.

Our broad-ranging expertise and experience also allows us to undertake project and policy evaluations from a triple bottom line perspective to produce the best sustainable outcome for your community.

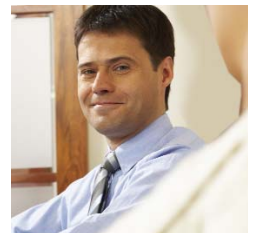
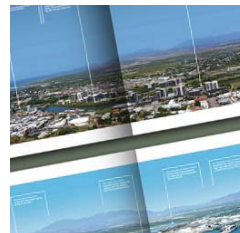
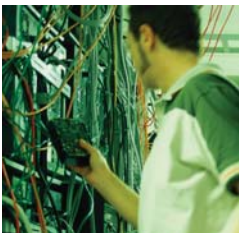
The *Local Government Services* team is able to provide its local government clients with integrated solutions across a diverse range of areas and tailored to meet your requirements – however big or small. The team is able to deliver a seamless service to our clients by partnering with the *Economics Planning & Development*, *Business Strategy & Finance*, *Community Research & Strategy*, *Sustainability & Environmental Assessment*, *Design, Marketing & Advertising* and *Information & Knowledge Management* teams.

## Clients

Our team provides high quality consulting advice to local governments across Australia. We are a preferred (and pre-qualified) Local Buy Supplier for Business Management Consultancy Services in Queensland, reflecting our significant contribution to the local government finance industry over the past decade and confirming the quality and value for money of our financial services. We are also pre-qualified suppliers in the areas of planning, asset management and environmental consultancy services.

The team undertakes a broad range of economics, finance and community projects on an ongoing basis for a large number of local governments across the country, including retail, office and residential development strategies, comprehensive economic development strategies, economic profiling and statistical analysis, financial sustainability modelling, financial compliance and competition reforms, rate and price-setting, ratepayer impact assessments, business management and strategy, community infrastructure assessment, library efficiency reviews and marketing and advertising strategy development.

*“Being pre-qualified by an industry body gives our clients the confidence they need in our abilities, and confirms our longstanding reputation and experience in providing high quality local government consulting services.”*



# Local Government Services

## **Economic Development**

- Economic, industry, and community profiles
- Economic and market data
- Business and community forecasts
- Economic development strategies
- Investment attraction strategies
- Benchmarking and opportunity analysis
- Target sector identification
- Workforce development strategies

## **Business Strategy**

- Corporate, strategic and operational plans
- Corporate governance and leadership
- Corporate and organisational structures
- Performance monitoring and benchmarking
- Financial and non-financial KPIs
- PBAs, commercialisation and corporatisation
- Business activity identification and review
- Rating and utility pricing strategies
- Commercial due diligence processes
- Public-private partnerships
- Funding and subsidy applications
- Government liaison and negotiation

## **Community Research & Strategy**

- Community consultation programs
- Market and social research
- Library and facility reviews
- Aged care/retirement village projects
- Entertainment, sport and recreational facilities
- Event assessment

## **Design & Marketing**

- Branding and logo development
- Design and printing of publications
- Website development

## **Property & Planning**

- Needs analysis
- Development and feasibility studies
- Retail planning and development
- Industrial/commercial land development
- Infrastructure analysis and planning
- Project impact and planning approvals
- Master planning and site assessment
- Education and community development

## **Financial Modelling & Compliance**

- Long-term financial modelling and analysis
- Financial planning and sustainability
- Community impact modelling software
- Market analysis and demand forecasting
- Regulatory/legislative compliance
- National Competition Policy advice
- Regulatory pricing models and price paths
- Infrastructure charging schedules
- Budget and financial statement assistance
- General ledger development and review
- Full cost pricing and activity based costing

## **Project Appraisal & Impact Assessment**

- Cost-benefit and TBL assessments
- Feasibility assessment and options analysis
- Social impact assessment
- Project financing and funding strategies
- Risk assessment and management
- Stakeholder consultation
- Government liaison and negotiation
- Scenario analysis and sensitivity testing

## **Environment & Sustainability**

- Environmental impact assessment
- Climate change and carbon assessments

## Case Study: Incorporating Economic Development into Local Government Planning

Developed with funding from the Department of Tourism, Regional Development and Industry, and partnered by Ergon Energy and the Local Government Association of Queensland, the AECgroup prepared guidelines to incorporate economic development into Local Government planning. The publication was awarded the top “Strategic” prize at the National Economic Development Awards in 2007. Copies of the guidelines have been requested from organisations across Australia and the guidelines have been widely acclaimed as setting a national benchmark.

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