

|   |          |
|---|----------|
| <b>PLANNING AND ENVIRONMENT COMMITTEE</b> | <b>3</b> |
| 13 JULY 2022                              |          |

**CONSULTANCY SERVICES TOWARDS 2050 CAIRNS GROWTH STRATEGY - CONTRACT NUMBER: 2821**

D Wellington | 57/8/14 | #6989033

**RECOMMENDATION:**

**That Council:**

1. **Awards the Consultancy Services for the Towards 2050 Cairns Growth Strategy (Contract Number: 2821) to Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective) for the amount of \$2,447,930.00 (excluding GST); and**
2. **Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to enter into contracts, finalise and negotiate any and all matters relating to this engagement subject to normal procurement practices and policies.**

---

**INTERESTED PARTIES:**

Refer to Attachment 1 for Interested Parties.

**EXECUTIVE SUMMARY:**

The Towards 2050 Growth Strategy will guide and manage the long-term growth of the Cairns Local Government Area (Cairns LGA) through to 2050 and ultimately will form the foundation for a new planning scheme.

Competitive tenders were sought from the open market from suitably qualified consultant/s to lead and coordinate the preparation and delivery of the Growth Strategy. This includes the delivery of a number of technical studies necessary to inform the preparation of the Growth Strategy.

There was a strong level of interest from the market during the tender period and tenders were received from seven companies at the close of the tender period. Six tenders were deemed to be conforming tenders and were subsequently evaluated.

Based on the evaluation undertaken, the recommendation is to award the Consultancy Services for the Towards 2050 Cairns Growth Strategy (Contract 2821) to Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective) for the amount of \$2,447,930.00 (excluding GST). This amount will be spread over 3 financial years in line with the project program and will not be wholly allocated to the 22/23 Financial Year.

### **BACKGROUND:**

The Towards 2050 Growth Strategy will guide and manage the long-term growth of the Cairns Local Government Area (Cairns LGA) through to 2050 and ultimately will form the foundation for a new planning scheme. It is expected that the Growth Strategy will establish a clear and coordinated long term plan for the growth and development of the Cairns LGA. The Growth Strategy will:

- Shape a prosperous, resilient and sustainable future for the Cairns LGA;
- Promote, protect and enhance our iconic natural environment now and for generations to come;
- Create safe, sustainable and connected places that support a quality life;
- Ensure the community adapts to the inevitable changes in how we live and interact with our places, spaces and environment;
- Provide for a range of housing and employment supported by essential infrastructure, services and facilities that meets the future needs of the Cairns LGA;
- Comprehensively engage with and be informed by the Cairns community;
- Represent best practice, contemporary and progressive planning and growth management in a manner that directly responds to the unique environment, including needs and challenges of the Cairns LGA; and
- Provide the foundation and necessary data inputs for Council's new planning scheme and other growth-related initiatives being delivered by Council.

The project will commence within the 2022/2023 financial year and will be completed by the end of 2024.

### **COMMENT:**

Competitive tenders were sought from the open market, pursuant to section 228 of the *Local Government Regulation 2012* (Qld) from suitably qualified consultant/s to lead and coordinate the preparation and delivery of the Towards 2050 Cairns Growth Strategy. This includes the delivery of a number of technical studies necessary to inform the preparation of the Growth Strategy. The tender period commenced on 8 April 2022 and closed on 25 May 2022.

There was a strong level of interest from the market during the tender period and tenders were received from the following seven companies at the close of the tender period:

- Arup Australia Pty Ltd;
- Integran Pty Ltd\*;
- Jacobs Group (Australia) Pty Ltd;
- KRDP QLD Pty Ltd trading as Urban Planning North;

- PSA Consulting (Australia) Pty Ltd;
- SMEC Australia Pty Ltd;
- Wolter Consulting Group Pty Ltd trading as the Towards 2050 Collective.

\* The tender received from Integran Pty Ltd was deemed to be a non-conforming tender.

The evaluation panel consisted of the following members:

- Director, Planning Growth and Sustainability
- Coordinator, Strategic Planning and Growth Management
- Senior Strategic Planner, Strategic Planning and Growth Management
- Director, Economic Development and Advocacy (evaluated to short-list only)

O'Connor Marsden and Associates were engaged as independent Probitry Advisors to the procurement process. They observed the entire evaluation process and provided services including probity reviews and advice relating to the procurement and governance of the process for this consultancy. Procurement advisors from Council's Procurement & Payables Branch also assisted in the procurement process.

Each tender submission was evaluated and scored by each scoring member of the evaluation panel against the following criteria (weightings for the criteria are also identified below):

- Criteria A – Value for money – 25%.
- Criteria B – Relevant experience – 25%
- Criteria C – Key personnel and skills – 25%
- Criteria D – Understanding and methodology – 20%
- Criteria E – Business profile (local, social and sustainability) – 5%

Tender submissions were evaluated based on each consultant's demonstrated strengths and weaknesses for each criterion across the scope of works, based on the information provided. Scoring for each criterion was differentiated by the level of detail supplied by each consultant and their skills and expertise.

Post tender closing clarifications were sought from the tenderers regarding the value, categorisation and inclusion of disbursements associated with the lump sum offers. Responses were received from all tenderers.

Interviews were conducted with three short-listed consultants to which included a presentation of their proposal and a question-and-answer session linked to the selection criteria (relevant experience, key personnel, methodology and business profile).

The tender evaluation process identified Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective) as the preferred tenderer. The panel noted that Wolter Consulting Group Pty Ltd's (trading as the Towards 2050 Collective) tender provided great value for money particularly given their exceptional relevant experience in leading and managing multidisciplinary teams in the successful delivery of projects of a similar nature and scale, their outstanding team of key personnel with relevant experience and capability to adequately deliver the project (including the significant contributions to the project allocated to key personnel) a good understanding of the project objectives and a methodology that will deliver on the project objectives in an innovative and progressive approach.

All tender respondents included a local presence to varying degrees. Local presence, alongside social and sustainability initiatives formed part of the Business Profile evaluation criteria. The preferred tenderer demonstrated a strong response to this element based on the development of a project specific Reconciliation Action Plan and promotion of a 100% female led core project team – alongside wider gender balance within the wider project team.

Based on the evaluation undertaken, the recommendation is to award the Consultancy Services for the Towards 2050 Cairns Growth Strategy (Contract 2821) to Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective) for the amount of \$2,447,930.00 (excluding GST).

### **OPTIONS:**

#### Option 1 (Recommended)

That Council:

1. Awards the Consultancy Services for the Towards 2050 Cairns Growth Strategy (Contract Number: 2821) to Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective) for the amount of \$2,447,930.00 (excluding GST); and
2. Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to enter into contracts, finalise and negotiate any and all matters relating to this engagement subject to normal procurement practices and policies.

#### Option 2

That Council:

1. Does not award the Consultancy Services for the Towards 2050 Cairns Growth Strategy (Contract Number: 2821) to Wolter Consulting Group Pty Ltd (trading as the Towards 2050 Collective); and
2. Revises the delivery method for the Towards 2050 Cairns Growth Strategy. This is not recommended as it adds significant time and cost to the project to the delivery of the project, and increases the risk associated with its delivery particularly its delivery by the end of 2024.

## **CONSIDERATIONS:**

### **Risk Management:**

The Growth Strategy is being prepared to ensure risks associated with the growth and development of the Cairns LGA are known and planned for. The recommended tenderer provided a value for money proposal that favourably addressed the requirements of the project. A risk management and mitigation plan will be developed as part of the inception phase of the project. It is noted that the project spans multiple years and there known risks including the Local Government elections in March 2024 which will be addressed in the risk plan.

### **Council Finance and the Local Economy:**

The project is a multi-year project. A budget allocation of \$750,000 was provided in the 2022/23 budget and identified as a risk item as the tender process was not completed. As it stands, and subject to finalisation of commercial terms, it is estimated that in the 22/23 Financial Year there will be a variance to budget of approximately \$600,000. This variance is able to be funded by identified savings and favourable grant funding rather than a deferral of programs, capital works or service reductions.

Project delivery, sequencing and methodology will also be carefully monitored to ensure costs remain controlled through the life of the project.

### **Natural Environment, Community and Cultural Heritage:**

The Towards 2050 Growth Strategy will guide and manage the long-term growth of the Cairns LGA through to 2050 and ultimately will form the foundation for a new planning scheme. As such it will seek to advance the purpose of the *Planning Act 2016*.

### **Corporate and Operational Plans:**

The project advances following strategies in the Corporate Plan:

#### Robust Economy

- Growth and sustain education and employment opportunities

#### Natural Assets

- Value and protect Cairns' pristine natural environment

#### Focus Three – Design for Liveability

- Deliver contemporary land use planning that supports growth, liveability and sustainability

Specifically, it addresses the Operational Plan action to develop stage one of the Cairns Growth Strategy to inform the new planning scheme.

### **Statutory:**

Relevant procurement provisions in the *Local Government Act 2009* and *Local Government Regulation 2012* have been adhered to.

### **Policy:**

The tender process was undertaken in accordance with Council's adopted General Procurement Policy.

**CONSULTATION:**

Internal stakeholders have been consulted in the pre-tender phase and will be consulted on an on-going basis as the project progresses. The project is underpinned by a well-developed engagement program to be delivered collaboratively by the tenderer and Council officers.

**ATTACHMENTS:**

Attachment 1 - Interested Parties



Debbie Wellington  
Coordinator Strategic Planning and Growth Management



Ed Johnson  
Director Planning, Growth and Sustainability

**Attachment 1 – Interested Parties**

ARO Industries Pty Ltd  
Articulous  
Arup Australia Pty Ltd  
BMT Global  
Buckley Planning  
Bull & Bear Economics  
CA Architects  
Chenoweth Environment  
Civity  
Covey Associates  
Cred Consulting  
Deicke Richards  
Eight Mile Planning  
Extent Heritage  
FAR Lane  
GHD  
Gilbert & Sutherland  
Gilvear Planning  
Harwood Planning and Development  
Heritage Specialists Pty Ltd  
Indij Design  
Integran Pty Ltd  
Jacobs Group (Australia) Pty Ltd  
JBP  
JCU  
Kelly Development  
Kelly Reaston Property and Development Services QLD Pty Ltd trading as Urban  
Planning North  
Kerry Riethmuller Consulting  
Lat27  
Leisa Prowse Consulting  
Mangoesmapping  
Meridian Urban  
Norling Consulting Pty Ltd  
Pat Flanagan  
People Oriented Design  
Philip Follent  
PIE Solutions  
Place Intelligence  
Planz Town Planning  
PSA Consulting (Australia)  
Regional Economic Advisory  
Resource Planning Services  
Rough Plan  
SLR Consulting  
SMEC Australia  
Social Strategies  
Studio THI  
Systems Engineering Australia Pty Ltd

TAP Consulting  
The Comms Team  
The National Property Research Co.  
TPG Architects  
TRACE Visual Design and Planning  
Trace Visual Planning and Design  
Urban Economics  
Urbis  
Water Technology  
wildPLAN  
Wolter Consulting Group

*Note: The identification of interested parties is provided on a best endeavours basis by Council Officers and may not be exhaustive.*