

FW: Australian Clay Target Association -- Wagga Wagga upgrades

From: Jenny Davis <jenny.davis@infrastructure.nsw.gov.au>
To: Peter Minucos <peter.minucos@deputypremier.nsw.gov.au>
Date: Wed, 19 Apr 2017 13:28:49 +1000

From: Jenny Davis
Sent: Monday, 9 January 2017 1:14 PM
To: 'michael.toohey@sport.nsw.gov.au'
Subject: FW: Australian Clay Target Association -- Wagga Wagga upgrades

From: Jenny Davis
Sent: Tuesday, 3 January 2017 12:03 PM
To: Jim Betts
Subject: FW: Australian Clay Target Association -- Wagga Wagga upgrades

From: Stewart Webster [<mailto:stewart.webster@industry.nsw.gov.au>]
Sent: Tuesday, 20 December 2016 4:40 PM
To: Jenny Davis
Cc: Adam Nir
Subject: Fwd: Australian Clay Target Association -- Wagga Wagga upgrades

Hi Jenny,

Adam has provided a short critique of the Wagga Clay target project proposal below. I have also scanned the document, and advise that the GHD 'CBA' is in my opinion unusable for the purposes of fund allocation.

Let me know if you need anything further,

Stewart Webster
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Economic, Skills & Regional Development
NSW Department of Industry
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If you have received this message in error, please telephone Julia Trethowan on 02 6391 3618



----- Forwarded message -----

From: Adam Nir <adam.nir@industry.nsw.gov.au>
Date: 20 December 2016 at 16:19
Subject: Australian Clay Target Association -- Wagga Wagga upgrades
To: Stewart Webster <stewart.webster@industry.nsw.gov.au>

Dear Stewart,

I have been through the material sent to us by Jenny Davis, regarding the proposed upgrades to the clubhouse and conference facilities at the current Wagga Wagga clubhouse.

I agree with your assessment that the GHD business plan's economic assessment is flawed. The main issues are:

- The cost/benefit analysis is performed from a Wagga Wagga-perspective (rather than the State perspective that the Department and Treasury take).
- Gross revenues from additional events are included as project benefits (rather than as producer and labour surpluses).
- Gross operating costs from additional events are included as project costs (rather than as producer and labour surpluses).
- No allowances for displacement of existing businesses has been made.

In order for us to conduct a cost/benefit analysis of the proposal, we would need – at a minimum – the following information:

- (i) the attendee profile for shooting events and business events (especially in terms of origin (interstate, international, NSW));
- (ii) information on past events held at the club or at similar facilities in regional Australia (including visitor origin, event duration);
- (iii) some information on the demand for additional business events capacity, as it is not clear that additional capacity would be used [*page 8 of the GHD report notes that only one-third of business event facilities in Wagga Wagga reported being at 70% capacity, and only one-half of business event facilities being at 50% capacity*].

Please let me know if there is anything further you require with respect to this proposal.

Kind regards,

Adam

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Adam Nir
Senior Analyst
Investment Appraisal | Policy & Program Appraisal
NSW Department of Industry



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