

FW: ACTA business plan

From: Peter Minucos <peter.minucos@deputypremier.nsw.gov.au>
To: Daryl Maguire <daryl.maguire@parliament.nsw.gov.au>, execofficer@claytarget.com.au
Date: Thu, 20 Apr 2017 17:13:57 +1000

Gents,

As discussed today, we need GHD to add an annex to the business plan to demonstrate the net benefits to NSW from the non-shooting events/conferences.

It already does this for the shooting events, so those benefits are reflected in the cost benefit analysis – we just need to demonstrate the corresponding benefits for the non-shooting stuff.

I don't reckon it will take them too long to knock up a 2-3 page annex on this and it will be great to have a BCR for the project that encapsulates both sides of the project. I sent the below email to GHD to summarise the conversation I had with Caleb.

Appreciate your patience and assistance with this.

Cheers, peter

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From: Peter Minucos
Sent: Thursday, 20 April 2017 5:00 PM
To: 'caleb.paul@ghd.com'
Subject: ACTA business plan

Hi Caleb,

Good to chat with you.

As discussed, the business plan currently demonstrates the benefits for *Wagga* rather than *NSW* when it comes to non-shooting events and conferences.

For shooting events, increased number of interstate/international (non-NSW) visitors are demonstrated – and therefore the benefits to NSW.

But this is not yet clarified for the conference visitors (see Table 4-1 page 18). It says how many come from outside Wagga, but not from outside NSW.

If a simple annex (2-3 pages) can be developed for the business plan that clarifies this, that would be appreciated. Things that would be good to include:

- Narrative with reference to numbers before and after.
- Articulate why this is because of the facilities i.e. certain things will happen / be enabled.
- Base case is X conferences, with Y people, of which Z% were non-NSW.
- With new facility, we will have X' conferences, with Y' people, of which Z% were non-NSW.
- Z% can be referenced to current conferences by asking facilitators what % come from outside NSW.
- When increasing participation in a current conference, explain why the new facility will enable that increase (e.g. Stone the Crows – why the new facility means more people in Wagga).
- When increasing the number of conferences, explain why these conferences may have been held outside NSW and are now attracted to Wagga and held in NSW.
- Any example of other conference facilities increasing the number of conferences in that town would be great.

An annex that spells this out would allow the cost benefit analysis to identify the expenditure brought into the State, the benefit of which can be added to the BCR (like it already is for the shooting events).

Please give me a shout if any issues or if you would like to discuss further.

Cheers, peter

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