

Re: AUSTRALIAN CLAY TARGET ASSOCIATION - UPDATING BUSINESS PLAN

From: Alex Akopyan <aleksander.akopyan@industry.nsw.gov.au>
 To: Margaret O'Dwyer <margaret.odwyer@industry.nsw.gov.au>
 Cc: Stewart Webster <stewart.webster@industry.nsw.gov.au>, Adam Nir <adam.nir@industry.nsw.gov.au>
 Date: Tue, 17 Jan 2017 16:57:09 +1100
 Attachments: Unnamed Attachment (68 bytes)

Hi Margaret

The main item missing from the current business case is the rationale for government involvement: it is not clear why supporting the project would be a benefit to the State of NSW.

The GHD report makes an argument for a commercial business events space that could cater for 350 to 500 theatre style (300 to 400 banquet style) people, although the report does not specify what benefits accrue to the State (as opposed to interstate or international venues) as a result of the upgrade. The report also does not specify what currently occurs to the "unfilled demand", nor does it address how meeting this unfilled demand would benefit the State (as opposed to benefiting the Wagga Wagga local government area only).

Sections 3.1, 3.2 and 3.3 of the *NSW Treasury Guidelines for Capital Business Cases* (TPP 08-5) outline the elements of the case for change: namely, the service need, the priority of the service need and the benefits of addressing the service need. The business case will need to contain an analysis of the proposal and an options analysis (discussed at Section 4.2 of the *NSW Treasury Guidelines for Capital Business Cases*). The options analysis should contain a description and evaluation (qualitative and/or quantitative) of the realistic options available to the agency in addition to the proponent's proposal.

The Investment Appraisal Unit would need the following information in addition to the currently available information in order to perform a cost/benefit analysis:

- (i) the expected number of attendees expected at each shooting event and business event;
- (ii) the expected frequency of each shooting event or business event (per year); and
- (iii) the expected breakdown of attendees (Wagga Wagga LGA, other NSW, interstate, international) at each shooting event and business event.

(iv) other uses of the facility, in addition to business and shooting events, that may attract interstate and international visitors to NSW or otherwise improve the welfare of NSW residents.

Happy to discuss prior to meeting with consultants. Should you have any questions, please do not hesitate to contact myself or Adam Nir (9338 6829).

Regards

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On 17 January 2017 at 12:13, Margaret O'Dwyer <margaret.odwyer@industry.nsw.gov.au> wrote:

Hi Stewart & Alex

You are probably aware that Infrastructure NSW has asked that Office of Regional Development take the lead on the project to upgrade the Australian Clay Target Association (ACTA) club house and inclusion of a conference centre at Wagga Wagga.

The proposal went to the ERC in mid December and it was determined that the business case had to be updated and made more robust.

Gary Barnes has advised that we (ORD) will fund an update to the GHD plan.

Attached is a copy of the business case prepared by GHD for the initial proposal - which I think you have already seen

Before I organise meetings with ACTA, can you please advise me what GHD needs to include to strengthen the business case so that will meet NSW Treasury Guidelines for capital business cases.

Regards

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