

Property and Commercial Advisory Services

BENEFITS

Develop a comprehensive project strategy

Define council's needs, requirements, objectives and options for the project.

Understand the financial impact (cost) of the project under each of the assessed options.

Consider all financial issues affecting the project (eg, future space requirements, whole of life costs).

Identify information that needs to be disclosed to the market in a bidding process (eg, planning issues, contractual structure considerations and other issues that could impact on the project).

Assess the strength of market interest through market sounding.

LG Infrastructure Services can assist with all your property and commercial advisory requirements. Our experience shows that through careful planning and by obtaining independent expert advice, councils can minimise their risks and maximise project benefits.

OUR SERVICES

LG Infrastructure Services' property and commercial advisory services include:

- due diligence reviews (including evaluation of options, preparation of financial models and lease v buy analysis)
- review of business cases from a financial, commercial and risk perspective (including review of financial models)
- preparation of expressions of interest or tender sale documents
- project management of the sale process
- tender evaluations and reporting on the outcomes of the sale process, and
- project assurance reviews at any stage of a project's lifecycle

OUR EXPERIENCE

LG Infrastructure Services can help you with a wide range of property and commercial transactions including:

- selling surplus land
- property development
- construction, renovation or expansion of staff accommodation, and
- non-property asset sales.

We are experienced in advising on a wide range of projects such as broadband networks, sporting complexes, and CBD renewal programs.



PROJECT ASSISTANCE

Due Diligence Review

During the due diligence review stage, LG Infrastructure Services can help you by:

- clearly defining council's objectives
- reviewing options and recommending the best way forward
- preparing financial models that help to compare various options
- identifying the key issues that need to be addressed as part of any tender process
- conducting market sounding to encourage market interest and to identify the best way to manage the tender process, and
- advising on the key outcomes of the due diligence process.

Tender

If you don't have the time, resources or experience, we can manage (or help you to manage) your tender process by:

- preparing and/or reviewing tender documents
- issuing and managing the tender on your behalf, and
- receiving and compiling tenders.

Post-tender

After tenders have been received and compiled, we can help you to:

- evaluate tenders against an agreed set of selection criteria
- develop financial models that show the whole-of-life costs of all tenders
- conduct non-financial assessments of responses
- assess the likely ability of respondents to meet their obligations with their proposed resources and costs
- identify a short list of preferred tenderers, and
- negotiate contracts with preferred tenderers.

Project Assurance Review

If you would like an independent review of your project at any stage of its lifecycle, we can assist by undertaking a Project Assurance Review.

The objective of a Project Assurance Review is to improve the outcomes of a project and assist in better managing project risks.

PROPERTY AND COMMERCIAL ADVISORY SERVICES



LG Infrastructure Services can assist at any stage of your project's lifecycle.

TRANSITION PLANNING ASSISTANCE

If you are currently reviewing your existing accommodation requirements or will be impacted by local government reform, we can assist you in planning for your future accommodation needs.

LG Infrastructure Services can help you to assess the likely financial impact of your future accommodation needs by either conducting a review of your financial model or building a financial model for you.

HOW WE CAN HELP

Whether you need us to manage a project or to simply provide advice along the way, our skilled and experienced team is able to assist at any stage of your project's lifecycle.

CONTACT DETAILS

To discuss how LG Infrastructure Services can assist with any commercial or property related issues, contact Mark Girard on **07 3842 4700** or email **mgirard@lgis.com.au**.

ABOUT LG INFRASTRUCTURE SERVICES

LG Infrastructure Services is a joint initiative of the Local Government Association of Queensland and Queensland Treasury Corporation. The initiative was developed to address a need within local government for assistance in evaluating and delivering infrastructure in a cost effective and efficient manner.

LG Infrastructure Services works towards ensuring that the best value for money is achieved for local governments in infrastructure provision. This is achieved by improved bargaining power, increased economies of scale and the collective knowledge of Queensland's local governments.

Each project is approached in a consultative, flexible manner, and our services and advice are tailored to meet each council's individual needs—without taking control of the process.

LG Infrastructure Services can assist with any infrastructure project and specialises in water, waste management, roads, property, remote community support, and general commercial advice. Our key services include design and implementation of infrastructure solutions, project assurance reviews, commercial advisory services, and financial risk advisory services.

LG Infrastructure Services has proven itself to be a regional collaboration implementation partner of choice for local government, delivering a number of regional infrastructure programs on behalf of large groups of councils, and the State.

LG Infrastructure Services is a joint initiative between the Local Government Association of Queensland and Queensland Treasury Corporation



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