



6TH LOCAL GOVERNMENT  
FINANCIAL SUSTAINABILITY SUMMIT

# JOINING THE DOTS

Tuesday 8 and Wednesday 9 May, 2018  
RACV Royal Pines Resort, Gold Coast



#LGFINANCE18



# SUMMIT HIGHLIGHTS

## Queensland Government minister

**The Honourable Stirling Hinchliffe MP,**

Minister for Local Government, Minister for Racing and Minister for Multicultural Affairs

## Keynote presenters

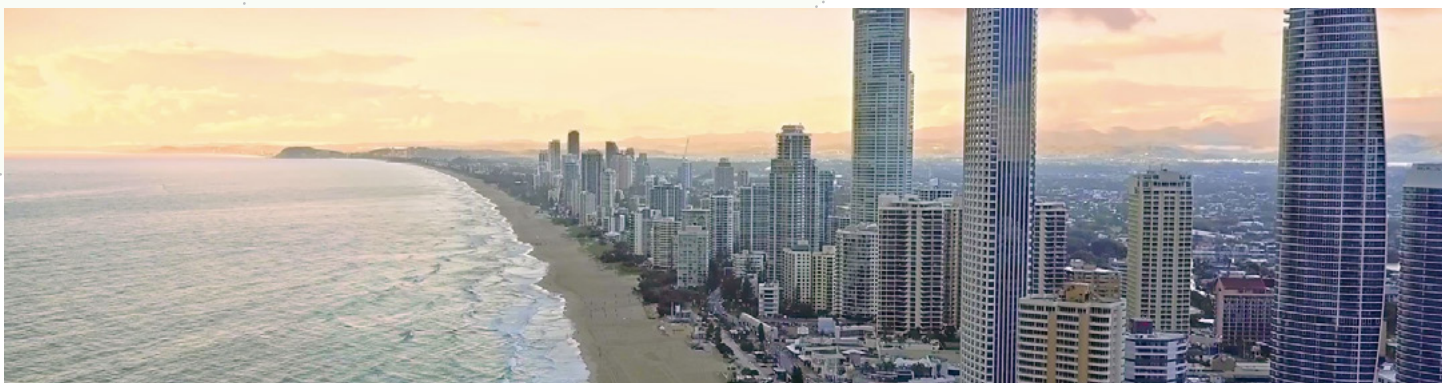
- **Adam Gilmour**, CEO, Gilmour Space Technologies
- **Emma Petherick**, Partner, McKinsey & Company
- **Dale Dickson** PSM, CEO of City of Gold Coast, and Board Member of GOLDOC

## Guest speakers

- An interactive Q&A session on local government challenges -  
**Rt Hon Cr Graham Quirk**, Lord Mayor, Brisbane City Council
- Economic outlook -  
**Michael Anthonisz**, Director Economic & Market Research QTC
- An update on the current priorities for the Queensland Audit Office -  
**Brendan Worrall**, Queensland Auditor-General

## Executive masterclasses

- Solving the big problems
- Unlocking transaction value
- Project management
- Market led proposals



# WELCOME



**Mayor Mark Jamieson**  
President, LGAQ



**Philip Noble**  
Chief Executive, QTC

## Welcome to the 6th Local Government Financial Sustainability Summit

Financial sustainability is at the heart of any responsible business – for both the public and private sectors alike.

Local governments are constantly faced with opportunities and challenges across their regions. This year's Local Government Financial Sustainability Summit will explore case studies of councils taking up new opportunities, and addressing challenges, to improve their communities.

At this year's Summit, we have invited Queensland's Minister for Local Government, Minister for Racing and Minister for Multicultural Affairs, the Honourable Stirling Hinchliffe MP.

We will also hear insights on leadership and opportunities from Brisbane City Council Lord Mayor Graham Quirk, as the leader of Australia's largest council.

Securing international investment in infrastructure and throughout the regions is also high on the agenda. What better way to experience a different perspective on this matter than to hear from space technology entrepreneur Adam Gilmour, of Gilmour Space Technologies. Adam seeks to prove 'the sky is no longer the limit' and will share his Gold Coast startup experience.

McKinsey's Emma Petherick will bring a global perspective as she helps us prepare for the opportunities and challenges local governments are likely to face in the next decade.

Asset management and local economic development are also key themes, that will be explored by councils and industry experts.

As always, we look forward to discussing with you the plans and strategies your councils have in place to position your communities for a prosperous future.

A handwritten signature in black ink, appearing to be 'M. Jamieson'.

**Mayor Mark Jamieson**  
President, LGAQ

A handwritten signature in black ink, appearing to be 'P. Noble'.

**Philip Noble**  
Chief Executive, QTC

# KEYNOTE PRESENTERS



## **Adam Gilmour** | CEO, Gilmour Space Technologies

Very few bankers transform their careers the way Adam Gilmour has. He is the CEO and Founder of Gilmour Space Technologies, a Gold Coast based private space company whose goal is to provide low-cost access to space, and to enable human spaceflight and exploration. Prior to realising his “space dream”, Adam spent 20 years at Citibank where he worked in Foreign Exchange sales and trading businesses. In his last role he managed the Regional derivatives sales and structuring business, based in Singapore, with a team of over 250 headcount.



## **Emma Petherick** | Partner, McKinsey & Company

Emma is a Partner in McKinsey’s Australian Public Sector Practice, and leads the Queensland practice. With a background in Economic Development, she has been with McKinsey & Company for 12 years, and focuses on large performance transformations and driving innovation in the public sector and community setting. She has worked on these types of transformations in Australia, the US and the UK, focusing on the role of leadership, culture, system design and incentives in underpinning transformation success.

Emma has Bachelor Degrees from the University of Queensland in Economics and Law (Hons; University Medal) and a Masters of Economics (Hons) from Oxford University. Outside of McKinsey she has worked in management roles in both the corporate and non-profit sector, and she is a Director on the board of the Catherine Freeman Foundation.



## **Dale Dickson PSM** | Chief Executive Officer, City of Gold Coast

Dale joined the City of Gold Coast in 1999 and was appointed Chief Executive Officer in July 2003.

The City of Gold Coast is the second largest local government in Australia with an annual budget of \$1.5 billion, over 3,400 employees and serves a resident population of around 575,000 and 13 million annual visitors.

More than three decades of local government experience, including roles with Melbourne and Brisbane City Councils, Whitsunday Regional Council and Gympie Regional Council have given Dale a unique perspective on the challenges and rewards of working in local government.

Dale holds a Bachelor of Business in Local Government, a Graduate Diploma of Management and a Master of Public Policy and Management.

In 2014 Dale was recognised in the Australia Day honours list with a Public Service Medal for ‘outstanding public service to local government’. This award added to previous awards including the Governance Professional of the Year Award from the Chartered Secretaries of Australia and Queensland’s top award for leadership in local government by the Local Government Managers Association.

# SUMMIT SESSIONS

## DAY ONE | 8 MAY 2018

TIME	SPEAKER/TOPIC
<b>1:00 pm</b>	<b>QTC MASTERCLASS</b>
	<p><b>TOPIC A</b>  <b>UNLOCKING TRANSACTION VALUE:</b>  <i>Discover the techniques the experts use to maximise the value of a deal.</i></p> <p><b>Hyun-Ju Johnson &amp; Christine Ip, QTC</b></p> <p>Want to generate maximum value for your Council and ratepayers? Leave this practical masterclass knowing how to maximise the value of almost any transaction. Understand the process involved and what to consider when buying, selling or transferring a business or asset. Showcasing recent case studies and examples, this is an unmissable session!</p>
	<p><b>TOPIC B</b>  <b>MANY BUSINESS CASES CONTAIN THE SAME 'CLASSIC MISTAKES' AND OMISSIONS:</b>  <i>Find out what they are and how to avoid them!</i></p> <p><b>Dr John Sing, University of Queensland - UQ Business School, Executive Education</b></p> <p>Build the skills and knowledge you need to analyse robust business cases and develop your own project proposals. You'll discover the secrets that will enable you to avoid common traps that kill business cases. This session will provide you with insights you need to create professional business cases that have realistic timelines and budgets - setting you up for success.</p>
<b>2:15 pm</b>	Afternoon tea and networking
<b>2:45 pm</b>	<b>QTC MASTERCLASS</b>
	<p><b>TOPIC C</b>  <b>MARKET LED PROPOSALS: A practical guide.</b></p> <ul style="list-style-type: none"> <li>• <b>Steffen Poetzsch</b>, Director, Industry Partnerships, DSDMIP</li> <li>• <b>Lindsay Enright</b>, Strategic Planning Manager, Transport Planning and Strategy, Brisbane City Council</li> <li>• <b>Matthew Carley</b>, Senior Manager Operations Development, Port of Brisbane Pty Ltd</li> </ul> <p><b>Facilitated by: Joanne Paterson</b>, A/Executive Director            Department of State Development, Manufacturing, Infrastructure and Planning</p> <p>Using real-life case studies, this masterclass will provide a practical user guide for engagement with the private sector. Find out who can propose, how to add maximum value through effective collaboration and how the State can provide support, beyond just financial assistance.</p>
	<p><b>TOPIC D</b>  <b>PROJECT MANAGEMENT</b></p> <p><b>Dr John Sing, University of Queensland - UQ Business School, Executive Education</b></p> <p>Gun project managers share similar skillsets and approaches. This session is focused on sharpening your PM skills and providing insights from experts who understand what needed to deliver - on time and on budget.</p>
<b>4:00 PM</b>	<b>PLENARY SESSION</b>
	<p><b>SOLVING THE BIG PROBLEMS</b></p> <p><b>Sarah Webster &amp; Jo Killips, QTC</b></p> <p>Business problems come in all shapes and sizes, but there are tools and strategies that anyone can use to break down, analyse, and solve even the most complex issues.</p> <p>This session will provide a practical 'how to' guide for solving complex problems and making important business decisions in a timely manner.</p>
<b>5:15 pm</b>	<b>Session debrief</b>
<b>5:25 pm</b>	Networking drinks - for masterclass attendees
<b>6:30 pm</b>	Close - free night



# SUMMIT SESSIONS

## DAY TWO | 9 MAY 2018

TIME	SPEAKER / TOPIC		
8:30 am	<b>HOUSEKEEPING</b>		
8:40 am	<b>WELCOME FROM LGAQ</b> <b>Cr Mark Jamieson</b> , President, Local Government Association of Queensland		
8:50 am	<b>NO ORDINARY DISRUPTION: Preparing for the opportunities and challenges of the coming decade</b> <b>Emma Petherick</b> , Partner, McKinsey & Company  Think you've seen a lot of change over the last 10 years? Well - you ain't seen nothing yet! Wherever you look - locally or globally, governments need to do more with less. Major demographic shifts are putting unsustainable pressures on government finances, while consumer expectations and increased transparency continue to raise the bar in terms of expected service levels. In this session we'll walk through the most critical macro and micro trends that are impacting government service provision and the innovations that will support sustainability, resilience and relevance over the long-term.		
9:30 am	<b>ADDRESS FROM RT HON CR GRAHAM QUIRK, LORD MAYOR, BRISBANE CITY COUNCIL</b>  An interactive Q&A session on local leadership and challenges within local government.		
10:10 am	Morning tea and networking		
10:40 am	<b>ADDRESS FROM THE HONOURABLE STIRLING HINCHLIFFE MP</b> Minister for Local Government, Minister for Racing and Minister for Multicultural Affairs		
11:10 am	<b>WELCOME FROM QTC</b> <b>Philip Noble</b> , Chief Executive, Queensland Treasury Corporation		
11:40 am	<b>ECONOMIC OUTLOOK</b> <b>Michael Anthonisz</b> , QTC  Hear from QTC's senior economist as he shares the economic outlook at a local, national and global level, and highlights the implications for Queensland's local governments.		
12:10 pm	Lunch		
1:10 pm	<b>SECURING INTERNATIONAL INVESTMENT FOR THE REGIONS</b> <ul style="list-style-type: none"> <li>• <b>Damien Frawley</b>, CEO, Queensland Investment Corporation</li> <li>• <b>Julie-Anne Nichols</b>, Commissioner, Hong Kong and Macao, Queensland Government, Trade and Investment Queensland</li> <li>• <b>Paul Antonio</b>, Mayor of Toowoomba Regional Council</li> <li>• <b>Greg Christensen</b>, Mayor of Scenic Rim Regional Council</li> </ul> A panel of industry experts will share their experience in successfully securing international investment. This is an unmissable session for those interested in learning how to attract investors, build international relationships and hear from experts at the 'coal-face' of trade and investment.		
2:10 pm	<b>SPLIT PLENARY SESSIONS</b> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <b>STIMULATING THE LOCAL ECONOMY: How to buy local</b>   <b>Catherine Mahoney</b>, Senior Client Relationship Manager, Local Buy             Buying locally and investing in the economic growth of our regions is a priority for Queensland councils. In recent years, most councils have modified their strategic procurement policies to incorporate a culture that supports buying locally. What have been the successes these councils have realised? How did they achieve these outcomes? Where are there further areas for improvement? These are some of the questions that will be debated during this interactive workshop.         </td> <td style="width: 50%; vertical-align: top;"> <b>AGRIBUSINESS RESILIENCE AND ECONOMIC DEVELOPMENT</b>  <b>Driving successful business outcomes</b> <ul style="list-style-type: none"> <li>• <b>Rob McConnel</b>, Lead Partner, Queensland Financial Advisory, Deloitte</li> <li>• <b>Kerry Hayes</b>, Mayor of Central Highlands Regional Council</li> <li>• <b>Ian Todd</b>, Co Principal, Todd Farming and Councillor, Balonne Shire Council</li> </ul>           This interactive panel session will discuss successful agribusiness ventures and strategies. Hear from leaders in the industry about how they have worked collaboratively with stakeholders to drive successful business outcomes.         </td> </tr> </table>	<b>STIMULATING THE LOCAL ECONOMY: How to buy local</b>  <b>Catherine Mahoney</b> , Senior Client Relationship Manager, Local Buy  Buying locally and investing in the economic growth of our regions is a priority for Queensland councils. In recent years, most councils have modified their strategic procurement policies to incorporate a culture that supports buying locally. What have been the successes these councils have realised? How did they achieve these outcomes? Where are there further areas for improvement? These are some of the questions that will be debated during this interactive workshop.	<b>AGRIBUSINESS RESILIENCE AND ECONOMIC DEVELOPMENT</b> <b>Driving successful business outcomes</b> <ul style="list-style-type: none"> <li>• <b>Rob McConnel</b>, Lead Partner, Queensland Financial Advisory, Deloitte</li> <li>• <b>Kerry Hayes</b>, Mayor of Central Highlands Regional Council</li> <li>• <b>Ian Todd</b>, Co Principal, Todd Farming and Councillor, Balonne Shire Council</li> </ul> This interactive panel session will discuss successful agribusiness ventures and strategies. Hear from leaders in the industry about how they have worked collaboratively with stakeholders to drive successful business outcomes.
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2:55 pm	Afternoon tea		

# SUMMIT SESSIONS

## DAY TWO cont. | 9 MAY 2018

TIME	SPEAKER / TOPIC
<b>3:25 pm</b>	<p><b>CULTURAL TOURISM: <i>How to succeed through thinking differently</i></b></p> <ul style="list-style-type: none"> <li>• <b>Dr Jane Frank</b>, Lecturer, School of Humanities, Languages and Social Science, Griffith University</li> <li>• <b>Cameron Costello</b>, CEO of Quandamooka Yoolooburrabee Aboriginal Corporation (QYAC)</li> <li>• <b>Gary Waldon</b>, Founder, Localyokl</li> </ul> <p><b>Facilitated by:</b> <b>Jeff McAlister</b>, Deputy Director-General, Tourism Industry Development, Department of Innovation, Tourism Industry Development and the Commonwealth Games</p> <p>Hear directly from those who have successfully attracted tourism to support economic growth within their regions. Cultural tourism is an important part of Queensland's history and economy. Learn how it could regenerate your community and how to make it happen. This session will inspire you to think differently about your own region and how you can drive tourism with your existing assets and attractions.</p>
<b>4:10pm</b>	<p><b>ADDRESS FROM BRENDAN WORRALL, QUEENSLAND AUDITOR-GENERAL</b></p> <p>The Queensland Auditor-General will provide a local government update on the current work and priorities for the Queensland Audit Office.</p>
<b>4:30 pm</b>	<p><b>MANAGING ASSETS: <i>Using technology to effectively manage your assets</i></b></p> <ul style="list-style-type: none"> <li>• <b>Neil Glentworth</b>, Executive Chairman of GWI</li> <li>• <b>Don Vincent</b>, Executive Advisor, GHD Advisory</li> </ul> <p>This interactive panel session will draw insights from industry experts on adopting new technologies and using these to improve asset management practices, and increase productivity.</p>
<b>5:20 pm</b>	<p>Summit close</p> <p>Finance Summit Dinner</p>
<b>6:15 pm</b>	<p><b>GOING FOR GOLD: <i>An infrastructure journey</i></b></p> <p><b>Dale Dickson PSM</b>, CEO, City of Gold Coast and Board member of GOLDOC</p> <p>Hear from Dale Dickson, about the infrastructure journey for the Commonwealth Games and beyond. Dale will discuss the long-term planning process and share best-practice insights when preparing for when the world's eyes will be on you.</p>
<b>7:20 pm</b>	<p><b>A GOLD COAST BUSINESS THINKING DIFFERENTLY WITH THE DEVELOPMENT OF SPACE TECHNOLOGY</b></p> <p><b>Adam Gilmour</b>, CEO, Gilmour Space Technologies</p> <p>Adam will talk about how he has transformed his career from a background in finance to a focus on innovation and technology. In this session he will share how using a different perspective, thinking differently and backing yourself to take risks can lead to something great.</p> <p>Adam will also share his journey as he developed a local business, used state government grants, navigated council approvals, and leveraged business connections to deliver innovative new technology.</p>
<b>9:00 pm</b>	<p>Dinner concludes</p>

# REGISTER NOW!

Register online [www.lgaq.asn.au](http://www.lgaq.asn.au) via the events tab on the homepage or click [this link](#) to be taken directly there.

## Summit registration

**Full Registration (GST INC):** \$880

Includes all of summit program

**Summit Dinner (GST INC):** \$130

## Accommodation and venue

**RACV Royal Pines**

**Ross Street, Benowa Queensland**

Please call 07 5597 8700 to speak directly with the reservations team or email [Royal Pines Reservations](mailto:Royal Pines Reservations) stating your names, group and dates of stay.

Rates are as follows per night (GST INC):

<a href="#">Mountain View Room</a>	<a href="#">\$205</a>
<a href="#">Superior Room</a>	<a href="#">\$235</a>
<a href="#">Spa Suite</a>	<a href="#">\$295</a>
<a href="#">Executive Suite</a>	<a href="#">\$400</a>
<a href="#">Torquay Suite</a>	<a href="#">\$500</a>
<a href="#">Breakfast</a>	<a href="#">\$24</a>

### Summit Enquiries

Please call the LGAQ hotline **1300 542 700** or email [ask@lgaq.asn.au](mailto:ask@lgaq.asn.au)

