NOTICE IS HEREBY GIVEN that an
ORDINARY Meeting of the Council will be held,
on TUESDAY 3 OCTOBER, 2017, commencing at 7:00 PM
at the Town of Claremont, Claremont Council Chambers, 308 Stirling Highway,
Claremont.

Liz Ledger
CHIEF EXECUTIVE OFFICER
Date:
DISCLAIMER

Would all members of the public please note that they are cautioned against taking any action as a result of a Council decision tonight until such time as they have seen a copy of the Minutes or have been advised, in writing, by the Council’s Administration with regard to any particular decision.
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18  FUTURE MEETINGS OF COUNCIL ................................................................................................................................. 11

19  DECLARATION OF CLOSURE OF MEETING ..................................................................................................................... 11
TOWN OF CLAREMONT
ORDINARY COUNCIL MEETING
3 OCTOBER, 2017
AGENDA

1 DECLARATION OF OPENING/ANNOUNCEMENT OF VISITORS

2 RECORD OF ATTENDANCE/APOLOGIES/LEAVE OF ABSENCE
   (PREVIOUSLY APPROVED)
   Cr Brown has an approved Leave of Absence for the 3 October 2017 Ordinary
   Council Meeting.

3 DISCLOSURE OF INTERESTS

4 RESPONSE TO PREVIOUS PUBLIC QUESTIONS TAKEN ON NOTICE

5 PUBLIC QUESTION TIME

6 PUBLIC STATEMENT TIME

7 APPLICATIONS FOR LEAVE OF ABSENCE

8 PETITIONS/DEPUTATIONS/PRESENTATIONS

9 CONFIRMATION OF MINUTES OF PREVIOUS MEETINGS
   That the minutes of the Ordinary Meeting of Council held on September
   19 2017 Council be confirmed.

10 ANNOUNCEMENT OF CONFIDENTIAL MATTERS FOR WHICH MEETING
    MAY BE CLOSED TO THE PUBLIC
   Item 17.1.1 Tender 2017-01 Bulk Waste Verge Collection

11 BUSINESS NOT DEALT WITH FROM A PREVIOUS MEETING
12 REPORTS OF COMMITTEES

12.1 CLAREMONT TOWN CENTRE COMMITTEE

12.1.1 CLAREMONT TOWN CENTRE OPERATIONAL PLAN 2017-18

File Ref: ECD/00070
Attachments: CTC Operational Plan 2017-18
Responsible Officer: Maryanne Martino
Manger Community and Economic Development
Author: Annette Brown
Project Officer
Proposed Meeting Date: 3 October 2017

Purpose
To present the Claremont Town Centre (CTC) Operational Plan 2017-18 for adoption by Council.

Background
The CTC project is an initiative jointly funded through a specified area rate of properties within the town centre and the Town of Claremont. As part of the review process of the operational direction for the final year of the three year plan, the Committee requested that research was undertaken to determine how customers and business people perceived the precinct and activities undertaken to date.

Given the opposing viewpoints of a cross section of business community representatives and their assumptions of activation measurements, it was considered prudent to engage an independent firm to conduct statistically valid market research.

The Hub Marketing Communications was commissioned to undertake and present the findings of the research. The results allowed officers to develop a refreshed, evidence-based Financial Operational Plan that aligns with research outcomes.

At the 29 August 2017 CTC Advisory Committee Meeting, the Committee resolved:

“That the Committee recommends Council support the Claremont Town Centre Operational Plan 2017-18.”

Discussion
The four quadrants of the plan are in keeping with previous operational directions:

1. Create Awareness – social and digital promotion of CTC, website refresh, event marketing and research
2. Create Interest - Curated by Claremont, activation linked to ART TRA’s business connection arm, Christmas lighting
3. Create Comfort – experimental parklet/activation pods
4. Create Partnerships – business workshops business grant opportunities
Past Resolutions
Claremont Town Centre Advisory Committee 16 May 2017.

‘That the item be deferred to the next CTC Advisory Committee meeting.

Reason: For officers to undertake further research and present a new plan for the future of Claremont Town Centre.

Financial and Staff Implications
Resource requirements are in accordance with existing budgetary allocation.

Policy and Statutory Implications
Nil

Communication / Consultation
Communication and consultation for the research project was undertaken by The Hub Marketing Communications to ensure neutral and unbiased delivery and reporting of market research.

The consultation included data base collection and development of a comprehensive list of businesses within the CTC precinct, email notification and subsequent survey reminders to the 187 businesses on the data list; and, invitation to a presentation of results.

Survey results were shared at a Business Briefing attended by 34 CTC businesses, and presented to CTC Advisory Committee Members.

Strategic Community Plan
Prosperity

Our businesses are thriving and integrated into the life of the Claremont community, and the town centre is known as a premier retail destination.

- Support new and existing local small business and entrepreneurial activity.
- Raise the profile of the Claremont Town Centre as a visitor destination.

Urgency

In order for officers to move forward with the activities and marketing plans developed on an evidence based platform, a decision to support the Plan is required.

Voting Requirements

Simple majority decision of Council required.

OFFICER RECOMMENDATION

That Council endorse the Claremont Town Centre Operational Plan 2017-18.
13 REPORTS OF THE CEO
14 ANNOUNCEMENTS BY THE PRESIDING PERSON
15 ELECTED MEMBERS' MOTIONS OF WHICH PREVIOUS NOTICE HAS BEEN GIVEN
16 NEW BUSINESS OF AN URGENT NATURE APPROVED BY THE PERSON PRESIDING OR BY DECISION OF MEETING
17 CONFIDENTIAL MATTERS FOR WHICH THE MEETING MAY BE CLOSED TO THE PUBLIC

17.1 CORPORATE AND GOVERNANCE

17.1.1 RFT2017-01 BULK WASTE VERGE COLLECTION TENDER

File Ref: WST/00285
Attachments: Tender Evaluation Scorecard Summary
Responsible Officer: Les Crichton
Executive Manager Corporate and Governance
Author: Brian Kavanagh
Manager Statutory Services
Proposed Meeting Date: 3 October 2017

Purpose
For Council to consider the tender for the provision of verge bulk and green waste collection service (RFT2017-01).

Background
The Town currently provides to residents four green waste and two bulk/general waste verge collections each calendar year.

With the current contract expiring on 31 December 2017 a tender (RFT 2017-01) was advertised in the West Australian Newspaper on Saturday 19 August 2017 seeking provision of verge collection service. The tender sought pricing on delivery of six collections (four green & two bulk) a year service for the two year period 1 January 2018 to 31 December 2019.

The tender closed on 6 September 2017 and the Town received two conforming tenders and one alternative tender.

Two companies submitted tenders:

Conforming Tender:

- B & B Waste Contractors Pty Ltd (current contract holder);
- West Tip Waste Management

Alternative Tender:

- West Tip Waste Management

The alternative tender submission by West Tip Waste Management provides costs for the collection and disposal of green and bulk waste at an alternate facility to the Metropolitan Regional Council’s (WMRC) JFR (Jim) McGeough Resource Recovery Facility at Brockway Road, as specified in the tender documents.
The Town is bound by a Waste Supply Agreement with the WMRC to supply 3,300 tonnes of waste each year to the McGeough Facility at Brockway Road for processing.

Currently the Town just achieves this supply target each year therefore any waste tonnes diverted away from the McGeough Facility would result in the Town not meeting the Waste Supply Agreement obligations. As a member of the WMRC, diversion of waste away from the McGeough facility, in addition to potentially attracting a penalty which may offset any cost advantage, also the spirit of the partnership. The alternative tender was therefore was not accepted for consideration.

Discussion

The evaluation panel was comprised of the Manager Statutory Services and the Principal Environmental Health Officer.

The evaluation was assessed on the following criteria:

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<tr>
<td>Price</td>
<td>45%</td>
</tr>
<tr>
<td>Relevant experience</td>
<td>25%</td>
</tr>
<tr>
<td>Plant and equipment capability</td>
<td>20%</td>
</tr>
<tr>
<td>Strategy</td>
<td>10%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
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The conforming tender prices (excl. GST) received for the two year contract ranged between:

- West Tip Waste Management $246,464, and
- B & B Waste $272,056

The variation between the two tenders is $25,592 over two years of the life of the contract.

The tender submission from West Tip Waste Management caps the annual collection of green waste at 500 tonnes and bulk waste at 350 tonnes. Additional cost would be incurred by the Town of $139 for each tonne above 500 tonnes for green waste and $159 a tonne above 350 tonnes for bulk waste.

Previous verge collection data indicates the Town collects 534 tonnes of green waste and 238 tonnes of bulk waste each year. Therefore, based on West Tip Waste Management tender and the volume of green waste and bulk waste collected in previous years, the Town would most likely incur an additional cost of $9,500 (green waste component only) over the life of the contract. The additional cost reduces the variation between the two tenders to approximately $16,100 ($1,342 per collection).

While not included in the overall evaluation of tender submissions, the scope also requested pricing on an hourly rate for collection and disposal of illegally dumped bulk waste that may occur in the district from time to time. The hourly rates ranges from West Tip Waste Management $139 and B & B Waste $160 per hour.
As detailed in the attached summary, the tenders were scored as follows:

1. West Tip Waste Management - 73.00
2. B & B Waste Contractors Pty Ltd – 72.06

Advantages and disadvantages of each tender were assessed.

**West Tip Waste Management**

*Advantages*

- Tenders at the lowest collection price – $16,000 over two years;
- Large privately owned company with 30 years experience in waste and recycling industry through providing Skip Bins;
- Adequate machinery and staff resources to complete the collection schedule in the required time;
- Provided supporting referees;
- Separation of recyclable product (metals, white goods, cardboard);
- Consistent reporting and management processes; and
- Proposed dedicated account manager assigned to the contract.

*Disadvantages*

- The use of skid loader to pick up waste from verge and load compactor trucks to remove waste. This may increase the risk of damage to grass verge/reticulation systems and complaints from residents; and
- Limited local government experience in verge waste collection. The main activities of West Tip Waste Management business is the supply and collection of skip bins and hook lift bins.

**B & B Waste Contractors Pty Ltd**

*Advantages*

- Family owned and operated company, with 20 years experience providing bulk and green waste verge collection and disposal services to local government authorities;
- Current contractor for the Town providing an obliging, prompt and reliable service;
- Understanding of the service delivery, methodology and expectations of residents;
- Manual collection of waste from verge and loading compactor trucks with no machinery used to load trucks;
- Adequate machinery and staff resources to complete the collection schedule in the required time;
- Provided supporting referees;
- Separation of recyclable product (metals, white goods, cardboard); and
- Excellent reporting and management processes in place.
Disadvantages

- Provided a higher collection price than West Tip Waste Management.

Summary

The tender scorecard (Attachment 2) suggests little separates the two companies in delivering verge bulk and green waste collection service, other than:

Price
West Tip Waste Management price is approximately $16,000 lower over two years, which equates to $1,342 per collection.

Relevant experience
B & B Waste have demonstrated experience in delivering similar services over a long period of time, and adequate equipment/resources to fulfil the contract. As the Town’s current contractor their service level and efficiency is known to residents and administration.

A point of difference also in the two tenders is:

- The use of manual handling collection of waste from verge and loading compactor trucks by B & B Waste. The manual collection method reduces damage to lawn and reticulation systems.
- West Tip Waste Management use a skid loader for the collection of waste from the verge which may result in damage to lawn and reticulation systems and possible complaints from residents seeking the damage to be rectified.

Reference Checks

As the service provided to the Town by B & B Waste is understood, reference checks were conducted with clients of West Tip Waste Management.

The City of Subiaco engage West Tip Waste Management to remove and dispose of waste from their depot using skip bins only. This service is not sought by the Town.

The City of Nedlands engages West Tip Waste Management only for the disposal of bulk and green waste, not the collection as sought by the Town. (Cleanaway conducts the collection component for the City.)

The Town of Cottesloe entered into a two year contract with West Tip Waste Management in April 2017 and to date has completed one bulk collection and disposal for the Town.

Officer Recommendation

On balance the service level, established relationship, and consistency of service provided by the current contractor B & B Waste is considered of greater benefit to the Town and residents than cost advantage provided by West Tip Waste Management. It is recommended Council accept the tender from B & B Waste.
Past Resolutions

Ordinary Council Meeting, 6 October 2015, Resolution No. 174/15:

That Council

1. Council accepts the Tender from B & B Waste Contractors Pty Ltd for the provision of the verge bulk and green waste collection service from 1 January 2016 to 31 December 2017, and
2. The report remains confidential pursuant to Section 5.23(2)(c) of the Local Government Act 1995.

CARRIED

Ordinary Council Meeting 10 December 2013, Resolution No. 367/13:

That;

1. Council accepts the Tender from B & B Waste Services for the provision of the verge bulk and green waste collection service from 1 January 2014 to 31 December 2015;
2. Council approves the additional $40,000 of unbudgeted expenditure; and
3. The report remains confidential pursuant to Section 5.23(2)(c) of the Local Government Act 1995.

CARRIED BY AN ABSOLUTE MAJORITY

Financial and Staff Implications

Pricing of both conforming tenders for the first year are accommodated within the 2017-18 budget for bulk and green waste verge collection.

Policy and Statutory Implications

Local Government Act 1995 s. 3.57
Procurement Policy LG509
Town of Claremont – Strategic Community Plan 2027
Corporate Business Plan 2017-18 to 2020-21

Publicity

RTF 2017-01 was advertised in the West Australian Newspaper and on the Town of Claremont website. The Verge Bulk and Green Waste collection dates are published in the Town’s waste calendar and website.

Strategic Community Plan

Liveability

We are an accessible community, with well maintained and managed assets, and our heritage preserved for the enjoyment of the community.

- Clean, usable, attractive, accessible streetscapes and public open spaces.
Environment

*We are a leader in responsibly managing the built and natural environment for the enjoyment of the community and continue to demonstrate diligent environmental practices.*

- Aim for best practice in water usage and waste minimisation in line with community expectations.
- Take a leadership role in the community in environmental sustainability.

Urgency

The contract is due to expire on the 31 December 2017 and the appointment of a service provider is required to maintain service delivery for 2018.

Voting Requirements

Simple majority decision of Council required.

OFFICER RECOMMENDATION

That Council

1. Accept the Tender from B & B Waste Contractors Pty Ltd for the provision of the verge bulk and green waste collection service from 1 January 2018 to 31 December 2019, and

2. The report remains confidential pursuant to Section 5.23(2)(c) of the *Local Government Act 1995.*
18  FUTURE MEETINGS OF COUNCIL
19  DECLARATION OF CLOSURE OF MEETING
Ordinary Council Meeting

3 October 2017

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<td>12.1.1 CLAREMON TOWN CENTRE COMMITTEE</td>
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<td>17.1 CORPORATE AND GOVERNANCE</td>
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ATTACHMENT 1 – CTC OPERATIONAL PLAN 2017/18

ATTACHMENT 2 – TENDER EVALUATION SCORECARD SUMMARY
12.1 REPORTS OF COMMITTEES

12.1.1 CLAREMONT TOWN CENTRE COMMITTEE

ATTACHMENT 1 – CTC OPERATIONAL PLAN 2017/18

Pages 8
OPERATIONAL PLAN
2017-2018
Executive Summary

The following 12 month Plan has been developed for the Claremont Town Centre project, to contribute to improving the economic and social well-being of the Claremont Town Centre.

What is the Claremont Town Centre Project
This is a joint initiative between the Claremont town centre business community and the Town of Claremont. This project gains direction and support from the Claremont Town Centre Advisory Committee that meet quarterly. The Committee are made up of property owners, Councillors and Town of Claremont staff.

It is funded annually half through the specified area rate half through the Town of Claremont for a period of 3 years. This project has just commenced its fifth year.

This Plan incorporates a number of measurable strategies that create awareness, interest, and comfort and develop partnerships to support the project.

What is the Role of the Advisory Committee?
To provide direction and support to the Claremont Town Centre project through:

- Advice and direction in relation to the Claremont Town Centre Plan
- Attend Quarterly meetings attendance and input
- Advocacy of the project to other businesses
- Involvement in Claremont Town Centre Initiatives
Strengths and Opportunities

- Train station
- Main street
- Some iconic shops that have a strong, loyal client base
- A shopping centre that is the biggest draw-card in the western suburbs
- A shopping centre whose management is willing to engage and invest to make all of Claremont successful
- A strong brand based on the past
- Many strong and successful communities of interest including schools, sporting clubs such as football and water polo, and more
- New urban infill developments that concentrate people
- Reasonable civic spaces and public realms
- A website and active social media
- Local government support

Threats and Weaknesses

- Change in retailer demands and expectations (online shopping, looking for an ‘experience’ when they go shopping)
- Perceived lack of parking
- Traffic
- Lack of understanding of the current Claremont consumer and potential consumer
- Vacant shops – create dead space
- A shopping centre that is the biggest draw-card in the western suburbs
- The Laneways

The Resources

The annual budget for the Claremont Town Centre project is $240,000 of which half is made up through a specified area rate and the other half by Council. This year, Council have approved to release funds for a Festival Director position that will be based at FORM and employed to organise a Children’s Art and Literature Festival. The Town of Claremont has employed a Project Activation Officer to support the planned initiatives. These are overseen by the Community & Economic Development Manager.
The Claremont Town Centre Project Goals

Create Awareness
Create Interest
Create Comfort
Create Partnerships
## 2017 – 2018 ACTION PLAN

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<th>Position</th>
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<tr>
<td>Chief Executive Officer</td>
<td>CEO</td>
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<tr>
<td>Marketing Consultant</td>
<td>MC</td>
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<tr>
<td>Place Activation</td>
<td>PA</td>
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<tr>
<td>Communications Coordinator</td>
<td>CC</td>
</tr>
<tr>
<td>Festival Director</td>
<td>FD</td>
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<tr>
<td>Manager Community &amp; Economic Development</td>
<td>MCED</td>
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</table>

### Create Awareness

*Continue to positively develop and enhance the Claremont Now brand through a range of marketing strategies & research*

<table>
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<tr>
<th>Strategy</th>
<th>Action</th>
<th>Timeline</th>
<th>Responsibility</th>
<th>Resources</th>
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<tbody>
<tr>
<td>Website</td>
<td>Constantly update information and ensure this medium is the central</td>
<td>weekly</td>
<td>MC</td>
<td>20,000</td>
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<tr>
<td></td>
<td>information point, with all promotion and marketing collateral linked</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>back to this site</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Social Media</td>
<td>Monitor and upload relevant content to Facebook (aim for 3 posts per</td>
<td>All year</td>
<td>PA</td>
<td>3,000</td>
</tr>
<tr>
<td></td>
<td>week)</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Publicity &amp; Media</td>
<td>Build and maintain strong relationships with the local media</td>
<td>All year</td>
<td>PA and CC</td>
<td>Internal Allocations</td>
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<td>Compile and distribute media releases and press kits pertaining to</td>
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<td></td>
<td>relevant initiatives, events and business news</td>
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<td></td>
<td>Explore avenues for promotion in Tourism focussed publications</td>
<td></td>
<td></td>
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<tr>
<td>Event Marketing</td>
<td>Specific marketing collateral for Pop ups and other events</td>
<td>Event Specific</td>
<td>Team</td>
<td>CTC Budget $20,000 (Zenith Concert Series /</td>
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<table>
<thead>
<tr>
<th>Human Resources</th>
<th>Place Activation Officer</th>
<th>All year</th>
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<tr>
<td>Research</td>
<td>Conduct market research to gain insights into motivation for shopping in Claremont.</td>
<td>Team</td>
<td>$10,000</td>
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</table>

**SUB TOTAL** | **Claremont Town Centre budget** |  |

- **Create Interest**
  
  *Encourage and manage initiatives that contribute to making the town centre a more interesting, active place to visit*

| Marketing       | Curated By Claremont, a periodic magazine that is created through a street style shoot. The magazine will feature new stock/specials being promoted in CTC retailers. | 3 issues per year | MC | $12,000 |
| Events & Activations | Zenith Pop up Wine Bar  
Convert Old Theatre Lane into a Wine bar. Local business to operate bar. Bump in with rustic furniture and bar, games, books, and lighting  
Zenith Pop up Wine Bar 2 will depend on success of number 1 | Friday 29 September | PA | $5,000 |
|                  | Literal Literacy  
A cultural event that links business and artists Book sculptures created by professional artists will be exhibited in window displays and in-store, forming an interface between art, business and visitors, who will be encouraged to seek out the artworks within the precinct. The artwork trail will allow the development of a strong marketing and promotion | May 2018 |  | $50,000 |
Christmas Lighting
Add to and improve the existing Christmas lighting to create interest and increase visitation
November/December
$10,000

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<tbody>
<tr>
<td>Shading / Greenery</td>
<td>Design and install a trial shaded hub in the CTC</td>
<td>3 months</td>
<td>PA</td>
<td>$25,000</td>
</tr>
<tr>
<td>Seating</td>
<td>Design and install a trial seating hub in the CTC</td>
<td>3 months</td>
<td>PA</td>
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SUB TOTAL
Claremont Town Centre budget
$25,000

Create Comfort
Make the town centre a more relaxing, comfortable physical space through improved and additional public amenities

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<tr>
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<th>Timeline</th>
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<td>Design and install a trial seating hub in the CTC</td>
<td>3 months</td>
<td>PA</td>
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SUB TOTAL
Claremont Town Centre budget
$25,000

Create Partnerships
Create and manage partnerships that contribute to the aim of the Claremont Now Project

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Action</th>
<th>Timeline</th>
<th>Responsibility</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Workshops</td>
<td>Create networking opportunities where possible for business interaction</td>
<td>Three per year</td>
<td>PA</td>
<td>$5,000</td>
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<tr>
<td>Business Grants</td>
<td>Small grants to assist businesses to create initiatives that support pedestrian access and flow, make people linger longer. Funds have been increased in line with recent survey results</td>
<td>Ongoing</td>
<td>PA</td>
<td>$20,000</td>
</tr>
</tbody>
</table>

SUB TOTAL
Claremont Town Centre budget
$25,000

7
17.1 CORPORATE AND GOVERNANCE

17.1.1 RFT2017-01 BULK WASTE VERGE COLLECTION TENDER

ATTACHMENT 2 – TENDER EVALUATION SCORECARD SUMMARY

Pages 1
# Scorecard for Verge Bulk Collection Tender

**2017-01**

<table>
<thead>
<tr>
<th></th>
<th>Supplier 1</th>
<th>Supplier 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>B&amp;B Waste</td>
<td>72.06</td>
<td>73.00</td>
</tr>
<tr>
<td>West Tip</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Selection Criteria

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Weighting</th>
<th>Score</th>
<th>Weighted Score</th>
<th>Score</th>
<th>Weighted Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE for 6 Collections (Weighting 45%)</td>
<td>45%</td>
<td>6.88</td>
<td>30.94</td>
<td>7.00</td>
<td>31.50</td>
</tr>
<tr>
<td>EXPERIENCE (Weighting 25%)</td>
<td>25%</td>
<td>7.75</td>
<td>19.38</td>
<td>7.50</td>
<td>18.75</td>
</tr>
<tr>
<td>PLANT/EQUIPMENT (Weighting 20%)</td>
<td>20%</td>
<td>7.25</td>
<td>14.50</td>
<td>7.75</td>
<td>15.50</td>
</tr>
<tr>
<td>STRATEGY (Weighting 10%)</td>
<td>10%</td>
<td>7.25</td>
<td>7.25</td>
<td>7.25</td>
<td>7.25</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>72.06</td>
<td>73.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Criteria</th>
<th>B&amp;B Waste</th>
<th>West Tip</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE for 6 Collections - 45%</td>
<td>30.94</td>
<td>31.50</td>
</tr>
<tr>
<td>EXPERIENCE - 25%</td>
<td>19.38</td>
<td>18.75</td>
</tr>
<tr>
<td>PLANT/EQUIPMENT - 20%</td>
<td>14.50</td>
<td>15.50</td>
</tr>
<tr>
<td>STRATEGY - 10%</td>
<td>7.25</td>
<td>7.25</td>
</tr>
<tr>
<td><strong>TOTAL SCORE</strong></td>
<td>72.06</td>
<td>73.00</td>
</tr>
</tbody>
</table>