



2021 ANNUAL REPORT

From the President



I write this whilst working from home with the Olympics on in the background. I am struggling to believe that the Olympics is taking place in an environment with no spectators, officials and athletes wearing masks – it feels extremely surreal. While all this is going on, Australia has lockdowns coming and going around the country. The world has changed a lot from what it was only 2 years ago.

Consult Australia has evolved during this time, embracing the virtual world for many of our meetings, industry briefings and advocacy work. This move to the virtual world has meant that we can include more people than we could in the face to face environment, but has also meant that we are missing some of the more social aspects that come from people being in the same room as each other.

An example of this move is that in 2021, we held our first virtual conference. We managed to run an event that was informative and engaging in a manner that 12 months before we would never have thought would be necessary or even remotely possible. This adaptiveness from the team at Consult Australia is what has enabled us to be successful during this time. The Consult Australia team, led by Nicola Grayson, have been tremendous in continuing to push the strategic agenda for our industry. Consult Australia has built a team that is capable of advocating for our industry on key issues impacting our People, our Pipeline, our Procurement and our Practice (our 4 P's). During the last 12 months there has been some terrific advancements in relation the Procurement practices of Government, we have collaborated with the Australian Contractors Association to push Government towards being a Model Client. We have also continued to make sure the People in our industry are supported and able to work during lockdowns. Nicola and the Consult

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Australia team have lobbied government on our behalf to keep construction open as much as possible and to keep enabling our industry to provide services to critical infrastructure and construction.

Financially, we performed much better than the previous couple of years. Restructures that were completed in the second half of the 2019/20 Financial year have paid dividends, with the financial result a result of astute financial management rather than generation of additional revenue. In fact, revenue dropped, which was expected with the COVID 19 pandemic impacting how we live and work.

As I finish my term as President and prepare to handover the President banner, I am pleased to see the strong Consult Australia team that is ready to support and fight for our industry into the future.

A handwritten signature in black ink, appearing to read 'Gerry Doyle'. The signature is fluid and cursive, written on a white background.

Gerry Doyle
President

From the CEO



Over the 2020/21 financial year the pandemic continued to impact our way of working, however true to our strategic plan, we kept our focus on growing Consult Australia's profile and engagement and did not let it dampen our opportunity to celebrate the achievements of our industry, as we live streamed our showcase events online. We delivered the 2020 Annual Awards for Excellence, complete with Roaring '20's theme, and celebrated the NSW FutureNet Business Leader's Awards. Rather than postpone, we also ran the 2021 Leaders Conference online in February focused on the four leadership characteristics that will be essential in navigating this decade of disruption, i.e. ethical, inclusive, empathic, and purpose driven leadership. Over 4000 people have attended our events over the 2020/21 financial year period, demonstrating continued demand for quality content whether delivered online or face to face.

We were (and continue to be) engaged in forums across Australia as governments sought to understand the impact of the pandemic on the business community and our industry's role in recovery. This has provided us with the opportunity to promote the importance of maintaining an active and smooth pipeline of work and our members' role in enabling economic recovery.

Aside from COVID-19, members across the Consult Australia community have made clear their concerns about industry's capacity to deliver the volume of work in light of increased investment, the deterioration of the Professional Indemnity (PI) Insurance market, and the need to support the wellbeing and mental health of the talented people that make up our organisations. A major focus of our policy engagement over the course of the last 12 months has been with Infrastructure

Australia and the development of the new 15-year infrastructure plan for Australia. This included a member of our policy team, James Robertson, being seconded into Infrastructure Australia to assist with development of the chapter on industry productivity and innovation for the first three months of this calendar year. The Plan contains a clear set of recommendations that, if implemented, will significantly improve the culture and productivity across the infrastructure sector. Looking ahead, Consult Australia's forward advocacy plan will be to work across the Commonwealth, state and territory governments to implement the recommendations to deliver on the reforms. These reforms if implemented will not only benefit the infrastructure sector, but will set the standard across our industry. Thank you to the member representatives that are involved in our forums, committees, roundtables, and working groups that have been instrumental in shaping our solutions for procurement and contracting reforms, thank you also to all our members that respond to our Industry Health Check and Skills Shortage surveys, which provides data critical to the success of our thought leadership campaigns.

Members have also asked us to look for opportunities to work with others to maximise our influence and to that end we are working with the Australian Constructors Association to develop a set of four papers on industry issues of mutual concern regarding government procurement practice and how we can resolve.

We have been working closely with the Insurance Council of Australia on the PI insurance market deterioration on how we can de-risk the market through better industry regulation and practice. We are also working with Engineers Australia on automatic deemed registration for engineers in the jurisdictions that have introduced a registration system. More details of our policy and advocacy work on behalf of members is contained later in this Report.

A key way in which we influence government stakeholders is by actively participating in government forums. Our ability to secure seats at forums around the country demonstrates that Consult Australia is recognised as an essential stakeholder. Throughout Australia, Consult Australia engages with government ministers, departments, agencies and corporations on a broad range of issues. For example, at the Commonwealth level we are involved in the Centre for Procurement Excellence Steering Committee and the Procurement Consultative Roundtable that brings together Secretaries of all the Commonwealth Agencies with a select group of industry representatives. At the current time we are members of at least 30 government forums, some of which we established.



Over 4000 people have attended our events over the 2020/21 financial year period, demonstrating continued demand for quality content whether delivered online or face to face.



Noting that just over 91% of our membership are small and medium enterprises (SME), and in line with our strategic intent to increase the level of engagement across the membership, over the course of the financial year the following action has been taken:

- Consult Australia's President appointed an SME representative to the Consult Australia Board, Holly Carson, Head of Corporate Services at Civil Geotechnical Consultants.
- Quarterly 'SME online open forums' have been established to give members direct access to our CEO, President, Head of Policy and Government Relations, and peers, for an open discussion on any issue members want to raise.
- All new SME members are allocated a Consult Australia team member to help them guide them through their first year of membership.
- We held a 'National SME Summit' attended by 108 members, a collaborative event organised by SME members for SME members. Given its success, we will make this a feature of our annual calendar.

The team at Consult Australia has done a tremendous job of living our values throughout these challenging times. We have recruited and onboarded new staff members entirely online and have still yet to meet as a full team face to face! We have welcomed Daniela Bosinovska (Marketing and Communications Manager), Fredi Cueva (Corporate Designer), Kristine Banks (Manager QLD), Alison Kirk (Manager NSW), Cindy Laird (Senior Policy Advisor), and Teone Tobin (Policy Analyst). We have said goodbye to team members, James Robertson (Policy Lead), Mark Rock (Marketing Manager), and Voltaire Corpuz (Corporate Designer) and thank them for their excellent contribution to Consult Australia and in Voltaire's case over a decade long service to the association.

Looking ahead and in line with our strategic plan we are focused on membership growth and continuing to provide value to members across your industry, your business, and your career. It is critical to the consulting sector's profile in the market and our ongoing sustainability to grow the membership. We thank all our members for their continued commitment to driving the forward agenda and striving for a healthy and vibrant consulting sector.

Nicola Grayson
Chief Executive Officer

Board performance

The Board of Consult Australia has developed and implemented a process for evaluating the performance of the Board in accordance with good governance principles described by the Australian Institute of Company Directors (AICD). This procedure was endorsed at the December 2020 Board meeting and the agreed areas for review are:

- Board composition and diversity
- Board self-evaluation
- Board meeting effectiveness
- Board committee effectiveness
- Board committee self-evaluation
- Board support of the CEO and President
- Board support of the roundtables and state/territory committees

The Board effectiveness assessment is conducted by the Nominations & Remuneration Committee of the Board. The evaluation process does not include a process for directors to share individual concerns – this is through direct feedback to the President who will decide on a suitable approach to each individual case.

Board Diversity Results

An initial Board Diversity Assessment was undertaken in February 2020 and identified strong diversity in the experience of Board members and geographic representation. The skills of the Board Members were considered appropriate for the effective functioning of the Board. A lack of representation of SME firms was however identified and actions were put in place to identify a representative from a small business member to be included in the Board as a nominated Board Member. This action was completed in accordance with the powers of the President in July 2020.

The Board Diversity Assessment was last reviewed at the February 2021 Board meeting. The Board did not identify any gaps that required addressing and agreed that the next Assessment would need to take place again in October this year due to the election of new Board members to take place at the Annual General Meeting. Three Board Members will retire by rotation this year and two will not be standing for re-election. Further the Board Member appointed under the President's powers to represent Small Member firms will also retire by rotation and not re-stand for election. The impact of these retirements on the Board diversity is:

- A gap in geographical representation from South Australia and Western Australia
- A gap in representation from a medium sized member
- A gap in representation from a small sized member

Board Self Evaluation

The Board conducted a self-evaluation via an anonymous survey in December 2020. A suggested area of improvement agreed when the results were discussed at the December 2020 meeting was that the 2021 plans for the Board and the Board committee meeting agendas should be set out for the year to map the objectives for each meeting so that they can be as productive as possible.

The survey was conducted again in May/June, with results discussed at the June 2021 Board meeting the results of the survey were considered very positive. It was agreed that expectations of time commitments of the Board directors will be added to the call for director nominations to help manage expectations. It was also hoped that the Board could convene face to face time in October (restrictions permitting).

Board Committee effectiveness

The two committees of the Board (Finance & Risk and Remunerations & Nominations) conducted a self-evaluation via an anonymous survey in December 2020 and June 2021. No significant areas for improvement were identified at the June 2021 Board meeting.

Board Support of the CEO and President

The results of the CEO and Presidents' ratings of Board support were noted at the February 2021 meeting, with assessment conducted again results noted that the July 2021 Remunerations & Nominations Committee of the Board. The ratings raised no issue of concern.

Board Support of the Roundtables and State/Territory Committees

There was a low response rate to the request for feedback regarding the Board's support of Consult Australia's roundtables and state/territory committees so a follow up survey to capture a self-assessment of their performance was sent to the chairs of each roundtable and state/territory committee. The results were discussed at the June 2021 Board meeting. Overall the assessment was positive but one of the common challenges noted in the feedback was maintaining a succession plan for the committee/roundtable chairs and maintaining representatives that can reflect the views of their organisation at a senior/strategic level. As a result it was agreed that once the committee/roundtable has nominated a chairperson/vice, the nomination is confirmed through the Board. It was also agreed that the template terms of reference of the committees/roundtables be reviewed to ensure that they adequately address the role and function of the committees/roundtables. With support from their Board representative, the NSW Committee has reviewed the make up of representatives and a number of new members have stepped onto the Committee.

New members in FY20/21

NEW FULL MEMBERS

Arccos Consulting Pty Ltd	Specialises in all things road and transport, an experienced team providing specialised advice and design knowledge ranging from traffic impact assessments and road safety audits to detailed design.
Axxon Consulting	Providing building information modeling, building services, electrical engineering, lighting design and mechanical engineering.
Carlow and Carlow	Providing an holistic view on business governance and operations and delivering meaningful counsel coupled with practical execution strategies designed to make a real difference.
CmdrKat Consulting	A boutique sustainability, environmental management and engagement consultancy firm working with government, industry and the community across a wide range of sectors
Dahms Technik	Providing a deep technical and operational knowledge of industrial machines in brown and greenfield environments. Service offerings covering the entire machine life cycle from design, procurement, commissioning, handover and training, to refurbishment and decommissioning.
Davijaan Professional Services	Supplying structural engineering services.
Engineering Sydney	Civil and structural engineering consulting practice that is passionate about innovative, practical and functional designs.
Envelop Consult Pty Ltd	Working within architecture, facades, and project management.
Essjay Consulting Engineers	Bespoke and efficient engineering design solutions for the complete range of building services.
FSC-Range	Offering civil, structural, costal, ports and maritime, utilities and temporary work services, as well as asset advisory and project delivery.
MacDonald Corporation Australia	Engineering and project management with significant experience in the delivery of a range of projects, in sectors including civil, transport, infrastructure, marine and water.
Mace Australia	Project and programme management, advisory services and facilities management consultancy.

NEW FULL MEMBERS (CONTINUED)

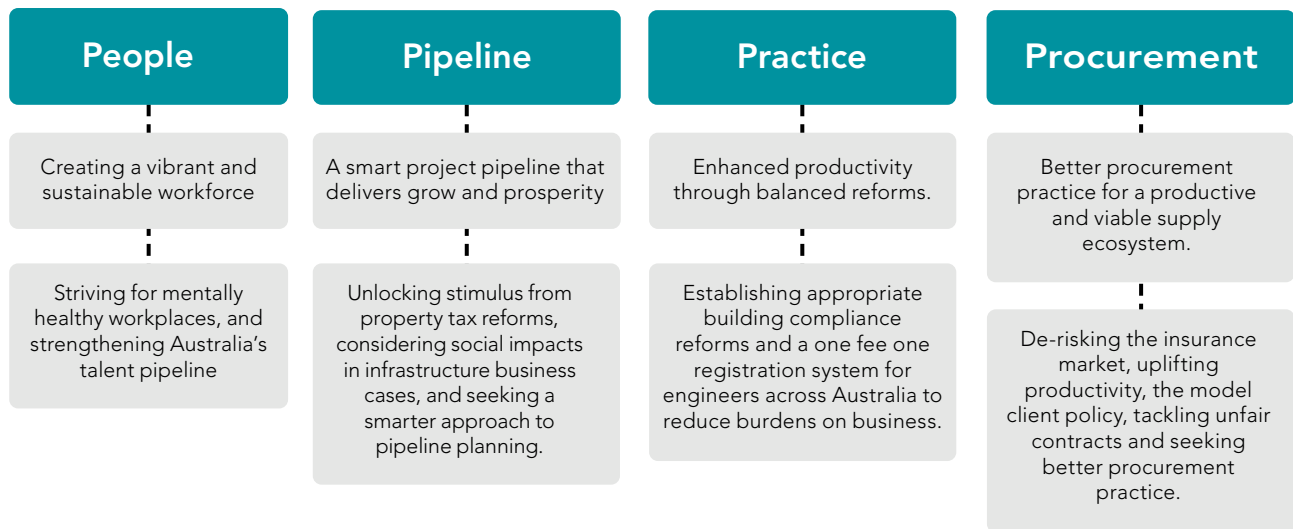
Mark Kiryakos Geotechnical Engineer	Specialist Consulting Geotechnical Engineer with experience in civil and geotechnical engineering, specialising in construction projects in difficult ground conditions.
OCULUS Landscape Architects	A cross disciplinary design studio committed to connecting people with their environment and each other.
P&M Consulting Pty Ltd	Management, scientific, and technical consulting services.
Paint Consult Australia	Dedicated to providing expert technical paint and painting advice to consumers, painting contractors and strata communities.
Palmer Consultancy	Project Management, Stakeholder Engagement, Logistic Planning, Strategic Asset Management, Business Case and Grant Writing as well as Corporate and Executive level support functions.
PCC and Associates Pty Ltd	Working in energy and related works, including renewable energy.
Peritas Consulting Pty Ltd	Engineering expertise across a variety of industrial structures, mining structures, temporary works and construction projects. Also provides civil engineering expertise across a variety of land development projects, and civil and structural engineering expertise across the marine and commercial markets.
Pitt & Sherry (Operations) Pty Ltd	Since 1963, delivering engineering and environmental consulting, advisory and project management services throughout Australia and abroad. Delivering practical solutions to the following markets: transport infrastructure, industrial & manufacturing, mining, energy, civic & utilities, and tourism & recreation.
SCG Consulting Engineers	Specialising in structural, civil and geotechnical design services.
Seasco Pty Ltd T/As Zeil Consulting	Project management and document control.
Taylor Atkins Consulting Group	Providing construction services, project management, and research & development.
Tedla Pty Ltd	Infrastructure design to support the complete design process: geotechnical, structural, and environmental design of roads, highways, railways, bridges and tunnels.
Westpeak Engineering Pty Ltd	Working in the fields of climate change and carbon management, coastal engineering, environmental science, investigations and support services, project management and structural engineering.

NEW ASSOCIATE MEMBERS

Dial Before You Dispute	Providing Alternative Dispute Resolution services and construction contract advice and assistance in interpreting and applying contractual provisions.
Woodward Dawson	A recruitment consultancy servicing the Engineering and Construction and Environmental markets in Australia and New Zealand.

Advocacy Focus

Our advocacy campaigns are structured on the four key priorities for our membership:



Advocacy activities and wins

COVID-19 lockdowns and pauses on construction

We continued to provide up-to-date information on COVID-19 related issues in the year, including the various lockdowns and pauses on construction across the country. We have advocated in government forums across the country for easing of restrictions to help alleviate the pressure on business, while supporting governments doing what is needed to help limit the spread of COVID-19.

People

Our advocacy in the people space led to a number of high-profile wins:

- For the third year running, we successfully challenged onerous Christmas tender periods of key government clients, prioritising the mental health of our industry. We targeted 95 agencies/departments across the country receiving many supportive responses. We saw government clients in every jurisdiction either have a 'blackout' or extend tender timelines over the Christmas and New Year.
- In response to our advocacy to the South Australian Department of Innovation and Skills on the annual review of Designated Area Migration Agreements for SA, occupations including Civil Engineering Draftsperson, Structural Engineer, Civil Engineer and Transport Engineer were added. Members flagged these as the key occupations experiencing shortages in South Australia, including metropolitan Adelaide. As a result, employers in South Australia will be able to sponsor overseas workers with these occupations.
- We advocated for the establishment of a Victorian Skills Authority to assist the Victorian Government identify and address skill shortages in the state. In the 2021/22 Budget, the government allocated \$85.9 million to establish the Victorian Skills Authority which will bring together industry, providers and other stakeholders to identify priority areas and produce annual Victorian Skills Plans.
- We launched our Mental Health Knowledge Hub on our website, a one-stop shop for resources to help member businesses create mentally healthy workplaces.

We made submissions to the following government consultations relevant to our People focus area:

- Job-Ready Graduates Package, Commonwealth Department of Education, Skills and Employment
- Inquiry on the Higher Education Support Amendment Bill (Job-Ready and Supporting Regional and Remote Students) Bill 2020, Australian Senate Education and Employment Committee

- 2020-21 Migration Program, Commonwealth Department of Home Affairs
- Inquiry into Australia's Skilled Migration Program, Commonwealth Joint Standing Committee on Migration
- Skilled Migration – Annual Review of SA Designated Area Migration Arrangements, South Australian Department of Innovation and Skills
- Inquiry into Mental Health and Suicide Prevention, Commonwealth Select Committee on Mental Health and Suicide Prevention

In April 2021 we undertook a wholistic review of our member resources to refresh existing business guides, we also developed new member business guides relevant to people. The new and refreshed guides include:

- The link between physical and mental health (July 2020)
- Identifying colleagues who may be struggling in a remote work environment (August 2020)
- Remote working tips (August 2020)
- Top five tips for SMEs on creating a mentally healthier work environment (October 2020)
- Supporting the mental health of managers (November 2020)
- Mental health survey tools (May 2021)
- Workplace wellbeing support plans (May 2021)
- Child care subsidy (April 2021)
- Annual leave loading (April 2021)
- Commonwealth Modern Slavery Act (April 2021)
- Updates to Work Health and Safety laws (June 2021)
- Superannuation guarantee rate (June 2021)

Pipeline

Our advocacy on pipeline issues led to a number of high-profile wins:

- We have long advocated for independent statutory infrastructure bodies in every state and territory to take the politics out of infrastructure planning. In 2020/21 we advocated for the retention of Building Queensland as an independent statutory office (rather than being subsumed within a department), giving evidence at a public hearing of the Parliamentary Economic and Governance Committee on 27 April 2021. We welcomed the announcement of Infrastructure NT and we supported the continued growth of Infrastructure WA and Infrastructure Tasmania.
- We advocate for clarity on the pipeline of projects in every jurisdiction. In 2020/21 many agencies and governments have agreed to improve. For example, in response to our request for the Victorian Government to increase pipeline monitoring, the 2021/22 Budget included a commitment to this and the identification of construction efficiencies through the office of Projects Victoria.

We made submissions to the following government consultations relevant to pipeline:

- 2021 Australian Infrastructure Plan, Infrastructure Australia
- Assessment Framework and Infrastructure Resilience, Infrastructure Australia
- Victoria's Draft 30-Year Infrastructure Strategy, Infrastructure Victoria

Practice

Our advocacy on practice issues led to a number of high-profile wins:

- We have long advocated for 'one fee, one registration' approach to engineering registration across Australia to reduce business costs. We were therefore pleased to support the Commonwealth Government's focus on occupational mobility and the Automatic Mutual Recognition/Automatic Deemed Registration legislation which seeks to reduce the barriers for registered practitioners working in various jurisdictions. We continue advocating for implementation of occupational mobility at the state and territory level.

- We advocated for the ACT Government to consider the impact on our members particularly professional workers being captured by the Labour Hire Act 2020 (ACT). In response, the government has exempted certain professional workers from the scheme.
- In response to direct engagement from Consult Australia, NSW Fair Trading agreed that businesses with multiple certifiers registered under the Building and Development Certifiers Act and related Regulations can provide one insurance update for all certifiers in the business and individuals will not need to provide insurance evidence when renewing. NSW Fair Trading also noted it is willing to consider on a case-by-case basis reasons why a business may not be able to provide a certificate of currency, policy wording and policy schedule as evidence.
- Working collaboratively with the Insurance Council of Australia and Engineers Australia we convinced the NSW government to provide a one-year transition for design practitioners in respect of the onerous requirements of the Design and Building Practitioners Regulation 2021.
- In response to our advocacy to the South Australian Government for a broader range of authorised persons for statutory declarations under the Oaths Act 1936 (SA), the government introduced the Oaths (Miscellaneous) Amendment Bill to the Parliament. We await passage of the legislation to assist streamlining the day-to-day operations of businesses in South Australia.
- In response to our calls for streamlining of pre-qualification requirements for businesses seeking to work on Victorian Government projects, the 2021/22 Budget allocated \$5 million for this purpose.

We made submissions to the following government consultations relevant to practice:

- Building compliance reforms:
 - Independent Third-Party Reviews and Mandatory Inspections, Australian Building Codes Board
 - National Framework for Mandatory Inspections and Third-Party Reviews, Australian Building Code Board
 - National Registration Framework for Building Practitioners, Australian Building Codes Board
 - Definition for Building Complexity – Exposure Draft, Australian Building Codes Board
 - Concept Paper 5 (engineering registration) for Regulations supporting the Design and Building Practitioners Act 2020 (NSW), NSW Department of Better Regulation
 - Regulatory Impact Statement and Draft Design and Building Practitioners Regulation 2020, NSW Department of Better Regulation
 - Regulated Designs, NSW Department of Customer Service
 - Proposed Fees in the Design and Building Practitioners Amendment (Fees) Regulation 2021, NSW Department of Customer Service
 - NT Building Reform, Northern Territory Department of Infrastructure, Planning & Logistics
 - ABCB Performance Solution Process, co-badged relevant to A2.2 of the National Construction Code (NCC), volumes one, two and three
- Exposure Draft Legislation: Automatic Mutual Recognition / Automatic Deemed Registration, Department of Prime Minister and Cabinet
- Proposed Fees for Registration, Consumer Affairs Victoria

We developed the following member resources relevant to practice:

- NSW Occupation Certificates Building Audits (April 2021)
- The test for Unconscionable Conduct (June 2021)
- Small Business Collective Bargaining Class Exemption (June 2021)
- Implementation of the Professional Engineers Registration Scheme (Vic) (June 2021)

Procurement

Our advocacy on procurement issues led to a number of high-profile wins:

- As a result of our long-standing collaborative engagement with the Department of Defence, we have seen considerable changes to the Defence Estate suite of contracts and tender documentation. This includes the new Head Contract 2021 which includes a cap on liability and improvements to consequential loss and indemnity provisions.
- We have been working with government clients to ensure implementation of the Commonwealth modern slavery requirements in contracts do not result in unnecessary burdens on business. As a result of this engagement, the Queensland Government developed a draft framework, guidance and code of conduct that reflect our requests.
- In recognition of our continual advocacy seeking collaborative procurement models, the Queensland Department of Transport and Main Roads invited us to join its taskforce to drive the development and delivery of TMR's Collaborative Procurement and Delivery Model.
- As we continue to educate government clients on the detrimental impacts of unreasonable insurance requirements, we were pleased to see our recommendations included in the Queensland Government's procurement policy on insurance requirements. As a result of our advocacy the insurance levels in the policy we're reduced. For example, the minimum professional indemnity insurance is now \$1million instead of \$5million.
- To support members at risk of being suspended from the Victorian's Construction Supplier Register (CSR) because registered practitioners were not also Company Directors, sought a resolution through the office of the Victorian Assistant Treasurer. We noted policy concerns with the approach and the incompatibility with the Professional Engineers Registration Act 2019 (Vic) due to commence on 1 July 2021. We secured a pause on the review of the until a resolution is reached.
- As a result of our advocacy on the NSW Government's 10 Point Plan, including concern it wasn't being delivered consistently, Infrastructure NSW commenced development of an outcomes framework to better track and improve delivery of the 10 Point Plan.
- We advocated for the South Australian Department for Infrastructure and Transport to develop clear rules and the repercussions in terms of tender responses as each evaluation panel approaches breaches of tender response lengths differently (sometimes deducting points, sometimes not accepting the tender at all). In response, the Department has agreed to produce a guide which will be shared with industry for comment prior to release.

We made submissions to the following consultations relevant to procurement:

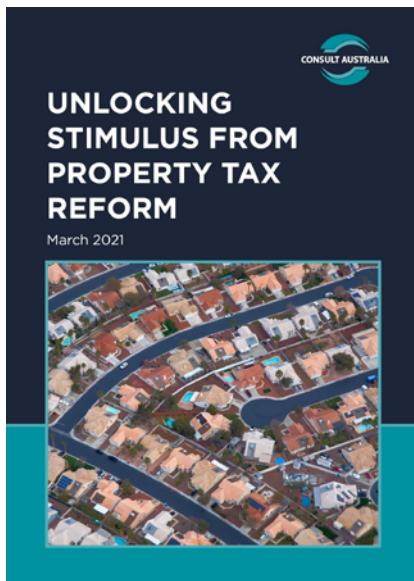
- Supplier Debarment Regime, WA Department of Treasury
- Role of the Private Insurance Market: Commercial Insurance, Insurance Council of Australia
- Inquiry into the States Regulatory Framework, SA Productivity Commission
- Selling Goods and Services to NSW Government, NSW Small Business Commissioner
- Infrastructure Contract Conditions Review Request, Department of Transport and Main Roads QLD
- Barriers for Small Business Supplying to NSW Government, NSW Small Business Commissioner
- Early Market engagement Guide, Department of Energy and Public Works
- Tender Process Request, Department of Transport and Main Roads QLD
- Updated Best Practice Principles, Department of Energy and Public Works QLD
- Ethical Supplier Mandate, Department of Energy and Public Works QLD
- Best Practice Industry Conditions, Department of Transport and Main Roads QLD

We developed the following member resources relevant to procurement:

- Fee proposal business guide (April 2021)
- Payment times business guide (April 2021)
- Warranties client briefing (May 2021).

Thought leadership publications

In 2020/21 we published three Thought Leadership reports.



Unlocking Stimulus from Property Tax Reform (March 2021)

In this publication we call on Australian governments to investigate and include property tax reforms as part of their longer-term response to COVID-19 economic impacts.

Our members work on both public and private projects. The building sector and property market have been significantly impacted by COVID-19. Our Industry Health Checks conducted throughout 2020/21 demonstrated that our members continue to experience a reduction in work, especially related to privately funded projects. This report explores how property taxes impact the investment appetite within the property market. These investments are a significant driver of economic growth which creates more jobs and increases our wealth. They also help create liveable and thriving communities. For our industry, this investment appetite drives demand for the design, advisory and engineering services provided by our members.



Uplifting Productivity (November 2020)

In this publication we demonstrate how to deliver economic growth through best practice procurement. Reform does not need to be an invention test - the report's recommendations draws on past projects where collaboration and communication were prioritised.

Governments have committed to a pipeline of infrastructure and built environment projects as part of the COVID-19 economic recovery. This includes fast-tracking of projects to maintain building and construction activity. Some areas of our industry have maintained a near normal productivity level, for example in infrastructure. Irrespective of this, relying on current productivity will not be enough to realise the full potential of the investment. There is a real risk that reliance on existing procurement practices and contracting behaviours will undermine economic recovery. Procurement reform has been needed for many years and will unlock greater productivity. Now is the opportunity to create a more sustainable ecosystem through actions in response to COVID-19.



Considering Social Impacts in Infrastructure Business Cases (Dec 2020)

In this publication we highlight the importance of considering the social value of new infrastructure proposals.

Infrastructure projects have real and tangible impacts on people's lives. Some impacts are well understood and captured when considering the merit of investments. Other impacts, such as social impacts, are not as effectively considered in the early stages of a project but are equally important. Indeed, how a potential infrastructure project could affect people is often the key driver of community support, or social licence, for the proposal. This paper outlines the benefits from considering social impacts during the business case phase of a project and the range of methodologies that could be used and why all business cases should undertake such practices.

Financial Report

Financial Overview

The financial results for Consult Australia in respect of the period 1 July 2020 – 30 June 2021 (FY2020/2021) are summarised in the tables presented as part of this report. The Full Annual Report 2021 has been prepared in accordance with mandatory Australian Accounting Standards applicable to entities reporting under the Corporations Act 2001 and includes the organisation's financial statements, the director's report, the auditor's report and associated statements thereon. A full copy is available on request.

Statement of Comprehensive Income

The organisation delivered a net operating surplus of \$188,913, a significant improvement on recent historical performances and a great result through difficult and uncertain times. The gross revenue of \$2,659,973 was a net decrease of \$411,954 and the total expenses of \$2,471,060 was a decrease of \$708,470, the surplus largely driven by the cost management in FY2020/2021.

Revenue and Expenditure

Broadly, impacts from COVID-19 have been detrimental and have led to subdued revenue streams across discretionary member spending in areas such as events, training and sponsorship. Membership continues to face pressures from member consolidations in the mid to large member category and small enterprise businesses are increasingly facing financial constraints during lockdowns. The total decrease in revenue was \$411,954 or 13.41% of revenue in the prior period.

In response to lower revenue delivered, continued optimisation of the organisation structure and cost control measures were implemented resulting in a net reduction of expenses of \$708,470 over the same period. It should also be noted that as with FY2019/2020 restrictions on travel and in-person events was a driver of cost savings over the current FY2020/2021 period, as restrictions ease we expect some expenses to increase.

Statement of Financial Position

After amendments in the FY2019/2020 year to financial controls, the FY2020/2021 year focused heavily on ensuring continued adherence to our regulatory environment and development of both our Risk Register and how it pertains to continued operations and a Reserves Management Policy. Coupled with comprehensive data and reporting, this has been a key component of ensuring confidence in the accuracy and accountability of the financial operations and certainty in regards of the organisation being able to meet all its obligations when they are due and payable.

Assets

Cash and equivalents have increased from \$713,183 to \$841,980 and investments have increased from \$170,110 to \$241,482. Other current assets remain steady with marginal movements from prior year balances resulting in a net increase of current assets of \$189,270.

Property, plant and equipment has reduced by \$61,922 as the depreciation on software investments from FY2019 and FY2020 have now taken effect. As our office lease in Sydney was re-signed we have recorded the right of use of the asset as per AASB16 in the amount of \$406,835. These two movements represent the net increase in non-current assets of \$214,833.

With a strong asset base, the organisation continues its position of being able to fund operations and targeted investments in the next financial year.

Liabilities

Current Liabilities had a small reduction of \$34,822 offset by an increase in Non-Current Liabilities of \$250,012 due to the impact of re-signing and recording of our office lease, as required under AASB16. The net impact overall to our liabilities is an increase of \$215,190.

Cash Flow and Liquidity

Cash of \$1,083,462 was held at balance date, an increase of \$200,169 from FY2019/2020. Borrowing facilities are not expected to be required for the next financial year.

Equity

During FY2020/2021 a formal policy has been introduced to ensure a minimum reserve value is held to maintain cash liquidity in all but the worst of circumstances. Consult Australia remains focused on our three pillar strategy (Profile, Engagement, Revenue Growth) to deliver sustainable surpluses and protection of member funds, whilst continuing to deliver a high degree of value and service to members.

Statement of Profit or Loss and other Comprehensive Income

For the Year Ended 30 June 2021

	2021	2020
	\$	\$
Revenue	2,659,973	3,071,927
Personnel expenses excl. consultants	(1,484,154)	(1,746,414)
Events expenses	(251,219)	(463,772)
Finance costs	(3,735)	(10,208)
Depreciation	(195,766)	(168,800)
IT Expenses	(148,260)	(192,864)
Occupancy expenses	(12,491)	(14,862)
Other expenses	(375,435)	(582,610)
Surplus / (deficit) before income tax	188,913	(107,603)
Income tax expense	-	-
Surplus / (deficit) after income tax	188,913	(107,603)
Other comprehensive income for the year, net of tax	-	-
Total comprehensive loss for the year	188,913	(107,603)

Statement of Financial Position

30 June 2021

		2021	2020	
		\$	\$	
ASSETS	Current Assets			
	Cash and cash equivalents	1,083,462	883,293	
	Trade receivables	30,830	37,491	
	Other receivables	26,059	20,201	
	Prepayments	121,503	131,599	
	Total Current Assets	1,261,854	1,072,584	
	Non-Current Assets			
	Plant and equipment	251,050	312,972	
	Right-of-use assets	406,835	130,080	
	Total Non-Current Assets	657,885	443,052	
	Total Assets	1,919,739	1,515,636	
	LIABILITIES	Current Liabilities		
		Trade and other payables	196,997	137,585
Income in advance		398,200	480,427	
Provisions		82,481	79,212	
Lease liability		121,595	136,871	
Total Current Liabilities		799,273	834,095	
Non-Current Liabilities				
Provisions		15,200	50,428	
Lease liabilities		285,240	-	
Total Non-Current Liabilities		300,440	50,428	
Total Liabilities		1,099,713	884,523	
Net Assets		820,026	631,113	
EQUITY		Retained earnings	820,026	631,113
	Total Equity	820,026	631,113	

Statement of Changes in Equity

For the Year Ended 30 June 2021

		Retained Earnings	Total
		\$	\$
2021			
Balance at 1 July 2020		631,113	631,113
Surplus attributable to members		188,913	188,913
Balance at 30 June 2021		820,026	820,026
2020			
Balance at 1 July 2019		738,716	738,716
Loss attributable to members		(107,603)	(107,603)
Balance at 30 June 2020		631,113	631,113

Statement of Cash Flows

For the Year Ended 30 June 2021

	2021	2020
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES:		
Subscriptions	1,713,052	1,849,117
Other receipts	1,193,972	1,585,451
Payments to suppliers and employees	(2,565,327)	(3,422,015)
Interest received	2,842	13,125
Net cash provided by/(used in) operating activities	344,539	25,678
CASH FLOWS FROM INVESTING ACTIVITIES:		
Acquisition of plant and equipment	(3,763)	(72,490)
Net cash used by investing activities	(3,763)	(72,490)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Repayment of lease liability under AASB 16	(140,607)	(133,496)
Net cash used by financing activities	(140,607)	(133,496)
Net increase/(decrease) in cash and cash equivalents held	200,169	(180,308)
Cash and cash equivalents at beginning of year	883,293	1,063,601
Cash and cash equivalents at end of financial year	1,083,462	883,293