

Welcome to the CCB Executive Meeting

Thursday, 24 May 2018

- Councillor Nina Cheyne
- Councillor Kaye Gartner
- Councillor John Wells
- Councillor Andrew Guile
- Councillor Annette Aldrick

ITEM	TIME	TOPIC	PRESENTED BY
1	11.00 – 11.15am	Introduction	General Manager, Russ Pigg
2	11.15 – 12.00am	Presentation - Community Protection Plans	NSW Rural Fire Service Superintendent, Mark Williams and District Technical Officer, Brad Collins
3	12.00 – 12.15pm	Introduction & Overview of Council's Finances	Director Finance Corporate & Community, Stephen Dunshea
4	12.15 – 12.30pm	Tourism – the 360 Model	Tourism Manager, Coralie Bell
5	12.30 – 1.00pm	Presentation - Council's Vision for Asset Management	Assets Manager, Tom Dimec
	<i>1.00 – 1.30pm</i>	<i>LUNCH</i>	
6	1.30 – 1.50pm	Presentation - A Signature Planning Policy	Director Planning Environment and Development, Phil Costello
7	1.50 – 2.00pm	Shoalhaven Water Update	Director Shoalhaven Water, Carmel Krogh
8	2.00 – 2.30pm	Q&A Session	Executive Manager, Jessica Rippon
9	2.30 – 2.55pm	Workshop – CCB Guidelines	Community Engagement Team
10	2.55 – 3.00pm	Close	Executive Manager, Jessica Rippon

- Special Rate Variation – approved
 - [View IPART Report](#)
- [Council Information Evenings](#)
 - Tuesday 29 May 2018, 6-8pm - Nowra School of Arts
 - Thursday, 31 May 2018 , 6-8pm - Ulladulla Civic Centre
 - Thursday, 7 June 2018 , 6-8pm - Vincentia Public Hall
- [Council's Website](#)

Community Protection Plans

**NSW Rural Fire Service
Superintendent, Mark Williams &
District Technical Officer, Brad Collins**

Finance, Corporate & Community Services Group

Director
Stephen Dunshea

Introducing: Stephen Dunshea

Group Director Finance, Corporate and Community Services

- Commenced 30 April 2018 (now in week 4)
- Local Government Finance, Corporate Services & Service Delivery Background
- Previous Roles
 - Woollahra Council
 - Wagga Wagga Council
 - Blacktown Council
 - Campbelltown Council
- Early weeks have been getting out & about as much as possible visiting Council facilities, meeting staff and community members.
- Met a number of CCB members on the familiarisation bus tour with Councillors in my first week – including one from Culburra Beach who I knew very well from my days at Blacktown Council
- Operationally a primary focus has been finalising Council's draft budget for 2018/19.

What does Finance, Corporate & Community Service do?

Our group provides a range of services and support for Shoalhaven residents, ratepayers and visitors as well as internal services to the Council organisation:

- Arts & Cultural Services
- Community Development Services
- Corporate Business Improvement
- Customer Services
- Financial Services
- Governance and Administration
- Human Resources
- Information services
- Shoalhaven Entertainment Centre
- Shoalhaven Libraries
- Shoalhaven Swim & Fitness
- Tourism services

Financial Structure

- Council's finances operate through a structure comprising three (3) separate funds. This is a requirement under the Local Government Act 1993



- Council rates (General Fund) are billed separately to the Water & Sewer charges
- Income raised through Water & Sewer charges must only be spent on the provision of Water & Sewer services only (Ringfenced)
- The General Fund receives a dividend from these Water & Sewer funds to cover administration charges only.

Draft 2018/19 Budget Snapshot

	General	Water	Sewer	Consolidated (Excl. Internal Charges)
Operating Revenue	\$240.8M	\$29.5M	\$51.1M	\$259.1M
Operating Expenses	\$229.2M	\$27.1M	\$40.1M	\$235.7M
Operating Surplus/(Deficit) [Incl. Capital Grants]	\$11.6M	\$2.4M	\$11.1M	\$23.4M
Operating Surplus/(Deficit) [Excl. Capital Grants]	(\$2.9M)	\$1.4M	\$9.6M	\$6.4M
Capital Expenditure	\$63.1M	\$16.8M	\$42.2M	\$122.1M
Total Assets (Projected 30/6/19)	\$1,895.7M	\$425.5M	\$633.9M	\$2,954.7M
Total Liabilities (Projected 30/6/19)	\$98M	\$1.1M	\$117.1M	\$216.2M

2018/19 Major Focus Areas

Major focus areas for FCCS moving into 2018/19 include:

- Delivering and reporting on our SRV commitments
- Shoalhaven Indoor Sports Centre (completion)
- Bay & Basin District Library (decision and progression)
- Corporate I.T. Systems Implementation (continuation)
- Maximising State & Federal Government Grant Opportunities (improving)
- Finalising the Destination 360 Tourism Strategy (Coralie to present)
- Investigate opportunities for Smart Cities technology initiatives



Tourism – the 360 Model

Tourism Manager
Coralie Bell

Open Presentation

ncil's Vision for et Management

rks



Shoalhaven
City Council



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Council Vision

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Working together in the Shoalhaven to foster a safe and attractive community for people to live, work, stay and ***play***; Where sustainable growth, development and environmental protection are managed to provide a unique and ***relaxed lifestyle***

What is Asset Management?

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To meet the ***community's needs*** by ***managing our assets*** (Physical, Financial, Economic, Engineering & other practices applied to **physical assets**) with the objective of **providing the required level of service** in the most cost effective, sustainable, transparent and fair way possible

Importance of Asset Management

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- Councils are often the largest and most complex business in municipality
- Community relies on council services
 - Modern economies are underpinned by enormous infrastructure of transportation, services infrastructure, community property and recreational facilities.

Asset Management Plans (AMP)

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(AMP) forecast how the **levels of service** required by the community and the *infrastructure assets* correlate.

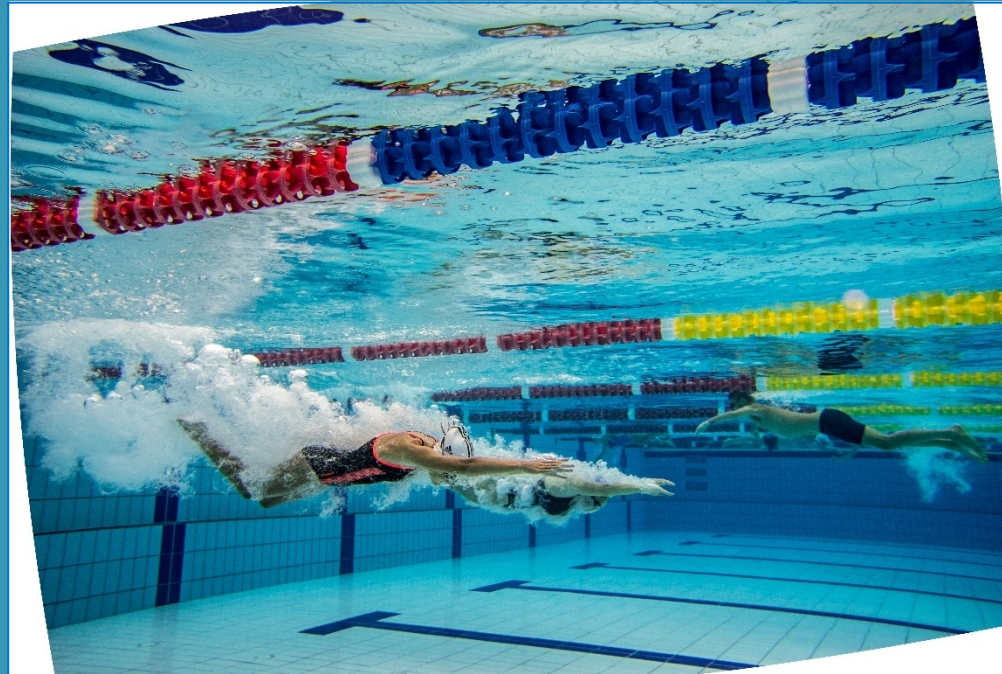
1. Executive Summary
2. Introduction
3. Levels of Service
4. Future Demand
5. Life Cycle Management (Cradle to Grave)
6. Infrastructure Risk Management Plan
7. Financial Summary
8. Plan Improvement and Monitoring

Example of Assets Types

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It's More Than Just A Pool Example!!



List of Adopted AMP's

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- List of the adopted AMPs and link on the councils [web page](#)
- We are constantly reviewing the AMPs and the most recent is the **Aquatics**
- We are going to take you through the key aspects of this AMP to demonstrate how the Plans helps manage the asset base.



Aquatics Asset Hierarchy

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Swimming pool shells, concourse, ladder & handrails, pool liners, disabled chair lifts

Shade structures, table & bench seats, floodlights, monuments, retaining walls, car parks, pathways, fencing

Leisure Centres that house the indoor swimming pools, Kiosks, amenities, Plant Rooms, (painting, roofing, flooring)

Pumps, motors, tanks, strainers, distribution boards, control equipment, filter cells, UV systems and then the gyms training equipment

Asset Description

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1.1 ASSET DESCRIPTION

Shoalhaven swim & fitness infrastructure assets have significant value estimated at \$76 million. This does not include land values. Eight of the twelve sites are owned by Crown Land.

These asset values represent 2% of all Council assets. There are 12 aquatic sites of varying age and condition (see References 1 - 4).

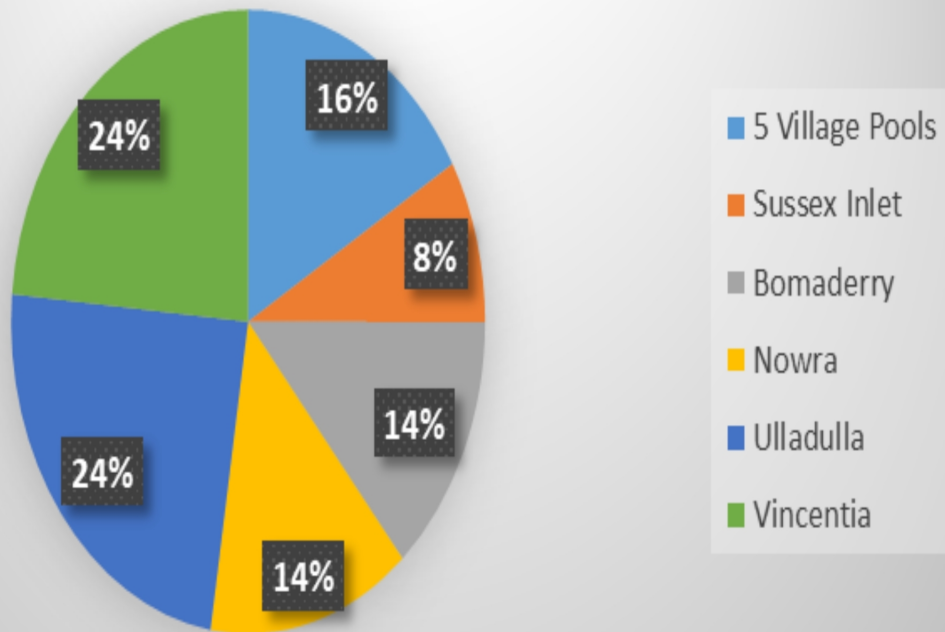
Facility	Outdoor Pool	Indoor Pool	Gym	Café	Land owned by Council or Crown	open year round	Age in years
North Shoalhaven							
Kangaroo Valley Village Pool	X				Crown		43
Berry Village Pool	X				Crown		54
Shoalhaven Heads Village Pool	X				Crown		46
Bomaderry Aquatic Centre	X	X			Council	X	41
Nowra Aquatic Park	X			X	Council	X	3
Greenwell Point Village Pool	X				Crown		53
Central Shoalhaven							
Bay&Basin Leisure Centre Vincentia		X	X	X	Council	X	17
Huskisson Sea Pool	X				Crown		53
Southern Shoalhaven							
Sussex Inlet Aquatic Centre		X		X	Crown	X	14
Milton Village Pool	X				Council		41
Ulladulla Leisure Centre	X	X	X	X	Crown	X	43
Ulladulla Sea Pool	X				Crown		64

Reference 1 - Table of Facilities, Amenities and Age

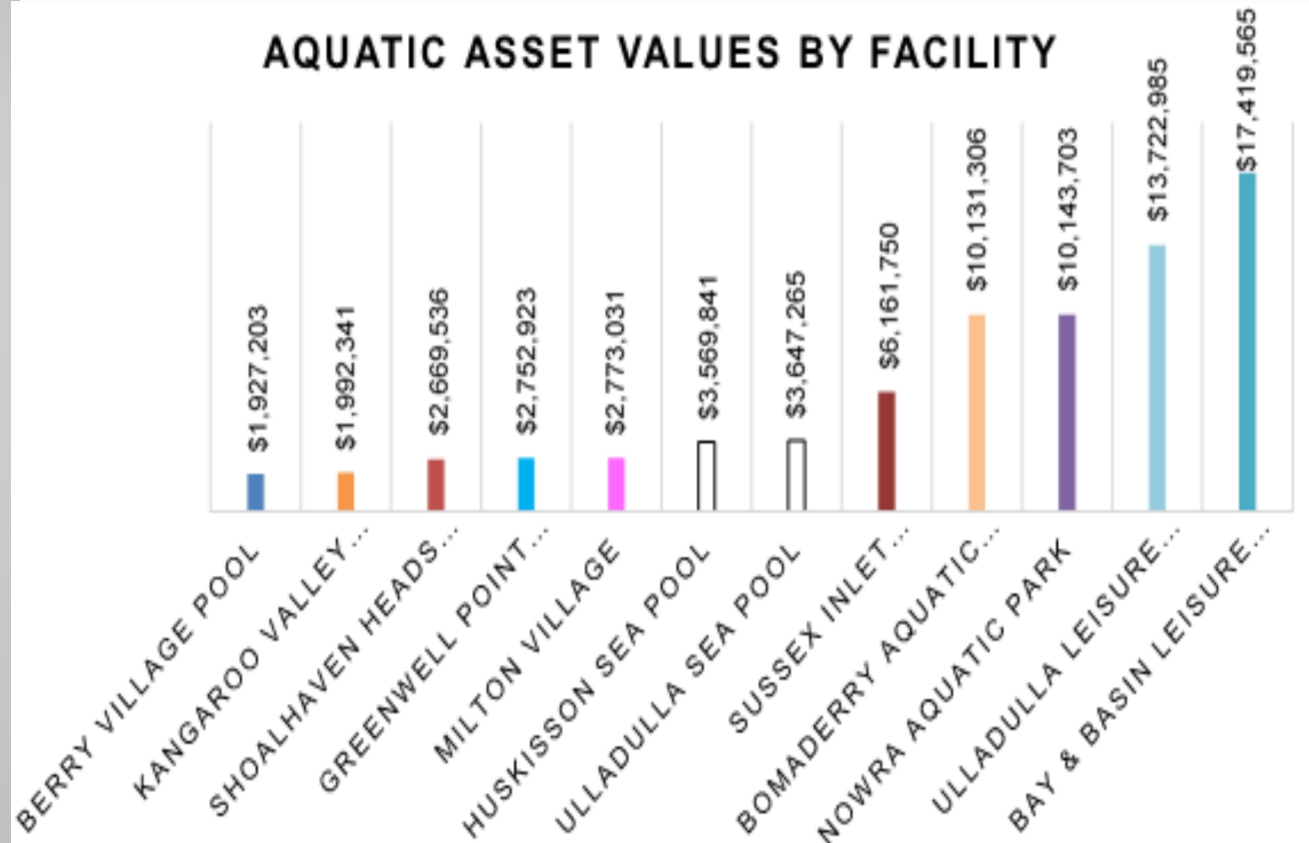
Overall Aquatics - Asset Valuation

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% Aquatic asset base (\$76m) per pool



AQUATIC ASSET VALUES BY FACILITY



Levels of Service

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- Our present funding levels are sufficient for the **short term**, however, decisions need to be made for the medium term so that we can continue to provide facility to meet changing service needs.
- The main consequences if assets are left to decline are:
 - Deterioration/failure of asset components and or injury to persons
 - As population grows high levels of utilisation resulting in slower networks, increased waiting times and over crowding of infrastructures.



CURRENT SITUATION

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- Many assets require renewal as they were constructed over 40 to 50 years ago
- Current expenditure on renewals was reported 71.69% for 2017 but previously was just over 50% for the 2 previous periods

Facility Profile by CURRENT condition – Asset Values

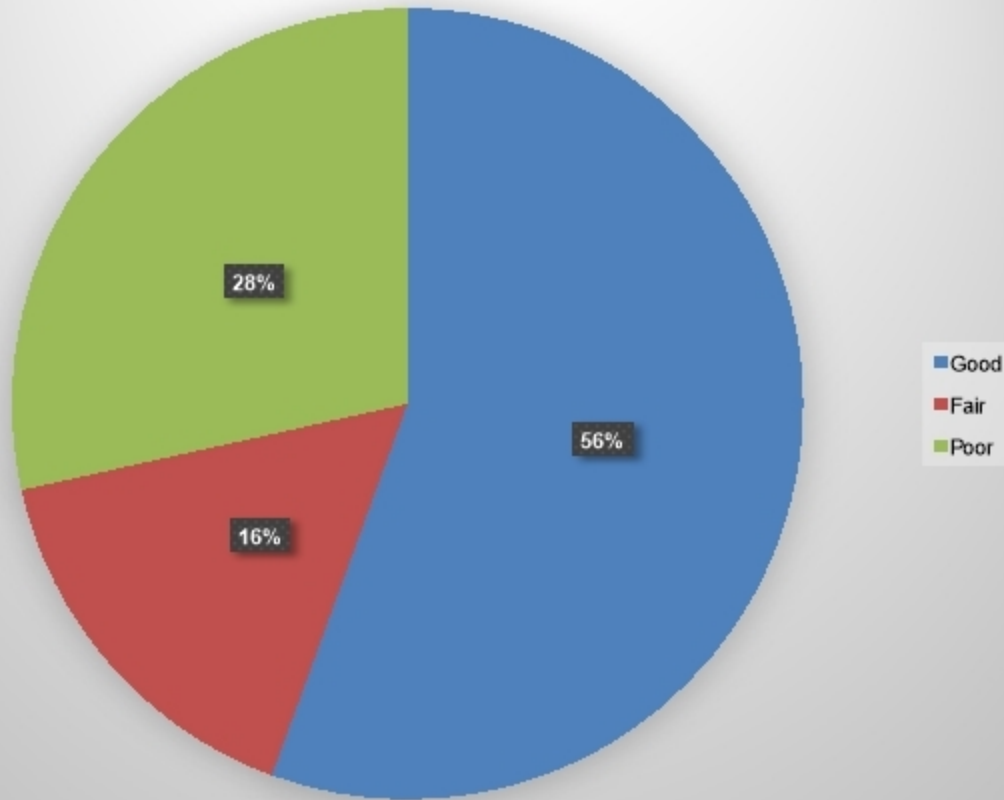
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Suburb	Excellent	Good	Fair	Poor	Very Poor	Total
Berry Village Pool	\$ 159,260	\$ 85,020	\$ 351,100	\$ 136,507	\$ 1,195,316	\$ 1,927,203
Kangaroo Valley Village Pool	\$ 223,250	\$ 11,700	\$ 62,290	\$ 1,392,046	\$ 303,055	\$ 1,992,341
Shoalhaven Heads Village Pool	\$ 115,658	\$ 48,400	\$ 708,250	\$ 1,687,198	\$ 110,030	\$ 2,669,536
Greenwell Point	\$ 114,143	\$ 10,000	\$ 118,000	\$ 848,500	\$ 1,662,280	\$ 2,752,923
Milton	\$ 61,860	\$ 33,300	\$ 964,804	\$ 1,529,883	\$ 183,184	\$ 2,773,031
Bomaderry	\$ 603,837	\$ 1,296,100	\$ 3,832,723	\$ 1,538,463	\$ 2,860,183	\$ 10,131,306
Huskisson Sea Pool	\$ 24,444	\$ 76,425	\$ 3,442,897	\$ 12,350	\$ 13,725	\$ 3,569,841
Nowra	\$ 10,143,703					\$ 10,143,703
Sussex Inlet	\$ 5,131,172	\$ 52,088	\$ 787,065	\$ 95,425	\$ 96,000	\$ 6,161,750
Ulladulla	\$ 8,908,916	\$ 570,278	\$ 414,023	\$ 2,650,600	\$ 1,179,168	\$ 13,722,985
Ulladulla Sea Pool	\$ 250,365	\$ 100,000	\$ 26,100	\$ 3,255,800	\$ 15,000	\$ 3,647,265
Vincentia	\$ 13,911,520	\$ 808,250	\$ 1,543,195	\$ 950,840	\$ 205,760	\$ 17,413,528
Grand Total	\$ 39,648,128	\$ 3,091,561	\$ 12,250,447	\$ 14,097,612	\$ 7,823,701	\$ 76,911,449

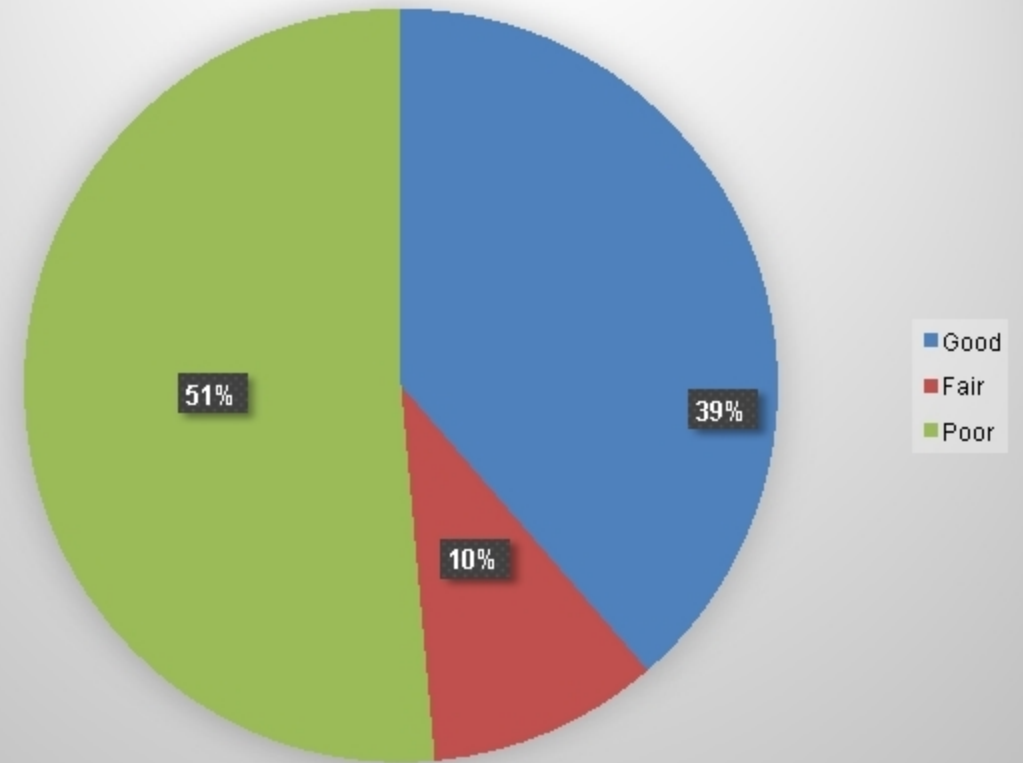
Condition of assets now and under current ten year budget

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CURRENT AQUATICS ASSET CONDITION



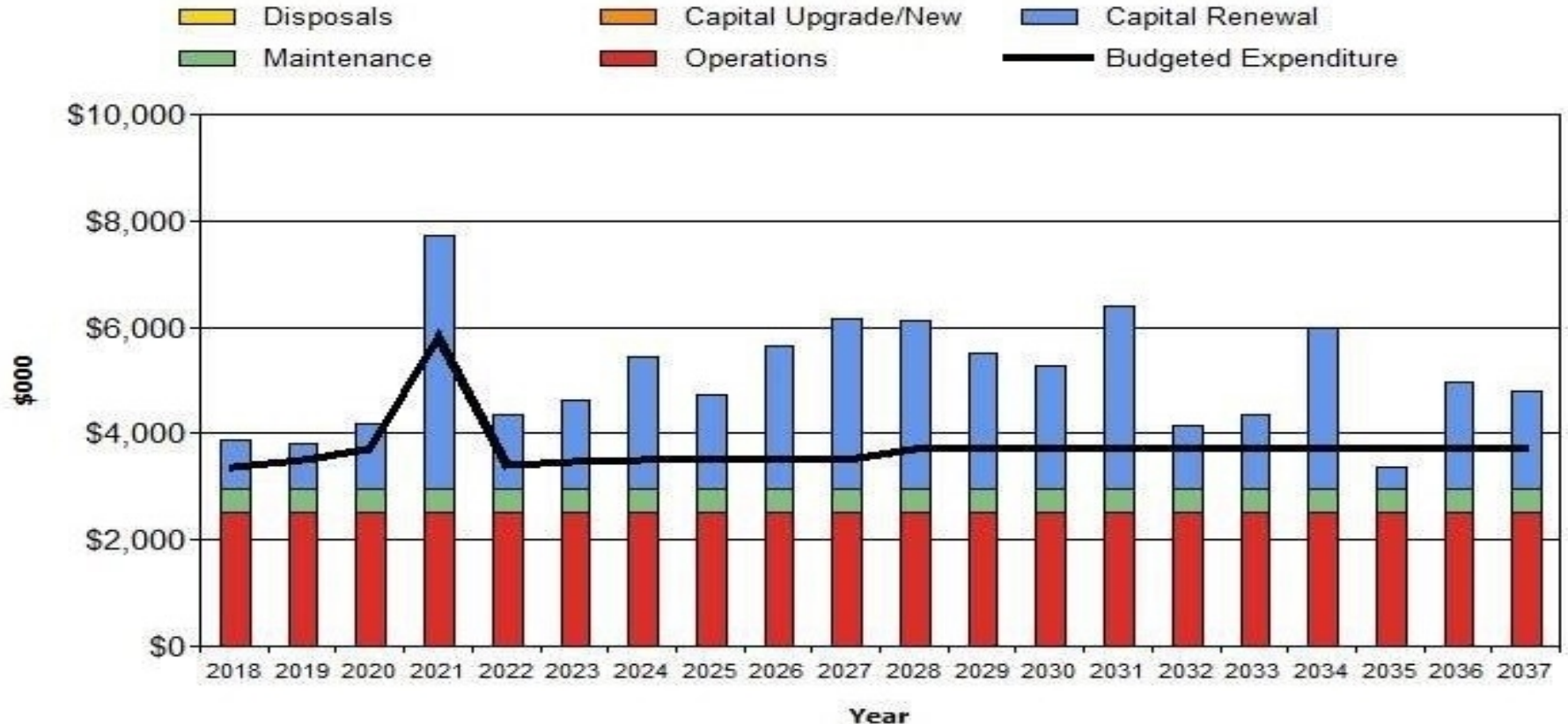
PROJECTED ASSET CONDITION IN 10 YEARS AT CURRENT BUDGET



Asset Renewal Funding

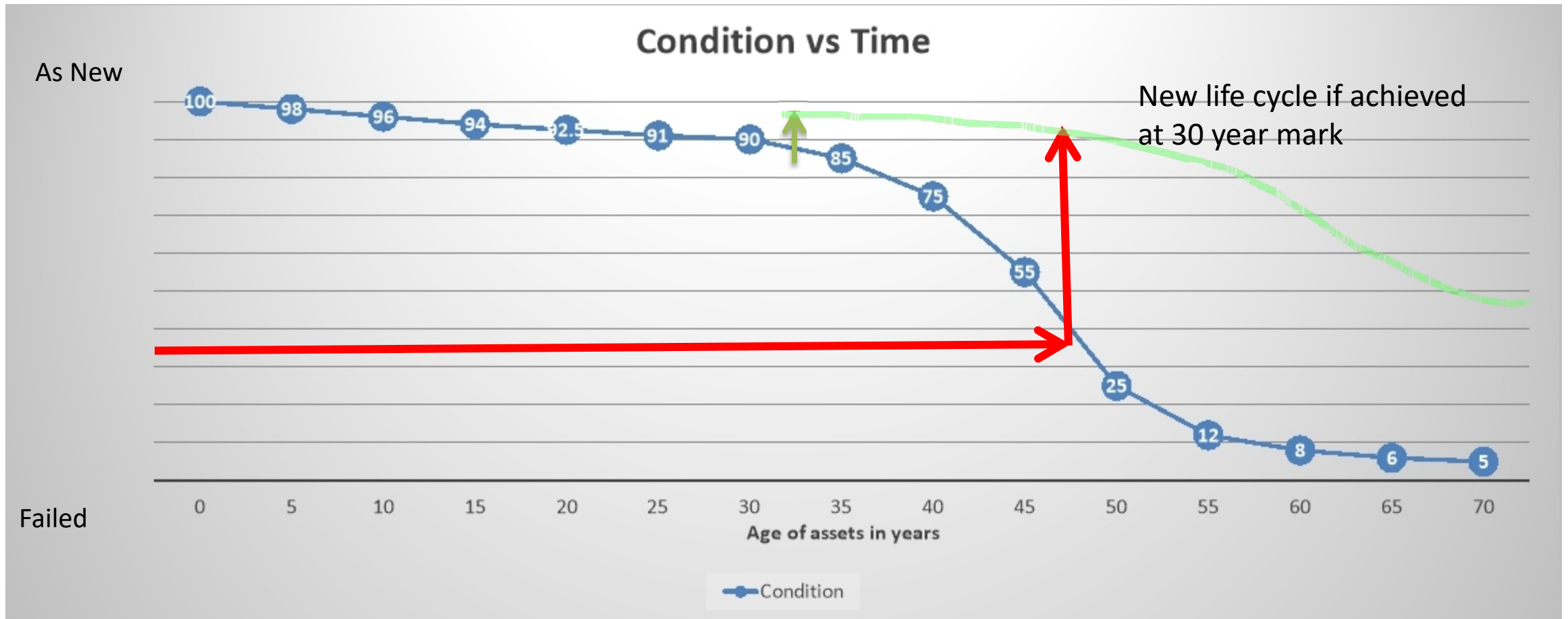
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- The asset renewal funding ratio predicts that we have only 39% of what we need to renew the current infrastructure over the next 10-year period.



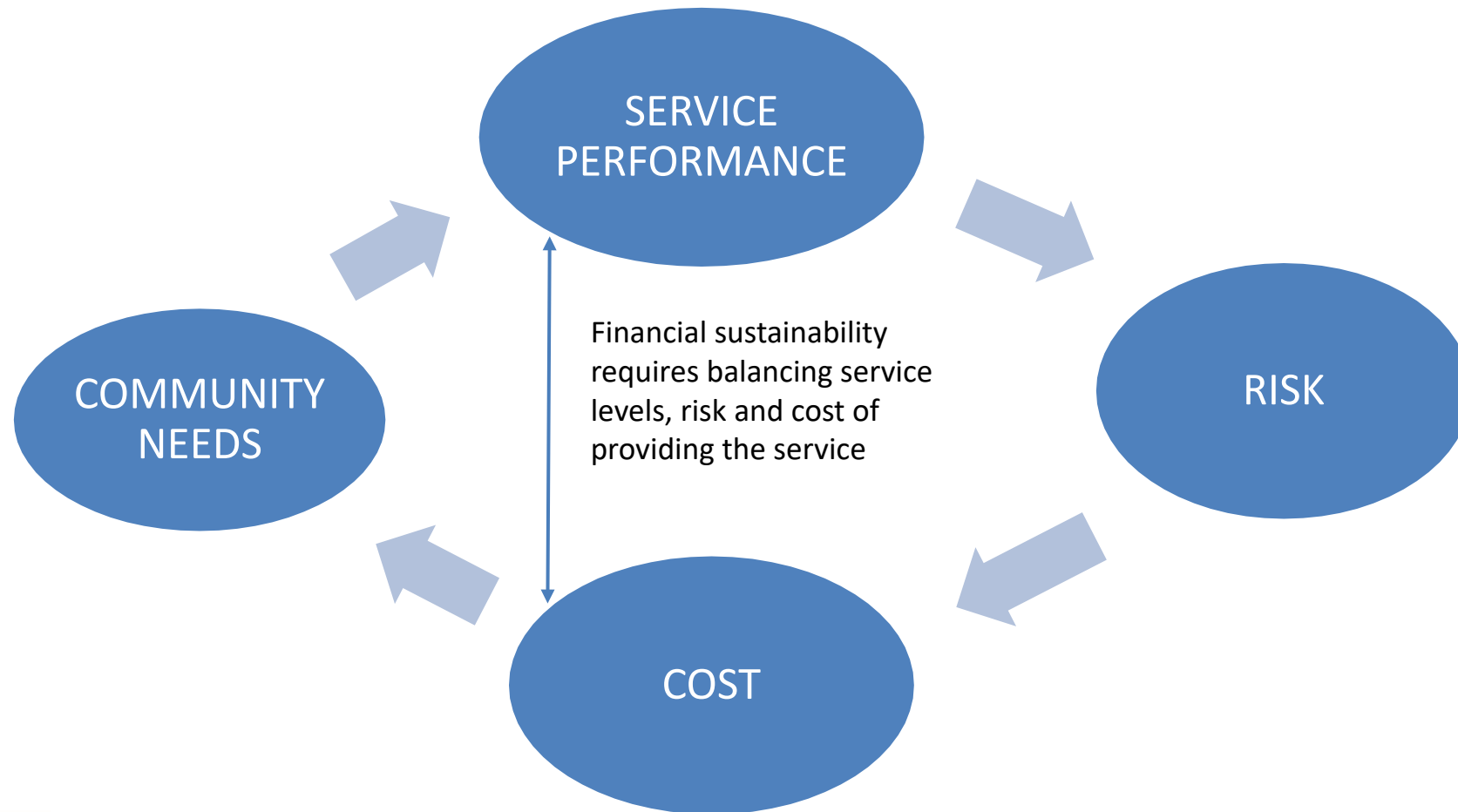
TIME TO SPEND Condition changes

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Services & Financial Sustainability

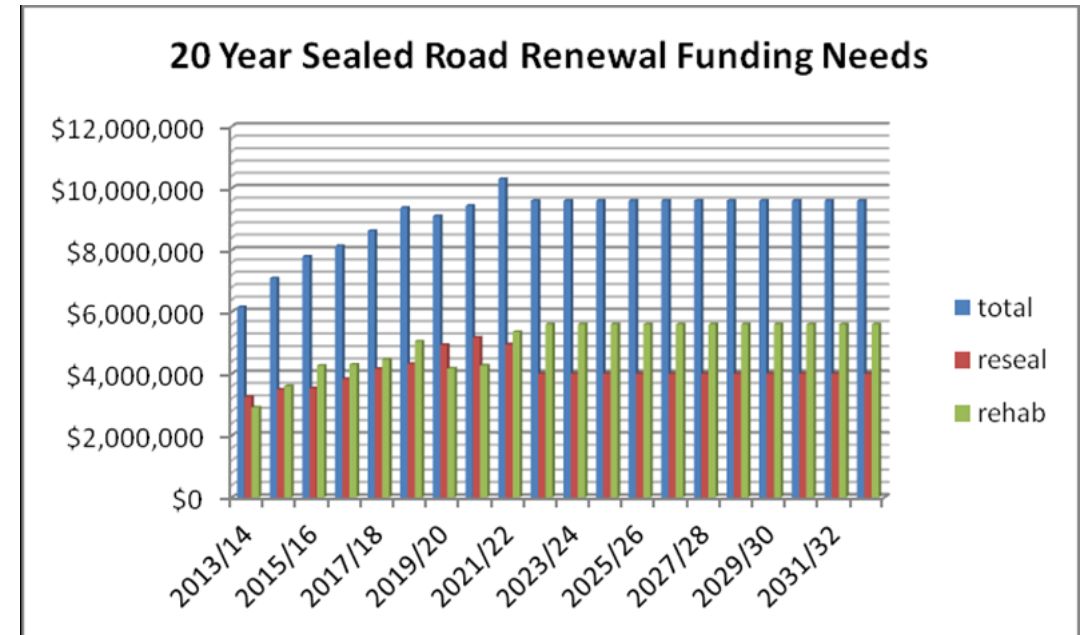
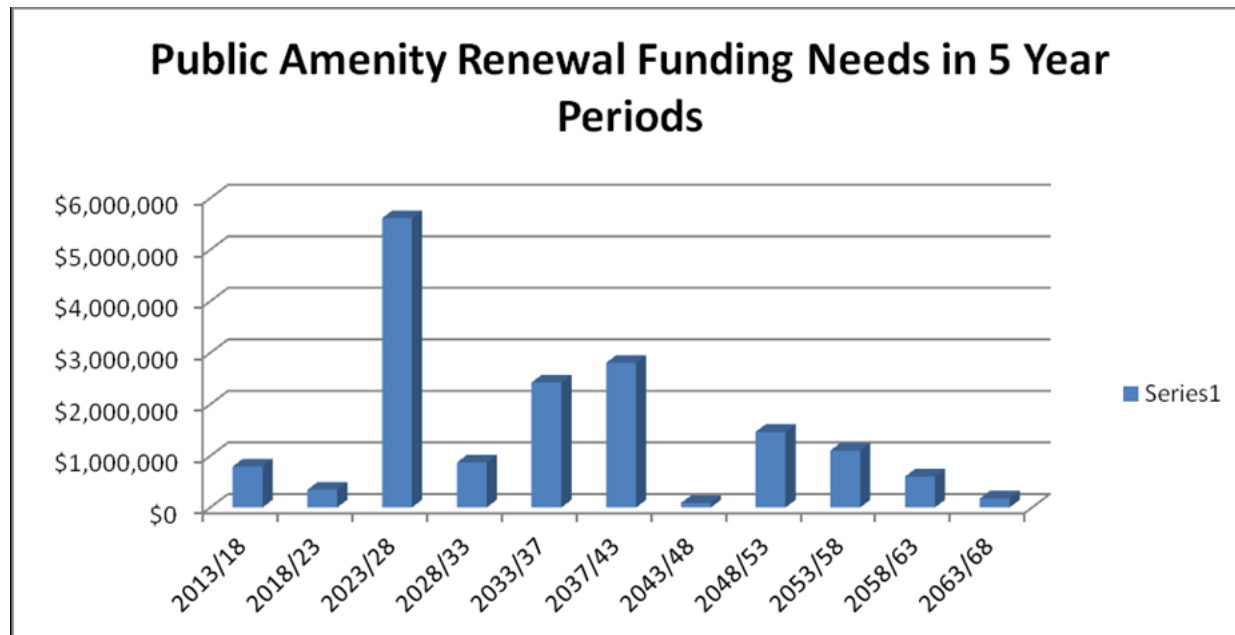
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Funding Needs identified from AMP's

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- AMPs should inform LTFP (*Long Term Financial Plan*) and to identify renewal funds.



Goals Achieved from Asset Management

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- So far the help of Asset Management has quantified on asset infrastructure, to calculate accurate values and condition of the asset to fore fill the backlog of works.
- Review the asset plans
- Detail works program for the next 5-10 years

What's Next

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- Inventory
- Depreciation
- Condition
- Feel Funding Gap
- Level of Service – SRV
- Programs 5-10 years
- LTFP Details

Roads Moving Forward

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Job No

	Top Level	2018/19	2019/20	2020/21
New SRV				
ROADS RENEWAL PROJECTS				
85562 Resurfacing Program		3,979,200	4,047,800	4,117,800
SRV Resurfacing Program		280,000	200,000	2,000,000
Milbank Rd				
Lindy Andy Lane				
Hillcrest Ave				
Beach Rd Callala Beach				
Worrigee Rd		20,000	320,000	
Kinghome St		200,000		
Greenwell Point Rd				
Curarong Rd				
Curarong Rd (R2R)				
Prince Edward Ave - Stage 2				
Warden St				
Bendalong Rd			380,000	
The Wool Rd		150,000	800,000	
Coonemia Rd				
Kerb and gutter renewals				500,000
Path renewals				250,000
Woodhill Mountain Rd		450,000		
Woodhill Mountain Rd		280,000		
Albert St		500,000		
Victoria St		600,000		
Road shoulder reconstruction				1,500,000
Tannery Rd		600,000		
Cambewarra Rd		524,000		
St Anne St		600,000		
Hunter St			500,000	
Larmer Ave		800,000		
Island Point Rd		607,777		
Otranto Ave		300,000		
Orient Ave		300,000		
The Lake Circuit		500,000		
Warrain Cres			200,000	
Car park resurfacing - Artie Smith oval				500,000
Ellinmoos Ave			300,000	
Johnston St (Willinga Pt)			200,000	
Bawley Point Rd			600,000	
Murramarang Rd		500,000	200,000	
Mitchell Pde		600,000		
Narang Rd			100,000	
Broughton St			317,000	
Milton Showground roads			300,000	
BTU Rd			600,000	
Sydney St			500,000	
Tomerong St			500,000	
Donlan Rd			400,000	
Village Dr			600,000	
Lake Conjola Entrance Rd			600,000	
Princess St			400,000	
Upper Kangaroo River Rd			520,125	
Malton Porter Dr			500,000	
Meroo Rd				600,000
Jacobs Dr			300,000	500,000
Main Rd bridge				600,000
Tourist Rd				723,776
Myrtle St				500,000
Croobyar Rd				560,000
Unsealed Road Sealing				500,000
Allocation of funds to rebuild pavements associated with Strategy Projects				800,000
Total of Program		11,790,977	13,384,925	13,651,576
check against available revenue		0	0	-2,252,282

Public Amenities

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Public Toilet Strategy 2017/18

Priority List	Suburb	Location	Proposal	Current pans in facility	Proposed strategy	Estimated Capital cost	Priority	Reason	ward	Proposed financial year	Ideal Asset Register replacement year
1	Sanctuary Point	Clifton Reserve	Single unisex facilities for persons with disabilities		0New	\$50,0001 - Very High				22017/18	New
2	Bendalong	Boat Ramp	Four unisex facilities with two for persons with disabilities		4Replace - New Location	\$142,0001 - Very High				32017/18	2018
3	Orient Point	Orient Point Reserve	Decommission and move operating costs to proposed facility at Culburra beach - Curleys bay		4Decommission	\$11,0001 - Very High	Low utilisation - operating savings			22018/19	
3	Culburra Beach	Curleys Beach Reserve - Prince Edward Ave	Single unisex facilities for persons with disabilities		0New	\$75,0001 - Very High				2018/19	New
4	Berry	CBD	Five unisex facilities with two for persons with disabilities		2New	\$300,0001 - Very High				12018/19	New
5	Hyams Beach	Southern/ Seamans Beach	Twin unisex facilities for persons with disabilities		2Extend	\$123,4001 - Very High	High utilisation tourism			22019/20	New
6	Cudmirrah	Goonawarra Drive	Twin unisex facilities for persons with disabilities		4Replace - New Location	\$120,0001 - Very High	Women's toilet demolished and male converted to single unisex			32019/20	2019
7	Vincentia	Plantation Point Pde Plantation Point	Four unisex facilities with two for persons with disabilities		6Replace - Improved	\$180,0001 - Very High				22020/21	2020
8	Hyams Beach	Hyams reserve/ Chinams beach	Four unisex facilities with two for persons with disabilities		0New	\$250,0001 - Very High	High utilisation tourism			22019/20	New
9	Erowal Bay	Fire Station Reserve	Twin unisex facilities for persons with disabilities		4Replace - Improved	\$120,0001 - Very High				22019/20	2019
11	Burrill Lake	McDonald Parade	Remove - Lions park provides a link with pedestrian activity - 300mts to next toilet		4Decommission	\$10,2501 - Very High	Low utilisation - operating savings, decommission on completion of Burrill Lake bridge			32020/21	2020
13	Shoalhaven Heads	Surf Club(Gumley Reserve)	Twin unisex facilities for persons with disabilities		6Extend & Refurbish	\$120,8001 - Very High				12020/21	2020
14	Narrawallee	Adj Lake Entrance	Four unisex facilities with two for persons with disabilities		5Replace - Improved	\$180,0002 - High				32023/24	2022
17	Mollymook Beach	North end - Beach Road	Four unisex facilities with two for persons with disabilities and storage for lifeguards		5Replace - Improved	\$220,0002 - High				32023/24	2025
18	Culburra Beach	Surf Club	Twin unisex facilities for persons with disabilities		4Extend & Refurbish	\$123,4001 - Very High				22019/20	2019
20	Shoalhaven Heads	Celia Pde - Curtis Reserve	Convert male to single unisex for persons with disabilities. Separate single unisex for persons with disabilities.		4Refurbish - male	\$18,0001 - Very High				12022/23	2018
21	Callala Beach	Callala Beach Rd	Twin unisex facilities for persons with disabilities		4Replace - Improved	\$100,0003 - Medium				22023/24	2026

Assets At Work

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- AMPs helped us understand our assets and we have had [community survey](#) which has identified areas of customers satisfaction to levels of service
- However as per the previous slide, the AMPs have yet to seriously influence our LTFP and we haven't had all AMPs on the table.
- Each budget cycle priority lists is to be continually reviewed to a line with current customer levels of services

BREAK
Please enjoy lunch!

Planning, Environment & Development Group

Director
Phil Costello

Planning, Environment & Development

- Shoalhaven Coastal Zone Management Plan
- NSW Government
 - Greenfield Housing Code
 - Low Rise Medium Density Code and Design Guide
- Council
 - Draft Medium Density Amendment Shoalhaven DCP 2014
 - Project Commencement – Shoalhaven Growth Management Strategy (GMS) Version 2

Shoalhaven Coastal Zone Management Plan (CZMP) 2018

Briefing on Progress

Why is it important to review and certify the existing CZMP?

- ☞ To become **eligible** to apply for grant funding for larger coastal projects
- ☞ Major works must be **identified in CZMP**
- ☞ Update key coastal policy to reflect Council's **SLR position**
- ☞ Ensure Strategies, Action Plans, Priorities are up to date
- ☞ Address community feed-back
- ☞ Make the CMP process more straight-forward

What have
staff done in
last 4 months?

Summary of
Changes

☞ Revised **Structure, layout** and rationalised
content

☞ Number of sections reduced, more logical
format, removed and updated redundant
information, revised diagrams/figures, added
new material, new Executive Summary

☞ Revised **Community Consultation** Section

☞ Details of how submissions have been
addressed

☞ Extended consultation process put into
chronological order

☞ Evolution of document through consultation
has been illustrated

Summary of Changes

- Citywide **Strategies** and **Local Area Action Plans** completely revised and re-written
- Short, medium and long term **implementation priorities** completely revised
- Appendices, References, Acknowledgements, Supporting Documents re-categorised and links provided
- Additional **expert technical review** sought for out dated sections
- Presentation **style of document** updated

Expert Review
from external
consultants :
Advisian (April
2018)

- ☞ Represents updated coastal hazard assessment for **9 Shoalhaven beaches**
- ☞ Reviewed SMEC (2009) study - photogrammetry & State Government SLR policy
- ☞ Derived, refined hazard assessments based on **latest available data** & SCC's **SLR** policy position
- ☞ Observed **long-term beach changes**, updated beach survey transects, LiDAR data, updated photogrammetry & estimated beach recession (based on SLR policy)
- ☞ Utilised **post storm** survey data (EC Low 2016)

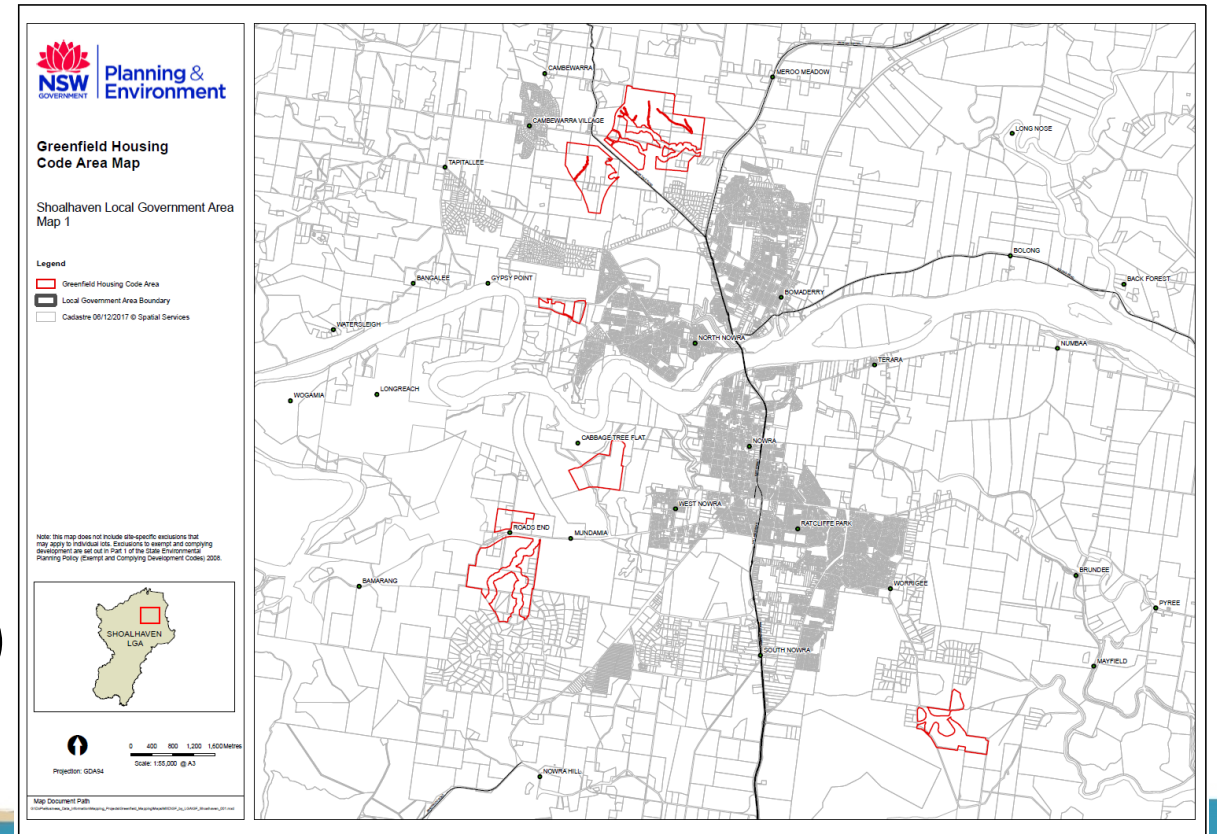
NSW Government Greenfield Housing Code

Greenfield Housing Code

- Introduces new **complying** development provisions relating to delivery of dwellings in “greenfield areas”.
- The Code will allow 1-2 storey homes, alterations and additions to be carried out as complying development.
- Code and Design Guide were notified on 6 May 2018 and will commence on **6 July 2018**.

Greenfield Housing Code

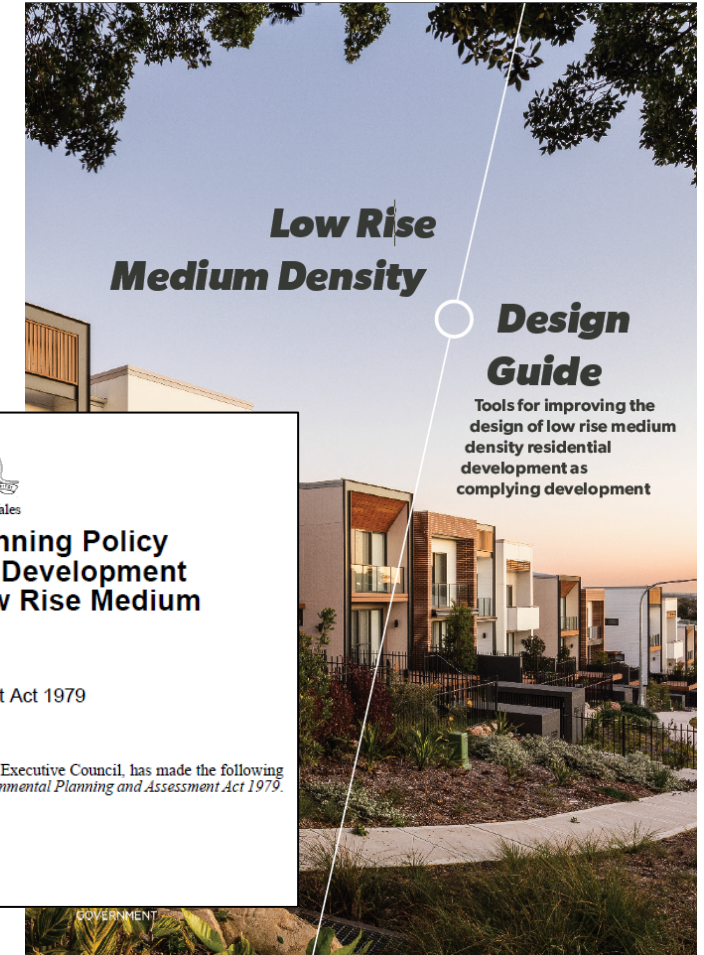
- The new Code will only apply in the following urban release areas (URA):
 - Moss Vale Road North.
 - Moss Vale Road South.
 - Crams Road.
 - Cabbage Tree Lane.
 - Mundamia.
 - Worrigea (*no longer an URA*)
 - Badgee, Sussex Inlet.



NSW Government Low Rise Medium Density Code and Design Guide

Low Rise Medium Density Code & Guide

- Introduces new **complying** development provisions (do not need a DA) relating to medium density housing types including:
 - Dual occupancies (i.e. attached, detached and ‘one above the other’).
 - Multi dwelling housing (terraces).
 - Manor homes.



Low Rise Medium Density Code & Guide

- The new Code will apply in the R1, R2, R3 and RU5 zones, where dual occupancy, manor houses or terraces are permitted under a Council LEP.
- The Code and Design Guide were notified on 6 April 2018 and will commence on **6 July 2018**.
- In the R2 zone, dual occupancy development can be undertaken as complying development.

Low Rise Medium Density Code & Guide

- The Design Guide presents a state-wide approach to medium density complying development that aims to contribute positively to the existing character of an area.
- Council is not required to adopt the Design Guide for the purpose of assessing development applications, only complying development.
- Shoalhaven LEP 2014 and Shoalhaven DCP 2014 will have no or limited effect in relation to a complying development application and Council will potentially not assess proposed development.

Council
Draft Medium Density Amendment
Shoalhaven DCP 2014

Medium Density DCP Amendment

- Based on:
 - Outcomes of the Dual Occupancy Review.
 - Consideration should be given to the timely inclusion of better-quality design controls to improve the standard of the finished development.
 - Provisions in the Low Rise Medium Density Design Guide that are appropriate to Shoalhaven.
 - Resolutions of Council.
 - Operational issues or matters that need clarification that have been identified since Shoalhaven DCP 2014 became effective on 22 October 2014.

Medium Density Amendment

- Proposes consolidation of current Chapter G13 and Chapter G14 content to streamline the provisions relating to medium density development.
 - Draft Chapter G13: Medium Density Development and Other Residential Development.
- **Applies to residential developments above a single dwelling:**
 - Dual occupancy, multi dwelling housing, multi dwelling housing (terraces), attached dwellings, semi-detached dwellings, manor houses, integrated housing development, residential flat buildings, shop top housing, seniors housing, boarding houses, group homes and hostels.

Key components of the Amendment

- Expansion of applicable land uses to include the following new terms: multi dwelling housing (terraces) and manor houses.
- Introduction of more appropriate floor space ratio (density) provisions of 0.5:1 to 0.7:1 depending on the land use and zone.
- Refinement of landscaping provisions.
- More comprehensive provisions to address public domain interface as well as local character and context.
- New provisions relating to amenity.
- Introduction of rates for provision of accessible and adaptable housing.

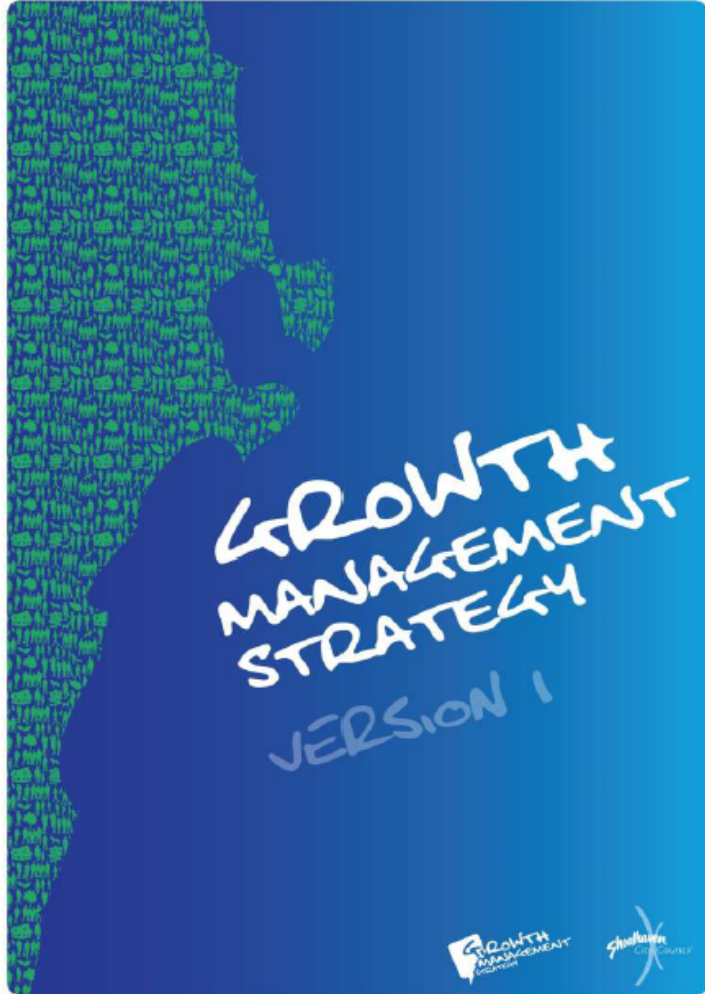
Public Exhibition

- The Medium Density Amendment will be on public exhibition between Wednesday 30 May and Friday 29 June 2018.
- All CCBs will be formally notified.

Council

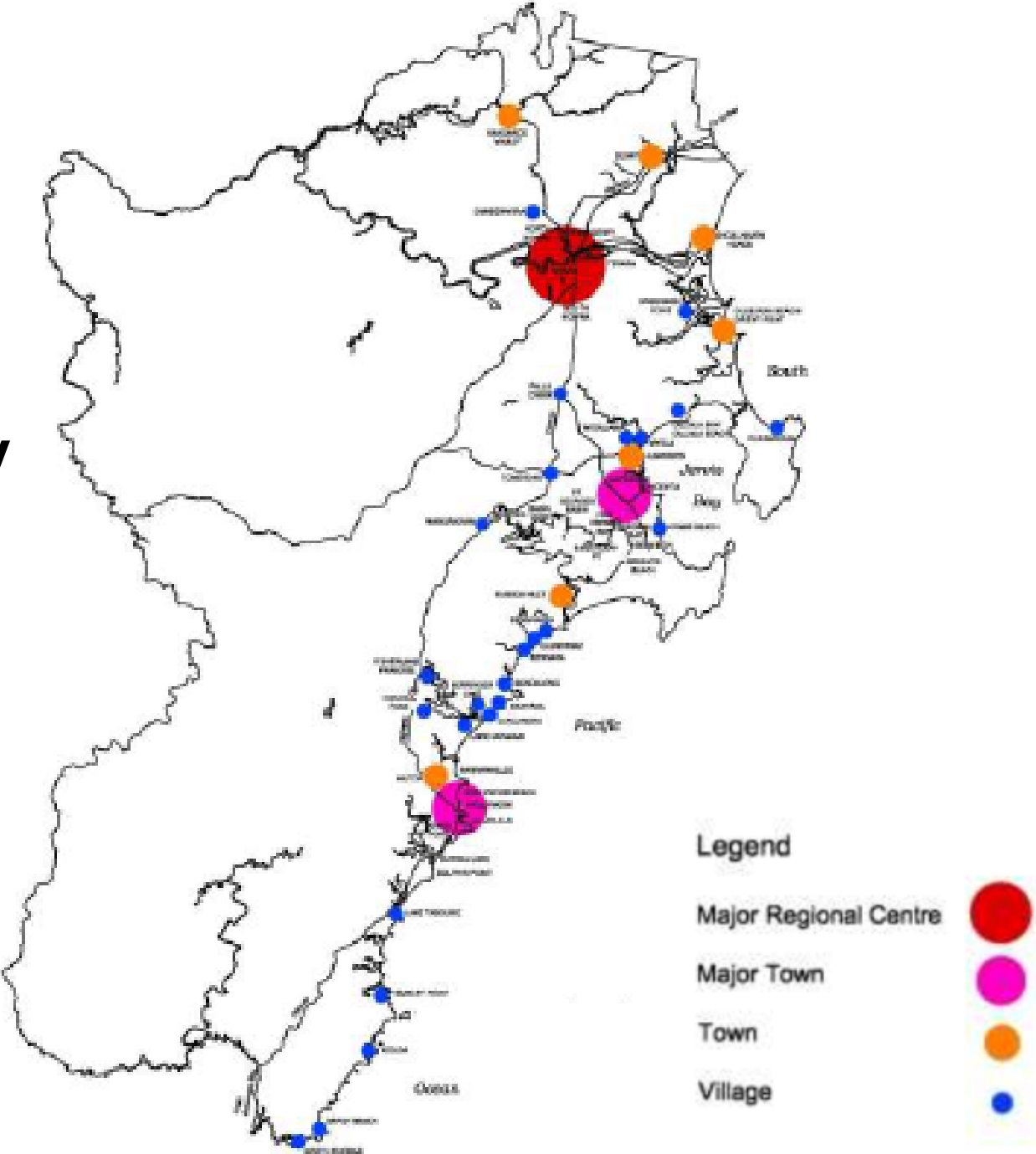
Project Commencement – Shoalhaven
Growth Management Strategy (GMS)
Version 2

Background



- GMS V1 adopted December 2012 and endorsed by NSW Government in 2014.
- Council resolved 8 May 2018 to commence GMS V2.
- GMS V2 recognised as a priority project on Strategic Planning Works Program.

Settlement Hierarchy GMS V1



GMS V2

- Set out future actions and policy guidelines related to residential growth/settlement.
- Provide more detail for areas outside the existing strategy areas that have been identified as having potential for future growth (Berry, Kangaroo Valley, Wandandian, Fisherman's Paradise and Lake Tabourie).
- Inform 'Local Strategic Planning Statements' (new requirement under amendments to the Environmental Planning and Assessment Act 1979) that need to be in place by mid 2020.

First step

- Workshop with Councillors to determine approach and scope.
- Need to consider the inclusion of:
 - Commercial and industrial land.
 - Character statements for some or all settlements.
 - Identification of key sites e.g. key waterfront locations, gateway areas.
 - Rural residential supply.
 - Review of existing Milton-Ulladulla Structure Plan and Jervis Bay Settlement Strategy.

Proposed process

Phase 1 – Planning and information/data gathering

Phase 2 - Early consultation phase

Phase 3 – Revised GMS Preparation

Phase 4 – Draft GMS Exhibition and consultation

Phase 5 – Finalisation

Phase 6 - Implementation

Shoalhaven Water

Director
Carmel Krogh

Q&A Session



Workshop: CCB Guidelines



Thank you for your time.

