



NIMBIN CHAMBER OF COMMERCE Inc

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Michael Donnelly
General Manager
Lismore City Council
PO Box 23A
Lismore NSW 2480

1st July 2021

Dear Sir

We are writing with regard to Lismore City Council's procurement policy. Whilst we have no problem with the overall intent of the policy we would like to bring a specific concern of ours to your attention. It concerns the evaluation of local content when considering tenders.

Council's policy states that local content will be weighted at a minimum of 20% of the selection criteria, or higher if considered appropriate for the goods or services being procured. We commend this for the reasons outlined within the policy however, we would like to see a policy that gives clearer definition to local content when assessing tenders for delivery of services to villages. We will use a Nimbin example to demonstrate our concerns as it is this situation that drew it to our attention.

If a tender is put out for delivery of street cleaning services to Nimbin local content is seemingly evaluated as being delivered from a 2480 postcode. Firstly, Nimbin is on the border of 3 local government areas so this might not necessarily deliver the best outcome. Secondly, but also significant, the awarding of a contract to village locals, such as Jungle Patrol who have been doing it for years, is likely to deliver much better outcomes for the village assuming other tender requirements are met.

We can put forward many reasons for this, both social and environmental, including: likely reduced travel on our roads every day; knowledge of local street characters who sleep out at night and can be challenging to encounter; provision of valued local employment and all the benefits that brings in a village with limited employment opportunities; work done by locals elicits better respect from recipients, who have to see and deal with the worker/s daily; and contractors caring more for a community they are a part of. Yet Jungle Patrol might find it hard to compete with a larger Lismore-based cleaning company that has multiple cleaning contracts and can absorb costs more readily. We believe Council's policy should be reviewed to give an expanded explanation of 'local content' for delivery of village services like the example we have provided. An expanded version would emphasise that if the tenderer is delivering services to a village, local content pertaining directly to that village will likely be given a higher weighting in the evaluation process.

We are aware of situations where Nimbin people have tendered for Council services and played up the 2480 Lismore urban connection in a bid to better address the local content requirement. We are

also aware of situations where contribution to community, outside of service delivery, has not even been identified when tendering as it was not considered relevant by the tenderer.

We are aware that Council recently held a workshop in Lismore on its procurement policy. At the recent Nimbin Advisory Group meeting it was suggested that it could be useful to canvas interest to do the same in Nimbin. The Chamber would undertake to help promote such a workshop. To assist us, should Council proceed, it would be useful for us to understand the breadth of services delivered to our village and immediate surrounds via Council's tendering process.

We look forward to your response.

Yours sincerely

A rectangular box containing a handwritten signature in black ink. The signature appears to read "Diana Roberts" followed by a period.

Diana Roberts
President