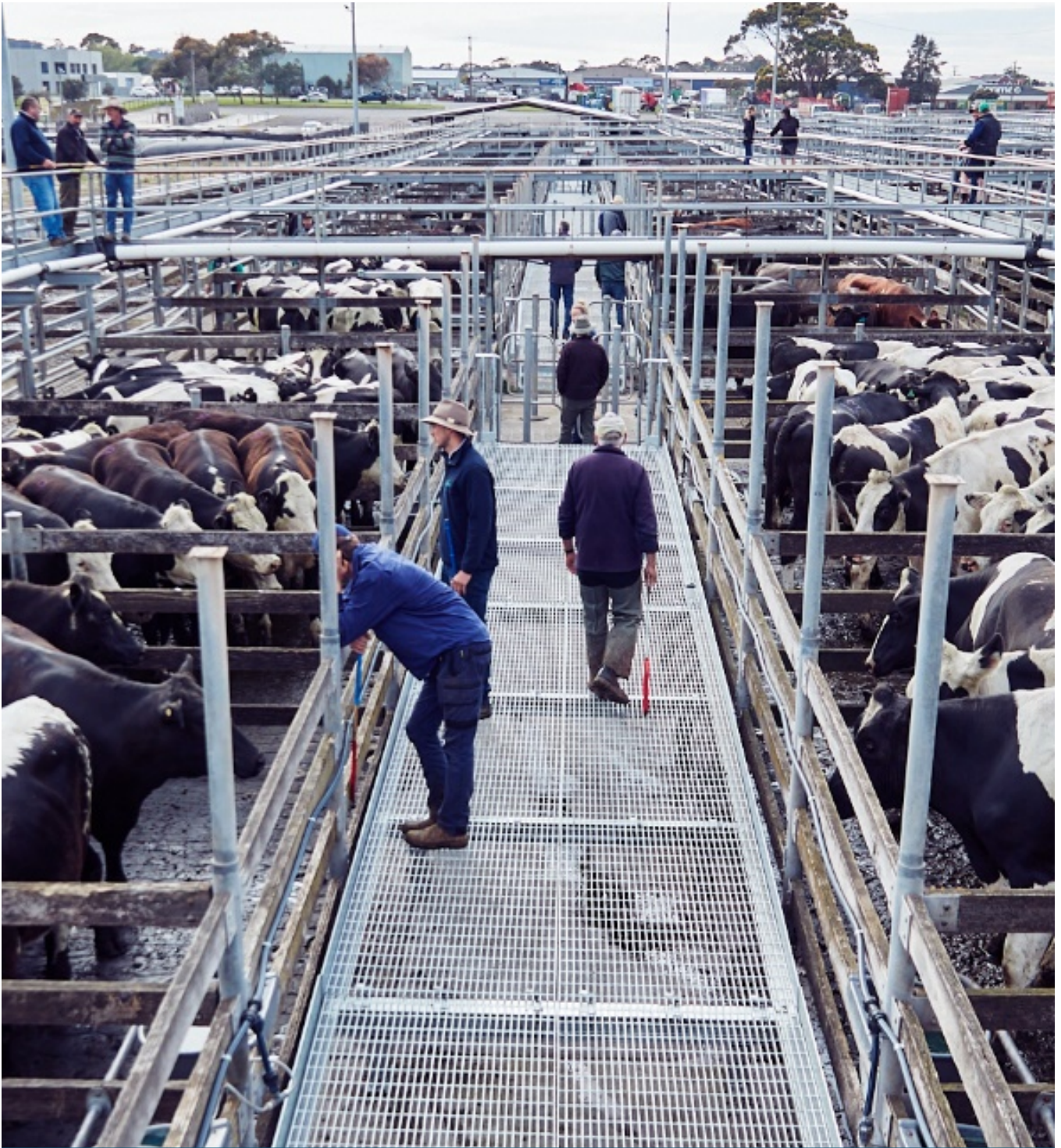


## Scheduled Council Meeting - 7 November 2022 Attachments

8.1. SOUTH WEST VICTORIAN LIVESTOCK EXCHANGE FUTURE OPERATIONS CONSIDERATION.....	3
8.1.1. REPORT COMMUNITY CONSULTATION SWVLX QUALITATIVE ANALYSIS 24 OCT 2.....	3
8.1.2. SWVLX INDIVIDUAL SURVEY RESPONSES IDENTITIES REDACTED.....	18
8.1.3. SALEYARDS FOCUS GROUPS SUMMARY OF FEEDBACK.....	118
8.1.4. LETTER FROM AUSTRALIAN LIVESTOCK AND PROPERTY OWNERS ASSOCIATION.....	126
8.1.5. LETTER FROM WESTERN VICTORIA LIVESTOCK EXCHANGE.....	131
8.1.6. TEXT OF PRESENTATION BY THE WARRNAMBOOL LIVESTOCK AGENTS ASSOCIATION.....	140
8.1.7. LAND USE OPTIONS REVIEW REPORT WITH.....	144
8.1.8. SOCIAL VALUE OF SALEYARDS 2022.....	196
8.1.9. SWVLX - REPORT TO COUNCIL 28 OCTOBER 2022 - INDEPENDENT FINANCIAL ASSESSMENT AND MODELLING.....	296
8.1.10. 2022 WARRNAMBOOL SALEYARD EIA FINAL.....	316
8.4. ACTIVITIES & INITIATIVES 2022-2023: JULY - SEPTEMBER (QUARTER...)	342
8.4.1. ACTIVITIES & INITIATIVES 2022-2023: JULY - SEPTEMBER (Q1).....	342
8.5. QUARTERLY FINANCIAL REPORT - JULY TO SEPTEMBER 2022.....	378
8.5.1. QUARTERLY FINANCE REPORT JULY- SEPTEMBER 2022.....	378
8.6. WARRNAMBOOL RESIDENTIAL LAND SUPPLY AND DEMAND ASSESSMENT 2022.....	389
8.6.1. RESIDENTIAL LAND SUPPLY ASSESSMENT FINAL V 1.1.....	389

8.7. GREAT OCEAN ROAD REGIONAL TOURISM LTD FUNDING AGREEMENT	
RENEWAL.....	447
8.7.1. 22 25 WCC GORRT PARTNERSHIP MOU.....	447
8.7.2. 22 25 STRATEGIC BUSINESS PLAN.....	455
8.8. SMALL INFRASTRUCTURE FUND - BASKETBALL COURT.....	476
8.8.1. OUTDOOR MULTISPORT COURT AND LINE MARKING OPTIONS -.....	476
8.9. ADVISORY COMMITTEE REPORTS.....	480
8.9.1. CYCLING REFERENCE GROUP MINUTES 24 AUGUST 2022.....	480
8.10. INFORMAL MEETINGS OF COUNCIL REPORTS.....	506
8.10.1. ASSEMBLY OF COUNCILLORS RECORD 10 OCTOBER 2022.....	506
8.10.2. ASSEMBLY OF COUNCILLORS RECORD 17 OCTOBER 2022.....	507
8.10.3. ASSEMBLY OF COUNCILLORS RECORD 24 OCTOBER 2022.....	508
8.10.4. ASSEMBLY OF COUNCILLORS RECORD 31 OCTOBER 2022.....	509



The future of the South-West Victorian Livestock Exchange  
**Qualitative analysis of community feedback**  
**September-October 2022**





## Consultation on the future of the saleyards

### Methodology: Online survey and receipt of written submissions to Council either by email or hand-delivered

As per Motion passed by Council in its meeting on 1 August 2022, Council called for consultation and engagement with the community in relation to the future of South-West Victorian Livestock Exchange (SWVLX).

The Motion passed by Council on 1 August reads:

“That the Council commence a stakeholder and community engagement exercise based on the implications of not committing to the upgrade works and the questions raised by the financial commitments required relating to the longer term financial viability of the operation.”

The motion ruled out the full upgrade investment but implied other options, which could include:

- a. Prompt closure of SWVLX
- b. Transitional closure of SWVLX with minimum investments based on Worksafe requirements

Based on this motion, an online survey was designed to include a diversity of voices from the community. Written submissions were also accepted as part of the consultation.

### Structure of the report:

This report is structured around the responses to the questions asked during the consultation. Four questions were asked, which are as follows:

1. What is your connection to the Warrnambool saleyards?
2. How would the closure of the saleyards affect you, or your business?
3. How could Council mitigate the impact of closing the saleyards?
4. Any other comments that you would like to make?

Initially, responses were categorised into nine sections based on the connection of the respondents to the Warrnambool saleyards, which were:

- a. Resident of Warrnambool (including Resident in close proximity to the saleyards - within 1km)
- b. Stock agent
- c. Livestock producer
- d. Agribusiness operator
- e. General retailer
- f. Business operator at the saleyards
- g. Livestock transport operator
- h. Business operator in Warrnambool
- i. Other respondents not elsewhere classified



As multiple responses were enabled for question 1, respondents who selected multiple connections had their responses included across all sections that they had selected. For example, if a respondent had selected that they were a resident of Warrnambool, also a stock agent, as well as a Business Operator in Warrnambool, then their responses to questions 2, 3, and 4 were included in sections b, c and i, respectively. The last section comprises of respondents whose only connection to the saleyards was indicated as resident of another municipality, were empty, or were written submissions received without any indication to a preferred connection with the saleyards. While Resident of Another Municipality was also a category under this question, a separate category for analysis of information was deemed unnecessary.

After the initial categorisation of the responses based on connections, qualitative thematic analysis was applied across each section based on the responses to the individual questions.

**Total number of respondents: 775**

**Online survey respondents: 743**

**Written submissions: 32**

**Total respondents who are Warrnambool residents: 384**

**Total respondents who are residents of another municipality: 375**

**Others: 32**

**Unclear and double count: 16**

**A. Resident of Warrnambool (including Resident in close proximity to the Saleyards - within 1km)**

Total respondents: 384  
Stock agents: 8  
Livestock producer: 66  
Agribusiness operator: 11  
General retailer: 9  
Business operator at the saleyards: 5  
Livestock transport operator: 1  
Business operator in Warrnambool: 41

**How would the closure of the saleyards affect you, or your business?**

The largest proportion of respondents, over 40%, feel that the closure of the saleyards would have no impact on them. Among them, 72% of the respondents feel that the saleyards should be closed. The reasons they have provided are listed below based on weightage:

- Rate revenue from repurposing of land will be significant and far outweigh any short term economic losses
- Money better spent elsewhere
- Positive impact by getting rid of smell, stench, unsightliness
- Land can be more valuable for community services and housing
- A saleyards has no place in the future of Warrnambool
- Saleyards has been and will continue to lose money and it is a bad investment
- There is a superior facility close by
- Warrnambool ratepayers do not need to continue to support residents of neighbouring municipalities when their Councils make no contribution to the service
- Council has no business operating a commercial enterprise and competing with the private sector
- Council has been held hostage by a small number of loud-voices who have a vested interest in the saleyards.

21% respondents mentioned that closure of saleyards will directly affect them, their family members and friends, or their businesses. Majority of the negative impacts focused around the following themes based on weightage:

- Increased cost of transportation to other saleyards resulting in reduced income and longer transportation times
- Potential loss of revenue because farmers may no longer come to Warrnambool for other business and retail
- Loss of employment
- Limits options for competition in the market
- Will lose social contact
- Inconvenience in buying or selling cattle, particularly calves

The remaining 38% did not directly answer the question. They either speculated on whether the closure would have a detrimental economic impact on Warrnambool, or reflected on the saleyards and its operation from when they were engaged with the saleyards in the past, or compared the investments Council makes in community facilities for open space, sports, art and culture, and questioned the decision of Council to not invest in the facility which was considered by some as a comparable community facility. Some respondents reflected on the changing times and whether a saleyards had any place in the future of Warrnambool.

#### **How could Council mitigate the impact of closing the saleyards?**

The largest proportion of respondents felt that closure of the saleyards in its current location is inevitable because it is in the middle of a growing residential area. A large number of respondents felt that the Council could transition the closure in order to assist farmers and businesses to move on to other facilities. Proponents of the saleyards urged Council to keep it open. There were a few mentions of supporting local farmers with subsidies in the interim to cover the extra costs that they will incur during the transition process.

#### **Any other comments that you would like to make?**

The respondents noted a diversity of views. While some questioned the justification for closing down a facility that turned a profit and was linked to the livelihoods of many people, others were of the opinion that the closure has been long overdue and that rate payer's monies were better spent elsewhere. Proponents of the saleyards compared the service provided by the saleyards with those provided by a variety of Council facilities such as Flag Staff Hill, the Warrnambool Art Gallery, Warrnambool Library, Sporting facilities, etc., and were of the opinion the saleyards was a more valuable asset to Warrnambool than the others. Respondents who felt that the saleyards needed to close commented that the saleyards should have moved to another location a long time ago, and it has already run its course and is no longer a viable commercial operation. Below are the range of comments provided by the respondents:

- Money would be better spent elsewhere
- Saleyards have no space in a growing Warrnambool, especially in a residential growth area
- Warrnambool is a rural town in a farming district and it needs to remain open to support farmers in the region
- Saleyards is profitable and self-funding – leave the profitable business alone
- Warrnambool needs a sporting precinct and the saleyards lands could be used for that
- Saleyards needs to be upgraded and Council should never have allowed housing development in the area
- Closure of the saleyards will move businesses away from Warrnambool
- The Saleyards is a monument of Warrnambool and needs to be retained.



## **B. Stock Agent**

Total respondents: 32  
Resident of Warrnambool: 8  
Livestock producer: 12  
Agribusiness operator: 3  
Business operator based at the saleyards; 1  
Livestock transport operator: 1  
Business operator in Warrnambool: 1

Respondents are individuals and not an organisation.

### **How would the closure of the saleyards affect you, or your business?**

While 14 Stock Agents felt that the closure of the saleyards would have detrimental effects on their business and livelihoods, eight felt that closure would have no impact to their business. The remaining stock agents opined that the closure would have ramifications for their clients and other agribusiness operators in the city.

### **How could Council mitigate the impact of closing the saleyards?**

Retaining the saleyards and upgrading them would be the best mitigation option based on the opinions of the largest cohorts of respondents. They feel that historically the saleyards has been able to turn a profit and Council should prioritise the facility rather than spending money on other services to promote tourism, art and culture. A number of respondents felt that the saleyards is not required for a city big enough as Warrnambool.

### **Any other comments that you would like to make?**

Respondents mentioned that Council was earning a profit through the saleyards and that the money generated was never spent on its maintenance. Had regular maintenance and upgrade occurred then the issue of saleyards closure would never have risen. A few respondents opined that it was better that the saleyards which was in a state of decline be closed. This was better from an animal welfare and occupational health and safety perspectives, especially with another state of the art facility nearby.

### **C. Livestock Producer**

Total respondents: 347  
Resident of Warrnambool: 66  
Stock agent: 12  
Agribusiness operator: 20  
General retailer: 3  
Business operator based at the saleyards: 4  
Livestock transport operator: 9  
Business operator in Warrnambool: 21  
Residents of another municipality: 282

#### **How would the closure of the saleyards affect you, or your business?**

Majority of the respondents felt that the closure of the saleyards will have significant negative impact to them and their businesses, particularly due to the increase in transportation costs that they will need to bear. Over 40 respondents felt that the closure of the saleyards would have no impact on them and their businesses. A sizeable number of respondents also mentioned that the closure of the saleyards would impact local businesses in Warrnambool and the flow on effect would impact the whole Warrnambool economy. Majority of the respondents were residents of another municipality, with larger proportions being residents of Moyne and Corangamite. The range of responses based on weightage are provided below:

- Cost of transport and additional time required is the major impact to farmers
- Closure would limit options for selling cattle and would take away competition
- Closure of the saleyards would increase inconvenience to farmers, particularly those that live close to Warrnambool and to the farmers that raise calves
- Significant impact on revenue and employment
- No impact because there are still three options to sell stock – directly to abattoirs, Mortlake saleyards and online options
- Better from an animal welfare and environmental perspective

#### **How could Council mitigate the impact of closing the saleyards?**

The following were the range of responses based on weightage:

- Keep the saleyards open and operational and invest in its upgrade
- Do not close the saleyards
- Build a new saleyards
- Reinvesting the collected levies and fees into upgrade
- Provide subsidy to agribusiness operators
- Provide transport support to local farmers
- No mitigation required because it is only a handful of agents and farmers who use the Warrnambool saleyards
- Transition the closure

**Any other comments that you would like to make?**

A large proportion of respondents have questioned on why Council never reinvested the collected profits on the maintenance of the saleyards. Their opinion is that the saleyards is the only area of Council operations that keeps on generating a profit and it will keep generating a profit if upgrades are funded. A sizeable number of respondents also feel that the saleyards is a historical institution of Warrnambool that supports the farmers of the region and also other businesses of Warrnambool and needs to be maintained. Another sizeable number of respondents have commented that they do not want to use the saleyards at Mortlake. A small minority of respondents feel that the Council should not keep pouring money into an unviable operation such as the saleyards and instead repurpose the lands for alternative uses.



#### **D. Agribusiness Operator**

Total respondents: 47  
Resident of Warrnambool: 11  
Stock agent: 3  
Livestock producer: 20  
General retailer: 2  
Business operator based at the saleyards: 1  
Livestock transport operator: 1  
Business operator in Warrnambool: 4

#### **How would the closure of the saleyards affect you, or your business?**

The largest proportion of responses from Agribusiness Operators focused on the difficulty for themselves in buying and selling cattle and extra cartage costs if the saleyards were to close, rather than the impact on the Agribusiness. Eight agribusiness operators opined that the closure of the saleyards would have detrimental impact on their businesses and they could lose clients because of the closure. A further eight operators felt that the closure of the saleyards would have no impact on their businesses and that the overall impact on Warrnambool will be small. Some discussed that with a more modern facility nearby, closure of the Warrnambool saleyards was for the better.

#### **How could Council mitigate the impact of closing the saleyards?**

Opinion was equally divided among the respondents. While some felt that the Council should keep the saleyards open, others mentioned that the impact would be small and no mitigation measure would be needed. A few felt that possibly the Council could provide some support to affected farmers in transitioning to other saleyards.

#### **Any other comments that you would like to make?**

Comments ranged around the need for the saleyards to remain open because of the flow on effects on the local economy, that Warrnambool was an agricultural hub and needed to support farmers in region, saleyards are a meeting place for farmers and important for their health and wellbeing, and the saleyards being in the wrong location and out of date.

### **E. General Retailer**

Total respondents: 14  
Resident of Warrnambool: 9  
Livestock producer: 3  
Agribusiness operator: 2  
Business operator based at the saleyards: 1  
Business operator in Warrnambool: 6

#### **How would the closure of the saleyards affect you, or your business?**

A range of responses were received with retailers feeling that their businesses benefited from farmers coming to the city on a Wednesday and they feared losing them. A few retailers felt that it would not affect them at all. A few retailers who are also livestock producers mentioned that it would cost them more to transport their cattle to other saleyards.

#### **How could Council mitigate the impact of closing the saleyards?**

A large proportion of respondents feel that the impact cannot be mitigated. A few are of the opinion that the Council can mitigate the impact by keeping the yards open or investing in its upgrade.

#### **Any other comments that you would like to make?**

A larger proportion of respondents feel that the contribution of the saleyards to the local economy is significant and that the saleyards also earns a profit. A few respondents were of the opinion that the value of the land is far greater and that the cost to continue the operation of the saleyards is high.

#### **F. Business Operator based at the Saleyards**

Total respondents: 9  
Resident of Warrnambool: 4  
Stock agent: 1  
Livestock producer: 4  
Agribusiness operator: 1  
General retailer: 1  
Business operator in Warrnambool: 4

#### **How would the closure of the saleyards affect you, or your business?**

Loss of income, jobs and the overall detrimental effect on the Warrnambool economy have been cited as the major issues that the respondents will face if the saleyards is closed.

#### **How could Council mitigate the impact of closing the saleyards?**

All respondents were of the opinion that Council should not close the saleyards and repair the existing facility.

#### **Any other comments that you would like to make?**

A range of comments were received with the majority themed around supporting the rural farming community while comparing the operations of the yards with that of the art gallery, flagstaff hill, reserves, swimming pool, etc.



### **Livestock Transport Operator**

Total respondents: 18  
Resident of Warrnambool: 1  
Stock agent: 1  
Livestock producer: 9  
Agribusiness operator: 1  
Business operator in Warrnambool: 1  
Resident of another municipality: 17

### **How would the closure of the saleyards affect you, or your business?**

While a larger proportion of respondents have opined that the closure of the saleyards will have a detrimental effect on their business, a sizeable proportion also claim that the closure will not significantly impact their business. Among those claiming detrimental impact to their business, reduction in weekly income, larger times required for cartage to other centres thereby reducing capacity of small businesses to remain viable, and also potential detrimental effects to the local agricultural business and the agricultural community have been cited.

Among the transport operators who have opined that the closure will not significantly impact them, a large number have indicated that if the co-located truck wash was also closed along with the saleyards, then that would have a significant impact on the transport community because there was no alternative truck wash facility in the region. This has also been cited by a few transport operators who feel the closure will have a detrimental impact on their business.

### **How could Council mitigate the impact of closing the saleyards?**

Majority of the respondents feel that the Council cannot mitigate the impact of closing the saleyards. Some of the views expressed were along the following lines:

- Don't close the saleyards, spend the money on upgrade and allow it to continue to support the local businesses and the broader agricultural community
- Leave the truck wash open even if the saleyards is closed

### **Any other comments that you would like to make?**

The following are the range of responses:

- If Council had maintained the yards over the years, then this decision would not have to be revisited over and over again
- Warrnambool City Council has an obligation to the whole surrounding area, not only towards Warrnambool residents
- Saleyards benefit the health and wellbeing of the community
- The saleyard earns significant amount of money, so why close it down?
- The saleyard requires a lot more investment that what is proposed. Current animal welfare issues and OHS standards also need to be fully compliant.

- Think about privatising the facility
- What about decontaminating the saleyards? These costs will need to be passed on to the ratepayers. If saleyards close, then job losses and huge economic impact will also be felt by the whole Warrnambool community.

### **Business Operator in Warrnambool**

Total respondents: 74  
Resident of Warrnambool: 46  
Stock agent: 1  
Livestock producer: 21  
Agribusiness operator: 4  
General retailer: 6  
Business operator based at the saleyards: 4  
Livestock transport operator: 1

### **How would the closure of the saleyards affect you, or your business?**

Opinions on how the closure of the saleyards would affect you or your business ranged across four themes:

- Closure of the saleyards will have a massive impact on the local Warrnambool economy because of the flow on effects as the farmers coming to town will take their businesses away from Warrnambool
- Foot traffic from farmers during sale days will cease causing losses for businesses
- No impact at all
- Inconvenience for business operators who are also farmers because they will have to travel to other locations for sale/purchase of cattle

### **How could Council mitigate the impact of closing the saleyards?**

Large proportion of respondents feel that the Council cannot mitigate the impact of closing the saleyards. On a weighted scale, the following were the range of responses:

- Keep the saleyards open and invest in its upgrade
- Forget about art gallery and other services of Council, invest in the saleyards because it earns a profit
- Move the saleyards to another location or consider other options
- Impacts would be short lived. Most stock agents are already operating at other centres and even the people of Mortlake shop in Warrnambool for their large purchases and the impact on Warrnambool businesses will be minimal
- Support local businesses that are impacted by the closure

### **Any other comments that you would like to make?**

A large number of respondents are of the opinion that the saleyards are an important part of farming for the Western District. A significant proportion of these respondents also opine that the saleyards is the only facility that earns a profit for Council in comparison to other facilities that offer tourism, art and education services. Questions have also been raised over the flow on economic benefit that Warrnambool enjoys because of the saleyards and whether this will be lost if the saleyards close. A smaller proportion of respondents feel that lands occupied by the saleyards would be of better use for other purposes.



### **Other respondents not elsewhere classified**

Total respondents: 32

### **How would the closure of the saleyards affect you, or your business?**

Significant proportion of the respondents indicate that the closure of the saleyards will not affect them or their business. Their opinion is that the saleyards can be closed and the land released for other purposes. However, a few of them indicate that it may have negative impact on farmers and the local businesses.

A smaller proportion of respondents opined that the closure would impact their business negatively through increased costs in transportation of cattle, decreased competition, and also conjecture on the flow on impact that the closure would have on other businesses.

### **How could Council mitigate the impact of closing the saleyards?**

A large proportion of respondents feel that Council cannot mitigate the impact of closing the saleyards. There is no majority opinion among the respondents. The following are some of the responses based on weightage:

- Leave the saleyards open
- Be open and transparent to the community, the saleyards do not earn a profit, close it down and proceed with alternative uses of the land
- Spend the allocated funds, bite the bullet and upgrade the saleyards

### **Any other comments that you would like to make?**

A diversity of views were presented by the respondents. The views ranged from Warrnambool being surrounded by the agricultural community and that Warrnambool was a city not only for residents but also the larger surrounding community, to speculation on the saleyards being financially viable and profitable, to the saleyards not actually being profitable based on the reports of 1 August 2022, to the need of the lands to be utilised for other purposes including housing.

<p>What is your connection to the saleyards?</p> <p>Resident in close proximity to the saleyards (within 1km)                      Resident of Warrnambool                      Stock agent                      Livestock producer                      Agribusiness operator                      General retailer                      Business operator based at the saleyards                      Livestock transport operator                      Business operator in Warrnambool                      Resident of another municipality (please write down which municipality you live in)</p>	<p>How would the closure of the saleyards affect you, or your business?                      Open-Ended Response</p>	<p>How could Council mitigate the impact of closing the saleyards?                      Open-Ended Response</p>	<p>Any other comments that you would like to make?                      Open-Ended Response</p>
<p>Resident of Warrnambool</p>			<p>The Mayor &amp; Councillors, Warrnambool City Council, Saleyards Feedback, Municipal Offices, 25 Liebig Street, WARRNAMBOOL VIC. 3280. Dear Mayor &amp; Councillors, As a former Councillor of the City of Warrnambool for several years, I appeal to the current City Councillors to please co-operate to approve the expenditure of around \$5.6 million for the essential necessary improvement works as recommended for the upgrading of the Warrnambool Livestock Selling Centre. The Warrnambool Saleyards have been a vital contributor to our City's growth for more than 100 years and if managed and maintained, will continue in this role for many years to come. Through the successful operations of the saleyards, both rural and city people are brought together for mutual benefits. I can recall the damaging 1983 Ash Wednesday bushfires which destroyed hundreds of district farming properties as well as thousands of livestock. This major disaster resulted in our city people reaching out to help our farming friends, many of whom lost everything. By retaining the present improved saleyards facilities, our City can continue to positively assist our district farmers who we all depend upon to provide for our daily food needs and assist with our economic wellbeing. Surely the annual profits from the saleyards operations can be utilised by the Council to service a loan of around \$5 million repayable over a period, that will provide funds for ensuring the safety and convenience of all users of the saleyards, as well as providing high standard care and security for the valuable livestock which are marketed each week. A prompt united decision from our Council to accept a tender, if necessary at a special Council meeting, to authorise for the essential construction works to proceed almost immediately, will show that goodwill remains in place between our much appreciated farming community as well as with our residents and ratepayers, who will not be at any financial disadvantage through this suggested action. Under no circumstances should the Council be contemplating the sale of this strategic area of valuable Council</p>

			<p>owned property for any private development purposes as has been inferred in today's editorial in the Warrnambool "Standard". The saleyards property and the adjoining recreational facilities are owned by the people of this City and must not be sold off to provide funds for subsidising such other Council loss making projects as Flagstaff Hill or the Art Gallery. Yours sincerely</p>
<p><b>Resident of Warrnambool                  Livestock producer</b></p>			<p>Dear Warrnambool City Council, We are third and fourth generation farmers at Allansford. We are writing to ask the council to keep and upgrade the saleyards at Caramut Road, Warrnambool. The saleyards are an important economic driver of the district where people can buy cattle, increase their value then resell the cattle. There are many producers who support the saleyards. There are also many local hobby farmers buying calves for their properties, which do reduce the fire hazards around Warrnambool. Warrnambool saleyards are a good investment for the future of Warrnambool. We have appreciated the economic benefits of buying and selling cattle in Warrnambool, then supporting all local businesses. Please keep our saleyards.</p>
<p><b>Livestock producer                  Moyne</b></p>			<p>To; Warrnambool city council. As a Dairy farmer and a ratepayer in both Warrnambool and Moyne shire I have some thoughts on the position regarding the Sale Yards in Warrnambool. It seems to be a large amount of money is needed to retain this facility and we have to put that against what the benefits are. The direct monetary benefit might seem to be small but the overall benefit covers a lot of areas. The Mortlake facility is a very good one serving a very different demographic. I was surprised to hear that W'bool has more than half the throughput of Mortlake. Surprised because I think that an average consignment there would be a much higher, perhaps 20,30 or even more, whilst a large number of consignments to W'bool would be 1-5. This means that W'bool services a lot more farmers a lot more times. It also means that transport arrangements are very different. Smaller trucks are used to collect these smaller numbers and to take them longer distances would be inefficient. To collect these consignments in large trucks would be even less efficient and put a lot more strain on rural roads and in some cases access would be impossible. Then there is the advantage to other business in the area, Rural, domestic, engineering, vehicle servicing, etc. This may not be as obvious as it was in the past but I am sure there would be a lot of flow on and having cattle available in close proximity to the abattoir, which is possibly W'bools largest employer, has to be an advantage while still providing a competitive market for farmers. Then there are the direct jobs of local agents, yard workers, transporters etc. and in the event of upgrade, local contractors would benefit. We need a 'fit for purpose' facility that can work in competition WITH, NOT AGAINST, others in the area. It seems to me that there is a large advantage to the City and the surrounding community in maintaining the Sale Yards which is part of the Warrnambool fabric and could be part of its future.</p>

<p><b>Agribusiness operator</b></p>		<p>Australian Livestock and Property Agents Association To Warrnambool City Council. ALPA is the national peak industry body for livestock and property agents. ALPA represents more than 1,200 agency businesses across Australia. Collectively this group plays an important role in livestock, wool, merchandise and rural property sales and marketing. ALPA members handle in excess of 97% of rural agency business Australia wide. ALPA is one of the largest national organisations of small rural businessmen and women, relied on to protect the interests of agents and producers nationally. ALPA national membership includes Elders, Nutrien and private livestock agencies across Australia. The Australian Livestock &amp; Property Association Ltd (ALPA) submission is in response to the Warrnambool City Council inviting the local community and stakeholders to have their say on the future of the South-West Victorian Livestock Exchange - Warrnambool Saleyards. The South-West Victoria Livestock Exchange (SWVLX) is located in Warrnambool, Victoria, and has been operational at the current site since 1970. It is approximately 270 km from Melbourne and is located approximately 170 kilometres to the South Australian border. The facility is a multi-agent selling centre and agents who sell at SWVLX are members of ALPA. The SWVLX holds weekly prime cattle sales and monthly store cattle sales. The saleyards operate under the principles of pen selling and livestock sold on a cents per kilogram basis are weighed post sale. The SWVLX sold over 62,000 cattle in the 2020/21 financial year placing it at sixth largest throughput in Victoria. Source: National Livestock Reporting Service, Meat and Livestock Australia (2021 Saleyard survey 2020-21) While saleyards have always been a place of business for rural and regional people, saleyards are also used to enjoy much needed down time away from the farm and to connect with other likeminded people. This level of interaction is highlighted in the Australian Livestock Markets Association (ALMA) Social Value of Saleyards Research Report. This report outlines the importance of engagement and social interaction. Interactions at saleyards can arguably assist in the mental health and wellbeing of rural and regional people. One point of difference to many other saleyards in Victoria and indeed Australia is that SWVLX has a number of facilities that engage the rural community in addition to simply selling livestock. SWVLX operates on sale day a licensed bar, canteen, a hairdresser and businesses within in close proximity to the saleyards benefit from the influx of people coming on sale day from an economic viewpoint. The loyalty and resilience of producers, agents, breeders, buyers, processors and all industry stakeholders are a vital cog in the future of livestock sales in the region. A strong livestock market within a town or city gives rise to a prosperous rural community and Warrnambool has a very rich agricultural history specializing in dairy. The trading of dairy cattle is somewhat specialised and SWVLX have adequate facilities that other selling centres do not have. It would be disadvantageous for producers who currently sell at the SWVLX facility to look at alternative options when marketing their livestock which could potentially result in increased selling costs and extra transport which could impact animal welfare. Over recent years, there has been a general divide and disconnection between urban and non-urban people which has resulted in a lack of knowledge to agriculture and where our food comes from. It is important to have agriculture visible and accessible</p>
-------------------------------------	--	--

		<p>even in regional cities to continue the evolving story of food and fibre production. For many years SWLVX has been a venue whereby primary, secondary and tertiary students who ordinarily would never have had the opportunity to have first-hand experience of a livestock marketplace which highlights and promotes the social and economic importance of primary production, food security, commodity exports, local businesses and people. Furthermore, from a curriculum perspective the subjects of science, agriculture, commerce, economics, food and nutrition are engaged in a practical real life situation. Such is the positive impact a visit to the saleyards can have on a school aged child that we have heard countless stories of students who have a passion for animals who by virtue of that school excursion sought a career in agriculture. Moreover, there have been many instances where a visit to the saleyards has resulted in work experience with local firms and full time employment in the many varying sectors of agriculture. The general consensus amongst economists, farming organisations, all tiers of Government and the livestock, property and pastoral sector is that the agricultural workforce is underrepresented locally, nationally and taking away such a vital piece of agricultural infrastructure would have negative and long lasting implications on the local primary production sector because local people might simply choose a different career or locate to other towns and cities where there is a local livestock selling facility. ALPA acknowledges that SWVLX provide a significant facility for local producers, outside vendors and graziers with stock on agistment to present and market livestock to a regional, statewide and international marketplace. The pivotal location of the facility affords convenient access for primary producers from a time, safety and economic perspective alleviating the need to travel vast distances to markets. ALPA sustains the view that a livestock marketing centre which is close to the farm gate will attract smaller producers who can transport their livestock safer in the knowledge that they will suffer less stress and less likelihood of being harmed and can arrive in a better condition to achieve premium liveweight, thus a higher and better return for that producer and their families. ALPA recognises that farmers are a vital part of all communities and the farming sector is the backbone in regional communities across the Warrnambool City Council. It is a lost opportunity when any agricultural product in the shire leaves the region before it has the opportunity to be marketed, sold and processed as the value-add process means extra jobs and more money staying in the local community. ALPA believes the agricultural sector will always benefit from any rural marketing infrastructure which is regionally significant, fit for purpose and strategically located from a logistics and convenience framework. ALPA believes that a wide range of benefits can be derived from capital investment within the existing facility to ensure the needs of agricultural community within the broader region can be met by offering value for money for those stakeholders through the provision of a local point of sale for livestock. Any strategic investment will provide an economic trigger through the creation of more jobs leading to a stronger, safer vibrant rural community. ALPA welcomes any initiatives from Councils who invest in projects which provide employment and career progression and keeps talented younger people and their families within the local community, avoiding the necessity of and persistent urban drift and loss of vital intellectual property. The social, economic and mental</p>
--	--	--

			<p>health effects of uplifting people out of smaller communities to the big city are borne out at the coalface within family units, businesses, farms and individuals throughout the region. ALPA as a peak industry stakeholder whose members have made an enduring financial and social contribution to the Warrnambool District, thanks Warrnambool City Council for the opportunity to submit our comments and trust that Warrnambool Saleyards remain and continue to be an integral part of this proud and thriving City for many years to come.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>I attend the saleyards every week and buy and sell there regularly. It is a critical part of my business as well as catching up with agents and likeminded people. Its calf market also provides for hobby farmers and smaller operators.</p>	<p>Under no circumstances should the saleyards be shut down. It is vital that it stays open and nothing else you do will bring as many people or money into Warrnambool.</p>	<p>People with vested interests in Mortlake are trying to shut down Warrnambool to increase their bottom line. It is vital both Warrnambool and Mortlake provide competition for cattle producers. If Warrnambool were to close Mortlake would have a monopoly and the price of selling would go through the roof.</p>
<p><b>Livestock producer Moyne</b></p>	<p>I do not want to go to Mortlake. Warrnambool is a bigger population than Camperdown, Hamilton and Colac yet they all have a saleyards.</p>	<p>Leave the saleyards open.</p>	<p>I believe that Warrnambool businesses will suffer a downturn in turnover.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>I prefer to sell my livestock at Warrnambool and support Warrnambool businesses.</p>	<p>Don't close them.</p>	<p>I have been selling and buying livestock at Warrnambool saleyards all my life and don't wish to go away.</p>

<b>Resident of Warrnambool Livestock producer</b>	Nowhere to buy calves and would have to travel far to sell cattle.	By keeping it open. Leave art centre the way it is and put money into saleyards.	Jobs will be lost. Saleyards bring people to Warrnambool.
<b>Livestock producer Moyne</b>	Larger yard fee at other saleyards as Warrnambool set the benchmark for fees meaning they are cheaper. We will have much higher cartage fees. A greater stress factor on our stock with them possibly losing weight.	Don't close the saleyards.	
<b>Resident of Warrnambool</b>	Loss of jobs. Farmers spending money elsewhere (not in Warrnambool).	Don't close the saleyards.	Not thought of animal welfare
<b>Resident of Warrnambool Livestock producer</b>	I will incur a 60% to 70% increase on cartage of my livestock to the nearest saleyards. I will have a strong risk of not being able to sell my livestock when I wish to due to the available and limited amount of livestock transports and curfew times, my stock will have to travel 1-2 days before the sale with their travel time tripled, causing stress and loss of weight to the animal. I sell my stock by the kg. I have also the strong possibility that I will have to obtain a new stock agent to handle my livestock when I have a loyal and trusting relationship with my agent.	Where has anyone considered the animals' welfare in this process of shutting down the Warrnambool saleyards!!! Eg longer travelling time! Longer yarding time! More stress! No food! I would like to remind Mayor Vicki Jellie that she used the platform to be voted on to the Warrnambool City Council that she would upgrade and keep the Warrnambool saleyards. What a huge lie!	
<b>Resident of Warrnambool Livestock producer</b>	Longer transporting and strongly opp.		Why close a money maker.
<b>Resident of Warrnambool Livestock producer</b>	Shocking result for Warrnambool business and we don't wish to sell anywhere else.	Not sure.	Leave well alone there as there are bigger concerns for Warrnambool eg seaweed.
<b>Resident of Warrnambool</b>	Not effect me personally but overall will effect all citizens.	Don't close.	Do not close saleyards.
<b>Livestock producer Corangamite</b>	No impact at all.	Redirect precious ratepayer dollars to other important projects.	City councils do not need livestock saleyards.
<b>Resident of Warrnambool</b>	Nil re business, pleased for gain for Warrnambool .	Get it done and use proceeds for needed projects for ratepayers.	An eyesore and economic liability. Can't compete with Mortlake.
<b>Livestock producer Moyne</b>	No impact	Save millions of dollars of ratepayer funds for other urgent projects.	A modern and growing Warrnambool can use this asset to benefit all ratepayers .
<b>Livestock producer Moyne</b>	Our family has used the saleyards for over 50 years. They are located 14km from our property. The carrier is local, our agent is local. The cost of transport has risen such a lot lately. If you close saleyards we have to go elsewhere along with all the other buyers, cattle producers and families. Plus the yards are in a great contact for our business and socially. Why close something that has brought in over \$40 million to Warrnambool yearly.	The Council cannot just close the yards without counting the cost of an enormous amount of money plus people coming to the area for ag business. The money will be needed for many years to come.	Why have this conversation again after many, many meetings and surveys we don't want them to close.
<b>Resident of Warrnambool</b>			The economic and social benefits a livestock exchange would bring are important to Warrnambool.

<b>Resident of Warrnambool</b>	We would not have the country people coming into town on sale day to support the retailers.		The stock market has been in Warrnambool for as long as I can remember even on Raglan Parade when I was a child and used to come into town from 40 miles away.
<b>Livestock producer Moyne</b>	We love close to the Warrnambool Livestock Exchange, have sold cattle for 50 years there. The saleyards still have a 20-year life left.	By closing the yards Council would lose over \$40 million in income coming into Warrnambool per year.	Keep the saleyards going and spend the money now to reap the benefits from farmers and locals.
<b>Resident of Warrnambool</b>			To Warrnambool City Council, Why spend millions of dollars on cattle yards that are 52 years old. The yards have served Warrnambool well. Point 1. They are running at a loss and the number of cattle are falling each year. Point 2. The cattle yards need to be moved, the city is building around them again. Point 3. I am glad I don't live in Dennington and schools with smells from the yards. I live in Warrnambool myself. Point 4. There are a lot of different options to sell cattle today. - Sell online, anyone can buy. - Sell in paddock to a feed lot. - Sell to Midfields. Cattle do not leave the farm till sold (only moved once).
<b>Livestock producer Moyne</b>	Less competition another outlet not available, convenience of a weekly market being lost. A centre to sell/buy calves/stock gone. Someday sale being used in conjunction with business activity while in Warrnambool to attend to or obtain. The brunt of closure would be born by farmers and business. The alternative centre of Mortlake cannot even yard on a weekly basis or compete with Warrnambool. One only has to look to weekly published figures.	If that path was taken it would need to be over a very long duration.	I think it is an absolute shame by those responsible who failed to carry out or allow maintenance
<b>Livestock producer</b>	Increased costs of transportation of our cattle and inconvenience of buying cattle locally. Midfields will do well.	Agricultural business hub.	Not an oval, not housing. All these questions are very negative. You have not asked if we want the saleyards to be retained.



<p>Agribusiness operator                  Moyne</p>		<p>Dear Sir/Madam, Thank you for the opportunity to provide a submission with regard to the potential closure of the South West Victorian Livestock Exchange (SWVLX) at Warrnambool. The board of WVLX are keen to assure Warrnambool City Council that if your choice was to close SWVLX that we would welcome all stakeholders to continue their livestock marketing and business through our facility at Mortlake. It has been argued that closing the SWVLX will have a significant impact on the Warrnambool economy. This claim is not supported by objective evidence. The economic benefit generated by a saleyard is overwhelmingly:</p> <ol style="list-style-type: none"> <li>1. The sale proceeds for the cattle, which flows back to the vendor and the location of their property.</li> <li>2. The livestock transport expense which flows to the livestock carrier.</li> <li>3. The agent fees, which flow to the agency business.</li> </ol> <p>Whether the cattle are sold at SWVLX or WVLX the destination of the economic multiplier will remain unchanged as it will still reside with the same business vendors, transport operators and agents as is currently the case. We do concede that there may be the loss of some expenditure by vendors and buyers who attend sales in regard to food, beverage and may be some fuel. However, the attendance of vendors to every sale is trending downwards as they are becoming increasingly time poor and focused on running their businesses, realising that they add little value by attending the sale. Warrnambool will remain the major service centre for the region. Much of the proceeds generated by the sale of cattle regardless of where that sale occurred will still find its way to Warrnambool as vendors, carriers and agents will still utilise the goods and services provided by the city. Evidence and precedent of a similar situation can be seen on the Southern Tablelands, where a major regional livestock selling centre was moved from Goulburn to Yass. There was concern that the Goulburn economy would be impacted by the close of the saleyards, despite the fact that throughout had been in steady decline for over a decade. Even the most strident critics of the move would now concede that the livestock proceeds received by Goulburn farmers returns to Goulburn. Goulburn district livestock are transported to Yass by Goulburn-based carriers and are sold by Goulburn-based agency businesses. Apart from the yard-selling fees, and a few coffees and sandwiches the great majority of economic multiplier generated by the sale of livestock returns to the district of the livestock's origin. Goulburn remains the major economic hub of the region. Whilst the closure of SWVLX will have a small impact on Warrnambool, the extent espoused by some commentators does not withstand the objective scrutiny. Consequentially, there will also be significant benefit to the city of Warrnambool in terms of enabling alternative uses for the site, reduction of council debt and investment in opportunities that will return real community benefits. In order to quantify the business case for the investment, we encourage Warrnambool City Council to revisit the cost of the project, given that a similar current saleyard project half as big as SWVLX will cost \$25 million to build on a greenfield site. Similar brownfield projects in Warwick and Gunnedah are estimated at \$20.5 \$17.5 million respectively. Given the state of the facility, the real cost to bring SWVLX to best practice will be significantly higher than \$6 million. The risk is a compromised project that does not comply with current industry standards. The board of WVLX seek to work co-operatively with the Warrnambool City Council to ensure a smooth transition of</p>
---	--	---

			livestock sales to Mortlake. In doing so, we commit to welcoming agents and vendors from the Warrnambool district to ensure a positive impact on farmers and stakeholders that currently operate through SWVLX.
<b>Livestock producer Moynes</b>	Conduct most business in Hamilton in future because their saleyards are next closest. Biggest cost to Warrnambool would be loss of spending at supermarkets machinery and banking ,also cafe and dining while doing business	Closing the yards would be the end of the story for me . Livestock sales is my livelihood so I would focus my activity on Hamilton in future	I believe the idea coming from some current councillors to close the saleyards is shortsighted and would be a waste of future income and growing asset . Also the yards have been allowed to deteriorate recently which is costing numbers of cattle throughput and causing unfortunat bad publicity. Saleyards are obviously a profitable business in Victoria so I can't believe that the councillors won't look at their saleyards and invest in them for a positive and proud future
<b>Resident of Warrnambool Stock agent</b>	I would be out of work	Spend some money on the saleyards which should have been done.	It makes Council money and a profit.

<b>Resident of Warrnambool</b>	Closure of the yards will allow my rates to be better spend on other areas.	Go for a transitional closure over two or three years.	It is now too late to keep the saleyards going now that Mortlake is going. Money should have been spent years ago.
<b>Agribusiness operator Moyne</b>	Unnecessary extra cost of transport, higher selling costs, at least an extra half hour in time both ways. Mortlake is not a five-minute drive.	Do not close the Warrnambool saleyards.	East of yards light industry, south of yards recreational, west of yards light industry, north of yards limited potential ... close to the Merri River. Has Council applied for grant federal and state, if not why not?
<b>Resident of Warrnambool Agribusiness operator</b>	Little effect to me personally but carting cattle to Mortlake or elsewhere will greatly effect costs for many beef, dairy farmers here in lower part of west Vic. Shift valuable business and industry away from Warrnambool.	This question admits closing yards will have negative impact. More costly overall than the cost of regular maintenance. Closing yards will remove healthy competition with Mortlake and others.	Not very impressed with selling yards to private operators. Every possibility once owned by private enterprise they could sell it up at great profit to other developers.
<b>Moyne</b>	Not really.		I was saleyards maintenance officer from August 1999 to June 2017.
<b>Resident of Warrnambool Livestock producer Agribusiness operator Business operator in Warrnambool</b>	One negative impact on our livestock operation will be an increase in cartage costs for transport of any of our cattle sold at the saleyards, noting that a significant portion of our cattle are sold 'in the paddock' or direct to meatworks. Without a future plan to replace the saleyards with an improved facility for the city (or support the local industry transition to alternative livestock exchange facilities/methods), the closure will send a signal that agriculture is not valued or considered a strategic priority for the council and would contradict the most recent Economic Development and Investment Strategy. Current saleyards are poorly designed, poorly maintained, and in a location that is no longer fit for purpose. Relocating the saleyards to a new site could result in better land use outcomes for the current site and positive financial outcomes for council and ratepayers.	Transition to a new, improved facility in a suitable location. Ideally, this process is well advanced as part of council strategic infrastructure planning and suitable sites will have been identified and assessed for feasibility. Council should explore alternative delivery models to maximise the value and minimise capital and operation cost risks to ratepayers. For example, the council could offer a long-term lease for the preferred site to a private sector proponent that is experienced with the development and operations of livestock exchanges, whereby council maintains control over the site, can influence requirements and receive a return from the site without the capital and operational cost risk.	Council has not prepared an updated Land Use Strategy in almost 2 decades and many of the strategic documents that are relied upon for direction are out of date. As a result, there is little evidence of council strategic planning for infrastructure like the saleyards. The question of whether to close or maintain the current saleyards is very narrow in scope. I hope the question of whether Warrnambool should have a saleyards has been answered first.
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Livestock producer Business operator based at the saleyards Warrnambool</b>	I would lose my job , Would be at a lost of income and financially unstable to live.	Vote to keep the Warrnambool yards	
<b>Livestock transport operator</b>	Detrimental affects to our business to close our local Saleyards		
<b>Livestock producer West Wimmera Shire</b>	We use the Warrnambool Sale Yards to sell all of our cattle and have done for 20 years. It is the best market for the type of cattle we produce and helps us to achieve maximum profit. We sell up to 400 head per year.	The yards can not be closed. These yards serve a large portion of the Western District a place to best market livestock. On the days we sell our stock, we attend and then spend the day in Warrnambool shopping. These yards provide Warrnambool with a lot more than livestock sales.	Closing the sale yards would be a major inconvenience to us. It would also be a major blow to the Warrnambool economy. Farmers sell cows, families go shopping.

<p><b>Resident in close proximity to the saleyards (within 1km)                  Resident of Warrnambool                  Livestock producer</b></p>	<p>Our family has many acres of land in the environmental buffer zone that surrounds the saleyards. We cannot have cattle on the land as we have had up to 6 car crashes by hoon drivers in the last 12 months. It is too great a danger to have cattle potentially escaping onto the roads. We cannot get the parcel of land moved from farming/rural zone to residential zone. So this parcel of land cannot be used for cattle, or development. So currently we are growing thistles and cape weed, which will not be changing anytime soon. This is a shame because It is a beautiful expanse of land with the slope in the lee side of the wind, facing north. It is suited to so many purposes. This could include retirement lifestyle living, residential development, ring roads, esplanades, cycling paths, and revegetation programs allowing the magnificent Merri River to regenerate its habitat. Dennington and Warrnambool's development is being stalled because of the saleyards location. At much expense to the WCC, the North Dennington Structure Plan was created, and now this cannot be implemented, as a large tranche of land is undevelopable. It is well known that the saleyards has poor animal welfare and attracts lower prices than Mortlake. However, local stock agents argue for the retention of the yards, with disregard for those facts, purely out of self interest. Let North Dennington fulfil its potential.</p>	<p>Rezone the land, allowing residential development, which will bring numerous economic and lifestyle benefits to Warrnambool.</p>	<p>I personally saw the old Saleyards on the Highway at Swan Reserve in Warrnambool, relocated to Caramut Road. It's called progress. The market has changed and people need to get with the program. That was done because of the need for residential development and the inappropriateness of the site. We now find ourselves in this position once again. When Nestles/ Fonterra folded, it morphed into a new opportunity for new business. When St John of God's Hospital was redeveloped, it was called progress. South West Healthcare, WIAE to Deakin University, Aquazone, Lighthouse Theatre, Brierly relocation...all positive growth for Warrnambool. Let's be a regional city that's not stuck in a time warp.</p>
<p><b>Resident of Warrnambool                  WARRNAMBOOL</b></p>	<p>Not personally, but I feel if the closure of the saleyards were to happen it would be a great loss to the City of Warrnambool. The saleyards bring people to our city each week, therefore money is being spent. The saleyards not only bring big dollars but provide a great meeting place for many of our people. I see the closing of this site as a backwards step.</p>		<p>Pleaae look at this issue closely!</p>

<p>Moyne</p>		<p>Dear Sir/Madam, I make this submission as one who has resided in the western district for all my year 70 years, since 1974 in Mortlake. Much of my time has been spend in community and public roles, fitted around a private Governance Policy an Development business for the past 20 years. My interest in the development of a regional saleyards in western Victoria goes back to 2005, including the inspection of and research on a number of facilities in eastern Australia. My comments are based on date from the National Livestock Reporting Service of Meat and Livestock Australia, detailed reading of a number of reports commissioned by the Warrnambool City Council included in publicly available Council Meeting Agenda, and subsequent reporting and commentary in the Warrnambool Standard newspaper. These sources have revealed the following areas of concern for me - (i) MLA reports reveal facilities with turnover of more than 100,000 head per annum (regional facilities) return direct to the farmers' bottom line 20-30 cents per kg more. This is due to increased competition, better quality and larger lines of cattle, more agents and superior facilities ensuring better animal husbandry. (ii) The Warrnambool City Council agenda of August 1, 2022 at page 224 makes reference to, a report by Council's internal auditors (at the time) WHK Horwath. The report includes as follows: "Council have engaged WHK Horwath to undertake an analysis of the saleyards as a business ... - the reported cash surplus does not incorporate the full cost of the operations of the saleyards ... the operating position is estimated to be a loss of around \$900,000 annually. - the current operations of the saleyards represent a significant financial risk to Council and are not providing a commercial return ... and further ... - any potential operator of a similar facility would be aware of the viability of the existing centre, and the imminent need for significant capital expenditure ..." The author of the over-arching Council report then concludes - "Taking into account the above, the Saleyards operations do not generate profits to the level claimed by many during the public submission process. "It is therefore a legitimate concern that Council will need to increase borrowings and debt at a time when there is a high demand for expenditure on other Council commitments and priorities." (iii) The previously referred to agenda of 1st August at pages 225-229 refers to a report by AEC Group on various aspects of the Economic Impact of the Saleyards. These include its current operate and potential alternate uses of the 48-acre site and additional land (constrained by a 500m buffer for residential development) resulting from the current saleyards use. The scenario proposing a business park and residential development generate \$270 million direct and indirect output, the creation of 596 jobs and the provision of 500+ dwellings which would seem to far outweigh the claimed economic activity of \$34.1 million of the current use. (iv) The previously referred to Agenda of 1st August at pages 55-61 considers three scenarios of called throughput (ie revenue): Best case - 87,289 head Mid-point case - 86,587 head Conservative case - 66,688 head The National Livestock Reporting Service (MLA) for 2020-2021 reports a throughput of 62,015, a reduction of 20.9% from 78,443 in 2019-2020. Indications are the 2021-2022 figures will replicate this trend. (v) The CSE Group reports in the 1st August Agenda at pages 62-182, illustrate the poor an non-compliant condition of the facility and thus, the risk its continued operation exposes Council to. I am well are of, and have experienced the</p>
--------------	--	--

			responsibilities of elected office, and wish you well in your deliberations. My desire in making this submission is to ensure that facts are given full weight in your decisions.
<b>Resident of Warrnambool Business operator in Warrnambool WARRNAMBOOL</b>	When the farmers come to town they spend dollars at local businesses. That would disappear as well as 'down the line' jobs.	Nothing good would come from closing the yards.	Council doesn't have that many income streams that it can afford to lose a big earner. It's not just the sales, it's the flow on with farm implement sales and general farm goods etc. Jobs would be lost as farmers will move their business to the town they sell their stock. There would be no winners if the saleyards close. Very small picture thinking.
<b>Livestock producer Moynes</b>	Not at all		Why spend 6 mill plus for one livestock agent where there are 12 agents plus at wlx which work safe facility animal welfare in hand as watching Warrnambool cattle numbers are dropping as a business decision it would be silly to spend that amount of money cheers
<b>Livestock producer Business operator in Warrnambool Moynes</b>	Our business has many clients who visit us when they are selling or buying livestock through the warrnambool saleyards, they also spend money when in warrnambool, supporting other businesses. The presence of the w'bool saleyards encourages competition in the livestock market, and often see's buyers and sellers who do not trade in mortlake. W'bool saleyards attract a slightly different market to the Mortlake saleyards. The two livestock selling centres provide for all sections of the market with on-going quality cattle and price results.	Keep them open. Council has no right to close them, especially when they are using running costs as an excuse. Council should invest in the saleyards, and the people will invest in w'bool.	If council weren't accepting of the residential areas to the east and west of the saleyards, then why were they approved for development? Just because a council employed accountant has presented some farcical 'pay back period' excuse, doesn't mean they are correct, or that the theory has any merit. Many Warrnambool traders and rate payers, rely on the business that the saleyards bring, to remove them would be denying their business significant trade.
<b>Stock agent Livestock producer Livestock transport operator Minhamite</b>	Financially I will lose a days wage \$300 to \$800 depending on the amount of cattle at saleyard. It means I won't have a local saleyard to go to to buy cattle on a Wednesday so I will have to travel many more kms and since I am a commission buyer it means I won't have any where to go on a Wednesday.	By actually spending money on the saleyards on a regular basis. This is common sense and if the council had kept the up keep from the profits they handed you every year then you wouldn't have had to shell out for all your mistakes in one hit. You are supplying a service to the farmers and it is your responsibility to maintain the yards, this is the same as anyone one else that provides a service. This is a LAW.	Warrnambool Council have not advertised this survey in the newspaper they have only done editorials. You are doing your best to make sure it is closed so that your mates at Mortlake take over. They at least know how to advertise, you don't and Vicki Jellie lied when she said they had advertised in the paper. She lied and should look up the definitions of those words before she opens her mouth. Lots of farmers won't sell their cattle at Mortlake because they believe it was built on DRUG MONEY. By closing their yards you will be closing lots of businesses and losing peoples jobs.

<p><b>Business operator in Warrnambool</b></p>	<p>It will affect many businesses. Businesses rely on farmers coming to town spending money when they come to the saleyards. I hope Debbie Arnott realises this when she finds that no farmers wives are visiting her shop anymore. I hope Max Taylor realises this when his trade drops. Farmers will travel elsewhere and spend money - cars, supermarkets, retail etc.</p>	<p>How about spending the money budgeted over time to keep the saleyards, an iconic figure of Warrnambool Rural industry, operating.</p>	<p>How about listening to the people who matter. The people that help make this city what it is today. Take into account mental health issues - especially our farmers. How about making sensible decisions for a change.</p>
<p><b>Livestock producer Framlingham</b></p>	<p>My Farming business sells a lot of cattle at Warrnambool. We choose to sell at Warrnambool as it has a extremely good prime cattle market giving returns to the farmers as good or better than any other prime cattle market in Victoria. As an Export market I choose Warrnambool over Pakenham for my cattle even though I run some of my cattle in the Pakenham Sale yards catchment zone. The closure of the yards would cost me dearly as I would have to take all my prime cattle to Pakenham a 4 hour one way trip in the truck. If Warrnambool was to close I would have to also take my weaner cattle to Pakenham as well to maximise my return as there it not a comparable alternative sale yard to market my cattle. I am no fan of Mortlake as it was built on drug money. By me taking my cattle out of the district the economy of Warrnambool suffers as I would not be using local agents and am less likely to spend the proceeds of the sale of livestock at Warrnambool business. My net return will be less as the cost of transport to market at Pakenham is more than to Warrnambool</p>	<p>The only way Council could mitigate the closure of the yards will be to build a new set of yards</p>	<p>The Warrnambool yards are successful for these reason they are on the door step of a large Export Processor and adjacent to a large regional city. Every successful sale yards have these two key requirements. If the yards were shut down it would have significant negative impact on the economy of Warrnambool when 67,000 head of cattle leave the district and the associated income to producers they earn. If farmers sell elsewhere they spend elsewhere and the business, residents and ratepayers of Warrnambool are the losers'</p>
<p><b>Livestock producer</b></p>	<p>It would have a massive impact on my business to the extent of loss of jobs, stress and higher costs to me e.g. transport costs will result in less income.</p>	<p>Do the upgrades as promised to this profitable council run facility.</p>	<p>A huge impact on businesses set up for the clientele of the saleyards. The farming community support the City of Warrnambool when they are in town selling their cattle. If this facility is closed it will have a significant financial affect on the city.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>It would greatly increase my selling costs as well as additional costs associated with my purchases</p>	<p>I think the only way to mitigate the impacts is by not closing the yards.</p>	<p>I strongly support the Warrnambool Saleyards and have never sold my livestock at any other facility. Warrnambool, whilst only having 3 current agents have significant more sale numbers than other facilities in our region on a weekly basis(prime market sales). I understand that the costs associated with the upgrade are substantial but I think if you keep in context that the yards have always made a profit for the city &amp; supported various other facilities for the Warrnambool and surrounding communities it still deserves to have the support of the council. Mortlake's yards have been in operation for several years now and many local farmers continue to support the Warrnambool facility. By investing in our yards I can only see the sale numbers of stock thru Warrnambool increasing. Any loss of stock sale numbers from Warrnambool has already occurred, by improving our facility it can only have a positive impact on increasing numbers and therefore reducing payback periods. Surely there would be some state &amp;/or federal government funding that could be sourced to help reduce the cost. If the yards are sold, they can only be sold once - the land can not be used for housing and any residential development around the yards would always be close to an industrial area - the decommissioning costs would probably cost to the amount required to complete most of the upgrades needed. Is it not possible for council to look deeper at ways to retain the Warrnambool Livestock Exchange - maybe there are ways to upgrade our local facility and generate additional income or reduce</p>

			some capital expenditure in unique ways that may make the costings more attractive for those that don't currently support upgrading our yards.
<b>Resident of Warrnambool</b>	The closure of the Warrnambool saleyards would have a direct impact on the economic viability of my of my family.		The closure of the Warrnambool saleyards is a back turn that is very interesting. I wonder what private interests have been presented to the council that the public is unaware of? Perhaps this should be disclosed to the community
<b>Business operator in Warrnambool</b>	We do notice an increase in sales when there is a cattle sales are on	Spend money on them	
<b>Livestock producer Agribusiness operator</b>	Dramatically through cartage and pricing.	Instead of spending \$40m on the art gallery, spend it (or a quantity of it) on the sale-yards.	save the sale yards.
<b>Stock agent Cowra, NSW</b>	Reduced availability of quality livestock to purchase	Investing funds to improve the facilities	
<b>Resident of Warrnambool</b>	The Council would be better off financially without them.	With the amount of stock now being sold would not make any difference. There was a time when anywhere up to 2000 cattle and big numbers of lambs and sheep per week were sold. An average less than 1000, around 700 are sold (cattle, no sheep) per week.	The Council cannot justify spending that amount of money on the numbers being sold. As a ratepayer after a lot of thought on this matter, I totally object.
<b>Resident of Warrnambool</b>	If farmers do well they spend money in Warrnambool. Saleyards are a vital part of that plus much further travelling involved which is why farmers sell here.	Simple by not closing the saleyards. Keep the saleyards.	Farmers sell cattle in Warrnambool . Farmers spend money in Warrnambool. Saleyard workers and agents live in Warrnambool they pay rates. Business may move elsewhere. Also more travelling involved. Stupidity to close yards.
<b>Ocean Grove</b>	My families income would suffer	Spend the funds allocated	
<b>Resident of Warrnambool Business operator in Warrnambool Warrnambool</b>	Sale days, and those on either side, attract a certain clientele to my business. I think that because a lot of the vendors and buyers are from inland there is a real attraction for them to visit the sea-side whilst in town. Being the only business on the ocean in Warrnambool that operates seven days a week, and having the reputation that the Pavilion does, we have a good stream of business visit us over sales.	The loss of business could be mitigated by attracting more business to town. The livestock industry has been doing very well for the last few years and they have been flush with high disposable income. That income has been very beneficial to me. I am not sure how WCC can attract a like party to town.	WCC should probably have moved the facility to the airport area 10 years ago. That opportunity is now lost. Why a backflip has been done by the council on the upkeep of the facility needs investigation. Silly ideas like building a new art gallery on Cannon Hill (I am all for the Art's by the way) seem to be overshadowing the support owed to an existing business that is key to Warrnambool's identity and heritage.



<b>Resident of Warrnambool</b>	N/A	N/A	It staggers me that Council can contemplate closing down one of only two profitable ventures they are involved in, that being the Warrnambool Saleyards. History is irrelevant, but if the Council had maintained the yards with the profits over the years, instead of creaming off into revenue, we would not be facing this current situation. Whilst turnover and profits have reduced, it is still viable for Warrnambool when you take into account the business it entices to the city. As a Warrnambool ratepayer who pays rates on six properties, I have never been asked about, for example, subsidising, fun for kids, but at the time, Council said it was a good investment. Flagstaff Hill the same. Now we are told we are to spend \$40 million on an art gallery that will never ever make a profit. The argument that these activities give back to the community is valid and understandable. But if we are to take that position, then the same rules should apply to the saleyards. The difference is that the yards not only pour millions into the Warrnambool economy indirectly, it also shows a running profit which the previous examples do not. As a retired Stock Agent with 60 years of Warrnambool Saleyards usage, I make myself available to Councillors if my opinion is worth hearing.
<b>Resident of Warrnambool</b>	I work in retail in the main CBD and I know when there is sales on. I always have customers in the afternoon. please don't loss customers that only come to Warrnambool on sales day	your losing people to other towns like Mortlake and the mount	just upgrade it. the saleyards were there long before any houses
<b>Torquay</b>	It would alter my family's income	Don't close it	
<b>General retailer</b>	We would loss several rural customers who make the trip to town. And quite often the wives shop while their husband are at the yeard then bring their husband back	spend the money you have for it and upgrade the	Only today I have made 3 separate sales to people that have come from the sales, and I'm only 1 shop. I'm guessing they also would have brought a coffee and lunch too
<b>Resident of Warrnambool</b>	Businesses that don't get regional trade end up closing and them I am affected and have to go out of town to purchase goods.	Don't close them but upgrade them. They bring the farmers to town and into local businesses.	If Council is worried about where the money to upgrade the saleyards will come from I suggest they take it from the money they are prepared to waste on the art gallery which is situated in an ideal spot for public access.
<b>Livestock producer Moyne shire</b>	The closure would limit the competition for our livestock The cost of freighting cattle to a destination further away would be higher		I believe this facility has served WCC well in the past and can into the future bringing rural people into the city who spend significant amounts of money supporting local businesses in Warrnambool
<b>Resident of Warrnambool Warrnambool</b>	Massively as it will effect all businesses in the town, when farmers go to mortlake and not warrnambool	Don't close it, spend the money that the saleyards has not recieved for years and do it up	Please don't close the saleyards
<b>Agribusiness operator</b>	As a service provider to the Saleyards closing it will impact our business financially.	Look at alternative operators other than the council.	StockLive is an online bidding platform that has operated at the SWVLX facility since July 2021 when COVID-19 prevented people from participating in the sales at SWVLX. Closing the Saleyard is closing part of the meat supply change within your region.
<b>Business operator in Warrnambool 3280</b>	Will effect the revenue that comes into Warrnambool on sale days	Don't close the saleyards - end of story	As Above
<b>Business operator in Warrnambool</b>	At Kermonds hamburgers the farmers been coming to town buying hamburgers since the sale yards was on swan reserve ! Every Wednesday we have steady turnover of farmers that come to town and spend money in the community	Don't close it it is only council business that actually makes money	Over the years been a number consultants and I thought it was agreed it a valuable asset to the community

<b>Resident of Warrnambool Stock agent</b>	My clients would chose other sale method or selling centres to market there livestock which would incur extra costs to them. It would also encourage them( My Clients) to use other service business' which are close to alternative selling centres.	By retaining the saleyards	The closure of the saleyards have been debated by successive councils for many years. Council should do what they are elected to do which is make decisions in the best interests of all members of the community. Successive councilors have failed to commit to the saleyards(or otherwise) and therefore commit to funding there existence correctly
<b>Livestock producer moyne</b>	We would have to look at other options to sell our live stock and maybe shop elsewhere.		Warrnambool sale yards remains a major Wednesday and Monthly store market in our region .We have supported the Warrnambool sale yards for many years. Farmers and their families shop in Warrnambool and support Warrnambool business .
<b>Resident of Warrnambool</b>	Lose of employment	You won't	The saleyards are broken but can be fixed. Has anyone done a study on the overall economic impact the yards have on the town.
<b>mortlake</b>	none what so ever	i have no idea	mortlake sale yard is a better place to sell.
<b>Stock agent Business operator based at the saleyards</b>	The Closure of the Saleyards would effect over 100 employer's that work at the yards on a Wednesday & Friday Sales	Keep the Yards opened and upgrade them	The Warrnambool Stock Agency would like the council to think about more not just the cattle numbers than the centres are putting up out in the public. The city of Warrnambool have for over a hundred plus years had a livestock selling centre and the money that is been spent weekly in the town from farmers and Businesses that rely on the Livestock industry would be in the Thousands of Dollars... The city is very fortunate to have the 3rd Biggest meat exporter in Australia in the middle of Warrnambool so with the location of were the sale yards are its perfect... They both work in together for the benefit of the Warrnambool city... Once the upgrade is completed the number's will increase... Roof the yards and place solar panels over all the roofs there would be enough power generated to support the yards and Basketball Centre... Catch all the rain water and feed back into the Troughs for the cattle to drink...
<b>Agribusiness operator Moyne Shire</b>	Our children play a lot of sport at the Arc in Warrnambool next to the saleyards - it's not the nicest environment to have the saleyards right next to the basketball/netball stadium. If the Warrnambool saleyards closed, it would increase business at the Mortlake yards which would increase competition and ultimately drive up prices for ALL farmers which would in turn increase their spend in both Warrnambool and the respective outlying shires.	I don't see a major problem closing the yards due to the close alternative of the WVLX saleyards in Mortlake. Being from Mortlake, we regularly have to drive to Warrnambool for products and services and it's no issue at all - so can't see a problem with people from around Warrnambool having to drive to Mortlake to sell cattle. And I don't think there would be a negative impact on Warrnambool businesses, as farmers would end up getting better prices at the Mortlake yards if all competition is there, which means their spend at Warrnambool businesses is likely to increase, not decrease.	I'm sure the Warrnambool City Council could better spend the money it would require to adequately fix the yards on other items around Warrnambool (ie. marine, residential land) that don't have a better alternate close by.
<b>Livestock producer Moyne Shire</b>	Having to transport our cattle further to public sale yards. Loosing an alternative market for produce. Social and economical impacts are negative/loss on the town.	Keep them open and Warrnambool thriving. We don't want to become a ghost town. Don't take business out of town.	
<b>Business operator in Warrnambool Warrnambool</b>	It would effect our retail turn over. Plus we have only recently starting advertising on the TV in the canteen at the sale yards. I have only just taken over George Taylor's Stores last year but I have worked here for 33 years and over all those years I have served many farmers that were calling past on their way to the Sale yards.	Get on with spending what has been put aside in the Budget in the past. I understand that the sheep pens are not used anymore, i propose that bit of land could be sold off to help fund the Roof.	200-300 people attend the Wednesday sales and all those people will just go to Mt Gambier or Mortlake. so they will not be coming to Warrnambool to Spend any money.

<b>Livestock producer</b>	No where local to sell cattle	They need to stay open and well maintained	
<b>Resident of Warrnambool</b>	We SHOULD ALL be SUPPORTING LOCAL BUSINESS!	Don't close them!	It would be grossly disappointing to see local business and industry closed.
<b>Livestock producer</b>	SIGNIFICANT IMPACT ON REVENUE WILL RESULT INSTAFF REDUCTION	DO NOT CLOSE THE SALEYARDS	THIS WILL HAVE A SIGNIFICANT IMPACT ON MY BUSINESS AND I SUPPORT THE RETENTION OF THE SALEYARDS
<b>Livestock producer moyne shire Minhamite</b>	Limit selling options Always good to have a few options as to where you can sell or buy livestock	cannot possibly make the consequences less of an impact. Will impact businesses, agents based in warrnambool and those those options of buying and selling are not as great as other producers in differing regions	Absolutely ridiculous and incomprehensible that council would a - spend money for improvements and not follow through with the rest (waste of money if they are going to be closed) b - actually consider closing the yards without and alternative build close by. Money grab by council as I see it - looking at selling the site I would imagine to fund other projects in warrnambool.
<b>Resident of Warrnambool</b>			We would like to keep the saleyards as we see them as a good viable business for the community and local businesses.
<b>Livestock producer Moyne</b>	Financial it would be a huge cost to my business and it would be a inconvenience to go to a other sale yards as i am only a short distance from the yards. As I have farming property in Warrnambool & Mepunga West. The property in Warrnambool is only a 1 km from the yards.	Keep them open and operating!	It would be a huge lost of a asset ,which is making money for the council & rate payers.
<b>Resident of Warrnambool</b>	Brings money into the town. Supports my family business	Injects money into the community	
<b>Livestock producer</b>	Very little affect as I use the mortlake sale yards.	Shut them down so all sales in the area go through the one sale yard.	The location of the Warrnambool sale yards in a growing town are no appropriate or sustainable in the long term from here forwards!
<b>Resident of Warrnambool Warrnambool</b>	The closure will not affect me one iota, but you should not think of things about how they affect me - this is a selfish attitude and why Council decisions become so devisive recently. The decision needs to be how it affects the community.	Keep the Saleyards open. The increase in value of the saleyards land over the next 10 to 20 years will more than offset the cost to upgrade the yards now.	The argument that the Mortlake Saleyards can handle the closing of Warrnambool is concerning. From previous experience of closing or selling Council owned saleyards in eastern Victoria, it was found that private operators then hiked prices and the community was the loser. Why is there an expectation that the yards are required to make a profit or break even. Council is about delivering services. There are many other Council services that do not make a profit, let alone breaking even, such as Aquazone and the Art Gallery. Aquazone cost \$7.5m in 2003 and now less than 20 years later its replacement is forecast to cost \$30m plus. If you tally the operating, maintenance and renewal costs of delivering that service, and divide that by the number of users over that period, Councillors and the community will be staggered by the huge losses (costs) of delivering that service per user - many many times the entry fees charged. Why not let a private operator provide the pool, and save millions. If as Colin Ryan (Manager Mortlake Saleyards) and fierce proponent of the yards (whilst Moyne Shire Councillor) has said that the life of yards is 20 years, and Mortlake yards cost in excess of \$15m and say \$40m to renew, then the yards need to make \$2m just to cover renewal costs, let alone operating and supposed profit. If Council is only looking at dollars not service, and the land is currently \$10m, then with land values rising say 5% per year, the increase in value of land alone will in 10 years cover the cost of upgrading the yards. Are we about making money or providing a service that enhances the community.

<b>Resident of Warrnambool Warrnambool</b>	It won't	Transitional closure would be better than immediate closure, therefore respecting those farmers and businesses who have supported the Saleyards for decades, not to mention Warrnambool businesses on "Sales" days.	As far as the notion of using funding for other projects, example upgrading Aquazone, has there been a proper business case for this? A new pool in another site for example.
<b>Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	I would have to travel to buy and sell cattle		A lot of business would be impacted where customers of the yards shop in Warrnambool for food/clothing/tools/machinery ect
<b>Livestock producer</b>	Reduces options and competitiveness of the market.	If you are going to close the saleyards just make the decision and do it.	They do have there place in the market especially for dairy farmers. Producers would have to spend more funds on trucking further away to another saleyards option. Meaning be more trucks on roads. It's a money making asset for the council that is supported by the rural sector that is then spent locally and local businesses supported.
<b>Resident of Warrnambool Livestock producer</b>	Unnecessary livestock transport costs to Mortlake selling centre, loss of established vendors.	You can't, If it ain't broke Dont Fix It.	
<b>Livestock producer Moyne</b>	Negatively, in dairying we rely on having a convenient central location to buy and sell cattle	Invest in it, keep it	
<b>Livestock producer Business operator in Warrnambool</b>	As owner operator of Woodford Mowers I have many farmers do business on sale day, some of whom only come past here on sale day!		why was the millions of dollars spent and the decide yards are Not up to date, wouldnt that been done before spending all that money?
<b>Livestock producer Business operator in Warrnambool</b>	less farmers passing by	KEEP the yards open	
<b>Resident of Warrnambool Livestock producer</b>	The closure of the Warrnambool saleyards would have enormous impact T0 my business I've bought and sold cattle at the Warrnambool saleyards since 1974	Don't close the Saleyards	Why wood Council close something that makes money in Warrnambool
<b>Livestock producer Corangamite</b>	I will be looking at marketing my stock at online auctions and market places and direct sales.Mortlake yards are too long for stock to be in stockcrate on bad roads and the distance. I also will start to purchase goods online as I do alot of business and shopping after I have been to the saleyards in Warrnambool. There will not be a need to go to into Warrnambool if the yards are closed.	Sell the saleyards to a private company. Not the company who owns Mortlake as they will close them down. Selling the yards is the best alternative for the Warrnambool ratepayers.	Please put a lot of thought into this matter before you make a decision. It will affect a lot of Warrnambool businesses.
<b>Livestock producer Moyne</b>	Not at all. we stopped selling there long ago due to transport and animal safety concerns.	As a large rural centre there is likely to be no mitigation required. If there was there could be support provided to the Camperdown saleyards to help agents and sellers to transition to the other selling facility.	
<b>Livestock producer</b>	not at all	do nothing, it has better things to do, and more important areas to spend millions on	shut it down , sell the site state of the art facilities are operating at Mortlake. 3/4 of the stock sold at W'bool go to Midfield, they can buy direct from the producer

<b>Livestock producer Moyné shire</b>	Extra freight Costs / time to cart myself. Longer travel for cattle in the heat during summer.	If it was closed people will do business elsewhere. Lack of income to the council per long term will effectively require rates to increase in the Warrnambool shire. Ag business will close due to down turn of support from farmers. Sale of the land is only a short term investment for the council.	I don't ask Warrnambool residents to shop for Groceries in Mortlake so why would I want to go to Mortlake yards to buy or sell my cattle.
<b>Resident of Warrnambool</b>	our business services saleyard clients with their farm needs when in town.	council needs to continue the use of the saleyards.	council needs to limit the residential home buildings around the saleyards and support the up keep of this facility for surrounding meat suppliers.
<b>Livestock producer</b>	The closure of the sale yards would impact my farming business ; because I would have to transport my cattle to a sale yards further away which would impact on animal welfare; a higher cost of transport ,more truck movements on local roads which would deteriorate local roads even more than the poor state that they are currently in ,and there would be a higher transport cost and higher yard fees that would impact directly to my farm input costs and directly affect my farms profit		
<b>General retailer Melbourne</b>			
<b>Other corangimite</b>	It would make it better for me -	Just close the yards	Close the yards. Sell as blocks. Council makes money from rates. Too much stuff happens at the saleyards that the public do t hear about - how many cattle have got out? How many kills a month? Close the yards. Use Mortlake as safer yarding for cattle
<b>Livestock producer Corangamite shire</b>	It would improve our business eg if all cattle marketed at one regional centre competition would improve with all buyers coming to central market to secure their cattle bigger numbers more buyers Sale yards are for producers	Sell the area use money to improve facilities in and around Warrnambool move forward and do what council does best and of them is not run saleyards	Facilities to sellers and buyers of stock out class any saleyards in the western district
<b>Resident of Warrnambool</b>	NO IMPACT	CLOSE SALEYARDS	AS A RATE PAYER MY MONEY CAN BE BETTER SPENT IN OTHER AREAS OF THE CITY.
<b>Agribusiness operator Kyneton,</b>	The closing down of SWVLX would pool our resources and would make our buying team more efficient, less travel time due to one less sale also we have a staff buyer at WVLX versus a commission buyer at SWVLX this would also save us money on wages. This would also increase competition amongst buyers and revenue for the producers around the Warrnambool area.		

<b>Agribusiness operator</b>	We would lose our members of independent stock agents, of which we have 3 located at Warrnambool with no certainty that they would be able to sell elsewhere.	You need to work with the local businesses that have been operating for years to ensure they continue to operate. It would be unfair to the community to see these businesses close now after overcoming the hardships of the last few years. You need to ensure these local people are not out work.	What you do not invest in, will not grow and flourish. This could be a state of the art site, a leader within Victoria - but it cannot do so without being given the opportunity. Begin taking a look at how many lives and businesses this will disrupt and just how long it will take them to recoup. This is a story that has reached far and wide throughout VIC, if not the entire east coast. I have not heard one person in agreeance with the council. From others not even involved in livestock who understand the power and sense of community that the saleyards can hold. I urge you to reflect long and hard about this decision and acknowledge the amount of people that are now discussing this topic - something they value very much. If it was the right decision, you would have minimal responses to this survey and you wouldn't have a petition running against you with over 700 supporters. Truly listen to the community.
<b>Livestock producer Moyne Shire</b>	We would be restricted as to where we could sell our livestock and would therefore be forced to use a privately owned facility.	Once this facility is closed, investment in this type of infrastructure will never be made available again by council. We are a rural based community and council has a responsibility to support local business in order to allow the community to thrive. Job losses and financial losses in associated industries are real and will effect the local community if this facility is closed.	It is council's responsibility to support local infrastructure and industry. Warrnambool is a thriving regional centre, due to previous investment and foresight by our councils. This council should be investing in our community, its fabulous people and the industries which allow our region to thrive and prosper. The people drive this area and the ability to sell/purchase livestock is fundamental to our livelihood, which in turn allows us to spend money in this region. eg. shopping, sport, vehicle purchases, rates, WSLSC memberships and volunteering.
<b>Corangamite</b>	Freedom of choice would be removed from farmers on were they can buy and sell cattle.	Sale yards were built in the area before the house.	Need to keep the sale yards in Warrnambool for a bit of opposition.
<b>Livestock producer Great Western</b>	I believe it would increase competition for buyers and producers at Mortlake	Unsure	
<b>Livestock producer</b>	Business would have to go else where	Spend money on needed upgrade	
<b>Livestock producer</b>	Take business elsewhere	Spend money on upgrade	It will have a big impact in city and surrounding area if closed

<b>Agribusiness operator</b>	Not being able to attend saleyards will drastically impact locals as this is a great community meeting area, being able to discuss current market situations, learn from others and also interact with like-minded people. For farmers, the saleyard is the hand on way to assess stock you are looking to purchase but also to see what current stock trends are happening, the quality, the price. It is a way to interact with your Agent, other industry workers and absorb the knowledge you wouldn't get from online sales like AuctionsPlus.	I don't think any substitute would be able to come close to the impact we would see on the agricultural community of Warrnambool and surrounding areas as well as the mental health of the saleyard community. The ALMA social value of saleyards report shows the statistics on the impact and also used Warrnambool as one of these saleyards observed. It found that saleyards are critical to the social fabric of regional communities, and that a visit to a saleyard livestock sale in regional locations helps to improve social outcomes for people living in rural and regional Australia. Saleyards do this by: reducing social isolation, providing connection to key services otherwise not available in isolated locations, facilitating exchange of information, enabling deeper and more open conversations in a safe environment, informal support, and maintaining cross-generational connection. I don't believe anything the Council could do to lessen the affect that would come from closing the saleyards.	Please listen to your community. Listen to the agents and how this would affect their livelihoods, the farmers that are the backbone of Australia and support the industry with keeping the Saleyards open.
<b>Livestock producer moyne shire</b>	We would have to truck our cattle to mortlake from port fairy and it is a social outing for a lot off farmers which helps the mental health side not to mention all the businesses around the sale yards that get business from it on wednesday.	dont close it	no just dont close it
<b>Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	Increase in cost related to transporting livestock to market and dearer yard fees. Concerns relating to losing social contact among local producers. Yard fees at remaining livestock exchanges will increase due to less competition.	Rate reductions for those impacted. Use any profits from sale of site for environmental improvements to adjacent river system	Council needs to be transparent regarding all its council run facilities . how many continue to provide positive income stream while providing a service to its community.
<b>Livestock producer</b>	It will effect the Agri businesses that I shop in. They may not survive	I don't know	Warrnambool is a huge centre. The hub for many agricultural businesses. The sale yards are an intrigal part of our rural community. They are a part of Warrnambool.
<b>Stock agent Caramut</b>	I would not have to attend an unsafe out of date selling complex for both cattle and humans to sell and purchase livestock on behalf of clients	By providing rate payers other up to date benefits in the community EG Excellent boating facilities to attract tourism as they bypass W.Bool and go to Portland..Residentil Development	There is the most state of the art saleyards in Aust at Mortlake for all livestock agents to operate .Councils dont need to own yards ,The returns income wise to all suppliers from a regional selling centre as proven elsewhere with data to back this up are most plentiful
<b>Agribusiness operator Moyne Shire</b>	impact on livestock movement - will need to travel further for sales	not close them	consideration needs to be given to the flow on effects of closure on the local economy.
<b>Livestock producer</b>	Takes away choice of selling venues	Keep them operating	Council should provide for the community as a whole
<b>Resident of Warrnambool</b>	It would be bad for Warrnambool business in general	They can't	Don't close the sale yards

<b>Livestock producer Corangamite</b>	Minimal but would apply pressure to WVX which is already seeing capacity issues		
<b>Agribusiness operator Corangamite</b>	It wouldn't	the impact would only be quite small and not worth worrying about	The yards are now in the wrong position and so out of date
<b>Livestock producer General retailer</b>	It's our main income	??	
<b>Resident of Warrnambool</b>	It would effect people closely associated with me	Leave it where it is	Stop being money hungry & look after local farmers who are the life and blood of this town
<b>Livestock producer</b>	If the saleyards were to close it would mean that i would have an increase in transport cost as other saleyards are further away. It would also be detrimental to J&J Kelly who have helped me sale my livestock for many years.	Improving sale yards facilities would be a start the council has not reinvestment into the saleyards hence the substandard facilities.	The saleyards has continued to make a profit for the council by closing it, it would not only effect small businesses but also the council itself
<b>Resident of Warrnambool</b>	Closing the saleyards effects all local businesses in Warrnambool the country people come into the saleyards and spend money in the area . Take the saleyards away and they spend in other places.		Country people need a meeting place the saleyards provides that. It's a place they can talk to others farmers don't get a chance to do that as they are so busy on their farms. This is good for their mental health and well being don't take that away .
<b>Resident of Warrnambool</b>			I THINK IT HAS COME TO THE TIME FOR THE SALE OF STOCK TO BE SHIFTED TO THE CENTRAL SALE YARDS AT MORTLAKE AND THE LAND BE USED FOR OTHER VENTURES. THE BUSINESS CASE DOESN'T STACK UP. SPENDING A SIGNIFICANT AMOUNT FOR A SMALL RETURN. MANY OF THE COMMENTS ABOUT KEEPING THE YARDS ARE COMING FROM OUTSIDE THE COUNCIL AREA AND ARE NOT RATE PAYERS.
<b>Livestock producer Tyrendarra</b>	We would have to send our sheep to different sale yards. Less sale yard options , cost us to cart further and why would you want a local sale yard that provides employment to so many people ☹️☹️	You can't , keep it open	
<b>Resident of Warrnambool Agribusiness operator Warrnambool</b>		Keep saleyards open	Rising transport costs. Transport, farm & service industry labor shortages will ensure farmers & buyers support Wbool saleyards. How much has the millions spent on liebig st returned?
<b>Livestock producer</b>	Travel further with our stock, taking us away from warrnambool for our banking, shopping farm supplies.	They cannot stop the loss of agricultural businesses and consequent loss of support to other businesses in and around Warrnambool that this would cause. Which would be greater then 6 million dollars	
<b>Resident in close proximity to the saleyards (within 1km)</b>	Home close to saleyards for business and social purpose.	Upgrade to facilities as previously promised. We have already fought his process.	We need upgrades. What happened to funds already raised?
<b>Resident of Warrnambool</b>	I work in Agribusiness and understand that Warrnambool is reliant upon all primary producers to keep the economy flowing. Closing the saleyards have an effect on producers supporting Warrnambool businesses.	Spend the money and keep the yards open. Make them a showpiece that farmers want to send their livestock here.	The most sensible decision is to keep them running. Closing the yards will have a massive financial effect on Warrnambool businesses.



<b>Livestock producer Moynes</b>	Only closes one place of sale which we don't really use.	By doing so in a gradual informed process with clear dates of closure over the next 12 months allowing people to set up for not having it.	I believe it is not that harmful to close as the conditions offered are not safe I've seen numerous cattle fall over on the dangerous surface and i won't buy cattle out of there as they are always lame as a result of being in the broken facility.
<b>Livestock producer Moynes Shire</b>	Increased travel and transport distances which affect the the welfare of my livestock. Plus the extra cost transport.	If you close the sale yards then they are gone forever. I think WCC should have really good think about the future implications.You shut the yards ,your going to Impact employees and businesses.	
<b>Livestock producer Moynes Shire - Nirranda South</b>	There won't be the option to sell at different places! The market will be controlled by one lot of saleyards! Travelling time to Mortlake is further away - so therefore more time away from the farm! Having options on where to sell OUR cows is a must! People will lose their jobs! It's selfish!	Easy! Don't do it! Leave it open! Why change something that's working so well.	It's nice to have options! If W'bool saleyards close it'll increase the number of sales from the paddock! People won't travel, and people won't be forced to sell at one lot of yards!
<b>Livestock producer Nullawarre</b>	Will have to send cattle to mortlake.....too far away	Keep it open!!!!	Spending the money to upgrade this great facility would be more beneficial to the Warrnambool the relocating the art gallery and destroying the cannon hill area..... bloody stupid idea!!!!
<b>Livestock producer Moynes</b>	We come into town to view cattle on Wednesdays and then do our shopping. Closure of the yards would mean we spend less \$s in warrnambool and our cattle selling fees would significantly increase due to having to go elsewhere	By not closing it	You should have spend the money on the yards over the years instead of letting them get run down. The yards where there before the houses ect. For once put agriculture first, town people always knew that the yards where there when they purchased their house near the yards
<b>Livestock transport operator Corangamite shire</b>	The Warrnambool saleyards is a critical part of our business, providing a significant portion of our business income. If the yards were to close, our family ran small business would take a substantial financial hit. Livestock that would go to Warrnambool would perhaps go to another exchange, however we would have limited ability to service this work, as the intake would be limited to one day, rather than spread over multiple days as is currently the case. Saleyards like WV LX already place limitations on cattle intakes for store sales and therefore may not be able to service the additional demand, which is a great loss for livestock carriers & producers alike.	Seriously consider spending sufficient funds to allow the exchange to continue to provide the vital service it does for the business and broader community.	There are many studies that demonstrate the benefits of saleyards for community health and well-being. As a unique and regular meeting point for farmers to catch up with one another in an industry where farmers are typically isolated, working on farm. Without the Warrnambool saleyards, many (particularly elderly men) would lose a vital day in their diary, where they come into town to meet with friends and inject money into the local economy.
<b>Livestock producer</b>	Hugely we need the buying competition in the market place to sell our cattle without having to drive over an hour it cause a huge price slump not having the sale yards	Like everything you don't realise how good something is until it's gone I do think you can ever fully prepare	It's crazy that this has got to this point at all... that a money making facility is teetering on the edge of being shut this... it also ludicrous that the place hasn't been maintained properly...
<b>Livestock producer</b>	Further and more expensive to truck cattle to another facility.	Not sure but the sale yards would bring into Warrnambool a hell of a lot more money than the art gallery or other council owned business. Please just leave them be.	Just a huge waste of money that has Ben spent a on current yards would be totally wasted if the yards were closed.
<b>Livestock producer Corangamite</b>	Severely effect my ability to trade cattle	Upgrade the facility	A much needed resource
<b>Livestock producer Moynes Shire</b>	Greatly increase freight by being forced to take livestock to alternative exchange.	The best way would be to leave the saleyards open.	Where would Warrnambool be without the support of the farmers who bring revenue to the city by supporting not only agricultural business but the business sector, hospitality sector, supermarkets etc., and yet tgesse same farmers who are the backbone of our

			community are ignored by City counsel. Spend money on the saleyards rather than an unwanted and overpriced art gallery.
<b>Resident of Warrnambool Livestock producer</b>	Decreases demand and profit	Don't close it!	
<b>Livestock producer Corangamite</b>	An opportunity to have my cattle sold at large centre able to attract a large buyers.	Announcing a closing date giving a reasonable time for Agents Transport operators and Employees Producers to adjust.	What is needed for the good of the beef industry is a good central selling centre this is being provided at Mortlake. There was an opportunity to move to a more central site ten years ago when a move was first mooted. A site where pollution from effluent, noise, and odour Somewhere that is easy to get to.This opportunity wasn't taken.The new saleyards at Mortlake are now filling those needs and there is no need to build another saleyards in Western District. It is very unlikely that any Agri business or Retailer will be disadvantaged buy the closure of the saleyards long gone is that market day was shopping day.
<b>Livestock producer Business operator in Warrnambool</b>	Convenience of yards The way it brings people to Warrnambool and then support local business. The connection of farmers and rural people A gathering space creates knowledge, shared information, involves mental health and interaction. Employment of people in Warrnambool We are an agricultural area. Why let it go when it involves our surrounding specialised agriculture	Keep updated regularly once updated.	The impact of closure would have a snow ball effect on the whole of the moyne and Warrnambool shire which then snow balls again.
<b>Resident of Warrnambool</b>	It would not affect me, but it would affect people I know	By not closing it, we probably should be increasing infrastructure not reducing it.	It's tough for farmers, we shouldn't make it any harder for them
<b>Resident of Warrnambool</b>	Affects the livelihoods of many of my "farming" friends & family (particularly economically and socially..).. Take notice of those who work (and have worked at the yards for many years), and who have supported our region... FFS, spend the money fixing up the bloody yards... more attention to this, than the art gallery, would be welcome!	Not a question for me to answer... talk to the blokes at the yards... better still "LISTEN" to them.	Just bloody listen to the people from the yards, and the farmers... perhaps get out of the Council offices and pop out there on market day... listen and you might learn quite a bit...
<b>Livestock producer Corangamite</b>	Helpful for it to be closed. It is such a poor facility that it reduces the prices of livestock sold there so reducing our income. We have stopped selling there...the facilities are inferior!	There would be little impact. Mortlake already provides excellent selling facilities and in this age of excellent transport there would be no economic loss to warrnambool.	No
<b>Business operator in Warrnambool</b>	My customers go to the sale yards and then attend my business, obviously the closure would have a negative impact on my business with less customers coming through the doors,	Don't close the sale yards, keep the sale yards open in Warrnambool. Council need to spend money and upgrade the sale yards in Warrnambool.	Closing the sale yards in Warrnambool would have a negative impact on the city. For years farmers have routinely attended the sale yards and on the same day spent money elsewhere in the city. Why should that money go to another area because the council are reluctant to spend money and upgrade the facility that we already have, The sale yards in Warrnambool are central for everyone. I don't want to lose customers.

<p><b>Resident of Warrnambool</b></p>	<p>I would not be directly affected by the closure of the saleyards, but I do find this survey to be unbalanced. Council should also be considering not closing the saleyards. It should deliver the upgrade works that have been long planned for, now budgeted for and even tendered for.</p>	<p>Good businesses invest in their business. Investment in this operation is long overdue. It appears that because of Council's inaction and neglect to invest in this asset, this is the result. You have shown in all of your 3 case scenarios, that there is an annual surplus. Would Aquazone or other infrastructure upgrades return a surplus? Stick to the plan, isn't that what they are for?</p>	<p>Can Council please just get on with the works as planned. Invest in the saleyards, they actually make \$'s.</p>
<p><b>Livestock producer Moyne.</b></p>	<p>Further to transport stock. More difficult to attend venue.</p>	<p>Perhaps private operator further out from city ?</p>	<p>Like to think council would maintain connection with local agriculture which helps Warrnambool prosper.</p>
<p><b>Resident in close proximity to the saleyards (within 1km)                  Resident of Warrnambool                  Livestock producer</b></p>			
<p><b>Resident of Warrnambool                  Livestock producer                  Agribusiness operator                  General retailer                  Business operator in Warrnambool</b></p>	<p>Would effect me and the business I work in , also would have a ripple effect and massive impact on so many other business and workplaces if it's relocated. It brings so many people into Warrnambool and once they are in town they spend money locally! I wouldn't be able to go to the sale yard and buy cattle and then go to work , transport costs would become more expensive etc just to get me started!</p>	<p>They shouldn't close them , will be devastating for so many businesses , you all have no idea the ripple effects it will have long term on so many jobs in the area!</p>	<p>Don't build more residential houses near the stockyards then you wouldn't have had this problem in the first place with the new home owners nearby, Wanting to re-locate them! Make the area nearby industrial / farming and not housing!! Don't rezone the farmland in to housing that's nearby the stock yards.</p>
<p><b>Resident of Warrnambool                  Livestock producer                  3280</b></p>	<p>The closure would affect our business greatly I can not believe council as considering the closing of the yards as a dairy farmer in koroit but live in Warrnambool and have a beef operation on Hopkins point road Warrnambool we sell 95 percent of our cattle through the Warrnambool Yards whether it's chopper cows bulls or steers plus we run cattle operation in Warrnambool city council boundaries that we buy and sell all our cattle through at the store sale or a fat market on a Wednesday the closure of the yards would be devastating for ur businesses as we would have no where local too sell our cattle plus the local agents put some much back in too warrnambool community</p>		<p>As a Warrnambool city rate payer I pay 5 different rate notices a year and too see the council lose money on other Warrnambool city council run business but the sale yards makes money I don't understand why they would not reinvest in the sale yards and as a rate payer in Warrnambool it's the only thing that benefits me as a farmer I think the councillors need too get out and really see what goes on and speak too the farmers and business owners that are involved and the council wants too build a 30 million art gallery that will make no money and benefit who ? I think the council needs too think out side the box and get state and federal founding and fill the new roof with solar panels and make other changes to keep up the latest technology there are that many grants out there theses days for energy and for saving water that's just too name a few .. the sale yards are a great asset for Warrnambool and for the council too sell them they will only waste the money on some half done project like the Warrnambool footy oval</p>
<p><b>Livestock producer moyne shire</b></p>	<p>It would impact our farm business negatively, severely altering our choice to sell and buy cattle !</p>	<p>Spend a bit of cash, which would create and maintain a profitable enterprise</p>	<p>There seems to be a underling campaign to decimate this enterprise ! Which we fail to see the sense !</p>
<p><b>Livestock producer                  Business operator in Warrnambool                  Moyne</b></p>	<p>Limit my options to sell and buy stock. And stop the interaction and education I get attending sales. Which is far superior here being able too stop and chat throughout the sales in town.</p>	<p>This would be impossible</p>	<p>If the money spent on maintenance over the last 20 years was audited I think you would find the issue.</p>
<p><b>Livestock producer</b></p>	<p>Severely</p>	<p>By not closing them</p>	<p>Sales yards are extremely important for the warrnambool and surrounding areas. They should use alternate ways to gain funding, e.g solar panels on roof</p>

<b>In livestock industry</b>	It would affect the morale and spirits of the whole Victorian livestock community, would be such a shame	Support the local community	
<b>Resident of Warrnambool</b>	The closure of the saleyards would affect my family directly as they have sold and bought cattle at the saleyards since it first commenced. It would be a massive loss to my parents.	Nothing with lessen the impact on closing other then not closing at all ! The amount of revenue the saleyards brings to our town is massive. It is essential	
<b>Livestock producer Moyne Shire</b>	More expensive to sell our cattle with the transport costs involved and less business competition across buyers.	Build a new council run yards in a more appropriate area close to town.	I feel that the loss of the sale yards would be detrimental to not only the primary producers but also to the warrnambool and surrounding area as a whole as general shopping is also done in the area on sale days
<b>Livestock producer Agribusiness operator Moyne</b>			The saleyards and agricultural industry was there before housing development, the council should have taken that in consideration before giving the green light for housing development.
<b>Livestock producer Moyne Shire</b>	More expensive to sell our cattle with the transport costs involved and less business competition across buyers.	Build a new council run yards in a more appropriate area close to town.	I feel that the loss of the sale yards would be detrimental to not only the primary producers but also to the warrnambool and surrounding area as a whole as general shopping is also done in the area on sale days
<b>Stock agent Moyne</b>	Extremely Bad for Our Business as We are Stock Agents Which Our Clients Sell there Every Week		The Councillors Need to Understand the Ramifications if they Intend to Close the SWVLX For the Whole Community & the Businesses in W'bool
<b>Livestock producer Agribusiness operator</b>	Wednesdays is our day to go to warrnambool and combine saleyards,shopping and agriculture businesses. If saleyards are gone we look for alternatives. If stockagents won't go to Mortloke,we have to change stockagents after then 20 years. The way the saleyards in Mortlake are financed,ls against our values.	We never got figures from other economical projects from art galleries, flagstaff Hill and swimming pool.ect.	Maybe a go and fund me page. Or auction from all livestock agents and transport businesses involved .To help to share part of the financial load. As all businesses in warrnambool thrive from the people coming on the Wednesday into town.
<b>Resident in close proximity to the saleyards (within 1km) WCC</b>	Where does the WCC draw revenue lost by a closure? The rates are through the roof, the services are just and there isn't a larger vision to grow the finances for WCC apart from rate rises!	Open up more premium land to for development and lifestyle sized blocks.	Warrnambool has the potential to be one of most thriving Municipalities in the State. The lack of vision has stunted the growth of the City to date and that trend seems to be continuing. We deserve better!
<b>Resident of Warrnambool</b>	The saleyards have always been a big part of the Warrnambool farming culture. My grandfather was a stock agent and it would be awful to see this closure.		
<b>Livestock producer TERANG</b>	Loss of local sale spot	Don't close them.	
<b>Livestock producer</b>	For 35 years I have purchased bobby calves from the Warrnambool saleyards. Mortlake, Camperdown or Hamilton don't handle 5 day old bobby calves. My supply of calves would finish.I travel from Peshurst each Wednesday for the market at the same time I do all my shopping in W'bool instead of Hamilton, which is closer for me.	There are no other markets for bobby calves for me. I would lose my business.The council cannot do anything to help me.	Warrnambool is a dairy area. The farmers need to sell their excess calves, without the saleyards there is no market to compete with the abattoir.
<b>Livestock producer Agribusiness operator Corrangamite</b>	It would mean the cattle we sell need to be taken elsewhere. Takes away the choice and limits days cattle can be sold	Don't close them	The closing of the sale yards in warrnambool will impact a lot of people. It's long been a part of the local farming scene. I fondly remember visiting with my grand father as a child
<b>Livestock producer</b>	Extra freight costs to go to another sale yard	Don't close it, or find a solution to keep it operating.	Please consider not closing the sale yards. It will take business away from local stores. A lot of farmers shop when they bring livestock into the sale yards. It will increase unnecessary costs for farming (which is already hard enough in today's society).

<b>Stock agent Livestock producer Agribusiness operator Moyné Shire</b>	The Saleyard closure would have huge implications on me personally and also my agribusiness, we need these yards as we need competition for the marketing of my livestock. Also it is a central hub that has been surrounded by all things agriculture.	We need the yards. It's a country town that is built off the back of Agriculture	They Warrnambool Saleyards are an influential part of Warrnambool's DNA, without these yards council wouldn't have been able to afford to operate its other non profit earning enterprises. Warrnambool has had a Saleyards within its community for over 100 years and it would be one of the greatest losses to the community and also those that have used and continue to use the facility they deserve the yards to remain there it's the users that have paid for the facility not the council.
<b>Resident of Warrnambool</b>	Family on local farm.	Leave them open.	Leave the sale yards open for our farmers
<b>Business operator in Warrnambool</b>	It would have a huge financial effect on my business because every Wednesday for over the past forty year farmers have scheduled the vehicle's and farm equipment to be serviced whilst the sales are on	Use common sense.The amount of money that it brings to our bussiness and others in town is totally under rated.It is convenient for farming families there staff,Transprt operations and their staff.It has a huge flow on effect	This would be disastrous for Warrnambool and the entire western district.Please show some common sense.Our region relays on agriculture.The saleyards are the hub for this sector.Please consider what Warrnambool would become if agriculture was not supported in our town.As the saying goes.Support the locals and they will support you!
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Business operator in Warrnambool Dennington</b>	Farmers etc coming into town on Wednesdays and fridays helps put more money in the community, therefor helping keep many businesses afloat.	By not closing them	The sale yards directly and indirectly helps many businesses employ more people. As one of the only council ran bussiness that makes a profit it makes sense to keep it open.
<b>Resident of Warrnambool Business operator in Warrnambool</b>	We pick up a lot of business from farmers in town for the sales, or that call us because they're coming into Warrnambool	They can't. You could never replace the continued loss of income for businesses, forever	
<b>Livestock producer</b>	Massively effect us, 90% of our cattle get sold there!	To not close! It's the biggest money maker for our country town!	Not only does the sales yards bring so much money to the southwest it's party of the community, farmers from all over, meet every week here giving the hard working farmers the chance to meet and catch up!
<b>Resident of Warrnambool</b>	My boss is the one who prepares food for it, and this would loose a lot of business for her.	Upgrade.	Don't shit it
<b>Livestock producer Moyné shire</b>	If warrnambool closes down sale yards I will take all my business including machinery buying,groceries,and other retail shops to mt.gambier	Just fix the sale yards up..	DONT CLOSE THE SALE YARDS IT MAKES MONEY THE ART GALLERY DOESN'T..
<b>Livestock producer Moyné</b>	Further to take cattle to market, loss of valued and trusted stock agents, loss of transport businesses, loss of business and money to Warrnambool businesses, etc!	Where is all the money/ levy compulsorily paid by farmers into Warrnambool Council coffers? How much money has NOT been channeled back into a viable business as promised. This situation has been in the making for years by council. So, pay up and fix the yards.	Compare the cost of a new Art Gallery with the cost to repair the yards. Now compare the rate of return on the Art Gallery as compared to the Warrnambool Cattle Yards!
<b>General retailer</b>	i expect visitor numbers in town would drop affecting sales	not known	
<b>Livestock producer Corangamite</b>	Less option to sell animals		If they close one less reason to travel to Warrnambool and spend our money

<b>Resident of Warrnambool Business operator in Warrnambool</b>	Loss of incoming traffic on sale day will have an immediate effect on our business.	Spend the allocated funds to improve the facility & make it first class.	It's amazing when you think about the people that the sales attract to our town, maybe if it did close some people would be scratching there heads saying how do we replace the trade that this provided.
<b>Livestock producer Maffra</b>	Less opportunity for me to chooses where i sell cattle	Keep it open	It works well and provides opportunity for business as well as for people to meet
<b>Livestock producer</b>	Takes away a great asset to the region. Devalues the agricultural industry in the area, a complete disrespect to the rural community.		
<b>Livestock producer Dennington</b>	it would be massive to our operation, unemployment, much higher costs, lack of competition	don't close the yards, do the upgrades as promised	you need to look at what it will do to the city and the businesses that rely on the farmers. KEEP THE SALE YARDS AND DO THE UPGRADES
<b>Stock agent</b>	A fair bit		Warrnambool markets have long been a highly successful marketplace.
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Livestock producer Agribusiness operator</b>	Our family buy/ sell at warrnambool our farm is in Killarney, we must keep these saleyards	Do not close the yards, invest to keep them, they draw a lot of financial gain within caramut road, tractor dealerships ect!	
<b>Resident of Warrnambool</b>	I would have to go else were to sell and buy cattle		
<b>Resident in close proximity to the saleyards (within 1km)</b>	The closure would severely affect my employer financially. They are a supplier for the sale yards and their family has a big part in the operations of the sale yards. The closure would deeply sadden a big part of the community because it is a big part of their lives.	Upgrading the facilities of the sale yards would greatly benefit the area and community and would possibly bring in more business.	-
<b>Livestock producer</b>	The closing of the sales yard is going to cause a negitive impact on us livestock producers as it will force us to transport livestock further for sale pushing up our costs and could cause an overflow to the Mortlake sale yards not been to able to cater for the numbers or force cattle prices down due to the bulk numbers at the 1 set if sale yards. I think a reassessment of the purposed upgrade to a smaller upgrade or allow for further quotes.	smaller upgrade or allow for more quotes to upgrade	
<b>Livestock producer Moyne</b>	Yes we come to wbool saleyards every week to buy and sell		
<b>Livestock producer allansford</b>	Higher transport costs , more difficult to go watch your stock sold due to distance from the yards , Warrnambool have a bobby calf sale which not all other yards have and more then that it is a major part of Warrnambool please save them		
<b>Business operator based at the saleyards Moyne</b>	Staff would lose jobs! Business will loose income		Save the yards
<b>Resident of Warrnambool Former resident</b>	Not at all.		Warrnambool sale yards are an instruction of the W'bool district. I'm disgusted that there is to be closure of it, affecting all the farmers of the district.

<b>Business operator based at the saleyards Warrnambool</b>	Work in the cafe there. Loss of job	Maybe once every 2 weeks?	
<b>Livestock producer Moyne</b>	We would have to find another facility to sell at, we would also then complete our shopping and other purchases at the new area also	It can't. If the yards close and we have to sell at another centre, we will shop at that centre.	Most sellers to the yards are outside the Warrnambool as there is very minimal rural land in the Warrnambool city council limits. However don't discount the money spent whilst the agritural families are in town. Don't just focus on tourism and city dwellers. Rural people are very supportive of "local". We will support those who support us.
<b>Livestock producer Livestock transport operator Wannon</b>	Would increas our costs tenfold in selling stock. Out transport business would also go broke	Don't close them	
<b>Livestock producer Agribusiness operator Wannon</b>	This would have huge negative impact on my personal business and employment	Don't close them!	Closing them is an awful mistake
<b>Resident of Warrnambool Livestock producer Warrnambool</b>	Minimal affect , although costs of transport to Mortlake yards will be higher , and it is assumed that when W'bool yards close Mortlake will probably increase their yard fees due to lack of competition .	Once the saleyards are closed I think the council will have no input into the local farming industry	The total saleyards precinct ( approx 60 acres ) is a once in a lifetime opportunity for W'bool . Locals well remember the debacle that was the former Brierly hospital - an expansive area of Govt. owned land that would have been ideal for any number of community facilities to service the growing area north of W'bool , but was instead sold to private developers for housing - completely short sighted . The saleyards site offers ares of land to be sold for housing ( an income stream for the council ) but also a large area that could be the sporting hub for the district . At the present there is the athletics track plus basketball/netball areas ; there is ample room for these to expand and if Aquazone was moved there , amongst pleasant parkland (and no issue with parking or traffic congestion ) it could be a facility that sets W'bool apart .
<b>Livestock producer Moyne</b>	I have been selling at Warrnambool for over 30 years and specialise in F1 cattle. Warrnambool is the best saleyard for this type of stock. I also purchase out of the calf pens, which are not offered at other yards. The closure of the yards will be the end of my production system as it stands. I also do my shopping when in town. I do not make a special trip for this. If it closes I will shop elsewhere.	There is no mitigation.	We as users of the yards, have been led to believe that money's would be spent to allow the yards to continue operating. It is a slap in the face to all those who have supported and paid levies to the yards.
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Farmers come to town on Market day quite often for the day and frequent and spend money at Warrnambool business. If Closed Warrnambool will lose all customer traffic coming from west of Warrnambool to the SA border as these farmers will sell their cattle in Mount Gambier	The economic knock on effect of the Warrnambool saleyards has been historically measured at \$42m. If the sale yards are closed this is a significant impact on the warrnambool economy.	If closed, Mortlake yards will become a monopoly and charge our farmers more to sell their cattle per head. The Saleyards has always returned an audited annual surplus and hence has never cost the ratepayers a cent.
<b>Livestock producer Purdeet</b>	Increase freight costs and Competition on marketing costs		Relocation of sale yards to future bypass around warrnambool
<b>Livestock producer Illowa</b>	A lot	Fix it up	Keep it open

<b>Resident of Warrnambool</b>	No impact	There is a lack of sufficient information provided to the community to enable any properly informed comment on whether the yards should be closed or continue.8	The background paper included on this site is far too brief to enable any properly considered opinion. More details on the financial analysis need to be provided. Have alternative management arrangements been considered? What has been the net return to council over say past 10-20 years, compared to the investment in the yards in that time.? Has there been benchmarking on the fees charged? And any sensitivity analysis on increased fees?
<b>Resident of Warrnambool</b>	No affect on me	Offer other saleyards in close proximity	Why should Warrnambool rate payers pay for this facility when they do not use it.. The farmers will still shop in w'bool so that is not an excuse. The sale money would be very helpful for warrnambool and no upkeep worth millions of dollars.
<b>Livestock producer</b>	Less competition and place to sell cattle	Upgrade the yards	
<b>Resident of Warrnambool</b>	Personally it would not effect me	By putting money into a profit making business which has been ignored for years.	A Saleyard brings our farming people to the town where they spend, supporting many businesses apart from agri businesses. Warrnambool is still a rural city and should have proper investment put into a profitable business. We have an abattoirs nearby and closing it causes more transport of stock, extra costs added to the bottoming of produces, more trucks travelling further. Put some of the past profits where it should have been put and bring it up to date. We have been produces and sold thro yards.
<b>Stock agent Corangamite</b>	Will not effect me at all	What impact!	
<b>Livestock producer moyne shire</b>	significant impact on revenue	don't close the saleyards	we farmers need the saleyards in Warrnambool a good social day out and money stays and supports local business
<b>Stock agent</b>	Our company will lose clientele plain and simple.	By spending the money that has already been allocated to upgrade the saleyards.	Approx 150years of tradition will be lost to our city which is at the epicentre of one of the most sort after agricultural areas in Australia. The economic impact to this beautiful city will be substantial.
<b>Resident of Warrnambool Livestock producer</b>	Closure would limit our options of sell stock through the sale yards plus it would increase our freight cost by having to use other saleyards. It would also personally impact my family as my husband is a stock agent and realestate agent and he relies on that contact with local farmers for contacts in the agricultural industry.	Don't close them!	I would rather see the council put funds into the sale yards rather than the art gallery as the saleyards are used by a larger demographic of people plus the saleyards generates revenue for Warrnambool. Local businesses would be effected as those farmers that support the Warrnambool sale yards then go any support other businesses on sale days.
<b>Livestock producer</b>	Warrnambool needs the saleyards, so many businesses and livelihoods depend and rely on them operating.	Simple...keep them open.	



<p><b>Livestock transport operator</b></p>	<p>A huge portion of our business is connected to the SWVLX, and therefore to the local agricultural community. Money earned and spent in the area would be reduced, therefore impacting Warrnambool businesses.</p>	<p>That is not an option - staying open is in the best interests of Warrnambool businesses and those related to the agricultural industry</p>	<p>Have costs been looked into in relation to decontaminating the saleyards site for any other type of development? These costs would be high, and I believe this has not been factored in and information regarding this has not been discussed or passed to ratepayers. Mortlake saleyards are not a major competitor for Warrnambool - in general, weekly sales are on par between the two yards. In regards to monthly store sales, Warrnambool has incredible numbers from local areas only. Mortlake has to pull from all areas of the State, South Australia and New South Wales to gain their figures. Warrnambool is therefore well supported by the local industry. If the saleyards close, job losses in all areas would follow resulting in a huge economic impact not only to the individuals themselves, but would have a flow on effect to Warrnambool business. Losing the truck wash bay would also impact local truck businesses, adding huge costs and time to transport loads, as accessing a truck wash at a much further distance would be required. Council committing to the upgrade, and particularly ongoing and regular maintenance, of the South-West Victoria Livestock Exchange (not the Warrnambool Livestock Exchange) would be the most positive outcome, benefiting not only Warrnambool residents, but the wider agricultural community, of which Warrnambool requires support from.</p>
<p><b>Livestock producer Moyne shire</b></p>	<p>It would impact on our costs in transporting stock further to other towns for market..it's a ridiculous ideas to close the yards</p>	<p>Don't close the sale yards.. work on the upgrades over time</p>	<p>DONT CLOSE THE SALE YARDS...listen to the people that use these facilities...</p>
<p><b>Livestock producer</b></p>	<p>With transportation costs to further away markets</p>	<p>Don't do it</p>	<p>Think about employment,think about the social aspect</p>
<p><b>Livestock producer</b></p>	<p>It would mean I would have to carry my animals an extra hour to take them to market.</p>		
<p><b>Resident of Warrnambool Business operator in Warrnambool Warrnambool</b></p>	<p>As we sell 4wd accessories to the local vehicle dealer and farmers the closure of the sales yard would mean the these local farmer would travel to sales yards out of town . this could result in the laying off of staff or even closure of bussiness</p>	<p>NOT CLOSE THEM</p>	<p>does the council want to close the sale yard sell the land just to fund a new art gallery ?</p>
<p><b>Business operator in Warrnambool Business in Warrnambool. Live in Moyne</b></p>	<p>No affect</p>	<p>Consider other options. About nine years ago selling the saleyards was considered but unfortunately WCC did not go through the EOJ process it just went to one potential private investor The saleyards could be privately owned or a on PPPpartnership. But the question must be asked ' Is it the role of local government to run the saleyards. My thoughts are 'NO' Warrnambool is a maturing city and the extra spend by visitors to sales is not a 'make or break' Why should the ratepayers of Warrnambool pay for a regional facility.</p>	<p>A further question is why is it that maintenance for the saleyards and other facilities owned by council are not planned and budgeted for? This happens too often. I think it is time WCC refocussed on its core business and I do not view the saleyards part of that. I think another saleyards in this going region could be attractive to a private operator.</p>
<p><b>Moyne shire</b></p>			<p>As a rate payer of the warrnambool council I believe that the sale yards should be up graded and retained for the benefit of all of Warrnambool.</p>

<b>Resident of Warrnambool</b>	Reduced revenue to WCC from saleyard fees which leads to reduced funds to go towards community services. It also impacts upon visitors to Warrnambool CBD for shopping/spending in our town. Our farmers contribute an enormous amount of spending to the Warrnambool economy, having multiple locations for sales i.e. Warrnambool saleyards, Livestock centre and Midfield keeps up competition and makes for healthy income streams to farmers who then in turn spend the money at our car dealerships, repair businesses etc etc. It might cost 6 million now to upgrade but the saleyards provides a revenue source to WCC (via yard fees which can be managed by WCC) Upgrading the saleyards is cheaper than funding other new building projects that may be pending in the future i.e. Aquazone or Art Gallery redevelopment which whilst they are great to have may not provide as good a revenue stream to WCC.	This statement presumes you have made a decision to close the saleyards. I do not know of any mitigation measures you can take. I wonder if the following is a true assessment of the current situation we find ourselves in - 1. There has been a lack of spending on the saleyards asset (and other WCC assets) for years and the impact of this decision is now being realised. 2. It is unfair if WCC made a decision years ago to push for redirecting all livestock sales to the livestock centre and when the community fight to keep Warrnambool saleyards open the decision is then made in subsequent WCC budgets to not provide any maintenance, thereby killing off the WCC saleyards in the long term.	Please keep the saleyards open or at least reconsider your decision. If you need to secure revenue source better from the saleyards please look at options for appropriate collection of yard fees vs costs to renovate first and put these to yard user groups (stock agents/farmers).
<b>Resident of Warrnambool</b>	I have family and friends that utilise the stock yards on a regular basis. I know people that will be affected by the closure in terms of employment.	It will be a huge loss to the Warrnambool community.	midfields can not be the only option for local producers to sell their stock.
<b>Livestock producer Moyne Shire</b>	Greater cartage costs. Less dollars in pockets for our district farmers. Convenience.	Saleyards just need to stay. Put the money collected back into the infrastructure.	How can a legally signed document for 5 years be changed? Where has all the money for sale yard fees gone???? Spent somewhere else and not put back where it should go. Don't take away a social gathering for our older farmers to meet.
<b>Livestock producer Glenelg Shire</b>	The closure would almost certainly double our transportation costs and confine our cattle to trucks for a much longer time. Warrnambool has the best weaner sales in January and it would be horrendous to see all the extra income from them (and indeed the weekly sales) go to another town.	By using the money we have been paying for decades in fees to keep the market open!	When the men(predominantly) go to the market, Warrnambool is a great city for the women to go shopping. You would not only lose out on the market but the extra shopping dollar too.
<b>Livestock producer Moyne Shire</b>	I wouldn't be able to sell my cow's or purchase new stock. I don't want to travel to Mortlake to Complete this.	Simple, Close it and build a new one. Or dont Close it at all.	No
<b>Livestock producer Moyne</b>	Greatlyd	Don't close it	I go to the calf sales every week i see what they are making it's also a social outing which is very important to me .
<b>Resident of Warrnambool</b>	The saleyards are a part of Warrnambool we need them for our farmers it will be extra transport costs for farmers stupid to even consider closing them not one councillor is a farmer the public have had enough of the stupidity of this debate	Leave alone what the council know nothing about it will ruin Warrnambool without them we are known for cattle and sheep district	We need to update the council in last 20 years we have seen disaster by these so called knowledge of Warrnambool it's about money now nothing more
<b>Resident of Warrnambool</b>	My job will definitely be on the chopping board.	Spend the money that has already been allocated.	
<b>Resident of Warrnambool</b>	Wouldn't affect directly	Surely if the saleyards contribute about \$34million to the city's economy the Council could find the money necessary to ensure this continues. Not all advantages can be measured in dollar terms. Maybe a different approach to the costing analysis could bring some understanding of the value of our economic asset.	Although Warrnambool is a City Council focusing on interests of businesses, ratepayers and residents, they must remember they need to also service the needs of the surrounding farming area. Providing saleyards seem to be an important part of supporting this valuable agricultural surrounding area. Promoting and supporting the important South West Victoria regarding meat, dairy, and food production must remain a high priority. This is a very important food bowl area which locals seem to frequently undervalue. Upgrade the

			saleyards and work towards finding a profitable way to accommodate this vital sector to keep spending their money in Warrnambool not Mortlake.
<b>Livestock producer moyne</b>	increased transport costs,leading to animal health issues.ie extra time spent in trucks.	Instead of spending \$40 million dollars on an art centre that would not make any money,spend some on the yards, which will make money.	It will be a sad day when WCC turns it's back on local producers and businesses.
<b>Livestock producer Moyne</b>	Incerease costs of sending cattle for sale and remove some of my business from w'bool.	Have a good look and properly survey the real impact....much more than the superficial information shown on this website.	The saleyards do have a payback time as well as many other benefits to the broader community. What is the payback time on other projects?
<b>Business operator in Warrnambool Warrnambool</b>	Farmers travelling to Warrnambool for the sales will not be spending time and funds within Warrnambool, leading to a decrease in retail spending.	The Council needs to ensure that if the site is closed and surplus land sold that the funds are re-invested into other infrastructure projects which generate profits (to replace those which will be lost) and attract people from outside the municipality to Warrnambool to spend money in town	There is only a set number of stock which are sold each year. Is it possible to increase to the turnover of 90,000 per the model with the investment or has it been assumed that stock which is now been sold in Mortlake/Ballarat etc will continue to do so? When did the change in stock numbers occur?
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Our clients have traditionally used Wednesday and store sale Fridays to conduct business with us.	I cannot see a better economic opportunity cost than continuing to support keeping the saleyards. The council has not been forthcoming as to what they will do with the site if closed.	It concerns me that farmers will use other yards to sell their cattle and no longer come to Warrnambool to conduct their business. In a town of 35k, we have relied on our surrounding farmers for economic prosperity. Any decision to close the saleyards reeks of apathy. A monopolistic opportunity will present to the owners of Mortlake who will no doubt increase the price to sell cattle, once their Warrnambool competition is closed.
<b>Business operator in Warrnambool Warrnambool</b>	Our farming clients would not have the convenience of a local sale yard. Our business clients will then miss out on the flow on effect of farmers being 'in town' for the day to do their shopping and inject funding back into the city and its residents.	Not close the saleyards in the first place	
<b>Business operator in Warrnambool</b>	As an accountant I believe closure of the stockyards will increase the cost of selling for my farming clients. I would also expect to see a downturn in the general Warrnambool economy.	They couldn't, it would have too many negative effects.	I believe the council should honour their previous commitment to maintain and improve the current saleyards.
<b>Resident of Warrnambool</b>			It seems the Saleyards have usually generated a profit for the City, but I appears very little of this has been reinvested in the facility. It seems very poor to say that the facility is too costly to upgrade in light of this. Spend ratepayers money on a profitable enterprise, or \$40m on an art gallery that generates no profit.....really???
<b>Resident of Warrnambool</b>	Loss of income	Keep the yards open	

<b>Livestock producer Warrnambool</b>	Closure of the saleyards would mean I would need to travel over 50km to sell my stock.	Council needs to spend the money on the saleyards. Council needs to understand that the saleyards operations are an integral part of this community, and a vital source of employment and social welfare to those that utilise it. The agricultural industry in this immediate region is enormously important to the local economy, and many businesses rely on its operations for their livelihood.	This will be a major mistake to close these yards. Warrnambool City Council needs to spend the money on this vital operation, and stop wasting time and money on ridiculous ideas, studies and surveys (eg relocating the art gallery to Cannon Hill). Start looking at projects that inject proper economical benefits into the community (eg Harbour Precinct and saleyards).
<b>Resident of Warrnambool</b>	effect my job	send money on overdue upgrade	
<b>Livestock producer Mayne Shire</b>	Transport cost, and cattle will be at a higher risk of being delivered with injury and poor condition also due to distance and time it is unlikely that we would be able to attend as many sales as we currently do.		We think the sale yards should saved as on sale day all the local farming families come to W'Bool to do there shopping this is an asset to the town
<b>Livestock producer Terang, Corangamite</b>	No effect	Use Mortlake yards. Welfare of cattle is terrific	If the life span of the current position is 20 years, why spend millions now. It will be eventually forced out as more building happens in the area
<b>Resident in close proximity to the saleyards (within 1km) Warrnambool</b>	Do not close the yards it brings money and business to the town.		Much better to sell the yards and council put the money into the city like foot paths roads lake pertobe rd is a disgrace as is many roads in town and forget about the art gallery just a select few use it do what council should do roads and foot paths a lot of streets don't have foot paths sell the sale yards is the best option .
<b>Livestock producer</b>	Wouldn't effect us	The WCC could have taken the opportunity to move to Cudgee 10 years ago. Unfortunately they have missed the opportunity and now the saleyards is to dangerous and it would be reckless to spend money on it when there is a world class facility out the road.	Yes Councillors need to visit Mt. Gambier and Mortlake, Warrnambool is dangerous to cattle, producer's, agents etc. We have been visiting the yards all our lives.
<b>Livestock producer</b>	Extra costs for transporting cattle to another selling center	Don't close the sale yards	
<b>Resident of Warrnambool General retailer Business operator in Warrnambool</b>	We do well on a Wednesday,when the cattle sales are on	Loss of trade	
<b>Resident of Warrnambool</b>	I am a resident of warrnambool and i think a closure would serverly impact our town		KEEP THE SALEYARDS OPEN
<b>Nirranda</b>	Selling livestock	Extra costs in transport livestock & less business conducted in Warrnambool.	No maintenance conducted on the sale yards over a long period of time has caused this problem.

<b>Resident in close proximity to the saleyards (within 1km)</b>	It would greatly affect the community - a community that I'm apart of. We are a rural community at heart.	You can not mitigate the impact of closing the saleyards. Covid19 has had a great enough impact on businesses/mental health. Closing the saleyards will amplify the struggles the community is already feeling. SUPPORT LOCAL.	Closing the sale yards because its now becoming a "residential area" (which if we are all being honest here is the real reason as to why council is bringing this up) is ridiculous. Support our struggling farmers, support local, keep livestock exchange alive. Either keep it where it is or relocate it. If its being relocated perhaps council should have considered the position of the ARC stadium when they decided to build it. Also council might want to ponder the vicinity of tips in close proximity to residential areas and CBD, along with the knackerly and meat processing facilities.
<b>Livestock producer Moyne</b>	Inconvenient to get to other yards and cost	Severe effort on warrnambool economy	Big loss to city, particularly on all aspects
<b>Livestock producer Moyne</b>	Inconvenient to get to other yards and cost	Severe effort on warrnambool economy	Big loss to city, particularly on all aspects
<b>Resident of Warrnambool Livestock producer</b>	Distance: the closure would cause extra in cartage	The closure of the sale yards would cause a lot more impact on Warrnambool business's than council realises	
<b>Resident of Warrnambool Livestock producer</b>	Extremely negatively	Just don't close it!!	Stop wasting rate payers money on the art gallery and small minded groups and think of the majority. Remember who votes .
<b>Agribusiness operator</b>	I will have no option but to lay off my staff and close the doors		
<b>Livestock producer YAMBUK</b>	No impact	Give a set time frame to be done by	
<b>Resident of Warrnambool Livestock producer</b>	The closure will reduce the access to the local cattle market, which provides a competitive and cost effective process to sell cattle.	Keep the sale yards operating	Examine the possibility of selling the existing sale yards to a commercial operator.
<b>Resident in close proximity to the saleyards (within 1km) Livestock producer</b>	My partner has 90 acres in Koroit with beef cattle, we are in the early stages of continuing to grow our farm. We regularly rely on the close proximity of the Warrnambool sale yards, for the Weiner sales which keeps the cost down in regards to transport.	It will be a huge loss to the agriculture business, stock agents, loss of employment to Warrnambool residents, I believe that council will struggle with the impact of the closure of the sale yards and will make the Mortlake sale yards overcrowded with people and livestock and possibly struggle to keep up with the demand.	If the sale yards are closed, what will become of the site? It will become abandoned concrete mess or more realestate for some greedy developer?
<b>Livestock producer</b>			In the past I have regularly purchased cattle from the Warrnambool sale yards but many of them arrive home very lame and foot sore from spending hours on the concrete floors. Its sets them back months.It's too cruel on the livestock. The new facility at Mortlake has proven to be a winner as you can see the numbers diminishing her in Warrnambool. Another major concern is the safety aspect. I would ask the councillors to go out on a Tuesday night between 5 and 6 pm and observe the amount of children playing netball on the outside courts adjacent to the yard,cars and livestock trucks and stock agents and children all sharing the same roadway, a disaster waiting to happen.in my opinion it's completely out dated and needs to be closed.

<p><b>Livestock producer Livestock transport operator Moynes Shire</b></p>	<p>It would take work away from our local run business &amp; local clients.would cost us more in fuel to travel to other sale yards as if it was to go to Mortlake it is 40 kms from our business so therefore only adds to our fuel consumption . And not viable to travel to Mortlake to washout the trucks after a days work!! Then to travel another 40 kms back home to our business just ridiculous!! Get real</p>	<p>By putting the money into the Warrnambool Saleyards and getting the work done in repairing what they should of put the money into years ago &amp; letting it run down as they have !! Instead of wasting it on the art gallery that most people in &amp; around Warrnambool have never been to &amp; probably never will !! Just get a brain &amp; do the repairs regardless of the price on The Warrnambool Sale yards As we will all benefit from our local sale yards more than you all realize .</p>	<p>Warrnambool Saleyards is also the weekly &amp; monthly get together hub for all livestock owners workers &amp; Livestock Transport Businesses Just do the right thing and KEEP The WARRNAMBOOL SALE YARDS</p>
<p><b>Resident of Warrnambool WARRNAMBOOL</b></p>	<p>I feel that spending significant money on a facility that has outlived its useful life at this site is not a good financial decision. It is likely to be a drain on the community 'purse' if not moved further out or closed.</p>	<p>Using the land at Coglans Road for a new sporting facility, light industrial or much needed housing land would be a better outcome for the broader community. The rate revenue generated from new uses would be useful to offset other council costs.</p>	<p>The saleyards should have been moved to a site further from the city centre years ago and that may have avoided the current Mortlake facility taking a strong market share. The decision was influenced on previous occasions by those with a vested interest in maintaining the status quo - this time it should be a measured and mature assessment process.</p>
<p><b>Resident of Warrnambool</b></p>	<p>It wouldn't affect my business, but it would be a massive blow to the local economy and an awful decision from what is supposed to be a community-minded council. Irrespective of how much money is spent on it, it's a better decision than relocating the art gallery. I'd sooner see 5 million spent on the sale yards than 1 million on an art gallery relocation. what a ridiculous, unnecessary expense.</p>	<p>By at least spending rate payer dollars on things that need doing, such as fixing roads, improving local infrastructure or better yet...giving back to the community that pay some of the highest rates in Victoria for what return? Councilors to suggest relocating an art gallery that doesn't need moving? Giving themselves another pay rise?</p>	
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>It would cause a significant impact on revenue and be very inconvenient and increase transportation/carrier costs.</p>	<p>Do not sell the saleyards. Upgrade them to be the facility we deserve to service our primary producers.</p>	<p>I fully support the retention of the Warrnambool Saleyards</p>
<p><b>Livestock producer Moynes Shire</b></p>	<p>It would be a bad decision to close this sale yard we need all the competition we can get</p>	<p>They can't</p>	<p>Keep it open and spend some money on it it's the only business that Warrnambool City council is running at a profit</p>
<p><b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b></p>	<p>It wouldn't affect me personally but it would affect many businesses.</p>	<p>Don't close the saleyards</p>	<p>I actually love the sound and smell of the yards on sale days. The sale yards are an asset to the community and should not be closed. WCC listen to the hard working farmers and Stock Agents and keep the saleyards operating.</p>
<p><b>Resident of Warrnambool</b></p>	<p>The sale yards keep the income for the whole on south west Vic going. Aqua zone is also helped by saleyards profits</p>		
<p><b>Garvoc</b></p>	<p>It is a very convenient place to sell cattle. Warrnambool provides more opportunities for agriculture purchases and repairs. It is a social hub.</p>		<p>Warrnambool should never forget that we are an agricultural community, surrounded by farms and there should be a space for farmers and rural people to do business locally. working in local community is surely better for the environment, encouraging local farmers to take their cattle to Mortlake to be sold and then, they all have to be transported back to Warrnambool to the abattoirs, is wasted fuel, time, resources and probably more stressful for the cattle.</p>

<b>Moynes shire</b>	The affects of closing the saleyards would impact businesses in surrounding areas and as a retail worker it will affect me and my business owner. It will kill retail in warrnambool	Bite the bullet and upgrade it. If maintenance was kept up to date this wouldn't be happening thus it wouldn't be costing as much. Maybe instead of building a new art gallery this is where the money should be spent. Livelihood v art, I know what I would do	
<b>Resident of Warrnambool</b>	Ending of family business and local concerns	Can't	Concentrate on roads and leave profitable businesses a line
<b>Stock agent Colac</b>			
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b>	I work for a local financial institution. Our business deals daily with local users of the Saleyards, I know how much this means to them to keep it going	Why close it? Spend some money and upgrade the facilities.	
<b>Livestock producer Glenelg shire</b>	Cartage of our livestock would be of greater stress in the animals as well as a greater expense.	Build new yards in an accessible area prior to closing	
<b>Livestock producer Mound shire</b>	It won't because we have moved on marketing our stock via AuctionsPlus and Mortlake	Doesn't need to as there are better options available. Which include much better facilities for animal welfare and staff.	There has already been a million dollars wasted recently. Don't let that become 6 million wasted on a ageing obsolete asset of years gone by.
<b>Livestock producer Port fairy</b>	Affect cost of transportation would be less likely to keep stock as transport to Mortlake wouldn't be worth it on a small operation	Keep open	There's always something closing down these days because people move in next door
<b>Livestock producer</b>	Detrimental to our business, highly increased freight costs and inconvenience	Keep them open	Warrnambool is the centre of a huge primary production area that needs its saleyards
<b>Livestock producer Moyne</b>	I would lose the closest, most convenient form of publicly selling my livestock. I will also lose the ability to socially interact with other people of similar interests.		By closing the sale yards the council will show it doesn't want to associate the rural community the has supported the city since foundation. And as a result I will actively spend my money elsewhere.
<b>Resident of Warrnambool</b>	not	send cattle to mortlake	
<b>Livestock producer Agribusiness operator Livestock transport operator</b>	Greatly I would have to use south Australian you would loose all my business	You will loose all my business ,shopping, food , hardware ,house hold goods .I will go to mt gambier for everything if it closes	Do the upgrades I've been using the sale yards since the beginning lose the yards loose me and a lot of other farmers I no around tyrendarra who will not only have to go to mount gambier to sell there stock but will also Shop there too , we will not use Mortlake
<b>Livestock producer Moyne</b>	Would limit my ability to market my livestock	Keep them operational	Saleyards support a lot of additional business and provide significant truck parking
<b>Resident of Warrnambool</b>	Not directly but it will effect us all with less money in the city and increased rates etc,	Dont close them would be the best way of mitigating the impact	Dont spend on the art gallery
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Business operator in Warrnambool</b>	There would be no effect at all	The loss of employment at the sales yards would be short lived with the employment opportunities in Warrnambool at the present time	

<b>Livestock producer</b>	We buy & sell beef cows throughout the year at the Warrnambool Sale yards. But our main business is buying calves at the calf market We buy 150-200 calves every year that we rear ourselves and sell back through the sale yards through our local agent It is the only calf market left in our general area. With the people going there each week doing the same thing as us, it comes a bit of a discussion group, talking to other calf rearers about their operation, issues the season has thrown at us and tips on how to handle it We may not buy something every week but we still attend each week just on a social front, as farming can be quite an isolating job As we don't have the connections to buy enough calves privately closing the sale yards would be the end of our business	From our point of view closing the sale yards would be detrimental to our business with no way to mitigate this	I see every week people at the market that will be affected greatly in the same way as me. But the ripple effect if there was to be a closure is the farming businesses in the general area of the sale yards that would also be affected In March of this year we needed a new Tractor. After market on a Wednesday I walked just over the road to Western District Agri centre. We bought a tractor, also a slasher & sprayer a bit later in the year. We also duck up the road to Badeness of a Wednesday. Business they would not have got without the sale yards and being so close to them
<b>Livestock producer Southern Cross</b>	Closure of the yards will have a negative financial, social, decreased operating efficiency and environmental impact on our business.	I don't see how that is possible. Many livestock producers retire to Warrnambool or live here themselves. By taking away an asset bringing in millions of dollars to the community not to mention the social importance of such a meeting place and being a profitable enterprise, its hard to understand how the future of the yards got to this point.	Closing the yards should not be an option, an improved saleyard would encourage and promote more throughput and an increase in yard fees would be justified helping the bottom line. More promotion and extra focus on increasing numbers needs to happen, this is something privately owned yards do well. The current location is close to many businesses that support livestock producers and having a large meat processor just up the road has many benefits for efficiency of stock movement and reducing stock stress. Weekly yardings at Warrnambool are higher than any other saleyard in the area, store sale numbers are down however this could be reversed with some creative thinking.
<b>Moynes</b>	Not me but, it will affect farmers and local businesses	Listen to your farmers and businesses	Just listen the sale yards were there first
<b>Livestock producer</b>	Greatly, have used the Warrnambool yards since they were built, would love to know how much money the council has put back into the yards? Would it be anything like the fees we pay, probably not!!!	Spend the money on the yards, we have paid our fees about time the council looked after the farmers, we don't want it to close!	If you close the yards I won't have the need to go to shop in Warrnambool, I love the city but if you close the yards I'm going to Mount Gambier.
<b>Resident in close proximity to the saleyards (within 1km)</b>	Having a stock exchange in close proximity is important.	It is obvious the council want to sell off the sale yards look at Newmarket in Melbourne the houses built there were unliveable because of the history of the sale yards they all stank of manure and urine. Something the council May want to take into consideration.	
<b>Livestock producer Corangamite Shire</b>	It would be in the best interest of producers who sale yards are for if all cattle with in the region were marketed at one set of yards	Capitalise on the value of the present site use the money to improve others amenities and let private enterprise run sale yards	Sale yards are for producers rate payers should not be expected to fund the money required to bring the Warrnambool saleyards up to standards
<b>Livestock producer Corangamite Shire</b>	It would be in the best interest of producers who sale yards are for if all cattle with in the region were marketed at one set of yards	Capitalise on the value of the present site use the money to improve others amenities and let private enterprise run sale yards	Sale yards are for producers rate payers should not be expected to fund the money required to bring the Warrnambool saleyards up to standards
<b>Livestock producer Geelong</b>	As a producer we need efficient sale yards to buy or sell cattle	No comment	Warrnambool sale yards are no longer required with the facility ticking all the boxes at Mortlake



<b>Resident of Warrnambool</b>	It would be a great loss to the township and divert cash away from town and into other districts. The employed people of the sale yards spend their money within Warrnambool not to mention the profits generated by the business itself.	Sounds like council have already made their mind up. What a silly question. Why not look the positives this profitable enterprise brings to town, like mental health, business generated from people being in town, jobs directly associated with closing the yards. Closing the yards indicates council are not interested in farming which together with tourism are the backbone of the economy within Warrnambool.	Don't be narrow minded, Warrnambool is more than a beach side tourist town, its a thriving city. Don't ruin a good profitable enterprise, sometimes you need to spend money with long payback periods, at least the saleyards makes a return unlike other ventures the council are considering like the art gallery or library or Flagstaff Hill which are all required assets in town but neither of these generate a profit in its own right. For once listen to the people of Warrnambool rather than put out a survey and do what you had planned from the outset.
<b>Livestock producer Moyne</b>	Increased costs for selling livestock as have to truck animals a further 40km. Won't be able to watch livestock be sold due to location closest at Mortlake. Unrealistic.	Keep it going for the next 20 years.	Warrnambool city council is a joke and so are the councillors. They DO NOT represent the community. They are all in it for themselves to see who has the biggest swinging d\$ck
<b>Livestock producer Agribusiness operator Moyne</b>	It would decrease the city of Warrnambool's agricultural focus.	Offer them for sale to a private operator.	Most significant Victorian rural cities have saleyards.
<b>Livestock producer Moyne</b>	A large economic cost in transport time wasted and inconvenience please	Please keep the Warrnambool saleyards open	The SW I X is a Warrnambool icon servicing rural districts which benefits the districts and Warrnambool commercially in a mutually beneficial manner
<b>Resident of Warrnambool</b>	This is a profitable business that brings money into the town and should be fixed up and NOT demolished for the council to make money on the sale of this land	THIS Should NOT BE SOLD do the maintenance and keep this profitable business	The council need to listen to the people of Warrnambool and the farmers that use the sale yards the majority of people wanted to keep it a few years ago and nothing has changed do the maintenance and stop the crap.
<b>Livestock producer Moyne</b>	Make us travel to another town to buy and sell , increased costs, less options	Don't close them, they supply warrnambool businesses with a weekly injection of trade, closing them turns your back on thousands of locals	There is no need to close them, Warrnambool is the capital of the region, it should continue to offer the yards and markets for the surrounding residents, and allow connected businesses and employees to continue with the positive impact created by having weekly markets
<b>Livestock producer Grassmere</b>	It would impact us as we have used the Saleyards for the last 45 years to sell stock. We then spend money in Warrnambool buying all our needs. This would obviously change and affect other businesses.	It is not an option in our view. It is still a lucrative and viable business unlike say an art gallery which is going to generate how much to local businesses and cost local rate payers.	Money spent on the Saleyards would be recouped over years ahead. Local agricultural businesses, staff and families will all be affected and while many not from farming backgrounds don't see this as a large problem the ripple affect a closure will have will be enormous.
<b>Resident of Warrnambool</b>	It would not directly affect me, but, I feel for the probable loss of trade for all businesses in the City.	They could all RESIGN.... That might bring about a more positive attitude from a council more in touch with whom the City traders rely on.	The Council need to look beyond 2035 when fossil fuelled vehicles are phased out... In my mind, district farmers will forced to walk their cattle to the Live Stock Exchange. Also, I believe the Saleyards are one of the few assets that generate income for the Council.
<b>Resident of Warrnambool Livestock producer</b>	Extra cartage costs and convenience of local yards	You can't	More jobs at stake here than the obvious ones
<b>Livestock producer Moyne</b>	It means all of our cattle will have to go elsewhere and that means we take all of our business to another town		Take the saleyards away you will loose more than your you would think you can't put a price on it . It would have a effect on small businesses because people will go elsewhere

<b>Resident of Warrnambool</b>	It would have no affect on me directly and I don't have a business.	The only way would to commit to build a new Saleyards at a site within 5 to 6 km from the current site in the long term. If not do the upgrades required at the current site, which were planned to be done but stopped by 4 Councillors, to give 10 to 20 more years at the current site and have a firm plan of what will occur then provided usage continues at the current rate.	About 20 Years ago the old Woodford Racecourse was up for sale and it suggested this would be a good site to move the the Saleyards to but it did not happen. About 10 years ago the Council of the day suggested the Saleyards be moved to the Garvoc area. We need the Saleyards close to Warrnambool for the businesses that rely on Farmers to survive and also for Farmers families to shop in Warrnambool and help support all businesses. The current location is not a suitable spot long term due to development in the area.
<b>Livestock producer</b>	Extra travel time to Mortlake	Build small shed somewhere to continue calf sales although whether would be used as much if saleyards closed is the unknown?	
<b>Resident of Warrnambool</b>	The current locations of the sale yards, brings people into Warrnambool who not only buy and sell cattle but also utilise local businesses and services. The impact on retail, hospitality, agriculture and other services/businesses would have a negative impact on the local economy. We need facilities (not only the sale yards) that will encourage people to consider Warrnambool a central and vibrate location to access all their needs.	It is my understanding that the funds are currently available and ready to be utilised for the proposed upgrade. So ideally, the council need to consider simply utilising the funds set aside and ensure the saleyards continue.	Ideally the Council need to be forward looking to ensure that Warrnambool continues to be a vibrate and growing economy for the benefit of the local community. Facilities that entice people to visit or live in our community will ensure the future success of our local economy.
<b>Livestock producer Koroit</b>	By taking away a diverse range of businesses, a large amount of income for those businesses which flows through to the wider community. Also it is not good practice to rid oneself of a profit making entity.	By spending the money that should have been spent during the preceding years . . .	Once gone, gone forever.
<b>Resident of Warrnambool Livestock producer</b>	Transport costs for my livestock to an alternative saleyards would increase substantially. More stress on my livestock having to travel further. I also work in hospitality and the saleyard closure would drastically reduce our trade as many people who attend the saleyards make the most of being in Warrnambool and spend money in the town.	Don't close the saleyards instead put money into improving the facilities so in the long run you get more people selling their stock in Warrnambool which also brings a bigger crowd. This in turn brings money back into the Warrnambool community.	Agriculture is a major industry for the Warrnambool and surrounding area that has helped prop up the Warrnambool community during Covid. If you close the Warrnambool saleyards this will course a huge knock on effect to many businesses, as farmers, auctioneers etc take their business elsewhere.
<b>Livestock producer MOYNE SHIRE</b>	IT WOULD EFFECT THOUSANDS OF FARMING FAMILIES IN THIS AREA, NOT JUST ME. GET SOMETHING RIGHT FOR A CHANGE WCC AND KEEP THE SALE YARDS.	FUND IT, FIX IT AND BLOODY BACK IT. WE LIVE IN A RURAL FARMING COMMUNITY, WHAT PART OF CLOSING THIS SITE MAKES SENSE TO YOU?	THIS IS A JOKE. CLOSING THE SALE YARDS SHOULD NOT BE AN OPTION. WBL CITY COUNCIL NEEDS TO REALISE CLOSING THIS SALE YARD WILL EFFECT THOUSANDS OF FARMING FAMILIES. YOU COUNCILLORS DON'T CARE BECAUSE YOU PROBABLY ALL LIVE IN WARRNAMBOOL AND IT WONT EFFECT YOU DIRECTLY, WILL IT? NO... THE LOCAL FARMERS NEED THIS PLACE TO STAY OPEN. SUPPORT OUR COMMUNITY AND OUR NEEDS. I MAY LIVE IN MOYNE SHIRE, BUT I WORK IN WARRNAMBOOL 5 DAYS A WEEK. I COME TO YOUR TOWN AND SUPPORT IT DAILY, HOW ABOUT YOU AS A COUNCIL SUPPORT THE FARMERS... IS IT THAT HARD? I AM 44 YEARS OLD AND MY FAMILY HAS USED THAT SALEYARD MY WHOLE ENTIRE LIFE.
<b>Resident in close proximity to the saleyards (within 1km)</b>	Social contact	Warrnambool will miss Saleyard	
<b>Moyne Shire</b>			I vote no to the sale of the saleyards.

<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>I will be better off as a rate payer this issue is only driven by sentiment not good business</p>	<p>Closing will have very little impact on the local economy farmers ,local agencies and transport operators will be far better off at far better and more competitive venues</p>	
<p><b>Resident of Warrnambool Stock agent Livestock producer Business operator based at the saleyards Business operator in Warrnambool</b></p>	<p>I believe the Saleyards closure would impact immensely on our 55 year operating Warrnambool located business where we service the Warrnambool City and surrounding rural communities employing City and Shire based staff, the indirect financial impact on the Warrnambool economy would have an immediate financial impact on multiple businesses within the City it appears to me that 4 councillors can make a decision of this magnitude to wipe away well over 100 years of saleyards operation that the Warrnambool City and surrounding district forefathers had the initiative and work ethic to build on the saleyards success however this cannot be said of the past 20 years that the then to now City Councils have neglected the financial upkeep support and ongoing maintenance requirements levels that any commercial business operation requires again the warning signs were advocated 10 years ago at a special council meeting held in the light house theatre hence it shows not much has changed within the councils thinking if upgrades and implementation of modern improvements had of commenced 10 years as was mooted at lower cost expense we would today have a totally compliant saleyard operating, what the opposing to continuance councilors should think about is the cost to clear the site and the loss of a fully functioning council asset not costing ratepayers as other business facilities assets financially do. A theme for all to think about - you will not know fully of what you had until it is gone. regards</p>	<p>Take the opportunity to turn this situation around and upgrade the site it is well warranted the lack of foresight from some of the City councilors is mind boggling</p>	<p>The suggestion to close the Warrnambool saleyards is a real slap in the face for the City of Warrnambool and surrounding rural farming Communities opting to have a South West rural regional city without a sale yard is ridiculous.</p>
<p><b>Resident of Warrnambool Warrnambool</b></p>	<p>It would effect many business in the city and therefore effect all residents in a negative way.</p>	<p>It would be a valuable asset lost forever. It would have a long term effect on the city which could not be effectively mitigated.</p>	<p>Council should be looking at making the saleyards the best in the area instead of backing away and saying it is too hard lets forget it. Council was elected to look after the cities assets not to destroy them.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Would not be affected by closure</p>	<p>Not much can be done now, the sale yards in Mortlake are going well.</p>	<p>Should have taken the offer a few years ago when the body involved ended up building the sale yards in Mortlake.Big mistake?</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>Better amenity in area, sale yards stink when wind blows from north</p>	<p>Saleyards have limited life, either need to be moved , this has happened before, relocated or closed. Propping up this site in a growth area makes little sense.</p>	<p>It was a great decision to move saleyards from the middle of town to it's present site but it's time for closure and relocation.</p>
<p><b>Resident of Warrnambool Livestock producer Moyne Shire</b></p>	<p>My husband and I conduct an agency business as well as livestock production.</p>	<p>By consulting with stakeholders to find options to keep a facility that has generated income for the council for many years unlike Flagstaff Hill, Aquazone, Art Gallery,Library and other ventures that have been propped up by councilors of the day that could have a vested interest and then retire after a term or two.</p>	<p>I am a ratepayer in Warrnambool City as Well as Moyne Shire and feel that the decision to close the yards is not in the best interests of the stakeholders or primary producers.</p>

<p><b>Stock agent Livestock producer Mayne Shire</b></p>	<p>Devastating. Would add costs by being forced to sell at other selling centre. Plus reduced prices per head currently being achieved at other centre. My livelihood has been dependent on this industry for fifty eight years and I wish to continue for as long as I can. I feel extremely irate by decisions being made by the council of the day, some of whom may have a conflict of interest.</p>	<p>By not closing the yards as an easy option. Think outside the square, put the roof on, equip with solar panels, provide power for facilities in the area.</p>	<p>This situation should never have occurred and the question needs to be asked, where has the money generated from the yards gone and also the money set aside for roof.</p>
<p><b>Resident of Warrnambool Agribusiness operator Business operator in Warrnambool</b></p>	<p>If you make people travel to Mortlake to do business , they will also spend money in Mortlake and not Warrnambool</p>	<p>You can not</p>	<p>We still need the Warrnambool saleyards , What is wrong with choice?</p>
<p><b>Livestock producer Moyn</b></p>	<p>No where to sell cattle and would do business in a different city then warrnambool</p>	<p>Not close them</p>	<p>Don't close the sale yards the city relies heavily on the business it creates</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>I won't be able to buy and sell cattle locally</p>	<p>They can't they need to keep it open do they not release that Warrnambool and district lives off the farmers back</p>	<p>Keep the Saleyards it generates income,jobs and lively hoods</p>
<p><b>Resident of Warrnambool Business operator in Warrnambool</b></p>	<p>The Saleyard's is an Asset to Warrnambool and the community, everyone in the community will be affected by the closure, from jobs, cash flow to the town, businesses will close relating directly to the farming sector and indirectly, farmers are loyal and support the community that supports them, if the farmers don't feel there apart of Warrnambool because of the closure of the saleyards they will go to the next town that supports there business, i.e. leave Warrnambool, which would be devastating, I can't put a money value to the City because there has been no relevant study done, it was estimated to be worth 35 to 40million per year, approx 10 years ago, Warrnambool Businesses have always had a saying Farmers going well, Warrnambool going Well, why is that, Because the biggest direct spend is the Farmers?, so the biggest effect for myself is jobs for the future, and having consistent economic stability for Warrnambool and surrounding District, so Businesses can Grow. So please sir keep the saleyards open.</p>	<p>interesting question, we need to advise council on how to find a short fall on the impact of the saleyards being Closed, first up why did they let the Saleyards fall into this state of repair, was it planned this way to Fail, so if we have to advise the council directors and economic development people on this, we then do have a problem! bigger then the saleyards. the simplest fix is keeping the saleyards</p>	<p>Warrnambool is a Rural City; Most Business owners are aware that you have only got a 180-degree Retail catchment area, due to the ocean, this intern makes it Harder to survive just due to the location, so you look at better ways in attracting customers, you work harder, advertise more, which then attracts more people to the city to spend more, so if you take out the saleyards This adds to the challenges for attracting retail customers, the snowball effect is bigger than people realize.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>Huge financial impact on my business, transport cost would double for a start.</p>	<p>Don't close the Saleyard's... Upgrade the yards to the standard they should be... Put in for State &amp; Federal Grants to lower the cost on Ratepayers</p>	<p>Warrnambool has the Australian 3rd biggest meat exporter in the middle of the city.... we must continue to have a saleyard in Warrnambool.. Financial impact on business's in the city would be costly and impact a lot of family's</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>Huge financial impact on my business, transport cost would double for a start.</p>	<p>Don't close the Saleyard's... Upgrade the yards to the standard they should be... Put in for State &amp; Federal Grants to lower the cost on Ratepayers</p>	<p>Warrnambool has the Australian 3rd biggest meat exporter in the middle of the city.... we must continue to have a saleyard in Warrnambool.. Financial impact on business's in the city would be costly and impact a lot of family's</p>
<p><b>Business operator in Warrnambool</b></p>	<p>Negligible</p>	<p>Rebuild at Mailors Flat.</p>	<p>The ongoing viability of the saleyards needs to be questioned in depth. The business case Council received was incomplete with liabilities not taken into consideration. If liabilities are taken into consideration, then saleyards are a loss making venture for WCC and the ratepayer. The payback for the roof and associated works will never be repayed. The land should be developed into recreation facilities and any balance of land sold off.</p>

<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	It would mean that we would have to travel further to take our cattle to the market, but on the other hand there would be reduced trucks and mess and smell between where we live and where our son goes to attend school and sporting activities.	There could still be saleyards close to Warrnambool, but not in a growing residential area.	There needs to be footpaths between Cassidy's Bridge and the Arc / Breuer College. It is wet and dangerous for people to walk on the roadside, especially with the developments being done along Wollaston Road. I have regularly seen people coming very close to fast moving traffic trying to walk from Wollaston Road to facilities in Caramut Road. It isn't safe the way it is.
<b>Stock agent Livestock producer Moyne shire</b>	add frieght costs exrta70 km per trip to mortlake no sheep sales no calf sales lack of rural supplie stores no access machinery dealers and retail stores	by doing the saleyards up grade and not closeing the yards	these up grades should have been done before mortlake was built it will pay for its self in time unlike your other proposed projects think of the losses to w/bool businesses
<b>Livestock producer</b>	Adds extra freight costs . Adds more time on the trip. Plus there's more choice for supplies in warrnambool	By not shutting down the yards and doing the upgrade as it should have been done ages ago.	Pull your fingers out of your asses and do what's best for your community. By taking away the yards you also take away business from the town . Loss the farmers lose the business.
<b>Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	In distance from our farm cartage of our livestock to the Mortlake saleyard is over 25 further than it currently is which would cause huge cost and environmental increases. Less jobs in Warrnambool there for it affects every business.	They cant	If the saleyards does eventually close council should NOT sell any of the land it owns between Rooneys Rd and Caramut Rd. With Brauerander Park close by and the Warrnambool Stadium next door there needs to be land available to increase the size of this sporting precinct, there would even be room to finally build a swimming pool complex that Warrnambool deserves.
<b>Livestock producer Mound Shire</b>	Loss of revenue Increased costs of transportation due to having to travel further to sell stock which will affect our business income	Not close the saleyards	Closing saleyards will result in a loss to the whole Warrnambool and surrounding communities due to loss of income from farmers shopping elsewhere wherever they sell their stock. Farmers are going to have less income so this will affect not only all the agribusiness in wbool and surrounds but all businesses in wbool and surrounds.
<b>Livestock producer Moyne</b>	Sell all livestock to midfeilds Further distance travel	Reinvesting saleyard fees back into the saleyards	
<b>Resident of Warrnambool Agribusiness operator</b>	No impact, Mortlake is a better option, with more buyer and up to date facilities	Don't believe this would have an impact, as people will still come to Warrnambool to conduct their business.	Those who utilising the Warrnambool sale yards are from other municipal councils and it is not their rate payers funds being required to maintain the up keep and repairs of the sale yards. If they are attending the sale yards as a catch place, this is not their purpose, and should not be part of their argument.
<b>Resident of Warrnambool</b>		The cost to local businesses would not be able to be mitigated to the same level if the yards were to close. Short term gain for some, long term loss for many.	Why has the funds collected over many years through stock sales levies not been spent along the way. To close the yards would only appease a minority of people. If the yards pose a problem to neighbouring communities then this falls back to the planning process. Why were these housing developments approved? Closing the yards is a mistake, and should not be allowed to happen. Stop wasting money on projects that are not managed effectively and upgrade the sale yards! As a former live stock seller through these yards for many years I firmly believe closing them is a travesty!!

<p><b>Livestock producer</b></p>	<p>The affect would be in the increased cost of purchasing or disposing of livestock through alternative saleyards: cost associated with transport and maybe saleyard rates would increase.</p>	<p>When you say “mitigate the impact” do you mean impact on the current users? If so, the Council could allow private investors to build saleyards on an alternative site, within the city boundaries, as had been done in Mortlake.</p>	<p>The map of the area – Slide 7 The buffer zone around the SWVLX, doesn't indicate a scale – BUT the closure of the saleyards would mean that the land south of Goghlan's Road, all that is included in the Buffer Zone, would be available - over 400, 000 sq m If the saleyards were to close, the site would be an excellent one on which to develop • a sporting precinct. Sporting facilities already adjoin the site - the Warrnambool Stadium and the Brauerander sporting field. A water sports / swimming complex ( relocate AquaZone) would enhance site and complement the adjacent the sport facilities. There would be room also for a velodrome – the closest being Camperdown and so many other activity spaces. • Hospital Laundry Service - It's probably too late for the site to be considered as the site of the Hospital Laundry Service area as land has already been purchased – but building hasn't commenced. • a "learn to drive/ ride " centre. Part of the area could be put aside as a "learn to drive/ ride " area with associated parking for overnight/weekend transport parking. • A site for a new Art Gallery - why not the saleyards site ? Could also incorporate a museum and archival centre. When the whole area is considered there is adequate space for state of the art facilities.</p>
<p><b>Resident of Warrnambool</b></p>	<p>The closure of these sale yards, which I have used for many years, would divert many \$millions of to Hamilton or Mortlake. The previous councils have not provide any upgrades to the yards</p>	<p>Many people other than farmers are involved with these weekly or monthly sales. If you close the yards and create housing on this site ( there are 600 blocks currently available) , what will this council or future do with this money?</p>	<p>The fact that these cattle yards were not fully maintained over many years is a reflection of pasdt councils.</p>
<p><b>Livestock producer Business operator in Warrnambool Moyne</b></p>	<p>Increased cost to transport to alternative yards Stock welfare issues with longer transport times</p>	<p>? Not possible</p>	<p>Operating profits over the past few years siphoned off to subsidise other areas has created current conditions and catch up investment now required and definitely justifiable</p>
<p><b>Resident of Warrnambool Business operator in Warrnambool</b></p>	<p>Wouldn't be able to sell my cows. Wouldn't be able to eat steak</p>	<p>Get out of your office and have a look at the state of Australia's production line. We need the saleyards. Dennington can be departed from Warrnambool and become its own town</p>	<p>Keep it open</p>
<p><b>Resident of Warrnambool</b></p>			<p>My future residence is 2km away from saleyards and the closure would not impact me at all. The saleyards location does not suit that Warrnambool layout anymore and is too close to residences. That area could be better used for needed infrastructure in Warrnambool such as a sporting facility.</p>
<p><b>Livestock producer</b></p>	<p>We would lose a lot of revenue if we were forced to use a private enterprise like the faculty at Mortlake, if the Warrnambool saleyards were to close.</p>	<p>Could work with the rural surround community of the future of the wbool saleyards and not the residential community of Warrnambool that have no idea what it would do to the livestock industry if this venue was to close</p>	
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>as a resident in close proximity it would mean taking away of the buffer zone which may lead to more houses in the area or converting into something unwanted in the area, then there is the problem that this is a profitable part of council, so removing this would mean additional funding for other areas</p>	<p>spend the money re workcover requirements and then re assess. The current stock agents clearly do not want to stop selling through warrnambool so a commitment could be made by them to sell through WCC for 15 years to recoup investment</p>	<p>i feel it would be bad for the surrounding business, making them move to Mortlake, if that is then going to be the district location of the yards, moving further funds away from business in the WCC</p>

<b>Livestock producer</b>	We only have small stock numbers and want them sold locally with less stress than taking them to Mortlake Less cost as well due to less kms travelled by truck	They can't Cannot be allowed to close They bring income to the city and visited every time they are open They were there first and should have been maintained all along !!!!!	They should have lots spent to upgrade to soft flooring, state of the art facilities and make them a community asset to be proud of They can be upgraded to the limit and should be !!!
<b>Livestock producer Mepunga</b>	It would cost our business an increase in transport costs to go to another saleyards.	Nothing	It would mean that we would have less to spend as our overheads would be more.
<b>Resident of Warrnambool</b>	I was in Business for 29 years as a Electrical Contractors & carry out all the Warrnambool City Electrical Works(including the Saleyards) & now retired	Open your Eyes	How Much does the Tourists bring into Warrnambool???? How Much does the Saleyards & Farmers Bring into Warrnambool???? Both go Hand in Hand Why is the Current Councillors so Negative on Spending a miserable \$6.5 Million????Have they got Blinkers on,open your eyes & look at the bigger picture We elected the Councillors to carry out the wishes of the Rate Payers eg;The idea of relocating or thinking about locating the Art Gallery to Cannon hill & now the Saleyards Who is at FAULT to allow the Saleyards to fall into its current State???? WE need the Saleyards to be upgraded,the Money it brings in to Warrnambool is similar to the Tourists The Councillors WASTE enough of our Money on Flagstaff Hill,Pool,A G Centre,New Library,Lighthouse Theatre & the List Goes on
<b>Moyne</b>	it would not affect me but should be upgraded	They should not be closed	This is an important infrastructure for a lot of businesses in warrnambool and creates jobs in the area and beyond. They should not be closed but upgraded
<b>Livestock producer</b>	Convenience	Subsidise cartage to Mortlake	
<b>Livestock producer Moyne</b>	We would be forced to sell and buy at Mortlake which is much further away, poses increased costs and less opportunity for us to purchase cattle as the journey to Mortlake takes too long between our milking times.	Ask Moyne Shire to help meet some of the upgrade costs.	Although we do not pay rates in the Warrnambool shire, it is what we consider our home town. We shop local for all our goods and services. I feel taking the sale yards away from the town is going to cause a huge disconnect. Why should we support local when local is not supporting us.
<b>Livestock producer Moyne Shire.</b>	Would cost more to sell cattle. Less competition.	You can't mitigate.	Keep open, why close something that actually pays its way.
<b>Resident of Warrnambool Warrnambool</b>	It would financially affect the whole town	Opening another facility in Warrnambool surrounds	
<b>Livestock producer Agribusiness operator</b>	After loosing yards in other locations, to close the saleyards which have been a big part of Warrnambool and the council would be a disgrace. Bring back councilers that are in tune with the life blood of the town. Dont know why your councilors cant see what the closure would do.	By not closing it in the first place.	Housing development should never have been passed by council near the site. The saleyards were put out there for a reason. The money should be spent to keep it going. As the saying goes. "You dont know what you've got till its gone". A complete disaster if your councilers allow it to close.
<b>Livestock producer</b>	Our family have sold cattle through the yards since they opened. I know there are other yards but warrnambool yzrds are perfect for our needs. Closing threm is bad for producers and tthe whole of warrnambool.		DO NOT CLOSE THEM.
<b>Resident of Warrnambool</b>	My partner is a stock agent. My family are dairy farmers who use the agents and yards weekly.	Just don't close them.	
<b>Livestock producer Livestock transport operator</b>	Lose transport to Warrnambool and loss of another marketing option	Building another saleyard	

<b>Glenelg</b>			
<b>Livestock producer Loddon</b>	Increased costs (cartage etc..)		Council need to respect the community they serve. It is a farming community before it is a tourism destination.
<b>Livestock transport operator</b>	As a livestock transport business it is extremely important that we keep our trucks clean to help protect our clients from the spread of livestock disease, if the saleyards close we would be forced to travel to other yards to wash, reducing the amount of cattle that we can move in a day or be forced to do more loads in between each wash which is far from ideal	If the council does decide to close the saleyards I would like them to still have a truck wash available	We do have our own wash at our depot, however there are some loads were it is just not practical to travel home to wash as the loads are in the opposite direction
<b>Livestock producer</b>	It would be much more difficult to re locate the cattle to a different site.. eg Mortlake. Living further away from there and would cost more in fees for transport.	Why do they need to close them?	Put some money into fixing them.
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Business operator in Warrnambool</b>	This would not only affect foot traffic to our business but the whole of warrnambool with farmers livestock agents and just general public not being in area there for other products and services will be overlooked and will go to other shires ect		Other councils have got funding from government and improved facilities and there yards are now booming eg Hamilton just one example
<b>Livestock producer Moyne shire/ nullawarre</b>	As usual the farmer would wear the cost, increased fees and transport costs to truck our cattle to Mortlake. As Mortlake saleyards is a privately run business, with the closure of Wbool we as farmers are at the mercy of their ultimate fee increases. Less competition bw stockyards means increased fees and lower prices for farmers. Mortlake saleyards require cattle to be yarded on a Sunday, the one day that farmers try to have family time and minimise their workload	Why would you close something that brings in a profit and yet continue to bail out unprofitable enterprises such as flagstaff hill	If council is so worried about balancing their budgets, have a long hard look at all council activities and assets. Some continue to drain money , the saleyards is not one of these. So leave it alone and fund the improvements by reinvest the profits back into. I would like to know where has the last 10-20 yr saleyards profits gone????
<b>Livestock producer southern grampians shire</b>	yes I send cattle there because the price is better than Hamilton and the higher prices make a lot of difference over a semi trailer load every extra dollar makes a difference I have been sending cattle there for so long I cant remember when I shifted selling points it has to be in the order of 25 years and that would be a very large number of animals	If the council closes the saleyards I would have almost no reason to go to warrnambool for anything sometimes I go shopping and also collect parts from the livestock agent if I am down there at the same time and sometimes collect ag merchandise from them at the yards when I am there	I understand this has been going on for some time and cannot understand why the council would consider closing the facility as the sales of the cattle must bring in considerable revenue to the council just from the yard use and usually when anyone from a farm goes to a sale other farm business is done . An upgrade of the facility for the selling people certainly wouldnt hurt as the facility in Hamilton covering the sheep area has made for a much more pleasant sale yard to attend out of the weather. If it closes I would have little to no reason to go warrnambool I have no clue as to why this is being discussed as when we were first taking cattle to warrnambool the yardings were 1800 head a week that is a huge amount of cattle
<b>Resident of Warrnambool</b>	Bad for local businesses	As above	
<b>Resident of Warrnambool Agribusiness operator</b>	Decline in our business	Upgrade it and keep it operating. Not negotiable	If the Saleyards close, the impact it will have on all local businesses would be huge. No Brainer really, spend the money on upgrading it to operate for years to come to support the local economy. It will pay for itself over and over again.



<b>Livestock transport operator Colac vic</b>	As we cart out of the regular sales in Warrnambool, it would drop my profit margin in my business	I think with meat processing still being in Warrnambool that it would be nice to see the council still leave a Truck Wash there and the effluent dump. I believe closing the saleyards would have the biggest impact on the smaller vendors that don't sell full truckloads of stock so possibly having a transit yard there at the Warrnambool saleyards where they kept the C pens under the roof and the two deck ramp where smaller vendors could just have their twos and threes delivered and then a link Truck Could pick them up and take them to whichever saleyards they were getting sold at.	Have you thought of privatisation it has worked in other parts of Australia. If you are closing down and pull them down, I would be interested in buying the yards
<b>Resident of Warrnambool</b>	Will not affect me personally but I don't think it should stay in Warrnambool central	If relocated close to Warrnambool should not affect business.	
<b>Resident of Warrnambool</b>	Will not affect me personally but I don't think it should stay in Warrnambool central	If relocated close to Warrnambool should not affect business.	
<b>Livestock producer Livestock transport operator Moyne</b>	It won't affect our business		If the council have kept up the maintenance of the yards over the years and made up grades to the yards like putting a roof over it years ago and bring it up to today's standards the yards would be in a lot better place and the Mortlake yards probably would probably not been built in the council neglect lead to this situation
<b>Resident of Warrnambool</b>	I agree with closing the saleyards instead of pouring more money in and finally shutting in future. Warrnambool has grown so much that area would be well utilised for housing!	if businesses are worried about farmers not spending in Warrnambool have say every fortnight incentives to bring farmers in to shop.	
<b>Stock agent</b>	It would certainly impact farmers and operators in the industry.	They can't. Simply upgrade and keep them.	Think about how much money the saleyards generate for You.
<b>Livestock producer</b>	It wont	Close it	Get rid of the yards. Mortlake is 50 minutes up the road bringing bigger numbers and buying power. And did I mention a brand new facility
<b>Livestock producer Moyne</b>	Restrict the ability to buy and sell livestock in close proximity to our property.	It can't, there is no way to mitigate the impact on producers.	Although it is not the same operation as WVLX, the warrnambool yards are a vital to our business to be able to give us another option when both marketing and purchasing cattle.
<b>Livestock producer Moyne</b>	Financially as I'd have to pay more to transport my livestock else where	N/a	Think off all the other local job/buisness that this will affect if it closes down
<b>Livestock producer South Gippsland shire</b>	We send f1 heifers and calves from Gippsland every year to the Warrnambool feature f1 heifer sale. The sale is the premier f1 heifer sale in Victoria with a great line up of buyers and sellers from around the state. it's a big part of our business selling our livestock at Warrnambool each Christmas time, the local farmers and stock agents have been very good to deal with and the new roof and large wood chip pens provide great comfort for our cows and calves after the journey from stony creek.	Life would go on if the council decided to shut up shop, people would be forced to make the best of a bad situation. The south Gippsland shire took a decision about 10 years ago to close the Korumburra saleyards, that decision ruined that town for years ,affected a lot of people and businesses alike.	I think it's a bad move shutting the salesyards, perhaps a better option would be for the local stakeholders ie stock agents ,meatworks ,carriers and farmers to buy a stake in the yards and share the expense of the upgrade's needed.

<b>Business operator based at the saleyards Warrnambool</b>	-Our business would be removed from Warrnambool. - Our staff would lose their current positions in Warrnambool -Our business would have to leave the district and we would have to relocate our home to another town.	By not closing the saleyards and by the Council continuing to support local & regional business	There are many components that make a successful business, initiative, vision for the future, resilience, creativity, economic benefit and social activity. The Saleyards encompass all these attributes and more. The saleyards in Warrnambool are strategically positioned to take advantage of the opportunities created by agribusiness demand, they are convenient and economically advantageous. This operation can continue and grow by providing facilities which meet industry standards, thus ensuring the long term viability of the saleyards. Capital investment in the saleyards is essential.
<b>Livestock producer Moyne</b>	Additional transportation and selling costs. Will affect purchasing from Warrnambool businesses.	Don't close the Warrnambool Saleyards.	Why did Council allow the Saleyards to deteriorate to such an extent, that it is now considered an unsafe workplace? It would seem annual workplace inspections were not carried out. Where did the profits go? Were they not injected back into the business?
<b>Resident in close proximity to the saleyards (within 1km) Dennington</b>	It would make warm nights more pleasant as we would not have to endure the odours		the stock agents would still have there jobs, Council would have to employ current employees of sale yards but there are areas they would be helpful to.Farmers would still be able to sell there cattle close to home. Good heavens mortlake is closer to many areas than w/bool. JUST STOP PUTTING MONEY INTO BAD PROJECTS
<b>Resident of Warrnambool</b>	possible income as closure would be no more farmers coming in town spending money on sale days. no money from farmers no money for wages.	council is not paying rate payers are. councilers work for rate payers not the council office.	council must listen to ratepayers not there for themselves.
<b>Livestock producer</b>	Takes away competition and a place sell different lines of cattle	Don't close it	
<b>Resident of Warrnambool</b>	Closure of Saleyards wont directly affect me, I see it has having a huge impact on Warrnambool & surrounding area.	Change your plans and do not close the Saleyards.	I believe the Saleyards run at a current profit of approx \$250 -\$300K per annum. Why would you close a profitable operation, to spend \$5.5 million to upgrade facility (as reported) would use up expected profits for next 20 years, meaning it would cost very little to keep it going. Not only does it provide employment, spin offs for the city and a lot of local businesses. Imagine what the land value will be in 20 years time, why has money been spent on improvements over the last 3 years if it was going to be closed down?
<b>Livestock producer Moyne</b>	The closure of the saleyards will affect Warrnambool businesses more than our own as we do our shopping at base ness rural, morsebearings, Warrnambool tyreplus, Niflex Engineering just to name 4 of many on a Wednesday to and from the yards, we are happy to venture to Mortlake but our business will also go to Terang and Mortlake Businesses while we are there.	I find it extremely hard to see how they can.	While the decision either way really won't affect our business I find it hard to comprehend closing a facility that brings in dollars from the agriculture sector to Warrnambool and as far as im aware runs at a profit, yet at the same time we prop up other council owned ventures to bring in tourist dollars. Businesses in Mortlake and surrounding areas will be hoping for the closure absolutely.
<b>Agribusiness operator Colac/Otway ----- Geelong</b>	My feeding company has been purchasing cattle at the Warrnambool facility for over ten years and have been assured improvement of the facility would occur. The monthly sale provides my company with 1500-2000 cattle per/year. I have supported your facility with the view of it continuing and improving. The tone of this consultation that it is closing, so brace yourself for the fallout.The fallout is as I would expect from an organisation that says one thing and does another. I will be lookink elsewhere to source my 1500-2000 cattle.	The word mitigate is very much an excuse word for taking years of yard dues, weigh fees, etc and turning your back on a profitable business driven into the ground from neglect and misuse of earnings.	It is never wrong to fix our mistakes, or those made by others, but as someone who has seen the demise of infra-structure (being saleyards) in Geelong-Colac-Camperdown and Warrnambool , I would like to see sales at all of these facilities , and that they may work together to succeed , rather than oppose each other and all fail miserably.
<b>Agribusiness operator</b>	Negligible two other saleyards whitin 70 km	Let market dynamics do its job that is consolidation of existing facilities.	Livestock markets need to be bulked up with volume. At present and going forward this will only be achieved through consolidation, thus attracting a more competitive outcome

<b>Livestock producer Agribusiness operator</b>			
<b>Stock agent</b>	Loss of job, loss of income into business	Not close them, and spend the money needed of a profitable centre, instead of wasting it on flag staff hill and art gallery that are 100% not profitable.	
<b>Livestock producer Livestock transport operator</b>	The closure of the saleyards will greatly affect my business as it will reduce my weekly income, at the present time I am able to cart around 8 loads of cattle in on a Tuesday, if the yards are closed I will have to cart to Mortlake and because of the distance and their cufew time I can only cart 3 maybe 4 loads plus I will have to work every Sunday, now with that being the case half of my customers will lose out as they will not be able to get their cattle to Mortlake for 2 reasons 1/ I cannot do it for them and 2/ other carriers will be too busy to help out as they will be looking after their own customers.	There is no way you Council can mitigate the closing of the saleyards	Dear Councillors, the saleyards do bring in a very large income to the City through the yard fees collected by you, now it is very dissapointing indeed to learn that from the \$2 levy that Council applied some years ago to the sale of each animal for maintainence you have failed to return it into maintenance. You have an obligation to the whole surrounding area not only the Warrnambool City area as these people do spend their money in your City. Their is another very sore point at the moment in that Council wants to spend \$40,000,000 on an Art Gallery which is not justified, now you do some sums for me, just how much money is paid by each person who enters the Art Gallery? At the moment nothing, maybe you will be charging a fee in the future and if so how much? Now how many people do visit the Art Gallery each week and if they were paying how much income would that bring in? now let's be honest I'd say less than \$200 a week and how much do you pay the Art Gallery Director and the cleaners each week--a mighty fine salary well above the measly admittance fee that might be collected. Now if I may say Council needs to embrace not only the City but the whole agricultural region because farmers do spend money in this city and if you cut them off from selling their cattle here the will go elsewhere and spend. It's like when drought hits farmers don't spend and the shop owners suffer.
<b>Resident of Warrnambool Livestock producer</b>	It would reduce livestock buyer competition, increase cartage costs and therefore reduce farming viability. This in turn would have a negative impact on agriculture and machinery based businesses within the sale -yards area precinct.	The council should not close the sale-yards but if they do them they should fund the "Buy in" for the existing livestock agents to be able to sell at Mortlake yards.	The sale-yards are an integral part of the Warrnambool business/community. The council should stop allowing residential sub-divisions on or within the buffer zones. The Warrnambool sale-yards throughput in weekly Wednesday sales far exceeds the weekly Monday sales at Mortlake.
<b>Livestock producer Moyne Shire</b>	Lack of ability to sell stock locally without the stressful travel times that can effect the health and wellness of the stock	They cant, we need them, councils fault for letting them get to this stage and for the allowance of residential building within there area	Council need to upgrade the site and cater for the wider community and its bigger financial picture not just the people complaining about them
<b>Livestock producer Moyne</b>	Last financial year we sold 380 cattle and purchased in excess of 200. Cattle through yards	Council should retain yards and not be swayed buy vested interests promoting Mortlake wbool Wendesday prime sale will always outdo for both price and quaity	There are many benefits of weekend truck parking truck wash. Local machinery outlets
<b>Business operator based at the saleyards Business operator in Warrnambool Brimbank</b>	I travel from Melbourne weekly to attend the sales weekly i have been in the industry for over 50 years and have bought livestock in most Saleyards throughout Australia I find Warrnambool yards to be as efficient and progressive as any I have operated throughout Australia I find the livestock in the area outstanding and it would be a distaster to close them as this would lead to farms sold as people would not send their livestock elsewhere when you have a huge abattoirs in the town any magnificent farms close to the Saleyards in closing in world be disarsteous for job employment and creation for the town	Closing would sound a dathnell for the town as I have seen many Saleyards closed and the towns never recover	Support your Saleyards and you support your town

<b>Moyne shire resident</b>	As a worker in the farming sector I believe Warrnambool sale yards are important to be retained as a selling Center		
<b>Livestock producer Moyne</b>	Extra freight cost, unable to conduct other business at the same as attending sale		Why would WCC shut down facility that they have just spent approx 1million\$ on roof to cover yards now have just installed new walkways hundreds of K\$. Does not make economic sense.
<b>Resident of Warrnambool Livestock producer</b>	Devastating	Open another within 5km	Why close a business that makes money? Invest in our future
<b>Resident of Warrnambool General retailer</b>	I think my business would see less farmers and farming families on what were sale days.	I don't know that they can.	Seems to me that the sale yards are profitable and bring farmers to the area. We have a meatworks in town that makes more of a smell. I would like to see both remain in Warrnambool.
<b>Resident of Warrnambool Livestock producer</b>			
<b>Resident of Warrnambool Stock agent</b>	As a stock agent we sell livestock in Warrnambool	Why close a viable livestock exchange which services needs of Producers	How can you justify closing a facility which provides a livelihood for many sectors of the Warrnambool City
<b>Livestock producer Moyne shire Mepunga</b>	We would have to travel a lot further to sell our cattle at greater cost less time for carriers to get cattle there on time more stress on cattle no calf market or dairy (chopper) market in Mortlake	They can't	The saleyards have all ways made a profit and if the council hadn't taken that money and wasted it the saleyards would be much bigger and better but because they where bad managers they have let it run down and it is up to them to bring it back up to its former glory it makes good money they are very fond of wasting money on project that make no money and they must fix it and not close such a great business to many. people depend on the saleyards and if they close it they have made the worst decision ever they are saying people don't want their rate money spent on saleyards but to this date no rate money has been spent on saleyards it pays for itself and if they spend money on it it will all be payed back
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Dennington</b>	Don't have a business.	Sell the land for housing.	The money could be spent on many projects.
<b>Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	The surrounding farming community rely on the saleyards and adjacent agribusinesses for interaction and business opportunities and to socialize while selling livestock.	Don't close the saleyards, upgrade and maintain the facilities	Council own potentially millions of dollars worth of land surrounding the saleyards, which if re-zoned and developed would create ample revenue to fund upgrades and maintenance to the saleyards
<b>Livestock producer Livestock transport operator Nullawarre</b>	Drastically 98 percent of my work is to these yards not much to Mortlake yards at all	Don't close them	
<b>Resident in close proximity to the saleyards (within 1km)</b>	It doesn't		Coming from the city, I love the Saleyards but \$6m is a sizeable sum when roads needs upgrading (Tower Hill to Warrnambool) and other investments. If, as you say, there is competition between Ballarat and Mortlake then by all means let Mortlake have it and inject some funds into their Community.
<b>Livestock producer</b>	We would be further out of pocket for travel expenses, we wouldn't come into town to spend money on sale day. We would look else where.	By spending the money needed to keep it open	It would be a big loss to the local livestock/dairy community to have to send our stock further. Realistically Ballarat for us is not an option 2 and a half hours to transport dairy cattle to only be purchased by midfields and trucked hours back. The price you would get in Ballarat

			is never great for dairy cattle and they only hold sales every fortnight. I would send stock direct, less money going into the community .
<b>Livestock producer Southern Grampians shire</b>	<p>We have been selling at the Warrnambool saleyards for over 30 years. Our annual turnover of revenue from stock is excess of one million dollars from selling our stock. Our revenue is directly reinvested in Warrnambool agricultural businesses and tradespeople. We employ Warrnambool trades people on Caramut road and the industrial estate. We buy our required products in Warrnambool. If the Warrnambool saleyards are closed then our business and reinvestment would be directed elsewhere. The saleyards are a community hub for selling livestock, connecting with district farmers and Stock Agents and a draw card for finance. Sale days at the yards mean farmers and families then spend their revenue in Warrnambool. The trades people and businesses along Caramut Road and in the industrial area rely on the yards to bring business to them. Farmers buy cars and utes in Warrnambool. Farmers families work in Warrnambool. The identity of the city is also from the agricultural community. Generational farmers and families have supported the Warrnambool Sale yards. The Warrnambool City Council maintained that they would support and maintain the Sale Yards. Now there is a very limited time frame in which to consult and engage with the farming community selling. This feedback time frame is indeed very short brief and restrictive. Therefore reducing accurate farmer feedback. Therefore under valuing farmer feedback. Undervaluing the value the Sale Yards have to draw revenue into Warrnambool businesses.</p>	<p>Support the current yards and invest in building a new livestock venue on the outskirts of Warrnambool. We have never sold stock at Mortlake and don't intend to. We would sell at Ballarat.</p>	<p>Warrnambool needs to recognise that the yards are a central Community hub. It is interesting to note that the farming community also educate their children at Warrnambool, in the schools and University. Families also work at South West Healthcare and in the retail sector. The yards draw people in and connect people. Sale day is a Warrnambool Community event and fundraisers for Charity occur occasionally. The yards Connect people and preserve a tradition that has occurred in the district since the arrival of farmers. Loss of tge yards will reduce farmer reinvestment. Reduce Community engagement and reduce farmers engaging with each other in Warrnambool. Farmer health has set up at the yards. Police have set up Community awareness tents to advertise safety. The Cafeteria is a central hub for connecting people and allows for more business to occur.</p>
<b>Livestock transport operator</b>	<p>This would have a massive impact on my family business as we cart into and use the warrnambool facility multiple times a week.</p>	<p>I can not see a way the council can mitigate the closure of the warrnambool yards, financially it will have a huge negative impact on warrnambool residents.</p>	<p>With a facility that brings thousands of people and millions of dollars to the community every year I find it hard to understand how our local council can turn such a blind eye to it.I</p>
<b>Resident of Warrnambool Livestock producer</b>	<p>It would effect warrnambool as a hole and all of the businesses around it.</p>	<p>Don't close it at all must stay there.</p>	<p>Farmers come in for the day spending money at different businesses don't take this away must stay in warrnambool great for everyone</p>
<b>Resident of Warrnambool</b>	<p>Will take a lot of money from the town and business's will close. And it's wrong and I won't be able to socialise with country friends</p>	<p>This survey is rigged to closure of saleyards. So maybe they need to have more options and keep the sale yards open...</p>	<p>Don't close the sale yards. Totally narrow thinking on the council staff involved</p>
<b>Resident of Warrnambool Livestock producer</b>	<p>Cost</p>	<p>Cant</p>	
<b>Resident of Warrnambool Livestock producer</b>	<p>Cost</p>	<p>Cant</p>	
<b>Resident of Warrnambool</b>	<p>Not myself directly but I think would seriously affect the major stake holders involved at the saleyards.</p>		<p>The close proximity of the abotair to the saleyards would be most important,.</p>

<b>Livestock producer Corangamite</b>	Not at all		The time is up for a worn out facility with better alternative around the corner. The money required for upgrade would be better spent on the people who pay the rates.
<b>Resident of Warrnambool</b>	Closure of the canteen at the saleyards	Spend the money on the saleyards and Leave the Warrnambool art gallery where it is..	Closing the saleyards would be detrimental to a lot of businesses along caramut road and Warrnambool in general. When farmers come to Warrnambool they'll spend money at local businesses, Also the saleyards is a place to socialise for the farmers which is important for mental health
<b>Resident of Warrnambool Livestock producer Warrnambool</b>	Wouldn't affect me, I can sell my livestock through the same agent at the Mortlake Saleyards.	As a council ratepayer, I don't feel council needs to mitigate anything. If they are not financially viable and clearly not in the best long term location just close them. 99.9% of Warrnambool council ratepayers, including myself, do not use the saleyards or benefit from them being in 'town'. If the residents of Moyne, Corangamite and Glenelg really need some saleyards, the Mortlake saleyards are just as convenient to all farmers throughout our region.	Moyne & Corangamite Shire residents already utilise a lot of Warrnambool Council services, but do not financially contribute through rates and certainly no more than WKC ratepayers through an entrance fee or user fee. It's about time we looked after our council, our community and focus on our needs, not Moyne!! and not Corangamite!!
<b>Resident of Warrnambool Warrnambool</b>	We should see an economic and social study to be able to gauge the economic impact on the closure of the saleyards and the social impact of not having a connection with the outer farming areas.	If it closes, that's on the Council to do something about.	I would like to know of the social and economic impact on the farming community who use the facility.
<b>Resident of Warrnambool Warrnambool</b>	Not greatly	Work out how to bring money into the town in off peak seasons	Closing the yards is a poor decision. Farmers have money and will spend money in the city when they come to town on sale day. If they don't have the yards to sell there livestock they will head to other areas eg Hamilton or Mortlake and spend their dollars in these towns not in warrnambool
<b>Resident of Warrnambool Warrnambool</b>	Not greatly	Work out how to bring money into the town in off peak seasons	Closing the yards is a poor decision. Farmers have money and will spend money in the city when they come to town on sale day. If they don't have the yards to sell there livestock they will head to other areas eg Hamilton or Mortlake and spend their dollars in these towns not in warrnambool
<b>Resident of Warrnambool</b>	The closure of the sale yards will see my partners job security and income threatened. As a stock agent with the closest yards being in Mortlake they will likely loose clients to other agents based in the area. The additional costs for both the agents and the farmers will be detrimental to our agricultural community.	Other than relocating the yards or directly subsidising those affected, which would be excessive, there is no possible way to mitigate this. The amount of people that will be directly and indirectly affected will be a huge proportion of the community. To relocate the yards entirely would come at a much higher cost and the yards as they are, are the central hub for farmers, with the surrounding business located it an optimal position, they would be loosing huge amounts of revenue if they were to move.	Though I fully support investment in arts and culture I think it is obserbed to be proposing a 40 million dollar art gallery when a five million dollar budget is being looked at as preposterous by the council. The number of residents within Warrnambool and surrounds that benefit from the sale yards far outnumber those that will see revenue from a new art gallery. The sale yards run at a profit year after year. Warrnambool is and always will be built off the backbone of farmers and to overlook their needs is to diminish the integrity of our community. To say that we are a city and not a regional town is to spit on the value of our population, we are a regional town that relies on farmers, stockagents, abetours, truck drivers, butchers, family and friends and we should be investing in their futures.

<p><b>Stock agent</b></p>	<p>It would leave me at risk of unemployment, it would devastate my families business and my clientele would be at a financial threat from losing competition that the Warrnambool Saleyards provides against other Saleyards and marketplaces.</p>	<p>There is no solution to mitigating the affect that closing the Saleyards would have. There are many business that directly make their income from the Saleyards but the flow-on affect that it would have for our community is something that cannot be ignored.</p>	<p>The Saleyards has made continuous revenue since it was established, it is by far the most consistent asset the council owns. It would be senseless to disregard a business that turns over profit, let alone something that is so integral to a rural community.</p>
<p><b>Resident of Warrnambool General retailer Business operator in Warrnambool</b></p>	<p>Closure of the Saleyards would effect my business as the people attending/connected to the saleyard would stop shopping in Warrnambool</p>	<p>I don't believe council would be able to mitigate the impact It would be far too great and far too wide spread Council need to update and repair the facility as a matter of priority It's the only way to save a devastatingly fatal blow to our farming township Council have rested on their laurels It should never have gotten to this state Shame WCC Shame</p>	<p>Spend the money Update this facility Save the town from dying if closure is permitted</p>
<p><b>Livestock producer Moynes Shire</b></p>	<p>Higher trucking costs to travel longer distances to other Saleyards. Warrnambool only city without a Saleyards. E.g. Ballarat, Hamilton, Camperdown, Colac, Mortlake. Loss of income to Warrnambool businesses on Sale days. Lack of weekend and overnight parking for Interstate trucks in Warrnambool.</p>	<p>Reduce the cost of transporting cattle longer distances. Lower the rates to agricultural business within the city to assist their lack of income.</p>	<p>City council are not interested in the farming community.</p>
<p><b>Resident of Warrnambool Warrnambool</b></p>	<p>The closing of the saleyards would effect the economy of Warrnambool. This will see the loss of annual economy, job losses and closures of small agricultural businesses that are surrounding the sale yards. I believe the sale yards bring in approximately \$40 million every year, so spending a small portion of this to keep the sale yards open, is a no brainer. Its about time the Councillors started listening to what the ratepayers are wanting instead of making stupid comments on the radio stating they do not know yet what they are going to do with the sale yards. They are elected to represent the ratepayers by making decisions in their best interests of this municipality not what the Councillors want after being told by the Officers what to do. It will also have detrimental effect on small business outside of Warrnambool as people will not be travelling through the se towns to transport cattle to Warrnambool Sale Yards.</p>	<p>Wake up to themselves and delete this stupid idea from their head, and spend the money on upgrading them to keep the economy going. Stop wasting time discussing moving the art gallery to a ridiculous location.</p>	<p>It is a disgrace that Warrnambool City Councillors are even considering closing such an asset of Warrnambool that brings in so much to the economy each year.</p>
<p><b>Resident of Warrnambool Warrnambool</b></p>	<p>Nil.</p>	<p>Support a move of users to WVX.</p>	<p>The amenity of Warrnambool would improve with the discontinuation of the Warrnambool sale yards, in particular the Caramut Rd gateway into the city. Rate payer and council funds can also be better spent.</p>
<p><b>Livestock producer Agribusiness operator</b></p>	<p>Longer and more costly for cattle transport. No close bobby calf market and very inconvenient in general</p>	<p>Nothing</p>	<p>The saleyards is a great meeting place for a lot of farmers to chat , laugh and enjoy company of likewise people. For a lot of men this would be their main weekly social outing. Mental health and well being of our farming community must be a major part of this decision. A lot of non farming people may not be able to comprehend this but this coming together for these men and women is their main connection to other people for a majority of time, and something they look forward too.</p>

<b>Resident of Warrnambool Business operator in Warrnambool</b>	Farmers wouldn't come to town and seek my services whilst they are here doing all their other jobs for the day.	Look at other ways to save money and do the improvements needed to get the sale yards upto scratch and be leading the rest of the sale yard industry.	The sale yards brings people to town and they spend money at local businesses. It also pays a tax. Unlike flagstaff hill- which seems to cost money every year. It too needs to be revamped back to what it was 25 years ago- more like sovereign hill- so more school trips can come to the area and tourists.
<b>Livestock producer Glenelg (location Tyrendarra)</b>	Closure would mean that we have no local financially viable option to sell our cattle. We usually sell approx 300 head each year in Warrnambool. If Warrnambool Saleyards does not exist in the future then it would cost too much to send cattle to either Mt Gambier or Mortlake. We do a lot of business and spend a fair bit in Warrnambool on rural supplies and equipment and machinery. If the saleyards does not exist then we will take our business elsewhere (eg. Heywood or Hamilton). Our only option for our cattle sales will be Greenhams from Tongala rather than Midfield as we have had less than satisfactory service from Midfield previously. I know that there are many farmers around the Portland, Tyrendarra, Heywood, Bessiebelle areas who would be in the same situation as outlined above	Spend the millions of dollars that they have collected in fees from we farmers over a number of years to upgrade and continue to operate the Warrnambool Saleyards. I believe that this investment in continuing the operation of the saleyards would result in a consistent and far greater financial return for the Council and the Warrnambool community as a whole than other projects proposed by Council. For example, we farmers are going to here and doing business for ever but tourism is fickle as evidenced by the recent Covid related down turn	Spend the relatively small amount of dollars that are required to keep the saleyards operating into the future if you want to support the rural communities that support Warrnambool
<b>Livestock producer Tyrendarra</b>	Would have to use other sale yards further from property. Increases costs Would not visit / shop in Warrnambool as much	Keep them open, still has good numbers of stock go thru them ,	A lot of money has already been spent on undercover area and walkways which has improved stock conditions and access.
<b>Resident of Warrnambool Livestock producer</b>	Will close the point of sale of my livestock and really effect our income.	By not closing the sale yards.	The people that are making these decisions do not not fully realise the economic impact this will have to this country city. Also to add I believe you have little have regard for the agricultural industry, proved by your actions.
<b>Resident of Warrnambool Warrnambool</b>	Closure of sale yards would give council more money to spend in other areas that could benefit more residents in W/bool.	Close the Warrnambool Sale - Yards now, don't spend any more ratepayers money on the site.	Gone are the days where the farming family made the weekly trip to W/bool for sale -day and shopping. Family's drive to W/bool for work, school, sport and shopping several times a week. Immediate closure of the sale-yards would be the best way to go. Mortlake has an excellent facility that is only a short distance away.
<b>Livestock producer Moyne shire council</b>	We farm in the port fairy and if it closed down we would have to send our cattle to Mortlake which is 1 hour away where Warrnambool is 25 minutes. We shell all our cattle in Warrnambool the cost will double if we have to go to Mortlake.	They can't at least the sale yards make money will a art gallery.	No
<b>Livestock producer Moyne</b>	No local selling centre for small numbers of cattle and sheep and no market for calves	Keep them open !!!!	Unfortunately the Warrnambool Councilors lack a knowledge or interest in rural issues and farming in general. This proposed closure is another city centric decision.
<b>Livestock producer Orford</b>	I would probably have to go out of calf rearing and young cattle because I would not cart calves all the way to Mortlake for animal welfare reasons. I would also not be coming to Warrnambool, and therefore would take my business elsewhere, most likely Hamilton.	If they feel they must close the yards, they should do it over a long timeframe, certainly not as a knee-jerk reaction. A long term plan is needed.	DO NOT CLOSE THE YARDS. TOWN PEOPLE HAVE FORGOTTEN WHERE THEIR MEAT AT THE SUPERMARKET COMES FROM.



<b>Resident of Warrnambool</b>	It would remove the smelly unsightly mess from what has become a residential area and open up that space for other public activity like expanding the stadium and improving connection from the school to residential areas. It would save rate payer dollars by not having to repair and improve it. It is not a business that Council should have to prop up. Midfields has plenty of money let them build one of their own land. General ratepayers so not benefit from this business and there are other places people can sell their cattle.	Just ignore the shouty bullying minority and do what's right.	
<b>Livestock producer Purnim west</b>	It affects everyone in the local areas as we are a high agricultural area and need a place to not only have the options on where to sell our cattle but to also go and have a social day out with others off the farm	This will reduce employment and social events for our locals.. even town kids love to attend the saleyards during school holidays... gives them a chance to see and experience sales of cattle... and then you have our farmers that need options on where to sell our cattle to get the best price for our enterprise.. we need options and employment	The Warrnambool saleyards have been a tradition for many families on a Wednesday... most farmers come to town on a Wednesday to see their stock get sold and then go and get their other supplies from other businesses.. it's more than just the saleyards that this impacts.. it's also other businesses
<b>Resident of Warrnambool</b>			The city needs the farmers in Warrnambool, what would happen to the agriculture business around the saleyards? It is a profitable business.
<b>Resident of Warrnambool Livestock producer</b>	Not at all .	The sooner the better , before there is a major incident and the litigation starts !!	The golden opportunity was missed 10-12 yrs ago and the yards have been dying a slow death ever since .
<b>Livestock producer</b>	Would be very inconvenient. Cost much more to have to transport them elsewhere such as Mortlake, and the cost of building another saleyards would be enormous. An option would be selling at Mortlake, however, we would probably sell to Midfield. We would lose the connection with people that we see at the sale yard. Many people would lose their jobs.	I don't know how council could. It would be devastating to many people who rely on their incomes from the saleyards.	I believe the council should spend money on the saleyards and retain them where they are. So much has already been spent on them, and what a waste that would be if they are just going to demolish them. We should be able to get at least another 20 years out of these. Please retain the saleyards on Caramut road.
<b>Resident of Warrnambool General retailer</b>	the saleyards operates many days of the week. These people are in town supporting many of the retail businesses of Warrnambool	This survey is biased towards closing the saleyards. What about the positives ??	The Warrnambool saleyards has the 6th highest through-put in victoria and has turned a profit every year for the last 20 years. No one in there right mind would walk away and close a business like this.
<b>Resident in close proximity to the saleyards (within 1km)</b>	Not being able to catch up with old mates	can`t	Keep Sale yards get rid of flagstaff hill
<b>Livestock producer The sisters</b>	Keep them open.	Use the money it has collected from the levy on sales over the years and pay for the upgrades. If the levy Monroe's have been spent already on other things, what is the dollar value already collected?	
<b>Resident in close proximity to the saleyards (within 1km) Warrnambool</b>	It wont affect me as we do all our business at Mortlake, Camperdown and Mount Gambier	I believe the long term payment to upgrade the Warrnambool Saleyards would be a waste of money.	I believe that the Warrnambool Saleyards has had its day and better options are available with Mortlake saleyards being close by and better conditions for the cattle. I work in the livestock industry and wanted to keep the Saleyards open when this debate was happening years ago but my opinion has now changed as the saleyards are in need of too much money for repairs!! I think the response of the farmers that are "for" the saleyards is more sentimental and not about the long term gains for their cattle.

<b>Livestock producer Property in Moyne</b>	Would only give us one outlet to sell our cattle No choice	Community connected to saleyards wont. They will suffer	Where are all the levy's that the farmers have paid in to keep the saleyards maintained. Certainly haven't got our moneys worth
<b>Resident of Warrnambool</b>		Don't close them	
<b>Livestock producer Moyne</b>	Would have to go to Camperdown or Mortlake to far extra cartage	Leave it open and put the roof on	The yards are not in a residential area
<b>Resident of Warrnambool</b>	The closing of the saleyards , would affect the vibrancy of Warrnambool and take away our connection to the rural community.	It can't , if you're viewing things from a commercial standpoint as you say a number of other facilities in Warrnambool should also be gone	
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Not directly, just the flow on effect	Not close it?	The argument re why Council has a business competing against a similar private business (ie Mortlake) can be applied to Aquazone gym, aged care home help, catering at Lighthouse,
<b>Resident of Warrnambool</b>	I believe it would have a huge impact on many businesses in and around Warrnambool, with some risking closure, so it would impact a vast majority of residents.	Just don't close it!	Once a facility or asset is gone, the cost and time involved in replacing it is immense. This possible closure will affect many generations to come.
<b>Resident of Warrnambool</b>	I perceived a negative impact on our town through loss of people visiting and spending at other businesses.	Don't close it. This question sounds like it's a forgone conclusion.	It makes money unlike many other council activities. It looks strongly like the move against the sale yards is driven by the desire to push personal projects of individual councillors.
<b>Agribusiness operator Ellerslie</b>	We can't sell our cattle where we would want to sell our cattle	There's no such things as mitigate you city slickers got no Fucken idea	Wake up and realise how much the country brings into the city if you don't then a lot country people will shop Mortlake and north off
<b>Resident of Warrnambool</b>	It would means the council could use its resources more effectively to provide services that support the majority of the community	I see no need for mitigation strategies	
<b>General retailer</b>	It would benefit.	Notice of closure, so staff can get jobs.	The cost to continue would be too much. Sell the land, put houses on it and collect rates from that.
<b>Livestock producer</b>	Cost more and be inconvenient to use another saleyards	Don't close them. Put more money into upgrading them.	Other Warrnambool retailers will lose the income they get from customers who spend money there when they attend livestock sales.
<b>Livestock producer</b>	Inconvenient and more costly to send livestock for sale elsewhere	Council need to find money to improve them and make them safe	Warrnambool businesses will suffer without the customers sale days bring to lots of businesses
<b>Resident in close proximity to the saleyards (within 1km)</b>	We believe we have an increase in customers on sale days.	Not sure they could	I live within 1 k of the sale yards. It was there before I purchased my house and I believe having it in town increases my sales on a wednsday. Please leave it where it is.
<b>Livestock producer Moyne shire</b>	Have to transport livestock much further	Keep them going or construct new yards further out	
<b>Livestock producer Moyne</b>	It would increase our transport costs greatly. And increase our environmental footprint	You can't as you can't bring other sale yards closer	Warrnambool council made a promise of the long-term survival of the sale yards

<p><b>Stock agent Livestock producer Agribusiness operator Moynes</b></p>	<p>As a livestock producer &amp; stock agent the more options we have to market our/and clients livestock the better. In a world, where major players and corporations have created a monopoly situation, the same will happen will sale yards. I use both Warrnambool and Mortlake sale yards, but if you remove one, you will create a monopoly, and giving 'one' the power to raise fees and rates. In short, Warrnambool provides another option, and keeps the 'system' honest.</p>	<p>You can't mitigate, the sale yards are either open or they are not. Business' either loose or they don't.</p>	<p>As mentioned above, we need the saleyards, and all the associated benefits, I don't need to run through everything so many have already mentioned. But, I have a business perspective, I can understand from the councils perspective why they need the figures to stack up. So, I believe the agents/yards need to find middle ground with the council and work together, rather than just the debate about open or not. Why not; - Keep yards open - 'Trim' down the area the yards use. All the paddocks up the back are not needed, sell them, or a portion of them, the proceeds from this would nearly solve all your problems... - With the sheep yards gone, move the yard canteen, offices and carpark for yards, over to where the sheep yards are. Which would free up space for other council or other use, and separate yard traffic from stadium traffic etc. - 'Trim' down old yards near current canteen, creating more space as per above point. - Make the Wbool yards, a really good small/neat of niche yards, you would still generate the same amount of revenue from less. I do believe also, when your crunching the numbers, number of cattle sold in wbool could lift once producers know what the future is for the yards and that upgrades will take place. Don't let the Wbool v Mortlake sale yards debate determine this outcome.</p>
<p><b>Resident of Warrnambool</b></p>	<p>This affect me because I don't see the council doing the right thing by the community.</p>	<p>It's not time yet to close the sale yards. Spend the money and refurbish the sale yards. The council needs to make a plan in the distant future to ensure that the people affected by the closure are consulted and supported.</p>	<p>Warrnambool profits from a large farming area which surrounds it. Farmers bring money and business into Warrnambool. The council supports many business that are not profitable or barely breaking even. Eg childcare: There are multiple independent childcare centres in Warrnambool. Aquazone: multiple independent gyms.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>This would mean I would need to transport my stock 50 kms further to Mortlake or sell direct to midfields. I also have 15 acres of land in the wbool city council. I buy and sell my few stock through the sale yards. Now I will travel to Mortlake. It will be a pain in the butt for all the small land holders in and around the wbool city. The wbool sale yards gives us farmers competition for selling our cattle. Closing it will reduce competition..</p>	<p>They can not. Either they keep them going or close them. Agriculture is a major employer in the wbool city, so why wouldn't you spend money to keep the profitable sales yards operating? No brainer to me.</p>	<p>I wonder how much the surrounding agricultural business are appreciated by the wbool city council? Take the farming community business away and see what happens to the Warrnambool economy! You are happy to spend 40 m on an unprofitable Art Gallery and 20m on a library but cannot find 5m for a meaningful profitable sale yards. Can not believe the short sightedness of what keeps this town going.</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would lessen the agricultural economic contribution to Warrnambool, and it would lessen the sense of community felt by farmers!</p>	<p>Not close the sale yards wasting money and not following the wishes of those directly impacted! You may say the minority are those in the agricultural community however they are an important minority and more importantly residential areas have been built up around this pre existing establishment!</p>	<p>Monthly sales and weekly stock exchanges of why h take place at Warrnambool sale yards bring farmers from far and wide consequently bringing business to cafes, grocers and fuel stations etc I'm extremely ashamed of the local councils standpoint on this matter not just for their neglect of community values but also for panning to waste money rather than investing the money into important and relevant issues!</p>
<p><b>Resident of Warrnambool</b></p>	<p>Less people supporting many businesses within the city. These businesses pay rates and deserve to have the council's support.</p>	<p>This option should not even be a consideration.</p>	<p>Council finds itself in this position because it failed to manage its budget by allocating funds for maintenance in previous years</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would ensure my rates aren't being used to prop up an outdated facility for the use of a few people who don't want to travel to a state of the art sale centre 40kms away.</p>	<p>It's not required.</p>	<p>Please do not spend millions of dollars on an outdated facility when there are more important areas this money could be spent</p>
<p><b>Resident of Warrnambool</b></p>	<p>Rate increases to cover income lost.</p>	<p>Leave them alone and maintain them accordingly. It's about time you councillor listened to us date payers.</p>	<p>You people listen to us or get the he'll out. Your there to represent us , now damn well start doing you jobs!</p>

<b>Resident of Warrnambool</b>	Decrease business in Warrnambool always affects the community	The usual short sightedness of WCC astounds us all. Fix it and keep it running	
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Less customers. We have a lot of farmers that come to us after they have been to the sale yards	Don't close them	All the farming businesses in the sale yard area will feel the pinch if the sale yards close. Warrnambool benefits hugely from farmers. If they go to Mortlake we lose our customers and Warrnambool economy suffers
<b>Livestock producer</b>	We have Mortlake Saleyards close by	Those funds can be used for other projects as there's alternative close by	Health Safety of people and Animals Welfare must be taken seriously and Warrnambool saleyards has reached its use by date
<b>Livestock producer Minhamite</b>	We buy and sell all our cattle through the Warrnambool Sale Yards. We go to the sales and then afterwards go shopping, it's our day out. Warrnambool have a better range of shops so if you closed the yards then our day out would be in Hamilton on a Friday instead. We buy machinery and our other farm needs from Warrnambool but this will change if we can't sell our cattle there.	Keep the yards open By regularly funding the Warrnambool yards since they make a profit for you and that money over the years should have gone back into upgrading the yards.	Why are the four Councilors so hell bent on closing the yards? Why are the Councilors backing the Mortlake yards? Why has this not been properly advertised in the local paper?
<b>Livestock producer</b>	closure would have no affect on my business	Give 6 months notice for the saleyards to close	Why prop the saleyards up for 1 or 2 agents
<b>Livestock producer moyne</b>	IT would not affect my business at all	I doubt they have to do anything . The impact has been grossly overstated .S/yards are no longer the central hub they used to be .WVLX brings little to Mortlake financially	There has been very little said about the most important role of any livestock exchange .The welfare of the animals. Warrnambool even with money spent does not offer an acceptable level of comfort for the livestock
<b>Resident of Warrnambool Business operator in Warrnambool NO</b>	We are a local family run business that relies on trade directly from the Warrnambool Saleyards	Need to put resources in to keep up the maintenance of the Sale yards, no different then owning your own house. If you do not maintain your house it starts falling down around you.	Why spend money on a Brierly hub when it will not generate any income. Would be best to finish the Reid Oval project first.
<b>Port Fairy</b>	It will Increase the costs of my business - I am already on the edge - closing the sale yards puts small and medium farmers further towards the edge	Don't close them - not viable to go to Mortlake - the Blyth works for the big businesses	Saleyards are more than a place to sell cattle - there are where we meet and talk and learn. Closing them down is a money grabbing decision by council not based on needs of farmers
<b>Livestock producer 3277</b>	Decreased opportunity to buy/ sell cattle. Increased business costs associated with having to use a saleyard that is further away. Less opportunity to meet with other farmers	They couldn't. It would devastate the Ag sector and the flow in effects of money spent by farmers when they come to town. Don't close it. Put a maintenance program in place.	The Agriculture Industry supports Warrnambool's economy. It would be extremely short sighted to shut it down. Far more important to support this sector than spending money in places like Flagstaff Hill and the Art Gallery.
<b>Livestock producer moyne shire</b>	lose my job selling cattle	don't close the yards	yard should be up graded
<b>Resident of Warrnambool</b>	A diminishment of the broader vibrancy within our overall community by the removal of a meeting place for people involved in agricultural businesses. I could also see the sale yard removal as being detrimental to the mental and emotional health of those who normally meet within its fences and also those involved in agricultural commercial businesses.	Charge more for its use.	No

<b>Resident in close proximity to the saleyards (within 1km) Livestock producer WCC</b>	Having extra costs in freight charges stress on live stock	Spend the money on the sale yards and not cash grab on the land as it's in the best interest for the whole of Warrnambool for business and employment on a larger scale than the WCC is making it out to be	Warrnambool will lose out in the long run if the sale yards are closed down and it won't be realised how much until it's all gone as the kick on affect will be Irreversible to the community
<b>Resident of Warrnambool</b>	The sale yards should stay otherwise will impact on my income.	Sounds like council has already decided to close the yards. If Yards were to close would need another sale yards close to Warrnambool.	
<b>Resident in close proximity to the saleyards (within 1km)</b>	Losing a great peaceful location to more overcrowded housing the green space is on of the reasons I moved to the location		I have seen so much change in the surroundings farm land with subdivision upon subdivision I feel the farmers need more support for the local council making them pay more for transporting their livestock further will only want to sell their land even more SUPPORT OUR FARMERS!!!
<b>Moyne</b>	Increased travel for livestock reducing welfare and value.	Localised butchering	
<b>Livestock producer Business operator in Warrnambool Ross McLeod</b>	I sell stock the yards to support local businesses	Not at all the sale yards are one of the only business that the council own that makes money if you sell the land once it is gone we what or how are you going to get money in then.I am a shire rate payer and a bigger rate payer in Warrnambool so we're are my dollars going not to a make believe art gallery that cost us money	I just made them above
<b>Resident in close proximity to the saleyards (within 1km)</b>	i would be disappointed	not close the sale yards	why ask you will do what you want anyway. council does not listen.
<b>Resident of Warrnambool</b>	I Would not be affected	Council should not close the saleyards, it brings many people to our city, employs many people through its operations, and money required for upgrades is minor in the scale of the City's budget. Council could consider the real money pit Flagstaff Hill for closure, or scale back grand projects like the proposed Art Gallery etc.and as councillors should be aware, stuff ups like much of the Reid Oval design oversights, and costings	
			These surveys are pointless. Warrnambool City Council never listen anyway
<b>Resident in close proximity to the saleyards (within 1km)</b>	It wouldn't. But I do not think they should be closed!!	Open another.	I laugh at the city council, asking us to fill in the survey. When I fully believe WCC is not interested in what the community wants anyway!
<b>Resident of Warrnambool Woodford</b>	Not at all	Sale of land and rates rev . I don't believe the yards make money as no updated maintenance our safety measures have been upgraded	Yes The biggest issue hear is animal husbandry. Animals because of the outdated design are pushed into confined areas under stress and moved by humans in a unsafe manner. Wbool cattle sales have animals that are knocked/bruised and stressed,mortlake cattle yards have happy and safely processed cattle,not stressed not confined,
<b>Livestock producer</b>	Putting up freight cost and would most likely use other services else where	upgrade the facility remember its not all about making money its a service for farmers and businesses of warrnambool	leave it alone

<p><b>Livestock producer</b></p>	<p>It would increase the cost of transport to market ( Mortlake is significantly further for me). The value of cattle production in this region is significant and it supports a wide range of other services - the saleyards centre Warrnambool at the heart of the industry. The impacts more broadly for me would be a reduction in social contact with other farmers and stock agents ( I would not be able to travel to Mortlake so easily). The isolation of farming is offset by having access to one large town with all required stores and facilities. I go to the saleyards to find out about the markets, stock quality and quantity, as well as to meet people. The value of stock passing through that yard is considerable. Mortlake is too far away from me, more difficult to access (and completely inaccessible by public transport). The sale yards are about much more than money - and shutting them will isolate people.</p>	<p>Please don't shut them. There is no way to fix the impact - they are either there or not. Your decision making is o it about money and this is not a good decision</p>	<p>Look around the city - we are a regional city built on livestock but you don't want to support this business any more. That's losing sight of a major part of our community, and our region</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would effect me as a rate payer,from closing an important profitable business which not only brings revenue into the city but supports retail businesses as well.Warrnambool needs to realise it exists not only on tourism and the arts..there is another side that should be recognised...keep it and close the Maritime Museum.</p>		
<p><b>Moyn - Panmure</b></p>	<p>Doesnt directly affect me, but I am thinking of everyone else that would be affected if it closed.</p>	<p>I dont think they can. The saleyards bring a lot of families into town, they use other businesses when they are here. How would the council make up for the lost income to all these businesses.</p>	
<p><b>Resident of Warrnambool</b></p>	<p>No affect on me personally but I believe it would have an affect on a range of business in Warrnambool, it not just cattle that come to Warrnambool on sale days, families come to do shopping.</p>	<p>They couldn't, the council cannot replace the income the sale yards generate for the businesses of Warrnambool. It would be just another example of council doing something for a small few and not considering the greater impact to the majority.</p>	<p>Why sell the sale yards, is it because housing development's are now in the area and people don't like it. Too bad they bought in that area with full knowledge that the sales yards were there and now the council wants to remove the sale yards cause a few whingy residents. Tell them to just suck it up they knew what they buying into when they bought the land in that area.</p>
<p><b>Resident of Warrnambool</b></p>	<p>A disaster for the town on so many levels the fact that it is even being contemplated is proof of the council's incompetence</p>	<p>Don't close them</p>	<p>Warrnambool is a rural town in a farming district . Many people come too town for the sale yards only . Closing them is an insane move . If you are a councillor and you intend to vote to close them you should resign, and move to Melbourne . Today !!</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would affect family and friends whom are still in the need of using the current yards</p>	<p>Don't close the sale yards the town will lose out</p>	<p>If the warrnambool saleyards close then there would be a domino affect on businesses in the town. Most farmers come to town on market day and conduct their business, shopping, etc and so forth. We are not melbourne but it seems we are heading to becoming a little melbourne with the way council has our town heading.</p>
<p><b>Livestock producer Moyn</b></p>	<p>Too far to take stock to sale yards,extra cost in transport</p>	<p>Keep business local</p>	<p>Closing the sale yards would be taking business away from the area,which has a lot to do with the local economy.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Ratepayer relief from sale yard expenses.</p>	<p>I do not believe the impact will be felt as championed by its supporters.</p>	<p>The liability of stockyard improvements could no expect to be recovered for many years which will turn a net gain for Council to a net loss for many years whilst Mortlake will continue to eat into the venture s profitability. Sale of the asset would be a much better outcome for ratepayers. I do not believe that agricultural businesses in town will face any huge downturn as Warrnambool will remain an agricultural hub and this is a blindside by vested interests.</p>

<b>Livestock producer Woodford</b>	Increase my cost for travel/cartage. Decrease the welfare of my stock. Significantly decrease my mental health welfare. The saleyards mean so much to farmers, and all those that frequent/work there. It like a church/footy ground/cafe all rolled into one	By not closing them. Agriculture is the regions largest sector, embrace that and nurture it. Be a leading example on urban/rural business integration	I urge council to consider the importance of the voice of the farmers. The men and women and their livestock that use this great facility want to see it grow and prosper. Return some faith to the sector that has for decade after decade contributed so richly to the heritage and prosperity of our great region .
<b>Resident of Warrnambool</b>	Nil effect.	Discuss the benefits of moving, after 50 years it's again time to upgrade and move away from residential urban development. Include sheep to the live stock exchange to diversify and increase income. Improved Trucks and transport access.	It has outgrown the area in which it's located, Warrnambool predicted growth indicates the need for it to be moved to a new sight.
<b>Resident of Warrnambool</b>	It would stop bringing business into my town & take that AG banking, shopping, medical, personal business to another town. Why?!	Not close the sale yards! Repair the sale yards Call in a favour to Colin McKenna. Pretty sure he owes you a few	The sale yards might sell animals. That's the small picture. The big picture is it brings a myriad of business to Warrnambool, mainly small business, that will leave Warrnambool along with the sale yards. Is that the legacy you want?
<b>Resident of Warrnambool</b>	It wouldn't effect me but it would have a dramatic effect on the many many farmers and business owners.	Don't close them!	Commit to what the council promised. Forget about wasting money on relocating a perfectly good art gallery. Leave that where it is.
<b>Resident of Warrnambool</b>			I don't want the saleyards to stay and I would rather our ratepayers money go elsewhere
<b>Resident of Warrnambool</b>	NOT AFFECTED PERSONALLY	MAKE SURE AREA IS USED FOR THE BENEFIT OF WARRNAMBOOL AS A WHOLE EG USE IT AS A MONEY MAKING VENTURE	WOULD LIKE TO KNOW MORE INFO ON THE BUFFER AROUND THAT AREA AND WHAT IMPACTS THAT HAS ON THE AREA
<b>Resident of Warrnambool Business operator in Warrnambool</b>	It wouldn't. I believe that the money saved from not updating it could be better spent on other, more important projects that would benefit more of the Warrnambool community rather than a select few.	Move the sale of cattle to Mortlake where it is safer for everyone. There would be no impact because there is a better alternative that has been purpose built and state of the art less than 30mins away.	Absolutely no reason from a business and council point of view to keep them. Warrnambool has completely outgrown them and the residents would benefit much greater from having that area developed into housing that the town desperately needs.
<b>Livestock producer Anglesea but we have a beef property at Woolsthorpe</b>	Closure would not affect our livestock production as we now plan to send all cattle to Mortlake where prices are generally higher than Warrnambool saleyard prices.	Through development of the site for light industrial, commercial or residential along with neighbouring farm land.	See no reason why council should be involved in a saleyard when private operators can take on all the risk. In addition direct sale to meat producer risks undermining the entire saleyard process. Too big a risk for council to invest any further ratepayer funds when better low risk uses of the land are available.
<b>Resident of Warrnambool</b>	The diversity of business within Warrnambool will be diminished.	Blessed if I know.	Vendors, agents and buyers view Warrnambool City Council as a trusted third party.
<b>Livestock producer Moyne</b>	No selling center	A professional selling product for all to get a profit from including city council	A profitable job is made in this center so many things are unprofitable in city council
<b>Resident in close proximity to the saleyards (within 1km)</b>	It would not affect me or my business	Personally donating their hard earned councillors wages towards the upgrades needed at the site.	Yes, but I won't.
<b>Resident of Warrnambool Livestock producer</b>	Not much really.	Give a lead time.	No

<b>Resident in close proximity to the saleyards (within 1km)</b>	I would feel safer as I have come what would have been cms from being hit by a turning truck while I was stationary and waiting to turn onto caramut road. An accident waiting to happen as traffic gets busier and busier with our ever growing community.	I have driven passed the Mortlake saleyards and it seems silly to spend more money in fixing the saleyards in Warrnambool when there's a great facility not much further away. Consultation with the farmers on how the council can help them to adjust to the change would show that council is not just closing a facility and saying we don't care.	As long as the best interest of the cattle is not being effected by the closure then public safety must be the number one reason as to why it's important to close the facility in Warrnambool.
<b>Resident of Warrnambool</b>	I sell some livestock at warrnambool sale yards	You can't lessen the the pain & loss to business's around town by closing the yards	Farmers from all surrounding areas come into the sales. Bring their partners go up to street & into the shops & cafe thus generating money into the town. Take it away all businesses lose
<b>Livestock producer Moyne Shire</b>	It would cost us more to transport stock for sale plus more time off the farm to travel	Stop it	It would be good if this council would listen to people and also to stop having all these surveys and to then ignore what is said
<b>Resident of Warrnambool</b>	Would positively impact Warrnambool if it closed.	Great financial benefot for council and the ratepayers. Would become a great revenue raiser and also lower the cost of housing through more supply.	Remove the saleyards. Progress always wins, always.
<b>Livestock producer Moyne</b>	Make it difficult to sell stock and increase expenses for transporting stock to market. Also increase lenght of time that the stock is in transit causing more stress to the animals.	Keep them open. I dont understand why the walkway which colapsed wasn't covered under your insurance.	Its very disappointing that once again the lively hoods of farmers has to suffer. The sale yards provide an income for many people, not just farmers but stock agents, and the stock handlers. It will also affect the surrounding businesses who sales/foot traffic increases on sale day.
<b>Livestock producer moyne</b>	It would stop us trading in small lots of dairy cattle. It would stop us doing business in Warrnambool (koroit is closer and has all we need)	impossible	council has no mandate sell the yards as it promised not to. the rural economy is what warrnambool thrives on - please dont bite it and sell a profitable useful service. council fund and support loss makers -so applying business logic to the saleyards is illogical. farmers spend in warrnambool - they can easily go elsewhere.
<b>Livestock producer Winslow</b>	The saleyards are a convenient location to our business. I spend over 100k in farm inputs (equip/supplies) and we shop for personal items there also. We will make every attempt to shop elsewhere if the yards go.	Impossible - irreplaceable location and convenient shopping in sale days etc	The saleyards make a profit. Most things council do a losses. Support the rural industries that create wealth for warrnambool. Farmers give warrnambool more than tourists - dont treat them as replacable/disposable. We will spend online to avoid warrnambool - if saleyards go.
<b>Resident of Warrnambool</b>	Would bring more money to town through rates. Also allow for lower cost of living. More homes, more supply, lowering the cost of real estate.	The financial gain of closing the saleyards far outweighs keeping them.	It is nonsensical to keep the saleyards. They inhibit further progressing this great town for so many reasons. Imagine what the rate yield could do for the city. We haven't even considered the housing buffer zone or increased population yet.
	Minimal effect on my business	Sell of the land	The SaleYards have been there for 50 years Time for a new plan.New change We need progress in this town It is no longer viable in that location The days of farmers coming to town to spend money on a Wednesday are over It was shifted from town because the town was expanding as it is now Why wasn't it kept up to scratch with all the supposed money it brings to the town. Thank the previous CEO Sell off the land Dont need Sale yards in town Look what other towns have done There is a state of the art Yards @ Mortlake ! It is a bad business decision We will be paying off the debt for 20years Stop hanging to the past & move on. Warrnambool hates progress for some reason



<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>Our agent currently use the saleyards. We would receive better sale prices if our agent used Mortlake Saleyards. Further as a relative of landowners close to the yards, the removal of the yards would allow residential development/subdivision to proceed; and no longer have to deal with escaped stock.</p>	<p>There is no need to. If council accounted for all indirect administrative costs associated with the saleyards, it is likely running at a loss. Therefore council would be financially better off with no yards, nor would it need to enter a loan to meet cap ex costs. Ultimately council will benefit with residential development completing the West Warrnambool - Dennington region.</p>	<p>1. Consideration needs to be given to the animal cruelty at Warrnambool. 2. Further council's own "Forecast of time to recoup capital expenditure" is of interest. That is calculated on the basis of the minimum spend. It would blow out with higher expenditure (which is always the case) and most likely producers will go to the better bigger facility in Mortlake. 3. Please let the ratepayers know the total of administrative costs which are allocated to the saleyards. 4. Please advise what dollar value council places on liability of escaped animals. The wild steer shot at the rear of my house took 10 bullets in a built up region. It could have killed people. (do we want bullets flying in a residential zone). The possibility of damage, injury and death is no longer theoretical. It is very foreseeable. Should there be a terrible incident in the future, council officers and councillors know this is a possibility with the continuation of the saleyards in a residential area. 5. the buffer zone reduces land supply. Reduced land supply increases the market value of residential land. Higher residential land prices reduces the attractiveness of Warrnambool, reduces population growth (rate revenue &amp; economic activity) and takes money from the active economy as disposable income goes to higher land prices.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>Further to send my stock to sell have to pay more to sell them further away</p>	<p>Why shut down a business that is doing a fantastic job because the council representatives want to spend the money somewhere else that makes them look good then they could eventually sell of sale yards and make money but farmers will go else where to shop so other business will suffer I know I will buy my merchandise else where</p>	<p>I think it's just stupid that Warrnambool would not have a sale yard as we have a big meat works factory in the middle of town and it just makes sense to have one</p>
<p><b>Resident of Warrnambool</b></p>	<p>Reduce the agricultural visitors to Warrnambool &amp; negatively impact on local farmers.</p>	<p>Invest in them for the future</p>	<p>Start listening to the rate payers</p>
<p><b>Livestock producer Moyne</b></p>	<p>Increased transportation costs to send cattle to alternative markets. Increased costs in making specific trips to Warrnambool (or Koroit) to purchase farming related items rather than combining such trips with market days currently. No dedicated calf market exists at the alternative markets. This will impact animal welfare with increased transportation times and decreased value when sold directly to the limited number of veal buyers that buy directly from producers. This makes the calf product less financial for farmers some of who will put less effort into rearing and looking after an unwanted and limited value commodity. I attend the calf market most weeks and source the majority of my stock from this dedicated calf market- no alternative exists. Attending the market personally means a more hands on, socialised and informed experience which increases my intimate knowledge of the industry and an earlier awareness of market trends and ability to network. Given the distance to Mortlake or elsewhere and lack of calf markets I would not regularly attend and lose these benefits. The social benefit to what is largely an isolated lifestyle can't be understated.</p>	<p>It can't. The only alternative is to build a new facility which would create further cost. What about a private - public enterprise examine the feasibility of transitioning the market into a joint venture?</p>	<p>Closure of the market will have numerous unintended consequences and once the council decide to do so there's no going back. The south west has been built on the back of the cows back and udder. To take away the singularly most important piece of public infrastructure associated with the industry that drives the region is short sighted - look at the success of Mortlake market following on from the investment in that facility. I hope it isn't just bureaucrats with no industry knowledge and experience taking these issues on board. Closure of the market will see more direct business and market advantage for midfield meats - given the history and impetus provided to midfield by council closure of the market raises more questions than answers. Perhaps had council provided greater engagement and maintenance with the facility in previous years rather than just adding profit to be wasted we would not be where we are now.</p>

<b>Livestock producer Moyne Shire</b>	Would need to send cattle to Mortlake		Hold sales of other animals there. Eg. Horse sales, alpaca sales. Look at running education days or weekends
<b>Resident of Warrnambool</b>	It will effect all businesses in Wbool because if it closes ppl won't shop in town that normally come to the saleyards	Leave it as it is and roof the whole site	Make sense council stop pushing your own agenda
<b>Livestock producer</b>	It would affect our companionship with other buyers and sellers(we buy there as well as sell) and overall the saleyards closing would be bad for Warrnambool Business as it is an icon that Warrnambool cannot afford to loose		
<b>Toolong</b>	don't use it	it's a good idea to close it	No
<b>Resident of Warrnambool N/A</b>	Closure would have a financial impact to many businesses	Talk to all those who use it for input - not just a selected few	Invest in the future of farmers bringing it up to date
<b>Livestock producer</b>	With the next closet sale yards being in Mortlake and Hamilton, this completely robs local farmers including myself of a strong independent sales network, if Warrnambool was to close myself and other farmers would have to pay the higher transport costs to send our livestock further away for sale not to mention leaves us short of a buying opportunity	By remembering who the industry that built Warrnambool, I understand tourism is a major industry In our current world but what we have experienced in the last 3 years it goes to show that tourism can stop as quickly as it began with farmers still powering on	It would be and honest disgrace if the Warrnambool council were to let the Warrnambool sale yards close
<b>Agribusiness operator Moyne</b>		Sack narrow minded councilors	The yards should not be closed
<b>Resident of Warrnambool</b>	It's not about me. It's about benefits to Warrnambool.	I am wondering because of the other benefits,around the saleyards, eg. shopping, going to dentist or dr, buying items associated with farming, stock food, machinery etc, is it worthwhile thinking about relocating the yards. Maybe near the airport. Put in a reticulated system to capture the waste and resell to residents for gardens or as fertiliser or paddocks. This is somewhat out of the box thinking. But the yards were moved before. The existing land would bring revenue to the council. Both Koroit and Warrnambool would benefit from farmers shopping. Thinking on a larger scale maybe buyers could fly in. Just a thought.	Consider other ideas to benefit all.
<b>Business operator in Warrnambool</b>	It wouldnt personally but brings money into town through other avenues	Just spend money that is needed to keep upto work standards	This is the only thing the council owns that makes any money ( not much ) but you wont to waste shit loads on a new Art Gallery when its already in a prime spot and dump Flagstaff hill its a waste as well thank Christ you got rid of Fun for Kids if your got 40 Million spend on a Marina at Breakwater that will bring shit loads into town and the list goes on. Dont contact me as your already made your mind up and this is a waste of time been through this before so no point putting to public comment

<b>Resident of Warrnambool</b>	In no way that I can think of	By giving notice and time for employees and associated businesses and stakeholders to prepare for imminent closure seems ethical and respectful. I can't think of any other necessary action.	Investing almost 6 million into the sale yards that has a payback of 17 years seems too risky. Warrnambool is a fast expanding city and it's inevitable the sale yards will go sooner or later.
<b>Resident of Warrnambool</b>	Closure would not affect me personally but it would certainly have a negative financial impact on local businesses. Yet another closure to Warrnambool industry cannot possibly be in the best interest of the community.	They wouldn't be able to.	The saleyards should not be closing.
<b>Koroit</b>	It will affect all of the farmers who live around me, and take business away from warrnambool. My daughter is a business owner in warrnambool, she will be negatively impacted.	You can't . Just spend the money and keep it going.	rhe Questions in this survey are skewed. Are they designed to seek certain answers? It appears that way. Why can't you just as if warrnambool should have a saleyards and WHY! The farmers are the backbone to our community. Support them!
<b>Livestock transport operator</b>			
<b>Livestock producer</b>	My family relies heavily on the sale of cattle to survive financially. I am a casual staff member and with the uncertainty of Covid over the last couple of years, the great prices of our cattle has allowed us to continue to spend in our community.	The council can help us to feed our family if the saleyards were to close.	It would be an absolute disgrace if the council allowed a profitable business to many in the area to be sold when other non profitable businesses continue to be supported by council. I hope council take these comments seriously and the Warrnambool saleyards remain open. We would continue to support the saleyards, our stick agent and many local businesses in the future if we have the funds to do so.
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b>	N/A	Not needed. Farmers have business plans about buying goods etc - they don't buy a tractor across the road on a whim. The city must move on and the cattle move out of the town where new, sophisticated sales yards operate. Warrnambool's are anachronistic.	See 3. We must move on. There are private, technologically sophisticated yards throughout VIC so framers must move on, accept change and the City of Warrnambool can utilize the money saved and/gained in a manner appropriate to 2022 .
<b>Livestock producer</b>	It would increase the cost of transport when selling cattle	Leave it the way it is	Just make minor adjustments to keep the yards a viable concern
<b>Livestock producer</b>	It would increase the cost of transport when selling cattle	Leave it the way it is	Just make minor adjustments to keep the yards a viable concern
<b>Resident of Warrnambool 71 dobson way</b>	loss of funds for the city its self because building a new art gallery seems to be more important spending \$40 million on that than investing \$6 into already built yards that actually make you money	loss of buisness to the town apart from the holiday parks which are seasonal the saleyards run year round which makes more revenaue for the council	stupid to put \$40mil into a new art gallery instead of \$6mil into the yards that will payback an make you money in the long run
<b>Resident of Warrnambool Bushfield</b>	It's not for me it's for the people	Don't close one of the only things council have and makes a profit	Do what you promised leave well alone
<b>Resident of Warrnambool</b>	It would disconnect Warrnambool's from our Rural communities.	It can't, put in the money and build the best yards in Victoria.	We are rural community it is essential we support our farmers and keep Warrnambool central to the local agriculture industry.

<b>Resident of Warrnambool</b>	No effect to a business of mine, but the dollars not spent on the sale yards would go into other infrastructure in the town in which I would no doubt use. The saleyards are not used by me, only by a few	Transition to closure over a few years if the site is safe enough to do so.	50yrs ago I'm sure the site was perfect, unfortunately it is in an area that is no doubt zoned residential or if it isn't zoned as Residential it most likely will be soon. Mortlake isn't that far away, sorry to say but I think the tough decision needs to be made to close it down.
<b>Resident of Warrnambool</b>	Not at all	Ensure Mortlake saleyards are well publicised and appropriate roads are maintained. The money saved, and the money from selling the land for suitable development would help the council's finances	The town is now surrounding the existing saleyards and they are not in a suitable spot.
<b>Agribusiness operator</b>	Existing Business partnership be null and void	Sell the saleyards to private investor	
<b>Resident of Warrnambool</b>	I believe it would take a lot of money away from the town as our rural trade is one of our largest financial points.	By not closing them.	Keep the saleyards.
<b>Resident of Warrnambool</b>	Foot and Mouth when it arrives will require reduced stock movements isolation. We will need more options of stock yards not less. The stockyards bring people to town who spend money keep shops open to make Warrnambool more interesting.	Unknown	I like to see councils supporting various businesses. Stockyards are such, unique and conveniently close to slaughter yards. This reduces travel miles, if required, which is good for the environment, which councils policies support.
<b>Resident of Warrnambool</b>	No impact.	No need to mitigate the impact. Stock would be sold at Mortlake sale yards or directly to Midfield Meats.	Money would be better spent on the renewal of other existing Council assets. Why should WCC ratepayers pay to upgrade the sale yards when when the majority of WCC ratepayers don't use this facility. Money could be better spent on other WCC facilities/assets which are heavily used by WCC ratepayers.
<b>Resident of Warrnambool</b>	Not at all	No need to	They had their chance 10 yrs ago
<b>Resident in close proximity to the saleyards (within 1km)</b>	Would be great to see it go		It should be out of town not in housing area
<b>Resident in close proximity to the saleyards (within 1km)</b>	Finally relief from the noise and smell and maybe some sleep		It's time to either close or move Warrnambool is now a city not cow yards
<b>Livestock producer Corangamite</b>	I sale all my cattle in warrnambool it is all so a men shed and mortlake do not have a calf sale and watt about the people that work at three	I think you should not shut some thing that,s makeing money	
<b>Resident of Warrnambool</b>	Not at all.	The main argument against closing is the loss of a social contact for farmers. While important, there are other ways for the WCC to support farmers' mental health, perhaps through an annual, significant donation from the community fund to relevant mental health groups that specifically support farmers.	The council was elected to make the tough decisions on issues that have been allowed to fester for too long and will end up costing the community millions - dare I say Flagstaff Hill is a prime example. The saleyards have had their day and nostalgia is not enough of a justification to pour millions of ratepayer dollars into a rundown facility when there is a new, privately owned yards within 50km of Warrnambool. I personally would rather see any spare ratepayer dollars going into services and facilities for our young people.

<p><b>Resident of Warrnambool</b></p>	<p>As along term resident of Warrnambool the capital improvements to the Saleyards is a considerable debt for the council to take on with very little return projected as a surplus per annum. These extra borrowing costs will no doubt be offset with a substantial increases in our rates to cover the increased debt. Most Farmers who use the current saleyards will live in the Moyne Shire, Corangamite Shire, Glenelg Shire and Southern Grampians and there rates will not be contributing to the ongoing costs and debt of the saleyards. The small amount of monies spent in Warrnambool from these people is negligible compared to the impost on the Warrnambool ratepayers for upgrading the saleyards. Monies would be better spent on infrastructure that benefits Warrnambool ratepayers not just a select few who live in the outreach areas.</p>	<p>Whatever council decides in regards the Saleyards not everyone is going to be happy with the result. If it remains open then council will have to increase the fees for selling to try and offset some of the debt and there will plenty of farmers and stock agents complaining about this. You cannot have your cake and eat it too. Perhaps council could give it a 12 month winding down process and also encourage farmers etc to start using the Mortlake yards on a trial basis. I am sure most Stock agents can drive to Mortlake to sell stock and I would seriously doubt that every farmer that sells stock at Warrnambool actually goes to the saleyards to see their stock sold in this day and age.</p>	<p>i think the most important thing is that Council listens to all positive and negative aspects in regards the saleyards. All monies spent now ( and it is a very substantial debt to take on) is going to be a lasting impost on the Warrnambool ratepayers for many years. Should we be spending this type money for a select few when there is a very substantial modern saleyards 50km away? It is time for the council to move away from the saleyards just like it did with the local abattoir some years ago and let private enterprise run it. The Mortlake facility is modern and is doing very well and the owners must have had substantial feedback from the community to spend so much money on building the facility. They knew that they could make a profit and no doubt a lot of that profit has come from the Warrnambool area at the expense of less through put at Warrnambool saleyards.</p>
<p><b>Resident of Warrnambool</b></p>	<p>I work in an industry that will be effected by closure of saleyards</p>	<p>Don't close them</p>	<p>Why would you consider closing a profitable business &amp; 1 that would also affect a lot of close by businesses &amp; bring people into the city that otherwise would not</p>
<p><b>Resident of Warrnambool</b></p>	<p>Not at all</p>	<p>Mortlake have modern sale yards Warrnambool yards are to close to town now</p>	<p>Clear sale yards for housing</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>NIL</p>	<p>As there is private enterprise nearby providing the same service, a transitional closing of the saleyards would be preferable, allowing for the land to be freed up for potential expansion of the secondary school campus or other new enterprise.</p>	<p>Ensure the staff of WVX have appropriate notice of the councils intention to close the exchange. Potentially rezone land to residential to allow for expansion of surrounding estates</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would not affect me directly but I am concerned that it would a) have a negative impact on Warrnambool's economy b) increase transport and other costs for local farmers c) reduce competition leading to lower prices paid for stock d) due to longer transportation distances, stock well being will be impacted resulting in a loss of condition and potentially lower sale prices</p>	<p>I don't believe it can.</p>	<p>A possible solution would be to purchase land elsewhere with long term viability and build a new facility financed using the proceeds from the sale of the existing site.</p>
<p><b>Resident of Warrnambool</b></p>	<p>As an retired Dairy Farmer and Public Servant, I've seen the benefits both to farming businesses and their families and also, to the businesses (also had Hairdressing Business) in Warrnambool. It's been reported that the Saleyards brings in 35 million dollars annually to Warrnambool. To have this within our community generating jobs for our younger generation, it's a no brainer for the maintaining of this community asset.</p>	<p>I don't think you can, with past experiences of local governments (councils, shires, State and Federal) off loading community viable businesses for their own political agendas, once they are their gone, they are gone for good. What's left is nothing for the local community and another income/employment asset taken away.</p>	<p>I'm a retiree and Warrnambool district resident for all my life. My wife and myself raised 4 children in this area which I consider we have been extremely fortunate to live in Warrnambool because of it's educational and business opportunities. Closing the Saleyards seems to me a negative impact on our community both now and for the future. Unfortunately, the Saleyards have been neglected by councils over the years which is a result of ever changing Councillors with lack of experience and knowledge in the farming/business areas. I know that by the Council turning the area into residential housing would be an easy fix for them, however, maintaining the yards will still retain the fabric of our wonderful city with the surrounding farming communities supporting our businesses.</p>
<p><b>Livestock producer Agribusiness operator Warrnambool</b></p>	<p>Would increase my freight cost to cart my stock out to Mortlake</p>	<p>They can't</p>	<p>All the money we have paid in levy's over the year should be used on the sale yards</p>

<b>Livestock producer Moyne</b>	No effect	Just make it happen	It is silly spending more money to patch up a facility that is not good for animal welfare and marketing. Mortlake is far superior for animal welfare.
<b>Livestock producer Moyne Shire</b>	Would supply elsewhere and take my business and shopping elsewhere.	We are a farming community. If you close saleyards a lot of businesses will close as they will not have the trade. Market days are busy for all traders, cafes, etc. It will kill the town even more.	The councillors do not seem to understand that we need our farmers and their families. It has a flow on effect for all businesses. Council are ruining Warrnambool investments and livelihoods.
<b>Resident of Warrnambool</b>	Businesses will close reducing the employment opportunities for my children.	Don't close the sale yards.	Please keep the sale yards open. It brings money into Warrnambool.
<b>Livestock producer Moyne</b>	It would mean travelling to Mortlake or Hamilton sale yards which we are not prepared to do. It's also a place to meet mates and catch up.	Do not close them.	You can buy chooks and ducks, spuds extra.
<b>Agribusiness operator Moyne Shire</b>	Won't be able to sell our livestock there. In turn, we would see a drop in prices for cattle.	Don't close them.	
<b>Livestock producer Laang</b>	We would have to transport our livestock a further distance to towns that we don't usually do any other business.	I don't believe you can mitigate the consequences of the impact closing the sale yards. That's exactly the point that the council seems to not understand.	I hope the council reinvests what is necessary to continue the sale yards as a profitable business for the community, rather than cash in on selling the land.
<b>Business operator in Warrnambool</b>	Loss of business & staff. Potential forced closure of my business caused by Councillors being out of touch & not knowing the importance of the sale yards to city businesses through bringing farmers to our city every day there is a cattle sale.	NOT closing the sale yards!!!!	The council is so out of touch with businesses they did not even put in a submission and lobby for events for the upcoming Commonwealth Games. This obviously would have had huge economic benefits for local businesses. If they were a business, Care Australia would be dropping them food parcels.
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Loss of income to the town, my business. Money will be spent out of town.	Forget about the art gallery spending and use that money for a facility that actually makes money.	What get rid of a money making asset to let someone else reap the benefit.
<b>Resident of Warrnambool</b>	Would affect my job that relying on traffic from the yards.	It couldn't, it would just be an economic loss.	Agriculture is one of the main pillars of Warrnambool's economy. Keeping the yards viable and growing ensures Warrnambool's role being the main business centre for the agricultural community of the surrounding 100 km. Without the yards Colac, Mortlake and Ballarat become the Ag centres.
<b>Resident of Warrnambool</b>	It doesn't.		Money would be better spent on upgrading other community services like kindergartens etc which service so many children, and the demand for these are continuing to grow.
<b>Livestock producer Glenelg Shire</b>	We would have to truck our stock to other saleyards incurring higher costs.	They couldn't mitigate the impact in any way.	The sale yards are an important asset to Warrnambool it is a social outing for farmers of the district as well as a very good selling venue.
<b>Resident of Warrnambool Livestock producer Agribusiness operator</b>	Increased cartage/fuel costs for selling livestock ... plus 90-100km on return trip....and.... there is nothing like competition between buyers to offer good prices....Monopoly is not good for any business.	By leaving them open and spending \$6m as required (an employment bonus) .....and the upgraded facilities would encourage more patronage.	At least the Saleyards make an annual profit, which is more beneficial than \$40m+ to be spent on the Art Gallery.

<b>Resident of Warrnambool</b>	Warrnambool is a regional area who's prosperity greatly relies on local primary industries. The Warrnambool sale yards surely pays it's way more so than other council investments such as the proposed art gallery. It also attracts allied service businesses to its vicinity because of the sale yard existence. I'm sure local businesses in town also do well by the influx of farmers and their families shopping in the town on sale days. I feel the proposal to close the Warrnambool sale yards would be detrimental to Warrnambool's future prosperity.	Partnership with private partner?	Animal welfare issues - less Transit distance at Warrnambool yards because of more central location and short distance to abattoir
<b>Livestock producer moyne</b>	It would have a huge negative impact on my business. Sale days also includes doing other business in Warrnambool. With this gone, Warrnambool businesses would loose out.	build another set of yards.	I'm very disappointed with councils back flip on commitment to do the roof. The state of disrepair of the yards is a disgrace. It is a council asset, and since the walkways collapsed, very little maintainance has been done.
<b>Resident in close proximity to the saleyards (within 1km)</b>	Have now retired but in previous farming/machinery sales I know the spinn off myself and the community have gained from the sale yards especially the location regarding the business neighbouring the existing center.	Council needed to have maintained the centre. Co	Council sells the yards grabs the cash props up the pool art gallery Flagstaff for another few years What will the flog of after this lot of cash runs out.
<b>Resident of Warrnambool</b>	the loss of social interaction with many farming friends. the loss of business to many Warrnambool businesses big and small	by not closing it how come Council is worried about 6 mill for sale yards and not 12 mill over budget Liebig st 4 mill on consultants on breakwater	fix breakwater fix mcgennes car park cut pertobe rd trees so tourist buses can go down it fix Liebig st before some dies leave cannon hill/sale yards ALONE
<b>Resident of Warrnambool Business operator in Warrnambool</b>	it would not make a difference to my business	by not closing them	The saleyards are a important part of farming around Warrnambool and is a profitable business. It deserves to have money invested in it to bring it up to standard, Unlike the Art Gallery and Flagstaff Hill which don't make money but do have a place and roll to fill in Warrnambool.
<b>Livestock producer 3612 - family farming enterprise</b>	There would be nowhere to sell cattle locally. And if it is moved, higher cartage costs.	DONT! There is no what the council could mitigate the financial impacts the closure of the saleyards would have on the south west. It brings so much money and business to the region. It is probably the only consistently profitable enterprise in the region.	Comments that the site is noisy or smelly should be disregarded. It has been this way for the past 50 years. If people have built houses in proximity to it, then that was their decision. Also, removing the saleyards would likely drive up property prices along side site. The council can't in good conscience get rid of the site based on complaints from nearby landholders who would stand to make gross financial gain from their removal. Council would be actively impacting land prices.
<b>Livestock producer</b>	Very inconvenient. Buy and sell through there. Have been trading through the sale yards for 50 years.	The closing of the saleyards would be devastating for the region as Warrnambool has lost a lot of its industrial / production properties. It would affect many peoples income / livelihoods and loss of work for staff etc.	The closing of the saleyards would be devastating for the livestock producers of the region.
<b>Livestock producer Moyne shire</b>	We have always sold through the Warrnambool yards. Closure would affect cartage fees and possibly the jobs of our stock agents	The sale yards has always been in this location- urban build up has occurred voluntarily around it. Keep the yards, upgrade and keep the businesses it supports	
<b>Resident of Warrnambool</b>	Get rid of them. The yards at Mortlake are more than adequate.	Stop using my rates on this. The yards should have been closed when Mortlake opened.	

<b>Livestock producer Business operator in Warrnambool</b>	as a local farmer the cost of carting cattle to another saleyards would be much higher and reduce competition so would also get lower price for cattle	dont close it and make sure adequate maintenance is done yearly on it to make sure it is kept up to standard	having been a user of the saleyards for over 50 years it would be a disgrace for them to be closed when most warrnambool's economy is based on local agriculture either directly or indirectly. the council needs to support local farmers else they will take more of their business outside of town and the whole town will suffer
<b>Business operator in Warrnambool</b>	We have farmers/agents who regularly use the sale yards and also purchase fuel and goods whilst in Warrnambool	Don't Close the Yards	Closing yards will create less competition which will impact all farmers and sellers.
<b>Livestock producer Corangamite</b>	We buy and sell a lot of calves & cattle through the sale yards in Warrnambool. We would NOT sell at Mortlake sale yards. We would sell all cattle at Colac yards	There are other options available for council . Eg. raising selling costs, partial upgrade over several years etc. the sale yards are one of only a couple of businesses in the city that make money for council. Many businesses will suffer if the closure goes ahead	We do all out shopping in Warrnambool on sale day. Food shopping for our large family and we buy all our farming needs (stock feeds, medications etc) from Warrnambool. Without the saleyards we will not have a need to go to Warrnambool so other businesses will suffer. I know of quite a few other families that will be in the same situation and will take their business to Colac.
<b>Stock agent Livestock producer Moynere Shire</b>	The closing of the livestock exchange in Warrnambool would not only add considerable cost to my business in cartage as I would be required to transport my live stock to Mortlake (where councilman Blain runs a rural business) to sell at the yards there. It would also impact on my livelihood as I have been a drover, auctioneer & rebate agent at Warrnambool for 52 yrs since the as I call them the new yards were established. This I feel could also have detrimental affects on not only mine but may of the casual works at the livestock exchange. Who would receive no support when loosing the casual jobs.	Spend the money need to upgrade the yards instead of building a new art gallery. Only a few weeks ago the old sheep yards where removed from the site. I am lend to believe the winning tender was in the veracity of \$13,000 They were later sold on Auctions Plus in excess of \$100,000 This needs to be addressed by council. As a farmer who has ran his own business for over 45 yrs I find this mismanagement untenable.	Please give thought to not only the sale yards but the business who have established themselves in close proximity to the livestock exchange.
<b>Resident of Warrnambool</b>	Associated with and friends with farmers, stock agents, transport operators etc. Past history of being part of providing services involving this business. Looking to future of Warrnambool and the younger generation.	They can not do so. A huge gap is left for enterprising others to fill. Once gone never to return.	Previous council decisions to approve resident permits to build close to sale yards was criminal and greedy. The yards were moved to an open well chosen area and out taxes used to achieve this decision. Home owners were ignorant and stupid to live here, no idea of what the site operations involved. Now they all protest against what was obvious. Farming is well established in Warrnambool and supports many other profitable diverse business here and near by. Get real and see what may quickly happen when it all goes. Art, tourists, theate, library, education will all decline. This council is paying for previous past mistakes made, they need to attempt to work with those involved in this trade and rectify and finance the project long term. Let's not look back in anger again.
<b>Livestock producer Surf Coast</b>	I believe the closure of the yards will facilitate better animal welfare outcomes with cattle sold directly to slaughter or through a facility with undercover yards and soft floor ie Mortlake and Ballarat. The level of investment required is extensive.	Offering freight subsidies to affected farmers to lessen the burden of selling stock at other centres.	Whilst I don't live in the area or pay rates, I have sold and purchased stock at the yards and agisted stock within the area so have the used the yards regularly. I think it's important to consider all voices.
<b>Business operator in Warrnambool</b>	I do not believe the majority of residents realise how much money comes into the city because of the saleyards. When people come to the city to sell or buy stock they always come to spend and they spend a lot. Unlike people living in the city that can shop everyday and probably spend little farmers only come in once a week or fortnightly and they spend!	They can not! As simple as that.	Listen to the people that use the saleyards, they know what is going on. To say it will bring a rate base income will take years before you could build on the site.
<b>Resident of Warrnambool Stock agent Warrnambool</b>	I would lose business, it would make it hard for my clients, my workplace is on the road of the sale yards that would be affected, convenience for myself and farmers	You simply couldn't mitigate the loss, it would be extremely damaging	The wwc have admitted to neglecting the yards but instead of rectifying the problem they are letting us suffer the consequences. The Saleyards make an income yet they don't put any of the money back it to the yards instead it goes towards non profitable businesses



<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>It wouldn't affect me personally, but it would affect the small businesses serving takeaway in the area.</p>	<p>Provide compensation in the form of rates concessions and business permits, etc.</p>	<p>the idea of closing the current saleyards without replacing it with a new facility is just plain madness. Saleyards contribute millions of dollars to our local economy in the form of other business activity. Instead of wasting money on a new art gallery that nobody wants or needs, spend the money on building a new saleyards and recoup that money from the sale of the old saleyards site. This would benefit the whole area economy both urban and rural in a much more substantial way than any art gallery will. When you have the money, then develop the existing site of the art gallery if an upgrade is needed. You are there to do what is best for the whole city, not just a few who want better premises. You need to be looking ahead and doing what needs to be done to secure our economy. I don't have exact numbers to support my theory, but I believe that the saleyards would contribute much more to the economy than any art gallery will. Please do NOT dismiss our rural employers and workers as being less worthy than those involved in the art gallery !! I also implore you to consider the impact it will have on so many local businesses if you do away with the saleyards because all that money will go elsewhere to wherever the saleyards are.</p>
<p><b>Resident of Warrnambool</b></p>	<p>It wont</p>	<p>Sell the land</p>	<p>Not a core council function, burden to ratepayers get rid of it.</p>
<p><b>Stock agent Livestock producer Moyn change my marketing plan and end my full time employment with a local business</b></p>	<p>Our livestock would have to be transported to SA for marketing as the local road infrastructure does not support them travelling to Mortlake. End my employment with local Warrnambool business</p>	<p>Keep it open, historically the swlx has been profitable for your council &amp; will continue to be the required funds to keep it open are only a reflection of the lack of periodic maintenance that has not been kept up over the past decade.</p>	<p>If you do not make decent investments in your working infrastructure then surely it becomes run down and less profitable! Invest in this community assets and allow it to fund future improvement in other council assets in years to come.</p>
<p><b>Livestock producer</b></p>	<p>none</p>	<p>sell the land income from rates</p>	
<p><b>Agribusiness operator Minhamite</b></p>	<p>It wouldn't we sell at WVLX Mortlake</p>	<p>Slowly transition into complete closure</p>	
<p><b>Resident of Warrnambool General retailer Business operator in Warrnambool</b></p>	<p>Reduced business traffic from saleyard clients and their family/connections.</p>	<p>Don't close the saleyards, spend the money on the infrastructure and listen to the majority of the community who want to retain the saleyards and who trusted you to listen to them when you were elected to council.</p>	
<p><b>Resident of Warrnambool</b></p>	<p>Devastating Its like another Mens Shed for a larger number of district residents</p>	<p>Should not be considering this option Where is this Council's positive thinking.</p>	<p>Council have many services that are not self funding such as Art Gallery Fund for Kids Sporting facilities and many more, so why does the Sales yards have to make a ROI in 5 years. Councillors obviously do not represent the community at large. Have you calculated the impact on Transport, tyres fuel shopping especially for the Agricultural sector I see now evidence of such. A for the buffer zone everyone knows the saleyards are situated where they are well before housing development crept to Saleyards door step. Your budget shows there are many other areas of community services financially supported by Council. Has any of the Councillors had any involvement in the Ag sector??? Wake up to the community service needs NO NO NO to the closure of the Sale yards</p>

<b>Livestock producer</b>	The closure of the Warrnambool saleyards would be detrimental to my primary producing business. I am a 4th generation primary producer and I sell between 60 to 80 head of cattle a year. I work full time and run the beef cattle on the side. The extra cost of handling fees, transport costs and taking time off work to travel to Mortlake would prompt the question of whether it is viable to continue. J&J Kelly are our local stock agents and we would continue to support them at the Warrnambool saleyards for many years to come should they stay open.	The reality is that if the Warrnambool saleyards close, our family's income will be dramatically reduced so unless Council is willing to pay for associated costs that would incur by sending our stock to Mortlake, there is no other way to reduce the impact.	Us, along with other primary producers, will then not be able to support local economy which will impact the whole town.
<b>Agribusiness operator</b>	It would consolidate into Mortlake. A more modern and practical evolution. More efficient for customers. Better animal welfare outcomes.	Support and encourage transition to Mortlake.	The parcel of land left behind becomes a wonderful prime opportunity for council. It will be very interesting to see what options for the future use of the site are.
<b>Livestock producer</b>	Force me to send stock a further distance costing me as a small business owner more money and pushing me to leave warrnambool	Spend the money they make to make improvements	
<b>Resident of Warrnambool</b>	It would personally not affect me.	Not sure at this stage but it would have to be substantial.	Could the saleyards be reduced in size and used for special sales. E.g. special cattle sales that did not involve large numbers. The saleyards is an important form of income to the city and it would be a shame to lose this. I realise we now have competition with yards like Mortlake and this has taken away some of our numbers.
<b>Livestock producer</b>	Because then we would have to go to Mortlake with is more cost and more time when there is no need to with the facilities that are already here	Look at how many people it employees and how many farmers that depend on it to make there livelihood and the council just spent a million dollars on it so why not save them	
<b>Resident in close proximity to the saleyards (within 1km)</b>	Less traffic at corner of Caramut Rd and Coghlan Rd would be the most significant change for us.	Build an additional aquatic or indoor sports facility on the site. Sell infrastructure.	
<b>Resident of Warrnambool</b>	Council and traders will lose the income that the saleyards generate	Consult with the agents and farmers who use the saleyards on a regular basis	So what happens to the money that was spent on putting a partial roof over the saleyard. Why cant more money be spent and bring upto a better standard for all users.
<b>Livestock transport operator Moyne Shire</b>	As a livestock carrier the closure of the Warrnambool saleyards will have a financial impact on my business, as I believe a vast number of the cattle sold through the Warrnambool saleyards will not go to the Mortlake selling centre due to the time constraints imposed by the Mortlake facility. The local carriers will not be able to deliver the same number of cattle to Mortlake as we are able to into Warrnambool due to the added distance and cerfews. The Warrnambool City council should also take into account the truck wash. If it is removed due to a closure then the closest wash will be Mortlake or Hamilton. Another added cost to all local carriers.	I can see no way the council can mitigate the impact of closing the saleyards.	I trust the councillors have taken into account the employees at the saleyards that will potentially lose their jobs. Also the sale of the land will be subject to EPA guidelines as I presume the complex would have to be rejuvenated due to soakage contamination. I fail to see how closing a facility that pays its way and generates income, whilst also considering to build a new Art Gallery, which does not generate a profitable income, is in any way a smart business model.
<b>Resident of Warrnambool</b>	I believe that not updating the Saleyards would be a huge mistake. The sale yards are used all year round and bring a big contribution to Retail in Warrnambool. I have experienced this myself when I was in my Retail business. The farmers have wives and family that come to Warrnambool from surrrounding areas from Colac, Camperdown, Terang, Mortlake, all the way to Mt.	I can't see any way of mitigating the Impact!	

	Gambier. Its a huge contributor to the Warrnambool Economy!		
<b>Livestock producer</b>	I would have to truck my cattle to Mortlake to sell or find a private sale, both could be costly options	The sale yards should be upgraded. The south west is a big stock / region and needs the sale yards	Warrnambool and Hamilton are much bigger than Mortlake, but Mortlake built a saleyard ☐ it doesn't make sense Warrnambool not having a saleyard
<b>Resident of Warrnambool Business operator in Warrnambool</b>	No affect	Except for the small no. of stock agents that use the saleyards, and Council staff involved in the saleyards, am not convinced that there would be any significant financial affect on many other businesses/persons with a closure of the facility. There are other facilities/services available in the region where farm animals can be traded. There is the social issue for older farmers who, over many years, have looked forward to sale day to catch up with their mates. This needs to be addressed, but is not a valid reason for Council to be involved in a loss making enterprise in a competitive environment.	Am very disappointed in the quality of Council's financial analysis and "background info" provided. Any business owner/manager knows that their business financial reporting must include allowances for required long term renewal and replacement expenditure (Capital Expenditure), both in their annual financial reports, and their long term financial plan. Council regularly reports that the saleyards makes an annual operational profit, but this reporting does not include capital expenditure required to renew, replace and upgrade assets, and erroneously leads the general Warrnambool community to believe that the business is profitable. When all expenditure is included, it is contended that the enterprise is actually a loss-making business subsidised by Warrnambool ratepayers. Am also not convinced that Council has the required skilled staff (business skills, saleyards service skills, and business financial skills) to manage a major business enterprise and to turn it around to a profit making business, in such a competitive environment.
<b>Livestock producer</b>	Access & close proximity to Warrnambool. I cannot drive to Mortlake sale yards every time I am selling or buying. Keep local local.	They can't. The Western District is the highest & richest farming regions by commodity. Refer to The Weekly Times 27/7/22 Quote: Dairy \$1.08billion, Lamb \$648 mil Closing will transfer this infrastructure Food Bowl elsewhere!!!! How will the Council attract this income elsewhere ?? This region is the top of the table in these 2 industries over the whole of Australia & THIS Council has no idea on the modelling of the area which drives the income stream into Warrnambool.	All Councillors who voted against maintaining the saleyards should drive around the district. I don't see any other infrastructure than farming.
<b>Resident of Warrnambool Livestock producer</b>	We would have to travel a long distance to sell our cattle and buy. Currently we reside in Warrnambool, and have land in Crossley.	Not sure.	Spend the money. Agriculture is the main industry in warrnambool. It will have a ripple effect if closed in all businesses. We need to be supporting our industry, not only tourism. It is a part of our culture and long term future of agriculture. Spend the money, if investment is made then it can only improve the industry and warrnambool businesses.

<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b>	Probably wouldn't effect me directly, but there is a lot of business going through the sale yards and the economic impact further down the chain might. It is better to have people coming to the saleyards in Warrnambool to do their business then go to Hamilton. Even simple things like buying lunch or doing the grocery shopping while in town has an impact Also around the saleyards are businesses such as Agrimac, Nutrien, CRT, etc. that are all focused on that market. How is this going to effect them.	Keep them going	I think they should stay open. These questions seemed to be framed in a way of dealing with the sale yards closing. Not actually gauging if the community wants them to stay opened or close.
<b>Livestock producer General retailer Moynes shire</b>	As a livestock producer needing to sell and purchase livestock from local producers and as a business owner loss of income as farmers will take there trade to new areas.	Spend the money for upgrades and continue to support the saleyards	May local businesses rely heavily on the saleyards for their trade which then filter's through for employment of local people.
<b>Resident of Warrnambool</b>	Not at all.		Do not spend our rate money on fixing the old saleyards.
<b>Resident of Warrnambool</b>	Business	You can't need country people	We need country people
<b>Livestock producer Moynes</b>	Increase our transport costs Impact on social networking ability	They can't	It's the only business owned by the council that makes a profit It should not have been allowed to deteriorate to this extent
<b>Resident of Warrnambool Stock agent Livestock producer</b>	Not one bit,I will not sell or buy at the warrnambool sale yards.	The Council's do not run sale yards.	Council cannot spend money on yards that old. They are dangerous.And the costs will far more than Council realise.
<b>Resident of Warrnambool warrnambool</b>	no affect	plenty of options to spend the proceeds of the sale	excellent saleyards at mortlake
<b>Livestock producer Moynes</b>	Fuel costs, lower cattle prices, higher commissions. The question should be how the closure of the saleyards will effect Warrnambool businesses? This will affect the business people of Warrnambool greatly as ourselves and producers all go into Warrnambool and spend money on sale day. This will all go to Mortlake. Haven't the business owners been through enough? And didn't they contribute putting you councillors into the roles you are in?	They couldn't	Two weeks ago we sold cattle. That day I spent \$853.50 in Warrnambool. That day I also saw three other people that I saw at the saleyards up the street spending money. Close the saleyards and that all goes online and to Mortlake. Shame on you people for considering this closure
<b>Resident of Warrnambool</b>	It would not affect me	By leaving it open	As Warrnambool relies heavily on our farming community, it is important to keep it open for shopping and farmers investing in our city.

<p><b>Resident in close proximity to the saleyards (within 1km)                  Livestock producer                  Livestock transport operator                  Business operator in Warrnambool</b></p>	<p>It offers a lot to Warrnambool Parking facilities for trucks overnight Bathroom facility for truck drivers Meeting space for farmers, retirees, etc as a social outlet in a space that is familiar to them An employment centre for outdoor people to work Truck wash facility A livestock exchange where large deals are made and creates a strong farming industry for our outer region a A good part of town for large vehicles to access and transport our livestock Sometimes used to unload cattle that are travelling a distance to feed and water them Diesel bought by our trucking industry is huge in the town along with tyres, repairs and registration-but all that into your equations and some councillors may be shocked. Livestock prices have hit \$8 kilo, with the cattle averaging above 200 kilos to 800 kilos there is a lot of money moving in these yards</p>	<p>This has been debated too long, too many studies to say keep or close The decision was made years back to keep, so don't go back in word just because it is a major cost We spent the money on Liebig at, and that blew out, and had to be done Now this is in need of repair to continue and should do so, yes it is a lot of money today but will bring a lot of money to Warrnambool if aloud to continue in modern facilities Our livestock industry is a huge revenue market for our region, and needs to continue Yes it will cost but we need to spend to be able to recoup in time</p>	<p>Stop spending money on studies and just put the money towards the cost of maintaining the yards</p>
<p><b>Resident of Warrnambool</b></p>	<p>None</p>	<p>By funding a profitable business.</p>	<p>The council doesn't have any problems losing three quarters of a million each year on Flagstaff Hill and get won't fund a profitable one. Close Flagstaff Hill down and funding the sale yard's wouldn't be a issue.</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would greatly affect extended family members who are long term farmers in the district</p>	<p>It would not be possible to cover of the loss of surrounding businesses which would close and the loss of trade of the farming community no longer coming to Warrnambool regularly</p>	
<p><b>Resident of Warrnambool</b></p>	<p>Once it would have as everyone came to town on sale days but this has changed over the last 20 years</p>	<p>Economically it's just time for it to go from an urban municipality like wbool. Move on - no mitigation will address the impact. Change is hard but this issue needs resolution. It's holding a large section of Warrnambool's growth and development back - that's the mitigation</p>	<p>Have the courage to make the hard decision. We all know it cant stay in that location- bite the bullet and embrace 21st century development in the north west of the city.</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>Less noise and a lot less smell.</p>	<p>Build new ones elsewhere</p>	<p>The land should be earmarked for community use.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Not Applicable</p>	<p>Using the land for an alternative rateable purpose would easily replace the small profit made by the saleyards. Farmers would feel little impact because there are much better yards at Mortlake. Very few actually attend sales apart from store sales. Agents won't like the inconvenience but they will have much better facilities at Mortlake.</p>	<p>The claim that the yards make a profit is based on craetive accounting, with no provision for maintenance (hence the current problems). The value of the land asset is not taken into account. The land could produce a lot more income for council if used for alternative purposes. Finally, the yards are doomed by the encoachment of housing in the area. Their presence will become untenable within 10 or 20 years. The money spent on upgrades would likely never repaid.</p>

<b>Resident of Warrnambool</b>	We are currently bidding for some land on spring flat road these yards will be a great place to trade our live stock The extra travel for our live stock will effect our bottom line and put more stress on the stock	Don't close the yards How much money do you spend with no return on. Other venues in town that have no chance of breaking even You may look at the amount of stock traded that come from the WCC but have you thought about the money that is spent in the WCC that is generated from the sale yard's there is an old saying these people are that stupid they will bite the hand that feeds them This seems applicable to the WCC	Get a grip on your self we have live stock all around the district why close down there trading post I think you may be loosing touch with the things that really matter How much money do you spend on the race race course for what return If you want some land close that down Competition is good for the buyers as if the yards close midfield will have more control of the prices
<b>Resident of Warrnambool na</b>	na	give sufficient notice to allow agents to make other arrangements	I dont think the council should be involved in running private enterprise business the asset of the saleyard property could be better used for the benefit of the community
<b>Livestock producer Moyne</b>	There are no other saleyards as close as SWLX and my transport costs would increase dramatically. As majority of cattle sold through SWLX yards come from within close proximity as opposed to the Mortlake yards. Statistics show majority of cattle come from within Warrnambool surrounding districts not Mortlake.	By not closing them.	On what basis does the Mayor make her assertion that cost of keeping the yards could double or even triple. Being on the Saleyards Advisory Committee I find it appalling that none of this information has come before this committee for discussion surely it would be common sense to put this to the advisory committee first, surely they are there to give ADVICE on this exact subject.
<b>Livestock producer Moyne</b>	It would greatly affect my shopping habits in Warrnambool. Increase transport costs.	Use the \$2.00 per head levy that was agreed to by farmers and Warrnambool City Council in 2010 to facilitate improvements to the saleyards of which not one cent has been used to date for this purpose.	Leave the saleyards where they are. They are already surrounded by agri businesses. Other surrounding saleyards do not have the capacity to absorb the amount of cattle sold at the current saleyards. To use the proceeds of selling the saleyards for Aquazone or the Art Gallery is ludicrous. If council needs revenue look at the facilities they operate now that lose money ie Flagstaff and Aquazone. Fix these problems first.
<b>Stock agent Warrnambool city council</b>	It would affect greatly the options for clients to sell at Warrnambool. We would lose more cattle direct to Midfield and make it much harder for stock agent company's to employ more staff, expand and plan for their future growth.	Simply don't close the facility. Improve and put back into the facility.	All services need improving these days and it's unfortunate funds haven't been put back into this facility in the past hence why now the facility needs the amount of investment.
<b>Livestock producer Moyne Shire</b>	It would not affect my farming enterprise because I have so many options selling livestock eg Midfield meats, Mortlake saleyards, Hamilton saleyards and online Auctions Plus.		Warrnambool City Council need to keep transport/trucks to a minimum, to keep Warrnambool a green and clean city for the future. Saleyards are located in the wrong area and a hazard to Brauer College.
<b>Resident of Warrnambool</b>	It wouldn't.	Sell the sale yards to the 4 stock agents rallying to keep it. They can spend their own money fixing it if it's so worthy of investment.	Mortlake has a state of the art facility plumb in the middle of the farm land. It makes a lot more sense than one on the edge of the farm land and close to town. Why waste millions of rate payers money when it will never be able to pay itself off and most likely have a short lifespan before the town is built around it. The nearby businesses will be fine. You don't incidentally walk across the road and buy a 150000 dollar tractor because you went in to the sale yards. Farmers are business people in this day and age.
<b>Resident in close proximity to the saleyards (within 1km)</b>	A meeting place for many of farmers and friends which I feel is very important for mental health	Not really Shaw	I believe the sale yards must stay farmers between wbool Portland and Hamilton would have far to much travelling to Mortlake plus yards are in the correct place with all the farm machinery set up in caramut Rd
<b>Resident of Warrnambool Stock agent</b>	It won't affect my business.	Choosing a site closer than Mortlake	Go ahead with the upgrade of the current Saleyards, there are other local stakeholder businesses impacted by a relocation.

<b>Resident of Warrnambool</b>		Sale of site to local investor(s) for specific development of housing, 15-20% community, the remainder being mixture of medium density town-house, apartment, and free standing. Provision for small retail outlets.	Warrnambool is fast running out of residential housing and space within the city to provide it.
<b>Business operator in Warrnambool</b>	All business closures effect towns and city's with less spending in the region	Leave it open	We have just donated significantly to the mans shed for a base for men to get together and the sales yards has a similar effect for our farming community to met at regularly
<b>Business operator in Warrnambool</b>	Takes jobs and livelihoods away from our community and therefore affecting the whole community	They can't It affects both livelihoods and general welfare of farmers both mentally and financially.	This city is a founded and will always be a farming Centre. When the farmers don't make money warrnambool suffers. Let support our farmers
<b>Resident of Warrnambool</b>	It wouldn't affect me.	by saving the saleyards. Important to consult with all who use it and those who benefit from it use.	The farmers of Warrnambool and surrounds have given so much to the development of our city, this is an oportunity to give them something back. The saleyards provide a community space for many and in todays environment that is so important. Closing this site may impact on the mental health of many who spend many hours isolated on farms. I also believe it would have a great impact on the businesses in vicinity if you are to close the saleyards
<b>Livestock producer Moyne</b>	Will not affect me, because we have 3 ways to sell stock. Direct to midfield meats, Mortlake saleyards and online options like Auctions plus and elite livestock.	Don't, just move with the future.	Keep farm trucks out of Warrnambool, it will be a huge mistake to waste all that money, when it's in the middle of Warrnambool. Ballarat city council don't operate saleyards and Warrnambool is growing very fast like Ballarat.
<b>Moyne</b>	We are a retail butchering business who buy stock from saleyards. We have a very new facility which is only 40 minutes from warrnambool. Why spend so much money on a ailing facility when there are 3 such facilities wirth a minimal distance to warrnambool	By being open and transparent to the community.	Councillors need to open, transparent and factual about all aspects of this very important issue
<b>Resident of Warrnambool</b>	The sale yards are and have been an institution in Warrnambool for many years. Surely it doesn't take too much imagination to minimise the cost of refurbishing the sale yards and upping the revenue to secure its future. Unfortunately the facts , data and options presented by WCC here are pretty sparse and a lot more information should be available to ratepayers	Just by keeping it open obviously	This facility has been profit making for WCC over many years yet its maintenance has been neglected by WCC. To run a cash cow down like this then abandon it and the members of the community that rely on it is an unacceptable outcome managed by WCC
<b>Resident of Warrnambool</b>	Significant impact on family business and current finances, increase in transport costs to use other saleyards. Increase in time and wages to use other saleyards as well. We would need to look at other stock agents and contracts etc as well	Maintain current saleyards, look at the benefits it provides to the community and to council	Closure of saleyards will have an impact on Warrnambool and surrounding districts. Farmers are quite humble and in the past years have dealt with a number of difficult factors, they don't ask for much and deserve the saleyards to be kept open. Okay
<b>Resident of Warrnambool</b>	Not directly impacted. My concern is that this expenditure is a misapplication of council resources (i.e. our rates) into what should be a wholly commercial enterprise, at the expense of more worthwhile projects.	There is no requirement for direct mitigation of closure, given that a superior alternative is available 30 minutes drive away in Mortlake. In terms of general mitigation for loss of the 'social and economic' benefits, a wise application of the \$5.6m elsewhere would easily replace the "market day" economic boost. By the way, I regard the economic benefit figures (\$35-\$40m) being banded around by advocates of the saleyards continuing to operate as pure fantasy.	I believe the financial analysis presented to council on 1st August is flawed. It is not transparent in terms of underlying assumptions and the basis of recurring income used in the modelling.

<b>Resident of Warrnambool</b>	Loss of profit making enterprise for council. Clikely rise in ratesould see extra costs to rarepayers to cover loss	Likely rise in rates	Profitable -why close. Important social activity for farmers. Assists in mental health. Brings extra shopping dollars into city
<b>Livestock producer Moyne</b>	1. Negligible difference. 2. Improved animal welfare standards and conditions for our livestock by using the state-of-the-art facility only 50kms away.	1. Undertaking a strategic review to identify and prioritise the initiatives a sale could provide for that will support the long-term economic and social future of the communities of Warrnambool and surrounds. 2. Making clear to the community the enduring benefits that would otherwise not be achievable or not achievable in the medium to longer term.	1. To be conscious of self-interested parties who may not hold the long-term prosperity of the communities of Warrnambool and surrounding areas as a priority. 2. It could provide for the establishment of the south-west as a regional, state and national premier location for the sale of livestock. 3. Safety and animal welfare standards will only continue to increase, further burdening council with significant ongoing capital expenditure demands. 4. Engage with the operators of alternative livestock exchanges to identify ways to work together to deliver enhanced benefit back to the communities of Warrnambool and the broader region. 5. WCC could take a lead role in further cementing and supporting the future growth of agriculture (especially higher-value and technologically advanced agricultural outputs) in this region for the benefit of all.
<b>Resident of Warrnambool</b>	I am a resident of Warrnambool and an old farmer and as such i know that a sale yards is a great asset to any town or city, a farmer will spend his money where he makes it, if he sells his cattle in Warrnambool he will shop in Warrnambool ,the closing of the sale yards would be a huge mistake an once it is gone you will never get it back , so i urge the City council not to let this asset go, i thank you for the opportunity to have my say .	There is no way to make a bad discission into a good one.	Please look a head and remember is every business in Wannambool that will pay the price of closing the yards down even if they don't relise it now.
<b>Resident of Warrnambool Stock agent</b>	It wouldn't.	You can't.	The next generation saleyards will be or are soft floors. this complex will never be that. Sawdust or shavings are not the same.inactivity over 8 years has seen this boat sail.
<b>Resident in close proximity to the saleyards (within 1km) Livestock producer Business operator based at the saleyards Business operator in Warrnambool</b>	I would lose the income I generate from my work as the on-site hairdresser at the SWVLX. We also operate a Steel business that regularly undertakes works for the WCC at the SWVLX. It would also affect our cattle sales as we have a small scale beef grazing farm. We would have to sell to abattoir directly or pay a higher price to transport cattle to Saleyards further away to maximize our income potential.	I do no see how they can. Mine and my families income will be affected. That cannot change for me if the yards close.	You can only sell an asset once. This site will continue to make a profit (with the necessary upgrades) for the foreseeable future in my opinion.
<b>Resident of Warrnambool Livestock producer</b>	Extra costs to sell cattle	Don't spend money on new library	Bad decision to close yards
<b>Livestock producer Moyne 3279</b>	Cost a lot more to transport less competition keeping people employed	Something which makes a profit money should have been spent there over the last 10 years not keeping flag staff hill a float and many more council stuff ups Reid oval	Warrnambool can't afford not to have the yards the land will only get dearer
<b>Livestock producer Corangamite</b>	It will not affect my business. I used to buy light weight dairy cows and resell at Bool. Then I resold at Mortlake to more buyers.	The businesses close to sale yards are long established and secure. Few farmers attend sales especially to visit those businesses. Make the yards industrial estate north. Few sellers are City ratepayers or residents.	I now breed sheep which I sell at Ballarat due to the size of yardings and buyer numbers. Hamilton is just closer but much smaller. Council made the decision a decade ago to close W'bool and build modern yards within 40 ks it scaled back maintenance for that reason. Mortlake is a fantastic yards with some agents ceased w'bool. Just a proud, stubborn agent holding council to ransom. I once attended yards at Nullawarre, Panmure, Terang, Mortlake, Koroit, Timboon, Cobden. They all went, so too should W'bool and Camperdown as promised. Geelong has gone and Newmarket and Dandenong. That is progress.



<b>Resident of Warrnambool</b>	I think it would effect the town, take another business that supplies jobs	spend less on a new Art Gallery	Whilst I enjoy a regular visit to the art gallery, I think the saleyards at this time is a more valuable to asset to maintain for Warrnambool. The Art gallery could wait for a few years, after all it has just had a lot spend on new air conditioning and storage areas from my understanding.
<b>Resident of Warrnambool Livestock producer</b>	I have worked at the salyards on a casual basis for nearly 30 years. Being unemployed isn't favourable. Apart from working there I also sell cattle through the yards. Being forced to send cattle to Mortlake would mean having to pay double the cartage fees and higher commission rates at the privately owned facility. Having dairy cattle, the Warrnambool yards have always definitely been a preferred destination over Mortlake which sells very limited numbers of dairy cows.	The saleyards are one of the only things the council have that actually generates a profit. Why would you want to close it?	The saleyards are more than just a selling point for a lot of people. They are also a place for a lot of older retired farmers to go and catch up with old friends. This is their day out for a lot of them and many would not be able to travel the extra distance to Mortlake. I also believe that if this site was sold for housing blocks the machinery businesses across the road would also move out of town. This includes Ryans freight which employs a large number of local drivers.
<b>Livestock producer</b>	it would mean having to travel a lot further to saleyards not being able to go see cattle sold and do some shopping and buisness at the same time and will cost us more time and money and more stress on animals there is no calf market or chopper market in Mortlake it is a very bleak and unappealing saleyards with nothing else around it	they can't the saleyards has been making money for years and the council has wasted that money On other things	the saleyards are very important to Warrnambool for many reasons no one on council is thinking of the terrible expense and inconvenience it will cause the rural community they say it will cost them money to keep the saleyards but they are prepared to throw 40 million dollars away on an art gallery that does not need to be shifted!!! as usual in this country the city people do not care about the farmers and we are once again disregarded and treated like inferior citizens when we are the ones feeding them
<b>Livestock producer Corangamite</b>	As a repeat seller of livestock at Warrnambool I find the prices to be the most competitive for my Farming Business. I attend the market and on them days also do a lot of my Farm shopping on these days. If they were to close the Agri based businesses in Warrnambool would not be getting my money. I would be spending in other towns. The Saleyards are the drawcard for me to get to Warrnambool.	At short notice I don't know but the bulk of my pending would be moved from the city of Warrnambool to other municipalities.	Don't just work on the money side of things. There is a huge social and Mental outlet that the Saleyards provide to a number of people including the retired primary producers that use the facility as a catchup with thier peers.
<b>Resident of Warrnambool Livestock producer</b>	Transport cost Getting rid of another avenue of buying opportunities where livestock producers west of Warrnambool we'll go to Mt Gambier. Lost of livestock business in Warrnambool.	By the closure of the sale would have a huge impact on jobs in the area as the animals would have to go to Mortlake or Mt Gambier. We also have a huge Meatworks that employs hundreds of people in this town which buys hundreds of animals from locals who use the sale yards this would mean more travel for the animals more stress. You should also think of the social impact it would have on the local community once a week. Not everyone is into art for a catch up.	I understand you have tough decisions to make but I have always been told that the positives out way negatives. There plenty of struggling sporting clubs that you could build on that cost money to run. Maybe sell half of the yards because they are too large and put that money back into fixing the rest just a thought that could compromise thank you.
<b>Dartmoor</b>	Wouldn't	Don't waste ratepayer's money on a new Art Gallery that the majority of people never visit.	

<p><b>Resident of Warrnambool</b></p>	<p>The Saleyards bring business into Warrnambool not just stock, Farmers spend money in town on fuel, parts, supplies and retail shopping, on a regular basis. Other small business' open on Saleyard days onsite, so that would impact on them. It is one of the fundamentals of Warrnambool that Council should support, not just new Libraries and Art Centres. It would affect me personally as I work casually at the Saleyards from time to time, so it may impact on my employment opportunities going forward.</p>	<p>By not closing them. Council could sell the land where it is situated at the moment if deemed no longer suitable and purchase new land from the sale proceeds maybe 1-2km's further down Caramut Road and build new Saleyards for the long term.</p>	<p>I am new to Warrnambool from Geelong and reside near the Saleyards as a Council paying Ratepayer. Having worked there recently I can see that it is more than just a 'Council business' to the Town. Council should support this long standing industry and it provides a great Network for the Farming Industry and surrounds. And it brings money into Warrnambool. Council could promote it more by encouraging young people to work there casually (work experience) and allow Schools to do tours etc. I think it is just as valuable, if not more, than other Council facilities such as Aquazone, Surfside etc. With so much mental health in Regional Victoria, the Saleyards is a great way to Farmers to communicate face to face. Thank you.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Do away with the stench from the saleyards. It is surrounded by a residential area. Time to close them. Other major towns in NSW have there saleyards kilometres from the towns/country city's surrounded by bush. Eg Dubbo and Forbes.</p>		<p>Long overdue for closure, Mortlake saleyards are just up the road.</p>
<p><b>Resident of Warrnambool</b></p>	<p>by seeing business go out of town if you close</p>	<p>if you close sale yards, warrnambool would lose so much business and trade, warrnambool has been enriched by the country people, wouldn't have survived without them</p>	<p>spend money on saleyards that the saleyards made instead of wasting money on other useless projects around the town. remember where you made the profits</p>
<p><b>Business operator in Warrnambool Moyne Shire</b></p>	<p>It wouldn't</p>	<p>Support local businesses who are impacted to transition into another area</p>	<p>The true cost of this facility is not acknowledged, it is an eye sore, needs to be out of town, Mortlake is a better facility, the area could be used to provide many other benefits for the community. It has outlived its use by date.</p>
<p><b>Resident of Warrnambool Livestock producer</b></p>	<p>Would effects significant. We sale cattle every week</p>	<p>Would council paid for fuel to take cattle to Mortlake and back? Compensation for cartage.</p>	<p>All agricultural business on Caramut road will be in trouble</p>
<p><b>Resident of Warrnambool</b></p>	<p>How blind sided is our Council suggesting that future livestock sales could be transferred to Mortlake !!! No 1, how do you think our pathetic country roads &amp; highways would stand up to the extra traffic this would create, the roads can't be maintained now so what would the future hold for road maintenance if this negative idea is adapted??? No 2, the millions of dollars the saleyards bring to our local community could not be replaced by any other business annually. No 2, the extra costs to farmers &amp; meat producers would be added on to our 'meat on the table' prices. No 3, our Council members have voted to build a new art gallery at Canon Hill ..... how ridiculous, I as a ratepayer would like to see the numbers of people that visit the gallery annually. Let's remember an Art gallery is for 'looking at exhibits' NOT looking at our views of the ocean, speed up the replacement of the Surf Club for view watching. No 4, Warrnambool City Council is now renowned for being a very NEGATIVE concern, we are lucky enough to have a beautiful city, how about being progressive in its future development for all !!!</p>	<p>Come on, as pointed out in many media editions the Saleyards will repay the fact that any structural updates have been left 'undone' for far too long &amp; NOW you deem the restoration costs are too high ???</p>	<p>Get your heads together &amp; realise WCC councillors have made a mistake &amp; can reverse decisions to do the right thing for Warrnambool !!!</p>

<p><b>Livestock producer                  Agribusiness operator                  Moyne Shire</b></p>	<p>Having sold livestock in the past we would now have to change to Mortlake with our preferred agent not operating there or switch to other centres even further away costing more. In addition it would impact on agribusiness in the area, we would need change our merchandise supplier as we would visit the area less</p>		<p>No option has been given if we support or don't support the closure of the saleyards which is very disappointing when the aim to obtain feedback from the community</p>
<p><b>Livestock producer                  Moyne shire</b></p>	<p>It will add extra transportation cost to sell and buy stock. Us farmers are hit with enough transportation cost now.</p>	<p>By keeping them open and spending the money to improve them.</p>	<p>What has a happened to the millions of dollars taken in yard duty fees that you would think would be spent in the yard to maintain them.</p>
<p><b>Resident of                  Warrnambool</b></p>	<p>I believe the closure of the saleyards will see a reduction in expenditure by regional farmers in Warrnambool. The background survey fails to present any analysis of spend by the farming community in Warrnambool associated with attendance at weekly cattle sales in Warrnambool</p>	<p>A major business would need to be established, with in excess of 400 employees would need to be attracted to Warrnambool.</p>	<p>The background survey focuses on council expenditure to upgrade the saleyards to make it fit for purpose for a further 20 years. Without a wider analytical survey it not unreasonable to assume this document presuppose closure is inevitable. That said I would see the saleyards life as a further 20 years.</p>
<p><b>Livestock producer                  Moyne</b></p>	<p>Increase in transport costs [buying and selling]                  Increase in lost time due to travelling. Would conduct other business[and private] outside Warrnambool Social contact at local yards</p>	<p>Don't close. Invest in efficient and safe yards. Do not have to be state of art.</p>	<p>Council in their due diligence on the cost/benefits of the saleyards MUST apply the same criteria to all other projects. Using real facts not hypotheticals Proposed Art Galley and ongoing failure of Flagstaff Hill are standouts as an absolute waste of rate payers money. Not to mention the Liebig St debacle with substantial cost blowouts Council, all of a sudden are concerned the time on the return on investment on the sale yards What about the other projects already mentioned - substantial loss and ongoing. Why would close a money making venture when there are so many 'Duds' in the stable The background information at start of survey was all negative with no mention of the positives I get the distinct impression there are outside influences who would gain substantial financial advantage with the yards closing {that would be a great story for a good investigative reporter} I am starting to see why there is a push to replace councils with City administrators</p>
<p><b>Resident of                  Warrnambool</b></p>	<p>It would affect me as I have lived on the land all of my life and the saleyards is a part of Warrnambool that needs to be upgraded and kept.</p>	<p>The council needs to spend money on the saleyards not waste money on shifting art galleries, keeping flagstaff hill going while running at a loss for however long!!etc etc</p>	<p>The saleyards brings a lot of farmers to Warrnambool to do their shopping every Wednesday.</p>
<p><b>Resident in close                  proximity to the                  saleyards (within 1km)</b></p>	<p>I would not hear the animals mooing all night and early in the morning.</p>	<p>Immediate closure</p>	<p>The amount of money required to upgrade for such a short period i.e. over \$6000000 for 20 years would not be well spent particularly given there are private options nearby. I am new the area and I don't understand if the facility is council owned why council did not maintain it to standard with annual upgrades. Why has it been left to deteriorate to this extent?</p>
<p><b>Resident of                  Warrnambool</b></p>	<p>N.A. however in my view very few businesses would be negatively impacted</p>	<p>If they are to be closed consult with the vendors and buyers about the timeline to close.</p>	<p>As a ratepayer in the warrnambool city I am not in favour of ratepayer funds being spent on what essentially is an activity that solely benefits those who live outside of the city. The potential magnitude of funds required to bring the saleyards facility up to standard, I have heard \$10 million, is potentially unable to be repaid within a period of 5 to 10 years. So it is absurd to spend so much when it simply might be not viable and would be a millstone around ratepayers necks. Warrnambool City is a city, one that is growing and expanding. The normal creep of city development will likely in a short time encircle the saleyards. At some time this will be intolerable and the saleyards will need to move from this location. Spending \$10 million when it inevitably has to move is unviable. If the saleyards are capable of making a decent profit with \$10 million of upgrades then the best solution may be to put this back to the private sector and let private enterprise build and run a new saleyards at another location. I am</p>

			not in favour of retaining the saleyards given that so much ratepayers money will be needed
<b>Business operator in Warrnambool</b>	The clientele of the saleyards are also mine. If the yards are not there, the clientele may not support my business.	They should support the saleyards whole heartedly. This is one of only a few council enterprises that actually makes a profit and the spending power of the farmers is enormous.	The flow on effects of the clientele of the saleyards is enormous. It is very important that council support the saleyards. The money that would be invested in the saleyard will be returned exponentially, not like other expenditures that will provide no return and for a limited number of people.
<b>Resident of Warrnambool</b>	It would affect my family's members who are farmers and use the sale yards when selling and buying cattle.	The Council would not be able to mitigate the impact of closing the saleyards. It is a vital to many farmers in the region.	If the Council decides to close the sale yards it is going against what they have previously promised.
<b>Resident of Warrnambool</b>	not at all		it is old and seen its day
<b>Resident of Warrnambool</b>	It wouldn't effect my personal but the ramifications would be massive to Warrnambool's' economy, the mental health of all involved, it's a very social meeting place for many, farmers struggle day to day to have another significant loss could be catastrophic, these farmers eat out while in town, get fuel, shop for groceries, clothing amongst other things, please look at the bigger picture!	You can't! One of the worst decisions that the council could ever make, it would a decision that makes it into history books as the worst one made	I would like you to conduct a survey comparing number of visitors to saleyards compared to number of visitors to Art Gallery. I'm sure the numbers to saleyards to Art Gallery will be far greater, make those numbers public!
<b>Resident of Warrnambool</b>	It would lead to less annual income for the council. Therefore infrastructure maintenance would fall further behind and tourism would drop.	There is no justification for closing the yards. They have been the lifeblood of Warrnambool for many years. They bring in further income for shops and businesses when farmers and buyers come to town.	If the sale yards where closed ,businesses in the town would be affected greatly. Farmers and buyers would go to other places like Hamilton or Mortlake to shop. I think the council underestimate how much income farmers and agents bring into this town. It's outside income and council would be foolish not to insure the future of the Saleyards.
<b>Livestock producer</b>	A lot because Mortlake is too far	They should off spoke the people who use the yards instead off councillors who no nothing about livestock or the impact having no yards close to sell livestock	What a joke worried about 6 million dollars but you want to spend 40 million on an art gallery which we already have WTF councillors obviously get paid to much not to use there brains
<b>Livestock producer Moyne</b>	Increased transport costs to travel elsewhere for myself. Longer trucking times for my animals impacting on their welfare	Consider private investors	Investment in the yards is of continued benefit to businesses in Warrnambool as a flow on effect of sales days. Removal of the markets would mean farmers would shop in towns where their animals are sold. There is a lot to be said for producers meeting on sales days as this is a supportive network for them. As well as this referrals are often made to local businesses where products can be sourced and good deals can be made
<b>Resident of Warrnambool</b>	The sale yards bring many other people to the City which generates a much stronger city and improves the community.	I don't believe the closure could be mitigated.	Money could be be saved be reducing jthe expenditure on flagstaff Hill and by adopting a much less grandeur approach to improving the the arts centre.

<b>Resident of Warrnambool</b>	Improve the environment for the nearby school community, residents and sporting members	Support and incentivise the transition to the modern, efficient Mortlake saleyards. It's time to improve the livability of this area of our wonderful regional city and grow our nearby rural community.	Warrnambool sale yards were once in town, as the city prospered they moved out to Caramut Rd. Time to move/transition again to the wonderful facility at Mortlake. This would benefit all. Ask the residents and students nearby their preferences. They are the future.
<b>Resident of Warrnambool</b>	The closure of the saleyards would reduce the negative impacts of large trucks transporting cattle to and from the saleyards, through central Warrnambool. In particular: road safety, road surface deterioration, air pollution (diesel and carbon emissions), noise pollution, foul odours.	I have no opinion on this aspect.	No.
<b>Resident in close proximity to the saleyards (within 1km) Business operator in Warrnambool</b>	In directly through money not being spent in our town by farmers and transport operators and their families. A lot of the farm suppliers may end up in Mortlake.	Is that even possible?	I just can't believe that the council are considering this as the yards make money WCC are not renowned for making money at anything else they do. If our rates have to go up because of this get on with it.
<b>Livestock producer Moyne</b>	By closing the sale yards in Warrnambool takes away competition which in turn takes away profit from my businesses bottom line and not able to support local businesses in Warrnambool as much.		
<b>Corangamite</b>	It is the only saleyards that buy and sell calves which we raise to create income for our business	Can't	How could the council just think that Warrnambool is for city residents it is surrounded by some of the best farmland in Australia and cattle are a major industry in that district people go there to talk about local issues with like minded others it brings in a sense of community and it does make money for the council
<b>Resident of Warrnambool Livestock producer</b>	Have to truck the animals further to go to Mortlake. Because the Mortlake sale is on a Monday the cattle get collected from the farm on Sunday evenings, so I would have to bring staff in on their weekend to muster and draft these animals to sell	It can't	The saleyards is profitable, one of the only council areas that is, why close it?
<b>Stock agent Livestock producer</b>	It wouldn't I have already changed to Mortlake	You would give a 3/6 month time game for agents to relocate which would happen very quickly	I have worked at the Warrnambool Saleyards for 25/30 years. I have watched the yards slowly decline with the lack of maintenance I have many accidents and seen many people and animals get badly injured including my self . I believe for the safety of the people and animals and because of the declining numbers coming in I think for the farmers and other hobby farms that use it . The council would be better to build some affordable housing and up date the area as a sporting hub as the parking is already there with the basketball/netball . I know people don't like change but this for the future. The money coming in for the rates will be far greater than what the yards will bring in . The profit figures for the yards at the moment needs to be published the true figure that will explain everything.
<b>Livestock producer</b>	Won't affect me much at all	Develop the land yourself to offset all the money already spent on the yards that have a short life span, plus it's developing helps with the housing crisis	I urge the council to be proactive, this money is only a Band-Aid and might prolong the yards life for another 10 or 15 years then what? They will be closed eventually so don't waist the money...
<b>Resident of Warrnambool</b>	Would result in Warrnambool loosing all the retail and wholesale sales in Warrnambool (General retail , machinery etc to the valkue of iver 10omillion, and the associated jobs	You cannot mitigate the loss, the councillors seem to have tunnel vision	

<b>Resident of Warrnambool</b>	Reduce income	More viable infrastructure and you need a reason for the farmers to come to town - sending them to Mortlake means they will spend their money in Mortlake	Relocate in Warrnambool area if possible
<b>Resident of Warrnambool</b>	It would be taking a service away from the community. I think we should redirect funds the council pumps into promoting the addition of gambling at warrnambool racecourse and use it more wisely to promote the agriculture industry. The warrnambool speedway raises more revenue for the city of warrnambool and I suggest council look at the minimal finance they spend on that compared to the race course. Saleyards = food the community and business for farmers. Please honour your promise to renew/rejuvenate this facility in our growing community.	Decisions are usually all about money. The amount recently spent at lake pertobe to renew a perfectly good playground was a complete waste of money and is aesthetically unplewadant to the eye.	Please spend the finance needed to upgrade the sale yards. Start a few fun raisers and the community will speak into the cause. with the amount of new housing development proposals in this city, the revenue from rates will surely cover some of these ongoing costs. Agriculture is a vital and growing industry. Try asking the state government or philanthropist group to raise funds. I do wonder what council has up its sleeve? Is this decision based on altering motives such as more housing develops? If ya u want to push the salts Rd put, then perhaps buy one of the Rossander properties for sale which is less than 5 kms out of town and rebuild there.
<b>Resident of Warrnambool</b>	It wouldn't directly affect me or my workplace	It couldn't. The sale yards need to remain with upgrades and should a priority in supporting our local economy.	It seems WCC is looking at this purely from a business case of investment and return while the sale yards provide a service to our community supporting thousands of people directly or indirectly in associated ag business. Our region has a strong farming background and much of our local economy is based on that today, to take away from this infrastructure is a big step backward. The sale yards attract business from other regions particularly Moyne & Glenelg, losing the sale yards would send this business to Mortlake which will start a slow progression of leakage to other regions for overall ag business. Warrnambool needs to remain the ag hub of the south west to support local jobs and our economy. There is a further environmental concern in closing the sale yards with additional travel requirements costing farmers additional travel \$ and costing the community additional co2 emissions in additional further travel to Mortlake with much business coming from the Great Ocean Road area. Further, announcing a projects cost (unless having engaged an independent quantity surveyor) before tendering is an invitation to be overcharged by a builder, 'I've got 6m to spend' - of course it's going to cost 6m when the tenders come in if that's what you expect to spend. Our sale yards need to stay and need investment.
<b>Resident of Warrnambool</b>	It won't, but there is always a multiplier effect when you shut down large infrastructure in regional towns/ cities	Don't close the sale yards	Warrnambool is basically a service centre for the agriculture industry and the whole area does well when agriculture does well. Don't dump the golden goose, just because a few city centric councillors can't see the long term benefits
<b>Livestock producer Moyne</b>	Loss of competition in market. Possible rural store closure. I would no longer shop in warrnambool	Build a new one near town.	If council sell all their profitable assets what are we left with?
<b>Resident in close proximity to the saleyards (within 1km)</b>	There's no longer needed	Close them now	95% of ratepayers do not use the S/yards. They are a service for the Moyne ratepayers. Who have a state of the art yards in there shire. Let Moyne ratepayers pay the 8 mil if they want to keep them. I notice there's only 2 stock agents making a fuss. All the rest are happy at Mortlake
<b>Resident in close proximity to the saleyards (within 1km)</b>	A great victory for us	By putting the money into helping other's live a better life	Put housing up the top of the aims

<b>Resident of Warrnambool</b>	We have been going to the saleyards to buy and sell cattle and calf's for a very long time, and if you close it there will be nowhere for anyone farmers to meet up and buy and sell, because this is what farmers do	You have been getting money back from the saleyards, and you have not been putting any money back to fix it up, and if you close it, a lot of people will be out of work, and all the stock agent will have to close as well, and a lot of farmers will not be able to pay there bills or feed there family, because they sale and buy every week to make money, you should be ashamed of your selfs you have spent the money on other things that doesn't make any money, but the warrnambool saleyards have been around a very long time, and it should be fix up so the next lot of family members can keep it in the family like there father and granddad and greatfather that has been, buying and selling livestock here at the warrnambool saleyards	Yes,there will be a lot I mean a lot of people that will be very upset and stressed out if the saleyards close, because they will be out of work and the farmers will have to put down, livestock because they will not have a warrnambool saleyards to sell them, and also every Wednesday and the last firday of every month, when there is a sale on that is were the farmers and there children and grandchildren, meet up and they buy and sell cattle and calf's, and then they sit down and have a talk about what is happening with them on there property's with there dairy cattle and beef cattle and sheep and calf's and what ever is happening with them, so please fix the warrnambool saleyards, because you should have keep it up to date, because you have got a lot of money out of the saleyards, and you have not spent any of the money back into the warrnambool saleyards, you have spent it on other things, that doesn't make any money, so you better spend the money on the warrnambool saleyards to fix it up, and don't spend it on anything else, but the warrnambool saleyards please thank you
<b>Livestock producer Moyne ( Illowa / Dennington )</b>	buy & selling cattle I work in Warrnambool to take time off to go Mortlake & back	not close saleyards if you close it impact framing business & non framing business in Warrnambool	
<b>Resident of Warrnambool</b>	It would kill another piece of Warrnambool as a viable economic centre. It is making money, it works for everyone so why would closure even be considered	They could not. The farmers for trucking by the km so it is going to cost them but worse still have the council totally forgotten about the town Warrnambool is and who built it, it was these farmers and the generations before them. Why don't you just change the name of Warrnambool to new Geelong as the council seems to be so desperate to get rid of any reminders of who and what built the town in the first place	Keep the sale yards keep cannon hill as and maybe acknowledge the Swintons, Ryan's, mcConnells, Shanahans and all the other families who built this town with their blood sweat and tears before you totally destroy an semblance of the town as it once was. Progress is one this but getting rid of the sale yards is just plain stupid, it could even be equated with the term wanton vandalism
<b>Agribusiness operator</b>	No affect directly. Ample truck parking provides convenience when servicing etc. if this was still available close by, I see no adverse effect.	Provide ample parking for trucks in the vicinity which will support surrounding mechanics and agribusiness. Provide development opportunities like fuel and big retailers to the area. Big development in the area will bring many families to shop there! Provide some development in Mortlake. Eg. Cafe facilities etc to make them more desirable than Warrnambool.	Bring the big brand shops to Warrnambool!!! What a perfect location to develop :)
<b>Livestock producer Moyne 3279</b>	Cost a lot more to transport less competition keeping people employed	Something which makes a profit money should have been spent there over the last 10 years not keeping flag staff hill a float and many more council stuff ups Reid oval	Warrnambool can't afford not to have the yards the land will only get dearer
<b>Resident of Warrnambool East Warrnambool</b>	Significant effect on local primary industry	They cannot	Don't shut the bloody thing until you have a decent alternative
<b>Moyne</b>	A lot further to transport our cattle to market.	Build new ones within 10km of the old ones.	They are financially viable- why close? There are other non financially viable businesses that need more funding from council to continue to operate.

<p><b>Resident in close proximity to the saleyards (within 1km)</b>                  N:a</p>	<p>N/a</p>	<p>The noise would be eliminated, the area could have more sports facilities close to the river and that part of Caramut Rd could keep going towards the direction it is going... which is housing and a few businesses up to a certain buffer point of the road. On top of all - a bridge crossing of the Merri at Bromfield St HAS BEEN in the Masterplan of the North Merri development from the start! That is too expensive?? There is a rather new and under cover saleyard 35 km away - it would be foolish to throw one more dime at this location. I understand that many farmers would be inconvenienced at first - but I am sure a different routine could be worked out for some. I am not a farmer - so I will not try to make a suggestion as to what would be a Good way to mitigate ....</p>	<p>More and more of the land around Wollaston and Caramut Rd is being developed. Brauer College is there. The sports facility is there and we might be better off making a decision that is hard but economic. This topic is going on since the Mortlake facility got built and was still kept alive when the walkway collapsed. Enough now.... They are in desolate condition.</p>
<p><b>Livestock producer Moyne</b></p>	<p>No great impact on my business, already sell at Mortlake and only a few choppers go through Warrnambool</p>	<p>Close it, I can't see the benefits to a few warrants the cost in up grading when the Mortlake yards are so close</p>	
<p><b>Resident of Warrnambool</b></p>			
<p><b>Resident of Warrnambool                  General retailer                  Business operator in Warrnambool</b></p>	<p>Warrnambool was built on the back bones of farming, it's whole history we have seen farmers and wives and family come into town on a Wednesday and spend money. To dispose of the sale yards asset is a short term cash grab that will negatively affect the future stability of the town. A suspicious mind would wonder why the sudden backflip and who benefits? Limiting farmers sale options only serves to line either the pockets of the owners of the Mortlake yards, Colin McKenna, maybe even a councillor or two ?</p>	<p>They can't</p>	<p>Just remember your decision impacts all of Warrnambool and surrounding districts for years to come</p>
<p><b>Stock agent                  Livestock producer</b></p>	<p>It won't affect my business as I'm already utilising the wvlx Mortlake yards. Competition is stronger in Mortlake due to higher volumes of cattle especially over the last 3 years as figures will suggest.</p>	<p>I see the only issue is a handful of agents wishing to stay put and fight while others have already flown the coop. Hedging their bets each way. Money will still be spent in local communities weather the Saleyards are running or not. Gone are the days when farmers only shop on market days.</p>	<p>I think it's obvious the decline in numbers in Warrnambool Saleyards and the steep rise in Mortlake livestock numbers show the farmers and majority of agents have spoken? Only 6 weeks ago did Brian Ohalloran company sign on at Mortlake taking further cattle away from the Warrnambool facility. 3 out of the 4 companies selling in Warrnambool are selling regularly in Mortlake. You guys do the maths, but by the time you rebuild the yards there will be no cattle left to sell in Warrnambool. Don't let them bluff you.</p>
<p><b>Resident of Warrnambool</b></p>	<p>When it affects other people it affects me</p>	<p>Don't spend \$4000000 million on a art gallery with large ongoing cost</p>	<p>As a council that seems to find ways to spend money on massive projects with no idea on on going costs I find it hard to see your support for the sale yards that returns money to the rate payers</p>



<b>Resident of Warrnambool</b>		The businesses in Caramut Road, have set their businesses there to help with dairying, farming equipment, and agriculture purchases for the farmers, if the saleyards were taken away, there would be a VERY BIG LOSS of interest in their products, causing more businesses to fold up.	Warrnambool has always been known to have a saleyards. We are a dairying and agriculture district, well known for our contribution to Australia. If we close our saleyards, people, men and women, will travel to other towns to spend their monies, the WHOLE TOWN will suffer. For years now, farmers bring a lot of spending money into Warrnambool, especially on sale days. Everybody will suffer if the saleyards are closed down.
<b>Moyne Shire</b>	Would free resources to expand the range of facilities available to the Regional Community	I believe there would be little impact beyond those directly employed at the yards - people still need to by food, cars, tractors, have their hair cut etc;etc; Warrnambool would remain the regional retail centre	Our Region is lacking in a large range of community facilities. The release of the value of the site for investment in these, would be an immense benefit to the Warrnambool Community and beyond
<b>Resident of Warrnambool</b>	Nil	To much to spend on upkeep, needs to close.. Over the 20 yrs,council failed to maintain their bigger assets,	The saleyards need to operate from Mortlake,and use the money on the upkeep of other assets,close the warrnambool saleyards
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b>	a great loss to the citizens and farmers of warrnambool and surrounding areas	repair the sale yards and upgrade them.	the warrnambool saleyards are untidy and badly neglected by the council weeds everywhere. grass is not cut on a regular basis. you also spent a lot of money putting up those big floodlights if you close it what a waste of money. i only live in harrington road dennington i have been in dennington for 60 years and my family came to dennington 163 years ago. the cows mooing at night does not worry me whats a bit of manure. compared to the stench that came from the knackery for 50 years
<b>Livestock producer Corangamite</b>	Will mean losing the saleyards that sell and buy at	None Means the reason to go to warrnambool would disappear Would go to Colac instead	Council spends enormous amounts on Bringing things to bring residents to town, with these surveys on economic benefits yet the saleyards is never judged on the same basis despite it also bringing people to town
<b>Resident of Warrnambool General retailer</b>	Positive. Will create residential opportunities that will grow the local economy better than what the saleyards have ever done.	Doesn't need to.	Time to realise the value of the land.
<b>Livestock transport operator Allansford</b>	There would be little impact on the job that I do as I would have other work at other selling centres	Make a definite decision as early as possible so everyone knows what they are doing (ie) set date then everyone can plan for the future whatever that maybe . We have all been through this ten or so yrs ago the council at the time kept it going but done minimal maintenance and now it's got to this point if it's patched up then in another 5 years we will be all doing this again .	The decision has to be made to either spend 6 million (perhaps more)or spend nothing, The facility has got to the stage that to meet the current animal welfare issues & OH&S standards it needs to be fully compliant, by just spending say 3 million you will only be partially fixing it up but still not meet the standards that the livestock industry must operate by there are a lot more things in need of repair that don't get a mention eg gates on ramps that operators can't reach ,gates on ramps that don't slide properly , inadequate lighting over the outside dirt yards , a lot of rust in the gates on the scales , the undercover yds don't get properly maintained they should be cleaned and topped up with wood chips more often , these are some things that effect my ability to do my job at the yards properly
<b>Resident of Warrnambool Warrnambool</b>	No impact	Investigate another "more future appropriate" site and use the 6 million towards a new saleyards. Develop a shared expenses new saleyards with the Moyne Shire.	Regardless of saleyards closure now, or in 20 years, after a Warrnambool Ratepayer investment of 6 million, it will be emotive and meet with opposition. Another consideration is a greater number of non Warrnambool Ratepayers benefit from the business generated by the saleyards. If, as some communication reveals, the large profit generated by the saleyards has not been used to maintain them, where is it being allocated?

<b>Resident of Warrnambool</b>	Closure would save millions of dollars of expenditure to a facility that has a similar state of the art facility only 40 minutes north. These savings could be more wisely invested in more community focused outcomes	Don't see this as an issue as the reported associated activity will still happen in a modern 2022+ society. ie online click and collect.	I cannot believe that a selected few businesses (ie the agents) in 2022 expect the ratepayers of Warrnambool to pay for and provide them with a place to operate their business from. This 18th-19th century business model no longer meets modern day practice. If they think it's viable let them put THEIR MONEY UP and see how they can manage the debt over the years ahead
<b>Livestock transport operator Allansford</b>	There would be little impact on the job that I do as i would have other work at other selling centres	Make a definite decision as early as possible so everyone knows what they are doing (ie) set date then everyone can plan for the future whatever that maybe	The decision has to be made to either spend 6 million (perhaps more)or spend nothing, The facility has got to the stage that to meet the current animal welfare issues & OH&S standards it needs to be fully compliant, by just spending say 3 million you will only be partially fixing it up but still not meet the standards that the livestock industry must operate by there are a lot more things in need of repair that don't get a mention eg gates on ramps that operators can't reach ,gates on ramps that don't slide properly , inadequate lighting over the outside dirt yards , a lot of rust in the gates on the scales , the undercover yds don't get properly maintained they should be cleaned and topped up with wood chips more often , these are some things that effect my ability to do my job at the yards properly
<b>Resident of Warrnambool</b>	None	Can technology be used as an enabler for change? Can traditional buy/sell models be transitioned to work within the digital economy to work more efficiently & with a wider audience? Seed funding could be sought via Fed govt grants combined with a local council subsidy. Outcomes would be less transport emissions and improved time management for stakeholders.	Consider the intangible impact of a closure, such as health and historic value. Consider other businesses that depend on the saleyards, and look at the value relative to other council aspects. I agree council should not be running commercial enterprises, however clearly articulate the saleyards exit strategy with a vision, timeframe and a financial assessment. Be transparent to work in the best interests of of the entire community
<b>Resident of Warrnambool</b>	Release valuable real estate	Transfer business to Mortlake	Supposed profits for not consider on costs. Modern sale yards have exacting standards - absurd Council would invest \$\$ to continually upgrade to achieve these standards.
<b>Resident of Warrnambool</b>	Less people in town spending money supporting our local shops. Agriculture businesses in close proximity for farmers to do both jobs in one trip.		They have been there for years and people have built around them knowing they are there, so they can not make complaints in any form. Also they have been profitable for years but the money has not been spent there it goes to other council areas that are losing money. I would much rather my money the council collect going to improving the sale yards than moving the art gallery as I believe they are more important and will bring in more money to our other businesses big and small.
<b>Resident of Warrnambool</b>	Huge impact on the retail sector with no one coming in from the local district to shop, attend appointments etc lead to job losses across the board!	I don't believe you can mitigate the financial loss to the business and retail community.	Listen to the Community! But my suspicions are the council has already decided on closing them, the survey is just an appeasement.
<b>Livestock producer Moyne</b>	Greatly. We transport our cattle to the saleyards and we would not want to travel as far as Mortlake.	Put more funds into upgrading the saleyards. We pay a commission fee for every animal. These fees should be used for the upgrade.	Is there a breakdown available for the public to see, of all the commission fees paid by producers per year and how those fees are spent?

<p><b>Livestock producer Moyne</b></p>	<p>Only closes one avenue of selling which I very rarely use.</p>	<p>Hard to do, transitional closing would require some investment still to keep the saleyards safe and functional, compared to a solid end date eg. End of next current financial year which gives all stake holders time to adjust and set themselves for closure.</p>	<p>To spend 6 million on a selling centre which will always face issues with waste and smell and the social licence to operate in a growing tourist town would not be a wise financial investment. It is a shame to lose the centre but unfortunately it is a way of the times and the vast majority of opponents need to accept that times have and will always change even though they may not agree with them. As a producer I don't like using the saleyards as they pose animal welfare issues for my stock and the visual of cattle falling over on the hard rubber and concrete and buying cattle out of there that take weeks to walk well again is a serious issue that too many people overlook.</p>
<p><b>Livestock producer Moyne</b></p>	<p>It will not affect me as I now sell at Mortlake Sale Yards and have done for at least 3 years.</p>		<p>Don't waste the money on the repairs, when there is a state of the art yards only 1/2 hour away at Mortlake. Spend the money on repairing the local roads that are used for the truck net works and cars 🚗. They all said businesses in Warrnambool would suffer when Mortlake opened..... no change from my end I still shop in Warrnambool.</p>
<p><b>Livestock producer Agribusiness operator</b></p>	<p>It would affect my dairy farm very much as I buy &amp; sell every week at the wall yards &amp; I do not want to have to travel to Mortlake or Camperdown with my cattle &amp; calves as there is no calf sale at either yards</p>	<p>Just don't shut it &amp; listen to the farmers as agriculture especially dairy is the biggest economic input to warrnambool 1.4 billion dairy industry around warrnambool alone the sale yards has a major connection to this figure as a lot of the dairy choppers get sold in wbl yards it would be inconvenient &amp; less competition at other centres</p>	<p>I operate one of the largest dairy farms in the city of warrnambool we pay wcc rates on 9 titles of land and have been paying \$2 per head of cattle levy for the last 20 years which it should of gone towards maintenance &amp; improvements at the yards but instead it was put into consolidated revenue by the previous ceo &amp; previous councillors to prop up flagstaff hill aqua zone art gallery fun for kids which run every year at a loss the saleyards is only one of 3 things that make a profit yearly which is self funded at the present time mount gambier council is spending 13million dollars upgrading their yards with state &amp; federal funding if wbl council haven't gone down this track for funding why not should be asked in the last year council have spent money on half the roof &amp; new walkway's it'll be a total waste of money if it is closed down which it should not be closed at all this family farm has had a very long history with the wbl saleyards since it was opened 50 plus years ago so come on wbl city councillors keep it open &amp; spend the money on the yards for the benefit of the wbl economy hope common sense prevails</p>
<p><b>Resident of Warrnambool Agribusiness operator General retailer Business operator based at the saleyards Business operator in Warrnambool</b></p>	<p>This would ruin the local economy, do the council have any idea how much business not only on Wednesday's for sale days but also store sales on fridays, the transport &amp; freight purchasing from local business's on days before &amp; after the sales....</p>	<p>Go move the art gallery how stupid can you be, spend money on art galleries &amp; the white elephant that flagstaff hill is &amp; yet you won't invest in the 1 key driver of our economy the "livestock industry" You won't spend \$1mill on urgent repairs on our sale yards but will spend that on a toilet block FFS wake up WCC &amp; support the industries that drive our economy.</p>	<p>Get your priorities right, income producing assets you invest in, art galleries &amp; flagstaff hill type assets you invest in when there's strong budget surplus.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Release valuable real estate</p>	<p>Transfer business to Mortlake</p>	<p>Supposed profits for not consider on costs. Modern sale yards have exacting standards - absurd Council would invest \$\$ to continually upgrade to achieve these standards.</p>
<p><b>Resident of Warrnambool</b></p>	<p>No affect</p>	<p>They can't</p>	<p>The saleyards are the only council owned asset that makes any money</p>
<p><b>Livestock producer</b></p>	<p>Lack of opportunities to buy stock locally. Travel further to purchase steers. Costing more.</p>	<p>They couldn't. You have ended a sale point and buyers and vendors have to travel further to do their jobs. Once it's gone, it's gone and we have lost a local business that makes money.</p>	<p>Disappointing that council does not see this as important and I'm not sure whose agenda suits closing the sale yards. Anything agricultural seems to be out of favour, even though it's a huge industry.</p>

<b>Livestock producer Koroit</b>	Would have to travel to w Mortlake or Mt Gambier or Hamilton which are not practical think of the farmers for a change		
<b>Livestock producer Moyne</b>	I like selling cattle wbool	Keep them open	No
<b>Resident of Warrnambool</b>			
<b>Resident of Warrnambool</b>	Nowadays it would not affect me very much, but in the past as a business operator I greatly valued the extra trade on saledays	They should not be closed at all, it will be a retrograde step to do so to a income producing asset to Warrnambool	If you can find a much greater amount of money to move the art gallery surely the money can be found to retain and improve the yards,all the nearby houses with a couple of exceptions have been built after the yards were installed and the residents in the area were well aware of the yards existence and I dont hear of too many complaints coming from that quarter
<b>Resident of Warrnambool</b>	The Saleyards needs to remain where it is as I believe it brings farmers / stock agents to the City to support local businesses	By not closing it	
<b>Livestock producer Moyne shire</b>	Higher transport costs.	Don't close the saleyards.	If it's going to be far too long to recover 6 million dollars how long will it take to recover 40 million dollars for an art gallery or 16 million for a community hub!
<b>Livestock producer Business operator in Warrnambool Moyne</b>	Reduce farmers in town to spend in my store	It couldn't. Sending farmers to another town every week doesn't make sense.	Return on a 6 million commercial operation is better than a \$40 million art gallery.
<b>Resident of Warrnambool</b>	It would negatively affect my family and cause the loss if jobs and income	Don't close it	Invest in the saleyards which actually bring money and income into the town instead of the art gallery which does nothing
<b>Resident in close proximity to the saleyards (within 1km)</b>	I work in a bank, we get farmers attending our business on sale day to do errands. They won't attend if they're not in town for sales. That simple.	Don't close them. Improve the facilities.	My parents always told me to live within your means -yours obviously didn't. Agriculture is one of the biggest industries in our shire, support the saleyards and your supporting the whole community!
<b>Resident of Warrnambool Garvoc</b>	Obviously the businesses on Caramut rd would suffer, I use them when going to the yards. I would then have to reconsider where to go, which is a shame since I am satisfied with the operating of Warrnambool.	There isn't really an answer to this. If you close it, business and people who go from all around the area lose. There isn't anything to lessen the impact.	Don't be too narrow sighted please. These yards have offered the best prices for farmers for a long period of time. They investment needed to get them back up to standard is well worth it. Also, there's no going back. If the Saleyards go, they'll never come back and that will be on WCC.
<b>Resident of Warrnambool</b>	More council funds for other much needed areas	Just close it down	Just close it down
<b>Resident of Warrnambool</b>	not at all	give long notice to enable buyers and seller to move	Only the Council has the full cost so we have to trust them to make a rational decision. This is not the first time the yards have moved and change is inevitable.
<b>Resident in close proximity to the saleyards (within 1km)</b>	No effect	Who cares.	Close it. Re-zone the land and build houses.
<b>Resident of Warrnambool</b>	As a long term rate payer and somebody who has business expertise in master planning in Government funded organisations, I say it's time the present location is shut down. It's no longer on the edge of the town, and rapidly becoming more enclosed by residential areas. Why would farmers want to continue to travel into the centre of a suburb to sell/buy stock?	Facilitate partnerships with other neighbouring municipalities that have suitable facilities. Direct the savings made by not having Warrnambool stockyards to the impacted parties for a 5-7 period.	Time for the sale yards to move.

<b>Resident of Warrnambool</b>	The only effect to me would be good. No need for a saleyards in the middle of residential areas.	No need to ease the effect. Stock agents just don't want change. They don't want to drive or relocate to Mortlake. For the semi retired farmers who use the sales for social outings, there are many other social activities for them to join in. Mens sheds for example.	All the people interviewed by the Standard appeared to be well past retirement age. They want sales to continue for social purposes because they no longer put in full days on the farm. Ask some younger, up to date farmers who accept change and use modern methods. Very little extra shopping is done on sales days. Women who live on farms are independent now and drive themselves into town when it suits them and many work here. Everyone needs to move with the times. I am 71 and I accept change. Too many people in Warrnambool want things to stay the way they have been for 40 or more years. How does that benefit the community? Sell the land for housing and recreation.
<b>Livestock producer Moyne</b>	Being a Moyne resident I believe I would think it better to invest in Mortlake even though Warrnambool is closer and why should Warrnambool residents fund shire residents with few city residents actual using saleyards	I believe that people will still come to Warrnambool to do business as this is the commercial operating centre for the shire and few people would do the shopping after going to the markets	I have supplied cattle to this establishment since it first operated being a transport operator driven for other transport operators worked for a stock agent And operate a large commercial dairy operation and I believe we need to invest wisely to progress and grow and I believe Mortlake offer that opportunity
<b>Agribusiness operator</b>	Reduced the option of selling livestock and give the cards to the abattoir	shouldn't be a question, it's a matter of what the council wants to hear, not the facts.	sothe council wants to help midfield to get a better position? That's how it reads anyway.
<b>Livestock producer Moyne</b>	It would be extremely inconvenient as travel to Mortlake is time consuming & more costly and time consuming . It would directly affect my social connections & support received from other farmers during sake days . It's a great distance for people who live to the west of Warrnambool to expect them to travel to Mortlake . I wouldn't then shop for supplies in Warrnambool.	They can't . Unless they build new yards in the Warrnambool area .	Council have been negligent in not maintaining the yards when the money has been available it's a disgrace that they have let it get to this state . I think the arrogance of Councillors to not recognise that Warrnambool is still essentially a rural agricultural city , turn on the farming community at your own peril , the financial losses to businesses in Warrnambool would be enormous. I honestly think the council and some residents of the City of Warrnambool underestimate the enormity of the rural \$\$ which has sustained the city for decades .
<b>Resident of Warrnambool Livestock producer Business operator in Warrnambool</b>	As a livestock producer I would have to use other options than Wbool if it closes.	Don't close them	Why has the profits from the saleyards not been put back into the yards instead of being funnelled into losing propositions like aqua zone & Flagstaff Hill. If the profits had been put back into the yards then it wouldn't be in this position
<b>Resident in close proximity to the saleyards (within 1km)</b>	It would stop an awful lot of trucks going up and down Caramut Rd. Through what is now a busy residential area.	I'm not sure that the community gets as much out of the same yards as it did previously. Not sure the whole family from the farms are coming in on same day. Not to mention there are a lot less farms these days.	I just think that having an old, rundown sales yards which is now well inside the residential city limits is not needed. Especially when we have a state off the art facility 35 minutes away. The opportunities that's closing the sale yards will create in relation to new residential opportunities is massive.
<b>Livestock producer Bolwarra</b>	Would have to transport livestock further at increased cost. Every year Warrnambool saleyards host a f1 feature sale, this is where I buy my replacement heifers for my livestock operation, if the sale yards close sourcing replacement f1 heifers will be difficult	Building a replacement saleyard prior to closure	Closing down the saleyards would be detrimental to the local farming sector, local farmers benefit greatly from having saleyards close by with transport and yard fees reasonable, farmers will now have to transport livestock further, these livestock will likely be transported out of the moyne shire to other regions resulting in no fees payed to the moyne shire and increased transport fees resulting on decreased income for farmers. The attitude of the Warrnambool council towards its local agriculture industry is disappointing and shows how disconnected council members are with their community
<b>Livestock producer Moyne</b>	It wouldn't ,as it's past its use by date		

<b>Livestock producer</b>	No competition for selling cattle will allow the alternative yard to increase costs significantly	Keep them open. They're the one thing the council operate that turns a profit. Makes no sense whatsoever to close them.	Why pointlessly move the art gallery (that doesn't turn a profit) at the cost of millions of dollars instead of spending a smaller amount of money (that's long overdue) in getting the saleyards up to scratch, which is only needed as the money generated from the yards has gone into keeping flagstaff hill and other council assets that make a loss afloat rather than keeping the yards looked after.
<b>Business operator in Warrnambool</b>	It wouldn't have any impact.	I don't believe it would have a major impact that is being suggested, many of the stock agents have already gone to the Mortlake facility. It will not effect local businesses as the people of Mortlake generally shop in Warrnambool for their large shops and purchase of electrical, furniture, clothes and other purchases. Warrnambool will still attract the farmers as Mortlake does not have the retailers that Warrnambool has and it is ever growing.	There is such an opportunity to use the site for another stadium for indoor cricket/indoor tennis, archery or a myriad of other sports. There are many other purposes that this site could be utilized for. There are many costs associated with the upkeep of the outdated sale yards that are now too close to the residential areas of our growing Warrnambool.
<b>Livestock producer</b>	Cattle to be sold further way massive impact on local expenditure meaning agriculture business could close	Closing the sale yards will be the biggest mistake council could ever do the amount of money that farmers spend near the yards would be massive and moved away to other stores outside the shire	Why waste money on the art gallery and the Reid oval and not save something that generates massive amounts off money into business that then pay rates etc
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool</b>	It would not	By offering primary producers that reside in the Warrnambool City Council area a subsidy to take livestock to another facility.(Mortlake). Why should other shire ratepayers use warrnambool funded saleyards.I know they pay a levy but does that cover the costs	
<b>Resident in close proximity to the saleyards (within 1km) Resident of Warrnambool Business operator in Warrnambool</b>	It wouldn't affect me or my business	Sell off part of the land and invest the money into the arc. It is way too small for the current demand.	The town is growing at a rapid rate and you can't have a saleyards in town we could utilize this area much better. The agents will get use to going to Mortlake!
<b>Resident of Warrnambool</b>	It's all the other businesses we will lose if they close.	Don't close them	
<b>Resident of Warrnambool</b>	It's all the other businesses we will lose if they close.	Don't close them	

<b>Stock agent</b>	The closing of the saleyards would be a major impact on not only our business but the the whole town in general. Not only does it bring money directly to the council itself but the money it generates from smaller businesses with trucks coming through town for fuel, bringing farmers into the town for tractors machinery and farm equipment, it's a major part of the town generating a lot of money that I don't think has been brought into consideration.	I think it needs to be looked into what can make the council money now which is the saleyards itself generating annual income, rather than what it would cost to decommission the yards for a plan that would not be able to be put into place for years if ever. IE look at why they are not able to build on Ballarat saleyards before planning on closing our own.	
<b>Livestock producer</b>	Increase in costs in transporting stock elsewhere to sell. Increase our trips to Warrnambool for groceries and produce for farm or we'd shop in other towns that coincided with sale days for our groceries and farm products and not venture into Warrnambool shopping much at all. Other surrounding towns would become our shopping areas as we try and coincide our shopping days with sale days especially now fuel has gone up.	Use the levy paid by producers towards the upgrade of the saleyards as was its true purpose and not close the yards otherwise a lot of businesses in wbool just surviving will close..	Warrnambool businesses would lose heavily if the yards are closed as us farmers will shop wherever our sales are conducted and not come in to wbool as much. Hamilton and Mortlake would benefit greatly and Warrnambool will lose out financially.
<b>Resident of Warrnambool</b>	It won't affect me but it brings so much revenue into the town and I see it as a priority to keep it. Warrnambool will lose businesses if they close.	Don't close them	
<b>Livestock producer Moyne</b>	Currently sell 100 percent of my livestock through Warrnambool yards	Spend money on yards after years of neglect	Over the years I'm sure there has been state and federal grants that could have and should have been taken up very poor management on council's behalf
<b>Livestock producer Colac otway</b>	I buy and sell cattle at Warrnambool so would have to buy and sell at other venues instead	Don't close it	
<b>Livestock producer Moyne</b>	Not at all		Actual costings for improvements are needed. With inflation the way it is these costs could amount to being unviable for improvements to be completed and to get a return on the money invested. Housing is a massive issue at the moment are we better investing this money into public housing for the homeless.
<b>Resident in close proximity to the saleyards (within 1km)</b>	Hospitality. Farmers or their families lunching and shopping on sale days	Do the maintenance they should have done over the past years. It has gotten so expensive because preventative maintenance not done. Now we will have to pay much more for council staff incompetence	
<b>Lara Victoria</b>	I'm a former Warrnambool resident so this doesn't affect me direy but it affects slot of people I know significantly	Don't close them	Stop being greedy these stock yards are more than an income for so many people for many it's a day out a break from the farm it's time out is someone's mental health.
<b>Resident of Warrnambool</b>	Not	Don't close it	Forget art gallery and spend on sale yards
<b>Resident in close proximity to the saleyards (within 1km)</b>	less traffic , less noise	save money	
<b>Livestock producer Moyne</b>	We would suffer as Mortlake is way too far and I can't afford the cost of transport . Warrnambool is great as I get to do my shopping and have appointments	Do the upgrade as they said they would . Think about all the future farmers , stock agents , truck drivers who this will Impact	I have 3 children and 2 out of them will certainly enter the agri business one as a stock agent and one as a farmer what future is there for our children . The council waste so much money on stupid things like Flagstaff hill etc it's time to stand by what has been promised .

<p><b>Resident in close proximity to the saleyards (within 1km)                  Business operator in Warrnambool</b></p>	<p>It would effect my business as customers that come to town also make sale days a day yo call in and organise jobs</p>	<p>They can't as nothing they own makes as big a profit as the yards it's been propping up council facilities for year's</p>	<p>The 7 clowns that r in at the moment will be gone after there term and have spent all the money from selling the yards and they will look financially successful Then the city will not be able to find anything because the yards won't be around to generate any \$\$ Once it's gone it's gone forever Spend the money to upgrade and keep lots of peoples livelihoods</p>
<p><b>Resident of Warrnambool</b></p>	<p>It wouldn't.</p>	<p>It would be very difficult for a lot of individuals and businesses if the sale yards were to close, but it seem pointless for the council to continuously keep propping up the sale yards with ratepayers money just to keep it open, the sale yards are a sinking ship. Mortlake has a more up to date sale yards and is a better option for our district of farmers. Redirecting all the trucks to Mortlake has to be a benefit for the Warrnambool community, this mean better and safer roads around Warrnambool.</p>	<p>It would be disappointing if the council keeps spending money on the sale yards , when that money would be better spent on benefiting the entire community rather than a few.</p>
<p><b>Stock agent                  Agribusiness operator                  Moyne</b></p>	<p>Loss of income.</p>	<p>It can't.</p>	<p>Unfortunately the council has a reputation of incompetence through historic bad decisions. Eg: Liebig Street redevelopment, East W'bool shopping precinct etc. Clearly the council employs uninformed advice in the decisions it makes. To think W'bool is just a tourist town and not a rural town is absurd. The effect of shutting the Saleyards would be detrimental to the prosperity of the town. W'bool relies on the rural spend because it has very few major employers in the district. Warrnambool needs to move on from its narrow mindedness and see the bigger picture. To me the sudden turnaround reeks of a hometown decision by council. Do some members in council have a financial interest in some of the land nearby which may be suitable for development? Warrnambool is such a beautiful place with huge potential but it seems to always come back to not what you know but who you know and who you are related to or which school you went to. It needs informed minds to make this decision. It would be a damn shame to see another money making enterprise go down the drain due to total misunderstanding of the council's position.</p>
<p><b>Resident of Warrnambool                  Previous moyne shire</b></p>	<p>Many many businesses in Warrnambool</p>	<p>Look at the big picture in general How many councillors have any idea of the impact closing would have a gigantic impact on various sections of Warrnambool. In generalin ge</p>	<p>Yes UPDATE the saleyards the Sal</p>
<p><b>Resident of Warrnambool</b></p>	<p>It would not directly impact me but I know of local businesses that would be</p>	<p>Don't close them - its that simple. Don't look at or listen to the owners of land surrounding the sale yards</p>	<p>Too many businesses would be impacted id the closure was implemented. Its one of the very few "businesses" run by the WCC that actually run at a profit. No valid reason to sell it off other than profiteering by developers who own adjacent land</p>
<p><b>Resident of Warrnambool</b></p>	<p>I would be devastated</p>	<p>Don't close them</p>	<p>Every major town of any significance has a saleyard. It is a meeting place for the region. It is the backbone of our area.</p>
<p><b>Resident of Warrnambool</b></p>	<p>I believe closure of saleyards would be detrimental to a large number of business's particularly many businesses on central and The western part of Princes Highway. Car dealerships, machinery and retail and small business as well as food outlets.</p>	<p>We will have lost much retail in our town and many people making their trips to Warrnambool . Once change is made very difficult to get that trade back. I don't think this is the time to make these changes.</p>	



<b>Resident of Warrnambool</b>	No effect but keep saleyards	?	
<b>Resident of Warrnambool</b>	No effect but keep saleyards	?	
<b>Resident of Warrnambool Warrnambool</b>	Would not	Don't close them	It's about time this council had a good look at it's self and put renovations into action
<b>Resident of Warrnambool</b>	No effect but keep saleyards	?	
<b>Resident of Warrnambool</b>			Why would you sell one of the few money making businesses that the council has
<b>Resident in close proximity to the saleyards (within 1km) Livestock producer</b>	Massive cost to transport cattle to Mortlake night before then have to travel again the next day to watch sales and the wellbeen in talking to buyers/sellers		This is a disgrace haven't spent any money on upkeep just keep putting it in to flag staff hill and saleyards pay for themselves
<b>Livestock producer</b>	Lost of income, takes the competition out of the sale yards.	Don't shut it	Always made a profit, self funding! Mr gambier (smaller yards, smaller town) saleyards are getting 13million from state and federal government to upgrade there saleyard.
<b>Stock agent</b>	It wouldn't	The city is big enough to stand alone without saleyard. There is a state of the art facility just up the road.	How many warrnambool city rate payer use the saleyards. Most of the users are Moyne Shire with a fantastic facility.
<b>Livestock producer</b>	Further to transport stock more costs	By leaving it open and renewing facility it'll only lead to more business staying in warnambool	
<b>Resident of Warrnambool Livestock producer</b>	I buy and sell there and have a family connection there	How about putting money into it over the past 20 years instead of using it to bump up money pits like flagstaff hill and you wouldn't ask this question	Save our yards, we stuck with you now your turn to stick with us, J&J Kelly are the best stock agents in the district and they have got your back??
<b>Livestock producer Glenelg</b>	Huge impact we sell 200 head yearly	Don't close it	
<b>Livestock producer</b>	It would dramatically & financially affect our dairy farm as we sell & buy every week of the year at Wbl yards we have supported this saleyards from this farm for 52 years since it was opened I very strongly object to closing these yards it's absolutely ridiculous to even consider it as it's a self funding enterprise	Don't close it & should've been putting the profits back into the running & maintenance of the yards it's a very profitable council run yards it's only 1 of 2 things that council make money out of	As a producer we have been paying \$2 per head levy on our cattle for over 20 years which was supposed to go to maitience & improvements but former city council CEO claimed money went into general city revenue when challenged which meant no one could do anything about it when the original levy was put on it was never properly stated or documented that it had to go towards the saleyards which is a disgrace that money has gone towards propping up aquazone flagstaff hill & other unviable operations around town
<b>Resident of Warrnambool</b>	Save ratepayers money		
<b>Resident of Warrnambool</b>	As a ratepayer I am concerned that this facility is one of the only council owned assets making money. Do rates go up without this income and the income of visiting users	Don't close it. Upgrade it as promised	Reminds me of the short sighted WCC decision to sell the land next door to its current offices to Quest

<b>Livestock transport operator</b>	The closure would greatly affect our small family owned livestock transport business based in Warrnambool. We cart to and from the saleyards each Wednesday and have done for the last 25 years.		
<b>Livestock producer Moyne</b>	Loss of income	By spending the money and maintaining the Saleyards like they should have been all these years	Saleyards makes a profit. Profits should be put back into the Saleyards, not the art gallery or flagstaff hill or anything other then the saleyards
<b>Resident of Warrnambool</b>	The funds collected from rates could go to sustainable community projects instead of running a commercial business. It's not a core council operation and there's the new yards at Mortlake	Move the yards out of town to open up prime real estate on the current site	Council is continuing to waste money on upgrades to services that are already adequate and are failing the residents who are struggling to even survive. Like moving the art gallery to destroy another beautiful view of our city. Reopen McGennans for the public
<b>Stock agent Livestock producer Moyne</b>	It will affect our large clientele negatively Financial wise with increase freight to Mortlake etc. The Warrnambool Yards are a meeting place for our farmers to attend weekly to catch up with friends and talk about the industry. These people then continue on their day in town spending money at the many businesses. There is absolutely no reason to close the saleyards. None. It's operating at a profit, should have been looked after better.	?? Lessen the impact. Maybe the councillors that have voted against it spend some much required research at the site talking to clients and businesses	We are disgusted and alarmed at the backflip of the WCC esp a couple of councillors in particular.
<b>Resident of Warrnambool</b>	Nil affect	No need to mitigate	It is only a matter of time until the growth of the Mortlake and Ballarat yards make the Warrnambool site unviable.
<b>Livestock producer Moyne</b>	Where do I sell my calves		It doesn't run at a loss it's making money . Just fix it up It's a community nessecity
<b>Resident of Warrnambool</b>	More money to spend on community projects etc	It doesn't make enough profit to worry to much.... It's a commercial decision that must be made for the whole community, not just a few	

<p><b>Resident of Warrnambool</b></p>	<p>It would not. I do not use the saleyards.</p>	<p>Use some of the money to support those who are disadvantaged to engage with alternate yards. Otherwise they should be closed immediately.</p>	<p>Whilst admirable, the only reason to keep the yards is if there is no alternative. Since previous discussions in 2010 and 2014/15, there is now a private alternative less than an hour away in Mortlake. It is clear the capital costs associated have significant payback periods, and do not align with the probably commercial lifespan of this facility. Warrnambool is a very small municipality, and whilst I agree that some farmers would absolutely live &amp; farm within Warrnambool, many would come from elsewhere (eg. Moyne, Glenelg, Corangamite). Warrnambool already provides a significant number of services in arts, culture, recreation, tourism, placemaking, for these regions, we do not need a saleyard too. The commercial consideration simply doesn't add up. Warrnambool wants to be livable, and the saleyards are not a good expenditure. If there is a plan to invest this amount, it should go to a redevelopment or replacement of Aquazone, or the Stadium, or the Art Gallery, or Flagstaff Hill, or the lighthouse Theatre, or a community hub at Brierly, or Dennington. Archie Graham isn't accessible - perhaps we need to build a more accessible community centre. At the core of our decision making we must think what is going to provide the best return for our significant investment, for the broadest spread of the community. The saleyards require too much money, to benefit too few of our citizens of Warrnambool. We have families, aging couples and singles, we want more tourism dollars, and we have a massive homelessness problem. people can't just travel to Port Fairy or Mortlake to access a big, open community hub. Farmers can easily drive a bit further up the road to sell their asset. The argument from some councillors and parts of the community that industry would leave and farmers left with no where to sell is just not accurate. \$1 million dollars was invested two years ago in a roof. This has been wasted investment. Don't waste more money. Please, we can do better. Warrnambool is not a country town, a little grotto, nor is it a cosmopolitan city. It is a regional city of Victoria, where progressiveness and livability must be at the core of our decision making. Please, please consider that there are far more important uses for such a significant amount of money, than to rebuild a dying asset with less than 20 years of life remaining. Make the tough decision, own it and we will become a better, more livable and inclusive city for your decision you are making today.</p>
	<p>family operates and own a beef property and we buy and sell cattle.if we are forced to go to mortlake we will buy our farm requirements in mortlake</p>	<p>They can't! because travelling to mortlake will increase labour and costs</p>	<p>If you want to reduce spending there are many other non profit areas to consider Leave our sale yards alone .They have helped warrnambool prosper.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Poor economic and community decision for the city. It is a financial business which is needed and enhances our employment diversity</p>	<p>Not possible. Once it's gone it's gone</p>	<p>1. Market day draws many of our farming to our retail area as well as other days. It does provide the city with income also from the saleyards itself. Closure will also mean loss of employment</p>
<p><b>Resident of Warrnambool</b></p>	<p>it wont</p>	<p>Its a short 40 minute drive to the new sales yards at Mortlake, many people have adapted to travelling there, offer local farmers a small % off their rates for the first 12 months.</p>	<p>The area would be better used for a 2nd indoor aquatic leisure centre with splash pool, wave pool water slide etc, build it like there no other in the region this would bring better investment for dollar as it would attract people for everywhere, especially winter.</p>

<p><b>Livestock producer Business operator in Warrnambool</b></p>	<p>1/ I am a tyre retailer who relies heavily to on the farming fraternity to support my 2 businesses these yards bring these farmers to this town and they then spend money in it !! This may be a tourist town but I've been in business here for 35 years and can tell you that farmers bring vitality to this town 12 months of the year . If they are not here the loss to this town will be unmeasurable. You can only sell a asset once , drive out caramut road alone from the lights to the bridge and look at those businesses that have invested heavily in the agriculture industry, I'm sure you the council enjoy there rates so please invest in these facilities and support us retailers who pay rates and employ people</p>	<p>Drop rates to all businesses that you are going to take business away from and find employment for people who potentially could lose jobs</p>	
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>Get rid of the foul smell at my house</p>	<p>Why spend more money on a dying facility, close it down and use the state of the art facility in Mortlake</p>	<p>With all the faults with the saleyards why spend such a huge amount of money for a few years. The housing around the area aims going ahead, get rid of the sticky place and make use of the money on a more worthwhile cause</p>
<p><b>Livestock producer Agribusiness operator Moyne Shire</b></p>	<p>More difficult selling calves. No other saleyards have calf pens. Good opportunity to find out true value of livestock locally. Less stress on stock as don't have long trips to get to another saleyard. Ease of doing other business whilst in town, eg, shopping locally, whether it's groceries, clothing, chemist, agricultural merchandise, machinery, lawyers, accountants, banks etc. convenience is important (time and distance to travel). All of our business is done in Warrnambool - having to travel elsewhere would make us consider moving our business to different town depending on convenience etc.</p>	<p>Building a new saleyard facility just out of Warrnambool's city limits or don't close it in the first place. The first option will be more expensive but would suit Wbool's growth.</p>	<p>Shutting down the Wbool saleyards and not replacing them close by has a big chance of taking business away from the town when you are trying to get the city to thrive. Potentially it could be more detrimental to the city as a whole than the cost of keeping it.</p>
<p><b>Resident of Warrnambool</b></p>	<p>Internet with Family Business and Income</p>	<p>By not closing it</p>	<p>What has happened to the \$2 per head that was put in place to maintain the sale yards. Surely that has been put aside for maintaining upgrades This is a better investment for the community than spending Millions on a new Art Gallery. I don't see the sense in building another gallery when we already have one!!! The yards are making a profit, it doesn't make sense to me and many people that I have discussed the topic with. 😊😊</p>
<p><b>Moyne</b></p>	<p>Not at all</p>	<p>Keep it open</p>	<p>Make the saleyards economically and environmentally sustainable. Keep the green buffer between residences. Turn the paddocks into a large park.</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>We are a farming area, livestock exchange is required to run agricultural business in the area. Closing it and building another one would be a massive waste of OUR tax payer and rate payer money! Leave it where it is and fix its issues!</p>	<p>By not closing it</p>	<p>Listen to the community don't ignore us like you want to with art gallery,breakwater and everything else!</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>Not at all. It needs to move as the area is more suitable for residential or recreational space.</p>	<p>Help business relocate to industrial areas. Sell the site to developers and use funds to improve Warrnambool amenity. Or redevelop areas into sporting hub with AquaZone relocated to the site.</p>	<p>Councils does not need these yards as there is a perfectly viable commercial operator at Mortlake. Spending millions on a facility that has a very limited lifespan (10-20 years) is not a good use of funds.</p>
<p><b>Resident in close proximity to the saleyards (within 1km)</b></p>	<p>Smell, noise, traffic</p>		<p>Suburbia has caught up with the saleyards location As was done in past years time to move out of town. Sell area to property developers use finds for new yards</p>

<b>Resident of Warrnambool Livestock producer</b>	It wouldn't	People will still shop in Warrnambool. The new Saleyards at Mortlake should be utilised to capacity. No money should be spent on the Warrnambool Saleyards when there is such a good facility already available at Mortlake.	Close the Saleyards- they have run their course and are no longer viable. Turn the land into residential land and sell it to fund other more worthwhile facilities.
<b>Business operator in Warrnambool</b>	Our business would be directly affected due to the farmers coming to town on a Wednesday, we service on average 10 vehicles from the saleyards on a Wednesday	I don't believe they can.	The economic impact of closing the saleyards would be felt by all businesses in Warrnambool, I see no need to close or move.
<b>Resident of Warrnambool Business operator in Warrnambool</b>	Down turn on sales from farming community. Will not be able to employ staff, therefore staff loss, more unemployment in Warrnambool.	Not closing successful business!	Disgrace this continues to be brought up. Flagstaff hill should be closed as it's operating a loss before closing a profit making business.
<b>Resident of Warrnambool</b>	Lack of money being spent in Warrnambool will affect all residents as businesses will close!!!!	They can't, don't close it	Don't close it period!!!!
<b>Corangamite</b>	It would not affect me personally	Develop the land for housing	The proximity to Mortlake and changes to on line selling will continue to affect yarn numbers. There will be increasing pressure from housing expansion to relocate the yards
<b>Resident of Warrnambool</b>	Not at all	Sell the land for housing	Waste of money to invest when other private operators offer the same service
<b>Resident of Warrnambool</b>	This closure would effect a lot of business in Warrnambool it also makes a profit for Warrnambool why would you close a profitable business. If you are going to close something that makes a loss try closing flagstaff hill	By NOT closing this business down. Warrnambool needs it	I thought this new council would be good for Warrnambool but no still the same you are not listening to the people of Warrnambool per example the art gallery. The majority does not want it moved but you WONT LISTEN
<b>Resident in close proximity to the saleyards (within 1km)</b>	While it won't affect me, I think we need to spend the money to upgrade the facility	Not possible, would have a major impact on the region	Please do what you were elected to do, repair the sale yards
<b>Resident of Warrnambool</b>			
<b>Resident of Warrnambool</b>	It would not.	Sell some land for development and keep some for parkland.	Saleyards in current location in Warrnambool has passed its use by date, especially given the proximity to Merri River, residential development in close proximity increased traffic congestion on Caramut road and establishment of new sale yards in Mortlake. The substantial cost of improving the current sale yards does not make good economic or environmental sense for rates payers in Warrnambool.
<b>Resident of Warrnambool</b>	It would not.	Sell some land for development and keep some for parkland.	Saleyards in current location in Warrnambool has passed its use by date, especially given the proximity to Merri River, residential development in close proximity increased traffic congestion on Caramut road and establishment of new sale yards in Mortlake. The substantial cost of improving the current sale yards does not make good economic or environmental sense for rates payers in Warrnambool.

Points raised	Detail/suggestion/comments
<p><b>Producers, agents, transport operators, agribusiness operators and buyers would lose money if the yards closed.</b></p>	<p>One commission buyer advised he would lose \$40,000 in income.</p> <p>Transport operator could do up to nine trips to the Warrnambool yards, would be lucky to do four to Mortlake.                      Transport operator would go from a 1.5 hour job turnaround to a three-hour turnaround.</p> <p>Transport operators have to sit and wait longer in Mortlake.                      Curfew is too restrictive at Mortlake.</p> <p>Cost of cartage would rise, cost of maintaining vehicles would rise through increased wear and tear.</p> <p>Concern expressed for young business operators along Caramut Road.</p> <p>What is the bugbear of the Councillors not in favour of upgrading the yards? They are affecting my life and affecting my livelihood.</p> <p>Would cost an extra \$50 a head to take cattle to Mortlake.</p> <p>Drivers don't like taking cattle to Mortlake.</p> <p>Our family will lose \$750 every Wednesday.</p>
<p><b>The saleyards are profitable. Farmers make more money at Warrnambool than Mortlake.</b></p>	<p>The yards are a money-making operation, it does not make sense to close the yards.</p> <p>The yards make money even though they have not had any money spent on them.</p> <p>Haven't seen this much money around Warrnambool since 2000.</p>

	<p>We keep making bad decisions, e.g. removing the sheep yards. Business is booming on the back of agriculture.</p> <p>Council was elected to manage the economy for the ratepayers and they are not getting their money's worth.</p> <p>Invest in Warrnambool, they top the markets every time.</p> <p>You want to get rid of \$1.2 million in income, let alone all the other spending on businesses in Warrnambool? Profits stay local if the yards are retained in Warrnambool.</p> <p>We should not look at the saleyards selfishly, we should look at what the saleyards does for the town and as an asset for the far-flung community that enables farmers to do their business in Warrnambool.</p> <p>Fat cattle sales are better at Warrnambool</p>
<p><b>The yards have been neglected, spend money on the yards.</b></p>	<p>The neglect of the yards over the years has been terrible. \$6 million is not much these days.</p> <p>If you own an asset such as a house or truck you must maintain that asset.</p> <p>The \$5.6 million is not ratepayers' money, it is money taken from farmers over the years.</p> <p>Spend money on a roof, it's been half-improved already.</p> <p>Council approved the money in the Budget for the upgrade and now this? You had a motion to support the upgrade and then you turned it around.</p> <p>If you build the yards properly the cattle numbers will grow.</p>

	<p>Don't spend a cent on the yards unless you are going to do it properly.</p> <p>If improvements had been made years ago Mortlake yards would never have been built.</p> <p>You have to have a state-of-the-art facility, buyers are steering away from Warrnambool because we don't have soft flooring.</p> <p>It's a good site, things can be done, beautify the place – it should not be all doom and gloom.</p> <p>It's a high energy, high use area and it needs investment.</p> <p>It beggars belief we have got ourselves in the position we have.</p> <p>It's a big ask of Council to invest but if we didn't we would be a laughing stock.</p> <p>Hamilton was pro-active in maintaining their yards and have remained profitable.</p> <p>Why is it wasting ratepayers' money when it is money coming from the saleyards into the pot?</p>
<p><b>Closure would see money flow out of Warrnambool</b></p>	<p>Money would go to Moyne, Mount Gambier and to NSW.</p> <p>Some buyers from outside the region stay Tuesday and Wednesday nights in Warrnambool.</p> <p>The amount of money that comes to Warrnambool on sale days should be taken into consideration. A lot of people spend money in cafes, restaurants, merchandise, banking.</p> <p>Producers get their machinery serviced in Warrnambool.</p> <p>You are going to be bleeding if you don't get people to the town.</p>
<p><b>Fence around the saleyards.</b></p>	<p>Why spend \$180,000 on fencing if Council is only going to close the yards.</p> <p>If Council proceeds with fencing it should keep going and do the complete upgrade.</p>



	<p>Those attending the saleyards spend money in Warrnambool at businesses that pay Council rates.</p>
<p><b>Various theories and complaints relating to the publicity from the Mortlake yards.</b></p>	<p>Why would you throw away something that is making money unless there is a hidden agenda?</p> <p>Council plans to sell the land.</p> <p>Council is promoting the Mortlake saleyards.</p> <p>No Mortlake yards accidents are ever reported in The Standard, only bad things about Warrnambool yards get said.</p> <p>Does Council work for Mortlake?</p> <p>The crap that Mortlake puts out, it's wrong what they are doing.</p> <p>The newspaper responds to Mortlake saleyards but advocates of the yards have tried to get stories published in The Standard without success. They now plan to advertise in The Standard.</p> <p>Council is telling people to go to Mortlake.</p>
<p><b>Not all farmers want to go to Mortlake</b></p>	<p>Sales are not that big at Mortlake; cattle are brought in from outside the region to Mortlake.</p> <p>Do not want to load cattle on a Sunday night.</p> <p>Farmers balk at the increased cartage to Mortlake.</p>
<p><b>Mortlake yards are not a convenient alternative for many farmers</b></p>	<p>Heywood, Portland and Tyrendarra producers will go to Mount Gambier. If Warrnambool closes cattle will be taken to Hamilton or Mount Gambier. Mortlake is not an option. We get a premium at Warrnambool because of the abattoir.</p>

<p><b>Warrnambool City Council provides a lot of facilities for non-residents, not just the saleyards.</b></p>	<p>The Warrnambool Art Gallery, Flagstaff Hill.</p>
<p><b>The art gallery is subsidised, the swimming pool is subsidised, why not the saleyards?</b></p>	<p>Saleyards bring money into the town so it is a good investment</p>
<p><b>Historically significant/tradition/social impact/mental health</b></p>	<p>Saleyards have been a primary function in the town for over 100 years.</p> <p>The town was built on the back of agriculture but some people think it was art or tourism.</p> <p>Saleyards are part of the fabric of Warrnambool.</p> <p>Saw the demise of small farmers on the Bellarine Peninsula following the closure of Geelong saleyards and now they do business over social media which provides no transparency. Saleyards are an important part of maintaining our clean and green international reputation. We need to keep connections with the people around us.</p> <p>You were built on dairy, spend some money to keep it going – but I can see Council is in a difficult situation.</p>
<p><b>Levy paid by farmers should go into maintenance of the yards.</b></p>	<p>The income from the maintenance levy went into consolidated revenue. Employees have not worked in a facility where they feel safe.</p>
<p><b>Prompt closure will mean instant job losses.</b></p>	<p>Agents, council staff would be there one minute and gone the next.</p>
<p><b>Transitional closure would give people time to look at options.</b></p>	
<p><b>Council-run facility provides a benchmark and competition.</b></p>	<p>Wodonga is privatised and because of costs farmers are now bypassing Wodonga and prefer Wangaratta and Benalla.</p> <p>Agents have worked hard to keep clients in Warrnambool in order to ensure competition. Business is better here than at Pakenham. The yards are in a major centre with a processor (abattoir) and export buyers attend sales. It's paramount to have competition. Take Warrnambool away and the cost to use Mortlake would increase and a monopoly would arise. Centralising saleyards has decreased competition. There is less competition with just one location because the cattle can't be killed the next day.</p>

<b>Impact of Mortlake will be temporary.</b>	The opening of the yards at Mortlake initially impacted adversely on Camperdown but producers are returning to Camperdown.
<b>Alternatives to closure.</b>	Has Council tried to sell the yards to a private operator?
<b>Fat cattle sales are better at Warrnambool</b>	
<b>Rehabilitation costs of the land at the saleyards would be high.</b>	Nothing has been done with former saleyards at Ballarat and Geelong. They are an eyesore.
<b>Truck wash</b>	Warrnambool has the dearest truck wash in Victoria. If the truck wash closed drivers would have to go to Mortlake or Camperdown. Have heard rumour Council would keep it open for Midfields. Truck dump was funded by
<b>Without a saleyards Warrnambool would be an outlier</b>	Only Geelong is the other major regional city in Victoria without a saleyards. Other towns with 5000-6000 people have state-of-the-art saleyards.
<b>Legal risk from closing</b>	Businesses who benefit from the presence of the yards could enter into a class action against Council.
<b>Legal risk from staying open</b>	Escaped animals could injury people and property with costly consequences. Council was fortunate an escaped cow earlier this year did not in injury. Council dodged a bullet on that one.
<b>Selling the saleyards land would be a short-term fix for Council.</b>	
<b>Liveability</b>	Plenty of B-doubles travel through the city to the abattoir so truck movements at the saleyards are not an issue.
<b>Mental health</b>	The yards are important for farmers' mental health. One of the core businesses and an important part of the community.
<b>Lease or sell some of the land to other businesses.</b>	Someone would be interested in building and operating a truck wash. Blocks where the sheep yards were could be industrial blocks.
<b>Conscience decision</b>	Councillors need to search their own conscience, don't know if Councillors understand the ramifications of their decision. Secure the future of our children. Could crucify the Warrnambool economy for the next 100 years.

<b>Costs to transport cattle to Mortlake are being overstated.</b>	Only \$14 to get cattle to Mortlake.
<b>Cannot keep investing in the yards.</b>	Can't keep patching it up. Warrnambool yards are not user-friendly. Mortlake is a better operation. Would not cost Midfields much more to cart from Colac than Mortlake.
<b>Unique service</b>	There are no calf markets anywhere else. There will be no calf trucks in the Western District in five years' time.  You will squeeze farmers out. Where will they send their bobby calves?
<b>Warrnambool is a key part of the food chain</b>	Owner of a large feedlot at Anakie has a large supermarket contract. He purchases once a month from Warrnambool yards and says Warrnambool plays an important role in providing 70,000 portions of protein to consumers each month.
<b>Caution on investment was correct.</b>	Council was right to defer decision particularly in light of the statements by former Audit and Risk Committee Chairman Leon Fitzgerald. His claims have yet to be refuted, particularly around the projected throughput, which was said to be hopeful. Any Council would look at different ways to use that asset. As a district we shouldn't think that because Warrnambool is the biggest city that everything has to be congregated in Warrnambool. Warrnambool does not need to have every major asset or facility. A modern decision by Council would be to make a decision not to invest in this facility.  It's not Councillors saying it's profitable, it's Council staff. No financial assessment has been made on the shopping linked to attendance at the yards.  An investment of \$5.6 million is barely going to scrape the surface, it's the tip of the iceberg in getting it to a Mortlake standard.  Depreciation needs to be factored in to saleyards investment.

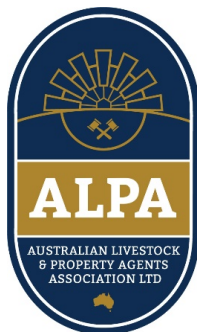


**From:** "Liz Summerville" <sthadmin@alpa.net.au>  
**Sent:** Wed, 24 Aug 2022 08:41:17 +1000  
**To:** "Warrnambool City Council Shared Mail" <contact@warrnambool.vic.gov.au>  
**Cc:** "Peter Baldwin" <Ceo@alpa.net.au>  
**Subject:** South-West Victorian Livestock Exchange (Warrnambool Saleyards) Submission  
**Attachments:** ALPAV 220824 South West Victorian Livestock Exchange.pdf

**CAUTION:** This email originated from outside of Warrnambool City Council. Do not follow guidance, click links, or open attachments unless you recognise the sender and know the content is safe.

Kind regards  
Liz Summerville

**Liz Summerville**  
Southern Regional Manager

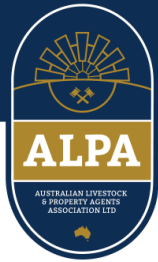


**Australian Livestock & Property Agents Association Ltd**  
PO Box 92, Coolamon NSW 2701  
M 0434 310 310 | F 02 9262 6422 | E [sthadmin@alpa.net.au](mailto:sthadmin@alpa.net.au)

**Grounded in tradition. Working for the future.**



This email may contain confidential or privileged information. If you are not the intended recipient or have received this email in error, please notify the sender immediately and destroy this email.



**Australian Livestock & Property Agents Association Ltd**  
ABN 33 096 142 880

## ALPA Submission

### Topic: South-West Victorian Livestock Exchange (Warrnambool Saleyards)

To: Warrnambool City Council  
Saleyards Feedback  
PO Box 198  
Warrnambool Victoria 3280

Via email: [contact@warrnambool.vic.gov.au](mailto:contact@warrnambool.vic.gov.au)

Date: 24<sup>th</sup> August 2022

#### Australian Livestock & Property Agents Association (ALPA)

ALPA is the national peak industry body for livestock and property agents.

ALPA represents more than 1,200 agency businesses across Australia. Collectively this group plays an important role in livestock, wool, merchandise and rural property sales and marketing.

ALPA members handle in excess of 97% of rural agency business Australia wide.

ALPA is one of the largest national organisations of small rural businessmen and women, relied on to protect the interests of agents and producers nationally.

ALPA national membership includes Elders, Nutrien and private livestock agencies across Australia.

#### HEAD OFFICE

Level 6, 2 Barrack Street SYDNEY NSW 2000  
Telephone: 02 9262 6633  
Fax: 02 9262 6422  
Email: [admin@alpa.net.au](mailto:admin@alpa.net.au)  
Chief Executive Officer:  
Peter Baldwin

#### NORTHERN REGION

PO Box 2178 TOOWONG QLD 4066  
Telephone: 07 3310 8977  
Fax: 02 9262 6422  
Email: [nthadmin@alpa.net.au](mailto:nthadmin@alpa.net.au)  
Northern Regional Manager:  
Andrea Lethbridge

#### SOUTHERN REGION

PO Box 92 COOLAMON NSW 2701  
Telephone: 0434 310 310  
Fax: 02 9262 6422  
Email: [sthadmin@alpa.net.au](mailto:sthadmin@alpa.net.au)  
Southern Regional Manager:  
Liz Summerville

### ALPA General Introduction

The Australian Livestock & Property Association Ltd (ALPA) submission is in response to the Warrnambool City Council inviting the local community and stakeholders to have their say on the future of the South-West Victorian Livestock Exchange - Warrnambool Saleyards.

### ALPA Comments

The South-West Victoria Livestock Exchange (SWVLX) is located in Warrnambool, Victoria, and has been operational at the current site since 1970. It is approximately 270 km from Melbourne and is located approximately 170 kilometres to the South Australian border. The facility is a multi-agent selling centre and agents who sell at SWVLX are members of ALPA.

The SWVLX holds weekly prime cattle sales and monthly store cattle sales. The saleyards operate under the principles of pen selling and livestock sold on a cents per kilogram basis are weighed post sale. The SWVLX sold over 62,000 cattle in the 2020/21 financial year placing it at sixth largest throughput in Victoria.

*Source: National Livestock Reporting Service, Meat and Livestock Australia (2021 Saleyard survey 2020-21 [LINK TO REPORT](#))*

While saleyards have always been a place of business for rural and regional people, saleyards are also used to enjoy much needed down time away from the farm and to connect with other likeminded people. This level of interaction is highlighted in the Australian Livestock Markets Association (ALMA) Social Value of Saleyards Research Report. [LINK TO REPORT](#)

This report outlines the importance of engagement and social interaction. Interactions at saleyards can arguably assist in the mental health and wellbeing of rural and regional people. One point of difference to many other saleyards in Victoria and indeed Australia is that SWVLX has a number of facilities that engage the rural community in addition to simply selling livestock. SWVLX operates on sale day a licensed bar, canteen, a hairdresser and businesses within in close proximity to the saleyards benefit from the influx of people coming on sale day from an economic viewpoint.

The loyalty and resilience of producers, agents, breeders, buyers, processors and all industry stakeholders are a vital cog in the future of livestock sales in the region. A strong livestock market within a town or city gives rise to a prosperous rural community and Warrnambool has a very rich agricultural history specializing in dairy. The trading of dairy cattle is somewhat specialised and SWVLX have adequate facilities that other selling centres do not have. It would be disadvantageous for producers who currently sell at the SWVLX facility to look at alternative options when marketing their livestock which could potentially result in increased selling costs and extra transport which could impact animal welfare.



Over recent years, there has been a general divide and disconnection between urban and non-urban people which has resulted in a lack of knowledge to agriculture and where our food comes from. It is important to have agriculture visible and accessible even in regional cities to continue the evolving story of food and fibre production.

For many years SWLVX has been a venue whereby primary, secondary and tertiary students who ordinarily would never have had the opportunity to have first-hand experience of a livestock marketplace which highlights and promotes the social and economic importance of primary production, food security, commodity exports, local businesses and people. Furthermore, from a curriculum perspective the subjects of science, agriculture, commerce, economics, food and nutrition are engaged in a practical real life situation.

Such is the positive impact a visit to the saleyards can have on a school aged child that we have heard countless stories of students who have a passion for animals who by virtue of that school excursion sought a career in agriculture. Moreover, there have been many instances where a visit to the saleyards has resulted in work experience with local firms and full time employment in the many varying sectors of agriculture.

The general consensus amongst economists, farming organisations, all tiers of Government and the livestock, property and pastoral sector is that the agricultural workforce is underrepresented locally, nationally and taking away such a vital piece of agricultural infrastructure would have negative and long lasting implications on the local primary production sector because local people might simply choose a different career or locate to other towns and cities where there is a local livestock selling facility.

### **ALPA Recommendations**

**ALPA** acknowledges that SWLVX provide a significant facility for local producers, outside vendors and graziers with stock on agistment to present and market livestock to a regional, statewide and international marketplace. The pivotal location of the facility affords convenient access for primary producers from a time, safety and economic perspective alleviating the need to travel vast distances to markets.

**ALPA** sustains the view that a livestock marketing centre which is close to the farm gate will attract smaller producers who can transport their livestock safer in the knowledge that they will suffer less stress and less likelihood of being harmed and can arrive in a better condition to achieve premium liveweight, thus a higher and better return for that producer and their families.

**ALPA** recognises that farmers are a vital part of all communities and the farming sector is the backbone in regional communities across the Warrnambool City Council. It is a lost opportunity when any agricultural product in the shire leaves the region before it

has the opportunity to be marketed, sold and processed as the value-add process means extra jobs and more money staying in the local community.

**ALPA** believes the agricultural sector will always benefit from any rural marketing infrastructure which is regionally significant, fit for purpose and strategically located from a logistics and convenience framework.

**ALPA** believes that a wide range of benefits can be derived from capital investment within the existing facility to ensure the needs of agricultural community within the broader region can be met by offering value for money for those stakeholders through the provision of a local point of sale for livestock. Any strategic investment will provide an economic trigger through the creation of more jobs leading to a stronger, safer vibrant rural community.

**ALPA** welcomes any initiatives from Councils who invest in projects which provide employment and career progression and keeps talented younger people and their families within the local community, avoiding the necessity of and persistent urban drift and loss of vital intellectual property. The social, economic and mental health effects of uplifting people out of smaller communities to the big city are borne out at the coalface within family units, businesses, farms and individuals throughout the region.

**ALPA** as a peak industry stakeholder whose members have made an enduring financial and social contribution to the Warrnambool District, thanks Warrnambool City Council for the opportunity to submit our comments and trust that Warrnambool Saleyards remain and continue to be an integral part of this proud and thriving City for many years to come.

[END]

**Peter Baldwin** B.Bus Lec

Chief Executive Officer

**Australian Livestock & Property Agents Association Ltd**

Suite 3, Level 6, 2 Barrack Street Sydney NSW 2000

T 02 9262 6633 | F 02 9262 6422 | M 0418 241 399 | E [ceo@alpa.net.au](mailto:ceo@alpa.net.au)

**Liz Summerville**

Southern Regional Manager

**Australian Livestock & Property Agents Association Ltd**

PO Box 92, Coolamon NSW 2701

M 0434 310 310 | F 02 9262 6422 | E [sthadmin@alpa.net.au](mailto:sthadmin@alpa.net.au)

**Grounded in tradition. Working for the future.**



Warrnambool City Council		
24 AUG 2022		
Ref No		
Officer		
Scanned Yes / No	Ch:	

AL  
24 AUG 2022



The Chief Executive Officer  
Warrnambool City Council  
Warrnambool, Vic, 3280

24/08/2022

Dear Sir / Madam,

Thank you for the opportunity to provide a submission with regard to the potential closure of the South West Victorian Livestock Exchange (SWVLX) at Warrnambool.

The Board of WVLX are keen to assure Warrnambool City Council that if your choice was to close SWVLX that we would welcome all stakeholders to continue their livestock marketing and business through our facility in Mortlake.

*It has been argued that the closing of SWVLX will have a significant impact on the Warrnambool economy. This claim is not supported by objective evidence. The economic benefit generated by a saleyard is overwhelmingly:*

1. The sale proceeds for the cattle, which flows back to the vendor and the location of their property.
2. The livestock transport expense which flows to the livestock carrier.
3. The agent fees, which flow to the agency business.

Whether the cattle are sold at SWVLX or WVLX the destination of the economic multiplier will remain unchanged as it will still reside with the same businesses being vendors, transport operators and agents as is currently the case.

We do concede that there maybe the loss of some expenditure by vendors and buyers who attend sales in regard to food, beverage and maybe some fuel. However, the attendance of vendors to every sale is trending downwards as they are becoming increasingly time poor and focused on running their businesses, realising that they add little value by attending the sale.

Warrnambool will remain the major service centre for the region. Much of the proceeds generated by the sale of cattle regardless of where that sale occurred will still find its way to Warrnambool as vendors, carriers and agents will still utilise the goods and services provided by the city.

Evidence and precedent of a similar situation can be seen on the Southern Tablelands of New South Wales, where the major regional livestock selling centre was moved from Goulburn to Yass. There was concern that the Goulburn economy would be impacted by the close of the saleyards, despite the fact that throughput had been in steady decline for over a decade. Even the most strident critics of the move would now concede that the livestock proceeds received by Goulburn farmers returns to Goulburn. Goulburn district livestock are transported to Yass by Goulburn based carriers and are sold by Goulburn based agency businesses. Apart from the yard selling fees, and a few coffees and sandwiches the great majority of the economic multiplier generated by the sale of the livestock returns to the district of the livestock's origin. Goulburn remains the major economic hub of the region.

Whilst the closure of SWVLX will have a small impact on Warrnambool, the extent espoused by some commentators does not withstand objective scrutiny. Consequentially, there will also be significant benefit to the city of Warrnambool in terms of enabling alternative uses for the site, reduction of council debt and investment in opportunities that will return real community benefits.

In order to quantify the business case for the investment, we encourage Warrnambool City Council to revisit the cost of the project, given that a similar current saleyard project half as big as SWVLX will cost \$25 million to build on a greenfield site. Similar brownfield projects in Warwick and Gunnedah are estimated at \$20.5 and \$17.5 million respectively. Given the state of the facility, the real cost to bring SWVLX to best practice will be significantly higher than \$6 million. The risk is a compromised project that does not comply with current industry standards.

The Board of WVLX seek to work co-operatively with the Warrnambool City Council to ensure a smooth transition of livestock sales to Mortlake. In doing so, we commit to welcoming Agents and Vendors from the Warrnambool district to ensure a positive impact on farmers and stakeholders that currently operate through SWVLX.

Kind regards,



Rowena Abbey  
Chair of the Board  
WVLX Operations Pty Ltd  
Mortlake, Vic 3272  
Rowena@abco1.com.au





# Submission to Warrnambool City Council

Regarding the future of the South-West Victorian Livestock Exchange (Warrnambool Saleyards)

From Western Victoria Livestock Exchange (WVLX) Pty Ltd

August 2022





# Introduction

To the Warrnambool City Council,

Thank you for the opportunity to provide a submission regarding the future of the South-West Victorian Livestock Exchange (Warrnambool Saleyards).

Western Victoria Livestock Exchange Operations Pty Ltd (WVLX) would welcome the opportunity to have representatives on the focus group consultations planned for September.

Saleyards are our business.

WVLX operates a 109-hectare state-of-the-art, purpose-built livestock selling centre at Mortlake which was launched in 2018 after an investment of \$15 million.

If WVLX was built today it would cost over \$35 million as supported by another proposed development half as big as WVLX and SWVLX that has an estimated cost of \$25 million.

With respect, we believe Council's projected budget of \$6 million is too low considering modern requirements for roofed facilities with specially-constructed floors that avoid animals standing on concrete.

We understand the requirements of modern livestock sales facilities, including buyer and seller needs, community expectations around livestock welfare, and workplace health and safety obligations.

**In this document we have provided details of what WVLX's Mortlake facility offers vendors from the Warrnambool district.**

We also outline independent figures as to throughput and trends.

We support Council's recent vote against a major upgrade and the factors behind this decision including "the long payback period; other Council priorities; and the establishment of an alternative saleyards at Mortlake".

We invite the Mayor and Councillors to tour WVLX's Mortlake facility by contacting me on the details below to arrange a suitable time.

Kind regards,

Colin Ryan, Manager, WVLX  
0418 455 625  
[manager@wvlxvic.com.au](mailto:manager@wvlxvic.com.au)

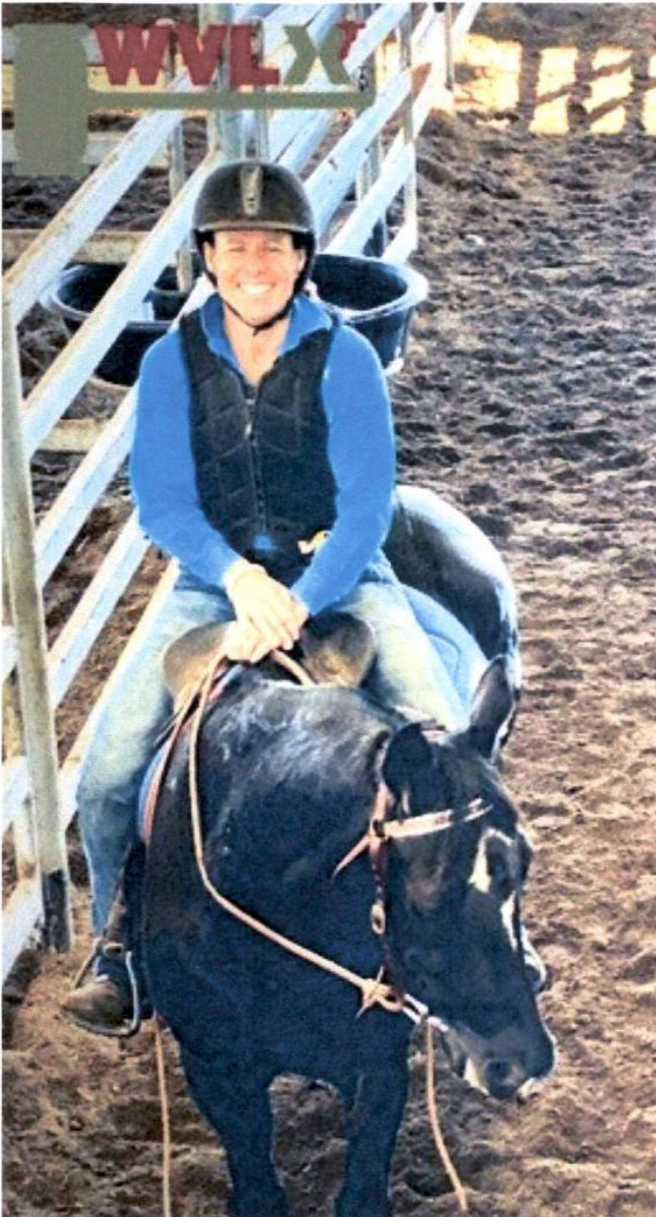
Tom Newsome, Director, WVLX  
Operations Pty Ltd  
0409 580 732  
[tom@outcross.com.au](mailto:tom@outcross.com.au)



## Modern facilities

- WVLX operates a \$15 million, 109-hectare world-class, regional livestock selling centre at Mortlake, Victoria
- WVLX welcomes Warrnambool district livestock vendors, many of whom already sell through the facility
- With a roof spanning the size of the MCG and around 2300 tonne of steel used to construct the 416 selling pens, the facility has the capacity to sell 7500 cattle on any given sale day
- Extensive research into the design and functionality of the saleyards has achieved a world-class facility
- To build this facility today would cost an estimated \$35 million





# Workplace Health and Safety

WVLX offers best practice WH&S, including:

- safety of staff and public through dedicated drafts and public walkways, separating humans and animals
- fatigue management through maximum labour efficiency through first class technology
- use of personal protective equipment (PPE) in high traffic areas
- dedicated traffic management systems





## Livestock welfare

WVLX adheres to upholding the highest possible animal welfare standards and always aims to comply with the *Australian Animal Welfare Standards and Guidelines for Livestock at Saleyards and Depots*.

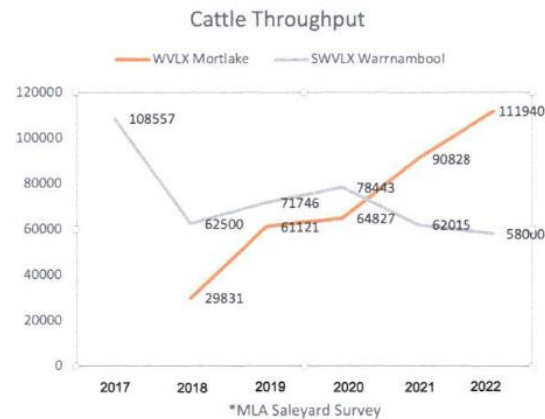
WVLX offers best practice animal welfare, including:

- soft flooring which is particularly important for dairy cows
- minimal time in the yards so livestock are back onto feed quickly
- water throughout selling pens
- minimal pen density limits which enable free movement of stock
- feeding services
- spelling
- agistment
- use of horses to move stock which keeps them calm and is efficient

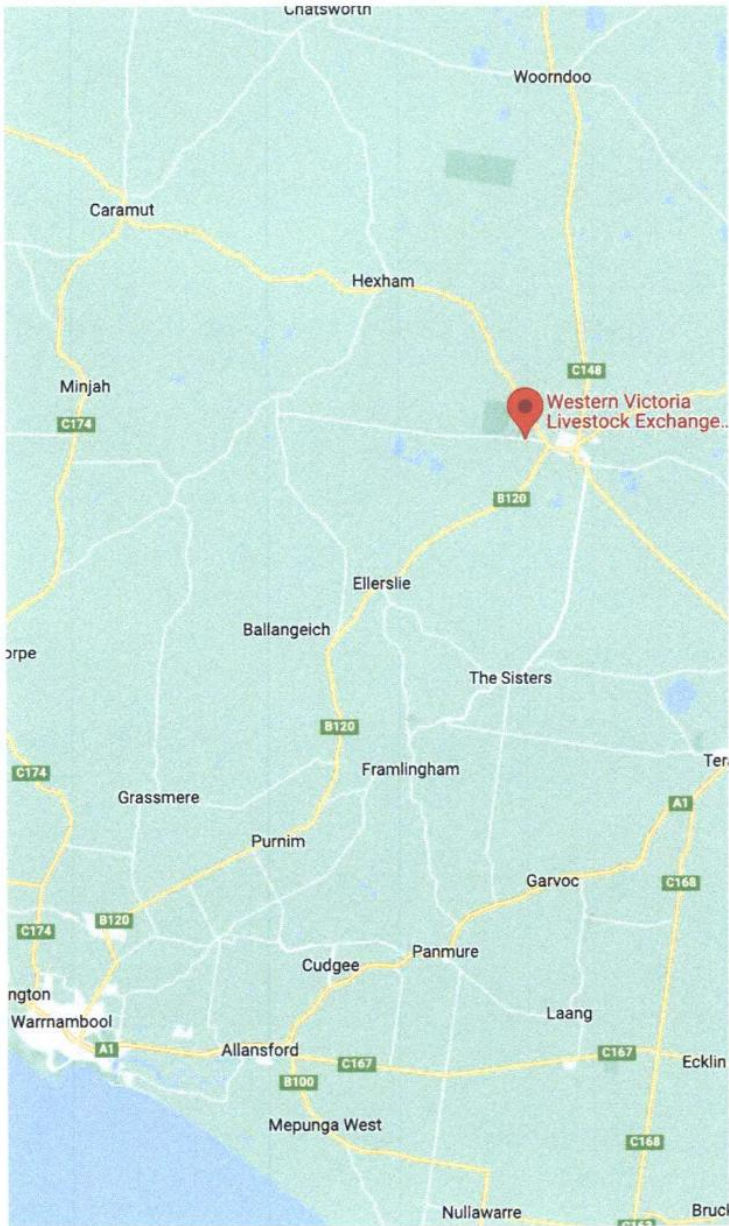


# Buyer competition

- WVLX offers Warrnambool district vendors higher numbers of cattle, more competition from buyers and higher prices
- WVLX's throughput for FY 2021-22 was 111,940 head compared to SWVLX's estimated 58,000 head
- MLA's Saleyards Survey shows throughput is trending up for WVLX and down for SWVLX impacting the viability of SWVLX and casting doubts over the potential to payback capital investment







## Location

- WVLX is located in the centre of the largest proportion of the region's cattle population, just off the Hamilton Highway in Mortlake, South-West Victoria
- It is just 50 kilometres from Warrnambool
- 61% of livestock are consigned to WVLX from Moyne and Corangamite LGAs

(Slide 1)

The South-West Victorian Livestock Exchange (SWVLX) is an essential service for the region's rural community, Saleyard stakeholders and the local businesses that surround Warrnambool.

SWVLX's strength lies in strong industry connections that have been formed over time. The shared knowledge and social value of the Saleyards cannot be underestimated.

This industry tradition cannot be replaced or replicated elsewhere. These bonds have been forming for over a century, first at the Swan Reserve cattle yards and now the SWVLX. Agricultural stakeholders and the rural community rely on the service that the Saleyards provide.

The Saleyards are a self-funded asset for the local community and is one of the few council operated facilities that does not create a financial liability.

(slide 2)

If the council is aspiring to be innovative and vibrant it needs to support industry that contributes to Warrnambool's economic growth. The SWVLX has proven that it is a viable commercial business. With upgrades of roofing and soft flooring it will continue to develop and attract more clients and cattle to maintain its profitability.

(slide 3)

The saleyards has a year-round reliable market. The stakeholders and their subsequent business transactions are built on years of tradition and routine, as they choose Warrnambool to conduct their business and other jobs while at the SWVLX for the weekly and monthly sale days.

It's not unusual for them to spend tens of thousands of dollars on vehicles, farm machinery and other rural products in the city's businesses and council is looking to shut that down.

These transactions keep money in Warrnambool which flows on and is reinvested into other locally-owned and operated family businesses, keeping local people employed.

(slide 4)

If we learned anything from COVID it is people's shopping habits and discretionary spending has changed. If council shuts the yards and takes away those routine sale days and a reason to visit Warrnambool, farmers will be coming to Warrnambool less, if at all to complete their business.

(slide 5)

Without the yards, many businesses which have expanded to meet the growing demand of the agricultural industry they service, will have to close, limit operations, or lay off their employees due to the dramatic loss of trade.

(slide 6) Business Houses video is slotted in here (runs for 12 minutes)

### **Social value**

Saleyards have historically formed an integral part of the social fabric of rural and regional communities with Warrnambool's connection to the saleyards dating back to 1883.

The Australian Livestock Markets Association (ALMA) commissioned the Social Values of Saleyards Research Report 2022 to help quantify the impact of saleyard interactions and what sale days mean for communities.

Warrnambool was one of 11 Australian saleyard sites chosen for interviewers to conduct their report research. It was based upon unprecedented research, drawing on the knowledge and experiences of a broad cross-section of saleyards, people and profession.

Previous research has established that saleyards and livestock exchange facilities provide extensive economic value to regional Australia; but there is also a huge social benefit to having operating saleyards in these areas.

The primary purpose for saleyards is to provide a platform for business transactions and economic development. However, this research is evident that saleyards create a place for social connection.

(slide 7)

Sale days bring crowds to towns; are multigenerational events and are a meeting place for people who normally might lead a more isolated life. Sale days are also known to be key contact places for service providers to connect with communities for information sharing and service access.

Stakeholders interviewed included producers, agents, transport operators, canteen operators, community members, journalists, local and state government personnel. The report found the demographics that use saleyards as a social access point include agents, buyers, producers, hobby farmers and families.

The data suggests stakeholders that attend the saleyards build a sense of connection and belonging through positive social interactions such as sharing stories, a smile, shaking hands, networking, learning about best practice and industry development and having a meal and a coffee at the canteen.

The report highlighted the importance of yards such as SWVLX which supports locally-led movements and displays mental health awareness charity Let's Talk signage. This has grown the conversations in the farming community to bring about changes to address the high rates of suicides in the community.

In its conclusion the report found: Saleyards are critical to the social fabric of regional communities, and that a visit to a saleyards in regional locations helps to improve social outcomes for people living in rural and regional Australia. Saleyards do this by reducing social isolation, providing connection to key services otherwise not available in some locations, facilitating exchange of information, enabling deeper and more open conversations in a safe environment.

Saleyards in rural Australia are the backbone of rural communities, and they provide substantial economic and social value to those who visit. They are a place to connect and engage socially, uphold tradition, and share services and information that continues to grow the livestock industry, as well as maintain positive social, emotional, and physical wellbeing.



## Land Use Options Review

---

### Warrnambool Livestock Exchange

*Prepared by Insight Planning Consultants at the request of Warrnambool City Council*

*20 October 2022*



## EXECUTIVE SUMMARY

This report has been prepared by Insight Planning Consultants at the request of Warrnambool City Council, in relation to the Warrnambool Livestock Exchange (saleyards) at 81-99 Caramut Road, Warrnambool (the Site), and surrounding non-urban land.

This report is based on the exploration of planning provisions relevant to Warrnambool City Council, including a desktop assessment of online resources, such as the Warrnambool Planning Scheme, and various EPA guidelines and other documents relating to separation distances and amenity buffers.

In considering the sale of the Site, it must first be rezoned from PUZ6, which facilitates the use and development of the land for Local Government purposes, to another zone. This report outlines a number of land use options for the Site and the surrounding non-urban land based on the surrounding zones within the existing urban areas.

The appropriateness of the land use options is dependent on the existing industrial land uses within proximity to the Site and any amenity buffers that may encroach into the land to be rezoned. Further investigation is required to determine whether the existing industrial land uses have associated amenity buffers and what those buffers may be.

The land valuation reports prepared by Roger Cussen Property Specialist dated 28 February 2021 for both the Site and the adjoining land to the east at Rooneys Road have been included to assist in the comparison of the potential land use options. The highest and best value for the Site and the surrounding non-urban land would be a mixture of residential and industrial/commercial land based on the figures detailed in the valuation reports and applying these to the likely land use mix.

As part of any rezoning of the Site and surrounding non-urban land, investigations should be undertaken to determine that there are no contamination issues from the existing saleyards and surrounding rural land uses that could impact on future sensitive land uses within the precinct. It is recommended that a Preliminary Site Risk Assessment (PSRA) be completed for the Site as part of any rezoning, to determine the extent (if any) of existing site contamination and whether an Environmental Audit Overlay should be applied.

More thorough investigation of the existing industrial land uses within immediate proximity to the site must be undertaken to determine whether any separation distances under the guidelines or other amenity buffers under clause 53.10 are required. Additionally, due to the preliminary nature of our investigations the Environment Protection Authority (EPA) has not been consulted in relation to the ability to vary or reduce any buffer distances in order to facilitate rezoning of the precinct for sensitive residential uses.

## Table of Contents

INTRODUCTION	3
SITE DETAILS	3
SITE SURROUNDS AND CONTEXT	6
ZONE 7	
<b>Clause 36.01 – Public Use Zone (PUZ)</b>	<b>7</b>
LAND USE OPTION ANALYSIS	8
<b>Residential</b>	<b>8</b>
<b>Mixed (Residential and Industrial/Commercial)</b>	<b>10</b>
<b>Industrial/Commercial</b>	<b>12</b>
AMENITY BUFFERS	14
<b>Recommended separation distances for industrial residual air emissions, Publication 1518 (March 2013) – EPA Victoria</b>	<b>14</b>
<b>Improving Planning Responses for Buffers/Separation Distances</b>	<b>16</b>
<b>Victorian Planning Provisions</b>	<b>16</b>
LAND VALUATION	17
FURTHER CONSIDERATIONS	18
CONCLUSION	18
APPENDIX 1: PLANNING PROVISIONS	20
APPENDIX 2: C2Z & IN3Z COMPARISON TABLE	21
APPENDIX 3: EXISTING INDUSTRIAL LAND USES	22



## Introduction

This report has been prepared by Insight Planning Consultants at the request of Warrnambool City Council, in relation to the Warrnambool Livestock Exchange (saleyards) at 81-99 Caramut Road, Warrnambool (the Site) and surrounding non-urban land.

This report is based on the exploration of planning provisions relevant to Warrnambool City Council, including a desktop assessment of online resources, such as the Warrnambool Planning Scheme, and various EPA guidelines and other documents relating to separation distances and amenity buffers.

The land valuation reports prepared by Roger Cussen Property Specialist dated 28 February 2021 for both the Site and the adjoining land to the east at Rooneys Road have been included to assist in the comparison of the potential land use options.

## Site Details

The Warrnambool Livestock Exchange (saleyards) is located at 81-99 Caramut Road (PC 362040) in Warrnambool (the Site).

The Site is located on the south-western corner of the intersection between Caramut Road to the east and Coghlan Road to the north, is generally rectangular in shape and has a total area of approximately 12.45 hectares.

The Site is currently occupied by the existing saleyards and consists of a number of buildings and structures, as well as livestock holding pens and associated car and truck parking areas. The saleyards are owned and operated by the Warrnambool City Council, with selling days for Cattle, Calves and Dairy currently running on Wednesdays, with a Store sale on the last Friday of each month.



Figure 1: Site Aerial (Landchecker)

The Site is zoned Public Use Zone 6 (PUZ6). Figure 2 shows the zoning of the Site.

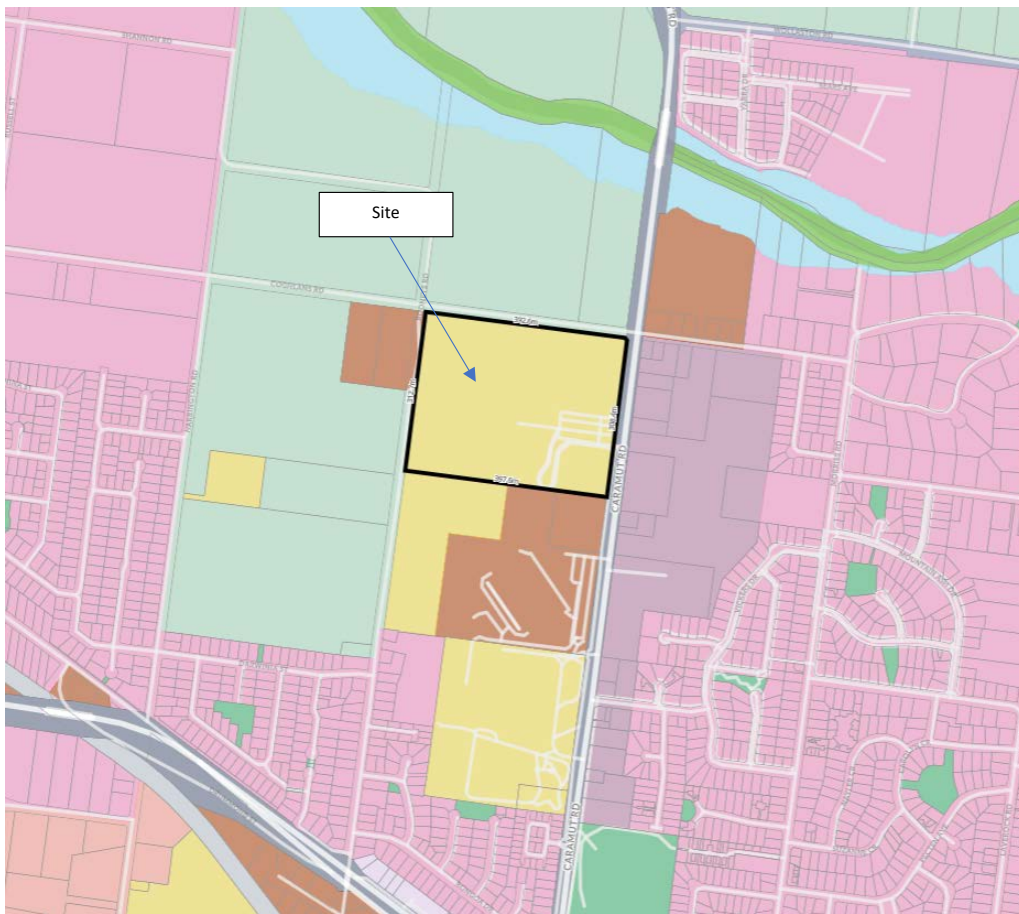


Figure 2: Zone Map (Landchecker 2022)

The Site is not affected by any Overlays.

The Site is partially affected by an area of Aboriginal Cultural Heritage Sensitivity and is located within a designated Bushfire Prone Area. The extent of these is shown in Figure 3 below. Future development of the Site within these areas would need to appropriately respond to the requirements of each, including the preparation of a Cultural Heritage Management Plan and adequately addressing any bushfire risk.

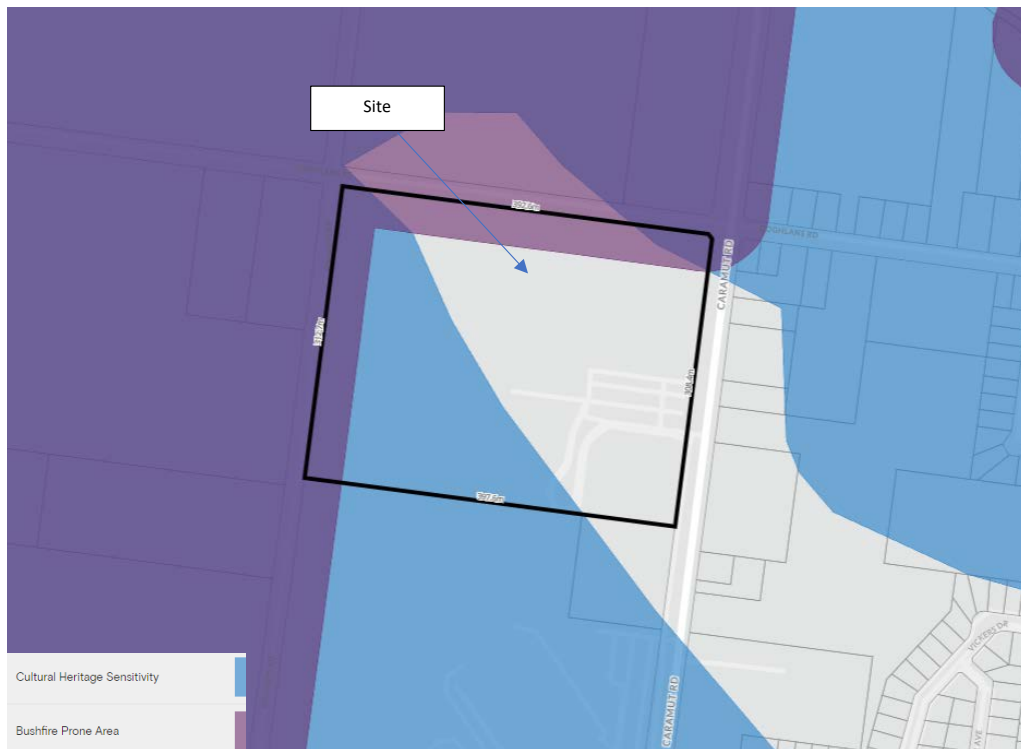


Figure 3: Cultural Heritage and Bushfire Prone Area Extents (Landchecker 2022)

### Site Surrounds and Context

The Site is surrounded by Commercial 2 Zone land on the eastern side of Caramut Road, Industrial 3 Zone to the north-east, south and west, Farming Zone to the south and east, and Public Use Zone to the south and further west. Land further north along the River is within the Urban Floodway Zone, while land further to the east, south and west is in the General Residential Zone. Caramut Road is in a Transport Zone 2.

Surrounding land uses within the adjacent industrial and commercial areas include Landscaping and building supplies, Concrete products, Logistics and Transport, Motor repairs, Warehouse, Storage, Chemical manufacture, Steel fabrication, Agriculture machinery sales, and Farm equipment supplies among others. There is also a large amount of undeveloped land within the existing Commercial 2 Zone, however some of the land has recently been subdivided and is currently on the market, which indicates that further development may occur in the near future.

The Farming Zone land adjacent to the Site appears to have been retained for non-urban purposes to act as a buffer for the existing saleyards on the Site and surrounding industrial uses, some of which appear to have associated buffers.



## Zone

### Clause 36.01 – Public Use Zone (PUZ)

The purpose of the PUZ is:

- To recognise public land for public utility and community services and facilities.
- To provide for associated uses that are consistent with the intent of the public land reservation or purpose.

The PUZ specifies Section 1, 2 and 3 Uses, as per the table below.

<b>Section 1 – Permit not required</b>	
Use	Condition
Railway	
Tramway	
Any use listed in Clause 62.01	Must meet the requirements of Clause 62.01
Any other use	The use must be for the purpose described in the table to Clause 36.01-6 which corresponds to the notation on the planning scheme map. The use must be carried out by or on behalf of the public land manager.
<b>Section 2 – Permit required</b>	
Use	Condition
<b>Section 3 – Prohibited</b>	
Use	
Nil	

The table to Clause 36.01-6 – Table of public land use, is outlined below.

Shown on the planning scheme map	Purpose of public land use
PUZ1	Service & Utility
PUZ2	Education
PUZ3	Health & Community
PUZ5	Cemetery/Crematorium
<b>PUZ6</b>	<b>Local Government</b>
PUZ7	Other public use

The Site is located within the PUZ6, and as such, must be used and developed for Local Government purposes.

#### **Buildings and Works**

A permit is required to:

- Construct a building or construct or carry out works for any use in Section 2 of Clause 36.01-1. This does not apply to navigational beacons and aids.
- Subdivide land.

A permit is not required to use land, or to construct a building or construct or carry out works on land, listed in a schedule to this zone, provided any condition in the schedule is complied with. The schedule to the zone does not specify any permit exemptions or additional conditions for the site.





## Land Use Option Analysis

In considering the sale of the Site, it must first be rezoned from PUZ6, which facilitates the use and development of the land for Local Government purposes, to another zone.

Three options have been developed which outline different land use possibilities for the Site, as well as the surrounding non-urban land, based on the surrounding zones within the existing urban areas. These scenarios are outlined below.

### Residential

Option 1 involves the rezoning of the Site and surrounding non-urban land for residential purposes, as shown below. The below plan features a Net Developable Area (NDA) of 66.844 hectares, which based on a rate of 16 dwellings per hectare, results in an estimated 1070 residential lots which could be developed in the precinct.



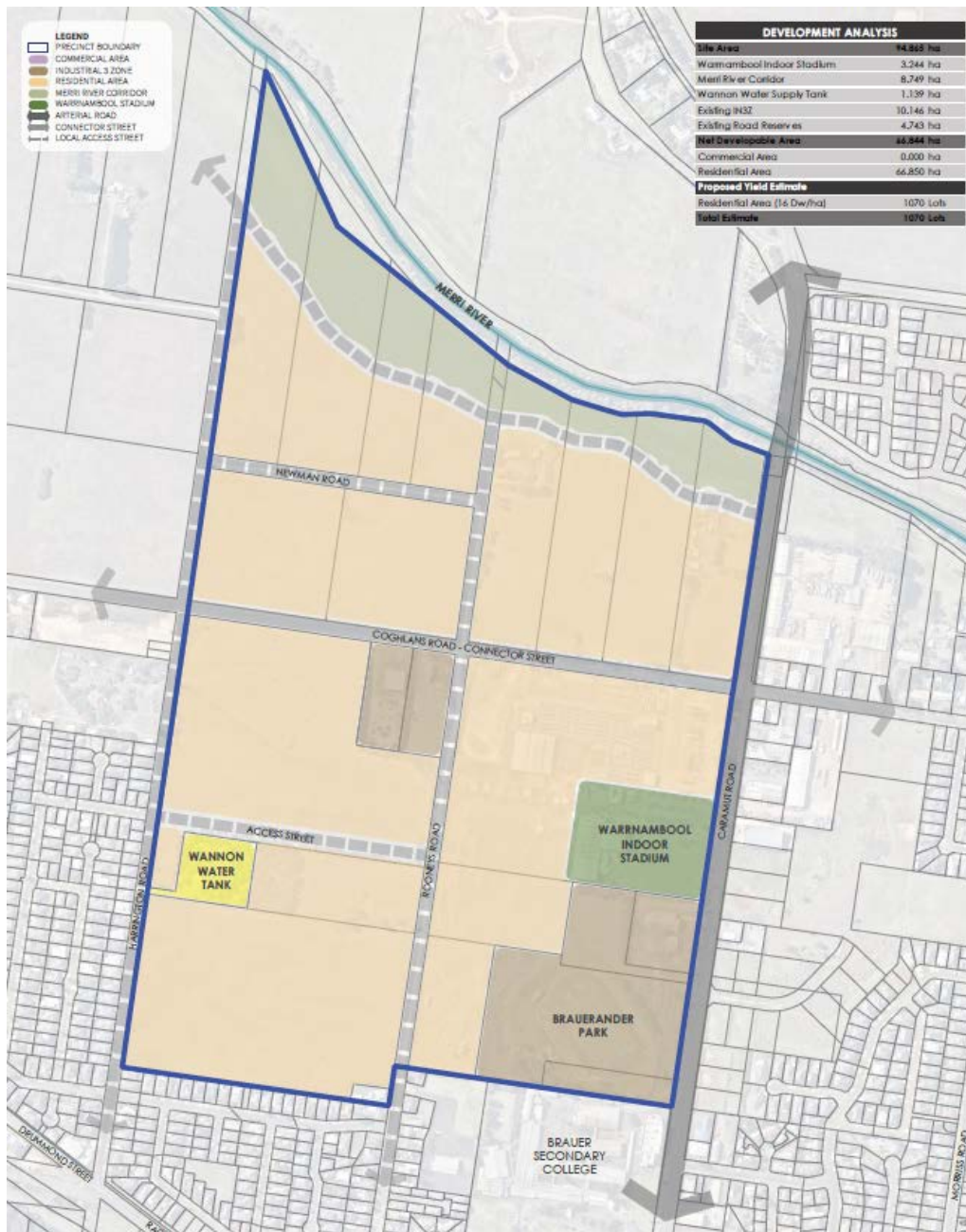


Figure 4: Land Use Option 1 (Patch 2022)

Based on the surrounding land, the most appropriate residential zone to be applied is the General Residential Zone (GRZ). The purpose of the GRZ is:

- To encourage development that respects the neighbourhood character of the area.
- To encourage a diversity of housing types and housing growth particularly in locations offering good access to services and transport.



- To allow educational, recreational, religious, community and a limited range of other non-residential uses to serve local community needs in appropriate locations.

The full GRZ provisions are found at Appendix 1 of this report.

This option is based on the assumption that there are no existing land uses with amenity buffers that would be encroached by the proposed sensitive residential land uses within the Site and surrounding land. Further investigation of the existing land uses within the adjacent industrial/commercial area is needed to accurately determine what buffers (if any) are required.

#### Mixed (Residential and Industrial/Commercial)

Option 2 involves the rezoning of the Site and surrounding non-urban land for a mixture of residential and industrial/commercial purposes, as shown below. The below plan features a NDA of 66.844 hectares, with a 9.152 ha industrial/commercial area and a 57.698 ha residential area. Based on a rate of 16 dwellings per hectare, this results in an estimated 923 residential lots which could be developed in the precinct.

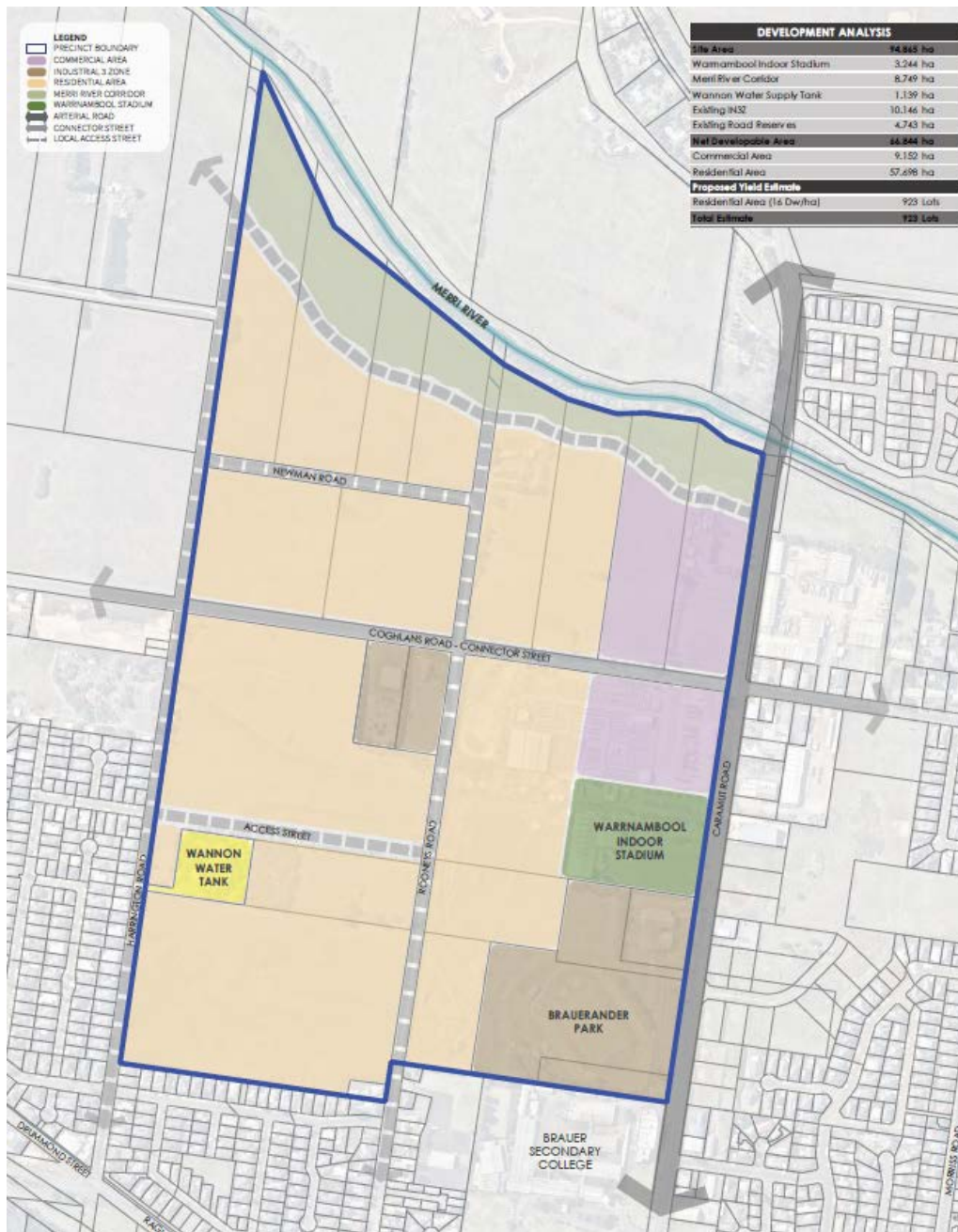


Figure 5: Land Use Option 2 (Patch 2022)

Based on the surrounding land, the most appropriate zone to be applied to the residential land in the west of the precinct is the General Residential Zone (GRZ), as outlined above. Either the Industrial 3 Zone (IN3Z) or the Commercial 2 Zone (C2Z) could be applied to the proposed industrial/commercial land in the east of the precinct. A detailed comparison of the IN3Z and C2Z has been included at Appendix 2 of this report.



Based on the purposes of both of these zones and the land uses permitted in each, the most appropriate Zone to be applied to this land is C2Z.

The purpose of the C2Z is:

- To encourage commercial areas for offices, appropriate manufacturing and industries, bulky goods retailing, other retail uses, and associated business and commercial services.
- To ensure that uses do not affect the safety and amenity of adjacent, more sensitive uses.

The full C2Z provisions are found at Appendix 1 of this report.

The location of the Commercial 2 Zone land along the Caramut Road frontage provides a buffer between the existing industrial land uses, in particular those which might have associated amenity buffers, and the proposed residential areas.

This option is based on the assumption that there are some existing land uses with minor amenity buffers that would encroach into the eastern side of the precinct. Further investigation of the existing land uses within the adjacent industrial/commercial area is needed to accurately determine what buffers are required.

As part of this rezoning, Council would need to ensure that no further land uses with associated buffers would be permitted within the proposed C2Z, to ensure the effectiveness of this land in providing adequate buffer between existing industrial land uses and the proposed residential land.

#### Industrial/Commercial

Option 3 also involves the rezoning of the Site and surrounding non-urban land for a mixture of residential and industrial/commercial purposes, however increases the amount of land to be rezoned for industrial/commercial purposes, as shown below. The below plan features a NDA of 66.844 hectares, with a 25.866 ha industrial/commercial area and a 40.984 ha residential area. Based on a rate of 16 dwellings per hectare, this results in an estimated 656 residential lots which could be developed in the precinct.



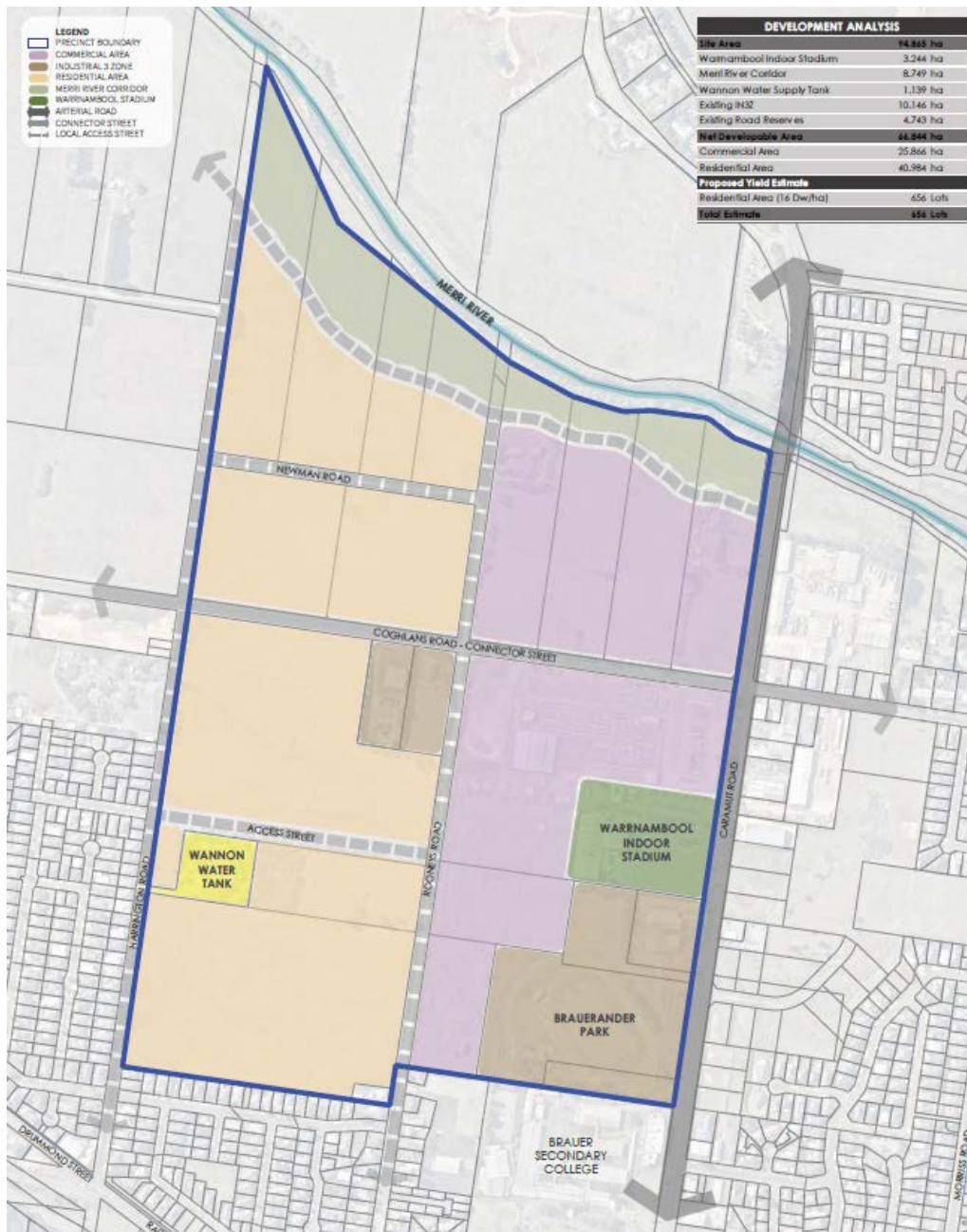


Figure 6: Land Use Option 3 (Patch 2022)

Similarly to Option 2, the most appropriate zone to be applied to the residential land in the west of the precinct is the General Residential Zone (GRZ) and the Commercial 2 Zone (C2Z) to the proposed industrial/commercial land in the east of the precinct, as outlined above.

The location and larger extent of the Commercial 2 Zone land along the Caramut Road frontage, including the entire Site, provides a larger buffer between the existing industrial land uses and the proposed residential areas.



This option is based on the assumption that there are some existing land uses with more significant amenity buffers that would encroach into the eastern side of the precinct. Further investigation of the existing land uses within the adjacent industrial/commercial area is needed to accurately determine what buffers are required.

As part of this rezoning, Council would need to ensure that no further land uses with associated buffers would be permitted within the proposed C2Z, to ensure the effectiveness of this land in providing adequate buffer between existing industrial land uses and the proposed residential land.

## Amenity Buffers

The appropriateness of the above rezoning options is dependent on the existing industrial land uses within the surrounding area and any amenity buffers that may encroach into the land to be rezoned. There are a number of documents and provisions relating to these amenity buffers which provide further clarity on how these buffers are to be determined and assessed. Some of the key provisions are summarised below.

### [Recommended separation distances for industrial residual air emissions, Publication 1518 \(March 2013\) – EPA Victoria](#)

The guideline provides advice on recommended separation distances between industrial land uses that emit odour or dust, and sensitive land uses.

In some instances, the appropriate separation distance may vary from that recommended in this guideline as a result of site-specific operational or environmental conditions. In such cases, a detailed assessment and a resultant proposal that satisfies EPA will be required before a variation can be given planning approval.

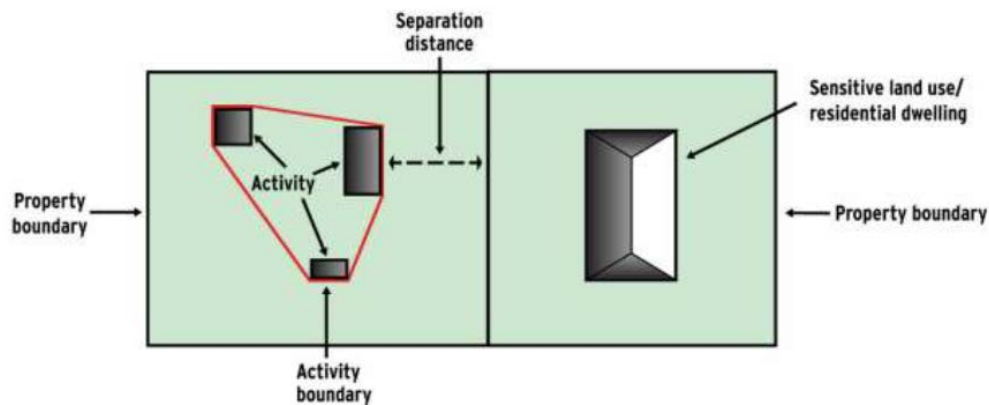
This guideline applies only to off-site residual odour and dust emissions from industries which have the potential to impact on human health and wellbeing, local amenity and aesthetic enjoyment. Noise, vibration, ambient and hazardous air pollutants have not been considered in the development of this guideline.

Other regulations, policies and guidance relevant to the consideration of land use separation for environmental protection include:

- *State Environment Protection Policy (Air Quality Management)*
- *State Environment Protection Policy (Control of Noise from Commerce, Industry and Trade) No. N-1*
- *Noise from Industry in Regional Victoria*, EPA Victoria, 2011
- *Land Use Planning Near Major Hazard Facilities*, WorkSafe, 2010
- *Victoria Planning Provisions*, Department of Planning and Community Development

Section 8 of the guideline identifies that '*separation distances should be determined by measuring from the 'activity boundary' of the industrial activity to the nearest sensitive land use*'. The activity boundary of the industrial activity is the area that includes all current or proposed industrial activities from which industrial residual air emissions (IRAEs) may arise.

The guideline sets out two methods of applying separation distances. Given the urban context of the saleyard, Method 1 (the 'urban' method) is most appropriate, which measures the separation distance from the activity boundary of the industry to the property boundary of the nearest sensitive land use, as illustrated below.



Section 9 of the guidelines outlines the process of varying a recommended separation distance. Where a variation from the recommended separation distance is sought, approval should not be given by the planning authority or other responsible authority until the relevant land use separation issues have been resolved to the satisfaction of EPA.

It should be the responsibility of the ‘agent of change’ to provide evidence to the planning authorities or other responsible authorities that a variation from the recommended separation distances is appropriate. For the purposes of the guideline, the ‘agent of change’ is the proponent of the proposed land use that will give rise to the consideration of separation distances, whether for a new industrial or sensitive land use is proposed. In this instance, the agent of change would be Warrnambool City Council.

Interface land uses are those that can be located within separation distances between industrial land uses and sensitive land uses. Table 5 of the guideline provides examples of activities and their suitability as interface land uses, as shown below.

Suitability	Examples of interface land use
To be encouraged	Agriculture, car parks, cinema-based entertainment facilities, emergency services facilities, natural systems, offices, research centres, service stations and veterinary clinics.
To be considered (subject to assessment)	Light industry with no adverse amenity potential and utilities (except for sewage works).
To be prevented	Sensitive land uses and industrial land uses that require separation distances as listed in the Index.

The guideline also provides guidance criteria that may be considered for assessment of a site-specific variation to the recommended separation distances as follows:



Table 4: Criteria for site-specific variation

Criteria	Explanation
Transitioning of the industry	Existing industry has formally indicated that it will transition out of an area and over a specified timeframe.
Plant equipment and operation	The industrial plant and equipment have an exceptionally high standard of emission control technology.
Environmental risk assessment	An environmental risk assessment of IRAEs has been completed that demonstrates a variation is justified.
Size of the plant	The plant is significantly smaller or larger than comparable industries.
Topography or meteorology	There are exceptional topographic or meteorological characteristics which will affect dispersion of IRAEs.
Likelihood of IRAEs	Particular IRAEs are either highly likely or highly unlikely to occur.

The IRAE provides the following additional guidance for considering separation distances:

- **Cumulative Impacts:** the guideline does not recommend specific separation distances for any cumulative impacts resulting from the co-location of like industries.
- **Interface Land Uses:** the guideline provides example of activities and their suitability as interface land uses. However, it is not intended to be an exhaustive list of all activities.
- **Inter-industry separation distances:** the guideline recommends addressing inter-industry separation distances on a case-by-case basis to ensure that appropriate planning solutions are reached. Planning authorities need to ensure that their strategic land use plans, policies and controls are appropriately framed for managing incompatible inter-industry uses. Designation of sub-precincts that are dedicated to particular types of industrial activities, within a larger industrial precinct, is an effective means of preventing and managing incompatible industries.

### Improving Planning Responses for Buffers/Separation Distances

In 2019 DELWP released this Technical Report as part of a review of buffers in strategic and statutory planning. The report provides a useful summary of the 2013 guideline, including the role of the EPA, the purpose and intent of recommended separation distances, and operation and principles to support a variation to a recommended separation distance, as outlined above.

The technical report identifies and compares the guidance that currently exists within the VPPs, IRAEs and other relevant guidance documentation regarding separation distances from industrial uses. It highlights that there are many inconsistencies between the separation distances in the guideline and the planning provisions.

### Victorian Planning Provisions

#### Clause 53.10 – Uses and Activities with Potential Adverse Impacts

The purpose of this clause is *‘to identify those types of uses and activities, which if not appropriately designed and located, may cause offence or unacceptable risk to the neighbourhood’*.

The Table to Clause 53.10-1 sets out threshold distances from the specified uses, being the shortest distance from any part of the land to:





- Land (not a road) in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone, or Rural Living Zone; or
- Land used for a Hospital, an Education centre or a Corrective institution; or
- Land in a Public Acquisition Overlay to be acquired for a Hospital, and Education centre or a Corrective institution.

Some of the uses listed in the Table to Clause 53.10-1 are found within the surrounding area, such as the 'automotive repairs' at 18 and 22 Coghlan Road and 34 Caramut Road. A full list of properties their current land use is outlined in Appendix 3.

There are also existing land uses which may or may not meet the conditions in Clause 53.10-1, and as such, further investigation is required to determine whether these uses do have associated amenity buffers, and what those buffer distances may be.

It is noted that due to the preliminary nature of our investigation, the Environment Protection Authority (EPA) has not been consulted in relation to the ability to vary or reduce any required buffer distances in order to facilitate rezoning of the Site and surrounding non-urban land for sensitive residential uses

## Land Valuation

Land valuations were prepared by Roger Cussen Property Specialist dated 28 February 2021, for the saleyard Site at 81-99 Caramut Road, and the adjoining property to the east at Rooneys Road.

The valuation report for the Site identifies the highest and best use for this land, based on surrounding land uses, to be industrial/commercial. Based on the analysis of recent sales, the report valued this land at \$5,225,000 if it were to remain in the PUZ6, and \$6,145,000, based on a rate of approximately \$60/sqm, should it be rezoned IN3Z, though commentary within the report indicates that either IN3Z or C2Z could be appropriate and similarly valued.

The valuation report for the adjoining land at Rooneys Road identifies the highest and best use for this land, based on surrounding land uses, to be either residential or a mixture of residential and industrial/commercial. Based on the analysis of recent sales, the report valued this land at \$745,000 if it were to remain in the FZ, \$2,265,000, based on a rate of approximately \$199,735/ha, if it were entirely in the GRZ, and \$3,171,800, based on a rate of \$194,647/ha for the residential component (9.22ha) and \$65/sqm for the industrial/commercial component (2.11ha), should it be rezoned a mix of GRZ and IN3Z, though commentary within the report indicates that either IN3Z or C2Z could be appropriate and similarly valued.

Given that some time has passed since the valuation reports were prepared and property prices have generally increased for both residential and industrial land since then, the following land value estimates for the three land use options outlined above have been prepared based on the figures detailed in the valuation report, applying a rate of \$200,000/ha for residential land and \$65/sqm for industrial/commercial land.

Notwithstanding the above, if Council was of the mind to pursue alternate land uses for the Site we recommend that updated valuations be completed to fully inform the decision making framework.

### **Option 1 (all residential):**

66.844 hectares of GRZ at \$200,000/ha = \$13,368,800.



**Option 2 (mix residential and industrial/commercial):**

9.152ha of C2Z at \$65/sqm = \$5,948,800

57.698ha of GRZ at \$200,000/ha = \$11,539,600

Total of \$17,488,400

**Option 3 (mix residential and industrial/commercial):**

25.866ha of C2Z at \$65/sqm = \$16,812,900

40.984ha of GRZ at \$200,000/ha = \$8,196,800

Total of \$25,009,700

It should be noted however that while Option 3 may have the highest total value, there may not be sufficient demand for a larger area of industrial/commercial land as proposed, and therefore the value of this land may be more accurately calculated at a lower rate (\$50-60/sqm). For reference the existing C2Z area adjacent to the Site has a total area of approximately 17.7 hectares. Therefore a proposed C2Z area under Option 3 would more than double the amount of C2Z land within this immediate area. Additionally, the valuation of residential land appears to increase as the size of this land increases, so there is potential for residential land, particularly within Option 1, to be valued at greater than \$200,000/ha.

## Further Considerations

As part of any rezoning of the Site and surrounding non-urban land, investigations should be undertaken to determine that there are no contamination issues from the existing Saleyards and surrounding rural land uses that could impact on future sensitive land uses within the precinct. It is recommended that a Preliminary Site Risk Assessment (PSRA) be completed for the Site as part of any rezoning, to determine the extent (if any) of existing site contamination and whether an Environmental Audit Overlay should be applied.

## Conclusion

This report provides an outline of the planning context of the Site at 81-99 Caramut Road, Warrnambool in order to better understand what this land could be used for if the existing saleyards ceased to operate and the Site and surrounding non-urban land was rezoned.

It is understood that this report has been prepared to provide the necessary planning background information to be considered as part of Council's decision making for the future of the land.

The Site is located within the Public Use Zone (PUZ6) and the Warrnambool Planning Scheme applies. The Site is not affected by any Overlays, but is partially located within an area of Cultural Heritage Sensitivity and Bushfire Prone Area.

Three different land use options have been outlined in this report, based on the zoning of surrounding land and taking into consideration varying levels of buffer from existing industrial land uses in proximity to the Site.



Based on the valuation reports undertaken for the Site, a mixture of residential and industrial/commercial land uses would reasonably be considered the highest and best use of the land should it be redeveloped, however the extent of residential land within the precinct is dependent on the extent of any amenity buffers required for existing industrial land uses in the surrounding area.

The extent of these buffers as required by the Scheme is not confirmed at this stage, due to uncertainty related to the operation of these land uses. Further investigation of the existing land uses is needed to accurately determine what buffers are required (if any). Additionally, due to the preliminary nature of our investigations the Environment Protection Authority (EPA) has not been consulted in relation to the ability to vary or reduce any buffer distances in order to facilitate rezoning of the precinct for sensitive residential uses.

It is recommended that a Preliminary Site Risk Assessment (PSRA) be completed for the Site as part of any rezoning, to determine the extent (if any) of existing site contamination and whether an Environmental Audit Overlay should be applied.



Appendix 1: Planning Provisions

WARRNAMBOOL PLANNING SCHEME

**32.08**  
 31/07/2018  
 VC148

**GENERAL RESIDENTIAL ZONE**

Shown on the planning scheme map as **GRZ** , **R1Z** , **R2Z** or **R3Z** with a number (if shown).

**Purpose**

To implement the Municipal Planning Strategy and the Planning Policy Framework.

To encourage development that respects the neighbourhood character of the area.

To encourage a diversity of housing types and housing growth particularly in locations offering good access to services and transport.

To allow educational, recreational, religious, community and a limited range of other non-residential uses to serve local community needs in appropriate locations.

**32.08-1**  
 27/03/2017  
 VC110

**Neighbourhood character objectives**

A schedule to this zone may contain neighbourhood character objectives to be achieved for the area.

**32.08-2**  
 20/01/2022  
 VC205

**Table of uses**

**Section 1 - Permit not required**

Use	Condition
<b>Bed and breakfast</b>	No more than 10 persons may be accommodated away from their normal place of residence.  At least 1 car parking space must be provided for each 2 persons able to be accommodated away from their normal place of residence.
<b>Community care accommodation</b>	Must meet the requirements of Clause 52.22-2.
<b>Dependent person's unit</b>	Must be the only dependent person's unit on the lot.
<b>Domestic animal husbandry (other than Domestic animal boarding)</b>	Must be no more than 2 animals.
<b>Dwelling (other than Bed and breakfast)</b> <b>Home based business</b> <b>Informal outdoor recreation</b>	
<b>Medical centre</b>	The gross floor area of all buildings must not exceed 250 square metres.  Must not require a permit under Clause 52.06-3.  The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.

WARRNAMBOOL PLANNING SCHEME

Use	Condition
<b>Place of worship</b>	The gross floor area of all buildings must not exceed 250 square metres.  The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
<b>Racing dog husbandry</b>	Must be no more than 2 animals.
<b>Railway</b>	
<b>Residential aged care facility</b>	
<b>Rooming house</b>	Must meet the requirements of Clause 52.23-2.
<b>Tramway</b>	
<b>Any use listed in Clause 62.01</b>	Must meet the requirements of Clause 62.01.

**Section 2 - Permit required**

Use	Condition
<b>Accommodation (other than Community care accommodation, Dependent person's unit, Dwelling, Residential aged care facility and Rooming house)</b> <b>Agriculture (other than Animal production, Animal training, Apiculture, Domestic animal husbandry, Horse husbandry and Racing dog husbandry)</b>	
<b>Car park</b>	Must be used in conjunction with another use in Section 1 or 2.
<b>Car wash</b>	The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
<b>Convenience restaurant</b>	The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
<b>Convenience shop</b>	
<b>Domestic animal husbandry (other than Domestic animal boarding) – if the Section 1 condition is not met</b>	Must be no more than 5 animals.

WARRNAMBOOL PLANNING SCHEME

Use	Condition
<p><b>Food and drink premises (other than Convenience restaurant and Take away food premises)</b></p> <p><b>Grazing animal production</b></p> <p><b>Leisure and recreation (other than Informal outdoor recreation and Motor racing track)</b></p> <p><b>Market</b></p> <p><b>Place of assembly (other than Amusement parlour, Carnival, Cinema based entertainment facility, Circus, Nightclub and Place of worship)</b></p> <p><b>Plant nursery</b></p>	
<p><b>Service station</b></p>	<p>The site must either:</p> <ul style="list-style-type: none"> <li>• Adjoin a commercial zone or industrial zone.</li> <li>• Adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</li> </ul> <p>The site must not exceed either:</p> <ul style="list-style-type: none"> <li>• 3000 square metres.</li> <li>• 3600 square metres if it adjoins on two boundaries a road in a Transport Zone 2 or a Transport Zone 3.</li> </ul>
<p><b>Store</b></p>	<p>Must be in a building, not a dwelling, and used to store equipment, goods, or motor vehicles used in conjunction with the occupation of a resident of a dwelling on the lot.</p>
<p><b>Take away food premises</b></p>	<p>The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</p>
<p><b>Utility installation (other than Minor utility installation and Telecommunications facility)</b></p>	
<p><b>Any other use not in Section 1 or 3</b></p>	
<p><b>Section 3 – Prohibited</b></p>	
<p><b>Use</b></p>	

WARRNAMBOOL PLANNING SCHEME

**Section 3 – Prohibited**

<b>Use</b>
<b>Amusement parlour</b>
<b>Animal production (other than Grazing animal production)</b>
<b>Animal training</b>
<b>Brothel</b>
<b>Cinema based entertainment facility</b>
<b>Domestic animal boarding</b>
<b>Extractive industry</b>
<b>Horse husbandry</b>
<b>Industry (other than Car wash)</b>
<b>Motor racing track</b>
<b>Nightclub</b>
<b>Office (other than Medical centre)</b>
<b>Retail premises (other than Convenience shop, Food and drink premises, Market, and Plant nursery)</b>
<b>Saleyard</b>
<b>Transport terminal</b>
<b>Warehouse (other than Store)</b>

**32.08-3**  
31/07/2018  
VC148

**Subdivision**

**Permit requirement**

A permit is required to subdivide land.

An application to subdivide land that would create a vacant lot less than 400 square metres capable of development for a dwelling or residential building, must ensure that each vacant lot created less than 400 square metres contains at least 25 percent as garden area. This does not apply to a lot created by an application to subdivide land where that lot is created in accordance with:

- An approved precinct structure plan or an equivalent strategic plan;
- An incorporated plan or approved development plan; or
- A permit for development.

An application to subdivide land, other than an application to subdivide land into lots each containing an existing dwelling or car parking space, must meet the requirements of Clause 56 and:

- Must meet all of the objectives included in the clauses specified in the following table.
- Should meet all of the standards included in the clauses specified in the following table.



WARRNAMBOOL PLANNING SCHEME

<b>Class of subdivision</b>	<b>Objectives and standards to be met</b>
60 or more lots	All except Clause 56.03-5.
16 – 59 lots	All except Clauses 56.03-1 to 56.03-3, 56.03-5, 56.06-1 and 56.06-3.
3 – 15 lots	All except Clauses 56.02-1, 56.03-1 to 56.03-4, 56.05-2, 56.06-1, 56.06-3 and 56.06-6.
2 lots	Clauses 56.03-5, 56.04-2, 56.04-3, 56.04-5, 56.06-8 to 56.09-2.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a class of VicSmart application and must be assessed against the provision specified in Column 2.

<b>Class of application</b>	<b>Information requirements and decision guidelines</b>
Subdivide land to realign the common boundary between 2 lots where: <ul style="list-style-type: none"> <li>• The area of either lot is reduced by less than 15 percent.</li> <li>• The general direction of the common boundary does not change.</li> </ul>	Clause 59.01
Subdivide land into lots each containing an existing building or car parking space where: <ul style="list-style-type: none"> <li>• The buildings or car parking spaces have been constructed in accordance with the provisions of this scheme or a permit issued under this scheme.</li> <li>• An occupancy permit or a certificate of final inspection has been issued under the Building Regulations in relation to the buildings within 5 years prior to the application for a permit for subdivision.</li> </ul>	Clause 59.02
Subdivide land into 2 lots if: <ul style="list-style-type: none"> <li>• The construction of a building or the construction or carrying out of works on the land:                             <ul style="list-style-type: none"> <li>• Has been approved under this scheme or by a permit issued under this scheme and the permit has not expired.</li> <li>• Has started lawfully.</li> </ul> </li> </ul>	Clause 59.02

WARRNAMBOOL PLANNING SCHEME

Class of application	Information requirements and decision guidelines
----------------------	--

- The subdivision does not create a vacant lot.

**32.08-4**  
 15/05/2018  
 VC143

**Construction or extension of a dwelling or residential building**

**Minimum garden area requirement**

An application to construct or extend a dwelling or residential building on a lot must provide a minimum garden area as set out in the following table:

Lot size	Minimum percentage of a lot set aside as garden area
400 - 500 sqm	25%
Above 500 - 650 sqm	30%
Above 650 sqm	35%

This does not apply to:

- An application to construct or extend a dwelling or residential building if specified in a schedule to this zone as exempt from the minimum garden area requirement;
- An application to construct or extend a dwelling or residential building on a lot if:
  - The lot is designated as a medium density housing site in an approved precinct structure plan or an approved equivalent strategic plan;
  - The lot is designated as a medium density housing site in an incorporated plan or approved development plan; or
- An application to alter or extend an existing building that did not comply with the minimum garden area requirement of Clause 32.08-4 on the approval date of Amendment VC110.

**32.08-5**  
 31/07/2018  
 VC148

**Construction and extension of one dwelling on a lot**

**Permit requirement**

A permit is required to construct or extend one dwelling on:

- A lot of less than 300 square metres.
- A lot of between 300 square metres and 500 square metres if specified in a schedule to this zone.

A permit is required to construct or extend a front fence within 3 metres of a street if:

- The fence is associated with one dwelling on:
  - A lot of less than 300 square metres, or
  - A lot of between 300 and 500 square metres if specified in a schedule to this zone, and

WARRNAMBOOL PLANNING SCHEME

- The fence exceeds the maximum height specified in Clause 54.06-2.

A development must meet the requirements of Clause 54.

**No permit required**

No permit is required to:

- Construct or carry out works normal to a dwelling.
- Construct or extend an out-building (other than a garage or carport) on a lot provided the gross floor area of the out-building does not exceed 10 square metres and the maximum building height is not more than 3 metres above ground level.
- Make structural changes to a dwelling provided the size of the dwelling is not increased or the number of dwellings is not increased.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a class of VicSmart application and must be assessed against the provision specified in Column 2.

Class of application	Information requirements and decision guidelines
<p>Construct an outbuilding or extend a dwelling if the development:</p> <p>Meets the minimum garden area requirement of Clause 32.08-4.</p> <ul style="list-style-type: none"> <li>• Does not exceed a building height of 5 metres.</li> <li>• Is not visible from the street (other than a lane) or a public park.</li> <li>• Meets the requirements in the following standards of Clause 54:                             <ul style="list-style-type: none"> <li>• A10 Side and rear setbacks.</li> <li>• A11 Walls on boundaries.</li> <li>• A12 Daylight to existing windows.</li> <li>• A13 North-facing windows.</li> <li>• A14 Overshadowing open space.</li> <li>• A15 Overlooking.</li> </ul> </li> </ul> <p>For the purposes of this class of VicSmart application, the Clause 54 standards specified above are mandatory.</p> <p>If a schedule to the zone specifies a requirement of a standard different from a requirement set out in the Clause 54 standard, the requirement in the schedule to the zone applies and must be met.</p>	<p>Clause 59.14</p>
<p>Construct or extend a front fence within 3 metres of a street if the fence is associated with one dwelling.</p>	<p>Clause 59.03</p>

WARRNAMBOOL PLANNING SCHEME

**32.08-6**  
20/12/2021  
VC174

**Construction and extension of two or more dwellings on a lot, dwellings on common property and residential buildings**

**Permit requirement**

A permit is required to:

- Construct a dwelling if there is at least one dwelling existing on the lot.
- Construct two or more dwellings on a lot.
- Extend a dwelling if there are two or more dwellings on the lot.
- Construct or extend a dwelling if it is on common property.
- Construct or extend a residential building.

A permit is required to construct or extend a front fence within 3 metres of a street if:

- The fence is associated with 2 or more dwellings on a lot or a residential building, and
- The fence exceeds the maximum height specified in Clause 55.06-2.

A development must meet the requirements of Clause 55. This does not apply to a development of five or more storeys, excluding a basement.

An apartment development of five or more storeys, excluding a basement, must meet the requirements of Clause 58.

A permit is not required to construct one dependent person's unit on a lot.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a class of VicSmart application and must be assessed against the provision specified in Column 2.

<b>Class of application</b>	<b>Information requirements and decision guidelines</b>
Construct or extend a front fence within 3 metres of a street if the fence is associated with 2 or more dwellings on a lot or a residential building.	Clause 59.03

**Transitional provisions**

Clause 55 of this scheme, as in force immediately before the approval date of Amendment VC136, continues to apply to:

- An application for a planning permit lodged before that date.
- An application for an amendment of a permit under section 72 of the Act, if the original permit application was lodged before that date.

Clause 58 does not apply to:

- An application for a planning permit lodged before the approval date of Amendment VC136.
- An application for an amendment of a permit under section 72 of the Act, if the original permit application was lodged before the approval date of Amendment VC136.

Clauses 55 and 58 of this scheme, as in force immediately before the approval date of Amendment

WARRNAMBOOL PLANNING SCHEME

VC174, continue to apply to:

- An application for a planning permit lodged before that date.
- An application for an amendment of a permit under section 72 of the Act, if the original permit application was lodged before that date.

**32.08-7**  
 27/03/2017  
 VC110

**Requirements of Clause 54 and Clause 55**

A schedule to this zone may specify the requirements of:

- Standards A3, A5, A6, A10, A11, A17 and A20 of Clause 54 of this scheme.
- Standards B6, B8, B9, B13, B17, B18, B28 and B32 of Clause 55 of this scheme.

If a requirement is not specified in a schedule to this zone, the requirement set out in the relevant standard of Clause 54 or Clause 55 applies.

**32.08-8**  
 26/10/2018  
 VC152

**Residential aged care facility**

**Permit requirements**

A permit is required to construct a building or construct or carry out works for a residential aged care facility.

A development must meet the requirements of Clause 53.17 - Residential aged care facility.

**32.08-9**  
 04/12/2020  
 VC180

**Buildings and works associated with a Section 2 use**

A permit is required to construct a building or construct or carry out works for a use in Section 2 of Clause 32.08-2.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a class of VicSmart application and must be assessed against the provision specified in Column 2.

Class of application	Information requirements and decision guidelines
Construct a building or construct or carry out works where:	Clause 59.04
<ul style="list-style-type: none"> <li>• The building or works are not associated with a dwelling, primary school or secondary school and have an estimated cost of up to \$100,000; or</li> <li>• The building or works are associated with a primary school or secondary school and have an estimated cost of up to \$500,000; and</li> <li>• The requirements in the following standards of Clause 54 are met, where the land adjoins land in a residential zone used for residential purposes:                             <ul style="list-style-type: none"> <li>• A10 Side and rear setbacks.</li> </ul> </li> </ul>	

WARRNAMBOOL PLANNING SCHEME

Class of application	Information requirements and decision guidelines
----------------------	--

- A11 Walls on boundaries.
- A12 Daylight to existing windows.
- A13 North-facing windows.
- A14 Overshadowing open space.
- A15 Overlooking.

For the purposes of this class of VicSmart application, the Clause 54 standards specified above are mandatory.

If a schedule to the zone specifies a requirement of a standard different from a requirement set out in the Clause 54 standard, the requirement in the schedule to the zone applies and must be met.

**32.08-10**  
26/10/2018  
VC152

### **Maximum building height requirement for a dwelling or residential building**

A building must not be constructed for use as a dwelling or a residential building that:

- exceeds the maximum building height specified in a schedule to this zone; or
- contains more than the maximum number of storeys specified in a schedule to this zone.

If no maximum building height or maximum number of storeys is specified in a schedule to this zone:

- the building height must not exceed 11 metres; and
- the building must contain no more than 3 storeys at any point.

A building may exceed the applicable maximum building height or contain more than the applicable maximum number of storeys if:

- It replaces an immediately pre-existing building and the new building does not exceed the building height or contain a greater number of storeys than the pre-existing building.
- There are existing buildings on both abutting allotments that face the same street and the new building does not exceed the building height or contain a greater number of storeys than the lower of the existing buildings on the abutting allotments.
- It is on a corner lot abutted by lots with existing buildings and the new building does not exceed the building height or contain a greater number of storeys than the lower of the existing buildings on the abutting allotments.
- It is constructed pursuant to a valid building permit that was in effect prior to the introduction of this provision.

An extension to an existing building may exceed the applicable maximum building height or contain more than the applicable maximum number of storeys if it does not exceed the building height of the existing building or contain a greater number of storeys than the existing building.

A building may exceed the maximum building height by up to 1 metre if the slope of the natural ground level, measured at any cross section of the site of the building wider than 8 metres, is greater than 2.5 degrees.

## WARRNAMBOOL PLANNING SCHEME

A basement is not a storey for the purposes of calculating the number of storeys contained in a building.

The maximum building height and maximum number of storeys requirements in this zone or a schedule to this zone apply whether or not a planning permit is required for the construction of a building.

### **Building height if land is subject to inundation**

If the land is in a Special Building Overlay, Land Subject to Inundation Overlay or is land liable to inundation the maximum building height specified in the zone or schedule to the zone is the vertical distance from the minimum floor level determined by the relevant drainage authority or floodplain management authority to the roof or parapet at any point.

### **32.08-11 Application requirements**

26/10/2018  
VC152

An application must be accompanied by the following information, as appropriate:

- For a residential development of four storeys or less, the neighbourhood and site description and design response as required in Clause 54 and Clause 55.
- For an apartment development of five or more storeys, an urban context report and design response as required in Clause 58.01.
- For an application for subdivision, a site and context description and design response as required in Clause 56.
- Plans drawn to scale and dimensioned which show:
  - Site shape, size, dimensions and orientation.
  - The siting and use of existing and proposed buildings.
  - Adjacent buildings and uses.
  - The building form and scale.
  - Setbacks to property boundaries.
- The likely effects, if any, on adjoining land, including noise levels, traffic, the hours of delivery and despatch of good and materials, hours of operation and light spill, solar access and glare.
- Any other application requirements specified in a schedule to this zone.

If in the opinion of the responsible authority an application requirement is not relevant to the evaluation of an application, the responsible authority may waive or reduce the requirement.

### **32.08-12 Exemption from notice and review**

26/10/2018  
VC152

#### **Subdivision**

An application to subdivide land into lots each containing an existing dwelling or car parking space is exempt from the notice requirements of section 52(1)(a), (b) and (d), the decision requirements of section 64(1), (2) and (3) and the review rights of section 82(1) of the Act.

### **32.08-13 Decision guidelines**

24/01/2020  
VC160

Before deciding on an application, in addition to the decision guidelines in Clause 65, the responsible authority must consider, as appropriate:

#### **General**

- The Municipal Planning Strategy and the Planning Policy Framework.

## WARRNAMBOOL PLANNING SCHEME

- The purpose of this zone.
- The objectives set out in a schedule to this zone.
- Any other decision guidelines specified in a schedule to this zone.
- The impact of overshadowing on existing rooftop solar energy systems on dwellings on adjoining lots in a General Residential Zone, Mixed Use Zone, Neighbourhood Residential Zone, Residential Growth Zone or Township Zone.

### Subdivision

- The pattern of subdivision and its effect on the spacing of buildings.
- For subdivision of land for residential development, the objectives and standards of Clause 56.

### Dwellings and residential buildings

- For the construction and extension of one dwelling on a lot, the objectives, standards and decision guidelines of Clause 54.
- For the construction and extension of two or more dwellings on a lot, dwellings on common property and residential buildings, the objectives, standards and decision guidelines of Clause 55. This does not apply to an apartment development of five or more storeys, excluding a basement.
- For the construction and extension of an apartment development of five or more storeys, excluding a basement, the objectives, standards and decisions guidelines of Clause 58.

### Non-residential use and development

- Whether the use or development is compatible with residential use.
- Whether the use generally serves local community needs.
- The scale and intensity of the use and development.
- The design, height, setback and appearance of the proposed buildings and works.
- The proposed landscaping.
- The provision of car and bicycle parking and associated accessways.
- Any proposed loading and refuse collection facilities.
- The safety, efficiency and amenity effects of traffic to be generated by the proposal.

### 32.08-14 Signs

26/10/2018  
VC152

Sign requirements are at Clause 52.05. This zone is in Category 3.

### 32.08-15 Transitional provisions

26/10/2018  
VC152

The minimum garden area requirements of Clause 32.08-4 and the maximum building height and number of storeys requirements of Clause 32.08-9 introduced by Amendment VC110 do not apply to:

- A planning permit application for the construction or extension of a dwelling or residential building lodged before the approval date of Amendment VC110.
- Where a planning permit is not required for the construction or extension of a dwelling or residential building:
  - A building permit issued for the construction or extension of a dwelling or residential building before the approval date of Amendment VC110.



WARRNAMBOOL PLANNING SCHEME

- A building surveyor has been appointed to issue a building permit for the construction or extension of a dwelling or residential building before the approval date of Amendment VC110. A building permit must be issued within 12 months of the approval date of Amendment VC110.
- A building surveyor is satisfied, and certifies in writing, that substantial progress was made on the design of the construction or extension of a dwelling or residential building before the approval date of Amendment VC110. A building permit must be issued within 12 months of the approval date of Amendment VC110.

The minimum garden area requirement of Clause 32.08-3 introduced by Amendment VC110 does not apply to a planning permit application to subdivide land for a dwelling or a residential building lodged before the approval date of Amendment VC110.

WARRNAMBOOL PLANNING SCHEME

**34.02**  
 31/07/2018  
 VC148

**COMMERCIAL 2 ZONE**

Shown on the planning scheme map as **B3Z** , **B4Z** or **C2Z** .

**Purpose**

To implement the Municipal Planning Strategy and the Planning Policy Framework.

To encourage commercial areas for offices, appropriate manufacturing and industries, bulky goods retailing, other retail uses, and associated business and commercial services.

To ensure that uses do not affect the safety and amenity of adjacent, more sensitive uses.

**34.02-1**  
 20/01/2022  
 VC205

**Table of uses**  
**Section 1 - Permit not required**

Use	Condition
<b>Art and craft centre</b>	
<b>Art gallery</b>	
<b>Cinema</b> <b>Cinema based entertainment facility</b>	The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
<b>Food and drink premises</b>	The leasable floor area must not exceed 100 square metres.
<b>Industry (other than Materials recycling and Transfer station)</b>	<p>Must not be a purpose listed in the table to Clause 53.10 with no threshold specified.</p> <p>The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution:</p> <ul style="list-style-type: none"> <li>• The threshold distance, for a purpose listed in the table to Clause 53.10.</li> <li>• 30 metres, for a purpose not listed in the table to Clause 53.10.</li> </ul> <p>Must not:</p> <ul style="list-style-type: none"> <li>• Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012.</li> <li>• Require a notification under the Occupational Health and Safety Regulations 2017.</li> <li>• Require a licence under the Dangerous Goods (Explosives) Regulations 2011.</li> </ul>

WARRNAMBOOL PLANNING SCHEME

Use	Condition
	<ul style="list-style-type: none"> <li>Require a licence under the Dangerous Goods (HCDG) Regulations 2016.</li> </ul>
<p><b>Informal outdoor recreation</b></p> <p><b>Mail centre</b></p> <p><b>Museum</b></p> <p><b>Office</b></p> <p><b>Postal agency</b></p> <p><b>Railway</b></p> <p><b>Restricted retail premises</b></p>	
<p><b>Shop (other than Adult sex product shop, Restricted retail premises and Supermarket)</b></p>	<p>Must adjoin, or be on the same land as, a supermarket when the use commences.</p> <p>The combined leasable floor area for all shops adjoining or on the same land as the supermarket must not exceed 500 square metres.</p> <p>The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</p>
<p><b>Supermarket</b></p>	<p>The leasable floor area must not exceed 1800 square metres.</p> <p>The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</p> <p>Must be on land within the City of Greater Geelong or within an urban growth boundary in metropolitan Melbourne.</p>
<p><b>Trade supplies</b></p> <p><b>Tramway</b></p>	
<p><b>Warehouse (other than Mail centre)</b></p>	<p>Must not be a purpose listed in the table to Clause 53.10 with no threshold distance specified.</p> <p>The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or corrective institution:</p> <ul style="list-style-type: none"> <li>The threshold distance, for a purpose listed in the table to Clause 53.10.</li> <li>30 metres, for a purpose not listed in the table to Clause 53.10.</li> </ul>

WARRNAMBOOL PLANNING SCHEME

Use	Condition
	Must not: <ul style="list-style-type: none"> <li>▪ Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012.</li> <li>▪ Require a notification under the Occupational Health and Safety Regulations 2017.</li> <li>▪ Require a licence under the Dangerous Goods (Explosives) Regulations 2011.</li> <li>▪ Require a licence under the Dangerous Goods (HCDG) Regulations 2016.</li> </ul>
<b>Any use listed in Clause 62.01</b>	Must meet the requirements of Clause 62.01.

**Section 2 - Permit required**

Use	Condition
<b>Adult sex product shop</b>	Must be at least 200 metres (measured by the shortest route reasonably accessible on foot) from a residential zone, land used for a hospital, primary school or secondary school or land in a Public Acquisition Overlay to be acquired for a hospital, primary school or secondary school.
<b>Agriculture (other than Animal production and Apiculture)</b>	
<b>Caretaker's house</b>	
<b>Education centre</b>	
<b>Grazing animal production</b>	
<b>Leisure and recreation (other than Informal outdoor recreation, Major sports and recreation facility and Motor racing track)</b>	
<b>Materials recycling</b>	
<b>Place of assembly (other than Art gallery, Carnival, Cinema, Cinema based entertainment facility, Circus and Museum)</b>	
<b>Residential hotel</b>	
<b>Retail premises (other than Food and drink premises, Postal agency, Restricted retail premises, Supermarket and Trade supplies)</b>	

WARRNAMBOOL PLANNING SCHEME

Use	Condition
<b>Supermarket – if the Section 1 conditions are not met</b>	The leasable floor area must not exceed 1800 square metres unless on land within the City of Greater Geelong or within an urban growth boundary in metropolitan Melbourne.  The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
<b>Transfer station</b>	The land must be at least 30 metres from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution.
<b>Utility installation (other than Minor utility installation and Telecommunications facility)</b>  <b>Any other use not in Section 1 or 3</b>	

**Section 3 - Prohibited**

Use
<b>Accommodation (other than Caretaker's house and Residential hotel)</b>
<b>Animal production (other than Grazing animal production)</b>
<b>Hospital</b>
<b>Major sports and recreation facility</b>
<b>Motor racing track</b>

**34.02-2**  
 15/07/2013  
 VC100

**Use of land**

A use must not detrimentally affect the amenity of the neighbourhood, including through the:

- Transport of materials, goods or commodities to or from the land.
- Appearance of any building, works or materials.
- Emission of noise, artificial light, vibration, smell, fumes, smoke, vapour, steam, soot, ash, dust, waste water, waste products, grit or oil.

**34.02-3**  
 31/07/2018  
 VC148

**Subdivision**

A permit is required to subdivide land.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a

WARRNAMBOOL PLANNING SCHEME

class of VicSmart application and must be assessed against the provision specified in Column 2.

Class of application	Information requirements and decision guidelines
Subdivide land to realign the common boundary between 2 lots where:	Clause 59.01
<ul style="list-style-type: none"> <li>• The area of either lot is reduced by less than 15 percent.</li> <li>• The general direction of the common boundary does not change.</li> </ul>	
Subdivide land into lots each containing an existing building or car parking space where:	Clause 59.02
<ul style="list-style-type: none"> <li>• The buildings or car parking spaces have been constructed in accordance with the provisions of this scheme or a permit issued under this scheme.</li> <li>• An occupancy permit or a certificate of final inspection has been issued under the Building Regulations in relation to the buildings within 5 years prior to the application for a permit for subdivision.</li> </ul>	
Subdivide land into 2 lots if:	Clause 59.02
<ul style="list-style-type: none"> <li>• The construction of a building or the construction or carrying out of works on the land:                             <ul style="list-style-type: none"> <li>• Has been approved under this scheme or by a permit issued under this scheme and the permit has not expired.</li> <li>• Has started lawfully.</li> </ul> </li> <li>• The subdivision does not create a vacant lot.</li> </ul>	

**34.02-4**  
 31/07/2018  
 VC148

**Buildings and works**

A permit is required to construct a building or construct or carry out works.

This does not apply to:

- The installation of an automatic teller machine.
- An alteration to an existing building façade provided:
  - The alteration does not include the installation of an external roller shutter.
  - At least 80 per cent of the building facade at ground floor level is maintained as an entry or window with clear glazing.
- An awning that projects over a road if it is authorised by the relevant public land manager.

**VicSmart applications**

Subject to Clause 71.06, an application under this clause for a development specified in Column 1 is a class of VicSmart application and must be assessed against the provision specified in Column 2.

WARRNAMBOOL PLANNING SCHEME

Class of application	Information requirements and decision guidelines
Construct a building or construct or carry out works with an estimated cost of up to \$500,000 where the land is not: <ul style="list-style-type: none"><li>• Within 30 metres of land (not a road) which is in a residential zone.</li><li>• Used for a purpose listed in the table to Clause 53.10.</li><li>• Used for a Brothel or Adult sex product shop.</li></ul>	Clause 59.04

---

**Maintenance**

All buildings and works must be maintained in good order and appearance to the satisfaction of the responsible authority.

**34.02-5**  
01/07/2021  
VC203

**Application requirements**

**Use**

An application to use land must be accompanied by the following information, as appropriate:

- The purpose of the use and the types of activities which will be carried out.
- The likely effects, if any, on adjoining land, including noise levels, traffic, the hours of delivery and despatch of goods or materials, hours of operation and light spill, solar access and glare.
- The means of maintaining areas not required for immediate use.
- If an industry or warehouse:
  - The type and quantity of goods to be stored, processed or produced.
  - Whether a Development Licence, Operating Licence, Permit or Registration is required from the Environment Protection Authority.
  - Whether a notification under the Occupational Health and Safety Regulations 2017 is required, a licence under the *Dangerous Goods Act 1995* is required, or a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012 is exceeded.
  - The likely effects on adjoining land, including air-borne emissions and emissions to land and water.

**Building and works**

An application to construct a building or construct or carry out works must be accompanied by the following information, as appropriate:

- A plan drawn to scale which shows:
  - The boundaries and dimensions of the site.
  - Adjoining roads.
  - The location, height and purpose of buildings and works on adjoining land.
  - Relevant ground levels.
  - The layout of existing and proposed buildings and works.

## WARRNAMBOOL PLANNING SCHEME

- All driveway, car parking and loading areas.
- Proposed landscape areas.
- All external storage and waste treatment areas.
- Areas not required for immediate use.
- Elevation drawings to scale showing the colour and materials of all buildings and works.
- Construction details of all drainage works, driveways, vehicle parking and loading areas.
- A landscape layout which includes the description of vegetation to be planted, the surfaces to be constructed, site works specification and method of preparing, draining, watering and maintaining the landscape area.

**34.02-6**  
31/07/2018  
VC148

### **Exemption from notice and review**

An application to subdivide land or construct a building or construct or carry out works is exempt from the notice requirements of section 52(1)(a), (b) and (d), the decision requirements of section 64(1), (2) and (3) and the review rights of section 82(1) of the Act. This exemption does not apply to land within 30 metres of land (not a road) which is in a residential zone, land used for a hospital or an education centre or land in a Public Acquisition Overlay to be acquired for a hospital or an education centre.

**34.02-7**  
31/07/2018  
VC148

### **Decision guidelines**

#### **General**

Before deciding on an application, in addition to the decision guidelines in Clause 65, the responsible authority must consider, as appropriate:

- The Municipal Planning Strategy and the Planning Policy Framework.
- The interface with adjoining zones, especially the relationship with residential areas.

#### **Use**

- The effect that existing uses may have on the proposed use.
- The drainage of the land.
- The availability of and connection to services.
- The effect of traffic to be generated on roads.
- The interim use of those parts of the land not required for the proposed use.
- If an industry or warehouse, the effect that the use may have on nearby existing or proposed residential areas or other uses which are sensitive to industrial off-site effects, having regard to any comments or directions of the referral authorities.

#### **Subdivision**

- The effect the subdivision will have on the potential of the area to accommodate the uses which will maintain or enhance its competitive strengths.
- Any natural or cultural values on or near the land.
- Streetscape character.
- Landscape treatment.

#### **Building and works**



WARRNAMBOOL PLANNING SCHEME

- The movement of pedestrians and cyclists, and vehicles providing for supplies, waste removal, emergency services and public transport.
- The provision of car parking.
- The streetscape, including the conservation of buildings, the design of verandahs, access from the street front, protecting active frontages to pedestrian areas, the treatment of the fronts and backs of buildings and their appurtenances, illumination of buildings or their immediate spaces and landscaping of land adjoining a road.
- Defining the responsibility for the maintenance of buildings, landscaping and paved areas.
- The availability of and connection to services.
- Any natural or cultural values on or nearby the land.
- Outdoor storage, lighting, and stormwater discharge.
- The design of buildings to provide for solar access.

**34.02-8**  
31/07/2018  
VC148

**Signs**

Sign requirements are at Clause 52.05. This zone is in Category 1.



Appendix 2: C2Z & IN3Z Comparison Table

## Comparison between Industrial 3 and Commercial 2 Zones

Industrial 3 Zone (IN3Z)		Commercial 2 Zone (C2Z)	
Purpose		Purpose	
To provide for industries and associated uses in specific areas where special consideration of the nature and impacts of industrial uses is required or to avoid inter-industry conflict. To provide a buffer between the Industrial 1 Zone or Industrial 2 Zone and local communities, which allows for industries and associated uses compatible with the nearby community. To allow limited retail opportunities including convenience shops, small scale supermarkets and associated shops in appropriate locations. To ensure that uses do not affect the safety and amenity of adjacent, more sensitive uses.		To encourage commercial areas for offices, appropriate manufacturing and industries, bulky goods retailing, other retail uses, and associated business and commercial services. To ensure that uses do not affect the safety and amenity of adjacent, more sensitive uses.	
Section 1 – Permit Not Required	Conditions	Section 1 – Permit Not Required	Conditions
Convenience shop		Art and craft centre	
Crop raising		Art Gallery	
Grazing animal production		Cinema Cinema based entertainment facility	The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3
Home based business		Food and drink premises	The leasable floor area must not exceed 100 square metres.
Informal outdoor recreation		Industry	Must not be a purpose listed in the table to Clause 53.10 with no threshold specified.  The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution:  The threshold distance, for a purpose listed in the table to Clause 53.10.  30 metres, for a purpose not listed in the table to Clause 53.10.  Must not:  Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012. Require a notification under the Occupational Health and Safety Regulations 2017. Require a licence under the Dangerous Goods (Explosives) Regulations 2011. Require a licence under the Dangerous Goods (HCDG) Regulations 2016.

Mail centre		Informal outdoor recreation	
Railway		Mail centre	
Service Industry	<p>Must not be a purpose listed in the table to Clause 53.10 with no threshold distance specified.</p> <p>The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution:</p> <p>The threshold distance, for a purpose listed in the table to Clause 53.10.</p> <p>30 metres, for a purpose not listed in the table to Clause 53.10.</p> <p>Must not:</p> <p>Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012.</p> <p>Require a notification under the Occupational Health and Safety Regulations 2017.</p> <p>Require a licence under the Dangerous Goods (Explosives) Regulations 2011.</p> <p>Require a licence under Dangerous Goods (HCDG) Regulations 2016.</p>	<p>Museum</p> <p>Office</p> <p>Postal agency</p> <p>Railway</p>	
Service Station	<p>The land must be at least 30 metres from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution.</p>	Restricted retail premises	
Shop (other than Adult sex product shop, Convenience shop, Restricted retail premises and Supermarket)	<p>Must adjoin, or be on the same lot as, a supermarket when the use commences.</p> <p>The combined leasable floor area for all shops adjoining or on the same lot as the supermarket must not exceed 500 square metres.</p> <p>The site must adjoin, or be within 30 metres of, a road in a Transport Zone 2 or a Transport Zone 3.</p>	<p>Shop (other than Adult sex product shop, Restricted retail premises and Supermarket)</p>	<p>Must adjoin, or be on the same land as, a supermarket when the use commences.</p> <p>The combined leasable floor area for all shops adjoining or on the same land as the supermarket must not exceed 500 square metres.</p> <p>The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</p>
Supermarket	<p>The leasable floor area must not exceed 1800 square metres.</p>	Supermarket	<p>The leasable floor area must not exceed 1800 square metres.</p>

	<p>The site must adjoin, or be within 30 metres of, a road in a Transport Zone 2 or a Transport Zone 3.</p> <p>Must be on land within an urban growth boundary and in metropolitan Melbourne.</p>		<p>The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.</p> <p>Must be on land within the City of Greater Geelong or within an urban growth boundary in metropolitan Melbourne.</p>
Take away food premises Tramway		Trade Supplies Tramway	
Warehouse (other than Fuel depot, Mail centre or Shipping container storage)	<p>Must not be a purpose listed in the table to Clause 53.10 with no threshold distance specified.</p> <p>The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution:</p> <p>The threshold distance, for a purpose listed in the table to Clause 53.10.</p> <p>30 metres, for a purpose not listed in the table to Clause 53.10.</p> <p>Must not:</p> <p>Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012.                  Require a notification under the Occupational Health and Safety Regulations 2017.                  Require a licence under the Dangerous Goods (Explosives) Regulations 2011.                  Require a licence under the Dangerous Goods (HCDG) Regulations 2016.                  Must not adversely affect the amenity of the neighbourhood, including through the:</p> <p>Transport of materials, goods or commodities to or from the land.</p> <p>Appearance of any stored goods or materials.</p> <p>Emission of noise, artificial light, vibration, odour, fumes, smoke, vapour, steam, soot, ash, dust, waste water, waste products, grit or oil</p>	Warehouse (other than Mail centre)	<p>Must not be a purpose listed in the table to Clause 53.10 with no threshold distance specified.</p> <p>The land must be at least the following distances from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or corrective institution:</p> <p>The threshold distance, for a purpose listed in the table to Clause 53.10.</p> <p>30 metres, for a purpose not listed in the table to Clause 53.10.</p> <p>Must not:</p> <p>Exceed a fire protection quantity under the Dangerous Goods (Storage and Handling) Regulations 2012.                  Require a notification under the Occupational Health and Safety Regulations 2017.                  Require a licence under the Dangerous Goods (Explosives) Regulations 2011.                  Require a licence under the Dangerous Goods (HCDG) Regulations 2016.</p>
<b>Section 2 – Permit Required</b>	<b>Conditions</b>	<b>Section 2 – Permit Required</b>	<b>Conditions</b>

Adult sex product shop	Must be at least 200 metres (measured by the shortest route reasonably accessible on foot) from a residential zone or land used for a hospital, primary school or secondary school or land in a Public Acquisition Overlay to be acquired for a hospital, primary school or secondary school.	Adult sex product shop	Must be at least 200 metres (measured by the shortest route reasonably accessible on foot) from a residential zone or land used for a hospital, primary school or secondary school or land in a Public Acquisition Overlay to be acquired for a hospital, primary school or secondary school.
Agriculture (other than Apiculture, Crop raising, Grazing animal production, Intensive animal production, Pig farm and Poultry farm)		Agriculture (other than Animal production and Apiculture)	
Caretaker's house		Caretaker's house	
Education centre	Must not be a primary or secondary school.	Education centre	
Industry (other than Service industry)		Grazing animal production	
Leisure and recreation (other than Informal outdoor recreation, Major sports and recreation facility and Motor racing track)		Leisure and recreation (other than Informal outdoor recreation, Major sports and recreation facility and Motor racing track)	
Office	The leasable floor area must not exceed the amount specified in the schedule to this zone.	Materials recycling	
Place of assembly (other than Carnival, Cinema based entertainment facility and Circus)		Place of assembly (other than Art gallery, Carnival, Cinema, Cinema based entertainment facility, Circus and Museum)	
Restricted retail premises		Residential hotel	
Retail premises (other than Shop and Take away food premises)		Retail premises (other than Food and drink premises, Postal agency, Restricted retail premises, Supermarket and Trade supplies)	
Utility installation (other than Minor utility installation and Telecommunications facility)		Supermarket – if the Section 1 conditions are not met)	The leasable floor area must not exceed 1800 square metres unless on land within the City of Greater Geelong or within an urban growth boundary in metropolitan Melbourne.  The site must adjoin, or have access to, a road in a Transport Zone 2 or a Transport Zone 3.
Any other use not in Section 1 or 3		Transfer Station	The land must be at least 30 metres from land (not a road) which is in an Activity Centre Zone, Capital City Zone, Commercial 1 Zone, Docklands Zone, residential zone or Rural Living Zone, land used for a hospital, an education centre or a corrective institution or land in a Public Acquisition Overlay to be acquired for a hospital, an education centre or a corrective institution.

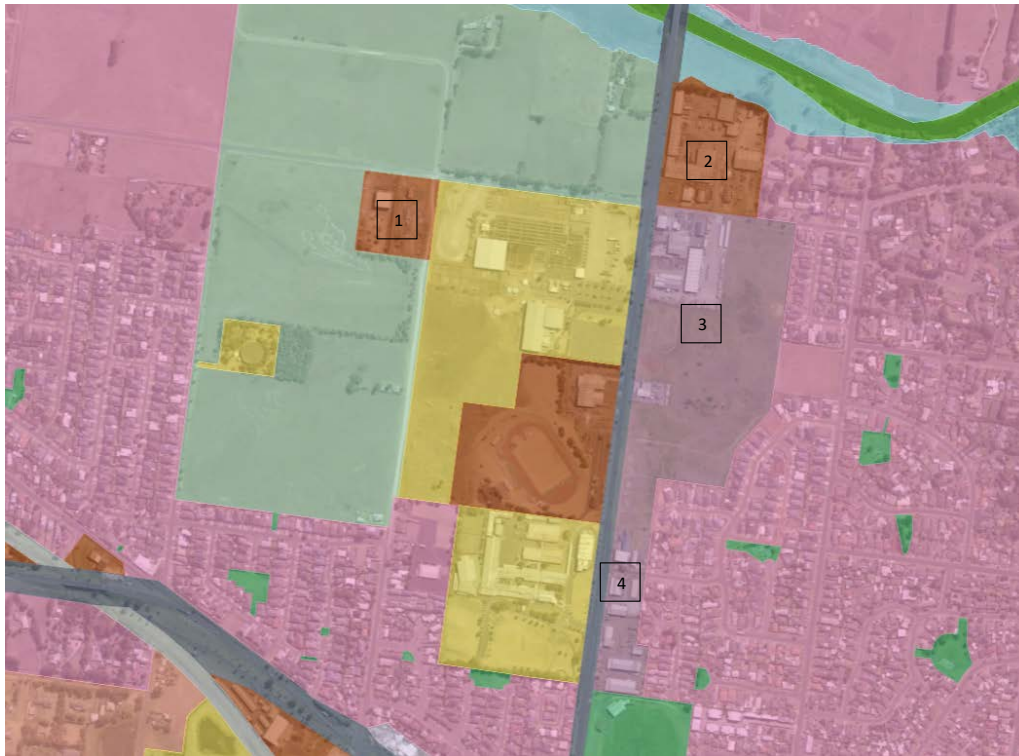
	Utility installation (other than Minor utility installation and Telecommunications facility)
	Any other use not in Section 1 or 3
<b>Section 3 – Prohibited</b>	<b>Section 3 – Prohibited</b>
Accommodation (other than Caretaker’s house)	Accommodation (other than Caretaker’s house and Residential hotel)
Cinema based entertainment facility	Animal production (other than Grazing animal production)
Hospital	Hospital
Intensive animal production	Major sports and recreation facility
Major sports and recreation facility	Motor racing track
Motor racing track	
Pig farm	
Poultry farm	
Shop (other than Adult sex product shop, Convenience shop, Restricted retail premises and Supermarket) – if the Section 1 conditions are not met	
Supermarket – if the Section 1 conditions are not met	



Appendix 3: Existing Industrial Land Uses



### Existing Industrial Land Uses



### Surrounding Industrial Land Uses

Precinct	Address	Use	Zone	Buffers
1	102 Coghlan's Road	Bells Garden Centre, Landscaping and Building Supplies	IN3Z	-
1	98 Coghlan's Road	Western District Concrete Pipes and Products	IN3Z	**500 (if production rate exceeds 10,000 tonnes/annum)
2	14 Coghlan's Road	Ryans Transport, Logistics and Transport	IN3Z	-
2	16 Coghlan's Road	Ryans Transport, Logistics and Transport	IN3Z	-
2	18 Coghlan's Road	South West Truck Centre, Truck & Machine Repairs	IN3Z	100 (automotive body, paint and interior repair)
2	20 Coghlan's Road	Ryans Transport/Allens Freight, Logistics and Transport	IN3Z	-

2	22 Coghans Road	Warehouse? Motor Repairs Approved	IN3Z	**100 (automotive body, paint and interior repair)
2	24 Coghans Road	Unknown	IN3Z	-
2	100 Caramut Road	Vacant Land	IN3Z	-
3	Coghans Road	Vacant Land	C2Z	-
3	29 Coghans Road	Ryans Self Storage, Store	C2Z	-
3	35 Coghans Road	Tubbie and Rayz Indoor Batting House, Sports Complex	C2Z	-
3	37 Coghans Road	Unknown	C2Z	-
3	39 Coghans Road	EnviroFluid, Chemical Manufacture/Warehouse	C2Z	**500 (soap and detergent production) **300 (Chemical product manufacture other than listed) **1000 (Biocide production and storage) **2000 (Organic or inorganic industrial chemicals production other than listed)
3	96 Caramut Road	Adzweld Fabrications, Steel Fabrications	C2Z	**500 (structural or sheet metal production)
3	94 Caramut Road	Western District Agriculture, Tractor dealership	C2Z	-
3	92 Caramut Road	Agrimac, Tractor dealership	C2Z	-
3	88 Caramut Road	Agrimac, Tractor dealership	C2Z	-
3	86 & 56-60 Caramut Road	Vacant Land	C2Z	-
3	80-84 Caramut Road	Vacant Land	C2Z	-
3	76 Caramut Road	Coastal Car Rentals and Car Sales	C2Z	-
3	65-67 Caramut Road	Landmark, Agricultural service and CLAAS, Farm equipment supplies	IN3Z	-

4	56-60 Caramut Road	Vacant Land, proposed subdivision	C2Z	-
4	50-54 Caramut Road	Total Dairy Service, dairy supplies	C2Z	-
4	44 Caramut Road	West Fridge, Airconditioning contractor	C2Z	-
4	1 Fotheringham Street	Price Electrical, Electrician	C2Z	-
4	2 Fotheringham Street	Warehouse/Store	C2Z	-
4	42a Caramut Road	Rack and Shelf, shelving and storage furniture	C2Z	-
4	42b Caramut Road	Rack and Shelf, shelving and storage furniture	C2Z	-
4	40 Caramut Road	Roberts Farm Supplies, Farm equipment supplier and Roberts Real Estate	C2Z	-
4	2/36 Caramut Road	Russell Hayden Scaffold Hire, Equipment hire	C2Z	-
4	1/36 Caramut Road	Russell Hayden Scaffold Hire, Equipment hire	C2Z	-
4	1-3/34 Caramut Road	Pj Glass, glazing, Dog Wash, and Premium Paint Works, Panel beater	C2Z	100 (automotive body, paint and interior repair) **500 (glass and glass production)
4	30 Caramut Road	Coates Hire, Equipment hire	C2Z	-

\*\*Potential Buffers that require further investigation

# SOCIAL VALUE OF SALEYARDS

## RESEARCH REPORT 2022

*Australian Livestock  
Markets Association  
Initiative*



**Working to improve the long term sustainability  
of the saleyard and lairage industry in Australia.**



## President's foreward

In the 1880's almost every village, town and settlement in Australia had its own set of livestock saleyards. These were often sited near a hotel or tavern so that farmers could refresh themselves and socialise on market day. On these days partners also came to town, did their shopping and met with friends and relatives.

We have always known that saleyards have provided a setting and an environment for social interaction. We also know that the support systems that arise from that interaction is, particularly in rural communities, important for our mental health and wellbeing.

However, until now the role saleyards play in providing a setting and an environment for such support systems has never been quantified.

This trail blazing report, "The Social Value of Saleyards" commissioned by the Australian Livestock Markets Association (ALMA), is based upon unprecedented research, drawing on the knowledge and experiences of a broad cross section of saleyards, people and professions.

It will be of enormous value, not only to those directly involved with saleyards, but also to many organisations and individuals, including those offering multiple services to support social and economic outcomes, particularly in rural communities.

I wish to acknowledge the work of the ALMA Board and Board member, Stephanie Whitaker in particular. Thank you to our Executive Officer, Kate McGilvray for her work and enthusiasm. I commend Heather Ellis and her Blue Wren Connections team and I thank of all those who participated in the research for their efforts and contribution.



**Ken Rogers**  
**President**  
**Australian Livestock Markets Association**







## Acknowledgements



The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia. ALMA commissioned this research project investigating the social value of saleyards to rural communities.

ALMA is the peak national advocacy body working to improve the long term sustainability of the saleyard and lairage industry in Australia.

### People, place and purpose

We acknowledge the time, involvement and support of the livestock industry, transport operators, stock agents, producers, policy makers, health professionals, journalists and government staff who were involved in this research and have contributed to its development. We at BlueWren Connections, aim to honour the data given to have influence for the continued improvement of the saleyards industry.

### The District Council of Grant

The Initial project did not include South Australia. The District Council of Grant funded the Flights to South Australia and in-kind support to the research team.

### Stephanie Whitaker

The social value of saleyards has been a concept that Stephanie Whitaker has been passionate about for many years. She has been working to capture the impact of interactions and meanings that sale days have for communities and individuals culminating in successfully pitching the project to ALMA for funding.

Stephanie owned and operated a saleyard in Queensland for fifteen years and participated in the project as an industry stakeholder. Specific roles filled by Stephanie throughout the research project include:

- ALMA board member representative
- Owner of Burnett Livestock Exchange, Biggenden, throughout the development, planning and research phase of the project
- Support to the research consultants for industry reference in the design, research and report compilation of the project.



**Stephanie gave willingly of her time, talent and passion for the industry.**

### Photos

- Markki Media
- Torkit
- Burnett Livestock and Realty
- Lisa Alexander Photography
- Paul Beutel Photography

### BlueWren local support team

- Andrew Bryant
- Jenny Keogh
- Lex Russell
- Marie O'Dea



## **Thank you to the saleyard managers**

### **QLD**

- Blackall Saleyards and Transit Centre – Dave and Dee Carter
- Coolabunia Saleyards - Mark Berthelsen
- Burnett Livestock Exchange – Stephanie and Lance Whitaker

### **NSW**

- Dubbo Regional Livestock Markets - Ross McCarthy
- Tamworth Regional Livestock Exchange - Steve Davidge

### **VIC**

- South West Victoria Livestock Exchange – Paul White
- Central Victoria Livestock Exchange - Jeff Paull

### **SA**

- The Mount Gambier and District Saleyards - Dave Wallis
- Millicent Stock Saleyards – Andrew Robinson
- Naracoorte Regional Livestock Exchange – Rebecca Barry

### **WA**

- Mount Barker Saleyards – Greg Moore and Erika Henderson



## BlueWren Connections team

The BlueWren Connections business prides itself on being a diverse and capable business which has carefully selected its employees to have complimentary skillsets.

**Heather Ellis** is the Founding Director of BlueWren Connections Pty Ltd.

**Debbie Atkins** is skilled in project management and research and her passion is in regional communities, where people are actively involved in creating their future.

**Connor Ellis** has a Bachelor of Business and a passion for management and marketing.

**Tim Capuano** has a Bachelor of Arts and Social Science with skills and experience in social research, policy analysis, communications, project management, and social impact assessment.



The Authors acknowledge the traditional custodians, of the many lands on which stakeholder interviews were undertaken. We pay our respects to Elders past, present and emerging.

### Disclaimer:

Whilst all care and diligence have been exercised in the preparation of this report, BlueWren Connections Pty Ltd does not warrant the accuracy of the information contained within and accepts no liability for any loss or damage that may be suffered as a result of reliance on this information, whether or not there has been any error, omission or negligence on the part of BlueWren Connections Pty Ltd or their employees. Any findings used in the analysis can be affected by a number of unforeseen variables, and as such no warranty is given that a particular set of results will in fact be achieved.

BlueWren Connections have taken all reasonable steps to ensure that the information contained in this publication is accurate at the time of production.

© Blue Wren Connections Pty Ltd 2022

Copyright protects this publication. Except for purposes permitted by the Copyright Act 1963, reproduction by whatever means is prohibited without prior written permission of Blue Wren Connections PTY LTD. Inquiries should be addressed to:

**Heather Ellis**  
Blue Wren Connections Pty Ltd  
0427 639 848  
heather@bluewrenconnections.com



## Table of contents

<b>President's foreword</b>	<b>3</b>
<b>Acknowledgements</b>	<b>5</b>
<b>Executive summary</b>	<b>10</b>
People, place and purpose	
Aims and objectives	
Valuable themes	
Social value	
<b>Key findings</b>	<b>12</b>
<b>Scope methodology limitations</b>	<b>14</b>
Scope	
Saleyards	
Method	
Ethics	
Challenges and problems or limitations	
<b>Social Value of Saleyards Timeline</b>	<b>18</b>
<b>Online national survey summary</b>	<b>20</b>
<b>Findings for Australia</b>	<b>26</b>
Demographics	
Interactions	
Isolation impacts	
<b>Queensland findings</b>	<b>33</b>
Blackall saleyards and transit centre	
Coolabunia saleyards	
Burnett Livestock Exchange (observations)	
Demographics	
Interactions	
Isolation impacts	
Further information	
<b>New South Wales findings</b>	<b>44</b>
Dubbo Regional Livestock Markets	
Tamworth Regional Livestock Exchange	
Demographics	
Interactions	
Isolation impacts	
Further information	
<b>Victoria findings</b>	<b>52</b>
South West Victoria Livestock Exchange (Warrnambool)	
Central Victoria Livestock Exchange (Ballarat)	
Demographics	
Interactions	
Isolation impacts	
Further information	

<b>South Australia findings</b>	<b>60</b>
The Mount Gambier and District Saleyards	
Naracoorte Regional Livestock Exchange	
Millicent Stock Saleyards	
Demographics	
Interactions	
Isolation impacts	
Further information	
<b>Western Australia findings</b>	<b>70</b>
Mount Barker Regional Saleyards	
Demographics	
Interactions	
Isolation impacts	
Further information	
<b>Valuable themes of saleyards across Australia</b>	<b>78</b>
Socialising	
Belonging and connection	
Information sharing and networking	
Impact of not being able to attend saleyards	
Services accessed at saleyards	
<b>Additional themes</b>	<b>80</b>
Mental health	
Canteen - the power of connecting over a meal	
Saleyard managers - their role in creating the social environment	
Fundraising and giving back to the community	
Relationships of a different kind (love)	
Paddock to plate	
Employment	
Social action	
Disaster management	
Children and saleyards	
Improving the saleyards culture for everyone	
Tourism	
Support workers	
Corrective Services workcamp	
Rural crime	
Leadership development and networks	
Older men	
Covid-19	
Extra Services	
<b>Conclusion</b>	<b>86</b>
<b>Glossary</b>	<b>87</b>
<b>References</b>	<b>88</b>
<b>Appendix</b>	<b>89</b>

## Executive summary

The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia. ALMA commissioned BlueWren Connections PTY LTD to conduct a research project investigating the social value of saleyards to rural communities. The project scope is seeking to capture what sale day means to community members, service providers and saleyard stakeholders. Previous research in the industry has currently provided a measure of economical significance. The purpose of this project is to measure the social benefits the saleyard communities provide.

Industry leaders report to know anecdotally that where saleyards are active, sale days bring a vibrancy and energy to communities. Conversations with stakeholders, service providers and individuals from saleyard communities indicate sale days are a significant contributor to reducing social isolation, building community identity and promoting well-being in the population. However, initial reviews have shown a clear absence of research into the social value of sale days at livestock selling centres. ALMA has identified that it is important to capture the data to reflect and give evidence of the social value in having saleyards operating in regional communities in rural Australia.

The central purpose of this study is to collate data that reflects what value saleyards bring to the social wellbeing of rural communities. This is a national project that worked with eleven key saleyard communities in Australia, engaging with people around the benefits of sale days and the impacts of when sales are cancelled. Research was conducted through observations, face to face interviews, and online surveys, recording people's stories and experiences.

## People, place and purpose

Observations were conducted at six saleyards. 152 people completed the online survey and 105 people participated in interviews from five Australian States.



6 saleyards  
observed



152 people  
completed the survey



105 people participated  
in interviews



5 states  
participated

Research participants were passionate about the industry and connected to their saleyard community. Some people were sceptical and unsure about what "social value" meant or how to measure social value. However, when the rapport developed, they gave freely of their stories and knowledge.

Australian social commentator Hugh Mackay stated there are people whose work forces them into social isolation – *but when the week's work is done they are often seeking companionship, connection, community (Mackay, 2014)*.

For the participants, saleyards provide an environment where they feel a connection both socially and physically.

## Aims and objectives

The key objectives of exploring the social value of saleyards across Australia are to gain:

- Improved understanding of the social role of saleyards
- Improved understanding of how saleyards reduce social isolation in regional communities
- Improved understanding of how community services (e.g. health services, drought information) utilise saleyards and sale days as an access point and the effectiveness of this strategy
- Improved understanding of the demographic that utilise saleyards as a social access point
- Improved understanding of the potential impact on social well-being when saleyards are removed from a community.

## Valuable themes

*The research provided varied, deep insights into the social value of saleyards in rural Australian communities. Some key findings include:*

- 96% of people identified that when they're not buying and selling, they are socialising - catching up with their mates and having a laugh
- Participants in the research identified that they have a sense of belonging and connection to the saleyard community
- Stakeholders undertake information sharing, networking and market research – learning from one another
- Not being able to attend saleyards led to an increase in loneliness and social isolation for stakeholders
- Saleyard communities provide a 'hub' to deliver a range of services to a diverse group of people.



## Social value

The purpose of capturing the Social Value of Saleyards (SVOS) is to provide the basic building blocks for anyone who wants to make decisions that take this wider definition of value into account, in order to increase equality and improve wellbeing.

The Standards and Guidance document from Social Value International (2022)<sup>2</sup> states that:

**“Social value is about understanding the relative importance of changes that people experience and using the insights we gained from this understanding to make better decisions.”**

It is a story about the changes experienced by people. It includes qualitative, quantitative and comparative information, and also includes environmental changes in relation to how they affect people's lives.

The primary purpose for saleyards is to provide a platform for business transactions and economic development.

However, from this research it is evident that saleyards create a place for social connection and when people have limited access to be able to attend, they experience loneliness and social isolation.

The data suggests stakeholders that attend the saleyards build a sense of connection and belonging through positive social interactions such as: sharing stories, a smile, shaking hands, networking, learning about best practise and industry development and having a meal and a coffee at the canteen.

For this cohort of rural Australians, saleyards provide a place for connection and storytelling. People experience being listened to and this in turn allows for people to feel better about themselves. Research from Mckeever (2020)<sup>3</sup> suggests that a positive impact on personal wellbeing has links to a strong society and economy.

Often people may not discuss the complex topics in their lives, however the positive experiences happening at the saleyards increases people's well-being. These experiences provide an opportunity to strengthen their economy.

To the best of the researcher's knowledge, this is the first research done on the social value of saleyards in Australia. As such, there is more work to do to better harness and celebrate the values identified.



## Social value of saleyards

### Key findings

#### Participants



##### Observations of people interactions

6 Saleyards



##### Online survey

152 Participants



##### Interviews

105 Participants

#### Socialising



##### Observations of people interactions

- Multiple groups of people engaged in conversation and laughter
- Mixed generations and mixed age groups interacting



##### Online survey

60% of respondents come together for social interactions



##### Interviews

96% of respondents come together for social interactions

#### Belonging and connection



##### Observations of people interactions

- Shaking of hands
- Making eye contact
- Welcoming smiles
  - Tips of the hat
- Pats on the back (human touch)
- People taking time to sit and talk with elders (semi-retired or retired)



##### Online survey

- Saleyards are an informal but critical space to build community and support
  - Gives a strong sense of identity and connection to the saleyard community



##### Interviews

- 78% of participants identified finding connection and belonging to the saleyard community
  - Saleyards are a place where people feel they fit in and feel connected with like-minded people
    - People have deeper conversations
  - People are not rushed

### Information sharing and networking



#### Observations of people interactions

- People engaged in one on one conversations with agents and producers
  - Producers talk to each other about genetics, feed, and weed problems after recent rain



#### Online survey

- 50% of participants identified networking as one of the main reasons to attend saleyards



#### Interviews

- 76% of participants identified networking as one of the main reasons they attend saleyards
- People learn from peers and agents

### Impact of not being able to attend



#### Observations of people interactions

- Two sets of yards were at risk of closing
- People reported being angry about restrictions on attendance
  - Taking social action/ having community meetings to keep saleyards operating



#### Online survey

- 50% of participants were not directly affected by COVID-19 due to their role in the industry
- Some reported feeling angry, frustrated and isolated
  - Some people felt like their rights had been taken away



#### Interviews

- 57% experienced social isolation
- 59% experienced loneliness
- 46% experienced a decline in not being able to share information and learn from peers

### Services accessed at saleyards



#### Observations of people interactions

- Mental health professionals
- Fence post salesperson
- Health checks



#### Online survey

- Rural financial services
  - Industry education
- Mental health professionals
- Employment opportunities
- Weed and pest management
- Some noticeboards often had information that was out of date



#### Interviews

- Fit to load (animal welfare)
  - Rural financial services
    - Industry education
- Mental health professionals
- Employment opportunities
- Weed and pest management
- Mental Health workshops



## Scope methodology limitations

### Scope



#### Online survey

Was developed for people across Australia to complete. 152 people participated in this survey which was available from June to November 2021.



#### Interviews

Face-to-face, phone and video interviews were conducted at 11 saleyards, with 105 people participating across Queensland, New South Wales, Victoria, South Australia and Western Australia.



#### Observations

People's interactions and body language were observed during site visits at six sets of saleyards; three in Queensland and three in South Australia.

### Saleyards

Queensland	New South Wales	Victoria	South Australia	Western Australia
Blackall Saleyards and Transit Centre	Dubbo Regional Livestock Markets	South West Victoria Livestock Exchange (Warrnambool)	Mount Gambier and District Saleyards	Mount Barker Regional Saleyards
Coolabunia Saleyards	Tamworth Regional Livestock Exchange	Central Victoria Livestock Exchange (Ballarat)	Naracoorte Regional Livestock Exchange	
Burnett Livestock Exchange (Observations only)			Millicent Stock Saleyards	

**The stakeholders consulted were:**

- Individual producers
- Retired producers
- Hobby farmers
- Commission buyers
- Standard buyers
- Health professionals
- Local Government e.g. CEO, Executive Staff and Councillors
- Saleyard facility owners
- Saleyard facility managers and employees
- Livestock agents and agency staff
- Livestock transporters - corporate, owner-operators
- Business owners
- Canteen operators
- Saleyard contractors
- Stock Inspectors
- Industry representatives
- Business Development Officers
- Detective – NSW Rural Crime
- Tourists



**Method**

The mixed methods approach used a combination of qualitative and quantitative research. The research used purposive, non-probability sampling. This is generally used in exploratory research using qualitative methodology. It is useful and justifiable when seeking new information (Alston & Bowles, 2013)<sup>4</sup>.

Researchers engaged with a broad range of industry stakeholders. The engagement of participants was through established relationships and local connections. Information was collected by recording people's stories and experiences, through online surveys, one on one interviews and attending saleyards. This information was given context around the communities' demographics, health and economic data. The use of differing research methodologies enabled comparative data analysis (triangulation) of the findings which will converge, resulting in findings that reinforce each other.

The type of questions and interviewing used in collecting the data was through a semi-structured approach using Appreciative Inquiry (AI). AI involves asking questions that strengthen a system's capacity to apprehend, anticipate, and heighten positive potential. Using positive questions, instead of negation, criticism and spiralling, leads more effectively to a diagnosis. AI seeks fundamentally, to build a constructive union between people and the massive entirety of what people talk about as past and present capacities. This includes such things as achievements, assets, unexplored potentials, innovations, strengths, elevated thoughts, opportunities, benchmarks, high point moments, lived values, traditions, strategic competencies, stories, expressions of wisdom, insights and visions and more (Cooperrider, 1998)<sup>5</sup>.

Each site had a local partner or champion who was happy to work with the research team to promote the Social Value of Saleyards project through networks and media. This partner was placed to advise on suitable days to visit and whether multiple meetings might be required to capture the information.

The research project was promoted through social media, radio stations, newspaper articles and ALMA's website to encourage participation and strengthen the sample size. It should be noted that all ALMA members and industry stakeholders were directly emailed.

This research used thematic analysis with open coding to analyse the transcribed interviews. Rubin & Babbie (2007)<sup>6</sup> define 'open coding' as creating code categories after examining data rather than starting out with codes from theories. Notes written up directly after each interview and observations at saleyards, were reviewed when analysing the data. Difference in codes was discussed and resolved. Firstly, the audio-recorded material was transcribed verbatim into a Microsoft Word document. Alston & Bowles (2003)<sup>4</sup> suggest coding each interview separately by using respondents' key words or phrases, looking for patterns and collating information under similar headings, into more uniformly defined categories. This method provided a way of strongly contextualising the data.

## Ethics

The research team had a social worker and community development officer undertaking research who were aware of the ethical implications where the dual roles of service provider and researcher were involved.

Confidentiality and anonymity are paramount in this research project. Participants were informed verbally about the research, as well as through an information sheet and a consent form. The information sheet explained the purpose of the project, the risks and benefits of the research as well as the option for the participant to withdraw from the research at any time. Any questions or uncertainties were addressed at this time.

In the interest of anonymity and safe keeping of information, contributions were recorded and transcribed without identifying participants. All information provided during the interviews and surveys was treated as strictly confidential. All audio recordings and transcripts are kept in a secure filing system until they are destroyed on completion of the project. No identifying information will be used in reports or published papers without consent from the participants.

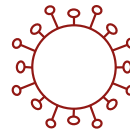
## Challenges and problems or limitations



Interview processes



Increased interest



COVID-19



Quality of interviews

The initial project was supposed to cover 6 saleyard sites across Queensland, New South Wales and Victoria with group interviews. The **interview process** had to be adjusted to individual preferences so that participants felt more comfortable to express their opinions anonymously.

The promotion of the research provided more **interest on a national scale** with other states and saleyard communities inquiring about participating. This presented a challenging timeline to complete the report which had to be renegotiated on two separate occasions.

Once the individual interviews were confirmed, the initial proposal was that they would all be face-to-face. **COVID-19 restrictions** provided challenges which influenced the ability to conduct site visits in NSW and Victoria. Attending the annual ALMA conference in Tamworth was cancelled, limiting the ability to promote the project and provide a greater sample size. Redirecting the other site visits to South Australia was a significant modification. In South Australia the site visits provided opportunities for face-to-face interviews and observations however, it should be noted that phone and video calls were the primary source of data. In New South Wales, Victoria and Western Australia interviews were conducted using a mixed method of both phone and video calls. This was due to the State restrictions enforced due to COVID-19.

During the interviews, there was a significant **difference in the average time** an interview took place between face-to-face and over the phone/video calls. The face-to-face interviews conducted at the saleyards were much shorter in comparison to those interviewed over the phone and through video. The differences in interview length influenced the level of detail provided throughout the interviews.

There were no direct questions asked about online sales as this was not the focus of this research. Participants commented on some of the benefits, however others mentioned it was less personable, with no ability to have positive social interactions.

### Please see appendix



Interview question



Consent form



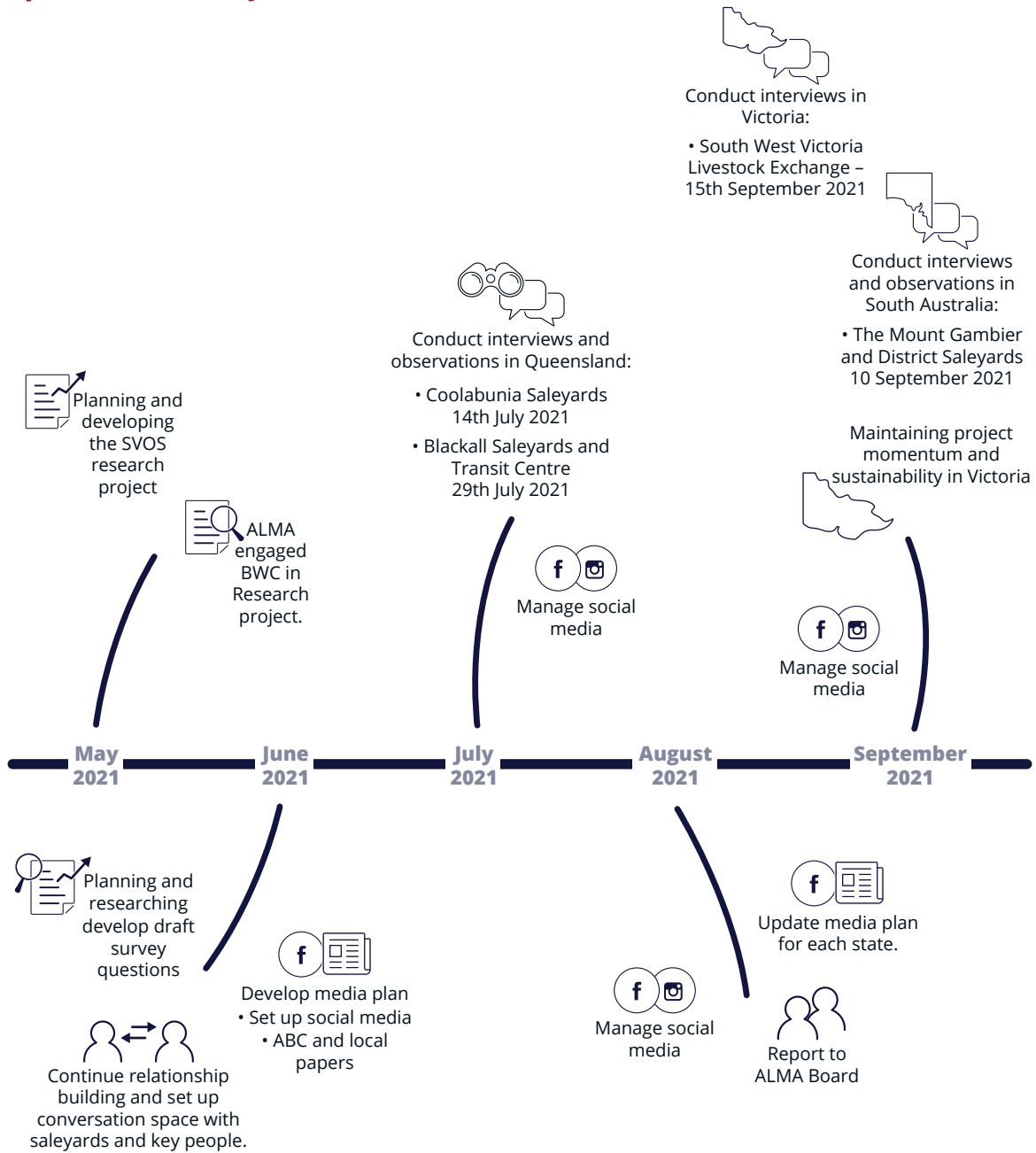
Survey Questions



Social Value of Saleyards Research Report - ALMA 2022

## Social value of saleyards - timeline

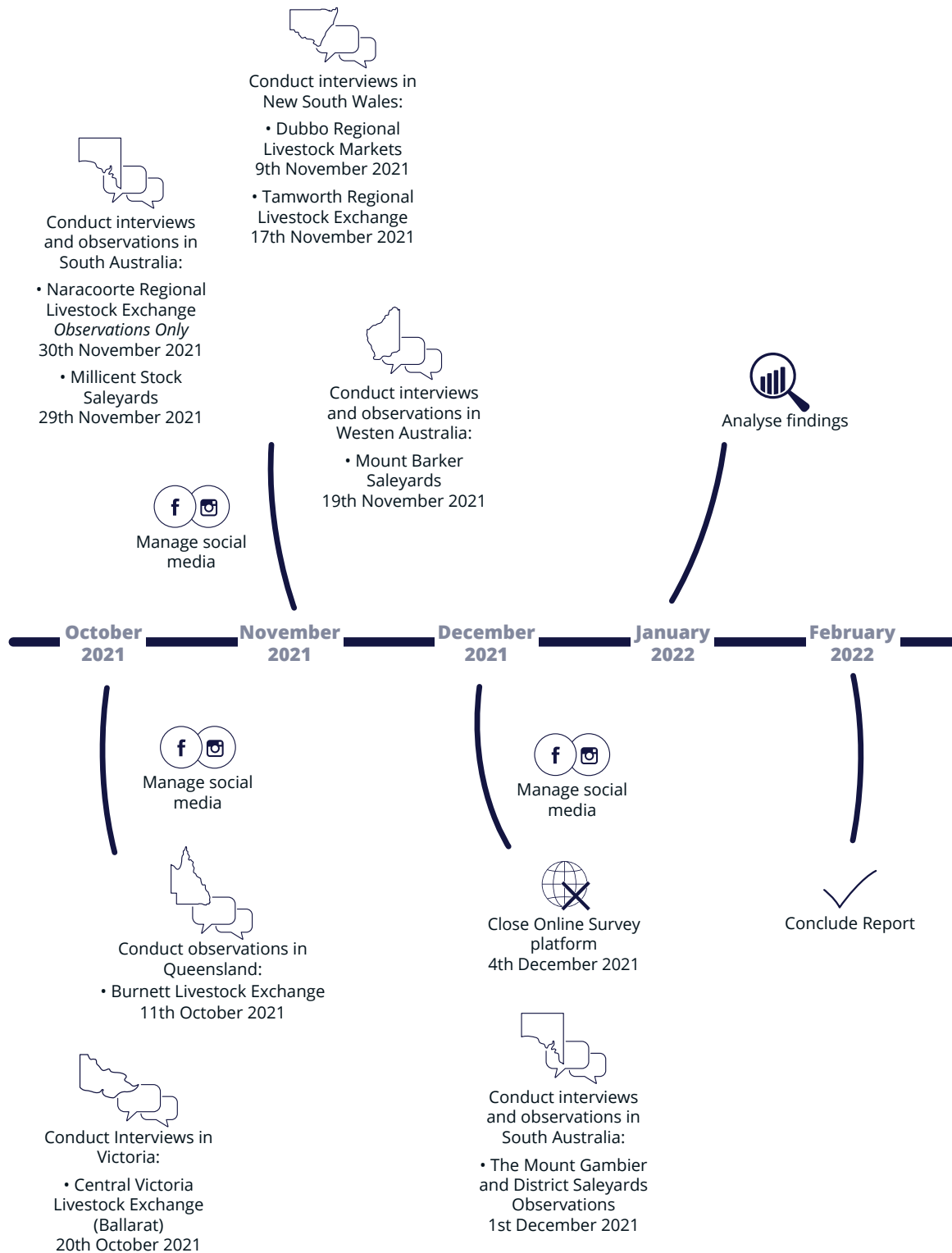
**April 2021 - February 2022**





## Social value of saleyards - timeline

**April 2021 - February 2022**












## Online National Survey Summary

### Demographics

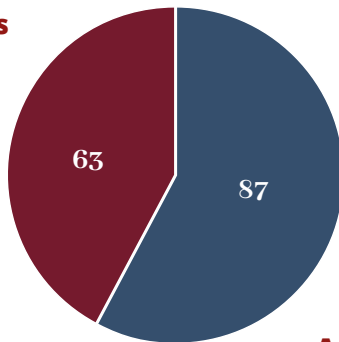
In the online survey looking at the social value of saleyards in rural Australia we had 152 participants.

Participants were able to identify as having more than one role at the saleyards:

-  **67% identified as being a producer**
-  **17% identified as being a livestock and property agent**
-  **14.5% other - identified as being an ALMA board member, a livestock buyer, Ausmeat representative, Outcross contractor, mental health worker, journalist, commission buyer, a doctor, agent administrator, farm manager, and owner/operator of saleyards**
-  **12% identified as a saleyard staff member**
-  **9.3% identified as local government or state government representative**
-  **6% identified as a truck driver (transport operator)**
-  **3% identified as a community worker**
-  **6% identified as being retired**
-  **2% identified as an allied health worker**

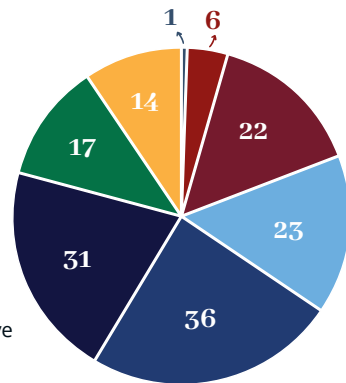
### 152 Participants

- 87** Male
- 63** Female
- 0** Non-binary
- 0** Prefer not to say



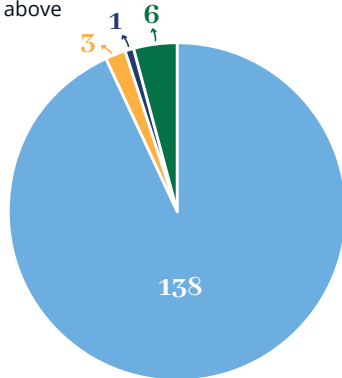
### Age

- 1** 10-15
- 6** 16-20
- 22** 21-30
- 23** 31-40
- 36** 41-50
- 31** 51-60
- 17** 61-70
- 14** 71 and above



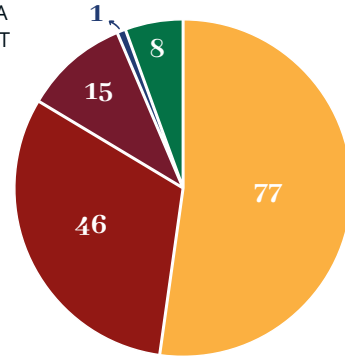
### Racial or ethnic identity

- 138** Caucasian
- 3** Aboriginal
- 0** Torres Strait Islander
- 1** Pacific Islander
- 6** None of the above



### State or Territory

- 77** QLD
- 46** NSW
- 15** VIC
- 0** ACT
- 1** WA
- 8** SA
- 0** NT



### What people identified they were doing at the saleyards when they were not buying or selling:

This data has been collected through comments people made in their responses to the question: Besides buying and/or selling livestock, what are three reasons you come to the saleyards?





## What sort of impact is COVID-19 having on others, when vendors and spectators were not permitted to attend saleyards?

Feedback from research participants identified several key impacts of COVID-19 restrictions on saleyards attendance.

The mental health of the residents who normally attend sales drastically deteriorated as they could no longer talk to like-minded people who were going through the same issues as they were. The feelings they had were unable to be expressed, it's amazing what that cup of tea with a mate at the saleyards actually does for a person's wellbeing.

It's been very isolating. Some retired producers only go to the sale as their weekly outing, so to not be allowed to go meant they had nothing to look forward to and couldn't catch up with their friends as regularly as they had previously.

The bush is a lonely place at times and a saleyard is one place men in particular will make the effort to go and talk to others.

Increased loneliness and a sense of isolation was experienced, and a disconnect from older and retired men from the livestock industry who relied on saleyards to connect with their peers was identified.



## What have you noticed in communities where saleyards have closed?

Producers love to see their stock sold or compare other stock to their own to work out market values. People come to the saleyards to network and socialise and will then often go into town to shop, eat or get cars serviced etc. When the saleyards are closed to the public it has huge implications on the whole community.

Analysis of the online survey indicated that there were a number of people that weren't necessarily impacted by COVID-19 because they were permitted to attend the yards as their role deemed them to be an essential service (e.g. buyer and agent, agent administrator, yard staff and transport operator), this allowed them to be in attendance at the saleyards.

When saleyards were closed participants identified a loss of a sense of community and belonging and a decline in information sharing.

Participants were concerned about the effect on the local economy; and furthermore the research identified that it had impacts on stress, mental health and wellbeing through a loss of association, a loss of friendship and a loss of learning.

### Comments regarding the health benefits

Research participants expressed an enjoyment in being able to attend saleyards and talk face to face to people each week or fortnight. A common expression was that it is great to catch up and talk with people who are going through the same highs and lows as you are, right now the cattle prices certainly make it enjoyable.

Other participants' comments include:

- *Some of the residents and farmers attending the saleyards are retired and living in town so the saleyards are a connection to their mates and their past. Not being able to attend has drastically changed their life and not for the better.*
- *As quite a lot of rural communities are made up of older Australians, I feel saleyards play an important part in mental health as this is sometimes the only contact that is had with like-minded people. Noticed a void with the closing of the local Bundaberg saleyards as this was the only time we caught up with some on sale day.*
- *An informal but critical space to build community and support. A fantastic way for health services to reach out to the community and build inroads.*
- *Saleyards impact on the mental wellbeing along with the social, educational and business opportunities, whilst may be difficult to quantify, is huge.*
- *Needed for men more than women, women tend to find other ways to connect*
- *Helps by getting all ages to mix and talk, to educate and encourage young farmers to enter the industry.*
- *Canteens at most yards are usually run by a community group providing funds for said groups.*
- *Saleyards are a wonderful opportunity for community connection and social interaction. It's an informal but critical space to build community and support. It's also a fantastic way for QLD health to reach out to the community and build inroads.*

## Appendix 1

### SVOS survey

#### Information and consent

The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia. Previous research has established that saleyards and livestock exchange facilities provide extensive economic value to regional Australia; but there is also a huge social benefit to having operating saleyards in these areas. Sale days bring crowds to towns; are multi-generational events and are a meeting place for people who normally might lead a more isolated life. Sale days are also known to be key contact places for service providers to connect with communities for information sharing and service access.

ALMA has commissioned a research project investigating the social value of saleyards to rural communities. The project has a three-pronged approach to capturing what sale day means to community members, service providers and saleyard stakeholders. Site visits for face-to-face interviews will be carried out at four saleyards across Queensland, New South Wales and Victoria.

#### Confidentiality

Your participation is voluntary, and while we will record what you say with your consent, the interview will not collect any identifying information, and your responses will remain confidential. If there are any concerns with sharing information which may identify you, this material will be withdrawn or withheld. Any information collected is confidential and will not be disclosed to third parties without your consent, except to meet government, legal or other regulatory authority requirements, upon receipt of appropriate documentation. Data will be securely stored for a duration of 5 years from publication of the final report.

#### Right to withdraw

Your participation is voluntary. Any data already provided by you will be withdrawn.

#### Outcome

The results of this research will be disseminated in the form of a final project report, which may be shared on related websites (e.g., Australian Livestock Markets Association). Furthermore, it could be used to produce or influence information flyers, books and social media.

#### Consent

Your consent to participate in this project will be obtained through your completion of the online survey.

#### Questions / Further information

If you have any questions about this project, please contact the Reacher, Heather Ellis via email [heather@bluewrenconnections.com](mailto:heather@bluewrenconnections.com).

Ethical conduct will be adhered to in accordance with the 'National Statement on Ethical Conduct in Human Research 2007' (Updated 2018), the National Health and Medical Research Council, the Australian Research Council and Universities Australia, Commonwealth of Australia, Canberra.



**The central purpose of this study is to collate data that reflects what value saleyards bring to the social wellbeing of rural communities.**

---

## Interview Findings

### Australia

#### By State

##### QLD

- Blackall Saleyards and Transit Centre
- Coolabunia Saleyards
- Burnett Livestock Exchange

##### NSW

- Dubbo Regional Livestock Markets
- Tamworth Regional Livestock Exchange

##### VIC

- South West Victoria Livestock Exchange
- Central Victoria Livestock Exchange

##### SA

- The Mount Gambier and District Saleyards
- Millicent Stock Saleyards
- Naracoorte Regional Livestock Exchange

##### WA

- Mount Barker Saleyards



Findings for  
**AUSTRALIA**



## Demographics

### Overview

Thirty women and seventy-five men participated in the interviews across 11 saleyards sites in Australia.

Stakeholders interviewed included: producers, agents, transport operators, canteen operators, community members, journalists, local and state government personnel.

The demographics that utilise saleyards as a social access point include agents, buyers, producers, hobby farmers, families and older men.



**For my dad I see coming to the saleyards like how the townies go to the Mens Shed without having to worry about being a formal part of a group and they get to stay connected with the people they know.**

Producer - Queensland

**Personally, I have brought my small children here today and I'm getting to catch up with other mums and their kids, my kids get to see their dad who is an agent doing his job. It's good for my husband too, he loves that the kids get to see him and what he does. These yards are nice, and the yards have a good feel about it and it is safe and it is a relaxed environment. We come every Thursday.**

Producer - Queensland

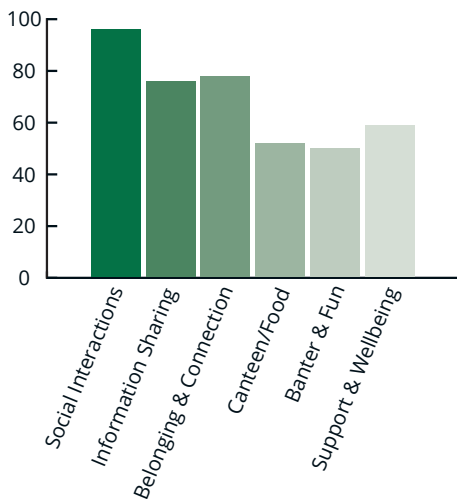
**There is a special interaction working with people that you have known your whole life. Relationships are strong and build trust, you make connections that continue for years. They are not just a quick transaction.**

Producer- Victoria

## Interactions

### Overview

Of the 105 participants 96% said that they experience social interactions and 76% said saleyards provide an integral place for information sharing and education. Another 78% stated a feeling of belonging and connection with the community around the saleyards. Furthermore, 52% stated that the canteen is the key social area at the saleyards while 50% of respondents enjoy the banter and fun. Finally, 59% stated that they felt an informal support that assisted their wellbeing.



**When you are at the saleyards, it is genuine, it is happiness, it is interaction, it is engagement connecting with your fellow people. Not like "R U OK Day's, we are doing this in a genuine way.**

Service provider – Victoria

**Learn new ideas to take home to your own operation. If someone's cattle make good money, you might strike up a conversation to find out what they had been feeding them.**

Service provider - SA

**In drought times the saleyards become more important, it's tough sitting at home seeing starving cows. It is great to catch up with people and know you are not in it alone. You can get stuck in a bit of a rut every day on your own.**

Producer – Queensland

## Isolation impacts



**52% of people experienced a loss of community and belonging when they were not able to attend the saleyards**



**57% of people experienced social isolation when they were not attending the saleyards**



**59% of people experienced loneliness when they were not attending the saleyards**

### Overview

It was clear COVID-19 restrictions impacted everyone to some extent. With older men not being able to attend, agents and buyers reported that there was a very different feel at the saleyards. Vendors were frustrated not being able to attend and catch up with mates. It was clear that producers living and working on their own or with their partner, missed coming to the saleyards to socially connect and keep up to date with market trends and information.

**Since the drought and COVID-19, people's mental health is really struggling. The government have had groups and people out and about and I'm not sure how many people access this information; but for me as an agent I learnt what was available so then I could provide my clients the information.**

Agent – NSW





**Everyone checks in with their circle. Mental health is a big factor. It is always better to talk to others, it always helps to talk.**

Commission Buyer - SA

**There is not enough support at the yards. There have been times where support was available, but not enough for the people. We need rural counsellors and professionals hanging around. And people can call and get in touch in a few days' time.**

Producer - NSW

**I have made great mates with agents and buyers, I have made some lifelong friends. We always pull together in hard times.**

Producer/ Agent - NSW



**To gain improved understanding of how saleyards reduce social isolation in regional communities is one of the objectives of this study.**

---



Social Value of Saleyards Research Report - ALMA 2022



## Social value of saleyards QLD findings

### Blackall saleyards and transit centre

The Blackall Saleyards, established in 1968, is located in Blackall, central west Queensland, and is approximately 960 kms from Brisbane. Blackall Saleyards is also a transit centre for spelling stock during travel. In previous years the sales at Blackall have been reduced due to drought and large-scale destocking of western Queensland. Sales have since recommenced regular activity and people have returned to the centre for sale days. The centre holds weekly prime and store sales and monthly weaner and store sales. The centre attracts visitors to experience live selling from the purpose built viewing platform.

Blackall saleyards is a multi-agent, local government owned cattle selling centre drawing stock from a vast geographical area and sold over 104 000 head in the 2020/21 financial year. This throughput placed Blackall as the fourth largest selling centre in Queensland in that period\*.

### Coolabunia saleyards

The Coolabunia Saleyards is located near Kingaroy in Queensland, approximately 220km from Brisbane. The saleyards were built in 1982 and were built by and remain owned by local government. The saleyards are a liveweight cattle selling centre operated by the South Burnett Regional Council as a multi-agent yards, tick clearing centre and bull sale facility.

When the Coolabunia saleyards were offered for sale, and appeared to be at risk of closing, the local community became highly active in calling for keeping the saleyards operating, and for them to stay in local government ownership. At the time of writing the South Burnett Regional Council were finishing a review of the operations and investigating opportunities for funding and greater utilisation of the facilities.



### Burnett Livestock Exchange (observations)

The Burnett Livestock Exchange is a family-owned single agent cattle saleyards located at Biggenden in Queensland. It is approximately 285 kms from Brisbane. It is somewhat different in that it is owned and operated by a private livestock and property agent. The Biggenden Saleyards has been in operation since the 1950s and underwent a redevelopment in 2018 to rebuild all selling and holding pens, loading and drafting facilities and weighbridge. It was rebranded the Burnett Livestock Exchange at this time.

The centre sold just under 65 000 head of cattle in the 2020/21 financial year, placing it at sixth highest throughput in Queensland\*. The yards conduct fortnightly meatworks and store sales and several feature sales throughout the year. At the time of writing the centre had recently been sold to another family-owned company.





## Demographics

### Overview

Fifteen women and thirty-eight men participated in interviews across two sites: Blackall Saleyards and Coolabunia Saleyards. The Burnett Livestock Exchange was used for observations only in Queensland.

Stakeholders interviewed included: producers, agents, transport operators local government personnel, canteen operators, community members, journalists, tourists, and state government personnel. The demographic that utilises saleyards as a social access point included: agents, buyers, producers, farmers, families and older men.



**Personally, I have brought my small children here today and I'm getting to catch up with other mums and their kids, my kids get to see their dad who is an agent doing his job. It good for my husband too, he loves that the kids get to see him and what he does. These yards are nice, and the yards have a good feel about it and it is safe and it is a relaxed environment.**

**We come every Thursday.**

Agent's Wife – Queensland

**I see a lot of lonely men and I worry about them; they are comfortable in this environment. You can walk about the catwalk by yourself, and not feel shame.**

Producer – Queensland

**It is a mixed generation coming through. Especially on school holidays we have a lot more families here, and sometimes three generations here at the same time.**

Agent – Queensland

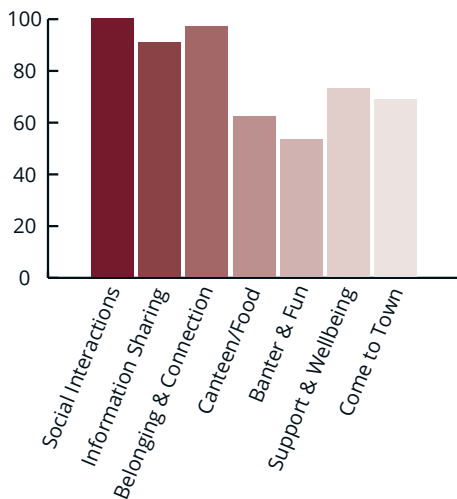
**Tourists often have a question, we are only too happy to answer and explain it and we love that people are keen to learn about our industry.**

Retired Farmer – Queensland

## Interactions

### Overview

Of the 53 participants 100% said that they experience social interactions at the saleyards and 90.5% said saleyards provide an integral place for information sharing and education. Another 97% of participants stated a feeling of belonging and connection with the community around the saleyards. Furthermore, 62% stated that the canteen is the key social area at the saleyards, while 53% enjoy the banter and fun. Finally, 73% stated that they felt an informal support that assisted their wellbeing and 69% of participants reported that the sale was an excuse to come to town.



**It's always a good time to come together and talk to people with the same interests. I find for my husband it is really important for him as he can talk to other agents, clients and mates. There are a large number of tourists that come through and kids from the city.**

Producer – Queensland

**There is a lot of problem solving around local issues; saleyards provide a regular place where people come together – local, state, personal, media, weeds; information gathering, you can learn lots from everyone.**

Agent – Queensland

**23 years managing saleyards; a lot of the older people just love coming out even for morning tea. It is an outing for them, it is the highlight of their week.**

Saleyard Manager – Queensland

**In drought times the saleyards becomes more important (it's tough sitting at home seeing starving cows) to catch up with people and know you are not in it alone. You can get stuck in a bit of a rut every day on your own.**

Saleyard staff – Queensland



**One of the objectives of this study is to gain improved understanding of the social role of saleyards.**

---



## Isolation impacts



**76% of people experienced a loss of community and belonging when they were not able to attend the saleyards**



**71% of people experienced social isolation when they were not attending the saleyards**



**93% of people experienced loneliness when they were not attending the saleyards**

### Overview

Queensland was not as impacted as other states during COVID-19, however, it did create concern and complexities for saleyard managers and operators. Some vendors reported feeling frustrated that different saleyards had different COVID-19 processes. It was clear that producers living and working on their own, or with their partner, missed coming to the saleyards to socially connect and keep up to date with market trends and information.

**I think I underestimated the social value of the saleyard until COVID-19 shut down a lot of things. Because the yards were still operating it gives you people to talk to. Recently they were planning to shut down the yards, and the community said no. Every man and his dog turned up and whether they wanted to sell or not, there was a massive sale, and people just brought cattle to the saleyards to show the council do not touch our saleyards. There were blokes on the back of utes doing speeches.**

Agent – Queensland

**A lot of the elderly graziers that were sort of retired and came to town and a lot of local people that have some association with the cattle industry, they loved coming out even if it was just for morning tea and just having a chat and catching up. In the middle of drought it is pretty tough, and the sales allow people to take their mind off things.**

Saleyard Manager - Queensland

**People don't have anywhere else to go and it doesn't only affect my dad, mum looks forward to it too as it gives her 3 to 4 hours of peace and quiet. There is stress around the uncertainty of yards staying open in our community.**

Producer and Local Government – Queensland

**Mentally I struggle so I never really leave the farm; to come here and be amongst such great people is lovely.**

Producer – Queensland

**When COVID-19 restrictions were lifted in QLD and you were able to come back in you could see the pure joy on people's faces. It made us appreciate living in rural Australia.**

Agent - Queensland



## Further information

### Mental wellness education and support

All three saleyards in Queensland had different types of workers: Resilience officer, Lifeline counsellor (Farmer to Farmer program) or Royal Flying Doctors Service (RFDS) suicide prevention worker. Refer to pages 76 and 77 for more information.

### Tourists

One of the differences between Queensland and other states is the benefits of having planned tours and looking after tourists providing education to the wider community. Tourists interviewed stated they wanted to know more about where their meat came from. Operating tours provided meaningful roles (both paid and voluntary) for tour operators in the community to share their knowledge and wisdom about the industry. Tour operators, vendors and agents were proud and excited to be sharing information with people that were interested in learning about the livestock industry.

### Support workers

In Queensland, carers and support staff from a care facility took clients to the saleyard. The two clients shared that in their younger days, one used to drive trucks and the other worked in a meatworks. They were excited to see how the industry had changed and loved that the saleyard staff took the time to talk with them and answer any questions they had even though the staff were busy. Staff faces showed they enjoyed sharing and talking with the men.

### Natural disasters

During local bushfires the saleyards provided a safe haven for people's livestock, because of the relationships that had been built at the saleyards everybody chipped in - from making sandwiches to moving stock and fighting fires. An interviewee stated *"We all look out for each other"*. Furthermore some saleyards have had local Rural Fire Service provide education and information.

### Corrective services workcamp

Saleyards identified that using some of the clients from the corrective services work camp is a benefit when it came to mowing, minor repairs and cleaning of the saleyards.

### Apart from livestock sales, the saleyards in Queensland are often used for:

- Festivals – Paddock to Plate (Celebrating Local Food)
- Tourism tours
- Different yards in Queensland offered different levels of support including
  - o Rural financial counsellors to provide support to producers
  - o Centrelink staff (Farm subsidy)
  - o Royal Flying Doctor Service and local health services – health checks and conversations
  - o Local area drought resilience workers

### Other uses of saleyards included:

- Wedding venues
- Mental health first aid workshop
- Government staff to provide education around industry changes









Social Value of Saleyards Research Report - ALMA 2022



## Social value of saleyards NSW findings

### Dubbo Regional Livestock Markets

The Dubbo Regional Livestock Markets is located at Dubbo in western New South Wales, approximately 400 kms from Sydney. It has been in operation since 1950 with significant upgrades and expansions made in 2015 and 2016. The saleyard is a local government owned, multi agent facility and sells cattle, sheep and goats. There are weekly prime cattle and prime sheep and lamb sales and store cattle sales twice a month. Four goat sales are held throughout the year. It also offers wash down facilities, spelling paddocks.

Dubbo Regional Livestock Markets sold over 680,000 sheep and over 115,000 cattle in the 2020/21 financial year. This throughput placed Dubbo as the largest cattle selling centre and third largest sheep selling centre in New South Wales\*.

### Tamworth Regional Livestock Exchange

The Tamworth Regional Livestock Exchange (TRLX) is a privately owned multi-agent facility. It is managed by AAM Investment Group, who have a portfolio of Regional Livestock Exchanges across eastern Australia. The TRLX was opened in 2013 as a new build and also offers transit spelling and bull sale facilities. It holds weekly prime and fortnightly store cattle sales, and weekly sheep and lamb sales.

TRLX sold over 140,000 sheep and 101,000 cattle in the 2020/21 financial year, placing it as tenth largest sheep selling centre and fourth largest cattle selling centre for New South Wales<sup>14</sup>.

## Demographics

### Overview

Three women and twelve men participated in the interviews across two sites - Dubbo and Tamworth - in New South Wales. Stakeholders interviewed included: producers, agents, transport operators, local government personnel, a Stock Squad representative, and saleyard managers. The demographics that utilise saleyards as a social access point include agents, buyers, vendors, hobby farmers, families and older men.



**It is definitely a meeting place and here we see a lot of older cockies, a lot of leaning on the rail and chatting and if they aren't watching the sale, they are over in the canteen. There is a group of young adults with a disability group, and they love coming out to the sale days. They help out around the yards and help load the trucks.**

Cattle Buyer - NSW



**It's the social centre in rural communities, people talk about their families and community. It is a community space and the social benefit is so important for people's mental health. Getting to network and find out what the market is doing.**

Agent - NSW

**It is an important meeting place in the life of producers in particular, especially going through drought and mouse plague, it serves as a place where these producers can get together and see other people that are going through similar things to them.**

Saleyard Manager – NSW

**People are just coming together to chew the fat. 25% of people genuinely want to buy, but there will be 75% of people connecting. It's a great melting pot for community.**

Stock Squad – NSW



**Another objective of this study is to gain improved understanding of how community services (e.g. health services, drought information) utilise saleyards and sale days as an access point and the effectiveness of this strategy.**

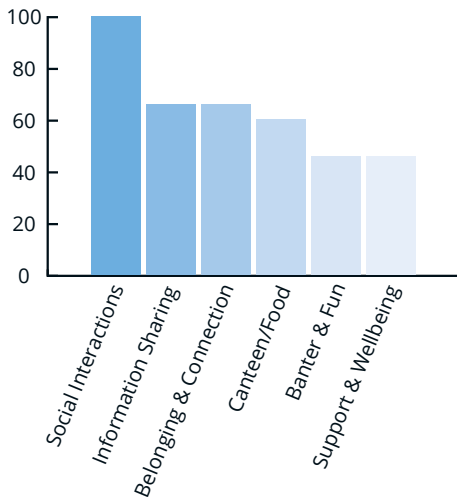
---



## Interactions

### Overview

Of the fifteen participants 100% said that they experience social interactions and 66% said that saleyards provide an integral place for information sharing and education. 66% stated a feeling of belonging and connection with the community around the saleyards. Furthermore, 60% of participants stated that the canteen is the key social area at the saleyards, while 46% enjoy the banter and fun. Finally, 46% stated that they felt an informal support that assisted their wellbeing.



**The yards are full of different characters, blokes, flamboyant, the quiet people. There is a space there for everyone.**

Agent - NSW

**Since the drought and COVID-19, people's mental health is really struggling. The government have had groups and people out and about and I'm not sure how many people access this information; but for me as an agent I learnt what was available so then I could provide my clients the information.**

Agent - NSW

**There is not enough support at the yards. There have been times where support was available, but not enough for the people. We need rural counsellors and professionals hanging around. And people can call and get in touch in a few days' time.**

Producer - NSW

## Isolation impacts



**22% of people experienced a loss of community and belonging when they were not able to attend the saleyards**



**40% of people experienced social isolation when they were not attending the saleyards**



**20% of people experienced loneliness when they were not attending the saleyards**

### Overview

It was clear COVID-19 impacted everyone to some extent: older men not being able to attend; agents and buyers reported that there was a very different feel at the yards. Vendors were frustrated at not being able to attend and catch up with mates. While interviewees in New South Wales did not directly talk about loneliness and social isolation they were very concerned around people's mental health and wellbeing.

**We have been running out of Tamworth a mental health awareness program, where we have had different agents and individuals at the yards speak up about their story and what they do to keep well.**

Agent, Producer - NSW

**During the COVID-19 periods, I don't believe it was healthy for the community when people didn't have a place to connect (from the mental health perspective). Even if they only call in for 20 minutes it gets people to connect.**

Agent - NSW

**People really miss it when they can't come into the yards. They make it part of their routine, even if they aren't buying, to spend two or three hours here.**

Producer - NSW

**I think if you had a mental health type bloke came out, we would go "we're too tough," but if there was someone that we knew and recognised in the industry we would probably go for support.**

Local councillor, hobby farmer - NSW

## Further information

Saleyards are important for both commercial and social outcomes and people appreciate and use the additional services and opportunities provided. When it comes to mental health, people could encourage others to seek support as they have great influence with each other.

When social services and opportunities are offered it attracts more people that would not normally come to the saleyards with really good outcomes, but it takes a lot of work to make it come together.

A lot of knowledge is passed on at saleyards by observation, asking questions, listening, learning through planned activities, generational connections.

COVID-19 restrictions affected who could attend saleyards and this led to people using online sales. Online selling can have benefits as it allows for people interstate to bid on cattle, but people miss out on the face-to-face connection.

Apart from livestock sales, the saleyards in New South Wales are often used for:

- Annual Mental Health Awareness days
- Rural Resilience NSW Health (one off event)
- School visits to provide education
- Hobby farm sales (bi – monthly at Tamworth)
- Westpac Rescue fundraiser (Westpac tag and calf sale)
- Truck wash
- Government staff to provide education around industry changes
- Car club use the space for an annual show

## Points of interest

- Two participants reported feeling like they don't think that people understand the value of saleyards, there is a big disconnect between city and country, reinforcing the need for education about the role of saleyards and the industry generally.
- New South Wales state rural crime investigators reported improving how they work by having a presence at saleyards, providing education to saleyard operators around security and the importance of building relationships with the rural communities.
- One saleyard staff member reported they were committed to their staff wearing Tradie Mutt shirts, which work as a conversation starter to link tradies, truckies, blue collar workers, and those who care about them, with free counselling and mental health support through the TIAC.





Social Value of Saleyards Research Report - ALMA 2022





## Social value of saleyards VIC findings

### South West Victoria Livestock Exchange (Warrnambool)

The South West Victoria Livestock Exchange (SWVLX) is located in Warrnambool, Victoria, and has been operational at the current site since 1970. It is approximately 270 km from Melbourne and is located close to the South Australian border. The facility is owned and operated by Warrnambool City Council and is a multi-agent selling centre. The SWVLX holds weekly prime cattle sales and monthly store cattle sales. The centre was previously a ring selling operation but changed to pen selling in 1984. It is now a post-sale weighing operation. The centre underwent a major upgrade in 1999 as well as upgrades in the past two years including covering selling pens with a roof.

Uniquely, the SWVLX has a licensed bar operating on sale days in addition to the canteen.

The SWVLX sold over 62,000 cattle in the 2020/21 financial year placing it at sixth largest throughput in Victoria\*.

### Central Victoria Livestock Exchange (Ballarat)

The Central Victoria Livestock Exchange (CVLX) is a privately owned multi-agent facility located at Ballarat, approximately 120 kms from Melbourne. It is managed by AAM Investment Group, who have a portfolio of Regional Livestock Exchanges across eastern Australia. The facility was built in 2018 replacing the previous Ballarat Saleyards. It is a cattle and sheep selling centre with fortnightly prime cattle and monthly store cattle sales and weekly sheep sales.

The CVLX sold over 54,000 cattle and over 1,644,000 sheep in the 2020/21 financial year. This throughput places CVLX as the seventh largest cattle selling centre and the largest sheep selling centre in Victoria\*.



**The study found that participants were passionate about the industry and connected to their saleyard community.**



## Demographics

### Overview

Two women and six men participated in the interviews across two sites in the Warrnambool and Ballarat regions. Stakeholders interviewed included: graziers, agents, vendors, local government personnel, yard managers and yard administrators, and service providers. The demographics that utilise saleyards as a social access point include agents, buyers, producers and transport operators.



**There is a pretty special interaction working with people that you have known your whole life. At the yards on sale day, it's pretty cool that I get to work with my mum. Relationships are strong and build trust, you make connections that continue for years. They are not just a quick transaction.**

Producer - Victoria

**A camaraderie of everyone in the yards. I do think that they are a very important asset, to not only maintaining mental health, but having social outlets. They keep people of the land connected with their community.**

Producer, Agent - Victoria

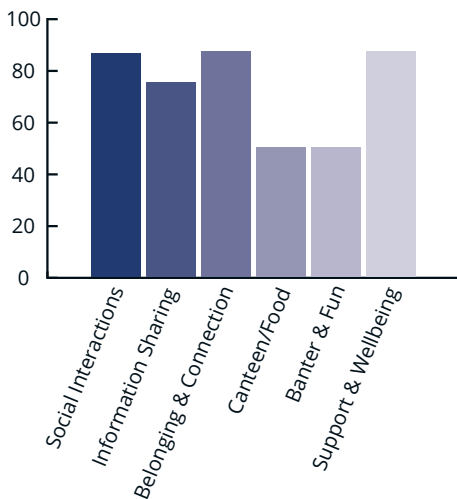
**Old fashioned community, but it is changing. People come into the yards because they are interested, they are lonely, they may talk to agents about cattle they want to sell. They are looking for their community to support them. Coming into the saleyards to have that connection is important for men. The saleyards have its own community. Hairdresser, bar, and business are close by and often people would come in where the wife does the shopping, and the husband goes to the saleyards.**

Mayor - Victoria

## Interactions

### Overview

Of the participants 87% said that they experience social interactions and 75% said that saleyards provide an integral place for information sharing and education. Another 87% stated a feeling of belonging and connection with the community around the saleyards. Furthermore, 50% of participants stated that the canteen is a key social area at the saleyards, and 50% enjoy the banter and fun. Finally, 87% stated that they felt an informal support that assisted their wellbeing.



**The saleyards gives people permission to come to town. Talking to their mates, it is an outlet that was, and still is, it's the social outlet for so many.**

**It's a habit.**

Mayor - Victoria

**Beyond blue was used as a get together for agents straight after a sale, and I think that was very good.**

Agent - Victoria

**Mental health foundation called "Let's Talk" is a local grass roots organisation, so it works better than a government initiative.**

Vendor, Agent - Victoria

## Isolation impacts



**50% of people experienced a loss of community and belonging when they were not able to attend the saleyards**



**50% of people experienced social isolation when they were not attending the saleyards**



**12% of people experienced loneliness when they were not attending the saleyards**

### Overview

In Victoria, when the interviews were being conducted, the areas were experiencing their seventh COVID-19 lockdown and had procedures and policies in place to minimise transmission. For vendors and producers to attend the sales they were required to have a government work permit. On the days the interviews were conducted many of the regular, older sale goers were not in attendance due to the restrictions.

**Some people go weeks without seeing anyone. The yards are really an excuse to socialise and see others. When you are talking to people about things going on, they really understand, because they are going through it as well. The older generation need those social interactions.**

Vendor, Agent – Victoria

**When you are at the sale yards, it is genuine, it is happiness, it is interaction, it is engagement connecting with your fellow people. Not like "R U OK Day's, we are doing this in a genuine way.**

Service provider - Victoria

**Week in and week out it would be predominantly the older demographics attending sales, but in saying that we have young ones there. Grandkids as it is seen as a safe place. Multi-generational groups.**

Vendor, Agent - Victoria



**A lot of our vendors are getting older but there are those younger generations coming through.**

Agent - Victoria

**I think that women have become more and more accepted and are more important in agriculture with each year that goes by. I think that the gender gap is getting closer and closer, it isn't just females on the books anymore.**

Vendor, Agent - Victoria

## Further information

The services or information that people accessed at saleyards, apart from livestock transactions, included rural financial counselling, health services, hairdressers, business services, the bar on sale days and information. It was also noted that some services were available but may not be taken up due to the stigma, such as mental health support.

There is opportunity for more services to be available such as training/education on technology, succession planning, car and bike sales and community sport.

In areas where saleyards have closed people commented that the community is disconnected from the livestock industry around them. People who don't work directly in livestock have no opportunity to see the benefits the industry has on the community. It was also noted that there was a loss of social connection for rural people in those areas.

Research indicated saleyards provide spaces where two and three generations are involved so it is good for connection and passing on knowledge.

Apart from livestock sales, the yards in Victoria are often used for:

- Annual Beyond Blue awareness days
- Local grass roots organisation "Let's Talk" have signage at the saleyards (mental health awareness)
- Social Change Dairy Industry (meeting and collaboration for changes in the dairy industry)
- School visits to provide education
- Government staff to provide education around industry changes

## Points of interest

- The importance of locally lead movements: 'Let's talk' has grown the conversations in the farming community to bring about changes to address the high rates of suicides in the community.
- SWVLX has a licensed bar operating on sale days.
- The saleyard industry as an employment or career opportunity, changing the perception that working at the saleyards is just about chasing cows. The face-to-face interactions with people, and the public transparency of the industry is an opportunity for telling the story of the saleyards industry including animal, people and community welfare.





Social Value of Saleyards Research Report - ALMA 2022



## Social value of saleyards SA findings

### The Mount Gambier and District Saleyards

The Mount Gambier and District Saleyards is owned and operated by the District Council of Grant. It is located 10 km east of Mount Gambier and approximately 435 kms southeast of Adelaide and has been in operation since 1977. It is a multi agent facility selling cattle and sheep. There are weekly sales for meatworks cattle and sheep, with store cattle sales fortnightly. There have been capital improvements to the yards since commencement with the most recent in 2021 with new double loading ramps opened in November.

The Mount Gambier and District Saleyards sold over 70 500 cattle and over 119,000 sheep in the 2020/21 financial year, placing it as the second highest throughput of cattle and third highest throughput of sheep in South Australia\*.

### Naracoorte Regional Livestock Exchange

The Naracoorte Regional Livestock Exchange (NRLE) is located outside Naracoorte, approximately 340 kms from Adelaide. The yards are owned and operated by the Naracoorte Lucindale Council and is a multi-agent selling centre. The yards were built in 1973 with significant upgrades since, including roof cover for the cattle selling pens, truck wash down facilities and water reclamation infrastructure.

The NRLE has weekly cattle and sheep sales and monthly store sales, with further sales held according to market and seasonal demand. The NRLE sold over 82,500 cattle and over 559,000 sheep in the 2020/21 financial year, placing it as the largest selling centre for both cattle and sheep in South Australia\*.



### Millicent Stock Saleyards

The Millicent Stock Saleyards is located at Millicent, approximately 400 kms from Adelaide. The centre is owned and operated by the Wattle Range Council and has been in operation since 1976. It is a multi-agent selling centre with fortnightly cattle sales. The centre has recently undertaken an operational review that raised issues that threaten its future viability. In November 2021 the community gave passionate and vocal support for the continued operation of the saleyards and secured support from Council for upgrades to be undertaken.





**The study found that participants identified that they have a sense of belonging and connection to the saleyard community.**

---



## Demographics

### Overview

Seven women and seventeen men participated in the interviews across three sites: Mt Gambier, Millicent and Naracoorte on the Limestone Coast in South Australia. Stakeholders interviewed included: producers, agents, transport operators, a canteen operator, community members, journalists and local government and state government personnel. The demographics that utilise saleyards as a social access point include agents, buyers, producers, hobby farmers, families and older men.



**On school holidays you have kids running around with their grandparents as their parents are working. A more diverse group regards gender, more often females are coming to see the prices or see their cattle being sold.**

Producer/Journalist - SA

**It is more than just a business centre, after the sale everyone gathers at the canteen. The canteen is part of the culture, they are with their kind, and they can be themselves and they feel comfortable.**

Producer - SA

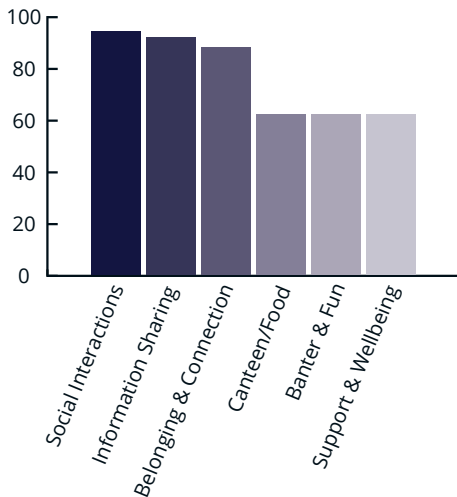
**Agents and their sons and daughters and grandkids spend time at the yards.**

Agent - SA

## Interactions

### Overview

Of the 24 participants 94% said that they experience social interactions and 92% said that saleyards provide an integral place for information sharing and education. Another 88% stated a feeling of belonging and connection with the community around the saleyards. Furthermore, 62% stated that the canteen is a key social area at the saleyards, while 62% enjoy the banter and fun. Finally, 62% of respondents stated that they felt an informal support that assisted their wellbeing.



**There are people that come solely for the social interaction.**

Saleyard Manager - SA

**Saleyards are all different, but they have the same good country values that people in agriculture have. Agents, buyers, vendors and contractors all like working with like-minded people. They talk about the big topics like the seasons, weather, best profitability on farm as well as some gossip and footy talk. It is a great place to network.**

Service provider - SA

**A farmer with Parkinson's can attend the sale and is welcomed and treated without judgement or pity. It's a safe place to be where you are not judged on your condition.**

Farmer - SA

## Isolation impacts



**58% of people experienced a loss of sense of community and belonging when they were not able to attend the saleyards**



**67% of people experienced social isolation when they were not attending the saleyards**



**66% of people experienced loneliness when they were not attending the saleyards**

### Overview

It was clear COVID-19 restrictions impacted everyone to some extent - older men not being able to attend; agents and buyers reported that there was a very different feel at the yards; producers were frustrated at not being able to attend and catch up with mates. It was clear that producers living and working on their own or with their family missed coming to the saleyards to socially connect and keep up to date with market trends and information.

**When you are on your own six days a week the saleyards is the place to meet and connect.**

Agent - SA



**Everyone checks in with their circle. Mental health is a big factor. It is always better to talk to others, it always helps to talk.**

Commission Buyer - SA

**I was stuck at home with all my problems and didn't get to come in for a bit of a vent.**

Farmer - SA

**The mood was very sombre when COVID-19 restricted vendors and public, was very sad for vendors.**

Administrator - SA

**Saleyards are a conduit for a demographic that is generally withdrawn from the sociological construct of Australia.**

Ben Jones, Agent - SA

## Further information

Interviews also explored the wellbeing of the saleyard communities in South Australia when saleyards were removed or when participants were not able to attend during COVID-19 restrictions. 58% of participants identified experiencing the loss of a sense of belonging and connectedness and 48% expressed feeling stressed and angry (this could be due to the frustration experienced in Millicent saleyards with the potential closure).

During the research it also became apparent that saleyards play a role in addressing social isolation with 40% of the participants interviewed identifying that sale day was an opportunity to escape from the farm. Attending the sale was identified as a legitimate excuse to come into the saleyards and have a break from the direct work on the land.

### **Apart from livestock sales, the saleyards in South Australia were often used for:**

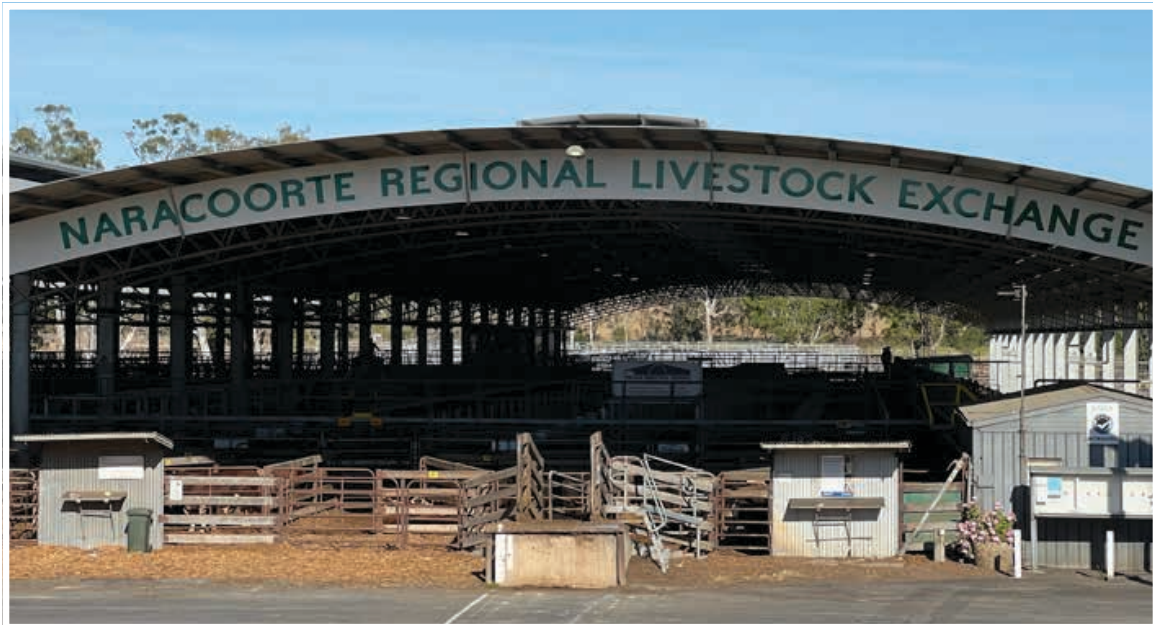
- Driving schools
- Learner truck driving
- Truck washes
- Hot rod exhibitions

### **While not something that happens regularly there have been times where the saleyards have been used for:**

- St John's defibrillation demonstrations
- Hearing aid checks
- Blood pressure checks
- Car dealerships displays
- Merchandise stands

Participants identified it would be beneficial to offer some of these alternative uses and services on a more regular basis.



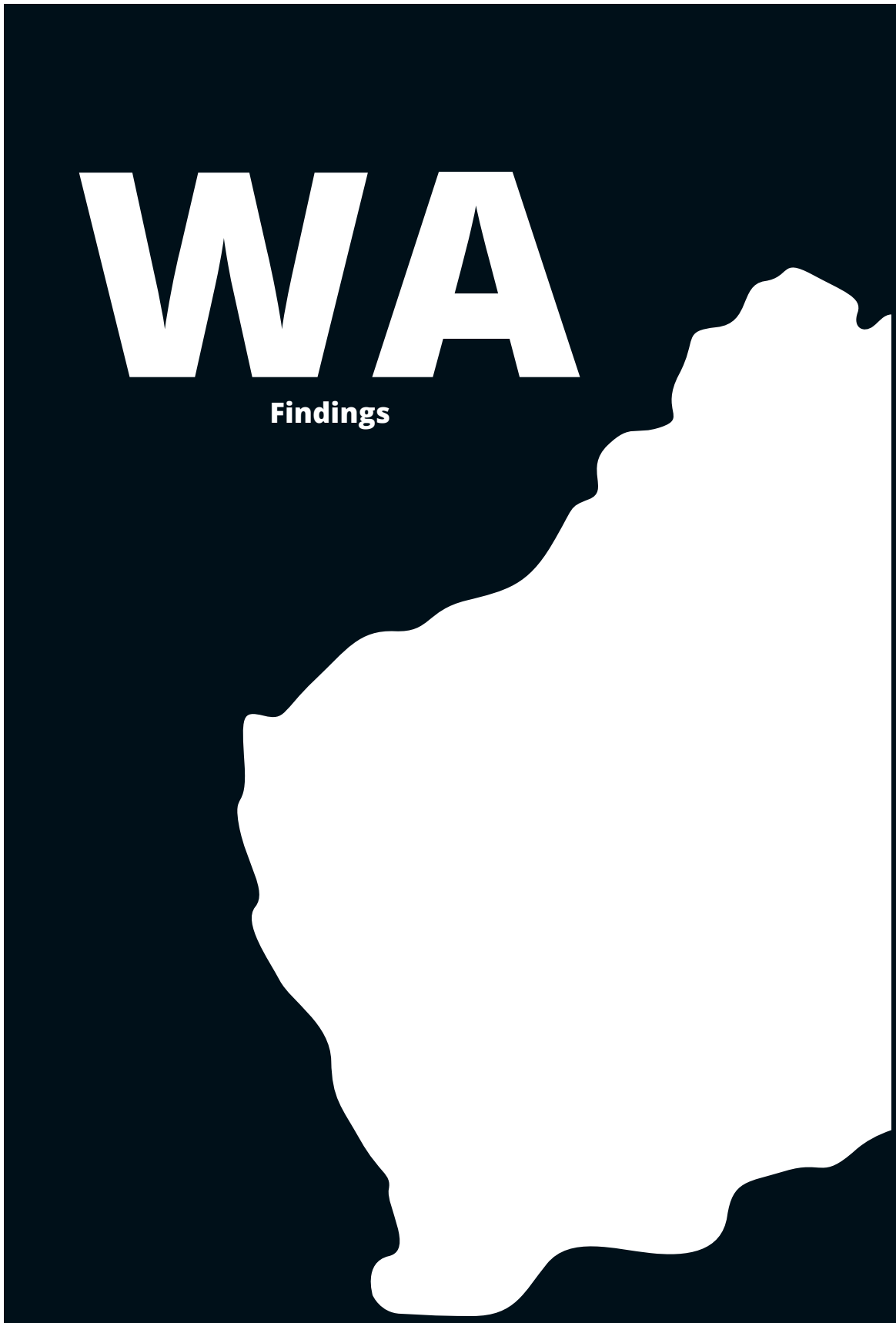






Social Value of Saleyards Research Report - ALMA 2022





## Social value of saleyards WA findings

### Mount Barker Regional Saleyards

The Mount Barker Regional Saleyards is owned and operated by the Shire of Plantagenet and is a multi-agent cattle selling centre. Mount Barker is the major town within the Shire of Plantagenet and is approximately 370 kms from Perth. Mount Barker is a significant service centre for the surrounding agricultural areas and it plays an important role in the region. The selling centre was constructed in 2000 with further upgrades in 2013 and 2014. The centre holds weekly prime cattle sales and seasonal weaner sales (November to March) and trade cattle sales.

The Mount Barker Regional Saleyards sold over 71,000 head of cattle in the 2020/21 financial year, placing it at third highest throughput for Western Australia\*.

## Demographics

### Overview

Three women and two men participated in the interviews at Mount Barker in Western Australia. Stakeholders interviewed included: producers, agents, local government, yard manager and a rural financial counsellor. The demographics that utilise saleyards as a social access point include agents, buyers, vendors, hobby farmers, families and older men.



**There is the beauty of saleyards where people feel like they are part of the dust and the fun. There is a respect for the elders of the industry, you have a respect for their knowledge and what they have done. They all have brilliant stories about Australian agriculture.**

Producer - WA

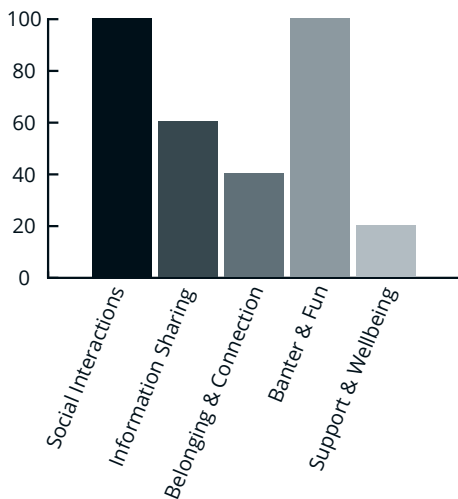
**Saleyards give people the space to come and connect, that would not otherwise connect.**

Producer - WA

## Interactions

### Overview

Of the five participants 100% said that they experience social interactions and 60% said saleyards provide an integral place for information sharing and education. Another 40% stated a feeling of belonging and connection with the community around the saleyards, while 100% enjoy the banter and fun. Finally, 20% of respondents stated that they felt an informal support that assisted their wellbeing.



**We have a number of yards closed and only get used once a year and all the cockies come out of the woodwork to attend.**

Agent and producer – WA

**I love going to the saleyards. Every day is a good day. I had eight days to pull off a clearing sale and we loved pulling that off and making that happen.**

Producer – WA

**An objective of the study is to gain improved understanding of the potential impact on social well-being when saleyards are removed from a community.**

## Isolation impacts



**50% of people experienced a loss of community and belonging when they were not able to attend the saleyards**



**55% of people experienced social isolation when they were not attending the saleyards**



**50% of people experienced loneliness when they were not attending the saleyards**

### Overview

Western Australia appeared to be one state that attendance was not directly impacted because of COVID-19. A number of smaller yards have closed in recent times and only operate annually for key events. Concerns for saleyard community stakeholders' well-being in mental health was apparent with one of the participants recently attending a suicide prevention workshop.



**I've just attended a two-day suicide prevention workshop. Human contact is so important to our farmers' wellbeing that are socially isolated. It is good for our mental health.**

Producer – WA

**The fact that there is saleyards means we have trucks, and agents which fits with economics which also fits with the social value of our saleyards.**

Rural Financial Counsellor – WA

## Further information

One of the differences between Western Australia and other states was that sales tend to run for a shorter period of time (generally an hour at the saleyards) and that there was a sale circuit, so people jumped in their vehicles and drove to the next set of saleyards. This was different from other saleyards in regional Australia. The demographics that access the saleyards were predominantly middle aged and older men, however it was also identified that women and families also attended.

### **Apart from livestock sales, the yards in Western Australia are often used for:**

- “Gate to plate” education and information days
- Regional men’s health days - the “pit stop”
- School visits to provide education
- Tourism events

### **Other users of saleyards include:**

- Agents who use the yards for trainees
- Rural financial counsellors to provide support to producers and small business
- Governments staff to provide education around industry changes

### **While there were only five people interviewed from Western Australia three identified that culture needed to change within the industry.**

*There is a lot of room for culture change in relation to chauvinism. It is male dominated. Commission buyers and agents - in their contracts it says nothing about their behaviour and that needs to change. It is a bullying behaviour, bullying practices to anyone that they think is a target. Agent, WA*

*Saleyards set our markets; we would like to have more producers at our markets. Producers feel that saleyards are a big scary place, buyers are rude to producers. Producers are confronted - attitude has to change a fair bit. Agent, WA*

### **Points of interest**

- One of the participants interviewed identified that during COVID-19 - *I invited some of my clients to watch stud sales on a big screen trying really hard to create that social interaction, however it was still not quite the same as Sale Day at the yards. Financial Counsellor, WA*
- One participant described a partnership - *with University of Western Australia engineering students were able to come up with a creative way to map wastewater management. They allowed us to come up with innovation - an opportunity to have practical training in, and explore, out of the box solutions. Producer, WA*
- One participant reported attending a local aged care facility and providing farmers with a saleyards report.



**After fifteen years no female has ever sold off the rail and I am yet to see any female sheep buyers. I am ashamed to say it's a chauvinistic industry. We have had young girls start buying and they generally get broken after six months because of the older generation being so chauvinist and hard on them. I've seen a lot of young men broken too.**

Agent, WA



**I have made great mates with agents, buyers, and producers. I have made some lifelong friends. We band together in hard times. At the salyards you see a lot of regular faces, meet up and catch up with their mates have a cup of tea or stand and have a yarn under the shade of a tree. It's a great knowledge exchange learning and sharing information from generation to generation.**

Agent, Producer - NSW





**The mood was very sombre when COVID 19 regulations, restricted vendors and the public it was very sad for vendors. We have always known that the Saleyards played a social role, but COVID 19 restrictions have made it very clear.**

Administrator - SA



## Valuable themes of saleyards across Australia

**“Human beings are like mobs of kangaroos, like these animals we are creatures who thrive on connections and belonging with each other we are at our best when we are fully integrated with the herd we are at our worst when we are isolated.”**

Social commentator on Australian culture, Hugh Mackay (1999)

**The most valuable findings from the research have been broken into 5 categories:**



**Socialising**



**Belonging and connection**



**Information sharing and networking**



**Impact of not being able to attend**



**Services accessed at saleyards**



### Socialising

Peer interaction provides a major benefit to stakeholders. During the interviews, 96% of the respondents stated that they came together for social interactions. Barry (2009)<sup>8</sup> suggests that there is a strong link between mental health and social interactions. He states that positive mental health is a major component of a social and economic society. This was evident in the observations as a variety of age groups engaged in meaningful conversations with each other sharing laughs, past experiences and industry knowledge.



### Belonging and connection

Analysis of the data suggested that there are strong traditions that allow community members to feel like they belong and are connected. The interviews show that 78% of participants identified that they found a sense of belonging and connections to the saleyards.

**“Belonging is a necessary ingredient for our performance individually, in teams and for our communities because we can more effectively engage and bring our best selves. And even more importantly, belonging is good for our wellbeing as humans. It’s important for individual physical, mental and emotional health and it’s critical to the health of our communities.”**

(Brower 2016<sup>9</sup>)

The value of belonging was visible through observations of physical interactions such as shaking hands, talking with elders and maintaining traditions such as how to select the order of agents selling at the sale (the agents’ draw). Finding happiness in a place and environment allows for stakeholders to experience better health.



### Information sharing and networking

It is common in saleyard communities for discussions around improved practice to occur. It is evident that in these conversations agents, producers and buyers network with common topics including genetics, feed and weather. Over half of the participants expressed networking as one of the main reasons to attend saleyards. Topping (2005)<sup>10</sup> suggests that peer learning holds significant value with cognitive gains, but also social and emotional gains. This demonstrates that information sharing and networking contribute to a strong link.



### Impact of not being able to attend saleyards

There are a number of reasons that a community member might not be able to attend their local saleyards. Whether it is a natural disaster, government regulations due to COVID-19 or personal reasons, there was found to be significant impacts on the community as a whole. Of the participants that were interviewed, 57% said they experienced social isolation. Others reported feeling angry and frustrated and some stated that they felt like their rights had been taken away. Cornwell and Waite (2009)<sup>11</sup> suggest in a study around social disconnectedness that low physical health is associated with loneliness or social isolation, where mental health can also deteriorate. The impact on the saleyard communities when stakeholders cannot attend can have serious health implications both physically and mentally.



### Services accessed at saleyards

Queensland is currently the leader in providing health support services to their stakeholders through holding workshops and having information awareness days. Across all states, there are numerous industry related resources provided unique to each saleyards such as animal welfare, weed and pest management, employment opportunities and financial services. Galbreath and Galvin (2008)<sup>12</sup> discuss the importance of quality resources in optimising performance of a community. Where saleyards have quality health support specialists and industry related resources, there is a greater opportunity for the saleyard community to achieve individual and community success.

## Additional Themes



### Mental health

During the interviews there were no direct questions about mental health and suicide, however it became a common thread with people sharing their stories or their concerns about other people around them.

Forty of the participants identified that a saleyards would be a great place to have education and awareness raising around the challenges of mental health and wellbeing.

Agents also identified that it was a great place for them to have access to information, learning and training about how to support their clients and where to refer them for support.

**If we didn't have saleyards in rural Australia, we would need 1 000 counsellors. Because the saleyards is a place where you can come and share your burdens. When you talk about what is going on with someone that understands, it doesn't make it go away, but it makes you feel lighter.**

Agent employee and producer – Queensland

**Small talk - Big difference.**

Service provider - Queensland





### Mental health takeaways from Queensland

Listed below are common themes from support providers in Queensland who included a resilience worker from the Burnett Inland Economic Development Organisation (BIEDO), a Farmer to Farmer Lifeline counsellor and a suicide prevention worker from the Royal Flying Doctors Service (RFDS):

- Each of these three workers understood the rural industry - they were either a current primary producer, were previously a primary producer, or had worked elsewhere in the industry
- When they were new to the role it took time to build rapport and trust
- They didn't wear any uniforms with branding and logos
- They had discreet business cards with phone numbers and support, and they identified that most people generally got in touch a few days after initial contact at the saleyards
- They delivered "awareness days" at the saleyards where professional athletes talked about their own mental health journey
- They provided information about other issues such as weed management, hearing loss and blood pressure checks.

### Many of the saleyards participated in levels of mental health awareness raising including:

- Blackall Saleyard staff wear the TradeMutt shirts as conversation starters
- Tamworth Regional Livestock Exchange hosts "R U OK?" days. This is a platform that helps conversations happen more frequently around mental health and well being
- The South West Victorian Livestock Exchange at Warrnambool supports a local group "LETS TALK" (suicide prevention).

### Other supports and services include:

- During droughts in Queensland, New South Wales and South Australia, health services and support services provided teams at the yards
- Rural financial counsellors attend many saleyards
- Centrelink had farm support staff at saleyards providing information in relation to farm subsidies during natural disasters



### Canteen - the power of connecting over a meal

57% of participants identified that the canteen was a great place to catch up and have a coffee, tea or bacon and egg burger and have a yarn with colleagues. During the observations it was noted that clusters of groups met at the canteen, and caring conversations were happening between canteen staff and customers. People greeted each other by name and with a smile, asking each other about family and friends.



### Saleyard Managers - their role in creating the social environment

Observations and interviews with Saleyard Managers, and from other stakeholders' responses, indicated that:

- Managers that are able to work relationally with their stakeholders developed a respect and sense of community at their yard. They had the skill to call out behaviour that was not okay while maintaining relationships.
- Managers understood the importance of taking the time to say hello and connect with the range of stakeholders.
- Managers worked hard to make sure that animal welfare was maintained - everyone wants livestock to be cared for.



### Fundraising and giving back to community

Each state was dedicated in their own way about giving back to community, with individual saleyards supporting community in different ways. Observations found that:

Queensland rallied behind natural disasters or personal community experiences with fundraising to get in and support the cause

New South Wales had a strong focus on particular fundraisers like the Westpac Rescue Helicopter

South Australia had a method where sporting clubs actually own stock and different producers agisted and managed the animals on their land for no fee.

This highlighted that when saleyard stakeholders give back to our communities and provide a level of financial support and generosity, it allows people to feel good about themselves, it improves their well-being and adds to a vibrant community.



### Relationships of a different kind (love)

In three out of the five states it was shared in the interviews that people had found their partners at the saleyards and they all went on to marry their significant other. It was highlighted that there have been several weddings at the Blackall Saleyards given the fabulous shade trees and relaxed country environment they create.



### Paddock to plate

Two of the saleyards worked with the community as part of a tourism or economic benefit, or as an education event. This differed from state to state. One saleyard hosted a paddock to plate event sharing local food and produce and provided it to the wider community and as a tourism event. A Meat and Livestock Australia report on community sentiments towards red meat<sup>13</sup> released in 2021 highlighted the benefits of Paddock to Plate events, including as a successful strategy to provide education to the wider community about the meat industry. These events also promote the saleyard industry and contribute to stakeholder pride and wellbeing.



### Employment

While employment was not necessarily an element of this research, of the 105 people interviewed employment came up 39 times in conversation. They had either gained employment by meeting somebody at a saleyard, or employed people looking for work that they met at the saleyards. The saleyards are a conduit for employment.



### Social Action

The dairy industry has experienced a number of significant changes over the years in New South Wales, South Australia and Victoria. It is evident dairy farmers band together because of the relationships and trust they had in their connections from the industry and the saleyards. The saleyards was a place where they shared their concerns and took action, by uniting to have influence for change. Meetings were held regularly at the saleyards.



### Disaster management

Communities that experienced natural disasters, such as storms, fires and floods, reported that the saleyards were a common place of refuge for livestock. Going forward it would be beneficial that saleyards connect with local disaster recovery teams and to be included in discussions about future planning.

**During local bushfires the saleyards provided a safe haven for people's livestock, because of the relationships that had been built at the saleyards. Everybody chipped in, from making sandwiches to moving stock, fighting fires. We all look out for each other.**

Producer – Queensland



## Children and saleyards

Interviewees were asked about the best day they ever had at the saleyard. Most shared fond memories as a child, being with their father or their uncle at the saleyards. When sharing their stories people often became animated and some shed a tear for the fond memories. One of the New South Wales respondents shared a story about a local schoolteacher who brought down a regular group of students to the saleyards. In Western Australia saleyards are used for cattle handling schools. It was also evident that during school holidays kids and families have a strong presence at the yards around Australia.

The issue of safety concerns for children was also raised. Parents of young children expressed a desire for appropriate playground equipment. Children have always been a part of saleyards culture and history, with many interviewees reporting they had spent time as a child at the saleyards and went on to work in the industry. It is recommended that further research into safely and appropriately including children in the industry could be undertaken.



## Improving the saleyards culture for everyone

While the saleyards are places with a caring, supported and welcoming culture it would be remiss to not include the reports of bullying, physical abuse and unwelcome behaviour. There reports include:

### Physical abuse:

- An elbow in the chest while attempting to bid
- A punch in the face to resolve conflict

### Verbal derogatory language:

- Publicly shamed and put down in front of others including workmates and the public
- Sexual verbal abuse including “show us your tits”
- Publicly degrading comments at the sale by making explicit comments likening a cow to a local woman in the community
- Producer told to “f\*\*\* off and not come back” by a commission buyer. Agents stated they knew to give it back as good as they were given, but for the producer they were left feeling intimidated and never returned to the saleyards.

### Feeling welcome:

“Some of the old school fellas at the yards are hard to crack; I have been working in this space and saying good morning mate, and know they will go first but it has taken twenty years. They just don’t think women should be at the yards.

Culture needs to change; I think more women are keen to enter into the workforce, but the industry is slow to change.”

Yard staff and local government councillor - QLD

It is recommended that further research into workplace culture could be undertaken for best practice in the saleyards industry, including exploring how to communicate industry behaviour standards.



## Tourism

Tourism provided a great way to bridge the city country divide. Tourists reported that they loved learning about the role saleyards play in the meat industry. Vendors that attended the yards enjoyed having conversations and sharing knowledge about the industry with tourists. Locals at the saleyards enjoyed the fact that people cared and were grateful to listen to their stories about the industry.

One of the differences between Queensland and other states is the benefits of having planned tours, looking after tourists and providing education to the wider community. Tourists interviewed stated they wanted to know more about where their meat came from. Providing saleyard tours gave meaningful roles (both paid and voluntary) for tour operators to share their knowledge and wisdom about the industry. Tour operators, producers and agents were proud and excited to be sharing information with people that were interested in learning about the livestock industry.



## Support workers

In Queensland the research team observed support staff from a care facility taking clients to the saleyard. The two clients explained they had previously worked in the livestock industry – one person drove trucks and the other worked in a meatworks. They were excited to see how the industry had changed and loved that the staff took the time to talk with them and answer any questions they had despite the busy workload. The enjoyment of sharing the industry knowledge was evident on all faces, including the saleyard worker.



### Corrective Services workcamp

Saleyards identified the utilisation of corrective services clients from the nearby work camp was beneficial when it came to mowing, minor repairs and cleaning of the saleyards.



### Rural crime

New South Wales Rural Crime investigators reported improving how they work by having a presence at saleyards, providing education to saleyard operators around security and the importance of building relationships with rural communities.



### Leadership development and networks

A number of the participants discussed wanting extra opportunities for further leadership development. Two women offered to mentor younger women interested in entering the industry. Some felt there was a lack of leadership and collaboration at their local saleyards. COVID-19 limited networking opportunities for the industry.



### Older men

At all of the sites visited there was a cohort of older men – semi retired or retired producers. Sale day was a social event and a point of many connections. The research team observed men positioning themselves at points of high traffic – places that people flowed past during the sale - so they could be certain to maximise catching up with all of their associates, colleagues and friends. Intentionally or unintentionally this allowed for social connection and interaction. These positions were outside the canteen, or at the top of stairs at viewing platforms, depending on accessibility and agility of the person.

One person interviewed shared the extent of their connection – not only sharing industry news and changes but also forging new friendships - giving fish to the saleyard manager when the participant had a successful day fishing; the saleyards having extended this person's circles of friendship and care. The saleyards forges a person's identity when retiring might weaken a sense of self. The saleyards gives these people a place to belong and feel connection. There are not many places in our society where retired and semi-retired producers can attend regularly and have the level of belonging and connection they have identified as having at the saleyards.



### COVID-19

Community is important in 'typical times', but it is vital when things get tough and the COVID-19 pandemic has brought this into sharp focus. Where communities were already strong, social life has flourished: people have been checking in on each other more and have helped each other with food shopping or other chores. However, for others the pandemic has been an isolating experience and certain groups, such as older retired men from the saleyards community, have been particularly affected by loneliness.

While the saleyard industry secured essential service status to remain operating and keep people safe, there were some concerns around how information was interpreted in local regions. Saleyard vendors expressed a struggle to understand the required, but varying, operational restrictions between saleyards, even within the same state, impacting their access to sale days. Stakeholder response to differing COVID-19 operational procedures between different saleyards highlighted three key elements:

At saleyards, vendors have struggled to understand how operators in the same states operate according to different COVID-19 rules. There are three key elements here:

- Firstly, is to be kind to ourselves as an industry. We have never navigated a pandemic before, and everybody is learning.
- Secondly, the constant shift in strategies and messages from national, state and local government were confusing for people.
- Thirdly, the community was operating out of fear and not having any control and felt their rights had been taken away.

It is important to note that while industry protocols were consistent across the nation, implementation may have differed across states, and between individual saleyard facilities, for site-specific reasons related to infrastructure, layout and access.



### Extra services

- Hair dresser
- Knife sharpening

## Important Areas To Explore

**Identifying accessible places to  
maximise social outcomes**

*eg. Put new seats near the  
canteen or under a tree*

**Learn from industry leadership  
through Covid-19**

*Being prepared for  
unexpected events*

**Mental Health and Well-being**

*What is it that saleyard  
stakeholders really want to  
support mental health?*

**The future of saleyard culture**

*Broaden inclusivity and diversity  
in saleyards*



## Conclusion

This report represents a strong first step in capturing the social value of saleyards in rural and regional communities.

Research participants share their lived experience of the benefits and complexities that saleyards play in their regional communities and across the livestock industry. The research follows and explores five thematic areas: Socialising; Belonging and Connection; Information Sharing and Networking; the Impact of Not Being Able to Attend; and Services Accessed at Saleyards.

It found that saleyards are critical to the social fabric of regional communities, and that a visit to a saleyard livestock sale in regional locations helps to improve social outcomes for people living in rural and regional Australia. Saleyards do this by: reducing social isolation, providing connection to key services otherwise not available in isolated locations, facilitating exchange of information, enabling deeper and more open conversations in a safe environment, informal support, and maintaining cross-generational connection.

**Saleyards in rural Australia are often the backbone of rural communities, and they provide substantial economic and social value to those who visit.**

**They are a place to connect and engage socially, uphold tradition, and share services and information that continues to grow the livestock industry, as well as maintain positive social, emotional and physical wellbeing.**

This report can be used by organisations, service providers, policy makers, and community members to continue to develop evidence-based, people-first approaches to their decision making, that takes into account the social value that exists and can be drawn upon across regional Australian saleyards.

Further, it is a valuable endorsement of the organisations across rural Australia who have been innovative in using saleyards as a venue to provide various types of support. These support services are needed (but may not ever be directly requested) by people living and working in rural and regional areas.

As well as providing useful data, many people who contributed to the research commented that they appreciated that this work was being done, that their voices were being heard and that the social value of saleyards was acknowledged as a key outcome, and not just an added bonus.

More than complimenting the economic value of saleyards, this report demonstrates that the social value of saleyards can be, and should be, measured as a key outcome when analysing the importance of saleyards in rural and regional communities.



## Glossary of social value of saleyards terms

**ALMA** - Australian Livestock Markets Association is the peak body for the saleyard industry working for an innovative, sustainable and responsible livestock market.

**MLA - Meat and Livestock Australia** delivers research, development and marketing services to Australia's cattle, sheep and goat producers. MLA is funded by industry levies.

**Agent** (livestock agent): Acts for the producer/vendor to secure a sale and earn commissions. Agents are active in a variety of sales channels including saleyard auctions, direct sales and over the hooks transactions.

**Belonging** – Belonging is the innate human desire to be part of something larger than us.

**Commission buyer:** Acts on behalf of a third party to purchase cattle. Major acquirers of cattle generally employ their own 'corporate' salaried buyers and rarely use commission buyers.

**COVID** - Coronavirus disease (COVID-19) is an infectious disease caused by the SARS-CoV-2 virus.

**Dollars per head (\$/hd):** A pricing method. Cattle ready for slaughter are generally priced according to weight, and not dollars per head.

**Liveweight** ('over the scales') (pre and post-sale weighing): Where cattle are sold based on their live weight, usually in cents per kilogram. Also referred to as 'over the scales'.

**Prime cattle (fat or slaughter cattle):** Cattle which are at a size (weight) that is suitable for slaughter. Saleyards tend to have a 'prime' cattle sale and a 'store' cattle sale. Store cattle are not ready for slaughter.

**Saleyard:** A physical auction market where buyers and sellers trade livestock. There may be separate sales for store and prime cattle.

**Social Value** – Social Value is the value that stakeholders experience through changes in their lives. Some, but not all of this value is captured in market prices.

**Stakeholder** – is an individual or group that has an interest in any decision or activity of an organisation.

**Store cattle:** Cattle suitable for breeding or finishing, but not for slaughtering.

**TIACS** - An organisation providing tradies, truckies, blue collar workers and those who care about them with free counselling & mental health support.

**TradeMutt** - Design Unique Tradie Workwear to Start Conversations About Mental Health. Making An Invisible Issue Impossible. Mental Health Advocates. Shirts (conversation starter).

**Vendor** – a person or company offering cattle or sheep for sale.

## References

- 1 Mackay, H., 2014. The art of belonging. 1st ed. Sydney: Pam Macmillan Australia Pty Ltd, p.19
- 2 Social Value International. 2022. Standards and Guidance — Social Value International. [online] Available at: <<https://www.socialvalueint.org/standards-and-guidance>> [Accessed 24 January 2022].
- 3 Mckeever, A. (2020). The economy of wellbeing. The Ulster medical journal, 89(2), 70.
- 4 ALSTON, M., 2021. RESEARCH FOR SOCIAL WORKERS. Crows Nest, NSW 2065: ROUTLEDGE, pp.83, 93.
- 5 Cooperrider, D. L., (1998). Appreciative inquiry Network: The Heart of Appreciative Strategy.
- 6 Rubin, A. and Babbie, E., 2007. Essential research methods for social work. Belmont: Brooks/Cole.
- 7 Mackay, H., 1999. Turning point. 1st ed. Sydney: Pam Macmillan Australia Pty Ltd, p256.
- 8 Barry, M., 2009. Addressing the Determinants of Positive Mental Health: Concepts, Evidence and Practice, The International Journal of Mental Health Promotion. 10.1080/14623730.2009.9721788
- 9 Brower, T (2016). Bring Work to Life by Bringing Life to Work, A Guide for Leaders and Organizations.
- 10 Topping, K. J. (2005). Trends in peer learning. Educational psychology, 25(6), 631-645.
- 11 Cornwell, E. Y., & Waite, L. J. (2009). Social disconnectedness, perceived isolation, and health among older adults. Journal of health and social behavior, 50(1), 31-48.
- 12 Galbreath, J., & Galvin, P. (2008). Firm factors, industry structure and performance variation: New empirical evidence to a classic debate. Journal of business research, 61(2), 109-117.
- 13 Consumer Sentiment research | Meat & Livestock Australia (2020) [https://www.mla.com.au/marketing-beef-and-lamb/consumer-sentiment-research/?utm\\_campaign=225340\\_New%20research%20shows%20Australian%E2%80%99s%20value%20farmers%20and%20the%20health%20benefits%20of%20red%20meat%20%20MR&utm\\_medium=email&utm\\_source=Meat%20%26%20Livestock%20Australia&dm\\_i=4PKB,4TVG,8YLZB,H70N,1](https://www.mla.com.au/marketing-beef-and-lamb/consumer-sentiment-research/?utm_campaign=225340_New%20research%20shows%20Australian%E2%80%99s%20value%20farmers%20and%20the%20health%20benefits%20of%20red%20meat%20%20MR&utm_medium=email&utm_source=Meat%20%26%20Livestock%20Australia&dm_i=4PKB,4TVG,8YLZB,H70N,1)
- \* National Livestock Reporting Service, Meat and Livestock Australia (2021). Saleyard survey 2020-21. <https://www.mla.com.au/prices-markets/market-reports-prices/pdf-market-reports/cattle/Saleyards-surveys/> (Accessed 24 September 2021)

# Appendix





## AUSTRALIAN LIVESTOCK MARKETS ASSOCIATION

### Social Value Of Saleyards (SVOS) Research Project

The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia. Previous research has established that saleyards and livestock exchange facilities provide extensive economic value to regional Australia; but there is also a huge social benefit to having operating saleyards in these areas. Sale days bring crowds to towns; are multi-generational events and are a meeting place for people who normally might lead a more isolated life. Sale days are also known to be key contact places for service providers to connect with communities for information sharing and service access.

ALMA has commissioned a research project investigating the social value of saleyards to rural communities. The project is seeking to capture what sale day means to community members, service providers and saleyard stakeholders. Site visits for face-to-face interviews will be carried out (where possible due to COVID) at four saleyards across Queensland, New South Wales, Victoria and South Australia. An online survey will also be available for people across Australia to complete as well as virtual interviews.

The project report will be a valuable tool in working with all levels of government and the livestock industry to help shape future policy and funding direction.



- PEOPLE
- PLACES
- PURPOSE



FOR MORE INFORMATION CONTACT  
HEATHER ELLIS 0427 639 848 OR  
SALEYARDSPROJECT@GMAIL.COM  
FACEBOOK.COM/SOCIALVALUEOFSALEYARDS







## AUSTRALIAN LIVESTOCK MARKETS ASSOCIATION

# INVITES YOU TO JOIN THE CONVERSATION

Exploring the Social Value of Saleyards

- PEOPLE
- PLACES
- PURPOSE

**COOLABUNIA  
SALEYARDS**

15 • JULY • 2021

7am to 3pm

(We need 30mins of your time)



FOR MORE INFORMATION CONTACT  
HEATHER ELLIS 0427 639 848 OR  
SALEYARDSPROJECT@GMAIL.COM



[bluwrenconnections.com](http://bluwrenconnections.com)

## Media release

### **Research Project Into Social Value of Saleyards**

The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia. Previous research has established that saleyards and livestock exchange facilities provide extensive economic value to regional Australia; but there is also a huge social benefit to having operating saleyards in these areas. Sale days bring crowds to towns; are multi-generational events and are a meeting place for people who normally might lead a more isolated life. Sale days are also known to be key contact places for service providers to connect with communities for information sharing and service access.

ALMA has commissioned a research project investigating the social value of saleyards to rural communities. The project has a three-pronged approach to capturing what sale day means to community members, service providers and saleyard stakeholders. Where possible site visits for face-to-face interviews will be carried out at four saleyards across Queensland, New South Wales, South Australia, Victoria and Western Australia. An online survey will also be available for people across Australia to complete and virtual interviews will also be conducted for additional sites.

The project commenced in Queensland in July and interviews have been conducted in each other state. On the 19th of November interviews will be conducted using zoom at the Mt Barker Regional Saleyards. Project consultants Blue Wren Connections will be conducting interviews using zoom and phone on to meet with stakeholders and community members to hear why their saleyards are important to them. The next interviews will be South Australia and the following week.

ALMA believes the industry has a strong and vibrant future and is committed to showing its many faceted benefits. The project report will be a valuable tool in working with all levels of government and the livestock industry to help shape future policy and funding direction.

#### **Media comment:**

General enquiries: Heather Ellis, Blue Wren Connections Tel: 0427 639 848 Email:saleyardsproject@gmail.com

## Media release

### Research Project Into Social Value of Saleyards

The Australian Livestock Markets Association (ALMA) is the national industry body for saleyard owners and operators in Australia.

Previous research has established that saleyards and livestock exchange facilities provide extensive economic value to regional Australia; but there is also a huge social benefit to having operating saleyards in these areas. Sale days bring crowds to towns; are multi-generational events and are a meeting place for people who normally might lead a more isolated life. Sale days are also known to be key contact places for service providers to connect with communities for information sharing and service access.

ALMA has commissioned a research project investigating the social value of saleyards to rural communities. The project has a three-pronged approach to capturing what sale day means to community members, service providers and saleyard stakeholders. Site visits for face to face interviews will be carried out at four saleyards across Queensland, New South Wales and Victoria. An online survey will also be available for people across Australia to complete and virtual interviews will also be conducted for additional sites.

The project commences with a visit to the Coolabunia Saleyards near Kingaroy in the South Burnett, QLD. Project consultants Blue Wren Connections will be on site for a sale on Thursday 15 July to meet with stakeholders and community members to hear why their saleyards are important to them. The next visit will be Blackall Saleyards, QLD on Thursday 29 July. Visits to Dubbo in New South Wales and Warrnambool in Victoria are also scheduled for later in the year.

ALMA believes the industry has a strong and vibrant future and is committed to showing its many faceted benefits.

ALMA President Ken Timms said 'saleyards have historically formed an integral part of the social fabric of rural communities and this work will help to quantify this important concept.

The project report will be a valuable tool in working with all levels of government and the livestock industry to help shape future policy and funding direction.'

#### Media comment:

General enquiries: Heather Ellis, Blue Wren Connections Tel: 0427 639 848 Email: [saleyardsproject@gmail.com](mailto:saleyardsproject@gmail.com)



## The outcomes of exploring the social value of saleyards are:

1. Improved understanding of the social role that saleyards play
2. Improved understanding of how saleyards reduce social isolation in regional communities
3. Improved understanding from community services eg health services, drought information about the benefits of saleyards and sale days as an access point
4. Improved understanding of the demographic that utilise saleyards as a social access point
5. Improved understanding of the potential impact on social well-being when Saleyards are removed from a community.

Remember to make observations of who in intendencies at the sale yards eg young families, men, women.


Who makes up the saleyard's community?

- Key open questions
- Info sheet and consent forms

### SVOS Research Questions


\*are mandatory questions

Online Title	QUESTION TYPE
Q1 Name	Essay
Q2 What is your age? *	Multiple Choice
Q3 What gender do you identify as? *	Multiple Choice
Q4 What is your racial or ethnic identity?	Multiple Choice
Q5 What state or territory do you live in?	Multiple Choice
Q6 What saleyards do you attend?	Essay
Q7 Which of these titles do you identify with?If more than one, select multiple.	Multiple Choice
Q8 Besides buying and selling livestock, what are 3 other reasons you come to the saleyards? i.e. Socialising, Rural Financial Counsellor, Health Services, Learn new information, Community Involvement, Business Opportunities, Networking or Looking for work.	Essay
Q9 What sort of impact is COVID-19 having on you, when vendors and spectators were not permitted to attend sales?	Essay
Q10 How did it feel to not be allowed to attend?	Essay
Q11 In the last 5 years, other than livestock transactions, what services or information have you accessed at saleyards? i.e. financial services, education, Centrelink, industry services, Rural Financial Counsellor, health services, learn new information, employment opportunities.	Essay
Q12 Before the COVID-19 restrictions how many sales would you attend in 6 months?	Multiple Choice
Q13 With the COVID-19 restrictions, how many sales have you attended?	Multiple Choice
Q14 What have you noticed in communities where saleyards have closed? i.e. financial services, education, Centrelink, industry services, Rural Financial Counsellor, health services, learn new information, employment opportunities.	Essay
Q15 This is the last section of the survey before submitting, feel free to take time to go over your answers. Below is a comment box to add anything that you haven't had an opportunity to.	Essay
Q16 What sort of impact is COVID-19 having on others, when vendors and spectators were not permitted to attend sales?	Essay



**Social Value of Saleyards  
to Regional Communities**

## Information Sheet and Consent Form



**Project Overview**  
Australian Livestock Markets Association (ALMA) has commissioned an independent researcher, Heather Ellis, to examine the Social Value of Saleyards (SVOS) in regional communities. Three key saleyard communities in regional Australia will be engaged and connected with around the benefits of sale days, and the impacts when sales are cancelled. The engagement would be done through face-to-face interviews, focus, online surveys and recording people's stories and experiences. This information would then need to be given context around the communities' demographics, and health and economic data. The result would be a document and resource for the industry to use when meeting with government, lobbying for funding, or demonstrating the industry's value to the public. As a key stakeholder, we would like to invite you to participate in this research to hear your views and experiences of the Social value of Saleyards.

**Participation**  
If you consent to take part in this project, your involvement will require taking part in a telephone interview or face to face with Heather Ellis. The interview, scheduled at a time convenient to you, may take approximately 15-30 minutes, depending on the amount of information you choose to share. With your consent, the interview would be audio-recorded to make sure the information is accurately transcribed into documents for use in the preparation of the final evaluation report. The interview would focus on questions such as your perceptions of the social value of saleyards.

**Benefits and Risks**  
There may be no direct benefit to you for participating in this project. However, your insights are valuable and will contribute towards future of regional saleyards. There are no anticipated risks in your involvement in this research, and participation or non-participation in the evaluation will not affect your association with Australian Livestock Markets Association or any other organisation involved in the evaluation.

**Confidentiality**  
Your participation is voluntary, and while we will record what you say with your consent, the interview will not collect any identifying information, and your responses will remain confidential. If there are any concerns with sharing information which may identify you, this material will be withdrawn or withheld. Any information collected is confidential and will not be disclosed to third parties without your consent, except to meet government, legal or other regulatory authority requirements, upon receipt of appropriate documentation. Data will be securely stored in a locked filing cabinet for a duration of 5 years from publication of the final report.

**Right to Withdraw**  
Your participation is voluntary. You are free to end your participation in the telephone interview, without penalty, by informing the interviewer. Any data already provided by you will be withdrawn.

**Outcome**  
The results of this research will be disseminated in the form of a final project report, which may be shared on related websites (e.g., Australian Livestock Markets Association).

**Consent**  
Your consent to participate in this project will be obtained through your completion of the Consent Form below.

**Questions/ Further Information**  
If you have any questions about this project, please contact the Reacher, Heather Ellis via email [heather@bluewrenconnections.com](mailto:heather@bluewrenconnections.com).

*Ethical conduct will be adhered to in accordance with the 'National Statement on Ethical Conduct in Human Research 2007' (Updated 2018). The National Health and Medical Research Council, the Australian Research Council and Universities Australia. Commonwealth of Australia, Canberra.*

-----  
**Consent Form**  
-----

**I consent to participation in this research project and agree that:**

1. An Information Sheet has been provided to me that I have read and understood.
2. I have had any questions I had about the project answered to my satisfaction by the Information Sheet and any further verbal explanation provided.
3. I am aware that the interview will be audio recorded.
4. I understand that my participation or non-participation in the research project will not affect my association with Social value of saleyards to regional communities or any other organisation involved in the research.
5. I understand that I have the right to withdraw from the project without penalty at any time up until my data has been de-identified.
6. I understand the research findings will be included in a final report on the project and this may include other methods of dissemination stated in the Information Sheet.
7. I am aware that a Plain English statement of results will be sent to me if I request a copy in the section below.
8. I agree that I am providing informed consent to participate in this project.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name (please print): \_\_\_\_\_

	YES	NO
I wish to have a Plain English statement of results sent to me at the address I provide below.		

E-mail Address: \_\_\_\_\_

**The primary purpose for saleyards is to provide a platform  
for business transactions and economic development.  
However, this research is evident that saleyards  
create a place for social connection.**

---





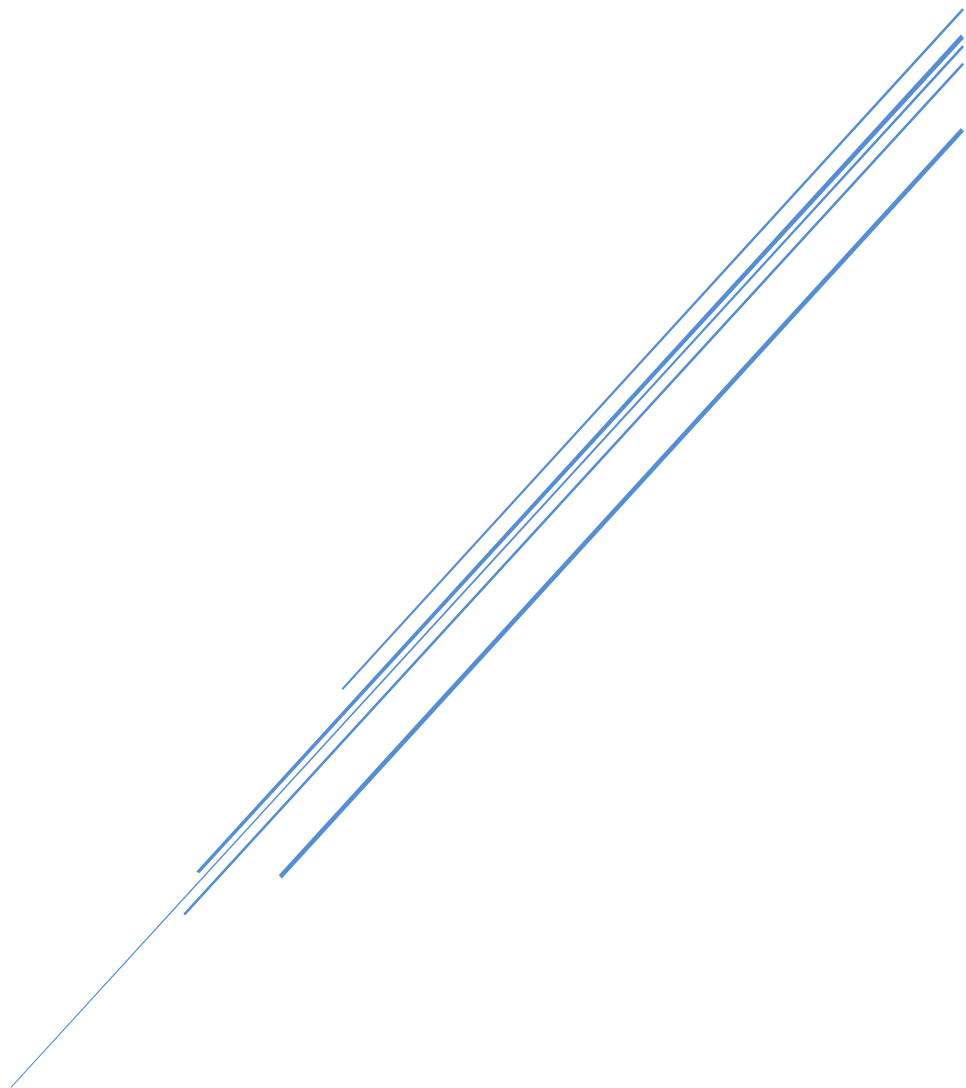


Copyright protects this publication. Except for purposes permitted by the Copyright Act 1963, reproduction by whatever means is prohibited without prior written permission of Blue Wren Connections PTY LTD. Inquiries should be addressed to:

**Heather Ellis**  
Blue Wren Connections Pty Ltd  
0427 639 848  
heather@bluewrenconnections.com



# COMERCIAL ANALYSIS OF CAPITAL WORKS PROPOSED FOR SOUTH-WEST VICTORIA LIVESTOCK EXCHANGE



Neil Castles  
28 October 2022



## Introduction

Council has requested the following to review to be performed:

1. Accuracy and Completeness of Net Surplus Reporting

Council wishes to investigate a full commercial modelling of the saleyards.

2. BDO Report Scope

Assess the scope of works request made to BDO by council in relation to the creation of the BDO analysis on the SWVLX and any supporting information provided to BDO by Council to assist them in developing the report; and provide information about the methodology used to ascertain the assumptions on the future stock turnover numbers.

## Background

Historically, governments (local, state and commonwealth) have invested in non-core infrastructure due to:

- private investors not having the means or resources to invest in the infrastructure, and/or
- the infrastructure being required to give impetus for the development of an industry.

State banks, national airlines, government insurance companies, sea and air ports are examples of infrastructure developed by state and commonwealth governments to support the growth and development of industry and of Australia. Today, this infrastructure is, generally, not owned by government.

Similarly local governments developed infrastructure which either gave impetus to developing an industry or it was put in place to support an industry. Saleyards are a perfect example. Other historic examples include butter and dairy factories. Today, local governments may invest in childcare centres, gymnasiums, movie theatres etc. These would normally be considered commercial infrastructure but due to lack of scale, local governments invest in this infrastructure to provide community amenity.

In rural and regional Australia, saleyards continue to be significant pieces of infrastructure. Traditionally, saleyards have been owned by local governments although more recently private owners have constructed modern saleyards aimed at improving animal and participant welfare. In addition, some local governments have outsourced the management of their saleyards to private providers under long-term contracts.

The decision to invest in saleyards was made by individual local governments without any real consideration of what may have existed in other local government areas. If the planning of saleyards is undertaken centrally and in consideration of the quality of the transport and road networks now available, it is likely that there would be far fewer saleyards operating in the eastern states.

Saleyards throughout Australia have come under pressure with throughput generally falling across saleyards. An element can be attributed to recovery from long-term droughts during which farmers had to sell off their breeding stock and consequently these farmers are now building up herd sizes. However, there are other factors that are contributing to the declining importance of saleyards. These include:

- online auctions which give farmers access to more buyers. The other benefit is that the cattle are presented in less stressful situations. Covid lockdowns have given impetus to the growth of online auctions.
- Direct selling to abattoirs and feedlots which ensure farmers greater price certainty and result in less stock movement.
- Aggregation of farms by families and pastoral companies, many of which have a level of vertical integration, has reduced the reliance on saleyards. These businesses also have a preference to price certainty.
- Private investors who have built modern saleyard facilities.

In recent years, Council owned saleyards have invested heavily in upgrading facilities to improve welfare and amenity. A significant component of this funding has come from the Commonwealth. Whether this arrests the decline in the relative importance of saleyards remains to be seen. In Queensland, early indications are that the upgrades result in some improvement in saleyard numbers however this is at the expense of other saleyards.

The Southwest Victoria Livestock Exchange has a history of selling both cattle and sheep through its yards. It reached its peak of activity between the mid-1990s and mid-2000s.

Sheep sales were a significant part of the business between 1994-95 and 2004-05 although they had declined from their peak of 140,389 head in 1995-96 to 49,625 head in 2004-05. Since 2008-09, sheep sales have been minimal.

Cattle, including calf sales, reached their peak in 2006-07 with 129,455 head sold. Subsequently, numbers have been declining. In the last decade, there has only been 2014-15 where sale numbers have exceeded 100,000 when 103,629 head were sold.

In undertaking the analysis, the economic benefits to Warrnambool and the Region of having the saleyards have not been considered. These benefits could include employment and direct and indirect economic activity resulting from the saleyards. In addition, there will be economic benefit in having the saleyards upgraded. However, these benefits would need to be weighed against the benefits of closing the saleyards and having the economic activity resulting from redeveloping the land and subsequent commercial activity.

## A. Full commercial modelling of the Saleyards – Net Present Value Analysis

Net Present Value (NPV) analysis is used to undertake the commercial modelling. NPV takes into consideration the [time value of money](#) and can be used to compare the [rates of return](#) of different projects, or to compare a projected rate of return with the [rate](#) required on an investment or business.

The time value of money is represented in the NPV formula by the discount rate or Weighted Average Cost of Capital (WACC), which is the commercial return required for a project or business of this type. A positive NPV shows that the project or business is earning a return over and above its threshold rate of return (i.e., WACC). Conversely, a negative NPV indicates that the investment/business is not performing to the desired level.

The key components of NPV analysis are:

- Cashflows including operating and capital (see below).
- Time period – For the purpose of this analysis, a 20-year timeframe is used as this is expected to be the maximum term the saleyards can stay in their current location. Any period shorter than this will degrade the commercial outcome.
- Required Rate of Return (WACC) (see below).

### 1. Cashflows

In undertaking the modelling, only cashflows are utilized (i.e., no depreciation). These cashflows include both operating (excluding interest) and capital cashflows. Borrowings and interest costs are not included as these flows are captured in the required rate of return (WACC) which discounts future cash flows to the present day

Operating cashflows have been based on 2021-22 actual operating results with depreciation being, a non-cash flow, excluded. In 2021-22, 61,582 cattle were sold through the saleyard. The base case model holds this throughput over the 20 years even though the new capital works and the maintenance capital works have been undertaken.

First quarter results indicate that it is unlikely that 50,000 head will go through the saleyard in 2022-23 and, that it may be as low as 40,000 head. Based on 1st quarter 2022-23 results, a rebound above 2021-22 numbers may be difficult to achieve even with the completion of capital works.

Operating cashflows are escalated at 2.5% annually over the 20-year period. While inflation is currently running at well above 2.5%, expectations are that it will return to a range of 2% to 3% over the next couple of years.

With respect to operating maintenance expenditure, 2021-22 expenditure was \$200,079. This is in line with operating maintenance expenditure forecast in the Saleyards – Asset Management Plan dated June 2022, which indicates that operating maintenance will be \$210,000 per annum over the next 20 years in today's dollars. Therefore, no adjustment is made to operating cashflows with respect to operating maintenance.

The other significant cashflows are new capital works (varies between \$4,487,000 and \$5,667,000 to be spent in years 2022-23 and 2023-24) and maintenance capital works (estimated to be \$4,040,000 over 20 years in today's dollars with \$3,880,000 to be spent in the first 8 years i.e., to 2029-30). The timing of maintenance capital works is outlined on page 26 of the Saleyards – Asset Management Plan dated June 2022. Capital expenditure costs are escalated at 2.5% annually.

The two other significant items included in the NPV analysis are the value of the Land and the cost to remove the fixtures from the Land (make good) at the end of 20 years. While technically not a cashflow, the Land is valuable and can be used for other purposes, including being sold. Therefore, it must be included in the NPV analysis. The analysis utilizes the land value provided by the registered valuer Roger Cussen in a report dated 28 February 2021. No doubt land values will have increased since this date. The significant movement in developable land is noted by the valuer in an email to the Governance Manager of 14 October 2022.

The land value is included at \$6,145,000 with the make good cost being \$920,000 in today's dollars. The land value has been escalated at 3.5% annually over the 20-year period while the make good costs have been escalated at 2.5% annually. Please note, that the land may have a significantly higher value than that provided above, however the inclusion of a higher value will make the outcome worse as the saleyards will be required to make the same return from a higher value investment. The land is forecast to have a value of \$12,227,253 while the make good costs are estimated as \$1,507,527 in 2041-42.

Existing property plant and equipment, with a gross replacement value of \$11,564,000 and a depreciated replacement cost of \$5,680,000, has not been included in the NPV analysis. This is because these assets have been paid for in the past and that they have no value other than in their current use. If these assets are included, the impact on the NPV will be negative by this amount.

In summary, the analysis considers whether a commercial return can be made to recover the cost of the new and maintenance capital works investment plus the value of the land.

The Commonwealth has, historically, provided significant funding for saleyard upgrades. If funding is still available, this could improve outcomes for Council commercially. Commercial modelling has not considered whether Commonwealth funding may be available. The model can be adjusted on the basis that Council is able to access Commonwealth funding. If Commonwealth funding is available, Council should not expect to earn a commercial return on this funding.

## 2. Required Rate of Return (Commercial WACC)

The required rate of return is most frequently termed the cost of capital or the Weighted Average Cost of Capital (WACC).

A commercial business obtains this capital from investors, who require a return on those funds that is commensurate with the risk of their investment. There are two types of investment capital being:

- Debt Capital (Debt)

This includes bank and commercial loans and the issuance of bonds. Debt finance involves periodic interest payments and the return of the capital at the end of a fixed term. The cost of debt is transparent in the sense that interest is paid in accordance with the terms of a loan contract with the lender.

- Equity Capital (Equity)

Equity holders take a residual ownership interest in the assets in the sense that obligations to debt holders must be paid before equity holders are entitled to payment. Unlike debt, there is no agreed set of payments to be made to equity holders. Equity holders only have a claim after interest and principal repayments are made to Debt holders. **Equity holders invest because they expect to receive a return that is at least equal to the return they might receive from an investment of comparable risk.**

- Required Return or Weighted Average Cost of Capital (WACC)

As projects, businesses etc. are funded by a mix of debt and equity each with different rates of return, the overall return is termed the weighted average cost of capital (WACC). The formula for the WACC is:

$$WACC = E/V * re + D/V * rd$$

Where:

*E/V is the proportion of the business funded by Equity*

*D/V is the proportion of the business funded by Debt*

*re is the return required by equity for a business of this type*

*rd is the interest rate required by lenders for a business of this type.*

For the purposes of this analysis, it is estimated that a saleyard business would be 60% equity funded and 40% debt funded. Please note, if debt funding is reduced, thereby increasing equity funding, the return required will increase as the return required on equity is higher than debt.

The almost universal approach to calculating the cost of equity is the Capital Asset Pricing Model (CAPM) which has as its formula

$$re = rf + \beta \times MRp$$

where:

*rf represents the 'risk-free rate of return.' This is the return that is available to investors on an investment that is completely free of risk. The Commonwealth government bond rate for the term of the investment is assumed to be the risk-free rate. For the purposes of this analysis the 10-year Commonwealth bond rate is used as any longer-term bond rates are less reliable;*

*MRp represents the 'market risk premium,' which is the amount of extra return (over and above the return on a risk-free asset) that investors would require for investing in the average asset; and*

*$\beta$  represents the 'equity beta,' which indicates the extent to which the particular investment has more or less risk than average. For example, an equity beta of 1.4 indicates that the investment is 40% more*

*risky than average, in which case it would require a risk premium that is 40% more than would be required for an investment of average risk.*

The Risk-Free Rate (i.e., the 10-year Commonwealth bond rate) is currently 3.922% (midday 26 October 2022) which has been used for the purpose of this analysis.

Depending on the research and literature, the market risk premium can vary between 6% and 7%. For the purposes of this analysis, a mid-point market risk premium of 6.5% has been selected.

A Beta for saleyards is more difficult to establish. In addition, there are no published industry Betas available in Australia. Therefore, United States data published by New York University's Stern Business School in January 2022 is used<sup>1</sup>. Although, saleyards have no industry betas, industry betas exist for the Farming and Agriculture and the Food Processing sectors. A weighting of 50% for each of these Betas has been utilized to calculate a Beta for saleyards.

	Beta
Food Processing	<b>0.75</b>
Farming/Agriculture	<b>1.03</b>
Average	<b>0.89</b>

This Beta indicates that the relative risk of a saleyard is lower than the risk of the market.

Consequently, the post-tax required return on equity is 9.71%. To convert the return, to a pre-tax rate, an effective tax rate of 15% is used resulting in a pre-tax return of 11.42%. This is half the corporate tax rate of 30%. The use of a higher corporate tax rate would result in a higher required return on equity and would reduce NPV outcomes.

The cost of debt is calculated as if the SWVLX is a commercial standalone business. The cost of debt used is comparable to that of a Standard & Poor's BBB rated business. This rate is calculated by utilizing 10-year Commonwealth Bond rate (3.92%) and adding the margin between this rate and the 10-year corporate BBB bond issuing rate of 3.25% as of 30 September 2022 (please note this is the most recent release of this rate by the Reserve Bank of Australia). The outcome is a borrowing rate for a BBB rated entity of 7.17%.

The full commercial pre-tax WACC is therefore 9.72% calculated as follows:

$$WACC = 60\% * 11.42\% + 40\% * 7.17\% = 9.72\%$$

The inputs into the WACC are provided in Attachment 1.

### 3. Other Weighted Average Costs of Capital (WACC)

In addition, analysis has been undertaken to determine whether there would be value in renovating and upgrading the saleyards if alternative costs of capital are utilized. The following WACCs are utilized:

- WACC, which rather than using a commercial debt rate, uses a cost of debt based on the Treasury Corporation of Victoria's 10 year borrowing rate of 4.70%. (Morning of 26 October 2022). Administration and risk fees are anticipated to be 0.30% resulting in a borrowing cost to Council of 5.00%. This results in a WACC of 8.85%.
- Utilizing Council's borrowing rate from Treasury Corporation of Victoria of 5.00% as the WACC. The use of this rate would be along the lines that the saleyards are more social than commercial infrastructure. This approach is not recommended for a commercial business.

<sup>1</sup> [https://pages.stern.nyu.edu/~adamodar/New\\_Home\\_Page/datafile/Betas.html](https://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/Betas.html)

**4. Model Outcomes**

**Throughput Maintained at 2021-22 levels of 61,582 head**

The following table indicates the negative NPV or Net Present Cost of undertaking the new capital works and the maintenance capital works if cattle sold through the saleyard remain at 2021-22 levels (61,582 head) over the 20-year term.

Net Present Cost based on 2021-22 throughput of 61,582 Head being held Constant over 20 Years				
	WACC	New Capital Expenditure		
		\$5,667,000	\$ 5,043,000	\$ 4,487,000
Full Commercial	9.72%	\$ 9,779,622	\$ 9,225,630	\$ 8,732,008
Commercial but with Council cost of debt	8.85%	\$ 9,464,203	\$ 8,904,108	\$ 8,405,048
Council Cost of Debt	5.00%	\$ 7,079,493	\$ 6,490,773	\$ 5,966,209

In summary, Council should not undertake the capital works if it has no confidence that throughput will increase from 2021-22 levels. The best outcome is a Net Present Cost of \$5,966,209 (based on new capital works costing \$4,487,000 and a non-commercial WACC of 5.00%) with the worst-case outcome being a Net Present Cost of \$9,799,622 (based on new capital works of \$5,567,000 and a Full Commercial WACC of 9.72%).

As stated previously, the current depreciated replacement cost of property, plant and equipment has not been included in the analysis. If included the Net Present Cost for each scenario, in the above table, would increase by \$5,680,000. This would only be included, if you would like to understand the Commercial Value of the business as a whole.

**Increased throughput**

Analysis has been undertaken to determine what throughput is needed to achieve a NPV neutral outcome for each new capital expenditure scenario. Maintenance capital expenditure of \$4,040,000 is kept constant in each scenario. In undertaking the modelling, it is assumed that throughput does not increase from 2021-22 (61,582 head) until a year after completion of the new capital expenditure (2024-25). Throughput is then increased by a constant percentage over a 5-year period (2024-25 to 2028-29 inclusive). Subsequently throughput is maintained at 2028-29 levels.

- New Capital Expenditure of \$5,567,000 and Maintenance Capital Expenditure of \$4,040,000

Under this scenario, throughput would have to increase to 205,415 head and remain at this level under the full Commercial WACC of 9.72% with the best outcome being an increase to 122,523 head where the WACC is Council's borrowing cost of 5.00%. It is unlikely that 122,523 head sales can be achieved based on historic throughput let alone the higher levels required to achieve a commercial return. The SWVLX has not achieved this throughput since 2006-07 when over 129,000 cattle, including calves, were sold through the yard.

New Capital Expenditure of \$5,667,000, Maintenance Capital Of \$4,040,000			
Throughput Required to Achieve a Positive Net Present Value			
Year	WACC		
	Full Commercial	Semi-Commercial	Council Debt Cost
	9.72%	8.85%	5.00%
pre 2024-25	61,582	61,582	61,582
2024-25	78,338	76,984	70,665
2025-26	99,654	96,237	81,088
2026-27	126,770	120,306	93,049
2027-28	161,265	150,395	106,774
2028-29	205,145	188,009	122,523
Subsequent Years	205,145	188,009	122,523
Average annual increase over 5 years	27.21%	25.01%	14.75%

- New Capital Expenditure of \$5,043,000 and Maintenance Capital Expenditure of \$4,040,000

Under this scenario, throughput would have to increase to 196,739 head by 2028-29 and remain at this level for a full commercial return to be achieved. SWVLX has never achieved this level of throughput. If Council's cost of debt is used as the WACC, throughput would have to increase to 117,380 head by 2028-29. The SWVLX has not achieved this throughput since 2008-09 when over 116,000 cattle, including calves, were sold through the yard.

<b>New Capital Expenditure of \$5,043,000, Maintenance Capital Of \$4,040,000</b>			
<b>Throughput Required to Achieve a Positive Net Present Value</b>			
Year	WACC		
	Full Commercial	Semi-Commercial	Council Debt Cost
	9.72%	8.85%	5.00%
pre 2024-25	61,582	61,582	61,582
2024-25	77,686	76,343	70,062
2025-26	98,001	94,643	79,709
2026-27	123,628	117,329	90,685
2027-28	155,956	145,452	103,173
2028-29	196,739	180,317	117,380
Subsequent Years	196,739	180,317	117,380
<b>Average annual Increase over 5 years</b>	<b>26.15%</b>	<b>23.97%</b>	<b>13.77%</b>

- New Capital Expenditure of \$4,487,000 and Maintenance Capital Expenditure of \$4,040,000

Under this scenario, throughput would have to increase to 189,290 head by 2028-29 and remain at this level for a full commercial return to be achieved. SWVLX has never achieved this level of throughput. If Council's cost of debt is used as the WACC, throughput would have to increase to 112,760 head by 2028-29. The SWVLX has not achieved this throughput since 2009-10 when over 110,000 cattle, including calves, were sold through the yard.

<b>New Capital Expenditure of \$4,487,000, Maintenance Capital Of \$4,040,000</b>			
<b>Throughput Required to Achieve a Positive Net present Value</b>			
Year	WACC		
	Full Commercial	Semi-Commercial	Council Debt Cost
	9.72%	8.85%	5.00%
pre 2024-25	61,582	61,582	61,582
2024-25	77,088	75,758	69,501
2025-26	96,499	93,198	78,439
2026-27	120,798	114,652	88,527
2027-28	151,215	141,045	99,911
2028-29	189,290	173,513	112,760
Subsequent Years	189,290	173,513	112,760
<b>Average annual Increase over 5 years</b>	<b>25.18%</b>	<b>23.02%</b>	<b>12.86%</b>

**Only Maintenance Capital Expenditure of \$4,040,000 is Undertaken over the 20-year period**

Analysis has also been prepared on the basis that only maintenance capital expenditure of \$4,040,000 (i.e., no new capital expenditure) will be undertaken over the 20-year period. The basis is that this expenditure is required to ensure animal and participant safety. Even with new capital expenditure excluded, all WACC scenarios indicate that there will be a net present cost, if throughput remains at 2021-22 levels of 61,582 head. The Net Present Cost outcomes are provided in the following table.

<b>Only Maintenance Capital Works of \$4,040,000 is Undertaken</b>	
<b>WACC</b>	<b>Net Present Cost</b>
9.72%	4,748,414
8.85%	4,377,567
5.00%	1,732,903

Throughput growth assumptions have been made to increase cattle sales to a level by 2028-29 which would result in the SWVLX breaking even from a NPV perspective. Under the commercial WACC scenarios of 9.72% and 8.85%, it is extremely unlikely that the level of throughput could be achieved to be NPV neutral. It is unlikely that throughput of 76,230 could be achieved by 2028-29 for the investment to be NPV neutral based on a WACC of 5.0% being Council's cost of debt.

<b>Throughput and Growth Required to be NPV Neutral if only Maintenance Capital Of \$4,040,000 Completed</b>		
<b>WACC</b>	<b>Throughput Required by 2028-29 and thereafter</b>	<b>Annual Growth 2024-25 to 2028-29</b>
9.72%	129,723	16.07%
8.85%	118,805	14.05%
5.00%	76,230	4.36%

**5. Summary of Analysis – Commercial Modelling**

Based on the Commercial Analysis (NPV Analysis) using a fully commercial WACC of 9.72% and a semi-commercial WACC of 8.85%, Council should not commit to the new capital works and the maintenance capital works as the throughput required to breakeven is impossible to achieve. Although required throughput greatly reduces, Council should not commit to the new and maintenance capital works based on Council's cost of debt (5%) as the WACC as throughput required is 51,218 head above 2021-22 actual levels.

If only maintenance capital works of \$4,040,000 are undertaken, there is a Net Present Cost under each WACC scenario. The throughput required for the commercial and semi commercial WACC, are almost double or greater than double 2021-22 actual throughput. Under the Council cost of debt WACC, Council may consider undertaking the maintenance capital works, however there is a very significant risk that the throughput required to break-even would not be achieved. It is also likely that if maintenance capital works are undertaken, continued pressure would be placed on Council to roof the Saleyards.



**B. Accounting Impact on Saleyard Operating Surpluses**

This section considers the accounting impact of both the new and maintenance capital expenditure on Saleyard Operating Surpluses/Deficits. Although reporting Operating Surpluses does not mean an entity has earned a commercial return, it is important to know the impact from a financial reporting perspective. This is particularly important from a local government perspective as the operating surplus target is generally to break-even or to make a minor surplus.

Two scenarios are considered being:

- Capital expenditure is debt funded at 5.0%. The funding could either be external from Treasury Corporation of Victoria or from Council’s reserves or a mixture of both. And
- Capital expenditure is internally funded and there is no interest cost assigned to the funding.

Operating revenues and expenses are inflated at 2.5% annually. The base case is 2021-22 annual sales of 61,582 head. These sales are maintained over 20 years in the base case.

New capital expenditure is \$5,667,000 and operating maintenance expenditure over the 20 years is \$4,040,000 in 2022-23 dollars. Inflation in capital expenditure is 2.5% annually.

**1. Capital Expenditure is debt funded at 5%**

The continued operation of the Saleyard together with the New and Maintenance Capital Works will result in the Saleyard registering significant operating losses over the next 20 years.

The main reasons for the losses are the interest cost (5%) and the increase in depreciation expense due to the new capital expenditure. All property plant and equipment including existing property plant and equipment needs to be fully depreciated by the end of 20 Years (30 June 2042).

The average annual operating loss for the Saleyard and the accumulated operating losses are provided in the following table. Approximately 57% of the accumulated operating losses can be attributed to depreciation expense (\$13,480,757) while the other 43% is attributed to interest costs (\$10,182,995). Depreciation expense is greater than the cost of the capital works due to annual revaluations of property plant and equipment at 2.5% including existing property plant and equipment. If Council borrowed the full amount to undertake the capital works, the impact on Council’s operating surplus (as opposed to the Saleyard operating surplus) would be the same as provided in this table.

<b>Revised Saleyard Operating Losses based on New Capital Expenditure of \$5,667,000 and Maintenance Capital Expenditure of \$4,040,000</b>		
	<b>Average Annual</b>	<b>Accumulated over 20 Years</b>
Operating Surplus Forecast Prior to Capital Expenditure	1,083.97	21,679
Increase in Depreciation Expense	674,038	- 13,480,757
Interest Cost	- 509,150	- 10,182,995
<b>Operating Losses</b>	<b>- 1,182,104</b>	<b>- 23,642,072</b>

Attachment 2 shows annual operating losses as well as the cash position over the first 10 years (i.e., to 30 June 2032).

For Saleyard operating surpluses to break even over the 20-year period, Saleyard throughput would have to increase from 61,582 head for the 2021-22 year to 117,682 head in 2024-25 and remain at these levels. The outcome is shown in the following table. Under the model, the debt is repaid in 2035-36, and cash surpluses are \$9780,398 by 30 June 2042.

Interest costs reduce from \$10,182,995 to \$1,420,254. In part, this is due to revenue from the extra throughput of 56,100 head but also interest earnings are being generated once the Saleyards have repaid the debt.

<b>Revised Saleyard Operating Losses based on New Capital Expenditure of \$5,667,000 and Maintenance Capital Expenditure of \$4,040,000</b>		
<b>Interest Charged at 5%</b>		
<b>Additional Throughput 56,100 Head</b>		
	<b>Average Annual</b>	<b>Accumulated over 20 Years</b>
Operating Surplus Forecast Prior to Capital Expenditure	744,925	14,898,510
Increase in Depreciation Expense	- 674,038	- 13,480,757
Interest Cost	- 71,013	- 1,420,254
<b>Operating Losses</b>	<b>- 125</b>	<b>- 2,501</b>

**2. Capital Expenditure is Funded Internally at no Cost**

If Council decided to fund the capital expenditure internally without charging an interest cost, the operating losses would exclude interest costs as shown in the following table. Losses would average \$672,954 per annum for 20 years.

<b>Revised Saleyard Operating Losses based on New Capital Expenditure of \$5,667,000 and Maintenance Capital Expenditure of \$4,040,000</b>		
	<b>Average Annual</b>	<b>Accumulated over 20 Years</b>
Operating Surplus Forecast Prior to Capital Expenditure	1,083.97	21,679
Increase in Depreciation Expense	674,038	- 13,480,757
Interest Cost	-	-
<b>Operating Losses</b>	<b>- 672,954</b>	<b>- 13,459,077</b>

(By way of note, if Council funded the capital works internally and charged an interest rate of 5%, the impact on Council operating surplus would be the same as the outcomes provided in the table above. As it is an internal borrowing, interest would net out on consolidation.)

For the Saleyard operating surpluses to break even over the 20-year period, Saleyard throughput would have to increase from 61,582 head for the 2021-22 year to 112,382 head in 2024-25 and remain at these levels. The outcomes are shown in the following table. The reason there is only a relatively minor difference between throughput required to break even when interest costs are charged at 5% and this no interest cost scenario is that, under this scenario, the Saleyards are not earning interest when debt is repaid, and cash surpluses accrue.

<b>No Interest Charges</b>		
<b>Revised Saleyard Operating Losses based on New Capital Expenditure of \$5,667,000 and Maintenance Capital Expenditure of \$4,040,000</b>		
<b>Increased Throughput of 50,800 Head</b>		
	<b>Average Annual</b>	<b>Accumulated over 20 Years</b>
Operating Surplus Forecast Prior to Capital Expenditure	674,652	13,493,034
Increase in Depreciation Expense	- 674,038	- 13,480,757
Interest Cost	-	-
<b>Operating Losses</b>	<b>614</b>	<b>12,277</b>

### 3. Summary

Undertaking the new and maintenance capital works will result in significant operating losses over the 20-year period if throughput remains at 2021-22 levels. While operating losses would be less if no interest was charged on the funding of capital works, operating losses would still average \$672,954 annually (down from \$1,182,104 when 5% interest is charged).

If interest is charged on capital funding, throughput would have to increase by 56,100 head to 117,682 head and remain at these levels to break even. The increase in throughput would reduce to 50,800 head (112,382 head in total) to break even annually if Council funded internally at no interest cost. The reason why throughput does not decrease by as much as expected is because interest is not charged on borrowings and conversely interest is not earned on cash surpluses. Cash is in surplus from 2034-35.

While the impact on operating surpluses is valuable information, breaking even does not result in a business making a commercial return.

### **C. BDO Report Scope**

The BDO Report Scope is set out on page 4 of the Request for Quote Consultancy 202148 of 11 June 2021. The scope was:

- Collect and collate information regarding the current and future cattle numbers in Warrnambool and the South-West district using market data to map an understanding of the history, current situation and future livestock sale requirements.
- Review and report on the present market trends locally and across the State with a particular focus on cattle sale methods.
- Investigate the current and future competition for the SWVLX. This will include identification of other sale options and opportunities around likely future outcomes for competitors.
- Determine throughput requirements over a 20-year horizon to retain a positive net cash flow from operations with a sensitivity analysis of a negative outcome from development, a realistic scenario and an optimistic scenario.

The Minor Consultancy Agreement was later executed by BDO and Council but was not dated.

The BDO Report of November 2021 is a comprehensive report with respect to the first three dot points. The concern is what BDO was requested with respect to the fourth dot point.

The focus of the analysis, at the request of Council, is on achieving a positive cash flow over the 20- year period from when the new capital works are completed. The payback period is used to analyse whether the cost of the new capital investment could be recovered from cash flows over the 20-year period. The cost of the capital investment was, at the time, estimated at \$3,000,000. There was also no consideration of the need for maintenance capital.

Most importantly though, the analysis was undertaken at a point in time. Subsequent to the finalisation of the Report in November 2021, there have been significant changes in key inputs. In this regard, the cost of the new capital works has increased significantly, and substantial maintenance capital works are required to ensure the safety of cattle and people. These changes have rendered the November 2021 BDO Analysis around payback period of limited value.

For the 25 July 2022 informal meeting of Council, the payback periods were updated by BDO for proposed new capital expenditure (between \$4,487,000 and \$5,667,000), however there was no consideration of the significant maintenance capital expenditure of \$4,040,000 even though the need for this work was articulated in the Saleyard – Asset Management Plan of June 2022.

Key issues with the BDO Report are provided below:

#### **1. Use of the Payback Period**

The main concern with the report is that the key benchmark is the payback period and not whether the decision to invest in the redevelopment is economic (i.e., based on making a commercial return) or, even for that matter, an accounting profit. This does not mean that knowledge of the payback period is not useful, but payback period does not take into consideration the relative risk associated with a project, an investment or a business. Both BDO and this review have, however, considered interest costs on part or all the capital expenditure which gives the payback period analysis more of a commercial flavour than traditional payback period analysis.

By way of note, the longer the payback period the more problematic the investment will be. Payback periods of greater than 10 years would generally be considered to make an investment problematic

To determine, whether an investment is commercially sound, NPV analysis should be undertaken (see Part A Full Commercial Modelling of the Saleyards). Besides NPV analysis, other investment analysis tools include Internal Rate of Return analysis (virtually the same as NPV analysis), accounting profits (see Part B). These generally provide better insight than payback period in considering whether an investment should be undertaken. However, it is not to say that the use of payback periods does not provide useful information.

A 20-year payback period was provided as a benchmark against which the outcomes of the analysis would have to outperform. A payback period of 20 years would be considered too long for almost any form of investment.

**2. Throughput for 2020-21, 2021-22 and for the 1<sup>st</sup> Quarter of 2022-23, indicate that BDO’s Best Case and Mid-Point Scenarios are unlikely to be achieved**

BDO, rightly, makes the point that saleyards face increased competition from online auctions (includes Auction Plus), direct selling and, in the case of SWVLX, the modern Mortlake Facility (50km away). It is true that Auction Plus growth has been influenced by Covid isolation. However, it remains to be seen whether Covid was the impetus for the sustained growth in Auctions Plus or it was convenient during Covid.

Saleyards are a numbers or throughput business and, it is likely, those that survive will be large modern facilities, that service a much broader region.

BDO’s analysis provides three scenarios:

- Best Case with throughput of 87,289 head
- Mid-Point with throughput of 86,587 head, and
- Conservative Case with throughput of 66,688 head.

Throughput over the last 10 years and for the first quarter of 2022-23 is provided in the following table.

Year to	Throughput	Comments
30-Jun-12	101,356	
30-Jun-13	88,829	
30-Jun-14	90,367	
30-Jun-15	104,868	
29-Jun-16	98,947	
29-Jun-17	82,807	
29-Jun-18	62,898	
29-Jun-19	71,926	
28-Jun-20	75,631	
28-Jun-21	61,449	
28-Jun-22	61,582	
28-Jun-23	10,910	To 30 September 2022, Annually this will equate to be between throughput of between 40,000 and 50,000

The average throughput over the 10 years is 79,930 cattle and over the last 5 years this number has dropped to 66,697 cattle. Council’s 2022-23 budgeted throughput is 70,300 head which is likely to be significantly higher than the expected outcome for the year based on first quarter throughput.

The impacts of a prolonged drought and of Covid will have impacted throughput over the last few years. No doubt issues of safety of both cattle and people may also have impacted numbers through the SWVLX. Based on throughput over the last 5 years and, in the current year; it is problematic whether the Best Case and Mid-Point scenarios are achievable. There may be a bounce in numbers once the new works are completed. However, it is possible that most farmers have moved on and are now locked into alternate sales channels (Auction Plus and direct selling) or use the new facility at Mortlake.

In summary, expectations that throughput will recover to the Best Case and Mid-Point scenarios appear to be optimistic. Even the Conservative case scenario is 8.5% above throughput for 2020-21 and 2021-22. In this regard, the BDO analysis appears to discount the impact the Mortlake Facility and, also, direct selling and online auctions is having on SWVLX.

While throughput is a significant risk, the analysis of the BDO report that follows uses BDO’s sales throughput scenarios.

**3. BDO’s Report of November 2021 is no longer current and should not be used as any basis for decision making**

Subsequent to the BDO Report being provided, there have been two major changes in capital costs which are of a magnitude to render the BDO Report of limited value from a decision-making perspective. This is so even if it is accepted that the payback period is an appropriate capital investment measure. The major changes are:

- Increase in the capital works from \$3,000,000 to between \$4,487,000 and \$5,667,000, and

- Capital maintenance works of \$4,040,000 of which \$3,880,000 is forecast in the first 8 years of the 20-year period. This work is required to better ensure the health and safety of all participants including cattle.

BDO subsequently revised the new capital expenditure assumptions, and these were provided in a report to the 25 July 2022 informal meeting of Council.

The impact of these changes on the payback period are discussed below using BDO's Best, Mid-point and Conservative sales throughput scenarios.

### 3.1 Increase in the Capital Cost of New Capital Works

The November 2021 Report identified a capital cost of \$3 million. This has now increased to between \$4.487 million and \$5.667 million as identified in the procurement and options report provided to Council on 25 July 2022. There is also a middle scenario of \$5.043 million. All three new capital cost options increase the payback period substantially from those calculated in the BDO Report. BDO, subsequently, updated the payback periods for the new capital expenditure as part of the 25 July 2022 report to the informal meeting of Council.

The revised BDO payback period analysis assumes Council borrows \$3 million from Treasury Corporation of Victoria and that the remaining funding comes from Council reserves at no cost to the Saleyards. BDO has utilised a borrowing cost of 4.0%, however, this rate is now likely to be 5.0% based on the morning of 26 October 2022 Treasury Corporation of Victoria interest rates.

In reviewing the payback periods, it has been assumed that there would be an interest cost of 5.0% regardless of whether the funding is sourced from Treasury Corporation of Victoria or from Council's internal funds. This is on the basis that Council has competing uses for the reserves and may have to borrow for other projects if Council decides to fund this project internally.

This Consultant's estimates of the payback periods based on full funding at 5% is provided in the following table for each capital expenditure option and compared with the original and revised BDO estimates. The key differences between the Revised BDO Estimate and the Consultant Estimate is the that the entire capital expenditure is funded at 5% rather than only \$3,000,000 being funded at 4.0%. Please note this analysis does not consider the maintenance capital works of \$4,040,000.

Payback Periods for New Capital Expenditure (does not include Maintenance Capital Expenditure of \$4,040,000)							
	Consultant Estimates based on full borrowing either internally or externally at an Interest Rate of 5.0% for the following Capital Expenditure			BDO Estimate Novemebr 2021	Revised BDO Estimates based on borrowing \$3.0 million at 4.0% Prepared for the 25 July 2022 Informal Meeting of Council		
	\$4,487,000	\$5,043,000	\$5,667,000	\$3,000,000	\$4,487,000	\$5,043,000	\$5,667,000
<b>Best Case - 87,289 Head</b>	13 Years	15 years	17 years	<b>8 years</b>	11 years	12 years	13 years
<b>Mid Case - 86,587 Head</b>	17 years	20 years	23 years	<b>11 years</b>	13 years	14 years	16 years
<b>Conservative Case - 66,688 Head</b>	27 years	32 years	38 years	<b>17.5 years</b>	17 years	19 years	>20 years

The payback periods are considered long under all scenarios (i.e., Best, Mid and Conservative). It is only under the Best-Case scenario that Council would have some level of confidence of recovering the cost of investment within a 20-year timeframe. However, the level of throughput under the Best-Case scenario of 87,289 head is considered optimistic.

Please note, Council officers have included a 10% contingency in the report to Council dated 25 July 2022. Any use of this contingency will further increase the payback period. The full use of the contingency will increase the payback period by around 2 years under each capital expenditure scenario. The contingency is not considered unreasonable as the SWVLX will continue to operate while the capital works are being undertaken as well as there is some uncertainty around components of the works as to whether the proposed solution will meet regulatory requirements.

### 3.2 Significant Maintenance Capital Works of \$4,040,000 not included in BDO's Calculations

In addition to the new capital works, the Saleyards - Asset Management Plan of June 2022 highlights significant maintenance capital expenditure required over the next 20 years. In today's dollars, the expenditure totals \$4,040,000 with \$3,880,000 required over the next 8 years. The Asset Management Plan indicates that this expenditure is required to enable the facility to operate safely and successfully over the next 20 years. Please note that these works were not included in the BDO Report of November 2021 due to the Asset Management Plan being completed after the Report was provided. The Asset Management Plan was, however, completed prior to the revisions to the Payback Period being made by BDO in July 2022.

Once this maintenance capital expenditure is included in the BDO Model, under no capital expenditure scenario can the cost of the investment in the new capital expenditure be recovered in 20 years.

Under all scenarios, SWVLX will not have repaid its debt at the end of 20 years. This debt could either be raised from Treasury Corporation of Victoria or through Council's own reserves with an interest cost of 5%.

The debt outstanding at the end of 20 years (30 June 2042) under each throughput and new capital expenditure scenario is provided in the following table.

<b>Debt Balance at the end of Year 20 (30 June 2042) if both New Capital Expenditure and Maintenance Capital Expenditure of \$4,040,000 is undertaken</b>			
	<b>New Capital Expenditure</b>		
	<b>\$4,487,000</b>	<b>\$5,043,000</b>	<b>\$5,667,000</b>
<b>Best Case - 87,289 Head</b>	3,955,355	5,470,588	7,126,246
<b>Mid Case - 86,587 Head</b>	7,465,085	8,940,318	10,595,976
<b>Conservative Case - 66,688 Head</b>	11,692,302	13,168,536	14,824,194

Under all scenarios, once maintenance capital expenditure is included, substantial debt will remain outstanding after 20 years. Consequently, an investment in maintenance and new capital works would be considered unsound even if an extremely long payback period of 20 years is used combined with optimistic Best Case and Mid Case scenario assumptions.

### 3.3 Summary

The use of payback periods is a good rule of thumb but does not provide an indication as to whether an investment is commercially sound as it does not consider relative risk of the investment or the other assets in the business for which an entity should be earning a return. Both BDO and this review have, however, considered interest costs on part or all the funding used to finance the capital expenditure which gives the payback period analysis more of a commercial flavour than traditional analysis.

The request of BDO was to consider whether the investment in new capital works would be repaid over a period of 20 years under three sale throughput scenarios. The original BDO analysis of November 2021 utilised new capital expenditure of \$3,000,000. Subsequently this was revised to between \$4,487,000 and \$5,667,000 for a report to an informal meeting of Council on 25 July 2022. BDO modelled funding of \$3,000,000 of the capital expenditure with debt at an interest rate of 4%.

The BDO Model has been revised on the basis that capital expenditure is fully funded at an interest cost of 5%. Consequently, the payback periods have been extended from BDO's revised model. Under all throughput scenarios and new capital expenditure scenarios, the payback periods are considered long and investment in new capital works would not be recommended. This, also, must be viewed in the light of the Best and Mid-Point scenarios of throughput being optimistic based on sales throughput in 2020-21, 2021-22 and first quarter 2022-23 sales.

Once maintenance capital expenditure of \$4,040,000 as detailed in the Saleyard – Asset Management Plan of June 2022 is included and funded at an interest cost of 5% in the BDO Model, under no scenario will the Saleyard have a positive cash position at the end of 20 years (30 June 2042). The best outcome is a debt of \$3,955,355 at 30 June 2042 on the basis that the SWVLX will achieve sales throughput of 87,289 head and the cost of the new capital works is \$4,487,000.

#### 4. Conclusion

Financial analysis indicates that Council should not undertake the investment in new capital works of between \$4,487,000 and \$5,667,000 and maintenance capital works over 20 years of \$4,040,000 of which \$3,880,000 is required in the first 8 years.

The financial analysis undertaken includes Net Present Value, Accounting (Operating Profit) and a review of BDO's payback periods. Extremely large increases in sales throughput are required to deliver commercial profits (Net Present Value analysis) and although, required sales throughput is reduced compared to commercial profits, substantial increases are required to deliver break even accounting profits over the maximum 20-year remaining life of the SWVLX. Adjusting BDO's payback model for maintenance capital expenditure and debt funding of capital works at 5% interest rate results in the SWVLX having debt outstanding at the end of 20 years. This must be considered in the context of BDO's Best Case and Mid-Point sales throughput scenarios being optimistic when compared to Council's 2020-21, 2021-22 and first quarter 2022-23 sales.

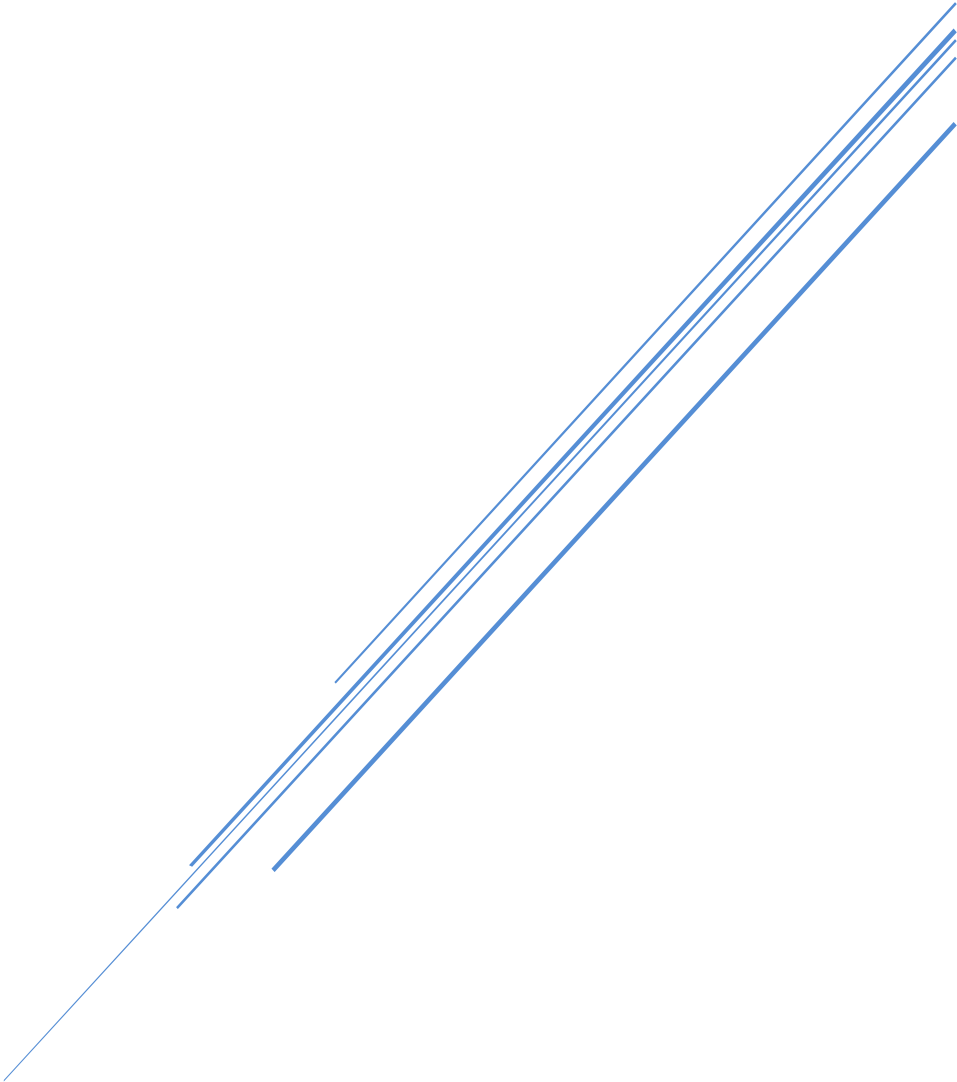
Council may ultimately decide to undertake the new and maintenance capital works, however the decision to do so should not be on the basis that it makes sense financially.

This analysis does not consider whether Council can access any funding through Commonwealth or State government grant programs. Provision of significant grant funding will impact the analysis positively.



<b>Attachment 1</b>				
<b>Weighted Average Cost of Capital</b>				
		<b>Full Commercial with Commercial Cost of Debt</b>	<b>Semi-Commercial Utilising Council's Borrowing Rate as the Cost of DebtVic Corp Borrowing Rate</b>	<b>Council Cost of Debt</b>
<b>Cost of Equity</b>				
	Risk Free Rate	3.9220%	3.9220%	
	Market Premium	6.50%	6.50%	
	Beta	0.89	0.89	
	Adjusted market rate	5.785%	5.785%	
	Cost of Equity	9.707%	9.707%	
	Effective Tax Rate	15.0%	15.0%	
	<b>Cost of Equity Pre Tax</b>	<b>11.42000%</b>	<b>11.42000%</b>	
<b>Cost of Debt - Pre tax</b>				
	Risk Free Rsate	3.922%	5.00%	
	Spread to BBB	3.250%		
	<b>Pre Tax Cost of Debt</b>	<b>7.172%</b>	<b>5.00%</b>	
<b>Weighting</b>				
	Debt	40%	40%	
	Equity	60%	60%	
	<b>Pre Tax Cost of Capital</b>	<b>9.7208%</b>	<b>8.852%</b>	<b>5.00%</b>

Attachement 2												
Impact on Saleyard Operating Profit of Investing in New Capital Works of \$5,667,000 and Maintenance Capital Works of \$4,040,000 with a Remaining Useful Life of 20 Years												
		Actual		Forecast								
		2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
<b>Income</b>												
User fees		1,161,948	1,190,997	1,220,772	1,251,291	1,282,573	1,314,638	1,347,504	1,381,191	1,415,721	1,451,114	1,487,392
Contributions - monetary		25,000	25,625	26,266	26,922	27,595	28,285	28,992	29,717	30,460	31,222	32,002
Net gain/(loss) on disposal of assets		12,000	12,300	12,608	12,923	13,246	13,577	13,916	14,264	14,621	14,986	15,361
Additional Throughput					-	-	-	-	-	-	-	-
<b>Total Income</b>		<b>1,198,948</b>	<b>1,228,922</b>	<b>1,259,645</b>	<b>1,291,136</b>	<b>1,323,414</b>	<b>1,356,500</b>	<b>1,390,412</b>	<b>1,425,173</b>	<b>1,460,802</b>	<b>1,497,322</b>	<b>1,534,755</b>
<b>Expenses</b>												
Employee costs		435,475	446,362	457,521	468,959	480,683	492,700	505,018	517,643	530,584	543,849	557,445
Materials and services		515,299	528,181	541,386	554,920	568,793	583,013	597,588	612,528	627,841	643,537	659,626
Depreciation		247,346	253,530	259,868	266,365	273,024	279,850	286,846	294,017	301,367	308,902	316,624
	Adjust existing terms to 20 years		37,570	38,509	39,472	40,459	41,470	42,507	43,570	44,659	45,775	46,920
	Depreciation on New Capital Expenditure		171,880	290,434	297,695	305,137	312,765	320,585	328,599	336,814	345,234	353,865
	Depreciation on Maintenance Capital Expenditure		52,000	64,629	77,918	93,169	150,689	155,210	208,792	288,076	305,431	314,202
Borrowing costs			211,161	333,701	347,530	362,517	410,756	417,469	458,383	514,325	530,637	541,909
	5.0%											
<b>Total</b>		<b>1,198,120</b>	<b>1,700,684</b>	<b>1,986,048</b>	<b>2,052,859</b>	<b>2,123,782</b>	<b>2,271,243</b>	<b>2,325,223</b>	<b>2,463,532</b>	<b>2,643,667</b>	<b>2,723,366</b>	<b>2,790,591</b>
<b>Operating Profit</b>		<b>828</b>	<b>- 471,763</b>	<b>- 726,404</b>	<b>- 761,723</b>	<b>- 800,368</b>	<b>- 914,744</b>	<b>- 934,811</b>	<b>- 1,038,360</b>	<b>- 1,182,866</b>	<b>- 1,226,044</b>	<b>- 1,255,837</b>
<b>Cash Flow prior to Interest Expense</b>		<b>-</b>	<b>4,223,224</b>	<b>- 2,239,645</b>	<b>57,132</b>	<b>47,791</b>	<b>- 602,264</b>	<b>276,492</b>	<b>- 400,815</b>	<b>- 660,459</b>	<b>188,095</b>	<b>305,195</b>
Interest expense		-	211,161	- 333,701	- 347,530	- 362,517	- 410,756	- 417,469	- 458,383	- 514,325	- 530,637	- 541,909
<b>Cash Balance at Year end</b>		<b>-</b>	<b>4,434,385</b>	<b>- 7,007,731</b>	<b>- 7,298,129</b>	<b>- 7,612,855</b>	<b>- 8,625,875</b>	<b>- 8,766,852</b>	<b>- 9,626,050</b>	<b>- 10,800,835</b>	<b>- 11,143,377</b>	<b>- 11,380,090</b>
<b>Capital Works</b>												
New Capital Works	\$	5,667,000.00	3,437,602	2,285,133								
Maintenance Capital Works	\$	4,040,000	1,040,000	215,250	\$ 210,125	\$ 226,147	\$ 883,050	\$ 11,314	\$ 695,816	\$ 962,835	\$ 121,840	\$ 12,489



---

# WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT

WARRNAMBOOL CITY COUNCIL  
NOVEMBER 2022

---

[aecgroup.com](http://aecgroup.com)



WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## DOCUMENT CONTROL

---

Job ID: J002485  
Job Name: Warrnambool Saleyards EIA  
Client: Warrnambool City Council  
Client Contact: Corporate Strategies Directorate  
Project Manager: Kaitlin McInnes  
Email: [kaitlin.mcinnnes@aecgrouppltd.com](mailto:kaitlin.mcinnnes@aecgrouppltd.com)  
Telephone: 0404 822 805  
Document Name: Warrnambool Saleyard EIA Final  
Last Saved: 2/11/2022 12:48 PM

Version	Date	Reviewed	Approved
Draft v1.0	28 <sup>th</sup> October 2022	KM	KL
Draft v2.0	31 <sup>st</sup> October 2022	MD	KL
Final	2 <sup>nd</sup> November 2022	KM	KL

Disclaimer:

Whilst all care and diligence have been exercised in the preparation of this report, AEC Group Pty Ltd does not warrant the accuracy of the information contained within and accepts no liability for any loss or damage that may be suffered as a result of reliance on this information, whether or not there has been any error, omission or negligence on the part of AEC Group Pty Ltd or their employees. Any forecasts or projections used in the analysis can be affected by a number of unforeseen variables, and as such no warranty is given that a particular set of results will in fact be achieved.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## EXECUTIVE SUMMARY

---

### BACKGROUND

The South West Victorian Livestock Exchange (hereafter referred to as the Saleyard) has historically been an important livestock selling centre for the broader region, with regional significance in south-west Victoria. However, over the years since 1998-99, activity within the Saleyard has been on a gradual decline. The decline has resulted from changes in the industry, including the shrinking herd, online auctions, and centralisation of farms. The development of the new Western Victoria Livestock Exchange in Mortlake in 2018 has also significantly increased competition for throughput in Victoria's west.

The increased competition from online auctions and the alternative livestock selling centre in Mortlake, along with declining herd numbers and farm centralisation, serves to increase the payback period associated with any investment in the Saleyard which has resulted in Council reconsidering further investment. At its meeting on 1 August 2022, Council made the decision to vote against making an investment of up to \$6.0 million to upgrade the Saleyard (Warrnambool City Council, 2022). Following this decision, Council has consulted with members of the local community to help determine the future of the Saleyard, including an online survey as well as follow up focus group workshops with key community and industry stakeholders. Supporting this process, an economic impact assessment is now required to establish the potential economic impact to the Warrnambool economy from closing the Saleyard.

### PURPOSE & APPROACH

The purpose of this report is to conduct an economic impact assessment to establish and quantify the economic contribution of the Saleyard to the Warrnambool economy, existing businesses, and the broader community. A five-step approach was carried out in conducting this assessment:

- **Step 1 – Data Collection:** Data collection included desktop research, collection of information from Council (including operational activity, SpendMapp data and business survey results), and surveying of Saleyard visitors via the *Warrnambool Saleyard Visitor Survey* (the Survey). The Survey was distributed via an online platform and intercept surveys were conducted at saledays. The Survey obtained a total sample size of 118, representing 56.5% of the total estimated annual visitor population.
- **Step 2 – Analysis of Data:** Data from the online and intercept surveys were collated and cleaned for any erroneous outcomes prior to undertaking analysis. Survey information and data provided by Council was then analysed and transformed to generate the drivers necessary for the economic modelling of data inputs.
- **Step 3 – Modelling:** Input-Output modelling of all data inputs based on the drivers obtained in the data analysis was implemented to determine the size and nature of the economic contribution of the Saleyard to the Warrnambool LGA economy.
- **Step 4 – Qualitative Assessment:** A qualitative description of other socio-economic impacts of the Saleyard not able to be quantified through modelling was undertaken.
- **Step 5 – Key Findings:** The outcomes of both the Input-Output modelling and qualitative assessment were identified and reported upon at a detailed level. Additionally, key findings of particular relevance were highlighted to appropriately inform Council in their decisions.

### KEY FINDINGS

Key findings of the economic impact assessment of the Saleyard are provided below:

- **Declining operational activity since 1995-96:** The Saleyard has historically been an important livestock selling centre for the broader region, with regional significance in south-west Victoria. However, over the years since 1995-96, activity within the Saleyard has been on a gradual decline. The decline has resulted from changes in the industry, including the shrinking herd, online auctions, and centralisation of farms. The development of the new Western Victoria Livestock Exchange in Mortlake in 2018 has also significantly

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



increased competition for throughput in Victoria's west. Notably, during the opening year of operation of the new privately owned saleyard, the Saleyard located in Warrnambool recorded a 24.0% decline in throughput.

- **Historical economic contribution:** The Saleyard was once a significant enabler in Warrnambool's primary production supply chain, contributing directly and indirectly to the local, regional, and state economy and drawing regional, state and interstate traders. When evaluated by AEC in 2008, the indicative combined loss to the Warrnambool LGA economy if the Saleyard were to close and make way for a new centralised and privately owned facility was \$13.7 million in gross output.
- **Current economic contribution:** Having declined significantly in throughput since the previous study, the Saleyard currently contributes \$10.4 million in business revenues for the Warrnambool LGA, generating \$5.4 million in GRP and supporting 56.0 FTEs, which pay \$3.6 million in wages and salaries in 2021-22 (directly and indirectly). The main contributor to this activity is agent commissions (comprising 68.6% of the impact, followed by operating activity (15.6%), visitor expenditure, (9.5%) and capital works (6.2%). The economic activity supported by the Saleyard in 2021-22 represents 75.9% of activity supported by the Saleyard in 2007-08. For relativity, jobs supported by the Saleyard represents 0.31% of total jobs in Warrnambool LGA and GRP supported represents 0.22% of total GRP in the LGA.
- **Businesses that would be impacted by closure:** A survey undertaken by Council found that of 22 businesses located in direct proximity to the Saleyard, 8 of which classified as rural, all 8 business experience a positive impact on business activity on saledays. Businesses within proximity to the Saleyard offering a core product or service that is agricultural or rural related would be most impacted by the closure of the Saleyard. In addition, Saleyard visitors indicated that all businesses located within the broader Warrnambool economy would be impacted by the decreased level of economic activity.
- **Other negative implications of closure:** If the Saleyard was to close, the community would lose a number of benefits which the Saleyard generates, including community pride, mental health, social and networking needs, satisfaction from employment, provision of a market for calves, competition for livestock, localised travel, agricultural knowledge among youth and access to infrastructure/ services.
- **Other positive implications of closure:** If the Saleyard was to close, the community could receive some positive implications such as using the land for higher value adding activity, increasing animal welfare (as the animal will be sold from a facility which holds best practise standards), more efficient allocation of public funds and fewer trucks being present on local roads.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## TABLE OF CONTENTS

---

<b>DOCUMENT CONTROL</b> .....	<b>I</b>
<b>EXECUTIVE SUMMARY</b> .....	<b>II</b>
<b>TABLE OF CONTENTS</b> .....	<b>IV</b>
<b>1. INTRODUCTION</b> .....	<b>1</b>
1.1 BACKGROUND .....	1
1.2 PURPOSE .....	1
1.3 APPROACH .....	1
<b>2. OVERVIEW OF THE SALEYARDS</b> .....	<b>3</b>
2.1 OVERVIEW .....	3
2.2 SALEYARD OPERATIONS.....	4
<b>3. ECONOMIC IMPACT ASSESSMENT</b> .....	<b>7</b>
3.1 APPROACH .....	7
3.2 MODEL DRIVERS AND ASSUMPTIONS .....	7
3.3 MODELLING RESULTS .....	11
3.4 OTHER SOCIO-ECONOMIC IMPACTS.....	12
<b>4. KEY FINDINGS</b> .....	<b>15</b>
<b>REFERENCES</b> .....	<b>16</b>
<b>APPENDIX A: INPUT-OUTPUT METHODOLOGY</b> .....	<b>17</b>



WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## 1. INTRODUCTION

---

### 1.1 BACKGROUND

The South West Victorian Livestock Exchange (hereafter referred to as the Saleyard) is a major livestock selling centre in south-west Victoria, located at 81-91 Caramut Road, Warrnambool. The Saleyard has been operational for over 30 years and has facilitated the exchange of a range of livestock over that time. It currently conducts a weekly prime sale on Wednesdays and a monthly store sale on the last Friday of each month.

The Saleyard has historically been an important livestock selling centre for the broader region, with regional significance in south-west Victoria. However, over the years since 1998-99, activity within the Saleyard has been on a gradual decline. The decline has resulted from changes in the industry, including the shrinking herd, online auctions, and centralisation of farms. The development of the new Western Victoria Livestock Exchange in Mortlake in 2018 has also significantly increased competition for livestock throughput in Victoria's west. Notably, during the opening year of operation of the new privately owned saleyard, the Saleyard located in Warrnambool recorded a 24.0% decline in throughput.

The increased competition from online auctions and the alternative livestock selling centre in Mortlake, along with declining herd numbers and farm centralisation, serves to increase the payback period associated with any investment in the Saleyard which has resulted in Council reconsidering further investment. At its meeting on 1 August 2022, Council made the decision to vote against making an investment of up to \$6.0 million to upgrade the Saleyard (Warrnambool City Council, 2022). Following this decision, Council consulted with members of the local community to help determine the future of the Saleyard, including an online survey as well as follow up focus group workshops with key community and industry stakeholders. Supporting this process, an economic impact assessment is now required to establish the potential economic impact to the Warrnambool economy from closing the Saleyard.

The economic impact assessment also serves as an update to the economic impact assessment completed for the Saleyard by AEC Group Pty Ltd (AEC) in 2008. The previous assessment considered the potential economic impact of a competing facility proposed to be built nearby. As mentioned above, this 'competing facility' (the Western Victorian Livestock Exchange in Mortlake) has now been built and is operational.

### 1.2 PURPOSE

The purpose of this report is to conduct an economic impact assessment to establish and quantify the economic contribution of the Saleyard to the Warrnambool economy, existing businesses, and the broader community. Specifically, the report seeks to:

- Measure the direct economic impact to the Warrnambool economy driven by the operational activity, agent commissions, and expenditure of visitors (e.g., farmers, livestock agents, agricultural services, and retail trade) to the Saleyard.
- Identify the indirect impacts of this activity and expenditure to the Warrnambool economy.
- Identify any additional implications on businesses and the local community from the potential closure of the Saleyard.

### 1.3 APPROACH

The objective of the report is to determine the existing economic contribution associated with the Saleyard to the Warrnambool LGA economy, and the impacts of closure.

The assessment of the economic contribution of the Saleyard used a five-step approach:

- **Step 1 – Data Collection:** Data collection included desktop research, collection of information from Council (including operational activity, SpendMapp data and business survey results) and surveying of Saleyard visitors via the *Warrnambool Saleyard Visitor Survey* (the Survey).

## WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



The Survey, developed by AEC, sought to understand spending patterns of visitors to the Saleyard with and without the Saleyard in operation by asking visitors a variety of questions with regard to their visitation to the Saleyard and spending patterns both at the Saleyard and within the Warrnambool economy on saledays.

The Survey was distributed via an online platform and intercept surveys were conducted at saledays. The online survey was open for approximately two weeks and was available to previous participants of Council's online surveying activities who opted for additional engagement. The intercept survey was undertaken with visitors at the Saleyard itself and was conducted on three separate saledays – Friday 30 September (monthly store sale), Wednesday 5 October (weekly prime sale) and Wednesday 12 October (weekly prime sale).

The Survey obtained a total sample size of 118, representing 56.5% of the total estimated annual visitor population to the Saleyard.

- **Step 2 – Analysis of Data:** Data from the online and intercept surveys were collated and cleaned for any erroneous outcomes prior to undertaking analysis. Survey information and data provided by Council was then analysed and transformed to generate the drivers necessary for the economic modelling of data inputs.
- **Step 3 – Modelling:** Input-Output modelling of all data inputs based on the drivers obtained in the data analysis was implemented to determine the size and nature of the economic contribution of the Saleyard to the Warrnambool LGA economy.
- **Step 4 – Qualitative Assessment:** A qualitative description of other socio-economic impacts of the Saleyard not able to be quantified through modelling was undertaken.
- **Step 5 – Key Findings:** The outcomes of both the Input-Output modelling and qualitative assessment were identified and reported upon at a detailed level. Additionally, key findings of particular relevance were highlighted to appropriately inform Council in their decisions.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## 2. OVERVIEW OF THE SALEYARDS

---

### 2.1 OVERVIEW

Livestock saleyards, whether privately or publicly owned, play a vital role in the Australian economy, particularly within rural areas. The Saleyard has historically been an important livestock selling centre for the broader region, with regional significance in south-west Victoria. The Saleyard once acted as an important enabler in the region's primary production supply chain, contributing directly and indirectly to the local, regional, and state economy and drawing regional, state, and interstate traders. It has been operational for over 30 years and has facilitated the exchange of a range of livestock over that time, including various types of cattle, as well as sheep and lambs. It also maintains a weighing facility for both private and special weighs. Currently, the Saleyard conducts a weekly prime sale on Wednesdays and a monthly store sale on the last Friday of each month.

Over the years since 1998-99, activity within the Saleyard has been on a gradual decline. The Saleyard recorded throughput of 61,582 in 2021-22, representing approximately 27.9% of the peak of 220,572 recorded in 1995-96. The decline has resulted from changes in the industry, including the shrinking herd, online auctions, and centralisation of farms. Online auctions in particular have increased substantially over the past few years, with over 675,000 additional head of cattle sold via online platform AuctionsPlus in 2020-21 compared to 2019-20 (ABC, 2021). This trend has been exacerbated by the COVID-19 pandemic, with the inability for buyers and sellers to attend in-person, resulting in increased digital sales.

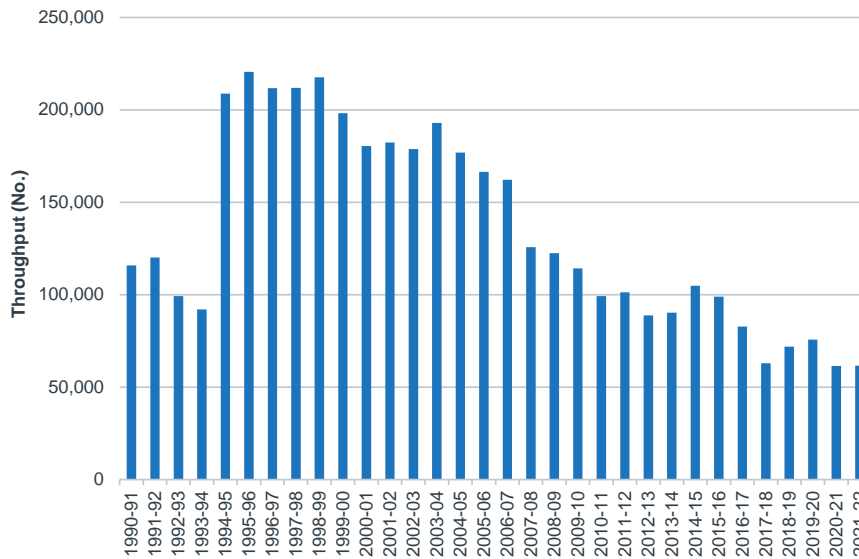
The decline in the Saleyard's throughput is also attributable to the opening of another saleyard nearby in early 2018. The new privately owned saleyard, the Western Victoria Livestock Exchange, is located in Mortlake (35 km from Warrnambool, or a 30-minute drive) and was first opened in February 2018. Notably, during the year of opening, the Saleyard located in Warrnambool recorded a 24.0% decline in throughput. In 2020-21, the new privately owned Saleyard was the third highest performing saleyard in terms of throughput in Victoria, recording the largest year-on-year growth in the state (The Standard, 2022).

Livestock sales at the Saleyard have been primarily cattle based, particularly in recent years. In the last 15 years (2007-08 to 2021-22), cattle accounted for 96.5% of total throughput on average, up from the average of 58.9% in the 15-year period prior. Bullocks contributed the largest share to cattle throughput in the early 1990s, comprising approximately 52.3% of total throughput at the Saleyard on average between 1990-91 and 1994-95. Within the last decade, monthly store cattle accounted for the largest share of cattle sales, followed by cows. Historically, the Saleyard has also facilitated strong numbers of sheep and lamb sales. Sheep averaged over half (51.0%) of total throughput at the Saleyard from 1994-95 to 2003-04, but this has declined considerably to just 0.7% on average since 2012-13.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



Figure 2.1. Historical Throughput, 1990-91 to 2021-22



Source: Warrnambool City Council (unpublished a).

## 2.2 SALEYARD OPERATIONS

### 2.2.1 Revenue

In 2021-22, the Saleyard generated revenue of approximately \$1.2 million. The Saleyard primarily receives income through user fees that originate from livestock sales. The major sources of revenue over the last decade have been attributable to both prime and store cattle sales, as well as fees from truck wash facilities. These avenues have generated roughly 78.6% of all revenue for the Saleyard on average over the last five years, with the remainder primarily arising from stock agent fees, weighing fees, bulls, office rental and bobby calves. Revenue was boosted in 2020-21 with the receipt of a \$430,000 capital grant from Council for roof construction works.

Table 2.1. Revenue, 2017-18 to 2021-22

Item	2017-18	2018-19	2019-20	2020-21	2021-22
<b>User Fees</b>					
Cattle	\$393,768	\$510,312	\$585,484	\$448,431	\$405,414
Store Cattle	\$232,792	\$218,274	\$263,195	\$323,803	\$315,868
Truck Wash Fees	\$154,145	\$188,129	\$211,959	\$200,175	\$198,412
Stock Agent Fees	\$103,218	\$105,456	\$100,000	\$100,000	\$100,000
Weighing Fees	\$56,575	\$68,295	\$83,484	\$69,131	\$59,317
Bulls	\$23,646	\$21,936	\$31,564	\$24,628	\$25,055
Office Rental	\$24,902	\$24,084	\$8,101	\$17,673	\$18,318
Bobby Calves	\$14,937	\$14,200	\$14,827	\$14,057	\$17,868
Store Calves	\$12,710	\$21,703	\$14,621	\$10,379	\$16,401
Cafeteria Rental	\$4,798	\$4,504	\$4,977	\$5,086	\$5,296
Operations	\$8,015	\$1,059	\$387	\$396	-
Sheep and Lambs	\$315	\$265	\$43	-	-
Sundry Income	\$3,625	-	-	-	-
<b>Total User Fee Income</b>	<b>\$1,033,447</b>	<b>\$1,178,219</b>	<b>\$1,318,642</b>	<b>\$1,213,761</b>	<b>\$1,161,948</b>

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



Item	2017-18	2018-19	2019-20	2020-21	2021-22
<b>Other Income</b>					
Operating Grants	\$3,625	-	-	-	-
Capital Grants	-	-	-	\$429,581	-
Monetary Contributions	-	-	-	-	\$25,000
Net Gain/Loss on Asset Disposal	-	-\$343,401	-	-	\$12,000
Other Income	\$8,015	\$1,059	-	-	-
<b>Total Other Income</b>	<b>\$11,640</b>	<b>-\$342,342</b>	<b>-</b>	<b>\$429,581</b>	<b>\$37,000</b>
<b>Total Income</b>	<b>\$1,045,087</b>	<b>\$835,877</b>	<b>\$1,318,642</b>	<b>\$1,643,342</b>	<b>\$1,198,948</b>

Source: Warrnambool City Council (unpublished b).

### 2.2.2 Expenditure

In 2021-22, the Saleyard incurred expenditure of approximately \$1.36 million, including \$0.41 million in capital expenditure and \$0.95 million in operating expenditure. Operating expenditure in 2021-22 primarily included payroll, trade waste and general maintenance of the facility, whilst capital expenditure included costs related to the truck wash pump and tank, as well as rectification works to the Saleyards and walkways. Over the last five years from 2017-18, operating expenditure at the Saleyard was split relatively evenly between labour and non-labour expenditure. Wages and salaries to staff at the facility was the largest individual item of expenditure in each of the five years.

**Table 2.2. Expenditure, 2017-18 to 2021-22**

Item	2017-18	2018-19	2019-20	2020-21	2021-22
<b>Capital Expenditure</b>					
Pump & Tank at Truck Wash	-	-	-	-	\$70,963
Roof Construction	\$1,679	\$90	\$78,537	\$574,341	-
Baleen Upgrade	\$25,000	-	-	-	-
Weigh Cell Replacement	\$23,695	-	-	-	-
6 Way Multi Reader	-	\$96,817	-	-	-
Walkway Rectification	-	-	-	\$168,979	\$53,785
Saleyards Rectification	-	-	-	-	\$283,255
<b>Total Capital Expenditure</b>	<b>\$50,374</b>	<b>\$96,907</b>	<b>\$78,537</b>	<b>\$743,321</b>	<b>\$408,003</b>
<b>Labour Operating Expenditure</b>					
Payroll	\$463,854	\$430,626	\$455,375	\$465,715	\$435,475
Staff Learning & Development	\$999	-	-	-	-
<b>Total Labour Expenditure</b>	<b>\$464,853</b>	<b>\$430,626</b>	<b>\$455,375</b>	<b>\$465,715</b>	<b>\$435,475</b>
<b>Non-Labour Operating Expenditure</b>					
Operations	\$28,875	\$36,169	\$31,783	\$197,528	\$34,215
Plant Operating Costs	\$55,434	\$45,305	\$39,579	\$38,869	\$41,362
Maintenance Effluent System	\$63,879	\$82,182	\$78,730	\$77,268	\$76,515
Maintenance General	\$50,643	\$68,514	\$62,160	\$123,372	\$123,564
Security Services	\$29,580	\$30,009	\$31,412	\$32,733	\$25,064
Trade Waste Sewerage	\$119,748	\$153,356	\$175,338	\$159,600	\$141,714
Annual Subscriptions	\$14,325	\$5,677	-	-	-
IT Expenses	\$15,125	\$3,131	-	-	-
Property Costs	\$54,298	\$70,272	\$74,767	\$78,319	\$72,865
<b>Total Non-Labour Expenditure</b>	<b>\$431,908</b>	<b>\$494,617</b>	<b>\$493,768</b>	<b>\$707,689</b>	<b>\$515,299</b>
<b>Total Expenditure</b>	<b>\$947,135</b>	<b>\$1,022,149</b>	<b>\$1,027,680</b>	<b>\$1,916,725</b>	<b>\$1,358,777</b>

Source: Warrnambool City Council (unpublished b).

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



2.2.3 Employment

Employment associated with the Saleyard was provided by Council, and includes the following staff (Warrnambool Shire Council, unpublished c):

- Three full-time employees (assumed 40 hours per week).
- Two permanent part-time employees (23 hours per week).
- One permanent part-time employee (7 hours per week and 4 hours once a month).
- One casual employee (3-4 hours per week and 4 hours once a month).

2.2.4 Visitation

The Saleyards attract a range of visitors including agents, buyers and sellers, farmers, truck drivers, as well as other members of the public and local community. The Saleyard is estimated to currently attract an average of approximately 72 attendees per weekly prime sale and 190 visitors per monthly store sale, with many of these being repeat visitors.

**Table 2.3. Average Saleyard Visitation**

Type of Visitor	Visitors – Weekly Prime Sale	Visitors – Monthly Store Sale
Agents	24	40
Buyers	18	100
Other	30	50
<b>Total</b>	<b>72</b>	<b>190</b>

Note: The 24 agent visitors to the weekly prime saleday includes 8 agent staff.  
Source: Warrnambool City Council (unpublished c).

Analysis of the *Warrnambool Saleyard Visitor Survey* (AEC, 2022) found that, on average, each attendee attends a sale 28 times a year. Based on the average number of attendees per saleday outlined in Table 2.3 and frequency of saledays (50 per annum for weekly prime saledays, assuming two weeks without saledays due to holidays, and 12 per annum for monthly store saledays), this indicates there were approximately 209 individual sale attendees in 2021-22. This includes locals and people from outside the region.

Information gathered from the *Warrnambool Saleyard Visitor Survey* (AEC, 2022) also indicates that, on average, over half (52.5%) of visitors to the Saleyard on a given saleday intended to both buy and sell livestock. Based on a visitation of 209 individual attendees in 2021-22, this indicates approximately 110 individuals visited the Saleyard acting as both a buyer and seller of livestock. Roughly 20.3% of visitors on average visited for the purpose of buying livestock only, while 16.1% intended only to sell livestock.

**Table 2.4. Purpose of Visit to the Saleyard, Survey Results**

Purpose of Visit	Proportion of Visits	Indicative Visitors per Year
Both Buyer and Seller	52.5%	110
Seller (only)	20.3%	42
Buyer (only)	16.1%	34
Social	16.1%	34
Saleyard Staff	8.5%	18
Livestock Transport	7.6%	16
Agent Employee	5.1%	11
Other	4.2%	9
<b>Total</b>	<b>130.5%</b>	<b>272</b>

Note: Answers to this question in the Survey allowed for multiple responses, hence the sum of all categories is over 100%.  
Source: AEC (2022).



## 3. ECONOMIC IMPACT ASSESSMENT

### 3.1 APPROACH

Economic modelling in this section estimates the economic activity supported by the Saleyard. An Input-Output model is used to examine the direct and flow-on<sup>1</sup> activity supported within the Warrnambool Local Government Area (LGA) economy. Modelling drivers used in the assessment are described in Section 3.2 and results of the modelling are presented in Section 3.3.

A description of the Input-Output modelling framework used is provided in **Appendix A**.

Input-output modelling describes economic activity by examining four types of impacts:

- **Output:** Refers to the gross value of goods and services transacted, including the costs of goods and services used in the development and provision of the final product. Output typically overstates the economic impacts as it counts all goods and services used in one stage of production as an input to later stages of production, hence counting their contribution more than once.
- **Gross product:** Refers to the value of output after deducting the cost of goods and services inputs in the production process. Gross product (e.g., Gross Regional Product) defines a true net economic contribution and is subsequently the preferred measure for assessing economic impacts.
- **Income:** Measures the level of wages and salaries paid to employees of the industry under consideration and to other industries benefiting from the project.
- **Employment:** Refers to the part-time and full-time employment positions generated by the economic stimulus, both directly and indirectly through flow-on activity, expressed in full time equivalent (FTE) positions<sup>2</sup>.

### 3.2 MODEL DRIVERS AND ASSUMPTIONS

The economic contribution of the Saleyard to the Warrnambool LGA economy is equal to the difference between the economic activity currently generated on saledays (2021-22 values have been used) and the change in economic activity that would occur if the Saleyard was not operational.

This value represents the amount the Saleyard contributes directly to the Warrnambool LGA economy that would otherwise not occur if the facility was not in operation. Flow-on impacts are then estimated using an Input-Output model.

Activity of the Saleyard delivers economic benefits to the Warrnambool economy through the following avenues:

- Capital works of the Saleyard, including new capital infrastructure works for the facility.
- Operational activities of the Saleyard, including facility operating and maintenance activity.
- Livestock agent activity, providing revenue to agents through agent fees.
- Expenditure on goods and services of people attending the saledays within the local economy, that wouldn't otherwise occur without the saleday.

The following sub-sections outline the direct activity within the Warrnambool LGA economy attributable to the Saleyard that would not be expected to occur if the Saleyard was not operational.

<sup>1</sup> Both Type I and Type II flow-on impacts have been presented in this report. Refer to Appendix A for a description of each type of flow-on impact.

<sup>2</sup> Where one FTE is equivalent to one person working full time for a period of one year.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



3.2.1 Saleyard Capital Works

In 2021-22, the Saleyard had a total capital expenditure of \$0.4 million. This included the construction of infrastructure in relation to rectification works to the Saleyards and walkways, as well as construction costs in relation to the pump and tank at the truck wash facility. This activity was modelled through the construction services sector in the Input-Output model.

3.2.2 Saleyard Operational Activity

In 2021-22, the Saleyard had a total operating turnover (revenue) of approximately \$1.2 million and operating expenditure of \$1.0 million (Warrnambool City Council, unpublished b), resulting in a gross operating surplus of \$0.2 million. In total, approximately \$0.4 million was spent on Saleyard employee remuneration in 2021-22, while expenditure on goods and services equated to \$0.5 million. Information from Council indicates the Saleyard employed approximately 4.5 FTE employees directly in 2021-22.

**Table 3.1. Model Inputs, Operational Activity**

Operational Activity	Saleyard (\$M)
Turnover	\$1.2
Operating Expenditure	\$1.0
Employee Costs	\$0.4
Expenditure on Goods and Services	\$0.5
Employees (FTE)	4.5

Note: Totals may not sum due to rounding.  
 Source: Warrnambool City Council (unpublished b, c).

The activity of the Saleyard operations was modelled through the wholesale trade industry in the Input-Output model, as this is the industry that Saleyard operations are captured within in the model. However, some adjustments were made to the industry's structure to better reflect the operating activity outlined in Table 3.1.

3.2.3 Livestock Agent Activity from Fees and Commissions

In 2021-22, the Saleyard processed approximately \$102.0 million in livestock sales (Warrnambool City Council, unpublished b). Approximately \$5.1 million of this is expected to have been retained within the regional economy through agents and other business transaction fees from the purchase and sale of livestock. This has been applied based on an agent commission of 5.0%, as is standard across most major livestock agents in Australia (Rayner Ag, 2021).

Information from Council indicates there are approximately 40 livestock agents (including assistants) that attend saledays at the Saleyard throughout the year<sup>3</sup>. The Saleyard represents a major asset that accounts for the majority of activity and sales undertaken by these agents. However, it is expected that throughout the year, some activity of agents will not be related to or facilitated by the Saleyard and should be excluded from the estimate of agent employment supported by the facility. For the purposes of this study, it has been assumed approximately 15% of agent time throughout the year will not be related to or facilitated by the Saleyard, resulting in an FTE estimate of 34 agents supported by the Saleyards each year.

<sup>3</sup> 40 livestock agents attend store sales (once per month) whilst 24 livestock agents attend prime sales (weekly). It was assumed that there are 40 livestock agents in total, some of which attend the weekly prime sales.



WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



**Table 3.2. Model Inputs, Agent Expenditure**

Agent Spend	Saleyard (\$M)
Total Livestock Trade	\$102.0
Agents Fees (% Commission)	5.0%
Agents Fees Per Annum	\$5.1
Agents (FTE)	34.0

Source: MLA (2022), Warrnambool City Council (unpublished a, c).

The activity of the agents was modelled through the wholesale trade industry in the Input-Output model, as this is the industry that agent activities are captured within in the model. However, some adjustments were made to the industry's structure to better reflect the operating activity outlined in Table 3.2.

**3.2.4 Current Visitor Spend in Warrnambool**

Information provided by Council in the form of SpendMapp data as well as consultation/ survey outcomes from conversations with businesses in close proximity to the Saleyard were used to provide contextual background to the impact on the Warrnambool economy and community if the Saleyards were to close. Modelling drivers to assess the impacts from closure used more detailed information gained from the *Warrnambool Saleyard Visitor Survey* (AEC, 2022). The following sections present the contextual findings as well as the information used in developing the driver for modelling the impact on visitor expenditure in the economy.

**Impact on Surrounding Businesses**

Council undertook intercept surveys with businesses within proximity to the Saleyard (namely along Caramut Road, Coghlan's Road and Fotheringham Street) to assist in determining the impact of a closure to the Saleyard. There are 22 businesses located in proximity to the Saleyard, which are estimated to employ a total of 320 persons. Of the 22 businesses, 8 (or 36.4%) businesses were classified as offering a core product or service that is agricultural or rural related<sup>4</sup>, while the other 14 (or 63.6%) businesses were classified as non-rural<sup>5</sup>.

Information from Council indicated that saledays at the Saleyard had a positive impact on 9 (40.9%) of the 22 businesses<sup>6</sup>, including all 8 agricultural-related businesses and a dog wash facility. Of these 9 businesses that were positively impacted, 3 businesses quantified their level of increased activity as a result of saledays to be 20%, 40%, 70%, respectively, while the other 6 businesses could not directly quantify their level of increased activity but indicated there was some level of impact.

**Table 3.3. Impact of Saleyard on Surrounding Businesses**

Business Type	Businesses	Employees	Businesses Recording Positive Impact on Saledays
Rural	8 (36.4%)	104 (32.5%)	8 (88.9%)
Non-Rural	14 (63.6%)	216 (67.5%)	1 (11.1%)
<b>Total</b>	<b>22 (100.0%)</b>	<b>320 (100.0%)</b>	<b>9 (100.0%)</b>

Source: Warrnambool City Council (unpublished d).

Whilst the above estimates have not been included in the modelling, they act as an important consideration in highlighting the value of the Saleyard to 40.9% of the surrounding business community.

**Current Spend in Warrnambool LGA**

SpendMapp data was provided by Council to provide an indication of expenditure trends in the region on saledays compared to non-saledays. According to this data, total local spend in Warrnambool LGA equated to \$921.0 million

<sup>4</sup> This included rural machinery and repair businesses, a rural and non-rural property real estate agent, livestock agent, rural merchandise and farming supplier and a steel fabricator.

<sup>5</sup> This included equipment hire, vehicle paint works, dog wash, traffic management, glass installation and repair, refrigeration services, electrician, storage sheds, transport company, water and wastewater treatment, software developer, and used car sales and servicing.

<sup>6</sup> One business (an electrical contractor) indicated that while no positive impact was experienced on saledays, their business benefitted on occasions as it undertook electrical work on the Saleyard site.

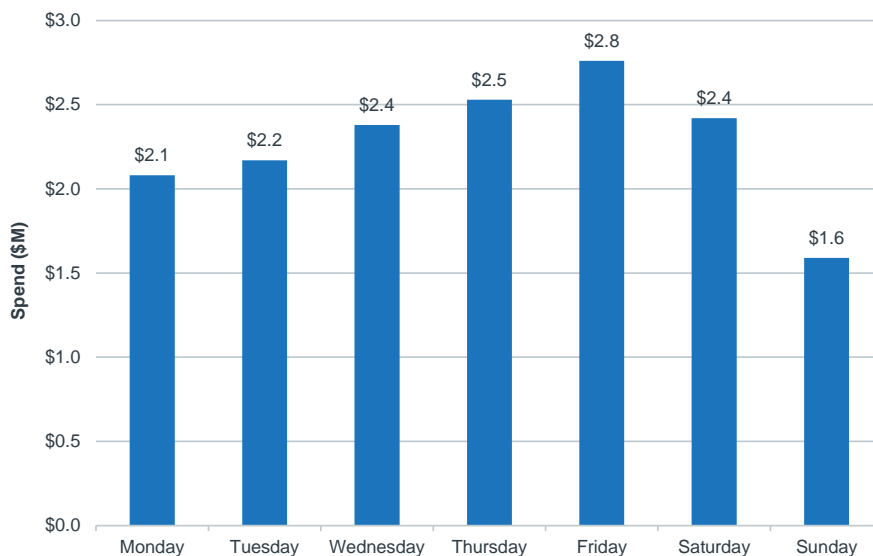
WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



in 2021-22, amounting to an increase of \$47.0 million from 2020-21 (Warrnambool City Council, unpublished e). Spend in 2021-22 was primarily channeled into grocery stores and supermarkets (\$176.0 million), dining and entertainment (\$169.0 million) and transport (\$97.0 million).

Analysis of spend by day of the week found that the highest spending day in Warrnambool LGA was Friday, coinciding with the monthly store saledays at the Saleyard. Spend on a Friday within the region totaled \$2.8 million on average. Wednesday was also a popular day for spending (coinciding with the weekly prime saledays), totaling \$2.4 million on average.

**Figure 3.1. Average Weekly Spend in Warrnambool LGA by Day of the Week**



Note: On average over a four-year period from 2018-19 to 2021-22.  
 Source: (Warrnambool City Council, unpublished e).

While the above data indicates general spending patterns, it is not possible to ascertain the direct proportion of which is generated due to the Saleyard (which the Survey does consider). As such, the data above has not been included in the modelling.

**Modelled Impact**

Information from Council indicated that the Saleyard is estimated to currently attract an average of approximately 72 attendees per weekly prime sale and 190 visitors per monthly store sale, with many of these being repeat visitors (refer Table 2.3). Economic analysis has been undertaken for this scenario.

Analysis of the *Warrnambool Saleyard Visitor Survey* (AEC, 2022) found that:

- On average, each attendee attends a sale 28 times a year, indicating there were approximately 209 individual sale attendees in 2021-22 (as outlined in section 2.2.4). This includes locals and people from outside the region.
- The average annual expenditure in the Warrnambool LGA economy of people attending saledays at the Saleyard was approximately \$14,047 per person (excluding spend at the Saleyard and Canteen). This level of expenditure is primarily attributable to spend on farm supplies, which can be expensive in nature. This includes spend by locals as well as from people visiting from outside the region.
- The average annual expenditure in the Warrnambool LGA economy of people attending saledays at the Saleyard that would be lost if the Saleyard was closed was approximately \$3,310 per person (or 23.6% of total spend). This includes spend by locals as well as from people visiting from outside the region.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



Table 3.4 provides a breakdown of the expenditure within the Warrnambool LGA economy estimated to be attributable to the Saleyard across expenditure items in the attendance scenario. The ANZSIC industry sector(s) in which the visitor expenditure was modelled through is included.

**Table 3.4. Annual Spend Due to Saleyard by Expenditure Item, 2021-22**

Sector	Per Person Spend (\$)	Total Spend (\$)	ANZSIC Sector	%
General Farm Supplies	\$1,355	\$282,917	Wholesale Trade Retail Trade	50% 50%
Farm Equipment Purchases	\$258	\$53,783	Wholesale Trade	100%
Food and Beverages from Cafes	\$833	\$173,835	Food and Beverage Services	100%
Transport	\$13	\$2,620	Road Transport	100%
Fuel	\$459	\$95,871	Retail Trade	100%
Entertainment	\$6	\$1,333	Gambling Motion Picture and Sound Recording Heritage, Creative and Performing Arts Sports and Recreation	25% 25% 25% 25%
Personal Goods/Services	\$326	\$67,977	Retail Trade Personal Services	75% 25%
Other Expenditure	\$60	\$12,506	Retail Trade Wholesale Trade Personal Services	50% 25% 25%
<b>Total</b>	<b>\$3,310</b>	<b>\$690,843</b>	-	-

Note: Totals may not sum due to rounding.  
 Source: AEC (2022).

### 3.3 MODELLING RESULTS

The economic contribution of the Saleyard to the Warrnambool LGA economy in 2021-22 is presented in Table 3.5, including the economic contribution from Saleyard capital works, Saleyard operational activity, agent activity and visitor expenditure that wouldn't otherwise occur in Warrnambool LGA without the Saleyard.

The Saleyard is estimated to have directly contributed industry output of around \$7.4 million in 2021-22, including:

- \$0.4 million through capital works on the Saleyard.
- \$1.2 million through operation of the Saleyard.
- \$5.1 million through agent activity.
- \$0.7 million through expenditure by visitors to the Saleyard in the regional economy that would otherwise not be expected to occur without the facility.

This activity is estimated to have directly supported around 44.2 FTE jobs and income of \$2.6 million.

Economic modelling indicates this level of direct activity supported \$10.4 million in total industry output for Warrnambool businesses in 2021-22 (including direct and flow-on activity) and contributed \$5.4 million in total Gross Regional Product (GRP) to the Warrnambool LGA economy. Approximately 56.0 FTE jobs were supported in 2021-22 (including both direct and flow-on activity), paying around \$3.6 million in wages and salaries.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



**Table 3.5. Economic Contribution of the Saleyard to Warrnambool LGA Economy, 2021-22**

Impact	Output (\$M)	Gross Regional Product (\$M)	Incomes (\$M)	Employment (FTEs)
<b>Capital Works</b>				
Initial Stimulus in Local Economy	\$0.4	\$0.1	\$0.1	1.1
Direct Requirements (First Round Type I) Impacts	\$0.1	\$0.0	\$0.0	0.3
Industry Support (Subsequent Round Type I) Impacts	\$0.0	\$0.0	\$0.0	0.1
Household Consumption (Type II) Impacts	\$0.1	\$0.1	\$0.0	0.4
<b>Total</b>	<b>\$0.6</b>	<b>\$0.2</b>	<b>\$0.2</b>	<b>1.9</b>
<b>Operational Activity</b>				
Initial Stimulus in Local Economy	\$1.2	\$0.7	\$0.4	4.5
Direct Requirements (First Round Type I) Impacts	\$0.1	\$0.1	\$0.0	0.5
Industry Support (Subsequent Round Type I) Impacts	\$0.0	\$0.0	\$0.0	0.1
Household Consumption (Type II) Impacts	\$0.3	\$0.1	\$0.1	1.1
<b>Total</b>	<b>\$1.6</b>	<b>\$0.9</b>	<b>\$0.6</b>	<b>6.1</b>
<b>Agent Activity</b>				
Initial Stimulus in Local Economy	\$5.1	\$2.6	\$1.8	34.0
Direct Requirements (First Round Type I) Impacts	\$0.7	\$0.3	\$0.2	2.4
Industry Support (Subsequent Round Type I) Impacts	\$0.2	\$0.1	\$0.1	0.6
Household Consumption (Type II) Impacts	\$1.2	\$0.7	\$0.4	5.2
<b>Total</b>	<b>\$7.2</b>	<b>\$3.7</b>	<b>\$2.5</b>	<b>42.1</b>
<b>Visitor Expenditure</b>				
Initial Stimulus in Local Economy	\$0.7	\$0.4	\$0.3	4.6
Direct Requirements (First Round Type I) Impacts	\$0.1	\$0.0	\$0.0	0.3
Industry Support (Subsequent Round Type I) Impacts	\$0.0	\$0.0	\$0.0	0.1
Household Consumption (Type II) Impacts	\$0.2	\$0.1	\$0.1	0.8
<b>Total</b>	<b>\$1.0</b>	<b>\$0.5</b>	<b>\$0.4</b>	<b>5.8</b>
<b>Combined Impact</b>				
Initial Stimulus in Local Economy	\$7.4	\$3.8	\$2.6	44.2
Direct Requirements (First Round Type I) Impacts	\$1.0	\$0.5	\$0.3	3.5
Industry Support (Subsequent Round Type I) Impacts	\$0.3	\$0.1	\$0.1	0.9
Household Consumption (Type II) Impacts	\$1.7	\$1.0	\$0.6	7.4
<b>Total Impacts in Local Economy</b>	<b>\$10.4</b>	<b>\$5.4</b>	<b>\$3.6</b>	<b>56.0</b>

Note: Totals may not sum due to rounding.

Source: ABS (2012), ABS (2017), ABS (2021 a, b), ABS (2022 a), AEC (2022), MLA (2022), Warrnambool City Council (unpublished a, b, c).

According to the previous economic impact assessment completed for the Saleyard by AEC in 2008, economic modelling indicated the indicative combined loss to the Warrnambool LGA economy if the Saleyard were to close and make way for a new centralised and privately owned facility was \$13.7 million in gross output (including direct and indirect activity). This indicates the current level of economic activity generated by the Saleyard in 2021-22 is 75.9% of that generated in 2007-08. In addition, the level of throughput at the Saleyard in 2021-22 is 49.0% of that generated in 2007-08.

It should be noted that the Input-Output model applied to the current economic impact assessment has been updated since the 2007-08 assessment was undertaken and reflects a more current approach. As such, modelling outcomes of each of the reports should not be directly compared in detail.

### 3.4 OTHER SOCIO-ECONOMIC IMPACTS

The Saleyard has a direct and quantifiable economic impact (as examined in Section 3.3). However, it also contributes towards significant social outcomes for the local area. The *Warrnambool Saleyard Visitor Survey* (AEC, 2022) included a question regarding the impacts that would result from the closure of the Saleyard. Responses were largely negative, though some responses indicating there would be a positive change or no change were also

## WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



provided. The following section provides an overview of the negative and positive implications from closure of the saleyard that is not quantifiable as part of the economic assessment in Section 3.3.

### 3.4.1 Negative Implications From Closure

Negative implications from the closure of the Saleyard arises from losing a number of benefits the Saleyard currently offers. Key benefits delivered by these factors are outlined below, representing what would be lost to some degree if the Saleyard were to close.

#### **Community Pride**

Over the years, saleyards have gained an important place within the local communities in which they were established, with many towns and villages operating their own set of saleyards, particularly in rural areas. Often located in the middle of town, saleyards offered farmers an opportunity to socialise, do the shopping and meet with friends and relatives (DAFF, 2007). Saleyards provide an opportunity for increased community participation and engagement, as well as a stronger sense of community pride for those involved and working there, particularly where the saleyards are a regional or state market leader. As such, saleyards continue to hold an important place within the community for local and visiting farmers, agents, and facility employees.

#### **Mental Health**

People living in rural and remote communities of Victoria are considerably more likely than Greater Melbourne residents to commit suicide, with an average rate of 14.4 per 100,000 versus 8.7 per 100,000, respectively in 2021 (ABS, 2022). There have been a number of reasons linked to this inflated rate of suicide in regional areas, including:

- Economic prosperity being dependent on external factors such as weather and market forces.
- Shortage in accessible health care providers.
- Social isolation and limited opportunities for interaction is also a factor, owing to lack of public transport, poor communications networks, and remoteness.

Farmers in financial distress tend to isolate themselves, shifting away from their social connections with the community. Saleyards are a working location for farmers; however, they also provide an opportunity to maintain connections with other people in the community, reducing the harmful effects of self-isolation.

#### **Social and Networking Needs**

Saleyards provide an opportunity for all stakeholders (vendors, stock transporters, agents, and buyers) to socialise and network in an environment that they are all comfortable in. Some examples of the social opportunities that saleyards provide include:

- Farmers bringing along their children and grandchildren to teach them about how the saleyard system works for educational purposes.
- Sellers and their families coming into town on auction days and combining stock sales with socialising, shopping, and eating out.
- Opportunity for farmers to discuss business and share knowledge.

#### **Satisfaction from Employment**

The presence of a saleyard provides direct employment at the facility and induced indirect employment within businesses in the community as a result of increased people traffic. Employment can contribute to a sense of identity and self-worth and have positive impacts on health and wellbeing. If this employment is lost in the region, agents may relocate, and the region will see a population decline.

#### **Provision of a Market for Calves**

The nearby selling centre in Mortlake does not currently allow for sale of calves. If the Saleyard located in Warrnambool was to close, sellers will have to travel long distances to sell calves, which has both financial and animal welfare implications.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



**Competition for Livestock**

The presence of a greater number of saleyards in a given geographical area provides a greater level of competition for livestock, leading to decreased fees for farmers.

**Localised Travel**

The presence of a saleyard in a local region eliminates the need for visitors to travel further distances to access the Saleyard and participate in livestock sales. This reduces the financial and mental burden on visitors with regard to travel expenses such as vehicle operating costs and increased travel time. An increased distance of travel also impacts the level of stress placed on animals as they are transported to the Saleyard.

**Agricultural Knowledge Among Youth**

The presence of a saleyard promotes opportunities for visitors to bring their families and children along to saledays, resulting in learning and development opportunities for young people to become familiar with agricultural practices. Closure of the Saleyard would result in fewer opportunities for the youth to capture this knowledge, resulting in a loss of knowledge capital within the region.

**Access to Infrastructure/ Services**

The Saleyard currently provides access to a truck wash facility, assisting livestock transporters with maintaining the cleanliness of their vehicles. Closure of the Saleyard would reduce the ease of access to such a facility for visitors of the Saleyard, resulting in potentially lower animal welfare and general amenity of these vehicles for the operators that use them.

**3.4.2 Positive Implications From Closure**

Whilst minimal, there were some positive implications raised by survey respondents associated with the closure of the Saleyard.

**Value-Add of Land**

The land upon which the Saleyard currently operates has the potential to be utilised for more value-adding economic activity if the Saleyard were to close, which could generate additional economic activity within the region.

**Improved Animal Welfare**

Animal welfare benefits arise from the yards being maintained to best practice and appropriate management and handling of the livestock. Currently, capital upgrades are required to at the Saleyard, with concrete flooring damages making some cattle unwell. As a result, there may be improved animal welfare if other saleyards were used. However, this only remains true if the Saleyard remains open and no further investment is made. Enhanced animal welfare would result in greater satisfaction/ happiness of visitors and maintain a positive industry image.

**Efficient Allocation of Public Funds**

As the Saleyard is an asset owned by the Warrnambool City Council, any investment in the facility would be funded via the ratepayers of Warrnambool LGA residents. There is the potential that, rather than for potential future upgrades of the Saleyard, these funds could be better allocated elsewhere.

**Fewer Trucks on Local Roads**

Large and heavy vehicles such as B-Double trucks are required to transport livestock, resulting in an increased number of trucks being present on local roads within the vicinity of the Saleyard. Closure of the Saleyard would reduce the frequency of trucks and other heavy vehicles entering local roads within the region, leading to lower levels of congestion, carbon emissions within the region, degradation of roads, and noise for nearby residents.

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## 4. KEY FINDINGS

---

Key findings of the economic impact assessment of the Saleyard are provided below:

- **Declining operational activity since 1995-96:** The Saleyard has historically been an important livestock selling centre for the broader region, with regional significance in south-west Victoria. However, over the years since 1995-96, activity within the Saleyard has been on a gradual decline. The decline has resulted from changes in the industry, including the shrinking herd, online auctions, and centralisation of farms. The development of the new Western Victoria Livestock Exchange in Mortlake in 2018 has also significantly increased competition for throughput in Victoria's west. Notably, during the opening year of operation of the new privately owned saleyard, the Saleyard located in Warrnambool recorded a 24.0% decline in throughput.
- **Historical economic contribution:** The Saleyard was once a significant enabler in Warrnambool's primary production supply chain, contributing directly and indirectly to the local, regional, and state economy and drawing regional, state and interstate traders. When evaluated by AEC in 2008, the indicative combined loss to the Warrnambool LGA economy if the Saleyard were to close and make way for a new centralised and privately owned facility was \$13.7 million in gross output.
- **Current economic contribution:** Having declined significantly in throughput since the previous study, the Saleyard currently contributes \$10.4 million in business revenues for the Warrnambool LGA, generating \$5.4 million in GRP and supporting 56.0 FTEs, which pay \$3.6 million in wages and salaries in 2021-22 (directly and indirectly). The main contributor to this activity is agent commissions (comprising 68.6% of the impact, followed by operating activity (15.6%), visitor expenditure, (9.5%) and capital works (6.2%). The economic activity supported by the Saleyard in 2021-22 represents 75.9% of activity supported by the Saleyard in 2007-08. For relativity, jobs supported by the Saleyard represents 0.31% of total jobs in Warrnambool LGA and GRP supported represents 0.22% of total GRP in the LGA (AEC unpublished a, b).
- **Businesses that would be impacted by closure:** A survey undertaken by Council found that of 22 businesses located in direct proximity to the Saleyard, 8 of which classified as rural, all 8 business experience a positive impact on business activity on saledays. Businesses within proximity to the Saleyard offering a core product or service that is agricultural or rural related would be most impacted by the closure of the Saleyard. In addition, Saleyard visitors indicated that all businesses located within the broader Warrnambool economy would be impacted by the decreased level of economic activity.
- **Other negative implications of closure:** If the Saleyard was to close, the community would lose a number of benefits which the Saleyard generates, including community pride, mental health, social and networking needs, satisfaction from employment, provision of a market for calves, competition for livestock, localised travel, agricultural knowledge among youth and access to infrastructure/ services.
- **Other positive implications of closure:** If the Saleyard was to close, the community could receive some positive implications such as using the land for higher value adding activity, increasing animal welfare (as the animal will be sold from a facility which holds best practise standards), more efficient allocation of public funds and fewer trucks being present on local roads.



WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## REFERENCES

---

- ABC (2021). *Farmers flock online as AuctionsPlus hits record \$2.35b selling cattle, sheep, machinery, camels and more*. Retrieved from <https://www.abc.net.au/news/2021-07-24/record-livestock-and-machinery-sales-online-via-auctionsplus/100316818>. Accessed: 26 October. 2022.
- ABS (2012). *Census of Population and Housing 2011 – Employment by Place of Work*. Cat. No. 2068.0. Australian Bureau of Statistics, Canberra.
- ABS (2017). *Census of Population and Housing, 2016*. Cat no. 2071.0. Australian Bureau of Statistics, Canberra
- ABS (2021 a). *Australian National Accounts: Input-Output Tables – Electronic Publication, 2018-19 tables*. Cat. No. 5209.0.55.001, Australian Bureau of Statistics, Canberra.
- ABS (2021 b). *Labour Force, Australia, Detailed, Quarterly*. Cat. No. 6291.0.55.003, Australian Bureau of Statistics, Canberra.
- ABS (2022 a). *Wage Price Index, Australia*. Cat. No. 6345.0, Australian Bureau of Statistics, Canberra.
- ABS (2022 b). *Causes of Death, Australia, 2021*. Cat. No. 3303.0. Australian Bureau of Statistics, Canberra.
- AEC (2022). *Warrnambool Saleyard Visitor Survey*. AEC, Brisbane.
- AEC (unpublished a). *Gross Regional Product Model 2020-21*. AEC Group, Brisbane.
- AEC (unpublished b). *Employment Estimates Model 2020-21*. AEC Group, Brisbane.
- DAFF (2007). *A Review and Analysis of Saleyard Marketing in Australia*. Hassall & Associates Pty Ltd (on behalf of the Department of Agriculture, Fisheries, & Forestry).
- DoESE (2021). *Small Area Labour Market Data*. Department of Education, Skills and Employment, Canberra.
- Flegg, A.T., Lamonica, G.R., Chelli, F.M., Recchioni, M.C. and Tohmo, T. (2021). *A new approach to modelling the input-output structure of regional economies using non-survey methods*. *Journal of Economic Structures*, 2021, 10:12.
- MLA (2022). *Statistics Database*. Retrieved from <http://statistics.mla.com.au/Report/List>. Accessed: 26 October. 2022.
- Rayner Ag (2021). *Selling cattle - are you looking at the costs as well?* Retrieved from <https://www.raynerag.com.au/blog/selling-cattle-are-you-looking-at-the-costs-as-well>. Accessed: 26 October. 2022.
- The Standard (2022). *Leongatha, Wodonga, Mortlake Top List for The Most Cattle Sold*. Retrieved from: <https://www.standard.net.au/story/7641479/find-out-which-victoria-saleyards-are-selling-the-most-cattle/>. Accessed: 26 October. 2022.
- Warrnambool City Council (unpublished a). *Warrnambool Saleyards Throughput*. Data provided by Council.
- Warrnambool City Council (unpublished b). *Warrnambool Saleyards Financials*. Data provided by Council.
- Warrnambool City Council (unpublished c). *Warrnambool Saleyards Staff and Visitation*. Data provided by Council.
- Warrnambool City Council (unpublished d). *Warrnambool Saleyards Impact on Surrounding Businesses*. Data provided by Council.
- Warrnambool City Council (unpublished e). *Spend in Warrnambool LGA*. Data provided by Council.
- Warrnambool City Council (2022). *Council seeks community feedback on saleyards*. Retrieved from <https://www.warrnambool.vic.gov.au/council-seeks-community-feedback-saleyards>. Accessed: 26 October. 2022.





## APPENDIX A: INPUT-OUTPUT METHODOLOGY

---

### INPUT-OUTPUT MODEL OVERVIEW

Input-Output analysis demonstrates inter-industry relationships in an economy, depicting how the output of one industry is purchased by other industries, households, the government and external parties (i.e. exports), as well as expenditure on other factors of production such as labour, capital and imports. Input-Output analysis shows the direct and indirect (flow-on) effects of one sector on other sectors and the general economy. As such, Input-Output modelling can be used to demonstrate the economic contribution of a sector on the overall economy and how much the economy relies on this sector or to examine a change in final demand of any one sector and the resultant change in activity of its supporting sectors.

The economic contribution can be traced through the economic system via:

- **Initial stimulus (direct) impacts**, which represent the economic activity of the industry directly experiencing the stimulus.
- **Flow-on impacts**, which are disaggregated to:
  - **Production induced effects (type I flow-on)**, which comprise the effects from:
    - Direct expenditure on goods and services by the industry experiencing the stimulus (direct suppliers to the industry), known as the first round or direct requirements effects.
    - The second and subsequent round effects of increased purchases by suppliers in response to increased sales, known as the industry support effects.
  - **Household consumption effects (type II flow-on)**, which represent the consumption induced activity from additional household expenditure on goods and services resulting from additional wages and salaries being paid within the economic system.

These effects can be identified through the examination of four types of impacts:

- **Output:** Refers to the gross value of goods and services transacted, including the costs of goods and services used in the development and provision of the final product. Output typically overstates the economic impacts as it counts all goods and services used in one stage of production as an input to later stages of production, hence counting their contribution more than once.
- **Gross product:** Refers to the value of output after deducting the cost of goods and services inputs in the production process. Gross product (e.g., Gross Regional Product) defines a true net economic contribution and is subsequently the preferred measure for assessing economic impacts.
- **Income:** Measures the level of wages and salaries paid to employees of the industry under consideration and to other industries benefiting from the project.
- **Employment:** Refers to the part-time and full-time employment positions generated by the economic shock, both directly and indirectly through flow-on activity, and is expressed in terms of full time equivalent (FTE) positions.

Input-Output multipliers can be derived from open (Type I) Input-Output models or closed (Type II) models. Open models show the direct effects of spending in a particular industry as well as the indirect or flow-on (industrial support) effects of additional activities undertaken by industries increasing their activity in response to the direct spending.

Closed models re-circulate the labour income earned as a result of the initial spending through other industry and commodity groups to estimate consumption induced effects (or impacts from increased household consumption).

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



## MODEL DEVELOPMENT

Multipliers used in this assessment are derived from sub-regional transaction tables developed specifically for this project. The process of developing a sub-regional transaction table involves developing regional estimates of gross production and purchasing patterns based on a parent table, in this case, the 2018-19 Australian transaction table (ABS, 2021a).

Estimates of gross production (by industry) in the study areas were developed based on the percent contribution to employment (by place of work) of the study areas to the Australian economy (ABS, 2012; ABS, 2017; ABS, 2021b; DoESE, 2021), and applied to Australian gross output identified in the 2018-19 Australian table.

Industry purchasing patterns within the study area were estimated using a Flegg Location Quotient approach, as described in Flegg *et al.* (2021), with a fixed degree of convexity applied to the regional size scalar. Regional final demand estimates (except exports) developed based on the regional inter-industry sales estimated using the Flegg Location Quotient relative to national inter-industry sales and final demand estimates for each industry (noting regional exports are assumed to reflect the remainder of total uses).

Employment estimates were rebased from 2018-19 (as used in the Australian national Input-Output transaction tables) to current year values using the Wage Price Index (ABS, 2022 a).

## MODELLING ASSUMPTIONS

The key assumptions and limitations of Input-Output analysis include:

- **Lack of supply-side constraints:** The most significant limitation of economic impact analysis using Input-Output multipliers is the implicit assumption that the economy has no supply-side constraints so the supply of each good is perfectly elastic. That is, it is assumed that extra output can be produced in one area without taking resources away from other activities, thus overstating economic impacts. The actual impact is likely to be dependent on the extent to which the economy is operating at or near capacity.
- **Fixed prices:** Constraints on the availability of inputs, such as skilled labour, require prices to act as a rationing device. In assessments using Input-Output multipliers, where factors of production are assumed to be limitless, this rationing response is assumed not to occur. The system is in equilibrium at given prices, and prices are assumed to be unaffected by policy and any crowding out effects are not captured. This is not the case in an economic system subject to external influences.
- **Fixed ratios for intermediate inputs and production (linear production function):** Economic impact analysis using Input-Output multipliers implicitly assumes that there is a fixed input structure in each industry and fixed ratios for production. That is, the input function is generally assumed linear and homogenous of degree one (which implies constant returns to scale and no substitution between inputs). As such, impact analysis using Input-Output multipliers can be seen to describe average effects, not marginal effects. For example, increased demand for a product is assumed to imply an equal increase in production for that product. In reality, however, it may be more efficient to increase imports or divert some exports to local consumption rather than increasing local production by the full amount. Further, it is assumed each commodity (or group of commodities) is supplied by a single industry or sector of production. This implies there is only one method used to produce each commodity and that each sector has only one primary output.
- **No allowance for economies of scope:** The total effect of carrying on several types of production is the sum of the separate effects. This rules out external economies and diseconomies and is known simply as the "additivity assumption". This generally does not reflect real world operations.
- **No allowance for purchasers' marginal responses to change:** Economic impact analysis using multipliers assumes that households consume goods and services in exact proportions to their initial budget shares. For example, the household budget share of some goods might increase as household income increases. This equally applies to industrial consumption of intermediate inputs and factors of production.
- **Absence of budget constraints:** Assessments of economic impacts using multipliers that consider consumption induced effects (type two multipliers) implicitly assume that household and government consumption is not subject to budget constraints.

#### WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



Despite these limitations, Input-Output techniques provide a solid approach for taking account of the inter-relationships between the various sectors of the economy in the short-term and provide useful insight into the quantum of final demand for goods and services, both directly and indirectly, likely to be generated by a project.

In addition to the general limitations of Input-Output analysis, there are three other factors that need to be considered when assessing the outputs of sub-regional transaction table developed using the above approach, namely:

- It is assumed the sub-region has similar technology and demand/ consumption patterns as the parent (Australia) table (e.g., the ratio of employee compensation to employees for each industry is held constant).
- Intra-regional cross-industry purchasing patterns for a given sector vary from the national tables depending on the prominence of the sector in the regional economy compared to its input sectors. Typically, sectors that are more prominent in the region (compared to the national economy) will be assessed as purchasing a higher proportion of imports from input sectors than at the national level, and vice versa.
- The size of the regional economy is assumed to have an inverse relationship with the requirement to import goods/ services to meet its needs (i.e., the smaller the economy, in general the greater the reliance on imports).

WARRNAMBOOL SALEYARD ECONOMIC IMPACT ASSESSMENT



THIS PAGE INTENTIONALLY LEFT BLANK

**BRISBANE**

Level 5, 131 Leichhardt Street  
Spring Hill QLD 4000  
Australia  
T: +61 (0)7 3831 0577

**TOWNSVILLE**

233 Flinders Street East  
Townsville QLD 4810  
Australia  
T: +61 (0)7 4771 5550

**SYDNEY**

Level 14, 25 Bligh Street,  
Sydney NSW 2000  
Australia  
T: +61 (0) 2 9283 8400

**AFFILIATED OFFICES:**

**BANGKOK**

2024/129-130 Sukhumvit 50  
Prakanong Klongtoey,  
Bangkok, Thailand 10260  
T: +66 2 107 0189

**DARWIN**

Level 1, 48-50 Smith Street  
Darwin NT 0800  
Australia  
T: 1300 799 343

**MELBOURNE**

Level 13, 200 Queen Street  
Melbourne VIC 3000  
Australia  
T: +61 (0)3 8648 6586

**PERTH**

Level 2, 580 Hay Street  
Perth WA 6000  
Australia  
T: +61 (0) 8 6555 4940

**SHANGHAI**

Level 35, 1st Building,  
700 Liquan Road, Putuo District,  
Shanghai, China 200333  
T: +8618 516293312


[aecgroup.com](http://aecgroup.com)

OUTCOME DRIVEN





- Completed
- Progressing
- On Hold
- Not Progressing
- Not Completed
- Withdrawn






# Warrnambool City Council Activities & Initiatives

## Q1, 2022/2023

**GOAL 1: A HEALTHY COMMUNITY:** We will be a healthy, inclusive, and thriving community with equitable access to services, cultural opportunities and recreational activities.

**Objective 1: WELCOMING & INCLUSIVE CITY:** Warrnambool will be a city that is more welcoming to all and fosters diversity.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.1.1	Review the Customer Service Charter to ensure it meets the needs and expectations of Council customers.	Manager Communications	25%		The Customer Service Charter is being reviewed and is going through a range of assessments including a Gender Impact Assessment as required under the Gender Equality Act 2020.
1.1.2	Develop and implement a range of Council activities and events to encourage participation from diverse groups within our community.	Service Manager Healthy Engaged Communities	25%		<p>The Healthy Engaged Communities (HEC) unit has delivered training to Council volunteers and organisations with volunteers through the Volunteer Connect program. The Program focuses on being more inclusive of diverse groups in our community with the Welcoming Volunteers with a Disability; and the Aboriginal Cultural Safety Program which enables Foundational skills to implement cultural safety into practice.</p> <p>HEC team have been representing Council on reference committees including the Take A Step Forward LGBTQIQA+ inclusion and diversity conference, and the Women with Disabilities Victoria (WDV) Enabling Leadership program. The reference committee roles enable expertise and advice from leaders in the community who currently support these diverse groups opportunity to input to how these events and programs could be delivered using best practice methodologies and identifying areas for improvement.</p> <p>The Archie Graham Community Centre and West Warrnambool Neighbourhood House hosted a very successful "This Girl Can" campaign in September. The campaign aims to inspire women's participation in physical activity however, wherever and whenever they choose, without being judged. Activities included Graceful Girls Ballet, 4 different types of yoga sessions, kanga training for mums with bubs and Mums and Nan's boot camp.</p>
1.1.3	Increase access to participation for all abilities and raise awareness of the community regarding the needs of people with a disability.	Service Manager Healthy Engaged Communities	25%		Council is currently trialing a new trike program for people with a degenerative neurological condition to ensure people with disabilities can actively participate in a wider social riders' group. Other riders who have visual impairments have also joined the cycling group (facilitated through





## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					<p>the Archie Graham Community Centre Community programs). Capacity building of the regular riders was conducted to enable the participation of people with disabilities. The regular riders have embraced this role with gusto, surrounding the visually impaired participants when riding on the road to ensure safety and comfort.</p> <p>They hydrotherapy pool located at Archie Graham supports rehabilitation needs for all community members requiring recovery from injury and surgery as well as supporting those with physical disabilities in their ongoing treatment and therapeutic needs and provides respite and reprieve for those facing mental health challenges and trauma.</p>
1.1.4	Engage with community to ensure that a diversity of voices are informing Council policies, strategies, programs, and services.	Manager Community Policy & Planning	25%		Using IAP2 principles, Council continues to engage with the community to inform Council policies, strategies, programs and services. Major consultations during the quarter were the Warrnambool Business Survey, Draft Albert Park Re-vegetation Plan and extensive engagement with the community on the Future of the Warrnambool Saleyards.
1.1.5	Develop and implement programs to improve community connections and reduce social isolation.	Manager Community Policy & Planning	25%		Council continues to implement the Social Prescription program. Funded by the WestVIC Public Health Network, the program works collaboratively with medical, allied health and community organisations that refer individuals who require support in improving community connections and reducing social isolation. During the quarter, Council officers met with and provided services to 44 individuals who required assistance with accessing support to be linked with a range of services and programs in the community.
1.1.6	Provide library programs and collections that facilitate inclusion, understanding and acceptance of diversity.	Service Manager - Library & Learning Hub	50%		Library staff are proactive in inclusion, understanding and acceptance of diversity, welcoming people of all ages and background into the library spaces. The library partners with community organisations to deliver a more diverse program of events. Collections have been boosted with material that is more targeted in areas of inclusion and diversity, bi-lingual picture story books, English language support collection and representation of LGBTQIA+ community throughout fiction and non-fiction collections.
1.1.7	Develop and implement programs and activities that improve community engagement and social	West Warrnambool Neighbourhood	25%		West Warrnambool Neighbourhood House continues to organise programs and services for community members to improve social








# Warrnambool City Council Activities & Initiatives

## Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	connection through West Warrnambool Neighbourhood House.	House Coordinator			connection. A range of programs activities were delivered.

**Objective 2: ABORIGINAL COMMUNITIES: Council will pursue improved partnerships and meaningful engagement with Aboriginal people to grow opportunities and better outcomes for Aboriginal people.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.2.1	Develop and deliver programs and services in collaboration with Aboriginal people that support inclusiveness, culture and reconciliation.	Manager Community Policy & Planning	25%		Council supported the First Nations community organisations in the delivery of a NAIDOC Week event "Get Up! Stand Up! Show Up! 5km Community Event at Lake Pertobe on 10 July 2022. This support was provided in collaboration with South West Healthcare and Worn Gundidj. Council also continues to provide support through regular engagement with the First Nations community and the Wata Waetnanda group to promote reconciliation. On 21 September 2022, Council organised an Aboriginal Cultural Safety training for Volunteers and Council staff members. This training was facilitated by the Victorian Aboriginal Community Controlled Health Organisation (VACCHO). 20 participants attended the training.
1.2.2	Facilitate and encourage collaborative relationships with Aboriginal and Community Controlled Organisations (ACCOs) to address key barriers to access children's and family services and build a stronger cultural connection.	Manager Children & Family Services	30%		Terms of reference recently reviewed through the Aboriginal Maternal Child Health, appointed of a new cultural care coordinator through Gunditjmarara to support families accessing Maternal Child Health programs in the city has occurred. Reconciliation Plans have been established with the support of the indigenous community members and elders within early years services. Services have under gone a cultural safe audit. Early Years leadership group have met with the Warrnambool City Council Aboriginal Liaison officer for additional support. The early years team are also members of the Koori Early Years working group working on the outcomes and actions of the Marrung - Aboriginal Education Plan.
1.2.3	Increase participation of Aboriginal families in early years services, with a focus on maternal and child health and kindergarten services.	Manager Children & Family Services	20%		Through the Aboriginal Maternal Child Health Project and the Early Years Out Reach Project engagement and enrolments of children have increased in 2023 from 16 in 2022 to 25. The project has allowed for stronger engagement with families and Koori Education Support Officers within the Department of Education. The Early Years Outreach worker funding ceased in September alternative options are being assessed to ensure the engagement and results can be maintained.




## Warrnambool City Council


### Activities & Initiatives

# Q1,

# 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.2.4	Increase community awareness of, and promote, Aboriginal heritage, culture and sites of significance.	Manager Community Policy & Planning	25%		Council continues to participate in the Wata Waetnanda meetings. Wata Waetnanda is a Peek Whurrong term and means "Come Together". The group brings together a number of organisations in the municipality to work together with the community to organise events, promote Aboriginal heritage, culture and sites of significance. Wata Waetnanda has recently compiled information around such collaboration in an induction pack (attached). Council is in consultation with the Eastern Maar Aboriginal Corporation on the construction of the Gathering Place and signage around Lake Pertobe. Discussions are also ongoing on cultural signage and graphics for a range of infrastructure elements.

**Objective 3: HEALTH & WELLBEING: Council will take action to improve health, wellbeing and safety outcomes for Warrnambool's community.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.3.1	Implement the Municipal Health and Wellbeing Plan 2021-25 and review as necessary.	Manager Community Policy & Planning	25%		<p>A range of activities and initiatives are being undertaken to implement the Healthy Warrnambool Plan 2021-25. Council is implementing different VicHealth modules around creating connected and supportive communities, building active communities, building better food systems for healthier communities, increasing alcohol harm prevention at a local level and promoting everyday creativity at a local level.</p> <p>Key highlights from the quarter included the launch of the baseline survey for the "Drink Responsibly?" campaign through the Local Drug Action Team, which is led by Council with funding support from the Alcohol and Drug Foundation. Council continues to implement the Vic Kids Eat Well and the Victorian Achievement Programs through the Early Years services and programs.</p> <p>Council is collaborating actively with schools to promote walking and cycling and also educating the community on pedestrian safety.</p> <p>The Green Futures Now project was launched during the quarter which works with young people to build their leadership in addressing environmental concerns.</p> <p>Council is also implementing the social prescriptions program in collaboration with number of medical and allied health services in the municipality.</p>



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.3.2	Achieve compliance with the Child Information Sharing and Family Violence Information Sharing reforms as directed by peak bodies.	Service Manager Early Years Learning & Development	25%		Review of service operational policies is underway to ensure the Child Information Sharing (CISS) and Family Violence Information Sharing (FVISS) legislation and reform is incorporated in to practice. Continued collaboration between early years services to achieve the best outcomes for children attending WCC services.
1.3.3	Improve children and families' health and wellbeing through attainment of targets set by the Healthy Achievement Program.	Service Manager Early Years Learning & Development	25%		City Kindergarten, Florence Collins Children's Services Complex and Lions Hopkins Kindergarten have all successfully achieved the Physical Activity benchmark.  All 13 services continue to work towards achieving the 6 benchmarks within the achievement program with all services having achieved Healthy Eating and Sun smart benchmarks.
1.3.4	Develop and implement an Aquatic Strategy, including a new business model for AquaZone, to guide the improvement and strategic use of facilities to increase community participation in physical activity.	Aquazone Service Manager	20%		New staffing structure has been implemented. Opportunities to increase the effective use of spaces are underway. New Swim and Survive program has been implemented successfully and Learn To Swim numbers currently exceed 1000 enrolled students.
1.3.5	Develop an AquaZone fitness and program that supports and encourages wellbeing and water safety.	Aquazone Service Manager	25%		Current activities are seeing an increase in projected attendances compared to last year with facility attendances sitting at 1.2 visits per head at the end of the first quarter. Marketing initiatives are under way and review of regular programming is showing increased engagement by the community.
1.3.6	Establish a plan to assist gymnastics to move to a sustainable business model.	Manager Recreation & Culture	25%		Identification of possible options has commenced with a completion date of Quarter 2 2022.
1.3.7	Increase community participation in active recreation.	Manager Recreation & Culture	25%		The return to participation in organised sport since pandemic restrictions has been steady. The Warrnambool Stadium is back in full swing. Court usage for Q1 was 2143 hours, an increase of 25% on the year prior to the pandemic.  The hosting of the City's first ever AFLW match attracted over 5000 spectators and provided inspiration to many young females as well as a great day out for families.  Aquazone memberships are being reactivated steadily. Over 1000 children are participating in Learn to Swim classes. This is approx. 86% occupancy. Group Fitness is at 43% occupancy on a weekly basis.

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

6



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.3.8	Develop systems and policies that maximise the use of the Warrnambool Stadium.	Service Manager Warrnambool Stadium	50%		<p>The Basketball and Netball associations have commenced user group licenses with remaining 4 resident sports associations to finalise licenses in the next few months. These standardised licenses give the resident sports associations fair and equitable access to the facilities they need to operate their sports activities at the Stadium.</p> <p>Council will be using a new custom facility booking and management system for the Warrnambool Stadium aimed at improving engagement and access for hirers and resident sports associations. The new system is scheduled for implementation early in 2023.</p>
1.3.9	Increase connection with children up to aged 4 through outreach Maternal and Child Health Key Age Stage visits to early years services.	Service Manager Early Years Intervention & Support	10%		<p>The new outreach model is in planning phase, procedures of how it will work and the logistics is being worked through, education is occurring for staff in the early years space to understand the benefits of the changed model and the role they will play to ensure its success. The model allows for working families to receive and maintain their children's key age stage visits within Maternal Child Health through the service visiting the children already engaged within our early years services.</p>
1.3.10	Support vulnerable families with young children through the enhanced Maternal and Child Health service.	Service Manager Early Years Intervention & Support	50%		<p>The Enhanced Maternal Child Health service is currently at capacity. Stakeholders referrals are being received from The Orange Door, South West Health Care and internal Universal Maternal Child Health nurses.</p> <p>A demand management process is in place with the Maternal Child Health manager reviewing families engaged in the service to ensure families whose goals met can return back to the universal program so the wait-list can be accommodated for new families to access services.</p>
1.3.11	Provide a broad range of programs for older members of our community.	Service Manager Healthy Engaged Communities	25%		<p>Significant planning was undertaken for the 2022 Celebrate Seniors Festival. The festival runs throughout the month of October and includes a wide range of low cost events designed to promote active living and positive ageing such as bus trips, pampering sessions, art classes and concerts. Group fitness classes for senior members of the community continued after more than 6 months without a facilitator. Classes now run on a Tuesday and Thursday morning until early afternoon and include Men's and Women's strength training, Fit and Trim and Kickstarters for beginners.</p>
1.3.12	Maximise use of sportsgrounds and associated recreational facilities through ensuring	Service Manager Recreation & Culture	50%		<p>The Recreation Team continue to work with user groups and tenants to maximise the use of sports grounds. Reid Oval has recently hosted AFLW on Sunday 9 October with a game showcasing</p>

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

7



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	shared use, where appropriate.				Essendon and Geelong elite female players with over 5000 spectators.
1.3.13	Deliver Maternal Child Health Key Ages and Stages framework via outreach model within universal services including early learning and kindergarten services to ensure all eligible children have attended all 10 key age stages.	Service Manager Early Years Intervention & Support	15%		The new outreach model is in planning phase, procedures of how it will work and the logistics is being worked through, education is occurring for staff in the early years space to understand the benefits of the changed model and the role they will play to ensure its success. The model allows for working families to receive and maintain their children's key age stage visits within Maternal Child Health through the service visiting the children already engaged within our early years services.
1.3.14	Deliver sleep and settling program to eligible families with babies and toddlers through group education and in home consults with parents and guardians.	Service Manager Early Years Intervention & Support	60%		Warrnambool Maternal Child Health are providing free interactive groups for families with babies 3-6 months; 6-12 months and 12 months to 2 years. Sleep and settling concerns are common issues affecting young families. Families register for a free sleep and settling group session to better understand baby and toddler sleep and tips and strategies to promote positive sleep patterns and settling techniques, families can register online.
1.3.15	Advocate for early years workforce initiatives that support recruitment and retention of high quality early years staff and service.	Manager Children & Family Services	10%		Council has a strong advocacy role to play with representation on the Municipal Association of Victoria's Workforce Advisory Group for the Early Years. This role ensures Council, other relevant bodies and the Department of Education can work together to understand the impacts of recent reforms and to establish agreed solutions and initiatives to support the Early Years Workforce.
1.3.16	Develop culturally safe early years services.	Service Manager Early Years Learning & Development	25%		<p>East Kindergarten, Family Day Care and Sherwood Park Early Learning Centre have all published a reconciliation action plan for the service. Each service will work towards achieving actions over the next 12 month period and then review progress. Implementation of the successful Indigenous Language program across 12 Kindergarten sites continues.</p> <p>All Kindergarten staff have completed cultural safety training and discussion with the Language Facilitator.</p> <p>Centre Based Child Care Staff celebrated Indigenous Literacy day at their services, sharing Indigenous stories and books with children.</p> <p>Family Day Care Educators have completed cultural safety training with a local external provider.</p>

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

8



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

### Objective 4: ACCESSIBLE CITY: Council will improve the physical and social accessibility to community services, facilities, places and precincts.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.4.1	Review the requirements needed to become a Child Friendly City.	Manager Children & Family Services	10%		Preliminary work and investigation has begun on the process.
1.4.2	Meet the current and future needs of our growing population, programs and services through updated Community Services Infrastructure Plan.	Manager Community Policy & Planning	0%		Planning and review continues to ensure future growth and population profile is considered when programming services and ensuring facilities are fit for purpose. One example of this is the 3 and 4 year old Kindergarten facility works that have recently commenced.
1.4.3	Continue to implement the objectives set out in the Early Years Compact Agreement.	Service Manager Early Years Intervention & Support	10%		Compact meetings have not reconvened since COVID new objectives are still to be set by the Compact committee, the team have been working closely with the Out of Home Care (OOHC) actions identified within the document - as barriers for families to access kindergarten and Maternal Child Health. Staff have been liaising with the Lookout Adviser to successful identify all children who are eligible within the city to ensure they can access the universal services as needed and required. Further meetings with Department of Fairness Families and Housing have been set up to discuss the barriers occurring for families with the current OOHC notifications.
1.4.4	Implement the Multiple Agency Risk Assessment and Management (MARAM) framework within all Early Years programs.	Service Manager Early Years Intervention & Support	10%		Staff across the early years directorate have undertaken basic level training on the legislation and the implementation of the MARAM. Attendance of the MAV and Centre of excellence information session on implementing the MARAM, attended by leadership group.  Forming a template based on samples provided and reviewing to ensure it meets the service needs of all the early years services.
1.4.5	Implement plans to improve the accessibility and user-friendliness for aged and those with a disability to Council owned community facilities.	Service Manager Healthy Engaged Communities	25%		The Archie Graham Community Centre aims to continually improve its accessibility and welcoming to all people in our community, especially those belonging to vulnerable groups such as the aged and those with a disability. The Archie café is a particular favourite amongst these cohorts providing a warm and inviting space to catch up with friends, read the paper or participate in activities such as cards and board games.  The West Warrnambool Neighbourhood House, in partnership with the Community Connections team have enabled over 250 older and vulnerable community members to access the \$250 power saving bonus and assisted with comparing energy costs in order to reduce utility bills. Conversations



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					with community members often leads to disclosure of other concerns or areas of need that allow our Community Connectors to support people to connect with activities and services that increase their connection to community and reduces isolation and loneliness. These include participation in the range of activities and groups offered at Archie and through the Social Support program, and connection to counselling and health services in the community. The Capacity Access and Inclusion branch Accessible Infrastructure fund has proudly supported the installation of a vision impaired crossing in Foster Street.
1.4.6	Increased access for people with disabilities by upgrading Council infrastructure through recurrent capital funding.	Governance, Property, Projects & Legal	20%		Creation of new and renewal of existing accessible car parks in Liebig Street and Kepler Street in front of the new library.  Elements of the Lake Pertobe Play-Space are specifically designed for access and inclusion for all abilities.
1.4.7	Maintain the delivery of high-quality services to enable people to remain as independent as possible in their own homes.	Service Manager Community Support	25%		The Community Care unit has continued to deliver quality services to the community of Warrnambool. Staff have delivered 8272 hours of service across Respite, Social Support & Domestic and Personal Assistance and delivered 4654 meals. Staff have also undertaken 396 home maintenance jobs and 39 property modifications. The intake team performed 121 assessments to bring clients into the service. The unit is still challenged by low availability of support workers which has added to the work load of our existing staff, made rostering difficult and restricted access to the service.
1.4.8	Increased engagement of young people aged 12-25 years in youth development programs and activities.	Service Manager Healthy Engaged Communities	25%		The month of September marks Youth Fest, a month long celebration of young people across the state. The Youth Engagement team have worked tirelessly to plan and deliver a number of events for the young people of Warrnambool (see attached calendar). Highlights included:  Movie premiere of "Deep Thinkers" a documentary created SWTAFE VCAL students about their connection to our ocean and coastline at the Capitol Cinema. This was a collaboration between SWTAFE and WCC Youth Engagement team. All proceeds go to Brophy Family and Youth Services to address youth homelessness  The Coaster Art Show located at studio B at the F project Timor St from 10am to 8pm. The exhibition was open on several other dates throughout September with award winners to be announced at the Warrnambool and Moyne Youth Awards.





## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					<p>It is the first time since 2019 that The Warrnambool and Moyne Youth Awards have been able to be hosted in person. The ceremony took place at Brother Fox at Deakin University starting from 3pm and celebrates the young people in our community that demonstrate resilience, cooperation, passion, kindness and responsibility.</p> <p>A Walk in the Park to discover all things Green Futures and conservation, starting at the Civic Green finishing at the Lady Bay Carpark.</p> <p>Our regular youth programs such as the Multicultural leadership group and Green Futures Now! activities continue to thrive and grow. The Multicultural leadership is a multi-faceted program that facilitates leadership opportunities for young people from diverse backgrounds to improve participation and inclusion in community life. The group recently returned from a team building camp to Melbourne where they visited the Multicultural Museums Victoria. Green futures now is an Environment leadership program building capacity of young people to participate in climate change mitigation and adaptation.</p>
1.4.9	Implement an accessibility audit of Council playgrounds.	Assets Planning Officer	15%		Ongoing activity that will increase once the Lake Pertobe project is complete.

### Objective 5: RECREATION, ARTS, CULTURE & HERITAGE: Council will support opportunities to participate in a wide range of recreational, arts and cultural activities that promote activity, wellbeing, diversity and heritage, and grow connectedness across the community.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.5.1	Deliver the Lake Pertobe Building Better Regions program of projects along with the carpark renewal and upgrade funded through Local Roads and Community Infrastructure Program.	Assets Planning Officer	70%		Playspace works will be complete in November 2022, access paths approximately 75% complete, contract awarded to construct the McGennans amenity block, car park upgrade complete, Indigenous keeping place to be constructed in 2023.
1.5.2	Complete the Playspace Strategy for community playgrounds and spaces.	Assets Planning Officer	15%		Playspace strategy will commence in Q1 of 2023 by a combination of the Community Development team and the Strategic Assets team.
1.5.3	Deliver a Lighthouse Theatre program including the annual Primary Performers program, and implement strategies that encourages our community	Service Manager Lighthouse Theatre	25%		In Q1, Lighthouse Theatre has presented 46 performances, with a total of 10,173 tickets sold to these events. Highlights have included sold out performances of Amy Shark and Kitty Flanagan (x2), as well as community hirers returning for the first time since 2019 due to COVID19 - including

<b>Completed</b>	<b>Progressing</b>	<b>On Hold</b>	<b>Not Progressing</b>	<b>Not Completed</b>	<b>Withdrawn</b>
------------------	--------------------	----------------	------------------------	----------------------	------------------





## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	to experience, create, celebrate and participate in the performing arts with a focus on youth (13-25) and the disadvantaged community.				<p>Warrnambool College's annual production and the Warrnambool Eisteddfod Dance Competitions.</p> <p>The 2022 Theatre Season continued successfully with Opera Australia's The Barber of Seville including a Children's Chorus made up of 24 local children aged 8-14. They rehearsed in the lead up and performed alongside the opera. Local volunteer choir leaders worked with us to ensure the children were ready for the show. The Education Season saw four performances from Monkey Baa's Edward the Emu, with three sold out school performances and a public performance across two days.</p> <p>The Lighthouse Theatre also partnered with Monkey Baa to present YONG, as a free performance for local primary schools to attend, which saw 430 students many of whom had not attended the theatre in the past.</p> <p>Other successful Theatre Season performances included The Sapphires, Roman Rudnytsky, Jane Eyre and Some Enchanted Evening.</p>
1.5.4	Develop and implement audience engagement and marketing strategies, including a membership program, to increase participation in performing arts presentations and seasons at the Lighthouse Theatre.	Service Manager Lighthouse Theatre	25%		In 2022, the Lighthouse Theatre has seen the highest membership number ever with 201 people signed up as members. Work continues on finalising the programming for the 2023 Theatre Season, which will launch on 8 December 2022.
1.5.5	Deliver Warrnambool Art Gallery exhibitions and experiences that engage community, attract and increase visitors, support artists and build new audience.	Director Art Gallery	25%		<p>As of 30 September, WAG has exceed its annual participation target of 2500 with 2640 students in the educational program.</p> <p>The gallery has delivered a number of exhibitions from diverse artist focusing on varying target markets including Junior (Children and Families); The Warrnibald (Emerging artists and community engagement); Amos Gebhardt (LGBTIQ+); Madeleine Peters (Female, Local Artist); Notable, Noteworthy and Known (Women artist from the WAG Collection). And has hosted artist talks by Madeleine Peters, Dr Raafat Ishak, Amos Gebhardt, exclusive members events, alongside the Young Entrepreneurs Market for 31 Children, and partnering with the Celebrate Festival to directly engage seniors with our artistic program.</p>
1.5.6	Deliver a library program of events and activities that supports lifelong learning and social inclusion.	Service Manager - Library & Learning Hub	25%		The library continues to deliver a program of events and activities to our community. The library offers a varied range of programs for all demographics delivered by both library staff and in partnership with a diverse range of community organisations that focus on health, wellbeing, social inclusion and life-



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					long learning. We have seen a growth in participation since the impact of COVID-19 has lessened. We are able to deliver more to our community, we have expanded our programs and engage with new community partners to provide a more diverse range of programs and events.
1.5.7	Develop a Cultural Strategy for Warrnambool.	Manager Recreation & Culture	50%		A draft Arts and Culture Strategy 2023 -2025 has been developed based on previous community consultation and in partnership community stakeholders. This draft will be issued for community feedback in January/February.
1.5.8	Development and implement policies and strategies to maximize use of community assets in areas of art and culture.	Manager Recreation & Culture	15%		An audit of Council owned community facilities and occupancy of these has been completed. Opportunities to improve access, maximise use and formalise occupancy agreements are being progressed.
1.5.9	Support community organisations to improve participation opportunities that support health and wellbeing, social, cultural and recreational outcomes through Council's community funding programs.	Manager Recreation & Culture	50%		Council's Community Development Funding process is being revised to provide greater opportunity for Arts and Cultural activities to access the funding. The review will be completed early 2023.

### Objective 6: COMMUNITY LEARNING PATHWAYS: Council will support and encourage lifelong learning that helps build community resilience and preparedness for change.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
1.6.1	Relaunch the Warrnambool City Library under Council Management through a reinvigorated range of activities and programs.	Manager Recreation & Culture	100%		The transition from the Regional Library Corporation to Warrnambool City Council management was completed in June 2021.
1.6.2	Deliver the new Warrnambool Library.	Manager Recreation & Culture	100%		The new Warrnambool Library and Learning Centre opened on Thursday 13 October. Community response has been overwhelmingly positive. The library delivers for the City a state-of-the-art, functional and aesthetically beautiful community hub that creates enormous opportunities for learning, education, social inclusion, wellbeing and recreation. Features include a Tech Zone, Sound Lab, dedicated children and youth areas, cafe and meeting rooms.
1.6.3	Deliver library early years programs that support language and literacy	Service Manager -	25%		The library delivers a regular suite of programs that support early literacy development and parental efficacy. We have expanded on the number of

<b>Completed</b>	<b>Progressing</b>	<b>On Hold</b>	<b>Not Progressing</b>	<b>Not Completed</b>	<b>Withdrawn</b>
------------------	--------------------	----------------	------------------------	----------------------	------------------



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	development and parental efficacy.	Library & Learning Hub			weekly sessions and the types of programs offered. We have also made connection in the community with organisation that support young mothers, those from a non-English speaking background as well as early learning kinder and school visits both in the library and outside our four walls.
1.6.4	Deliver library programs that develop literacy in all its forms and encourage a love of reading and life-long learning.	Service Manager - Library & Learning Hub	25%		The library delivers regular programs such as the English conversation circle, book clubs for adults and young adults, writers groups for adults and young adults, a book chatters group for younger children, author talks, public lecture series, local history series - Exploring our past. Delivering these programs to our community we encourage them to keep engaged with books and literacy. We offer information sessions to help support information literacy and sessions to support digital literacy. We support these sessions with a great collection of physical and digital library items to foster a love of reading and life-long learning.
1.6.5	Advocate to peak bodies to ensure staff have access to high quality professional development opportunities that support the community's needs.	Manager Children & Family Services	15%		Representing council on the Municipal Association of Victoria Early Years Strategy group for the Wimmera South West region, this group meets regularly with the Department of Education and the Department of Fairness Families and Housing discussing the Early Years Compact priorities and the needs of the early years sector in rural and regional areas.
1.6.6	Maintain and further develop Council's partnership with Deakin University to enable research and development opportunities for community and industry.	Director City Growth	25%		Council has supported Deakin University Warrnambool Campus with a \$30,000 contribution towards its student scholarship program to grow and support student numbers on the campus. Council continues to work closely with Deakin University to support the establishment of the Deakin Hycel Technology Hub which will be a regional cluster of expertise for researching, testing, optimising and scaling technologies that use hydrogen. Deakin University is partnering with Council to deliver the 2022 business survey to inform business conditions and areas of support.
1.6.7	Continue the roll out of the State Governments 3 year old kindergarten reform - deliver Stage 2 of the kindergarten provision project.	Service Manager Early Years Learning & Development	25%		Council's Kindergarten program delivering 15 hours of 3 year old kindergarten and enrolments for 2023 have been completed. Numbers of children attending WCC kindergarten programs has exceeded expectations and planning which resulted in an additional kindergarten group opening to meet the demand. Kindergarten Reform group continues to meet regularly to review implementation of the kindergarten reform.
1.6.8	Provide sufficient infrastructure (including indoor and outdoor	Manager Children & Family Services	10%		Review of services have occurred in line with the current State Governments three year old kindergarten reform. As a result, funding has been



# Warrnambool City Council Activities & Initiatives

## Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	structures) to meet current and future models of kindergarten provision and early years integrated models within the municipality.				received for design plans for 3 Council sites. Plans are at preliminary design stage for 2 projects and the third is in concept design stage. With announcement of new kindergarten reform received in June, a further review of the facilities to meet the future reform for 4 year old kindergarten are under way.



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

**GOAL 2: A SUSTAINABLE ENVIRONMENT:** We will protect and strengthen local ecosystems, enhance biodiversity and enable sustainable communities.

**Objective 1: NATURAL ENVIRONMENT:** Council will enhance open spaces and infrastructure that support a healthy community, wildlife, flora, fauna and biodiversity.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.1.1	Develop and implement Pest Plant and Animal Management Framework for the control of environmental weeds and pests.	Natural Environment Officer	30%		Development of the Pest Plant and Animal Framework is progressing with commencement of the Request for Quotation (RFQ) currently being undertaken with a draft plan being ready for comment in the first half of 2023. The implementation of the Fox Action Plan continues within the Warrnambool Coastal Reserve and control actions will continue to be undertaken throughout 2022/23.
2.1.2	Develop and implement strategy and programs that improve biodiversity and protect and enhance flora and fauna.	Natural Environment Officer	25%		Connections with citizen science initiatives such as BioQuest (Wild Warrnambool Clan), Aussie Bird Count and Australian Platypus Conservancy continue as well as connecting community with nature through #NaturePact. The formation of a council web page highlighting citizen science and how the community can get involved is in the planning stage. The Gardens of Warrnambool pilot project has finished with planning for an ongoing program started.

**Objective 2: WATER & COASTAL MANAGEMENT:** Council will protect and enhance the health of Warrnambool's coastline and inland waterways to protect and improve biodiversity.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.2.1	Implement the Domestic Waste Water Management Plan to improve health and environmental outcomes for our community.	Coordinator Environmental Health	100%		Plan has been completed and is available to the public on the Council page.
2.2.2	Investigate water use opportunities to improve water resource management.	Assets Planning Officer	50%		Smart water meter program implemented to reduce wastage and costs associated with excess water. Funds received to undertake water quality project for Lake Pertobe.
2.2.3	Implement the Warrnambool Coastal Management Plan to guide the future use, development and management of Warrnambool's coastline.	Natural Environment Officer	25%		Implementation of the Warrnambool Coastal Management Plan is ongoing and includes implementation of the Wild Coast Landscape Master Plan and protection of the Granny's Grave Correea. Actions from the Wild Coast Landscape Master Plan have been funded by DELWP and include a Cultural Heritage Management Plan,

<b>Completed</b>	<b>Progressing</b>	<b>On Hold</b>	<b>Not Progressing</b>	<b>Not Completed</b>	<b>Withdrawn</b>
------------------	--------------------	----------------	------------------------	----------------------	------------------



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					Wayfinding and information signs and fencing to minimise access to sand dunes. The Beach Access Strategy is supporting the strategic management of Council's beach accesses with planning to upgrade several accesses started.
2.2.4	Develop and implement floodplain management strategies in the South Warrnambool and Russells Creek catchments to minimise environmental impacts and risks associated with flooding impacts.	Coordinator City Strategy	25%		Russells Creek flood modelling completed and implementation underway. Planning Scheme Amendment C25warr has been adopted by Council on 5 September 2022 and is awaiting approval by the Minister for Planning. South Warrnambool flood investigation has commenced with project consultants appointed, and inception meeting held. First phase of community consultation is due to commence on 1 November 2022.

### Objective 3: MINIMISE ENVIRONMENTAL IMPACT & THE IMPACT OF A CHANGING CLIMATE: Council will encourage innovation and initiatives that minimise Warrnambool's environmental impact.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.3.1	Investigate new technologies to reduce waste from landfill towards zero waste to landfill.	Coordinator Local Laws Traffic Fire & Animal Control	60%		Staff are always researching opportunities for improvements, or funding.
2.3.2	Deliver the Smart Buildings energy efficiency program to reduce greenhouse gas emissions and utilise renewable energy.	Natural Environment Officer	15%		The FY21/22 Smart Building work program has been completed. The FY22/23 is under way with the design stage of 4 EV charging stations, lighting upgrades at the Warrnambool Art Gallery and Flagstaff Hill and transition to electric vehicles.
2.3.3	Facilitate and support the delivery of climate change mitigation, adaptation and resilience actions to raise awareness and prepare for a changing climate.	Natural Environment Officer	25%		The Barwon South West Climate Alliance has been established and will provide an avenue to progress climate change mitigation, adaptation and resilience actions and programs. A heat vulnerability mapping project has been funded and will be undertaken in 2023.

### Objective 4: WATER RESOURCE MANAGEMENT: Council will promote and encourage awareness of sustainable practices in our work, and the community including water resource management.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.4.1	Develop a drainage system litter and contaminants improvement/management plan to	Assets Planning Officer	20%		Funding received to implement a water quality improvement project for Lake Pertobe and will include gross pollutants.



## Warrnambool City Council


### Activities & Initiatives

# Q1,



# 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	reduce gross pollutants into the waterways.				

**Objective 5: WASTE MINIMISATION: Council will pursue programs to minimise waste throughout the community, industry and promote the benefits of reduction, reuse and recycling of materials.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.5.1	Reduce contamination of recyclable materials.	Coordinator Local Laws Traffic Fire & Animal Control	75%		Staff will continue to monitor our contamination rates, which are at an acceptable level. Will continue to promote recycling programs through the schools.

**Objective 6: AWARENESS & CELEBRATION: Council will foster community awareness and recognition of the benefits of positive outcomes for Warrnambool’s environment.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
2.6.1	Promote awareness and celebrate the outcomes of environmental work including actions that align with the Green Warrnambool plan.	Natural Environment Officer	25%		The Green Futures Now Program has finished for 2022. The program seeks to connect young people to community groups in the environment and sustainability field along with individuals who are making an impact on the environment and our community. The project undertaken by participants consisted of a Scavenger Hunt, provided advice on sustainable living and awarded users with a keep cup and drink. The program is aligned with the goals and actions of Green Warrnambool. Connections with community groups continue to be made, highlighting the fantastic work they do. Such as the award winning Warrnambool Community Garden.
2.6.2	Monitor and manage organisational greenhouse gas emissions and energy usage.	Natural Environment Officer	25%		Councils greenhouse gas emissions and energy usage continues to be monitored and managed in partnership with Service Providers and Facility Managers. Council's energy usage continues to be reduced with the addition of solar panels, pool blankets and other energy efficiency projects as part of the Smart Building Work Program. Council is part of the Victorian Energy Collaboration (VECO) where 40% of Councils electricity is provided by renewable energy.






# Warrnambool City Council Activities & Initiatives

## Q1, 2022/2023

**GOAL 3: A STRONG ECONOMY:** We will support a resilient local and self-sustaining regional economy that encourages economic growth and provides increased employment opportunities attracting ongoing investment.

**Objective 1: BUILD ON COMPETITIVE STRENGTHS:** Council will support initiatives that foster ongoing development and investment in the industries which underpin Warrnambool’s economic strengths and comparative advantages.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.1.1	Implement Development Plans and Developer Contributions Plans to provide future resources for improved infrastructure across the municipality.	Manager Infrastructure Services	25%		DCPs continue to be followed and implemented in growth areas: North of the Merri and North Dennington. Development plans continue to be brought forward for Council assessment: 15 Dales Road, 147 Wollaston Way.
3.1.2	Develop programs and collateral to promote Warrnambool as an appealing investment destination.	Manager Economic Development	25%		Council has taken the lead role for a proposal in partnering with Deakin University, Moyne and Corangamite Shires to successfully obtain a \$250,000 grant through LaunchVic. The funding will support start-up entrepreneurs who have an idea for a start-up and want to establish their business. Intensive workshops, designed to focus specifically on start-up methodology, mentoring and partner programs are components of the program. Council is also supporting Deakin University through their Manufactures Program which is establishing a satellite program at the Warrnambool Campus. Manufactures supports new and established manufacturing business to grow new product ideas. Our linkages to local industry to promote and assist with their engagement in the program and business support as they go to market are roles we can play.
3.1.3	Grow engagement with local businesses across the municipality.	Manager Economic Development	25%		The annual campaign to support spending local from Black Friday to Christmas has been included in a month long initiative called 'It's all Happening'. Commencing on Black Friday with activations across the CDB each weekend and also promoting all events happening across the city in the month of December with Black Friday initiatives to kick it all off, Christmas promotion throughout and a New Years and summer events focus. Businesses were surveyed with 33 responses received and many were also visited by the economic development team to gauge what support, events and activations they would like to see. Across all weekends in December there will be music, lane way activation's, Xmas neon signs, Santa in attendance and writing to Santa with letters posted at local businesses, projections in the CBD at night, Jericho Cup Launch and other events already planned





## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					within the city. Cinema, social media and direct industry contact and updates will promote the program throughout the month

### Objective 2: EMERGING INDUSTRIES: Council will encourage emerging industry sectors that contribute to Warrnambool's economic growth and diversity.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.2.1	Facilitate and partner in initiatives to progress the implementation of the Great South Coast Economic Futures Plan, including the development of renewables in Warrnambool and the Great South Coast region.	Director City Growth	10%		Funding has been secured via State Government to appoint a Program Manger to assist with delivery of the GSC Economic Futures Program. Recruitment is under way. A priority of this resource will be bridging the gap between current high level strategies for the high value economic pathways from the Economic Futures report to clear, identifiable actions. These high value economic pathways include opportunities such as green hydrogen, reform in renewables generation and transmission across the region, higher-value food and value-adding with fully-secure water supply, greater targeted higher education and training support to these sectors, high-value tourism, especially in hot springs and indigenous cultural tourism; and wider region collaboration for scale in these sectors.
3.2.2	Review and implement the Warrnambool Economic Development and Investment Strategy to facilitate investment and employment growth across the Warrnambool municipality.	Manager Economic Development	30%		<p>Planning is under way for the new Warrnambool Economic Development and Investment Strategy and grant funding opportunities are being explored. The Economic Development Unit have selected a consultant to lead the project and is in the process of finalising the agreement.</p> <p>Council's Economic Development have taken the lead to re-establish quarterly meetings with all economic development units in the GSC Region to foster collaboration and sharing and hosted the first meeting in August.</p>
3.2.3	Facilitate and promote business support initiatives to grow the local economy.	Manager Economic Development	30%		<p>Council's Economic Development Team are currently working on several new initiatives including:</p> <ul style="list-style-type: none"> <li>• Warrnambool Business Survey was completed in August with 310 responses. The final report is being prepared by Deakin University and will be available late October.</li> <li>• Business networking events recommenced in July with 'Club Connect' and will continue on a monthly basis. Various guest speakers and rotating venues have seen businesses and key groups attending in numbers of 70+ people attending and networking at each event.</li> </ul>



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023





Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					<ul style="list-style-type: none"> <li>• Council's Business Information Portal to provide relevant information efficiently with enhanced navigation and up-to-date information.</li> <li>• Business seminars and training programs have recommenced with face to face delivery including developing your business online and marketing sessions.</li> <li>• Strengthening a 'One Stop Shop' service to businesses through completing the councils economic development web pages.</li> <li>• Our sister cities anniversary with Miura (Japan) a 30th year is set for Wednesday, 19 October for 4 to 4.30pm.</li> </ul>
3.2.4	Plan for the development and implementation of precinct structure plans to facilitate investment in appropriate development across the municipality.	Coordinator City Strategy	25%		<ul style="list-style-type: none"> <li>• The East of Aberline Precinct Structure Plan is progressing under the lead of the Victorian Planning Authority. Technical reports and studies are currently underway for flooding and drainage, with detailed traffic modelling to commence early next year. Landowner consultation is scheduled for late October 2022 to update landowners on the work to date and next steps.</li> <li>• Implementation of the Hopkins/Coastal, North Dennington and North of the Merri structure plans continue with subdivision and development occurring at a growing rate.</li> <li>• The Allansford Strategic Framework Plan has been adopted with an implementation plan currently being developed. External funding has been received to implement the Allansford Strategic Framework Plan, including developing technical studies for traffic, drainage and flooding. Procurement for a consultant to commence this work is currently being sought through an RFQ process.</li> <li>• External funding has also been successful to develop a strategic framework plan for Bushfield/Woodford. A successful consultant has been appointed to undertake this work, and inception meeting held. The first round of community consultation will commence in late October 2022.</li> </ul>



# Warrnambool City Council Activities & Initiatives

## Q1, 2022/2023

**Objective 3: VISITOR GROWTH: Council will facilitate Warrnambool’s visitor growth and year-round visitation through industry development, effective destination management and promotion of attractions and experiences leveraging key events.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.3.1	Review and implement the Warrnambool Destination Action Plan in partnership with Great Ocean Road Regional Tourism and industry.	Service Manager Flagstaff Hill	10%		Council's Visitor Economy teams are working with Great Ocean Road Regional Tourism and Industry to develop a new Warrnambool Destination Action Plan (DAP) which will bring together representatives from all stakeholder groups that benefit from the visitor economy including; local government, industry and the community. The DAP seek to identify the challenges and opportunities facing the destination and to establish achievable affordable priorities that if delivered would increase the competitiveness as a visitor destination. The project will be led by Great Ocean Road Regional Tourism with an extensive engagement phase to be rolled out through 2022/23.
3.3.2	Increase visitation with events across the year and enhance the profile of Warrnambool as a destination.	Service Manager, Events & Promotion	25%		The Warrnambool Winter promotion saw a record number of over 120 events listed in the "What's on in Winter" campaign. This campaign was used to promote Warrnambool in Winter via I AM WARRNAMBOOL and WCC Facebook, Instagram, Print and Council website. Spendmap data reports growth in retail and visitor spending over the past quarter which correlates with the large volume of events delivered and funded in comparison with the same quarter last year.
3.3.3	Develop and share economic data and analysis to business and industry to inform the performance of the Warrnambool economy.	Manager Economic Development	25%		Census 2021 data continues to be released on a staged basis. Council continues to use Spendmapp, Remplan, ABS data, AU Government's Labour Market Information Portal etc. to monitor economic performance. Economic Development now provides user-friendly local economic data on a quarterly basis on the council website for residents and businesses in and outside the LGA. It also supports key events i.e. May Racing Carnival, Premier Speedway with post event data to measure the economic impact and assist with future planning, funding and sponsorship proposals. Council's Economic Development Unit has engaged Bernard Salt who is regarded as one of Australia's leading social commentators by business, the media and the broader community. Bernard heads The Demographics Group which provides advice on demographic, consumer and social trends for business and will speak at a breakfast on Tuesday 15 November.
3.3.4	Increase community participation in the delivery of a diverse range of events through a grants program.	Service Manager, Events & Promotion	25%		17 events were supported by Council in quarter one. Of these, 9 events were funded to a total amount of \$35,300. 5 of these events were new, growing the number of events happening in Warrnambool with



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					the support of the Activate Warrnambool funding round.
3.3.5	Participate in the establishment of the Great Ocean Road Coast and Parks Authority to protect and manage visitation of the Great Ocean Road Coast and Parks.	Director City Growth	5%		Established in late 2020 the Great Ocean Road Coast and Parks Authority's primary purpose is to protect and manage visitation of the Great Ocean Road Coast and Parks. Council continues to engage in workshops with the authority, more recently on the development of an asset methodology to better understand the asset needs and service levels across Crown Coastal land in the region. Further engagement is expected through 2022/23.

### Objective 4: WORKFORCE CAPABILITY: Council will foster the development of a workforce capable of supporting the needs of the local and regional economy.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.4.1	Deliver the Designated Area Migration Agreement (DAMA) representative role for the Great South Coast region and the Regional Certifying Body function on behalf of the Great South Coast.	Designated Area Migration Agreement Coordinator	25%		A new DAMA Coordinator has been appointed and commenced on 26 September. In mid-September a request was submitted to the Department of Home Affairs to add a further 77 occupations to the already existing 38. Among these new occupations, there is a strong representation from age care, health, accounting, trades and hospitality. Council have also requested the Department to increase the cap from 100 positions per year to 200. We are currently half way through the fourth year of the DAMA Agreement and, at this stage, Council have endorsed 57 workers out of the 100 allocated per year, indicating that the response from industry post COVID is very strong. Since commencing the GSC DAMA in March 2019 a total of 50 employers have been endorsed, with 7 of these businesses requesting a Deed of Variation to their labour agreements to add further workers. There has been a total of 247 workers endorsed since commencing, with almost 50% of the employer endorsements happening within the dairy sector.
3.4.2	Partner on projects and initiatives with Deakin University Warrnambool and South West TAFE that help provide a skilled workforce that meets local industry needs.	Manager Economic Development	25%		The Economic Development Unit reviewed the Great South Coast (GSC) Designated Area Migration Agreement (DAMA) Occupation List in conjunction with the five other LGA's and industry sectors within the GSC, with a view to expanding the number of areas for skills shortages. A request to the Department of Home Affairs for a further 77 occupations to be added to the existing list of 38 was submitted in September. Council is also continuing to assist Deakin University and South West TAFE with industry engagement in various industry sectors for vocational training package development and attracting a skilled workforce.



## Warrnambool City Council

### Activities & Initiatives


# Q1,

# 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.4.3	Deliver education and advisory services to business and industry to raise awareness of building, planning and heritage requirements.	Manager Infrastructure Services	10%	<span style="color: #0070C0; font-size: 24px;">●</span>	Information continues to be conveyed and shared through Council's networks with industry. Enquiries and pre-application meetings continue to occur on a case by case basis. Further information and toolkit nights to be planned as part of a formal education program across the municipality.

**Objective 5: DIGITAL CAPABILITY: Council will facilitate greater digital capability.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
3.5.1	Participate in the implementation of the Great South Coast Digital Plan to address connectivity issues for industry and households.	Manager Economic Development	75%	<span style="color: #0070C0; font-size: 24px;">●</span>	Warrnambool City, Moyne Shire and Corangamite Shire are jointly developing a Regional Digital Strategy to enhance liveability, productivity and promote sustainability across the Region. The Strategy aims to provide the Councils, communities, partners and investors with a clear direction for digital activity and initiatives that enrich community outcomes. The final draft is expected to be finalised late 2022.
3.5.2	Identify and promote investment in digital projects across the Warrnambool municipality to address priority digital infrastructure supply shortfalls, including mobile coverage, and access to business-grade broadband.	Manager Economic Development	25%	<span style="color: #0070C0; font-size: 24px;">●</span>	Ongoing engagement occurring with telecommunication providers to facilitate investment in infrastructure to enhance digital coverage across the municipality.



# Warrnambool City Council Activities & Initiatives



## Q1, 2022/2023

**GOAL 4: A CONNECTED & INCLUSIVE PLACE:** We will provide quality places that all people value and want to live, work, play and learn in.

**Objective 1: EFFECTIVE PLANNING:** Council will ensure its planning acknowledges the unique character and attributes of local places, and that it supports social connection, equitable access, appropriate housing and sustainable population growth.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
4.1.1	Deliver the building renewal program.	Coordinator Building Strategy & Services	10%		Works have commenced to repaint the exterior of Warrnambool Art Gallery and rebuilding of retaining wall and stairs at Proudfoots Boathouse.
4.1.2	Develop and adopt a Tree Asset Management Plan including significant and heritage trees.	Assets Planning Officer	100%		Tree Asset Management Plan developed and adopted in 2021-22 FY.
4.1.3	Complete service level reviews for parks, gardens, roads and drainage services.	Coordinator Municipal Depot Operations	25%		Business plans completed during November each year contain the info required.
4.1.4	Review CBD Parking Strategy including accessible parking and expansion of off-street parking areas.	Coordinator Local Laws Traffic Fire & Animal Control	30%		Council have been informed a new strategy is about to commence. This will include the Hospital precinct and other options, including signage etc in the CBD.

**Objective 2: CONNECTED COMMUNITY:** Council will enhance Warrnambool's connectivity through the delivery of, or advocacy for, improvement to roads, public transport, footpaths, trails and digital infrastructure.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
4.2.1	Advocate for essential safety and road improvements on the Princes Highway West.	Director City Infrastructure	40%		Advocacy managed by Great South Coast group of councils. Design works underway for section between Warrnambool and Port Fairy. Renewal works about 75% complete on sections east of Warrnambool.
4.2.2	Advocate for improved passenger and freight rail services between the South West region and Melbourne.	Director City Growth	25%		Construction is continuing on the signaling upgrades being delivered as part of Stage 1, with works between Waurn Ponds and Warncoort targeted for completion in the coming months. Due to delays in complex signaling design caused by Coronavirus restrictions, including remote working arrangements and delays in the availability of specialist resources, work to commission the upgrades being delivered as part of Stage 1 have been delayed. Stage 2 works include upgrading the stabling facility at Warrnambool Station to house the longer VLocity trains, allowing them to



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					start and finish their journey at Warrnambool. The Warrnambool Line Upgrade is targeted for completion in late 2023.
4.2.3	Plan for growth and changes in traffic movements by identifying current and future traffic volumes and use this to review the Municipal Road Management Plan and Road Hierarchy.	Assets Planning Officer	40%		Planning for an upgrade of Wollaston Road underway, Local Area Traffic Management Plan completed and actions implemented for the Botanic Road area. Discussions on a number of intersections, speed zones and traffic management features occurring with Regional Roads Victoria.
4.2.4	Facilitate the implementation of Cycling Reference Group actions adopted by Council.	Assets Planning Officer	40%		All cycling reference group actions have been completed or are in progress: <ol style="list-style-type: none"> <li>1. Raising Awareness of Road Safety- Two Way Street and People who Ride Bikes campaigns.</li> <li>2. Work with the Community to develop share path etiquette- Use you Bell Summer Campaign.</li> <li>3. Work with the events team to identify opportunities to promote cycling in Warrnambool- Cycling in Warrnambool" information and tile on Visit Warrnambool <a href="https://visitwarrnambool.com.au/explore/biking/">https://visitwarrnambool.com.au/explore/biking/</a></li> <li>4. Reviewing proposed infrastructure projects.</li> <li>5. Providing feedback in the Botanic LATM and STS strategic planning process.</li> <li>6. Advocating for the opening of Gilles Street crossing.</li> </ol>
4.2.5	Review City Centre traffic flows with implementation of new pedestrian crossings.	Coordinator Infrastructure Management	80%		Review completed and results reported to Council. BlackSpot funding to be awarded for the Kepler/Lava roundabout.
4.2.6	Seek funding for and deliver road safety projects.	Coordinator Infrastructure Management	75%		Funding received for several road safety projects such as, Wombat Crossings at Gateway Road, crossings near Warrnambool Primary School and several projects within the Botanic LATM area.

### Objective 3: STRONGER NEIGHBOURHOODS: Council will fostering neighbourhood connection and capacity building including the development of inclusive recreational and cultural opportunities.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
4.3.1	Implement the key initiatives of the Open	Coordinator City Strategy	50%		The Warrnambool Open Space Strategy is eight years into its implementation and is progressing on schedule. A detailed progress report was presented to Council in 2021 to highlight achievements to date.



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	Space Strategy, including our review of the strategy.				Some of the recommendations completed include: <ul style="list-style-type: none"> <li>• a Wayfinding Sign Design Package for the Foreshore, City Centre, and Russell's Creek (with several signs now installed),</li> <li>• investigation of open space opportunities through the Allansford Strategic Framework Plan,</li> <li>• acquisition of new open space adjoining the Merri and Hopkins Rivers,</li> <li>• completion of all recommendations from the Jubilee Park Master Plan at Woodford,</li> <li>• completion of the South of Merri Open Space Precinct Plan. An implementation plan has been prepared for the South of Merri Precinct, with successful external funding received to implement works within the Woodend Road reserve and Platypus Park precincts. These works are currently underway, being undertaken in partnership with the Glenelg Hopkins CMA.</li> </ul> 100% of City-wide recommendations have commenced or are complete, and 78% of precinct-based recommendations are complete or underway.

**Objective 4: SUSTAINABLE PRACTICES: Council will promote and encourage the implementation of sustainable design across the municipality including the attractiveness, safety, accessibility and functionality of our built environment.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
4.4.1	Identify and regularly monitor condition of Council's built assets to ensure effective management.	Assets Planning Officer	40%		Assets are being condition audited on a regular basis to ensure they are performing effectively delivering services on an agreed level of service. Buildings, playgrounds, roads, drainage (2nd round of 3-year Drainage Audit Program), trees (year 2 data of 4-year Tree Audit Program) have been planned to get condition audited in 2022-23 FY.





## Warrnambool City Council

### Activities & Initiatives

# Q1,

# 2022/2023

**GOAL 5: AN EFFECTIVE COUNCIL:** We will be recognised as a collaborative Council and a high-performing organisation that enables positive outcomes for Warrnambool's community, environment and economy and Victoria's south west.

**Objective 1: LEADERSHIP & GOVERNANCE:** Council will be a high-functioning team committed to respectful relationships, collaboration, and ongoing engagement. It will provide strong, effective leadership, sound governance and informed decision-making.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.1.1	Ensure key priorities of the community are appropriately reflected in the development and review of the Council Plan with the appropriate prioritisation of resources to key strategic themes.	General Counsel, Strategy & Procurement	40%	<span style="color: blue; font-size: 2em;">●</span>	Planning for Year 3 of Council Plan is prepared to commence in November to ensure appropriate time for review, engagement and improvement to reflect key strategic themes.
5.1.2	Identify and report on changes to Council operations, policies and procedures in line with the Local Government Act.	Governance, Property, Projects & Legal	50%	<span style="color: blue; font-size: 2em;">●</span>	The governance Rules – Meeting Procedure was reviewed and altered to accommodate the changes pertaining to Hybrid Meetings (participation by video link). All relevant policies required to be completed as part of the transition to the 2020 Act were completed prior to this reporting quarter and presented to Council and operational activities have been adjusted accordingly. No other policies were reviewed during this quarter.
5.1.3	Improve Council's systems and policies through review of Governance Framework.	Governance, Property, Projects & Legal	50%	<span style="color: blue; font-size: 2em;">●</span>	The Governance Rules were reviewed and adjusted to accommodate the provision of a Hybrid Meeting model.
5.1.4	Improve asset management practices.	Assets Planning Officer	30%	<span style="color: blue; font-size: 2em;">●</span>	Practices are constantly reviewed to ensure that a continuous improvement process is maintained.
5.1.5	Improve the Warrnambool Planning Scheme which controls land use and development within the municipality.	Coordinator City Strategy	25%	<span style="color: blue; font-size: 2em;">●</span>	The Warrnambool Planning Scheme is continuously monitored to ensure officers are kept abreast of State Government planning reforms and trends and relevant reforms are reported to Council. Recent State Government planning reforms include new reforms and streamlined provisions for transport planning; implementation of Stage 1 of the State Government's ESD roadmap which embeds policy support for improved ESD outcomes in the built environment; Sex Worker Decriminalisation reforms; reforms supporting exemptions for neighbourhood battery infrastructure; and reforms implementing the State Government's Gas Substitution Roadmap.  Other recent improvements to the Warrnambool



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					<p>Planning Scheme include:</p> <ul style="list-style-type: none"> <li>• new flood controls for the Russells Creek and parts of the Merri River catchments in north Warrnambool to reflect updated and improved flood modelling for these areas. An Independent Planning Panel report provided 100% support to the flood modelling and new flood controls. The Planning Scheme Amendment has now been adopted by Council and is awaiting approval by the Minister for Planning.</li> <li>• Rezoning of land at Kings College and the adjacent Royal Court subdivision to correctly align the zoning with the ongoing use of the land, has been approved and gazetted by the Minister for Planning and is now implemented into the Warrnambool Planning Scheme.</li> <li>• A review of the Warrnambool Planning Scheme is underway. The Planning Scheme must be reviewed every 4 years to ensure it remains effective and efficient in implementing State, regional and local policy objectives. Consultation with internal and external stakeholders has commenced, and preliminary gap analysis findings being developed.</li> <li>• Elevating ESD Targets into the Planning Scheme</li> <li>• a request for authorisation to the Minister for Planning has been made by a collective of 24 Councils including Warrnambool, to include elevated ESD outcomes into the planning scheme. This work will support a response to the impacts of climate change, as well as the goals and objectives of Green Warrnambool.</li> </ul>
5.1.6	Work with neighbouring Councils to develop sub-regional and regional plans and advocacy strategies to benefit the region and deliver on the community's aspirations.	Chief Executive	25%		CEO worked with Great South Coast Regional Partnership to produce a Regional Economic Development Strategy 2022. The Mayor and CEO worked with South West Victoria Alliance to produce a list of priority advocacy projects for the region. Councils of Warrnambool and Moyne met for a joint meeting in August 2022.
5.1.7	Align the implementation of the Warrnambool 2040 Plan with the Financial Sustainability Plan.	Director Corporate Strategies	25%		Council Plan and Budget process has been reviewed and timetabled. First strategic sessions to align with strategic objectives to begin in November 2022.
5.1.8	Continue to enhance organisational awareness of Victoria's Child Safe Standards via customised training programs and maintaining compliance with the Standards.	Manager Organisation Development	30%		The Learning & Development team have commenced roll out of an updated Child Safety Training Module via LITMOS. This combined with the requirement to review Councils updated Child Safety Policy is designed to increase awareness of individual employee responsibility.
5.1.9	Develop and rollout the Regional and Rural Liveability Strategy in	Director Community Development	100%		This project has been decommissioned with improved liveability initiatives reported through

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

29



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
	partnership with the Victorian Government and South West Primary Care Partnership.				other actions and initiatives. The South West Primary Care Partnership has been disbanded.

### Objective 2: ENGAGED & INFORMED COMMUNITY: Council will ensure ongoing community engagement to identify changing needs and priorities when developing and delivering services and programs.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.2.1	Improve accessibility, transparency and accountability of Council decision-making.	Governance, Property, Projects & Legal	50%		Officers continue to seek to minimise the number of matters that need to be dealt with in closed Council Meetings. Recent amendments to the Governance Rules allow for Council Meetings to continue to be able to be held either in person, virtually, or a combination of both, all of which will be accessible to the public.
5.2.2	Monitor and report on the reach and effectiveness of Council's communications measures including engagement through the Your Say website.	Manager Communications	25%		Council has continued to provide opportunities for the community to have a say on Council projects and proposals. Recently this has included seeking engagement on the Draft Albert Park Revegetation Plan, the Governance Rules amendment and the decision on the future of the South-West Victorian Livestock Exchange. A survey on the future of the livestock exchange drew more than 750 responses and was followed up by a series of focus group meetings. The results of these engagements are included in reports brought to open Council meetings.
5.2.3	Produce the annual State of the Assets Report that identifies the asset renewal funding performance to inform renewal expenditure.	Assets Planning Officer	10%		Report to be developed to assist the budget process for the 2023/24 financial year.
5.2.4	Review adopted Asset Management Plans for major asset classes to inform operational activities.	Assets Planning Officer	50%		Ongoing activity with the pathways asset management plan to commence a review in Q4 of 2022/23.
5.2.5	Review strategies and plans to comply with Council's Asset Management Policy.	Assets Planning Officer	30%		Ongoing activity that will increase when the asset team is fully resourced.
5.2.6	Provide communications support to promote Council services, facilities, programs and events.	Manager Communications	25%		The Communications Unit worked cooperatively with colleagues across other directorates to help promote a number of events including the inaugural AFLW game at Reid Oval. The Warrnambool game recorded the highest official attendance (3,808) of any round seven AFLW



## Warrnambool City Council

### Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					game including those played at metropolitan venues.

**Objective 3: CUSTOMER-FOCUSED SERVICES: Council will continue and develop a program of Council services that are delivered to the community's satisfaction.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.3.1	Review and update Council's complaint handling policy and processes in line the Local Government Act changes and Ombudsman's guidelines.	Governance, Property, Projects & Legal	60%	<span style="color: #0072bc; font-size: 24px;">●</span>	The Policy has been updated. Work still to be completed with relevant complaints handling processes.
5.3.2	Improve outcomes in the delivery of Council's customer services.	Customer Service Team Leader	90%	<span style="color: #0072bc; font-size: 24px;">●</span>	The outcome of this year's benchmarking survey showed significant increase in satisfaction with Customer Service for Council.
5.3.3	Deliver library customer programs in partnership with community organisations, non-government organisations and business.	Service Manager - Library & Learning Hub	25%	<span style="color: #0072bc; font-size: 24px;">●</span>	Through our regular programming, we have set up partnerships with community organisations and local business, we have also worked together on special events. With partners such as JobsVictoria, NBN, Deakin University, Warrnambool and District Historical Society, Collins Books, as well as our partners in regular programming, where subject experts deliver talks/events in their field of expertise, we are able to deliver a diverse range of programs and services.
5.3.4	Develop and influence strategic integrated planning process and decisions to ensure Council strategy is appropriately prioritised and executed.	General Counsel, Strategy & Procurement	10%	<span style="color: #0072bc; font-size: 24px;">●</span>	Council Plan and Budgeting process for 23/24 is in planning stage ready to commence engagement in November 2022. Budgeting process under review as well as a work shop established to consider start to finish project management for CAPEX projects which is to occur in early November.

**Objective 4: HIGH-PERFORMANCE CULTURE: Council will foster an organisational culture to support engaged, committed and high-performing staff for the effective delivery of Council's services and programs.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.4.1	Prepare and develop appropriate service and organisational review processes to maximise operational efficiency.	Director Corporate Strategies	25%	<span style="color: #0072bc; font-size: 24px;">●</span>	Concentration in shared services in the first instances as major change agenda. Review of the operations of the sale yards accelerated with deferment of investment decision. Prioritisation of alternate areas of review to be explored through the council plan and budget process.



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.4.2	Support an organisational approach to strategic procurement to ensure effective operational decision making that improves organisational performance.	General Counsel, Strategy & Procurement	10%		Planning to develop and maintain a procurement pipeline based on end to end CAPEX spend from the annual budget. Quarterly review with EMT of Procurement Assurance Framework to support organisational performance.
5.4.3	Review and improve human resource operational processes to ensure best practice.	Manager Organisation Development	50%		Human Resource operational functions are beginning to embed across the organisation following a review and realignment of the teams individual responsibilities. The Middle Management Leadership program and continued focus on Organisational Values continues to ensure a consistent move towards best practice.
5.4.4	Continue to evolve the staff training and development programs in order to drive enhanced employee engagement and culture.	Manager Organisation Development	50%		The centralised training model has been adopted and is functioning well. On line training and approval process has also been adopted leading to more efficient sourcing and delivery of required training.
5.4.5	Implement workplace actions identified within Councils Gender equity Action Plan, (GEAP), resulting in improved gender equity outcomes.	Manager Organisation Development	50%		All actions identified in the GEAP have been allocated via the Pulse software system. These actions are monitored via the Gender Equality Action Committee.
5.4.6	Support the resourcing of Development Engineering assessments and approvals.	Assets Planning Officer	40%		New development engineer appointed to start on 17 October.
5.4.7	Ensure the actions identified within Councils Workforce Management Plan are allocated implemented and measured.	Manager Organisation Development	15%		A review of the Work Force Management Plans action is underway, with a view to including progress towards achievement in the regular HR metrics report to EMT. First report expected during quarter 2.
5.4.8	Improve systems and structures that facilitate the recruitment and retention of volunteers.	Service Manager Healthy Engaged Communities	25%		<p>The Volunteer Connect team ran a very successful "South West Volunteer Expo" in August. Stakeholders and participants alike gave overwhelmingly positive feedback of the expo and variety of opportunities for volunteering on display. There were over 40 stallholders and over 300 community member attend the expo. Stallholders reported over 60 volunteer recruits joined their organisations on or sine the expo.</p> <p>The recently endorsed Warrnambool City Council Volunteering Strategic Plan 2021 - 2024 is in the early stages of implementation. It will set the direction for Volunteer Connect in the continued support and growth of volunteering. It will ensure Volunteer Connect is well placed to respond to new</p>

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

32



## Warrnambool City Council

### Activities & Initiatives

# Q1,

# 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					and emerging needs of the Council, including those wanting to volunteer, volunteer programs and to provide education, training, networking and personal development for volunteer involving organisations, clubs and groups.

**Objective 5: ORGANISATIONAL & FINANCIAL SUSTAINABILITY: Council will ensure organisational and financial sustainability through the effective and efficient use of Council’s resources and assets.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.5.1	Review and embed the legal and procurement processes to ensure compliance and risk mitigation and that Council is operationally effective.	General Counsel, Strategy & Procurement	100%	<span style="color: green; font-size: 20px;">●</span>	Induction training updated and new basic broad training captured in Litmos. Completed in Q4 21/22.
5.5.2	Review Council's property management processes, including for Crown land that Council is the Committee of Management for, with consideration of rental agreements, property and current market valuations and disposal of surplus land.	Governance, Property, Projects & Legal	20%	<span style="color: blue; font-size: 20px;">●</span>	Staff are actively working in accordance with DELWP policies and continue to develop and implement improved processes in relation to property management.
5.5.3	Allocate financial resources in accordance with strategic plans.	Manager Financial Services	15%	<span style="color: blue; font-size: 20px;">●</span>	Briefings booked and draft budget calendar created to map out the framework for the 2023/24 budget process including the community engagement elements. First Council briefing and officer engagement activities will occur in November 2022.
5.5.4	Review and update the Long Term Financial Plan to ensure Council remains financially sustainable into the future.	Manager Financial Services	15%	<span style="color: blue; font-size: 20px;">●</span>	Long Term Financial Plan will be reviewed in conjunction with the preparation of the 2023-24 budget.
5.5.5	Enhance business processes including IT systems integration.	Manager Financial Services	20%	<span style="color: blue; font-size: 20px;">●</span>	New rostering system is progressing and expected to be fully commissioned by end of year. Regional Councils Transformation Program (Shared Services) project is progressing, with tender recently closing for council enterprise software and project moving into tender evaluation phase.
5.5.6	Improve digital capacity for Council staff.	Manager Information Services	25%	<span style="color: blue; font-size: 20px;">●</span>	Microsoft 365 is being rolled out to all staff. Training will be provided as each work unit is brought on board. A shared ICT Strategy and a shared Digital Region Strategy have been developed with Moyne and Corangamite. Element of both these strategies will improve the digital capacity for Council staff.



## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
					The Shared ICT project with Moynes & Corangamite has reached the Request for Tender stage. ECM Refresher training is about to be rolled out to WCC Staff. This will increase their competence with ECM, resulting in better record keeping compliance and faster retrieval of information stored in ECM.
5.5.7	Monitor asset condition to ensure they meet users' needs and remain fit for purpose.	Assets Planning Officer	40%		Assets are being condition audited on a regular basis to ensure they are performing effectively delivering services on an agreed level of service. Buildings, playgrounds, roads, drainage (2nd round of 3-year Drainage Audit Program), trees (year 2 data of 4-year Tree Audit Program) have been planned to get condition audited in 2022-23 FY.
5.5.8	Implement COVID-19 recovery plans for Council business units.	Manager Recreation & Culture	100%		COVID-19 plans were completed enterprise wide.
5.5.9	Recommence rollout of Shared Services Project.	Director Corporate Strategies	100%		Joint venture between three Councils has been signed and Warrnambool nominated as the lead during the implementation phase. Currently out to tender for Enterprise resource system (SaaS) Software as a service.

### Objective 6: RISK MITIGATION: Council will mitigate and manage organisational risks through sound management systems and processes.

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.6.1	Review the IT Strategy and system resilience in relation to data security, confidentiality and critical incidents.	Manager Information Services	25%		In order make its 2022 submission to the Office of the Victorian Information Commissioner WCC commissioned consultants Votar Partners to assist us produce the required materials; "Victorian Protective Data Security Plan", "Information Asset Register" and "Security Risk Profile Assessment". At the commencement of the project a maturity assessment was conducted.  Out of this work, 23 improvement actions were documented, which will be added to Pulse for allocation of responsibility and recording of progress. Additionally 7 risks were identified, which will be added to Elumina for allocation of responsibility and reporting.
5.6.2	Lodge Council's Victorian Protective Data Security Plan with the Office of the Victorian Information Commissioner by 31st August 2022	Manager Information Services	100%		Council's Victorian Protective Data Security Plan was lodged with the Office of the Victorian Information Commissioner by 31 August 2022.





## Warrnambool City Council Activities & Initiatives

# Q1, 2022/2023

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.6.3	Ensure effective Business Continuity Planning (BCP) is in place.	Manager Organisation Development	75%		Councils overarching BCP has been reviewed and adopted. The Directorate sub-plans have recently undergone review and update. Testing exercises to be planned and undertaken early 2023.
5.6.4	Enhance Councils risk management processes to ensure key strategic and operational decision making considers risk factors.	Manager Organisation Development	40%		The risk management team have concluded the transformation of risks to the centralised Safety & Risk software system, Elumina. Full adaption of the new strategic risks has occurred. Work has now commenced and consolidating operational risks with clear links back to the business planning process and actions.
5.6.5	Continue the development and implementation of Councils Health and Safety Management System with a focus on injury prevention, improved return-to-work processes, OHS training calendar implementation and increased organisation engagement.	Health & Safety Project Officer	75%		Councils OH&S Management System continues to be reviewed, refined and implemented. All Health and Safety Management System documents are now in controlled documents and available to all staff via the Intranet page. OHS Training Calendar is now operational.
5.6.6	Partner with State Government to activate and maintain Public Health Pandemic and Emergency Management Operations for staff and community wellbeing.	Director City Infrastructure	90%		Councils obligations pertaining to food delivery have ceased and all public facilities are open without restrictions. Acquittals for several funding packages received are to be completed.

**Objective 7: EFFECTIVE ADVOCACY: Council will pursue effective advocacy by providing compelling materials for desired support and funding for community priorities through establishing strong relationships with other levels of government, strategic partners and key stakeholders.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.7.1	Provide materials to support advocacy efforts and report on advocacy outcomes.	Manager Communications	25%		The Communications Unit supported the production of a submission to the Commonwealth Games authority. Advocacy support has also been provided for items including the regional animal shelter and the Japan Street catchment.
5.7.2	Advocate for access to safe and secure housing that is appropriate and affordable for a diversity of needs.	Manager Infrastructure Services	20%		Investment continues to occur in Warrnambool as part of the State Government Homes Victoria Big Build to grow access to safe, secure and affordable housing. As at July 2022 this program has invested \$29.5 million in Warrnambool with 9 homes completed and a further 88 homes underway.

Completed

Progressing

On Hold

Not  
Progressing

Not  
Completed

Withdrawn

35








## Warrnambool City Council

### Activities & Initiatives

# Q1,

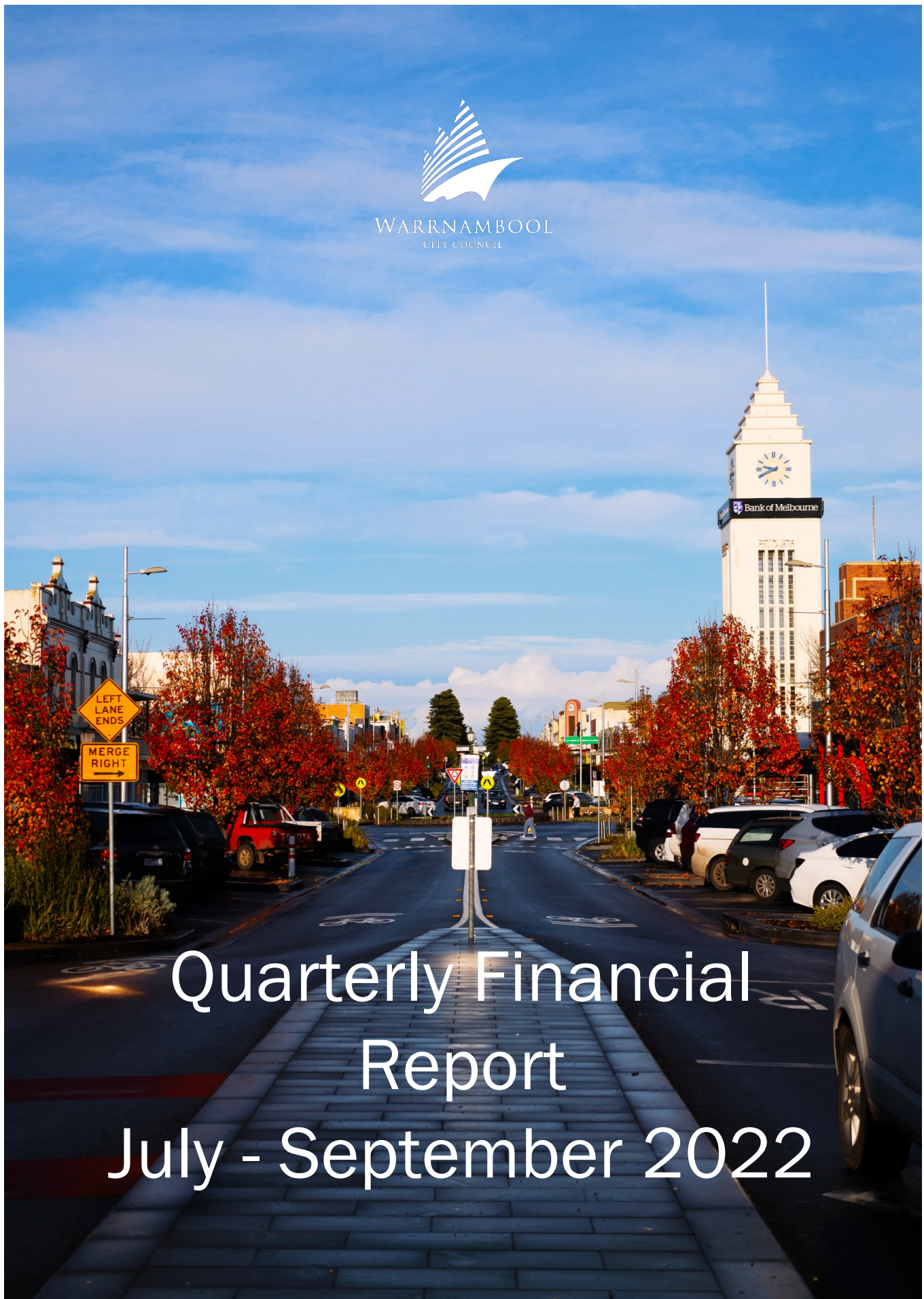
# 2022/2023

**Objective 8: REGIONAL ROLE & RELATIONSHIPS: Council will acknowledge Warrnambool’s capability as the regional centre of south-west Victoria through appropriate leadership, advocacy and partnerships that enable greater opportunity for the region.**

Action Code	Action Name	Responsible Officer	Progress	Traffic Lights	Comments
5.8.1	Participate in shared services project - for a shared Information technology enterprise system and associated processes - with Moyne and Corangamite shires.	Director Corporate Strategies	50%		Expression of interest for a shared enterprise resource system has been completed and Request for tender issued. Assessment of tenders has commenced and time line to Local Government Victoria for procurement process and approval to utilise stage 3B funding has been sent. The three Councils have now stood up the Joint Venture by resolution of each of the Councils and Warrnambool has been nominated to lead the project from the implementation phase.
5.8.2	Pursue funding for animal shelter redevelopment in collaboration with surrounding municipalities to facilitate a regional facility if appropriate.	Coordinator Local Laws Traffic Fire & Animal Control	30%		A number of meetings have been conducted with the RSPCA in relation to our agreement and possible funding. Glenelg Shire have signed an agreement to use our facility.
5.8.3	Participate in advocacy efforts as part of Regional Cities Victoria, Regional Capitals Australia and Southwest Victoria Alliance.	Chief Executive	25%		Mayor and CEO participated in advocacy with state ministerial and shadow ministerial departments with The South West Victoria Alliance in August 2022. Mayor and CEO attended a Regional Cities Victoria (RCV) networking function with members of parliament and shadow members in August 2022. CEO worked with RCV CEO's to discuss planning matters of mutual interest. Advocacy document currently being prepared. Review Regional Capitals Australia policy priorities document.



WARRNAMBOOL  
CITY COUNCIL



# Quarterly Financial Report July - September 2022

## Quarterly Financial Report

July - September 2022

### Table of Contents

1. Executive Summary.....	3
2. Statement of Comprehensive Income .....	4
3. Balance Sheet .....	6
4. Capital Expenditure and Funding .....	7
5. Treasury Report .....	8
6. Debtors Report .....	9
7. Budget Variations .....	10



## I. Executive Summary

The monthly report is designed to illustrate the financial performance and position of Warrnambool City Council compared to its adopted and revised budget for the period ending 30 September 2022.

The three months' actual results indicate a favourable financial position of \$858k to the revised budget.

Key Financial Results	Adopted Budget	Revised Budget	YTD Budget	YTD Committed	YTD Variance	
	\$'000	\$'000	\$'000	\$'000	\$'000	
Rates	44,603	44,603	44,603	44,710	108	▲
Recurrent Income	46,496	43,415	9,642	9,874	232	▲
Recurrent Expenditure	(76,158)	(77,389)	(23,964)	(23,490)	474	▲
<b>Net Recurrent Surplus/(Deficit)</b>	<b>(29,663)</b>	<b>(33,974)</b>	<b>(14,321)</b>	<b>(13,616)</b>	<b>706</b>	▲
Project Income	834	1,394	332	368	36	▲
Project Expenditure	(1,105)	(6,722)	(1,375)	(1,362)	13	▲
<b>Net Project Surplus/(Deficit)</b>	<b>(271)</b>	<b>(5,328)</b>	<b>(1,044)</b>	<b>(994)</b>	<b>49</b>	▲
Capital Income	1,741	14,819	1,995	1,987	(9)	▼
Capital Expenditure	(18,495)	(42,667)	(13,692)	(13,774)	(82)	▼
<b>Net Capital Surplus/(Deficit)</b>	<b>(16,755)</b>	<b>(27,848)</b>	<b>(11,696)</b>	<b>(11,787)</b>	<b>(91)</b>	▼
Loan Drawdowns	4,000	6,375	0	0	0	■
Loan Repayments	(1,882)	(1,882)	(471)	(385)	86	▲
<b>Net Financing Position</b>	<b>2,118</b>	<b>4,493</b>	<b>(471)</b>	<b>(385)</b>	<b>86</b>	▲
Surplus / (Deficit)	0	18,087	0	0	0	■
Surplus / (Deficit) Brought Forward	0	18,087	18,087	18,087	0	■
<b>Total</b>	<b>32</b>	<b>32</b>	<b>35,158</b>	<b>36,015</b>	<b>858</b>	▲

**Rates:** are \$108k favourable to budget due to supplementary rates carried over from 2021-22 being higher than anticipated because of the continued increase in development activity.

**Recurrent:** is \$706k favourable to budget due to the following main reasons:

- Savings in salaries across a number of areas within the organisation mainly due to vacant positions totalling \$990k.
- Additional user fee income of \$159k across service areas including Lighthouse Theatre, Holiday Parks and Aquazone which is partially offset by related expenditure. There is an unfavourable variance in Saleyards income due to reduced volumes and in property lease income.
- This is partially offset by timing variations across the organisation including commitments raised for trainees in July for the 2022-23 financial year resulting in a year to date unfavourable variance of (\$198k), unbudgeted insurance in building operations (\$100k), increase in parts costs in Fleet Management (\$50k) and consulting services used within City Development & Strategy for planning overflow work due to vacancies (\$43k).

**Projects:** Favourable variance of \$49k mainly due to timing of projects.

**Capital Works:** is (\$91k) lower than budget due to the following main reasons:

- The Reid Oval redevelopment project has a (\$183k) unfavourable variance to budget which is to be offset by the co-contribution from tenant clubs who have not yet been invoiced. This is partially offset by timing of capital works.

**Loans:** The favourable variance of \$86k is due to the timing of loan borrowings. The second instalment of the Learning and Library Hub loan is being drawn down in October through TCV.

## 2. Statement of Comprehensive Income

	Adopted	Revised	YTD	YTD	Variance		
	Budget	Budget	Budget	Committed	\$'000	%	
	\$'000	\$'000	\$'000	\$'000			
<b>Revenue</b>							
Rates and Charges	44,693	44,693	44,625	44,733	108	0.2%	▲
Statutory Fees and Fines	2,233	2,233	443	458	15	3.3%	▲
User Fees	18,629	18,693	3,876	4,035	159	4.1%	▲
Recurrent Grants	12,830	10,098	2,709	2,821	112	4.1%	▲
Non-Recurrent Grants	1,275	10,629	1,063	1,038	(25)	(2.3%)	▼
Contributions - Cash	1,141	4,652	836	847	11	1.3%	▲
Contributions - Non Cash	6,500	6,500	0	0	0	0.0%	▼
Other Income	345	345	80	93	13	15.6%	▲
Interest Income	110	110	102	123	20	19.8%	▲
<b>Revenue Total</b>	<b>87,754</b>	<b>97,952</b>	<b>53,735</b>	<b>54,147</b>	<b>412</b>	<b>0.8%</b>	<b>▲</b>
<b>Expenses</b>							
Employee Benefits	39,341	39,792	10,055	9,069	986	9.8%	▲
Materials and Services	24,945	31,343	12,352	13,002	(650)	(5.3%)	▼
Bad and Doubtful Debts	149	149	7	0	7	100.0%	▲
Finance Costs	235	235	59	56	3	4.3%	▲
Other Expenses	449	449	172	183	(11)	(6.5%)	▼
Depreciation	12,966	12,966	0	0	0	0.0%	▬
Net loss / (gain) on asset disposal	624	263	(181)	(125)	(57)	(31.2%)	▼
<b>Expenses Total</b>	<b>78,708</b>	<b>85,196</b>	<b>22,464</b>	<b>22,185</b>	<b>278</b>	<b>1.2%</b>	<b>▲</b>
<b>Net Surplus / (Deficit)</b>	<b>9,046</b>	<b>12,755</b>	<b>31,271</b>	<b>31,962</b>	<b>691</b>	<b>2.2%</b>	<b>▲</b>
<b>Other Comprehensive Income</b>							
Net asset revaluation	10,848	10,848	0	0	0	0.0%	▬
<b>Total Comprehensive Income</b>	<b>19,894</b>	<b>23,603</b>	<b>31,271</b>	<b>31,962</b>	<b>691</b>	<b>2.2%</b>	<b>▲</b>
<b>Net Underlying Surplus / (Deficit)</b>	<b>2,546</b>	<b>6,255</b>	<b>31,271</b>	<b>31,962</b>	<b>691</b>	<b>2.2%</b>	<b>▲</b>

**Net Surplus/(Deficit):** The net surplus is \$31.962m which is \$691k favourable to the revised budget.

**Revenue:** is \$412k favourable to budget due to:

- Rates have been raised for the 2022-23 financial year with supplementary rates carried over from 2021-22 being higher than anticipated due to the continued increase in development activity.
- Favourable variance in User Fees of \$159k mainly due to more activity in Lighthouse Theatre commercial hires and visitor services resulting in \$163k of additional income partially offset by related expenditure, additional fee income at the Holiday Parks from the continued strong recovery in tourism of \$60k, additional income in Aquazone swimming \$45k and higher numbers across child care centres \$50k, This favourable variance is partially offset by lower Saleyards volumes due to uncertainty (\$123k) and an unfavourable variance in property leases income (\$60k).

**Expenses:** are \$278k favourable to budget due to:

- Employee benefits lower than anticipated due to the continuation of vacancies across a number of areas totalling \$986k.
- Materials and services are higher than budget (\$650k), with a number of timing variations across the organisation including: commitments raised for trainees in July for the 2022-23 financial year causing a variation of (\$198k). Unbudgeted insurance in Building Strategy & Services (\$100k), increase in parts costs in Fleet Management (\$50k), bin repairs mainly due to vandalism and replacement of bin lids higher than budgeted (\$22k), more activity with Lighthouse Theatre commercial hires (\$80k) offset by increased fee income and increased consulting services within City Strategy & Development Planning services for backfill and overflow work (\$43K) offset by savings in salaries.

### 3. Balance Sheet

	2022/23 Opening Balance \$'000	Movement \$'000	YTD Closing Balance \$'000
<b>Current Assets</b>			
Cash & Cash Equivalents	12,837	169	13,006
Investments	25,000	(1,000)	24,000
Trade and Other Receivables	3,552	30,732	34,284
Other Assets	2,372	(1,423)	949
<b>Current Assets Total</b>	<b>43,761</b>	<b>28,478</b>	<b>72,239</b>
<b>Non-Current Assets</b>			
Trade and Other Receivables	1	0	1
Property Plant & Equipments	738,259	4,076	742,335
<b>Non-Current Assets Total</b>	<b>738,261</b>	<b>4,076</b>	<b>742,336</b>
<b>Total Assets</b>	<b>782,022</b>	<b>32,554</b>	<b>814,575</b>
<b>Current Liabilities</b>			
Trade and Other Payables	11,614	(3,823)	7,791
Trust Funds and Deposits	2,034	165	2,199
Provisions	6,813	0	6,813
Interest-bearing Loans and Borrowings	1,562	(385)	1,177
Lease Liabilities	286	0	286
<b>Current Liabilities Total</b>	<b>22,308</b>	<b>(4,043)</b>	<b>18,266</b>
<b>Non-Current Liabilities</b>			
Provisions	992	0	992
Interest-bearing Loans and Borrowings	9,039	0	9,039
Lease Liabilities	963	0	963
<b>Non-Current Liabilities Total</b>	<b>10,994</b>	<b>0</b>	<b>10,994</b>
<b>Total Liabilities</b>	<b>33,303</b>	<b>(4,043)</b>	<b>29,260</b>
<b>Net Assets</b>	<b>748,719</b>	<b>36,596</b>	<b>785,315</b>
<b>Equity</b>			
Accumulated Surplus	265,259	36,597	301,856
Reserves	483,459	0	483,459
<b>Total Equity</b>	<b>748,717</b>	<b>36,597</b>	<b>785,315</b>

**Cash & Investments:** have increased since August with the first quarter rate instalment payable at the end of September.

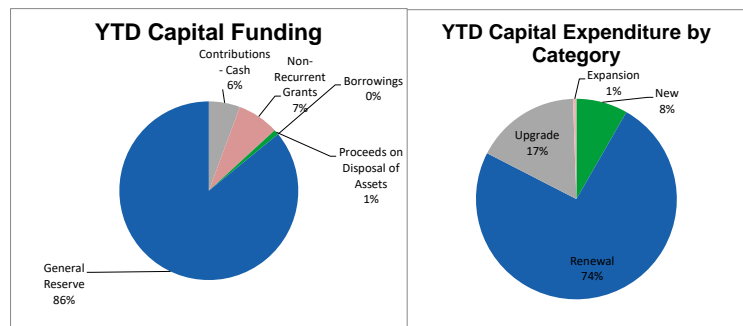
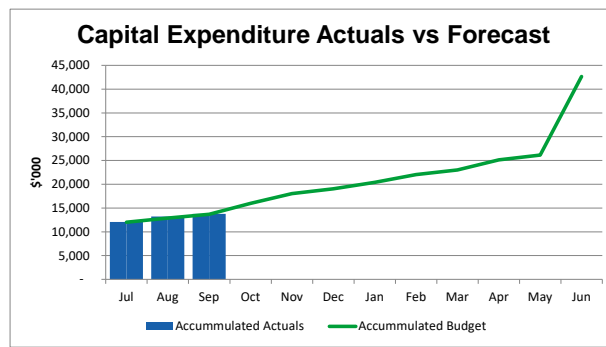
**Trade and Other Receivables:** have increased significantly from the start of the financial year due to raising the full year's rates revenue in August with instalments due quarterly. This will reduce throughout the year as customers make their instalment repayments.

### 4. Capital Expenditure and Funding

**Capital Expenditure:** Council has a number of major capital works underway including Lake Pertobe, Edwards Bridge, the Library/Learning Hub and the Port of Warrnambool Boat Ramp upgrade. Currently Council’s committed amount is unfavourable compared to the year to date budget (\$82k). The Reid Oval project does have an unfavourable variance of (\$183k) which is to be offset by the co-contribution from tenant clubs. The actual spend to date (excluding orders) is \$5.937m.

**Capital Funding:** The majority of the works to date have been funded through Council funds (86%). There are significant grants that are anticipated to be received during the year.

	Adopted Budget	Revised Budget	YTD Budget	YTD Committed	Variance	
	\$'000	\$'000	\$'000	\$'000	\$'000	
<b>Expenditure</b>						
New	1,318	4,385	1,407	1,143	264	▲
Renewal	14,873	28,156	9,035	10,228	(1,193)	▼
Upgrade	2,233	9,811	3,148	2,328	821	▲
Expansion	72	315	101	75	26	▲
<b>Capital Expenditure</b>	<b>18,495</b>	<b>42,667</b>	<b>13,692</b>	<b>13,774</b>	<b>(82)</b>	<b>▼</b>
<b>Funding</b>						
Contributions - Cash	200	3,686	751	777	25	▲
Non-Recurrent Grants	1,275	10,507	1,063	1,038	(25)	▼
Proceeds on Disposal of Assets	266	626	181	125	(57)	▼
Borrowings	4,000	6,375	0	0	0	■
General Reserve	12,755	21,473	11,696	11,834	(138)	▼
<b>Capital Funding</b>	<b>18,495</b>	<b>42,667</b>	<b>13,692</b>	<b>13,774</b>	<b>(82)</b>	<b>▼</b>

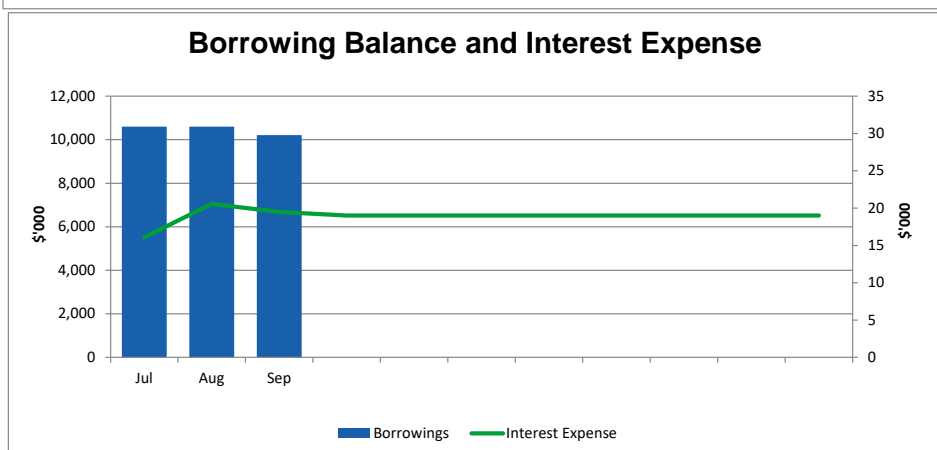
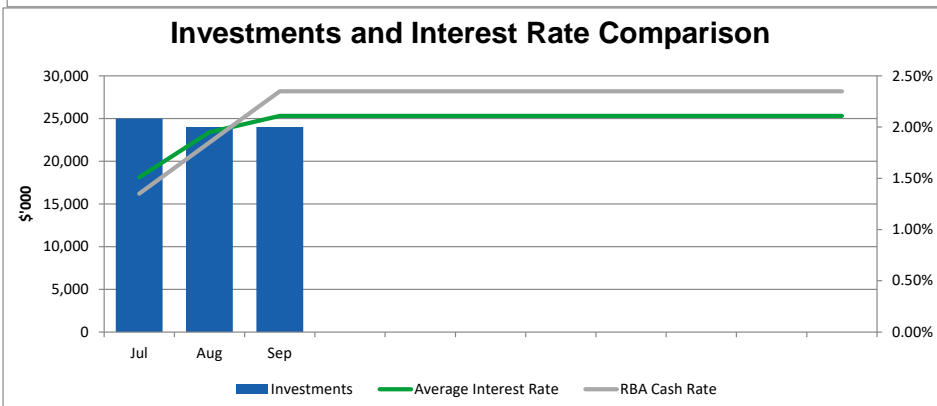
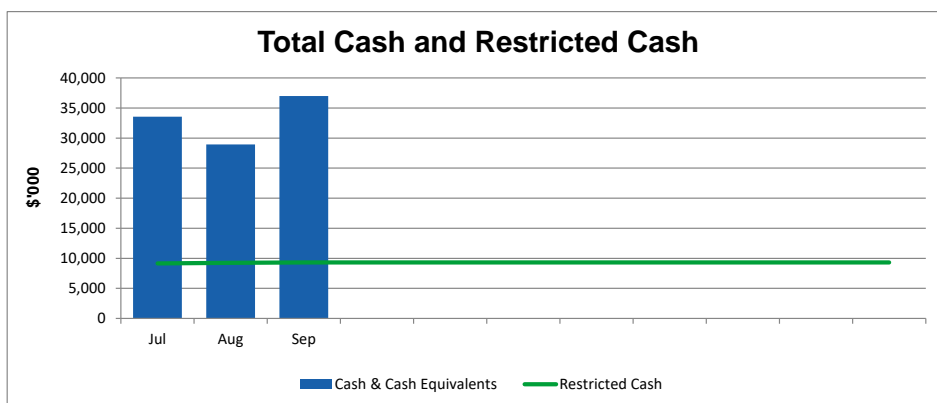




### 5. Treasury Report

**Cash:** Total cash held (including investments) at the end of September is \$37.01m, of which \$9.33m is restricted.

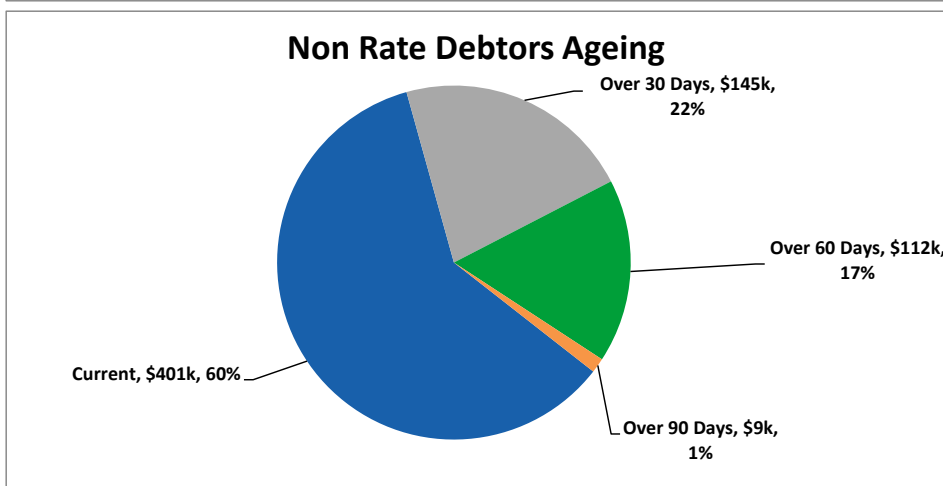
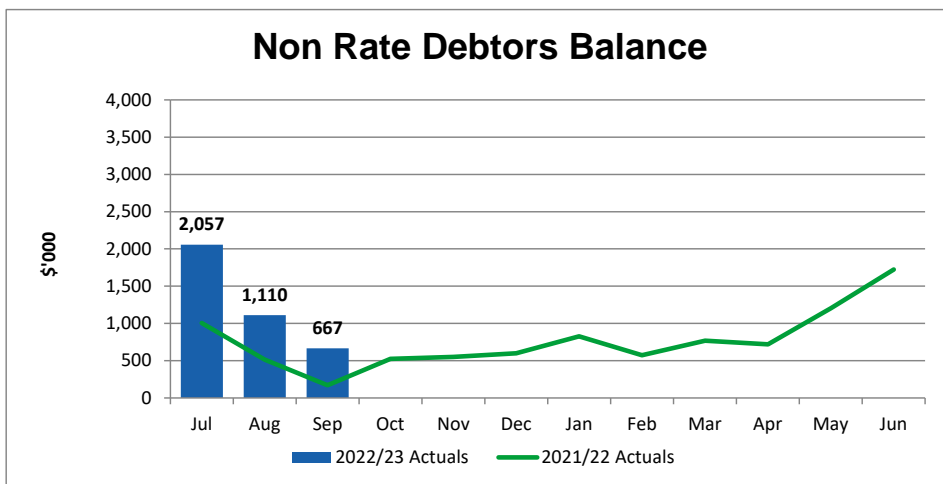
**Investments:** The average interest rate held on investments at the end of September was 2.23% and is continuing to trend upwards with the recent interest rate rises and the speculation of future rises. The RBA cash rate of 2.35% was above the average interest rate for investments this month which is due to some investments from March 2022 being invested at lower rates causing the average rate to drop, however these investments are maturing over the next couple of months and current investment interest rates are over 4.0%.



## 6. Debtors Report

**Non Rate Debtors:** were \$667k in September, with \$401k or 60% of the debt classified as current.

- 30 Days \$145k (22%) – \$124k relates to a grant from Regional Arts Victoria for the Art Gallery lighting upgrade which is being followed up.
- 60 Days \$112k (17%) – \$90k is owing from the Department of Jobs, Precincts and Regions for an AgriLinks grant relating to the Buckleys Road improvement project (milestone 2) with acquittal follow up documentation being submitted and the grant to be paid in November.
- 90 Days \$9k (1%) – No material amounts. Council is working with overdue debtors and setting up payment plans where appropriate.



## 7. Budget Variations

Item	Budget Variation \$	Cumulative Total \$
Adopted Budget Surplus		32,087
Rollovers - Net	(18,087,330)	(18,055,243)
<b>Cash Surplus Bought Forward</b>	<b>18,087,330</b>	<b>32,087</b>
<b>External budget variations - new grants</b>		
Regional Arts Victoria - WAG lighting upgrade funding	188,000	220,087
Regional Arts Victoria - WAG lighting upgrade expenditure	(188,000)	32,087
Dep. Education VSBA Building Blocks for Information Technology funding	23,943	56,030
Dep. Education VSBA Building Blocks for Information Technology expense	(23,943)	32,087
TAC Grant for Breton Street	21,900	53,987
TAC grant expenditure for Breton Street	(21,900)	32,087
Dennington Cricket Net Upgrade - Cricket Victoria contribution	30,000	62,087
Dennington Cricket Net Upgrade - Dennington Cricket Club contribution	15,000	77,087
Dennington Cricket Net Upgrade expenditure	(45,000)	32,087
Moyne Warrnambool Road Share grant	20,725	52,812
Moyne Warrnambool Road Share expenditure	(20,725)	32,087
Dep. Education Ventilation & Air Purification grant, round 2	15,000	47,087
Dep. Education Ventilation & Air Purification grant, round 2 expenditure	(15,000)	32,087
DELWP Council Fleet Electric Charging Stations grant	40,000	72,087
DELWP Council Fleet Electric Charging Stations expenditure	(40,000)	32,087
Dep. Education Joint Library Stock funding	500,000	532,087
Dep. Education Joint Library Stock	(500,000)	32,087
Aust. National Maritime Museum - Maritime Museums of Australia Support Scheme	7,100	39,187
Aust. National Maritime Museum-Maritime Museums of Aust. Support Scheme expense	(7,100)	32,087
South West Healthcare/Municipal Library homework club grant	16,030	48,117
South West Healthcare/Municipal Library homework club expenditure	(16,030)	32,087
Department of Transport - TAC L2P program funding	92,973	125,060
Department of Transport - TAC L2P program expenditure	(92,973)	32,087
Sth West Healthcare Outside School Hours Care staff voucher grant	30,000	62,087
Sth West Healthcare Outside School Hours Care staff voucher expense	(30,000)	32,087
Department of Education reimbursement of Library Hub furniture	76,334	108,421
Department of Education reimbursement of Library Hub furniture	(76,334)	32,087
Regional Arts Victoria - Flagstaff Hill Regional Collections Access Program Tier 2 grant	116,401	148,488
Regional Arts Victoria-Flagstaff Hill Regional Collections Access Prog Tier 2 expense	(116,401)	32,087
<b>Internal budget variations - transfers between cost centres</b>		
GIS Officer moved from City Strategy to Strategic Assets	85,966	118,053
GIS Officer moved from City Strategy to Strategic Assets	(85,966)	32,087
Northern Edge Estate developer contributions per hectare	374,132	406,219
Northern Edge Estate developer contributions per hectare (Reserve Transfer)	(374,132)	32,087
Horne Road Industrial Estate developer contributions 1st payment	250,000	282,087
Horne Road Industrial Estate developer contributions 1st payment (Reserve Transfer)	(250,000)	32,087

Item	Budget Variation \$	Cumulative Total \$
<b>Internal budget variations - transfers between cost centres continued</b>		
Transfer from Sustainability Initiatives to Electronic Vehicle Charging Station	40,000	72,087
Transfer from Sustainability Initiatives to Electronic Vehicle Charging Station	(40,000)	32,087
Transfer from Energy Savings Initiatives to WAG Lighting Upgrade	50,000	82,087
Transfer from Energy Savings Initiatives to WAG Lighting Upgrade	(50,000)	32,087
Transfer from Energy Savings Initiatives to Council Fleet Electric Charging Station	40,000	72,087
Transfer from Energy Savings Initiatives to Council Fleet Electric Charging Station	(40,000)	32,087
Hopkins Heights Developer Contribution per lot	100,000	132,087
Hopkins Heights Developer Contribution per lot (Reserve Transfer)	(100,000)	32,087
Designated Area Representative Assessment Fee income Jly to Sept'22	34,500	66,587
Designated Area Representative Assessment Fee Jly to Sept'22 expense	(34,500)	32,087
<b>Revised Budget Surplus</b>		<b>32,087</b>

---

---

# RESIDENTIAL LAND SUPPLY & DEMAND ASSESSMENT

## Warrnambool City Council

October 2022

Final

---

---



13/10/2022

Final Version 1.1

**Spatial Economics Pty Ltd**

ABN: 56 134 066 783

[www.spatial economics.com.au](http://www.spatial economics.com.au) [info@spatial economics.com.au](mailto:info@spatial economics.com.au)



## CONTENTS

EXECUTIVE SUMMARY .....	7
1.0 Introduction .....	10
1.1 Context.....	10
1.2 Purpose .....	10
2.0 Approach & Scope .....	10
3.0 Population, Household and Dwelling Growth .....	14
3.1 Recent Population Growth Trends.....	14
3.2 Household and Dwelling Change .....	19
3.3 Should a single growth forecast be relied upon for longer term strategic planning?.....	19
3.3.1 Demographic Projections .....	21
4.0 Recent Residential Development Activity .....	23
4.1. Residential Building Approvals.....	24
4.1.1 Residential Building Approvals - Warrnambool.....	26
4.2 Residential Lot Construction .....	27
4.3 Location of Residential Development Activity .....	27
4.4 Lot Construction by Supply Type.....	28
4.5 Dispersed/Minor Infill Lot Construction .....	29
4.5.1 Dispersed/Minor Infill Supply – Achieved Densities .....	29
4.5.2 Dispersed/Minor Infill Supply – Parent Lot Size .....	30
4.5.3 Dispersed/Minor Infill Supply – Project Size and Yield .....	30
4.6 Broadhectare Lot Construction.....	32
4.6.1 Broadhectare Lot Construction – Diversity .....	33
4.7 Major infill .....	35
4.8 Aged/Lifestyle Living .....	35
4.9 Rural Residential Lot Construction .....	35
4.9.1 Rural Residential Dwelling Construction .....	35
4.10 Vacant Residential Lot Sales Pricing .....	36
5.0 Residential Land Supply .....	38
5.1 Stock of Zoned Broadhectare .....	38
5.2 Stock of Un-Zoned Broadhectare Land .....	39
5.4 Rural Residential Land Stocks .....	39
5.3.2 Future (Unzoned) Rural Residential Land Stocks .....	42
7.0 Adequacy of Land Stocks.....	56
7.1 Years of Supply – Warrnambool .....	56



7.2 Interpretation of the 'Adequacy' Benchmarks .....57  
7.3 Recommendations .....58





#### **LIST OF GRAPHS**

- Graph 1: Projected population, Victoria" range of outcomes
- Graph 2: Percentage Change in Residential Building Approval Activity by Regional Municipal Areas, 2019/20 to 2020/21
- Graph 3: Percentage Change in Residential Building Approval Activity by Regional Municipal Areas, 2020/21 to 2021/22
- Graph 4: Residential Building Approvals by Type – Warrnambool, 2011 to 2022
- Graph 5: Share of Residential Development Activity by Supply Type – Warrnambool City Council
- Graph 6: Dispersed Infill - Achieved Lot Size Cohorts, 2008 to 2021
- Graph 7: Parent Lot Size of Dispersed Infill Projects (Warrnambool), 2008 to 2021
- Graph 8: Dispersed Infill Development – Lot Yield & Project Size Distribution, 2008 to 2021
- Graph 9: Broadhectare Lot Construction Size Distribution – Warrnambool
- Graph 10: Median Lot Size (sqm) – Broadhectare Lot Construction, Warrnambool
- Graph 11: Median Sales Values – Vacant residential lots, 2010-2021 – Warrnambool Vs Selected Jurisdictions
- Graph 12: Stock of Rural Residential Allotments, 2021
- Graph 13: Stock of Vacant Rural Residential Allotments, 2021
- Graph 14: Stock of Rural Residential' Allotments by Lot Size Cohort (occupied & vacant), 2021
- Graph 15: Stock of Rural Residential' Allotments by Lot Size Cohort (vacant), 2021

#### **LIST OF TABLES**

- Table 1: Long Term Population Growth: Average Annual Population Growth Rates (%), 2001-2021
- Table 2: Impacts of Covid? Short Term Population Growth: Average Annual Population Growth Rates (%), 2016-21
- Table 3: Internal Migration, Regional Victoria, 2006-2021
- Table 4: Components of population change, Warrnambool 2016-21
- Table 5: Population Growth within Warrnambool: Average Annual Growth Rates
- Table 6: Population Growth within Warrnambool: Average Annual Population Growth
- Table 7: Shelf life of population projections
- Table 8: Estimated Broadhectare/Major Infill Lot Capacity, 2022
- Table 9: Estimated Years of Broadhectare/Major Infill Residential Land Supply – Warrnambool City Council, 2022

#### **LIST OF IMAGES**

- Image 1: Residential Land Supply Types
- Image 2: Dispersed Infill Lot Construction Examples – Warrnambool

#### **LIST OF MAPS**

- Map 1: Residential Land Supply– Dennington
- Map 2: Residential Land Supply– East Warrnambool (rural residential)
- Map 3: Residential Land Supply– East Warrnambool
- Map 4: Residential Land Supply– North Warrnambool (a)
- Map 5: Residential Land Supply– North Warrnambool (b)
- Map 6: Residential Land Supply– North Warrnambool (c)
- Map 7: Residential Land Supply– South East Warrnambool



- Map 8: Residential Land Supply– South Warrnambool (a)
- Map 9: Residential Land Supply– South Warrnambool (b)
- Map 10: Residential Land Supply– South Dennington
- Map 11: Residential Land Supply– Allansford
- Map 12: Residential Land Supply– Woodford/Bushfield



## EXECUTIVE SUMMARY

The following report is a residential land supply and demand assessment for the municipal area of Warrnambool.

The assessment includes:

- the identification of historical and current residential lot construction activity by supply type and location;
- identification of all zoned and unzoned broadhectare residential land supply stocks including estimates of lot yields on a project by project basis;
- assessment of the stock of rural residential lands;
- examination of the quantum and composition of future residential demand;
- presentation of potential future demand scenarios; and
- estimation of the years of supply of undeveloped broadhectare residential land stocks.

### Historic Population Growth

#### Population Growth

Population growth has increased on an average annual basis of 0.7% or 235 persons per annum from 2016 to 2021. The estimated population in Warrnambool in 2021 was 35,419.

### Residential Development Activity

#### Residential Building Approvals

As measured over the two financial years of 2019/20 and 2020/21, residential building approval activity has significantly increased across regional Victoria, increasing by 51% (from 12,300 approvals to 18,540). In comparison, metropolitan Melbourne over the same time period increased by 3%. Warrnambool over this period illustrated significant growth in building approval activity, increasing by 96%, from 204 approvals to 399 in 2020/21.

In 2021/22 the quantum of residential building approval was more subdued compared to the previous financial year. For Victoria, building approval activity declined by 3.4%, metropolitan Melbourne increased by 2.5% and regional Victoria declined by nearly 18%.

In 2021/22 building approval activity in Warrnambool declined to 236 approvals. The current level of building approval activity is still significantly greater than recent long-term trends.

#### Residential Lot Construction

Over the last five years, residential lot construction has averaged 213 per annum. In 2021/22 there was a total of 290 residential lots constructed.

Of the lot construction activity measured since 2008:

- 3% was rural residential (6 lots per annum);
- 4% was aged/lifestyle lots (8 lots per annum);
- 7% was major infill (14 lots per annum);
- 14% was dispersed/minor infill (29 lots per annum); and
- 72% was broadhectare (146 lots per annum).

The median sales price of a vacant residential lot in 2021 was:

- \$100,000 - Glenelg;
- \$190,000 in Warrnambool;
- \$190,000 in Bendigo;



- \$237,750 in Ballarat;
- \$310,000 in Geelong; and
- \$245,000 across regional Victoria (this is heavily influenced by peri-urban municipalities and Geelong).

Examination of more recent sales data by locality illustrates significant price increases. As measured from 2021 to the March quarter 2022, the median sales price of a vacant residential allotment by locality increased by:

- 11% from \$220,000 to \$243,800 in Warrnambool; and
- 29% from \$140,000 to \$180,000 in Dennington.

Vacant residential land sales values across the municipal area of Warrnambool have comparatively only moderately increased over-time, in addition residential sales values are currently relatively affordable to both regional Victoria and other major regional centres.

### **Residential Land Supply Broadhectare/Major Infill Land Stocks**

In total, Warrnambool currently has capacity for the future provision of approximately 9,372 additional dwellings (including areas that are as yet not zoned for residential development purposes), on broadhectare sites.

This capacity is comprised of:

- 4,943 unzoned broadhectare lots; and
- 4,429 zoned broadhectare lots.

It was highlighted to Spatial Economics through the land development industry consultation process that both land fragmentation and significant existing uses on a number of identified zoned broadhectare sites will result in land development commercial feasibility being problematic.

Spatial Economics have estimated that these sites have an ultimate potential of 488 lots/dwellings.

It is considered that over-time, these fragmented land parcels will be developed. However, this potential has been removed when assessing the adequacy/years of land supply.

### **Rural Residential**

Across Warrnambool there was a total stock of 634 rural residential allotments. Of this stock, 88 lots (14%) were vacant. Vacant rural residential lots as a supply type in Warrnambool is low compared to other regional municipalities in Victoria.

### **Projected Housing Demand**

Spatial Economics have presented three projected demand scenarios based on the most recently available evidence. These demand scenarios are outlined below.

**Scenario 1:-** the Victorian Government's official population projections 'Victoria in Future 2019' (VIF 2019). Dwelling requirements from 2021 to 2041 at 152 per annum or a 0.9% per annum growth rate.

**Scenario 2:-** Increased and sustained population growth. Dwelling requirements from 2021 to 2041 at 219 per annum or a 1.2% per annum growth rate.

**Scenario 3:-** Trend Housing Growth. Dwelling requirements from 2021 to 2041 at 242 per annum or a 1.4% per annum growth rate.



### **Adequacy of Land Stocks**

#### **Years Supply – Broadhectare**

In terms of **zoned** broadhectare residential land stocks, it is estimated based on the identified supply and projected demand scenarios, there are sufficient land stocks to satisfy **23 to over 25 years** of demand across the municipal area of Warrnambool.

In addition, there are sufficient **unzoned** broadhectare residential land stocks to satisfy an additional **25 plus** years of demand for all three demand scenarios.

#### **Recommendations**

Spatial Economics recommend:

1. Recognise that uncertainty regarding future population growth rates make it prudent not to rely on a single growth forecast for the purpose of planning for future housing needs.
2. Adopt a scenario-based approach to residential planning (i.e. plan on the basis of multiple growth scenarios and have planning in place to cope with the full range of growth rates set out in these scenarios).
3. Monitor and review actual residential development trends on at least an annual basis using the methodology set out in this report.
4. Plan on the basis of maintaining at least a **15-year zoned** greenfield residential land stock. Given the recommended scenario-based approach this means putting in place forward planning to enable Council to quickly rezone land to maintain an adequate land supply even under a high growth scenario.
5. Adopt a clear strategy to achieve its goal of encouraging greater urban consolidation and housing diversity while also protecting the amenity and character.
6. Organising regular (at least annual) discussion forums with key stakeholders on housing and development needs and steps that Council can take to facilitate ongoing investment in housing and economic development.



## 1.0 Introduction

### 1.1 Context

The following report is a residential land supply and demand assessment for the municipal area of Warrnambool.

The assessment includes:

- the identification of historical and current residential lot construction activity by supply type and location;
- identification of all zoned and unzoned broadhectare residential land supply stocks including estimates of lot yields on a project by project basis;
- assessment of the stock of rural residential lands;
- examination of the quantum and composition of future residential demand;
- presentation of potential future demand scenarios; and
- estimation of the years of supply of undeveloped broadhectare residential land stocks.

The assessment provides a robust and transparent assessment of the supply and demand for residential land across Warrnambool. The assessment will facilitate informed decision making in terms of the existing and future broadhectare residential land supply requirements.

In addition, the information will be of assistance to other related planning processes such as infrastructure and service planning.

### 1.2 Purpose

The monitoring of land supply is a key tool to assist in the management and development of growth across the municipal area of Warrnambool. The primary purpose of monitoring residential land supply is to improve the management of urban growth by ensuring that council, public utilities, government and the development industry have access to up-to-date and accurate information on residential land availability, development trends, new growth fronts, and their implications for planning and infrastructure investment.

The following report provides accurate, consistent and updated intelligence on residential land supply, demand and consumption. This in turn assists decision-makers in:

- maintaining an adequate supply of residential land for future housing purposes;
- providing information to underpin strategic planning in urban centres;
- linking land use with infrastructure and service planning and provision;
- taking early action to address potential land supply shortfalls and infrastructure constraints; and
- contributing to the containment of public sector costs by the planned, coordinated provision of infrastructure to service the staged release of land for urban development.

## 2.0 Approach & Scope

The following provides a brief outline of the major methodologies and approach in the assessment of recent residential lot construction, residential land supply areas, dwelling demand scenarios and determination of assessing adequacy of residential land stocks.

The methodology that Spatial Economics has employed for this project is based on the simple premise of matching the supply type with demand. This methodology assesses recent construction and future supply using the same criteria with the supply type definitions based on outcomes and on a lot by lot basis rather than administrative boundaries.



The methodology used by Spatial Economics is consistent with other State Government methodologies around Australia, including the Victorian State Governments Regional Urban Development Program. The criteria used to define the supply types are explained below.

#### **Future Dwelling Requirements**

The following are utilised in estimating future dwelling requirements as measured from 2021 to 2041.

The Victorian State Government population and household projections undertaken by the Department of Environment, Land, Water & Planning (VIF2019).

Two alternative growth scenarios developed by Spatial Economics, specifically:

1. An assumed higher and sustained population growth of 1.0% per annum; and
2. A continued trend of recent dwelling growth as measured by the ABS Population and Housing Census from 2016 to 2021.

#### **Land Supply Type Definitions**

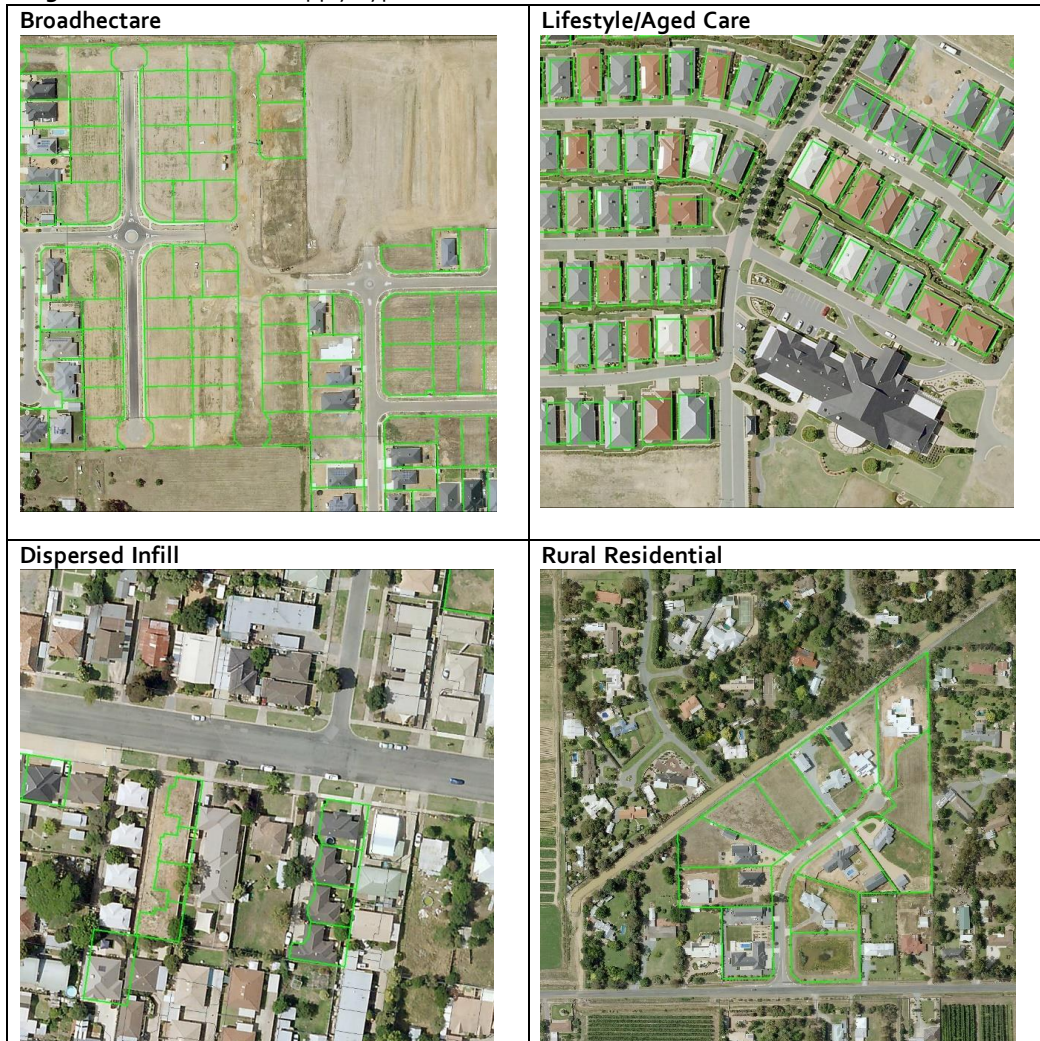
1. **Broadhectare** is defined as residential development on greenfield sites (sites that have not been used previously for urban development purposes or previously subdivided for normal/urban density development) and typically located on/or near the urban fringe.
2. **Lifestyle/Aged Care** is from a lot/dwelling construction perspective, housing outcomes that are specifically targeted for aged persons/households. Typically (in the case for Warrnambool) these are detached dwellings within lifestyle villages.
3. **Major Infill** is defined by development or capacity greater than 5 lots/dwellings per site and is located within the established urban area. There is often debate and "shades of grey" to the difference of major infill and broadhectare. Often, major infill can be described as remanent broadhectare i.e. greenfield land left undeveloped and urban development subsequently surrounding the site. Major infill sites are also characterised by having had no previous urban use/activity.
4. **Dispersed Infill** is from a lot/dwelling construction perspective, residential development occurring within the established urban area (not on broadhectare sites) that yield less than 10 dwellings per individual construction project. Typically, it entails 'backyard' style subdivision projects.
5. **Rural Residential** is from a dwelling construction perspective, all activity on land zoned Rural Residential and Low Density Residential.





The images below illustrate the supply types.

**Image 1: Residential Land Supply Types**



### Geography

The following geographic areas are utilised for the land supply assessment and demographic analysis.

**Localities:** Locality boundaries are sourced from the Victorian State Government. These boundaries represent the urban centre/township/locality geographic extent.

**2021 ABS SA2:** Australian Bureau of Statistics geographic definition that are a general-purpose medium sized area built from whole SA1s. Their aim is to represent a community that interacts together socially and economically.

Warrnambool Council is fundamentally comprised of two SA2 areas – Warrnambool South and Warrnambool North. However, there are a number of SA2s that Warrnambool shares with neighbouring municipalities of Moyne including: Warrnambool, Warrnambool North and Moyne West.





### **Residential Lot Construction**

Residential lot construction has been determined via the assessment of the residential cadastre and the application of this cadastre to the land supply types identified above.

A constructed lot is defined by the year of construction and the finalisation of the certificate of title.

Lot construction is only captured if it is for residential purposes.

It is noted, where new lot construction occurs (typically within mixed use type zones) and one lot results in multiple dwellings, the dwelling count is collected. Lot construction from the following assessment will largely result in one net additional dwelling.

Construction activity has been assessed on an annual financial year basis from July 2008 to July 2022.

Lot construction have been undertaken for the following supply types:

- Rural Residential;
- Dispersed Infill;
- Lifestyle villages;
- Major Infill; and
- Broadhectare.

### **Lot Yields**

Lot yields on a site basis has been undertaken for only undeveloped broadhectare and major infill lands.

In establishing the lot yield for each individual land parcel, the following information was used: incidence and location of native vegetation, zoning, natural features such as creeks, escarpments, floodways, localised current/recent market yields, ability to be sewerred, existing studies such as structure plans.

In addition to site specific issues, 'standard' land development take-outs are employed, including local and regional. The amount/proportion of such take-outs are dependent on the land parcel i.e. a 1ha site will have less take-outs than say a 50ha site. Further intelligence and verification are sourced from the local land development industry and Council officers.

### **Years of Supply**

With the amount of supply and demand estimated, adequacy is described in years of supply. For example, it can be stated that there are X years of supply based on projected demand within a given geographic area.

In assessing the number of years of broadhectare/major infill residential land supply, only a component of the total projected demand is apportioned to estimate future demand. The remainder is apportioned for future demand of other forms of residential supply such as dispersed infill and rural residential.



### 3.0 Population, Household and Dwelling Growth

#### Key Findings

Population growth for the municipal area of Warrnambool has been steady - an average annualized growth of 0.7% from 2016 to 2021 or 235 persons per annum. In the most recent year, the rate of population growth has decreased to 0.2% per annum or just 61 persons. From 2016 to 2021, population growth within Warrnambool has been composed of:

- 225 persons via natural increase (births minus deaths)
- a loss of 185 persons from migration within Australia; and
- 899 persons from overseas migration.

In 2021, it is estimated that there were 15,099 private residential dwellings across the municipal area of Warrnambool. This represents an average annual growth in dwellings of 203, or an average annual increase of 1.4% as measured from 2016.

Regional Victoria's population growth been little affected by Covid – lower overseas gains and higher interstate losses have been cancelled out by greater net movements of people from Melbourne to Regional Victoria.

Three demand scenarios are presented to assess the adequacy of greenfield/major infill residential land stocks for the municipal area of Warrnambool, these include:

**Scenario 1:-** the Victorian Government's official population projections 'Victoria in Future 2019' (VIF 2019). This publication sets out population, household and dwelling growth projections to 2036 for all regions and local government areas in Victoria

These projections have been modified to account for more recent estimates of the residential population as at 2021 and extended to 2041 (maintaining demographic assumptions from 2036).

**Scenario 2:-** Increased and sustained population growth. This assumes a sustained population growth rate of 1.0% and core demographic assumptions such as average household size, persons in non-private dwellings and dwelling vacancy rate are sourced from the 2021 Population and Housing Census; and

**Scenario 3:-** Trend Housing Growth. Is not a demographically driven scenario, rather it simply assumes recent (2016 to 2021) dwelling growth rate to continue. The dwelling growth rate is sourced from the 2016 and 2021 Population and Housing Census at 1.4% per annum.

The 2021 census results have only recently been released. On 26<sup>th</sup> July, 2022, the Australian Bureau of Statistics (ABS) updated its estimated resident populations (ERPs) for regions and local government areas in Australia.

The updates use the results of the 2021 census and cover each year from 2017 to 2021, thereby superseding previously published population estimates that were based on the 2016 census.

The Census, also provides an accurate estimate of the change in the number of resident households and the stock of dwellings as at 2021.

#### 3.1 Recent Population Growth Trends

Warrnambool's growth rate has varied since the turn of the century. Population growth in Warrnambool comparatively, has been consistently steady. Since 2016 the growth rate for Victoria has slowed while Regional Victoria's has increased, mainly due to increased spill overs from Melbourne into adjacent LGAs beyond the Greater Melbourne boundary. Greater Geelong has experienced a remarkable rejuvenation attracting more migrants from overseas, interstate, other parts of Regional Victoria and, most significantly, from Melbourne, thereby pushing up Regional Victoria growth rate.



In the context of the recent regional population surge, Warrnambool has only experienced a subdued increase in population growth.

**Table 1: Long Term Population Growth: Average Annual Population Growth Rates (%), 2001-2021**

	2001-06	2006-11	2011-16	2016-21
<b>Warrnambool</b>	<b>1.2%</b>	<b>1.1%</b>	<b>0.9%</b>	<b>0.7%</b>
<b>Warrnambool North</b>	<b>1.7%</b>	<b>1.4%</b>	<b>1.5%</b>	<b>0.9%</b>
<b>Warrnambool South</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.0%</b>	<b>0.2%</b>
Campaspe	0.50%	-0.10%	0.40%	0.5%
Greater Shepparton	0.40%	1.00%	1.10%	1.0%
Greater Bendigo	1.20%	1.50%	1.90%	1.5%
Mildura	0.70%	0.50%	1.10%	0.8%
Ballarat	1.00%	1.90%	1.70%	1.9%
Greater Geelong	1.00%	1.50%	2.10%	2.5%
Regional Victoria	0.60%	1.00%	1.30%	1.5%
Greater Melbourne	1.50%	2.10%	2.50%	1.1%
Victoria	1.20%	1.80%	2.20%	1.2%
Australia	1.20%	1.80%	1.60%	1.2%

Source: ABS.net (Beta)

**Table 2: Impacts of Covid? Short Term Population Growth: Average Annual Population Growth Rates (%), 2016-21**

	2016-17	2017-18	2018-19	2019-20	2020-21
Warrnambool	0.8%	0.8%	0.8%	0.8%	0.2%
<b>Warrnambool North</b>	<b>1.1%</b>	<b>1.2%</b>	<b>1.0%</b>	<b>1.0%</b>	<b>0.4%</b>
<b>Warrnambool South</b>	<b>0.1%</b>	<b>0.2%</b>	<b>0.2%</b>	<b>0.6%</b>	<b>-0.2%</b>
Campaspe	0.5%	0.4%	0.5%	0.6%	0.6%
Greater Shepparton	1.3%	1.3%	1.3%	1.1%	0.2%
Greater Bendigo	1.7%	1.6%	1.7%	1.4%	1.2%
Mildura	1.4%	1.3%	1.1%	1.0%	-0.5%
Ballarat	1.9%	1.9%	2.0%	1.7%	1.8%
Greater Geelong	2.8%	2.7%	2.7%	2.2%	2.0%
Regional Victoria	1.6%	1.6%	1.6%	1.5%	1.3%
Greater Melbourne	2.2%	2.0%	1.8%	1.1%	-1.6%
Victoria	2.1%	1.9%	1.8%	1.2%	-0.9%
Australia	1.7%	1.5%	1.5%	1.2%	0.1%

Source: ABS.net (Beta)

The decrease in growth in Australia and Victoria in 2019-20 can be attributed to Covid. However, the above comparisons suggest that regional centres such as Echuca, Ballarat and Bendigo have been more resilient to the impacts of Covid compared to the average for Victoria or for Melbourne. This presumably reflects the attractiveness of regional cities for the population of Australia's capital cities during a period of Covid outbreaks and lockdowns.



Population growth for Warrnambool in 2020/21 as reported by the Australian Bureau of Statistics was subdued at 0.2%, compared to 0.8% annual growth from 2016 to 2020. However, caution is highlighted as this relatively low level of population growth is in conflict with recent strong levels of residential development activity.

In 2020/21 regional Victoria population grew at 1.3%, compared to a -1.6% decline in metropolitan Melbourne.

Population growth within the municipality of Warrnambool has consistently been concentrated within the Warrnambool North SA2. This is primarily driven by greenfield land supply opportunities. The Warrnambool South SA2 in 2020/21 experienced a marginal population decline of -0.2%.

**Sources of population growth**

Owing to international border closures and varied length of lockdowns in different parts of Australia, Covid has disrupted regular sources of population change. As noted above, Covid has primarily impacted on Melbourne rather than Victoria’s regional centres. For several decades, overseas migration gains to Victoria have been heavily biased towards Melbourne.

Pre Covid 92% of overseas arrivals to Victoria settled in Melbourne. Closed international borders cut those gains and are therefore the main reason why Melbourne’s population has declined for the first time in living memory. But longer lockdowns in Victoria compared to other states has led to Victoria losing population to other states, a reversal of trends of the last 25 years. But Melbourne’s long lockdowns and changed work regimes have also led to a greater flight of people from Melbourne to regional Victoria and to fewer people such as students, job seekers and urban lifestyle seekers moving to Melbourne.

**Table 3:** Internal Migration, Regional Victoria, 2006-2021

Year to March qtr	Net Intrastate Migration	Net Interstate Migration	Net Internal Migration
2006-2011	5,049	-1,340	3,709
2011-2016	5,585	-22	5,563
2016-2017	8,873	1,805	10,678
2017-2018	13,824	875	14,699
2018-2019	14,211	229	14,440
2019-2020	11,186	-828	10,358
2020-2021	19,678	-5,666	14,012

Source: Provisional Regional Migration Estimates, ABS, August 2021

The result is that Regional Victoria’s population growth been little affected by Covid – lower overseas gains and higher interstate losses have been cancelled out by greater net movements of people from Melbourne to Regional Victoria.

Since 2016, the ABS has published annual estimates of the components of population growth for Local Government Areas. The following table shows the balance sheets of population gains and losses for Warrnambool.



**Table 4:** Components of population change, Warrnambool 2016-21

	Natural Increase	Net migration within Australia	Net overseas migration	Total population growth
2016-17	86	-55	296	327
2017-18	65	-68	297	294
2018-19	74	-62	306	318
2019-20	66	63	212	341
2020-21	70	68	-53	85

Source: [Provisional](#) Regional Migration Estimates, ABS, August 2021

The position for Warrnambool is similar to that of regional Victoria. Population losses to Melbourne and other parts of Regional Victoria have been reduced, compensating for lower gains from overseas.

Table 4 highlights the dominance of overseas migration as a source of population growth. Prior to 2020/21 overseas migration was the key source of population growth, whereas internal migration from Warrnambool illustrated net population loss. This reversed in 2019, where Warrnambool gained population from internal migration within Australia.

#### Population changes within Warrnambool

The ABS publishes annual population estimates for SA2s which are areas defined by the ABS to assist with local planning and service delivery. There are two SA2s in Warrnambool. Their external boundaries are slightly different to the municipal boundary of Warrnambool.

As mentioned previously, the Warrnambool North SA2 is the location of the majority of the municipality's population growth, this is primarily attributed to the location of residential greenfield lands.

**Table 5:** Population Growth within Warrnambool: Average Annual Growth Rates

	2001-06	2006-11	2011-16	2016-21
Warrnambool North	1.67%	1.42%	1.53%	0.93%
Warrnambool South	0.45%	0.54%	0.05%	0.18%
<b>Warrnambool LGA</b>	<b>1.19%</b>	<b>1.08%</b>	<b>0.95%</b>	<b>0.68%</b>

Source: ABS.net (Beta)

**Table 6:** Population Growth within Warrnambool: Average Annual Population Growth

	2001-06	2006-11	2011-16	2016-21
Warrnambool North	295	270	313	204
Warrnambool South	57	70	6	24
<b>Warrnambool LGA</b>	<b>356</b>	<b>342</b>	<b>315</b>	<b>235</b>

Source: ABS.net (Beta)

#### The Commonwealth and State Governments' views on the impact of Covid:

In December 2020 the Commonwealth Government's Centre for Population published a preliminary view on the impacts of COVID:

"The impact of COVID-19 is expected to be long lasting. Australia's population is expected to be smaller and older than projected prior to the onset of the pandemic.

Australia's population is estimated to be around 4 per cent smaller (1.1 million fewer people) by 30 June 2031 than it would have been in the absence of COVID-19. The population will also be older as a result of reduced net overseas migration and fewer births. Despite COVID-19,



Australia’s population is still growing and is expected to reach 28 million during 2028–29, three years later than estimated in the absence of COVID-19.

COVID-19 is projected to slow population growth across all geographic areas analysed, with the duration and magnitude linked to the importance of net overseas migration to different parts of the country.

Capital cities are projected to bear the heaviest impacts, with total population across capital cities estimated to be around 5 per cent lower by 30 June 2031 than in the absence of COVID-19. By contrast, population outside the capital cities is estimated to be around 2 per cent smaller than it would otherwise have been.

The number of people migrating interstate is projected to fall by 12 per cent in 2020–21. This would be the largest year-on-year drop in interstate migration in 40 years and would lead to the lowest rate of interstate migration as a proportion of the population on record.

Melbourne is projected to overtake Sydney to become Australia’s largest city in 2026–27, with a population of 6.2 million by 2030–31, compared to 6.0 million in Sydney.”

In summary, Covid makes a dent in ongoing population growth from which it will take a long time to recover.

In June 2021, the Commonwealth Treasury published its update of the intergenerational report. One notable feature was the lower 40 year population growth projections. Even if, optimistically, Australia (and the World) can quickly recover from the Covid with life and the economy returning to ‘pre COVID normal’, that population dent will endure into the future.

In May 2021, the Victorian Treasury published its budget papers which included a four year forecast of population growth which accounted for the impact of Covid:

The Victorian Treasury’s short term forecasts

Year	Forecast population growth rate, Victoria
2020/21	0%
2021/22	0.3%
2022/23	1.2%
2023/24	1.7%
2024/25	1.7%

Source: Budget Paper no. 2, page 22, Victorian Treasury, May 21

The Victorian Treasury view mirrors that of the Commonwealth Government: that Covid produces a two-three year dent in population growth. By 2023/24 Victoria population growth is forecast to return to its pre-Covid projections rate i.e. that used in *Victoria in Future 2019*.



### 3.2 Household and Dwelling Change

The 2016 and 2021 Australian Bureau of Statistics Population and Housing Census data was analysed for the municipal area of Warrnambool to ascertain both the change in the number of households and residential dwellings.

#### Households

In 2021, it is estimated that there were 13,993 households across the municipal area of Warrnambool. This represents an average annual growth in households of **271**, or an average annual increase of **2.1%** as measured from 2016.

#### Residential Dwellings

In 2021, it is estimated that there were 15,099 private residential dwellings across the municipal area of Warrnambool. This represents an average annual growth in dwellings of **203**, or an average annual increase of **1.4%** as measured from 2016.

There has been a significantly greater growth rate of households compared to dwellings as measured from 2016 to 2021. To accommodate the additional household growth compared to the corresponding dwelling growth, the existing stock of unoccupied dwellings was utilised.

In 2016, the dwelling vacancy rate was 12.7% (1,588 unoccupied dwellings), decreasing to an 8.9% vacancy rate in 2021 (equating to 1,230 unoccupied dwellings).

### 3.3 Should a single growth forecast be relied upon for longer term strategic planning?

VIF2019 are undertaken and approved by the State Government and are prepared using a well-established and accepted methodology and incorporate sound assumptions.

However, it is reasonable to question whether a single set of growth forecasts should be used in assessing medium to longer-term adequacy of residential land stocks given the inherent uncertainty surrounding future growth.

Spatial Economics believes that current best practice is to utilise a realistic range of growth scenarios when preparing medium and longer-term strategic plans. This has the advantage of recognising the inherent uncertainty involved in any medium to longer-term forecast. It also allows the strategy to be 'stress tested' and helps ensure that land use and infrastructure plans have the flexibility to cope with unexpected changes in growth rates.

The inherent uncertainty associated with any medium to longer-term forecast of population growth is widely accepted.

For example, VIF2019 presents a range of growth forecasts for Victoria and, in its introduction says:

*"Population projections are estimates of the future size, distribution and characteristics of the population. They are developed by applying mathematical models and expert knowledge of the likely population trends to the base population.*

*Projections provide information about population change over space and time but they are not predictions of the future. They are not targets nor do they reflect the expected effects of current and future policies.*

*The projections give an idea of what is likely to happen if current trends continue. They may indicate a need to manage change to achieve preferred outcomes or to mitigate the impacts of no-preferred outcomes"*

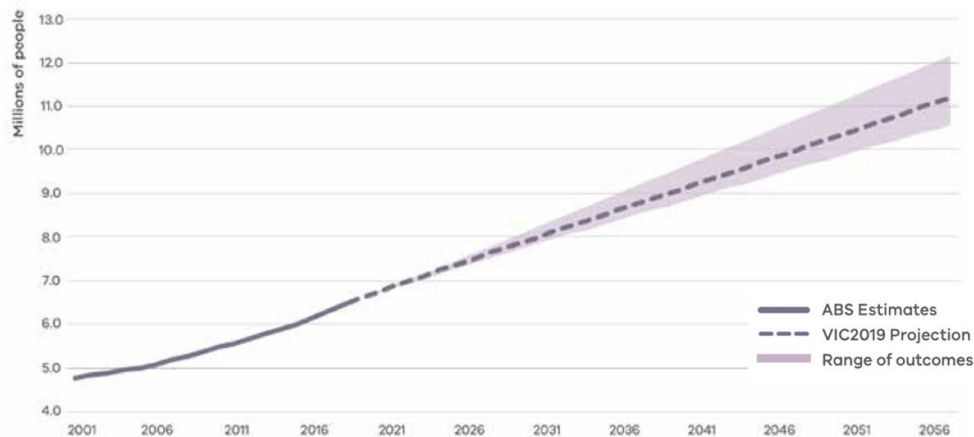
In relation to growth projections for Victoria as a whole VIF2019 says:

*"Under the VIF2019 assumptions Victoria is projected to add 4.7 million people from 2018 to 2056, reaching a population of 11.2 million. This represents annual average growth of 125,000 people, at a rate of 1.5% per annum.*



*Conditions and trends may change in the future, however, and if other assumptions were used, different growth levels would result. Migration levels are more sensitive to changes in policy or economic conditions than births or deaths. Graph 1 (see below) shows population growth outcomes with different migration assumptions, illustrating average annual growth in each scenario, not the volatility of growth in individual years."*

**Graph 1:** Projected population, Victoria" range of outcomes



The unavoidable uncertainty associated especially with assumptions regarding the rate of net overseas migration is very clearly illustrated by the current experience with the impact of the Covid19 pandemic on migration and population growth. As a result of a drastic fall in overseas migration growth rates for Australian, Victorian and regional areas will be substantially reduced for, at least, two years.

VIF2019 does not present multiple growth scenarios for individual regions or municipal areas. This presumably reflects a judgement that to do so would be likely to lead to confusion and could result in 'projection shopping' by those seeking to advance particular points of view either in favour of or expressing concern regarding future growth.

However, the decision to present only a single set of projections in VIF2019 does not remove the uncertainty associated with regional and municipal projections. Instead it avoids addressing the issue. Indeed, the smaller the forecast area (e.g. region as against State, municipal as against region) the greater the uncertainty that is unavoidably associated with any medium or longer-term growth projection.

The question must still be addressed - how robust can we expect population projections for a regional municipality the size of Warrnambool to be?

Demographer Tom Wilson of Charles Darwin University has reviewed state government prepared population projections for sub-state regions and municipalities in Australia. He has done so with both the benefit of hindsight and with local and regional population estimates that the ABS has published since the time projections were prepared. His conclusions were as follows:

- Five year projections were better than ten year projections;
- Large area projections were a lot better than small area projections;
- While small area projections have large errors, for places of more than 100,000 people most





projections were within 5% for a ten year period;

- For areas under 10,000 people, projections were highly error prone.
- For places over 25,000 people, the correct direction of change ( i.e. gain or loss) was projected in 90% of cases;
- For places under 2,000 people, 60% of projections did not project the correct direction of population change.

These findings correspond with similar research undertaken in the UK. This led Wilson to suggest a realistic 'shelf life' for projections.

**Table 7:** Shelf life of population projections

Place size (pop'n)	Shelf life of population projections (years)
<2,500	3
2,500 – 10,000	7
10,000 – 50,000	12
50,000 – 100,000	14
>100,000	15

Source: Tom Wilson, Paper presented to Australian Population Association conference, 2016

For the current purpose the key point is that longer term projections are inherently problematic and this needs to be taken into account in sound strategic planning.

Spatial Economics has therefore chosen to utilise a range of growth forecasts in assessing the adequacy of residential land supplies in Warrnambool.

### 3.3.1 Demographic Projections

Three demand scenarios are presented to assess the adequacy of greenfield/major infill residential land stocks for the municipal area of Warrnambool, these include:

1. **Scenario 1:-** the Victorian Government’s official population projections '*Victoria in Future 2019*' (*VIF 2019*). This publication sets out population, household and dwelling growth projections to 2036 for all regions and local government areas in Victoria  
  
 These projections have been modified to account for more recent estimates of the residential population as at 2021 and extended to 2041 (maintaining demographic assumptions from 2036).
2. **Scenario 2:-** Increased and sustained population growth. This assumes a sustained population growth rate of 1.0% and core demographic assumptions such as average household size, persons in non-private dwellings and dwelling vacancy rate are sourced from the 2021 Population and Housing Census.
3. **Scenario 3:-** Trend Housing Growth. Is not a demographically driven scenario, rather it simply assumes recent (2016 to 2021) dwelling growth rate to continue. The dwelling growth rate is sourced from the 2016 and 2021 Population and Housing Census of 1.4% per annum .



In summary of the three growth scenarios from 2021 to 2041:

**Scenario 1**

- Total population growth of 5,558 or 278 persons per annum (0.7% growth rate)
- Total dwelling growth of 3,049 or 152 dwellings per annum (0.9% growth rate)

**Scenario 2**

- Total population growth of 7,799 or 390 persons per annum (1.0% growth rate)
- Total dwelling growth of 4,376 or 219 dwellings per annum (1.2% growth rate)

**Scenario 3**

- Total dwelling growth of 4,835 or 242 dwellings per annum (1.4% growth rate)

Over the five years from 2016 to 2021, the change in the residential dwelling stock in Warrnambool was **203 per annum**, population growth has averaged **235 per annum**.

**Key Issues**

Whilst Warrnambool experienced steady population growth in the last decade. As will be illustrated later, the quantum of recent residential development activity is strong.

This illustrates the importance of regular monitoring of a variety of demand indicators and the planning for a range of growth scenarios.



## 4.0 Recent Residential Development Activity

### Key Findings

The Building Approval statistics collected by the ABS for Victoria for the financial year 2020/2021 reveal several interesting trends brought on by the Covid19 pandemic. For Victoria, building approvals have increased from 60,000 to 67,600 over the year to July 2021, a substantial increase of 12.7%.

As measured over the two financial years of 2019/20 and 2020/21, residential building approval activity has significantly increased across regional Victoria, increasing by 51% (from 12,300 approvals to 18,540). In comparison, metropolitan Melbourne over the same time period increased by 3%. Warrnambool over this period illustrated significant growth in building approval activity, increasing by 96%, from 204 approvals to 399 in 2020/21.

In 2021/22 the quantum of residential building approval was more subdued compared to the previous financial year. For Victoria, building approval activity declined by 3.4%, metropolitan Melbourne increased by 2.5% and regional Victoria declined by nearly 18%.

The vast majority of regional municipalities experienced declines in the quantum of residential building approval activity compared to the historic peaks in 2020/21.

In 2021/22 building approval activity in Warrnambool declined to 236 approvals. The current level of building approval activity is still significantly greater than recent long-term trends.

Over the last five years, residential lot construction has averaged 213 per annum. In 2021/22 there was a total of 290 residential lots constructed.

Of the lot construction activity measured since 2008:

- 3% was rural residential (6 lots per annum);
- 4% was aged/lifestyle lots (8 lots per annum);
- 7% was major infill (14 lots per annum);
- 14% was dispersed/minor infill (29 lots per annum); and
- 72% was broadhectare (146 lots per annum).

Of the broadhectare lot construction activity since 2008:

- 4% were compact (sized less than 300 sqm);
- 15% were suburban (sized 300 to 500 sqm);
- 71% were large suburban (500 to 1,000 sqm); and
- 10% were low density suburban (over 1,000 sqm).

### Vacant Residential Lot Sales Activity

The median sales price of a vacant residential lot in 2021 was:

The median sales price of a vacant residential lot in 2021 was:

- \$100,000 - Glenelg;
- \$190,000 in Warrnambool;
- \$190,000 in Bendigo;
- \$237,750 in Ballarat;
- \$310,000 in Geelong; and
- \$245,000 across regional Victoria (this is heavily influenced by peri-urban municipalities and Geelong).



Examination of more recent sales data by locality illustrates significant price increases. As measured from 2021 to the March quarter 2022, the median sales price of a vacant residential allotment by locality increased by:

- 11% from \$220,000 to \$243,800 in Warrnambool; and
- 29% from \$140,000 to \$180,000 in Dennington.

Vacant residential land sales values across the municipal area of Warrnambool have comparatively only moderately increased over-time. In addition, residential sales values are currently relatively affordable to both regional Victoria and other major regional centres.

Section 4.0 of this report details the recent activity of residential lot construction and dwelling approvals across the municipal area of Warrnambool. Residential lot construction activity is detailed from July 2008 to July 2022.

This section of the report details residential lot construction by location, supply type, achieved densities, project size/yield and sales pricing of constructed residential lots.

Where appropriate, comparisons to other regional Victorian jurisdictions are included.

#### **4.1. Residential Building Approvals**

##### **Building Approval Activity in Context**

The Building Approval statistics collected by the ABS for Victoria for the financial year 2020/2021 reveal several interesting trends brought on by the Covid19 pandemic. For Victoria, building approvals have increased from 60,000 to 67,600 over the year to July 2021, a substantial increase of 12.7%.

As measured over the two financial years, residential building approval activity has significantly increased across regional Victoria, increasing by 51% (from 12,300 approvals to 18,540). In comparison, metropolitan Melbourne over the same time period increased by 3%.

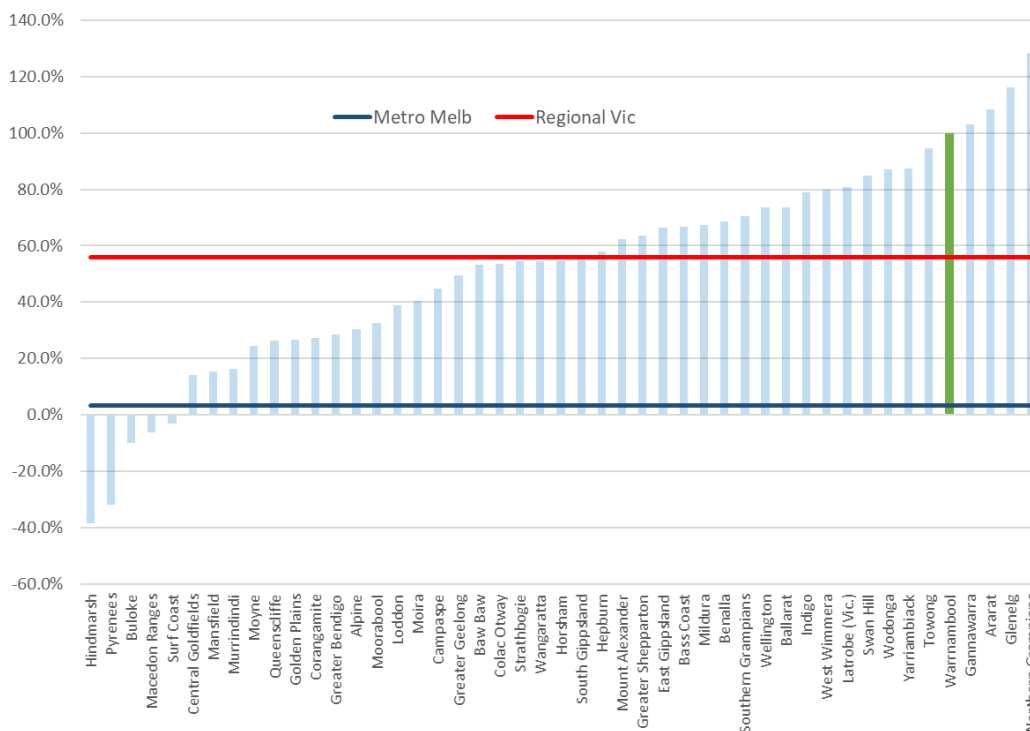
As a share of total activity, regional Victoria has jumped from 20% of all new dwellings to 28% in one year. The share going to regional Victoria peaked around 2006 and declined until around 2017. The share for regional Victoria had been rising in the last few years in part because of the rise of Geelong before the spike brought on by the pandemic

Residential building approval has significantly increased across virtually all regional municipalities.

Warrnambool has illustrated significant growth in building approval activity, increasing by 96%, from 204 approvals to 399 in 2020/21.



**Graph 2: Percentage Change in Residential Building Approval Activity by Regional Municipal Areas, 2019/20 to 2020/21**



Source: Australian Bureau of Statistics

The large increase in demand for housing across regional Victoria has put significant pressure on local economies to be able to deliver the housing stock. The sharp hike in residential building activity has put additional pressures on supply chains, sourcing labour and associated civil works requirements.

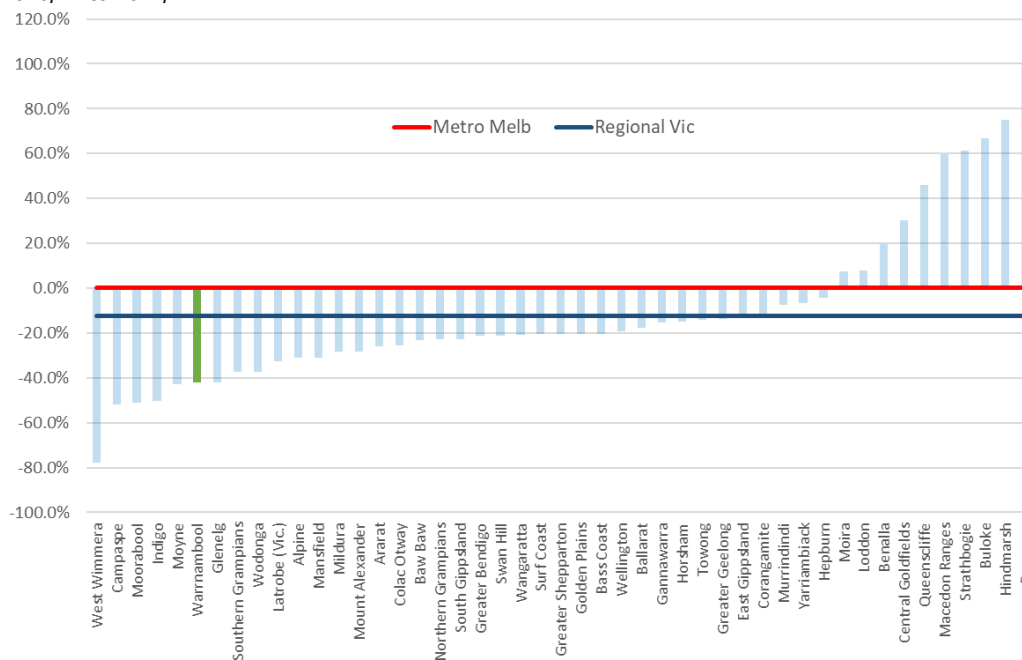
The pandemic and the subsequent work from home phenomenon is having significant impacts on the residential construction industry. With presales in greenfield estates extending out further than ever before, sometimes into multiple years' worth of supply, there will be a backlog of construction requirements.

In 2021/22 the quantum of residential building approval was more subdued compared to the previous financial year. For Victoria, building approval activity declined by 3.4%, metropolitan Melbourne increased by 2.5% and regional Victoria declined by nearly 18%.

The vast majority of regional municipalities experienced declines in the quantum of residential building approval activity compared to the historic peaks in 2020/21.



**Graph 3: Percentage Change in Residential Building Approval Activity by Regional Municipal Areas, 2020/21 to 2021/22**



Source: Australian Bureau of Statistics

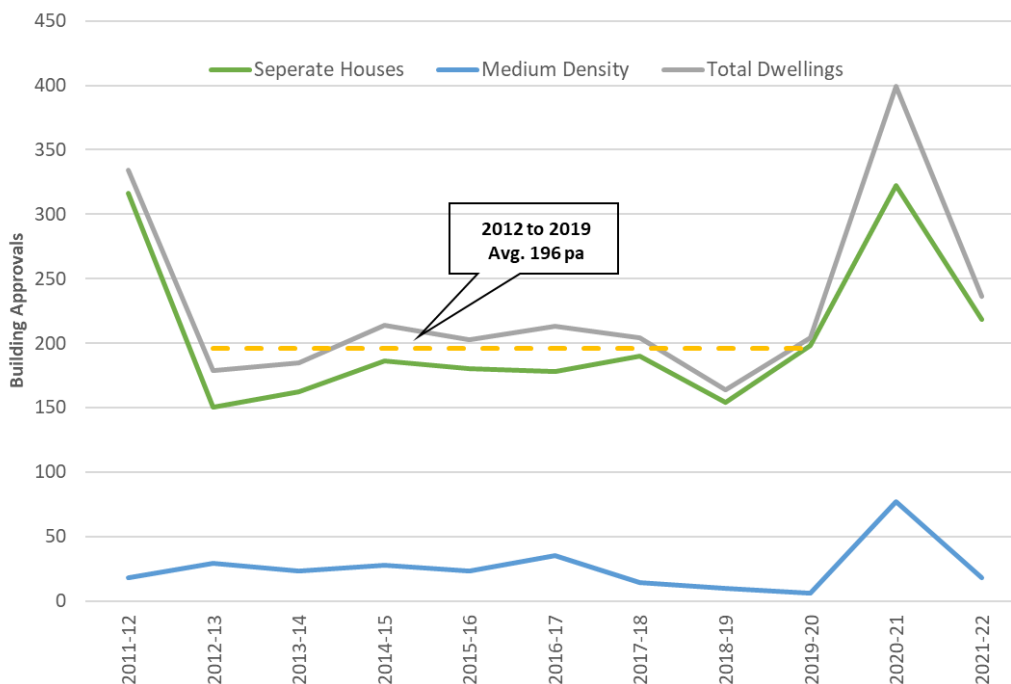
#### 4.1.1 Residential Building Approvals - Warrnambool

As measured from 2011/12 to 2021/22, residential building approvals within the Warrnambool City Council averaged 230 per annum. Of which, 88% were for separate dwellings whilst 12% were for medium density housing, which is typical for a 'larger' regional municipality.

In 2011/12 there was a historic high of 334 residential dwelling approvals. Over the next right years, approval activity was relatively consistent – averaging around 196 per annum. In 2020/21 a new peak of approval activity was achieved at nearly 400 approvals, declining the following year to 236 approvals. The current level of building approval activity is still significantly greater than recent long-term trends.



**Graph 4:** Residential Building Approvals by Type – Warrnambool, 2011 to 2022



Source: Australian Bureau of Statistics

#### 4.2 Residential Lot Construction

Analysis has been undertaken to determine, on a lot by lot basis, the location, supply type and quantum of residential lot construction across the municipal area of Warrnambool by financial year from 2008 to 2022. Lot construction activity has been classified into distinct supply types and/or supply locations.

Over the last five years, residential lot construction has averaged 213 per annum. In 2021/22 there was a total of 290 residential lots constructed.

Lot construction activity measured on an annual basis is significantly more cyclical than compared to building approval activity. However, the underlying trend has been relatively consistent. Since 2008, residential lot construction activity has averaged just over 200 lots per annum.

Of the lot construction activity measured since 2008:

- 3% was rural residential (6 lots per annum);
- 4% was aged/lifestyle lots (8 lots per annum);
- 7% was major infill (14 lots per annum);
- 14% was dispersed/minor infill (29 lots per annum); and
- 72% was broadhectare (146 lots per annum).

#### 4.3 Location of Residential Development Activity

Residential lot construction activity as measured over the last five financial years was primarily concentrated within the locality of Warrnambool, at 93% of all lot construction activity or 198 lots per annum. The remaining significant lot construction activity was located at Dennington (6% of activity) with 13 lots constructed per annum.

There was minimal lot construction activity within the localities of Allansford and Woodford.



#### 4.4 Lot Construction by Supply Type

Broadhectare residential lot construction has been and is currently the dominant form of residential development activity. Since 2008, this form of development activity has averaged 72% of the total.

As will be detailed later in the report, it is not expected that the reliance of broadhectare development activity will change in the short to medium term.

Dispersed infill development has consistently delivered approximately 14% of all lot construction activity (until recent years due to a surge in broadhectare activity). This is an important supply source, as will be detailed later it provides:

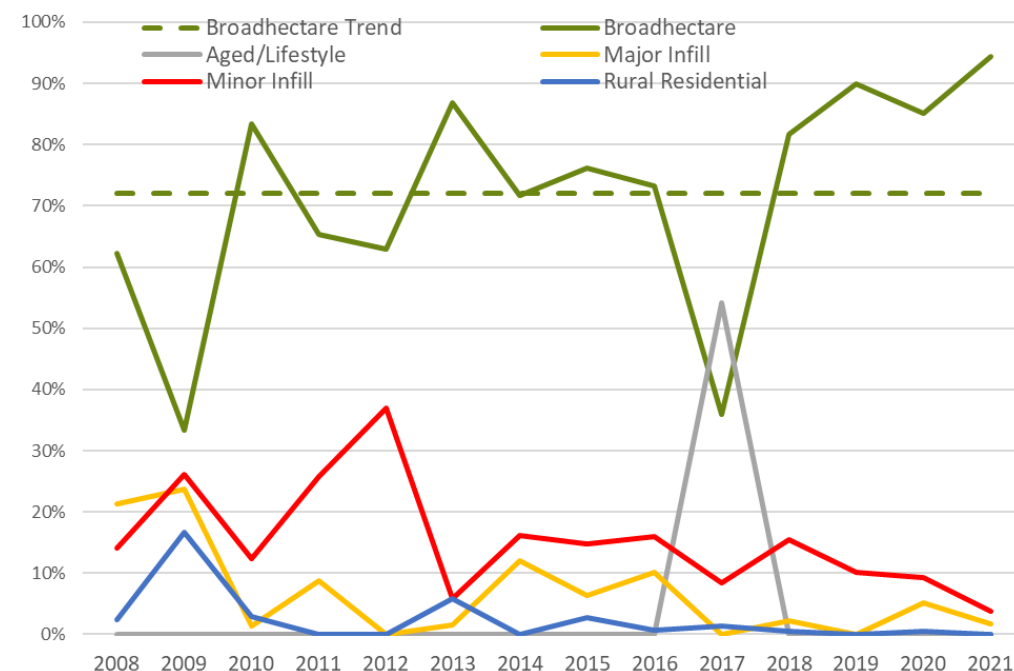
- a wide range of residential land products;
- a major land supply source within the smaller townships;
- distributed widely across the established urban area; and
- contributes to urban containment/development of under-utilised land parcels.

In addition, dispersed infill development across the Warrnambool municipality is not simply developing 'low hanging fruit'. Infill development is characterised by a wide range of yields, densities and project sizes. Dispersed infill development is currently a valuable and strategically important supply source, this as a supply source will become increasingly important over-time.

The contribution of rural residential lot construction activity is more sporadic. In Warrnambool it is a minor residential supply source – contributing typically around 3% of all lot construction.

Graph 5 below illustrates the continued dominance of broadhectare lot construction activity.

**Graph 5:** Share of Residential Development Activity by Supply Type – Warrnambool City Council



Source: Spatial Economics Pty Ltd





#### 4.5 Dispersed/Minor Infill Lot Construction

The following provides an overview of the development outcomes of dispersed infill development activity across the municipal area of Warrnambool. Dispersed infill activity is a significant supply source across the municipality, accounting for 14% of lot construction activity since 2008. It is important to understand the characteristics of dispersed infill development, so land use planning policy can further enhance development outcomes and optimize this as a supply source in the future.

##### 4.5.1 Dispersed/Minor Infill Supply – Achieved Densities

Dispersed infill lot construction activity across Warrnambool City Council is achieving both 1) a wide range of densities and 2) a high proportion of medium density land products.

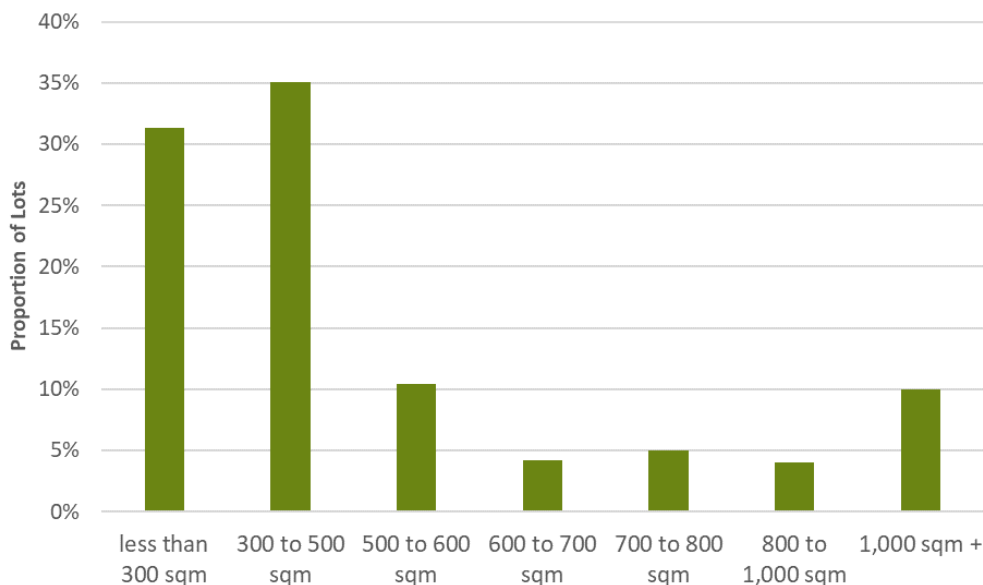
The experience in Geelong, Ballarat, Bendigo, Torquay, Bacchus Marsh and Melbourne suggests that as the supply of larger parent lots decreases, and land prices continue to rise in the established urban area, the development industry will find it profitable to re-subdivide smaller parent lots.

The size distribution of newly constructed minor infill lots is shown in the graph below.

Since 2008, 66% of all dispersed infill subdivision activity resulted in lots sized less than 500 sqm. A significant proportion (10%) were larger lots i.e. sized over 1,000 sqm. The larger dispersed infill lots were typically located in Allansford and has significant land development constraints i.e. slope

The graph below illustrates the lot size range for constructed dispersed infill lots across the municipal area of Warrnambool.

**Graph 6:** Dispersed Infill - Achieved Lot Size Cohorts, 2008 to 2021



**Source:** SpatialEconomics Pty Ltd

The median size of a constructed dispersed infill lot is approximately 378 sqm, this has varied over-time, however, in recent years there is a distinct trend of increasing achieved densities.

In summary, dispersed infill lot construction across Warrnambool is characterised by medium density outcomes and a diverse range of larger lot sizes.



### 4.5.2 Dispersed/Minor Infill Supply – Parent Lot Size

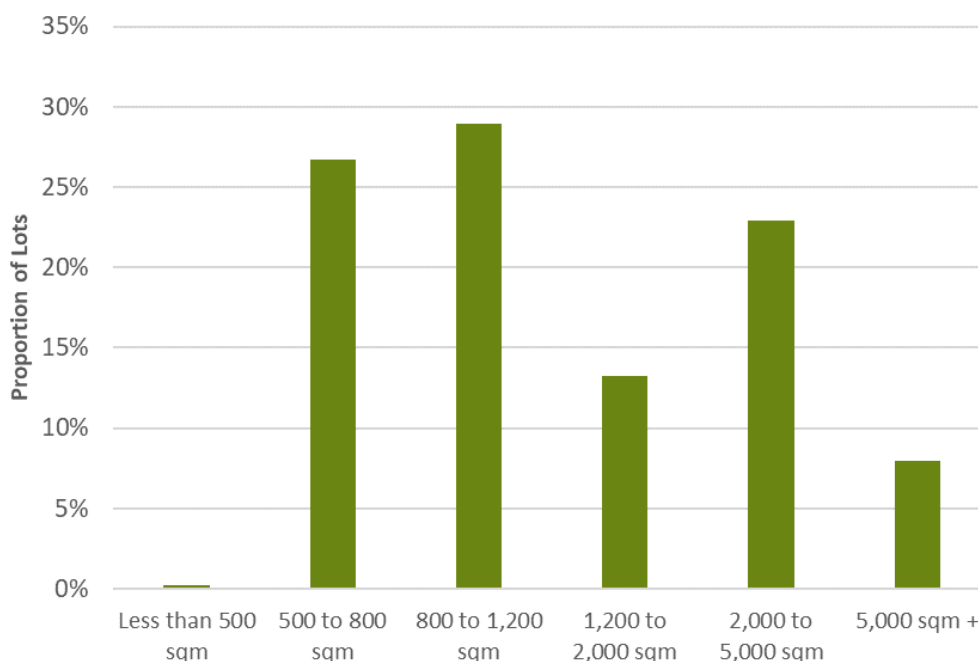
Dispersed residential infill development across Warrnambool is primarily sourced from ‘moderately’ sized ‘parent’ lots, whether vacant or with an existing dwelling. The graph below illustrates the ‘parent’ lot size distribution for dispersed infill projects.

Of particular strategic importance is the significant volume of dispersed infill projects sourced from parent lots sized from 500 to 1,200 sqm. Approximately 56% of all dispersed infill lots were sourced from parent lots sized from **500 to 1,200 sqm**.

This reliance on relatively smaller parent lot sizes (particularly within the established urban area of Warrnambool) illustrates the significant latent supply potential. There is not a significant reliance on ‘larger’ sized parent lots as a supply source for dispersed infill residential projects i.e. sized above 2,000 sqm.

Note: - parent lot size refers to the size of the allotment prior to subdivision.

**Graph 7:** Parent Lot Size of Dispersed Infill Projects (Warrnambool), 2008 to 2021



Source: Spatial Economics Pty Ltd

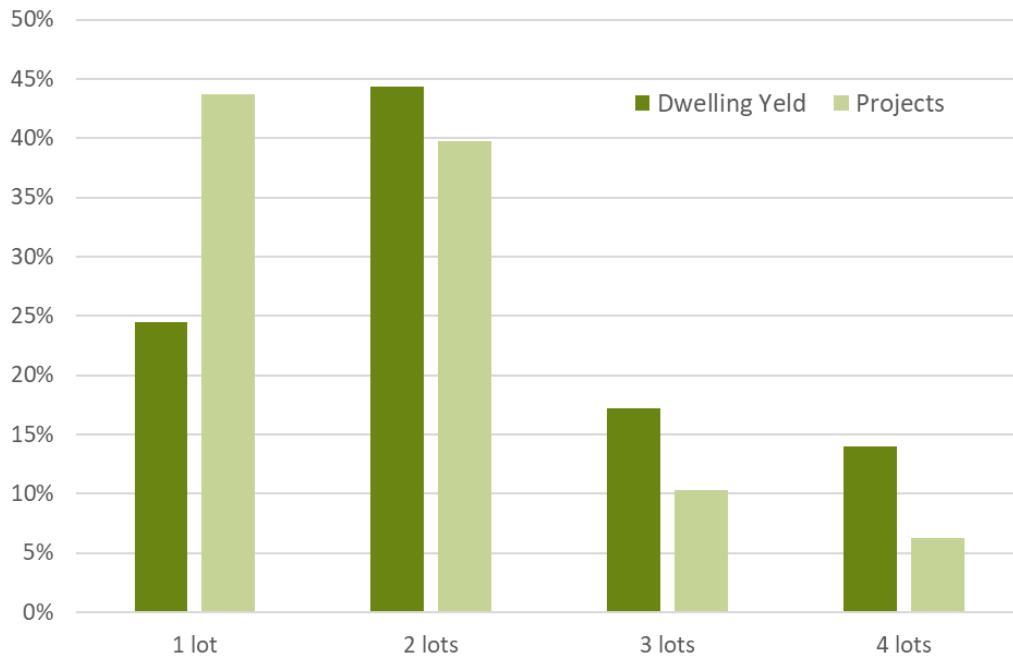
### 4.5.3 Dispersed/Minor Infill Supply – Project Size and Yield

In addition to the 1) diverse lot sizes delivered and 2) significant proportion of medium density lot size outcomes from dispersed infill development – dispersed infill development projects have relatively ‘significant’ **net** lot yields (in the context of a municipality with the dominant form of land supply sourced from greenfield land). This form of development can be categorised as typically suburban backyard subdivision projects undertaken by the cottage building industry.

Of the dispersed infill lots constructed 76% yielded two or more net lots/dwellings, 14% of lot construction activity was within projects yielding four dwellings.



**Graph 8:** Dispersed Infill Development – Lot Yield & Project Size Distribution, 2008 to 2021



Source: Spatial Economics Pty Ltd



**Image 2:** Dispersed Infill Lot Construction Examples – Warrnambool



#### 4.6 Broadhectare Lot Construction

As previously outlined, broadhectare lot construction activity has averaged 166 lots per annum over the last five years. In 2020/21 there was 182 broadhectare lots constructed, increasing to 274 in 2021/22. Broadhectare lot construction in Warrnambool is characterised by 'lumpy' levels of construction volumes.

For example, in 2015/16 there was 285 broadhectare lots constructed, declining to 101 in the following year.

As outlined previously broadhectare lot construction represents approximately 72% of all residential lot construction activity across the municipality since 2008. Spatial Economics based on 1) the existing composition of demand and 2) the existing and planned composition of residential land stocks, consider that the contribution of broadhectare development will remain at these levels for the medium to longer term.



#### 4.6.1 Broadhectare Lot Construction – Diversity

Lots constructed from broadhectare supply sources across Warrnambool are typically larger in size when compared to other larger regional Victorian urban centres. Graph 9 below illustrates the diversity of broadhectare lot construction.

Of the broadhectare lot construction activity since 2008:

- 4% were compact (sized less than 300 sqm);
- 15% were suburban (sized 300 to 500 sqm);
- 71% were large suburban (500 to 1,000 sqm); and
- 10% were low density suburban (over 1,000 sqm).

The construction of larger lots has been a response by the development industry to consumer preferences. Through consultation with the local land development industry, it was consistently stated that there was “*minimal consumer demand for smaller lots sized below 300 sqm.*”

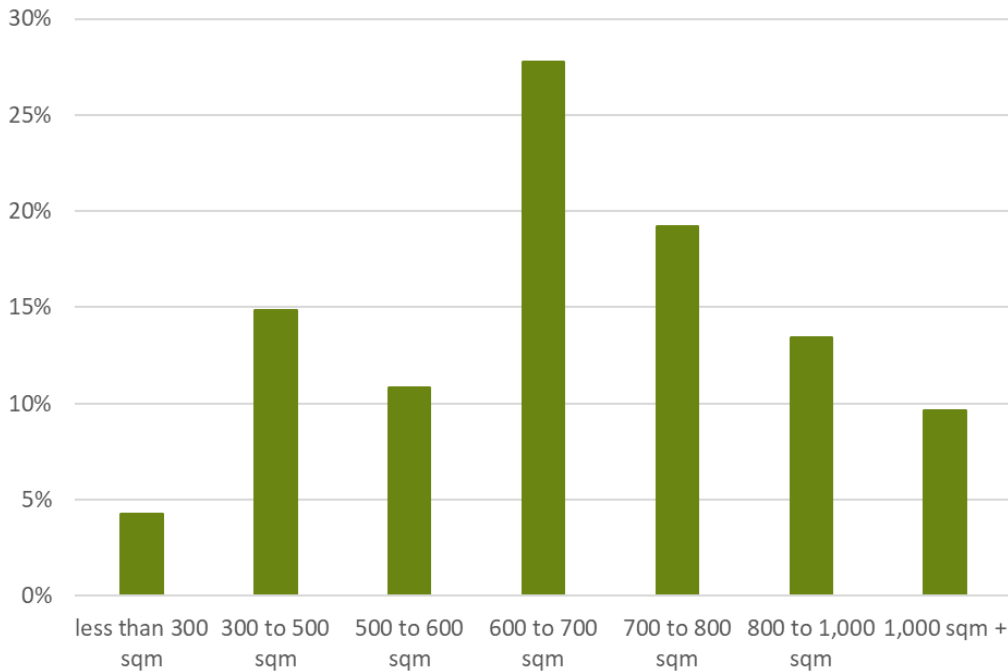
Graphs 9 and 10 below illustrate both the median size and diversity of broadhectare residential lot construction. The median lot size of constructed broadhectare lots has remained relatively consistent over-time, typically around 670 sqm.

Across the majority of major urban centres in Victoria, the median lot size of constructed broadhectare lots is: a) rapidly declining; and b) significantly lower than compared to Warrnambool. The increasing densities of constructed broadhectare lots in other major urban centres is largely driven by affordability/consumer pricing points and to a lesser degree changing demographic characteristics.

Across Warrnambool however, broadhectare lot construction has maintained relative and absolute levels of broadhectare land affordability. This is in the context of providing consumers their preferred land product (larger lots) and providing small lot products within the established urban area (outlined previously), to respond to the demands of the changing demographic composition.

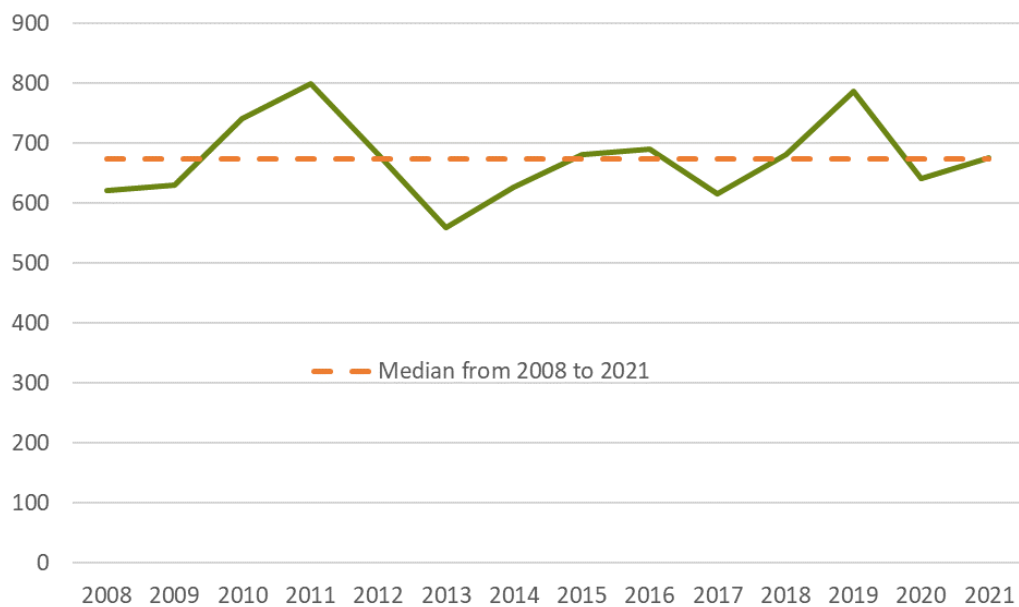


**Graph 9:** Broadhectare Lot Construction Size Distribution – Warrnambool



Source: Spatial Economics Pty Ltd

**Graph 10:** Median Lot Size (sqm) – Broadhectare Lot Construction, Warrnambool



Source: Spatial Economics Pty Ltd



#### 4.7 Major infill

Major infill lot/dwelling construction in Warrnambool can essentially be described, both historically and currently as largely remnant broadhectare development . It comprises development projects, within the established urban area, with a capacity greater than 5 lots/dwellings. This is steadily depleting as a land supply source in Warrnambool. In the future, major infill projects will likely involve primarily the redevelopment of under-utilised industrial/commercial or other sites.

Over the last 5 years major infill projects have represented only 2% of all lot construction (7 lots per annum).

Historically major infill projects produced lots of similar size to those in broadhectare developments. More recently this pattern has changed with most major infill development being characterised by relatively higher-density outcomes (a median lot/dwelling density of 320 sqm for major infill compared to nearly 680 sqm for broadhectare over the last 5 years).

#### 4.8 Aged/Lifestyle Living

Aged/Lifestyle living represents a small and niche residential land/housing product within Warrnambool. In 2017/18 there were 115 aged/lifestyle lots/houses constructed in Warrnambool. Spatial Economics perceive that this will be a growing market in the medium term.

#### 4.9 Rural Residential Lot Construction

Rural residential lot construction activity since 2008 has represented just 3% of all lot construction activity across the municipal area – or 5.5 lots per annum. In the last five years, there was five rural residential lots constructed.

Of the total rural residential lot construction activity as measured from 2008, 35% was zoned Low Density (LDRZ), the remaining zoned Rural Living (RLZ).

From 2008, there was a total production of rural residential lots by locality of:

- Woodford – 42 lots;
- Allansford – 24 lots;
- Bushfield – 6 lots; and
- Warrnambool – 5 lots

The typical constructed lot size was around 4,000 sqm for lots zoned LDRZ and 8,300 sqm for lots zoned RLZ.

There is an emerging trend across a number of regional Victorian municipalities of the provision of smaller and serviced (hydraulics – water & waste water) low density residential allotments. The size of these lots tends to be from 2,000 to 3,000 sqm. Spatial Economics perceive that there is a significant opportunity for the supply of this form of rural residential land across Warrnambool.

##### 4.9.1 Rural Residential Dwelling Construction

Spatial Economics have analysed aerial imagery data to establish on a parcel by parcel basis the location and quantum of new dwelling construction from 2015 to 2021 for rural residential zone types.

Typically, residential subdivision activity is a robust indicator of residential development activity. However, if there are residential land shortages an imbalance may result i.e. dwelling construction being greater than subdivision activity.

The assessment specifically examined dwelling construction on land zoned rural residential (LDRZ and RLZ)

Over the six-year period from 2015 to 2021, there were a total of 53 residential dwellings constructed on rural residential lands, compared to a total of six rural residential lots constructed. Over the



longer-term (since 2008) to 2022, there has been 5.5 rural residential lots constructed on an average annual basis.

Typically, dwelling construction on rural residential lands were on parcels sized around one hectare, irrespective of the zone type.

#### **4.10 Vacant Residential Lot Sales Pricing**

The sales value of vacant residential lots is a prime outcome indicator of the 'state of the land supply' market. It is a simple measure that captures both supply and demand dynamics.

As measured over the longer term from 2010 to 2021 the median sales price of vacant residential lots has increased on an average annual basis by 3.5% in Warrnambool, compared to 2.3% in Glenelg, 6.3% in Bendigo, 6.7% in Ballarat and 6.5% across regional Victoria. This illustrates for Warrnambool that sufficient residential land was released relative to demand levels.

However, over the last three years as measured from 2019 the median sales price of vacant residential lot has increased significantly. In 2019, the median sales price was \$150,000, increasing to \$190,000 in 2021 – an average annual increase of 12.5%. However, relatively, Warrnambool over this time period experienced less of an increase compared to other jurisdictions – Glenelg – 21.7%, Ballarat – 19.3% and regional Victoria, 19.3%.

The median sales price of a vacant residential lot in 2021 was:

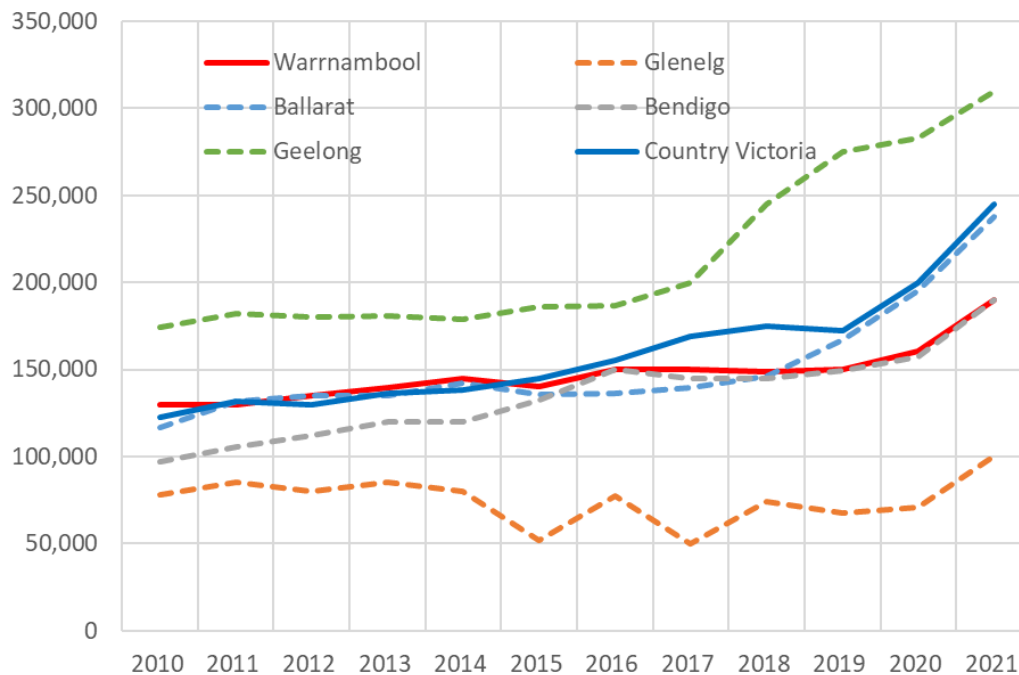
- \$100,000 - Glenelg;
- \$190,000 in Warrnambool;
- \$190,000 in Bendigo;
- \$237,750 in Ballarat;
- \$310,000 in Geelong; and
- \$245,000 across regional Victoria (this is heavily influenced by peri-urban municipalities and Geelong).

Vacant residential land sales values across the municipal area of Warrnambool have relatively only moderately increased over-time. In addition, residential sales values are currently relatively affordable to both regional Victoria and other major regional centres.





**Graph 11:** Median Sales Values – Vacant residential lots, 2010-2021 – Warrnambool Vs Selected Jurisdictions



Source: Valuer General Victoria

Examination of more recent sales data by locality illustrates significant price increases. As measured from 2021 to the March quarter 2022, the median sales price of a vacant residential allotment by locality increased by:

- 11% from \$220,000 to \$243,800 in Warrnambool; and
- 29% from \$140,000 to \$180,000 in Dennington.

**Key Issues**

As measured through residential lot construction and building approval activity, since 2020/21 there has been a significant increase in the demand levels for housing in Warrnambool. This illustrates the need to plan for differing growth scenarios. Projecting future growth is an extremely difficult task.

To deal with this kind of uncertainty it is best to 'lean' on the side of assuming stronger growth overall and in any given market segment. That is to ensure that (within reason) there is scope to meet any unexpected upturn in demand. Secondly, to plan for a diversity of supply types and locations. Planning that locks in controls based on one set of demand projections is likely to make it very difficult for the market to adjust supply to cater for unexpected changes in housing demand.

Recent lot construction reveals the dominance of broadhectare lot construction compared to dispersed infill. There is ample latent supply that would readily support an increased share of dispersed infill development activity.

In the short to medium term, with an increase in housing demand levels, only the broadhectare land development industry has the 'ready' capacity of responding by increasing production.

A prime outcome indicator of an imbalance of supply and demand is the rapid increase in sales values. Vacant residential lot sales pricing across the municipality has not experienced comparative excessive sales price increases.



## 5.0 Residential Land Supply

### Key Findings

As at July 2022, there was a residential lot capacity within zoned broadhectare and major infill sites of approximately 4,429 across the municipal area of Warrnambool. Of this zoned lot potential, 93% (4,101 lots) is defined as broadhectare and the remainder defined as major infill.

In addition, there are approximately 482 hectares of land (with an estimated yield of nearly 5,000 dwellings) identified for potential future broadhectare residential development across the municipal area.

Across Warrnambool there was a total stock of 634 rural residential allotments. Of this stock, 88 lots (14%) were vacant. Vacant rural residential lots as a supply type in Warrnambool is low compared to other regional municipalities in Victoria.

Rural residential lot stock is relatively evenly spread across the localities within the municipality. The total rural residential lot stock by locality includes:

- Warrnambool – 225 lots, of which 27 are vacant (12% lot vacancy rate);
- Woodford – 178 lots, of which 51 are vacant (29% lot vacancy rate);
- Bushfield – 153 lots, of which 9 are vacant (6% lot vacancy rate); and
- Allansford – 78 lots, of which 1 are vacant (1% lot vacancy rate).

There are no identified future (unzoned) rural residential land stocks across the municipal area of Warrnambool.

Section 5.0 of the report details the stock (measured in lots) of broadhectare/major infill residential land supply across the municipal area of Warrnambool as at July 2022.

In addition, it provides an overview of current rural residential land stocks.

### 5.1 Stock of Zoned Broadhectare

As at July 2022, there was a residential lot capacity within zoned broadhectare and major infill sites of approximately 4,429 across the municipal area of Warrnambool. Of this zoned lot potential, 93% (4,101 lots) is defined as broadhectare and the remainder defined as major infill.

Over 70% of the zoned broadhectare/major infill land stocks are located within the locality of Warrnambool. Whilst there is nearly a 1,200 lot capacity in Dennington and a lot capacity of 70 in Allansford.

Maps 1 to 12 illustrates the location/distribution of undeveloped residential broadhectare/major infill land stocks across the municipal area (zoned and unzoned).

Table 8 identifies the lot yield of zoned and unzoned broadhectare/major infill land stocks by urban locality.



**Table 8:** Estimated Broadhectare/Major Infill Lot Capacity, 2022

Locality/LGA	Lot/Dwelling Capacity				Total Lots
	Broadhectare (zoned)	Major Infill zoned)	Total Zoned Supply	Potential Residential (unzoned)	
Allansford	54	17	<b>71</b>	143	<b>214</b>
Dennington	1164	30	<b>1194</b>	0	<b>1194</b>
Warrnambool	2883	281	<b>3164</b>	4800	<b>7964</b>
<b>Warrnambool LGA</b>	<b>4101</b>	<b>328</b>	<b>4429</b>	<b>4943</b>	<b>9372</b>

Source: Spatial Economics Pty Ltd

#### Land Fragmentation and Existing Uses

It was highlighted to Spatial Economics through the land development industry consultation process that both land fragmentation and significant existing uses on a number of identified zoned broadhectare sites will result in land development commercial feasibility being problematic.

Spatial Economics have estimated that these sites have an ultimate potential of 488 lots/dwellings.

It is considered that over-time, these fragmented land parcels will be developed.

#### Short Term Development Activity Outlook

Recent and current residential development activity in Warrnambool has been strong.

Based on the land development industry feedback, current levels of activity are likely to remain strong, at least within the short-term.

Currently, zoned broadhectare/major infill lands with preliminary subdivision approval are at historic highs. As at June 2022, there were 280 broadhectare/major infill lots with preliminary subdivision approval.

Based solely on industry feedback, a total of nearly **1,300** broadhectare/major infill lots are anticipated to be constructed over the next two years.

Spatial Economics do not expect this quantum of residential lot construction activity to be achieved. However, it does indicate high levels of current market buoyancy, which is supported by high current levels of residential pre-sales (which has been independently verified by Spatial Economics).

### 5.2 Stock of Un-Zoned Broadhectare Land

Analysis has been undertaken in conjunction with Council planning officers to identify the location and expected lot yield of currently unzoned residential land stocks. Sites for future residential development are identified within various Council strategy planning documents. Structure planning, and rezoning processes are required before residential development can proceed on such sites.

There are approximately 482 hectares of land (with an estimated yield of nearly 5,000 dwellings) identified for potential future broadhectare residential development across the municipal area. The vast majority of this identified land is located in the locality of Warrnambool and there are relatively minor stock levels in Allansford.

### 5.4 Rural Residential Land Stocks

The stock of both occupied and vacant rural residential allotments have been determined on a lot by lot basis as at February 2021 (based on the availability of small area aerial imagery). Occupied is defined as having evidence of a 'habitable' dwelling, commercial use, or other significant capital-intensive land use. Vacant is defined as having no evidence of a significant capital-intensive use (as verified via the interpretation of aerial imagery).



Across Warrnambool there was a total stock of 634 rural residential allotments. Of this stock, 88 lots (14%) were vacant. Vacant rural residential lots as a supply type in Warrnambool is low compared to other regional municipalities in Victoria.

Rural residential lot stock is relatively evenly spread across the localities within the municipality. The total rural residential lot stock by locality includes:

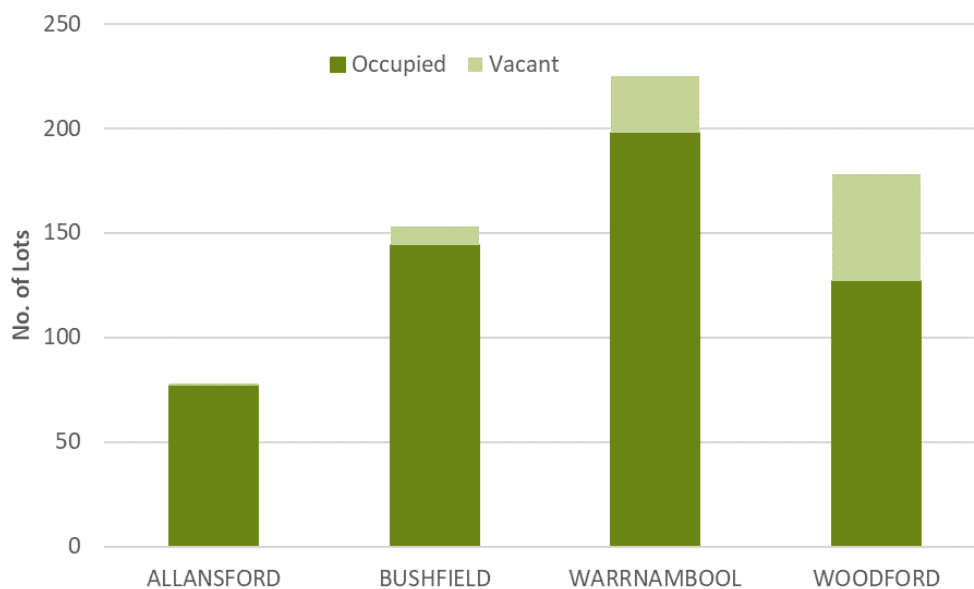
- Warrnambool – 225 lots, of which 27 are vacant (12% lot vacancy rate);
- Woodford – 178 lots, of which 51 are vacant (29% lot vacancy rate);
- Bushfield – 153 lots, of which 9 are vacant (6% lot vacancy rate); and
- Allansford – 78 lots, of which 1 are vacant (1% lot vacancy rate).

Graph 12 summarises the stock (lots) of both occupied and vacant rural residential allotments by locality.

There is approximately 219 hectares of vacant rural residential land across the municipality. Of this vacant lot stock, 28 hectares is zoned Low Density Residential (LDRZ), the remaining 191 hectares is zoned Rural Living (RLZ).

Graph 14 illustrates the size distribution of all existing rural residential allotments (occupied and vacant).

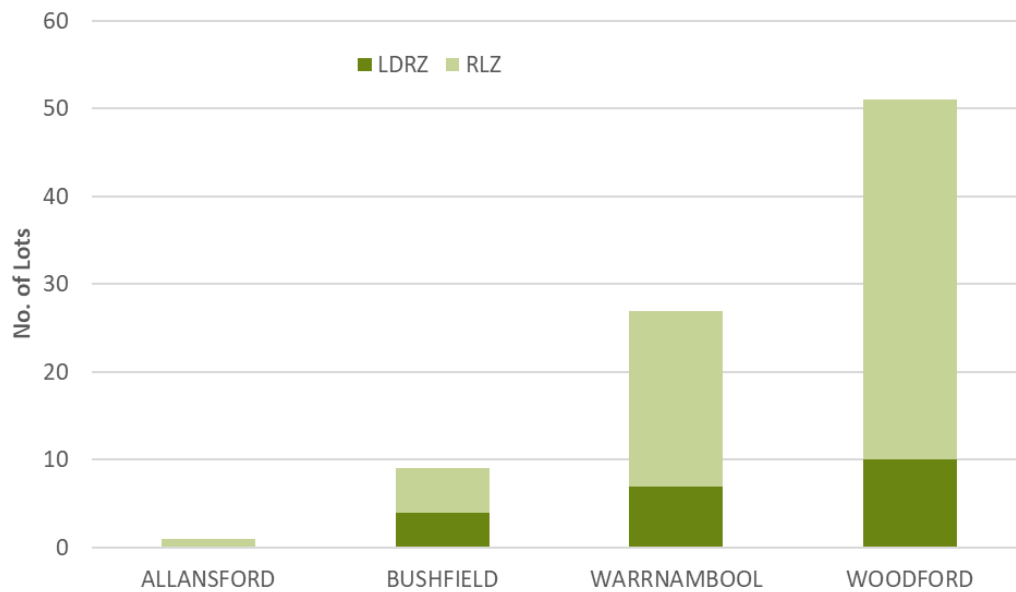
**Graph 12:** Stock of Rural Residential Allotments, 2021



Source: Spatial Economics Pty Ltd

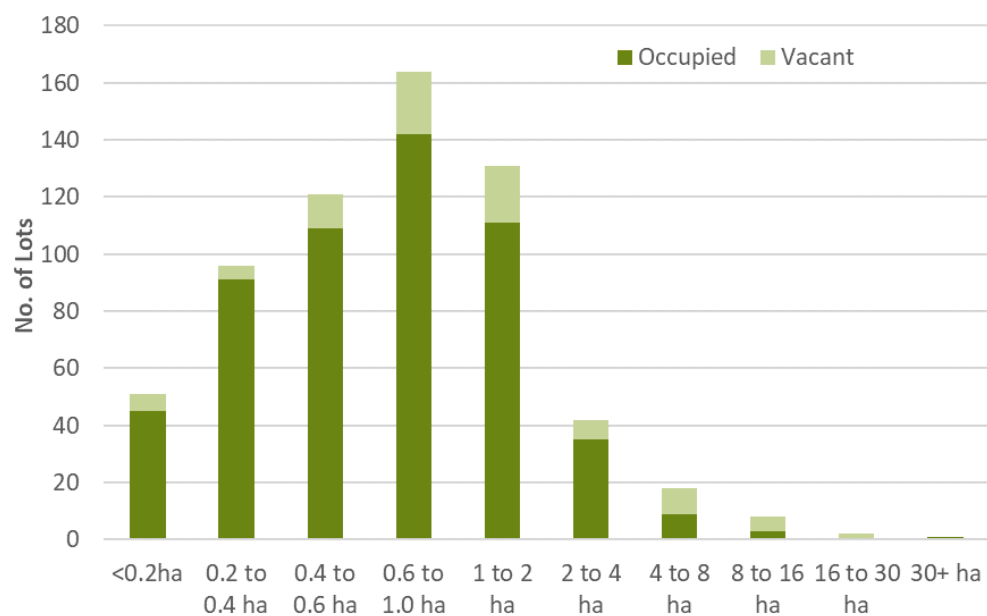


**Graph 13:** Stock of Vacant Rural Residential Allotments, 2021



Source: Spatial Economics Pty Ltd

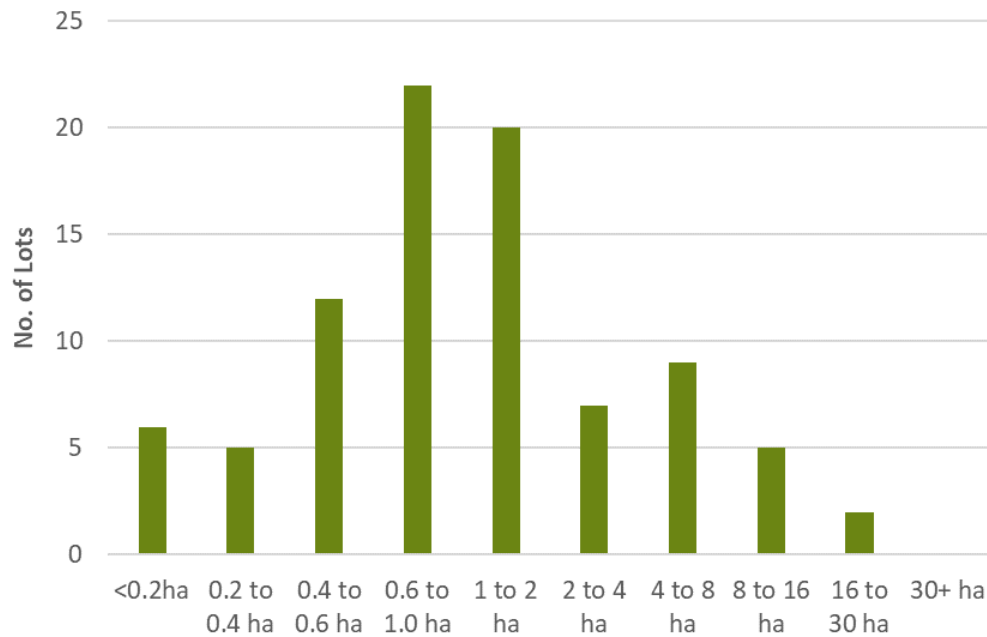
**Graph 14:** Stock of Rural Residential' Allotments by Lot Size Cohort (occupied & vacant), 2021



Source: Spatial Economics Pty Ltd



**Graph 15:** Stock of Rural Residential' Allotments by Lot Size Cohort (vacant), 2021



Source: Spatial Economics Pty Ltd

Approximately 68% of the rural residential lot stock (both occupied and vacant) is less than one hectare in size. Only 5% of the rural residential lot stock (or 29 lots) is sized greater than four hectares. The low stock levels of larger rural residential allotments are a supply constraint for significant future feasible re-subdivision.

### 5.3.2 Future (Unzoned) Rural Residential Land Stocks

There are no identified future (unzoned) rural residential land stocks across the municipal area of Warrnambool.

#### Key Issues

The estimated lot/dwelling capacity of existing zoned broadhectare land supply sites are essentially based on recent trends, planning permits, land owner/developer estimates and short to medium terms market expectations. Over the last ten years, the median constructed broadhectare lot size within the growth areas of metropolitan Melbourne, Greater Geelong, Ballarat, Bendigo and smaller urban centres such as Torquay, Bacchus Marsh has dramatically declined. However, within Warrnambool, the median constructed broadhectare lot size has remained relatively consistent and comparatively larger.

This is a direct response from the development industry to provide land products based on consumer preference.

The estimated lot yields for the identified broadhectare/major infill sites reflect the current achieved densities. Based on industry feedback there is minimal demand for smaller/compact allotments (outside of the lifestyle villages) and the consumer preference for larger allotments is likely to continue into the foreseeable future.

Spatial Economics consider this a likely outcome if the development industry can maintain the current level of affordability/price points for larger allotments. If additional cost pressures emerge, this may result in smaller allotments to maintain similar pricing structures.



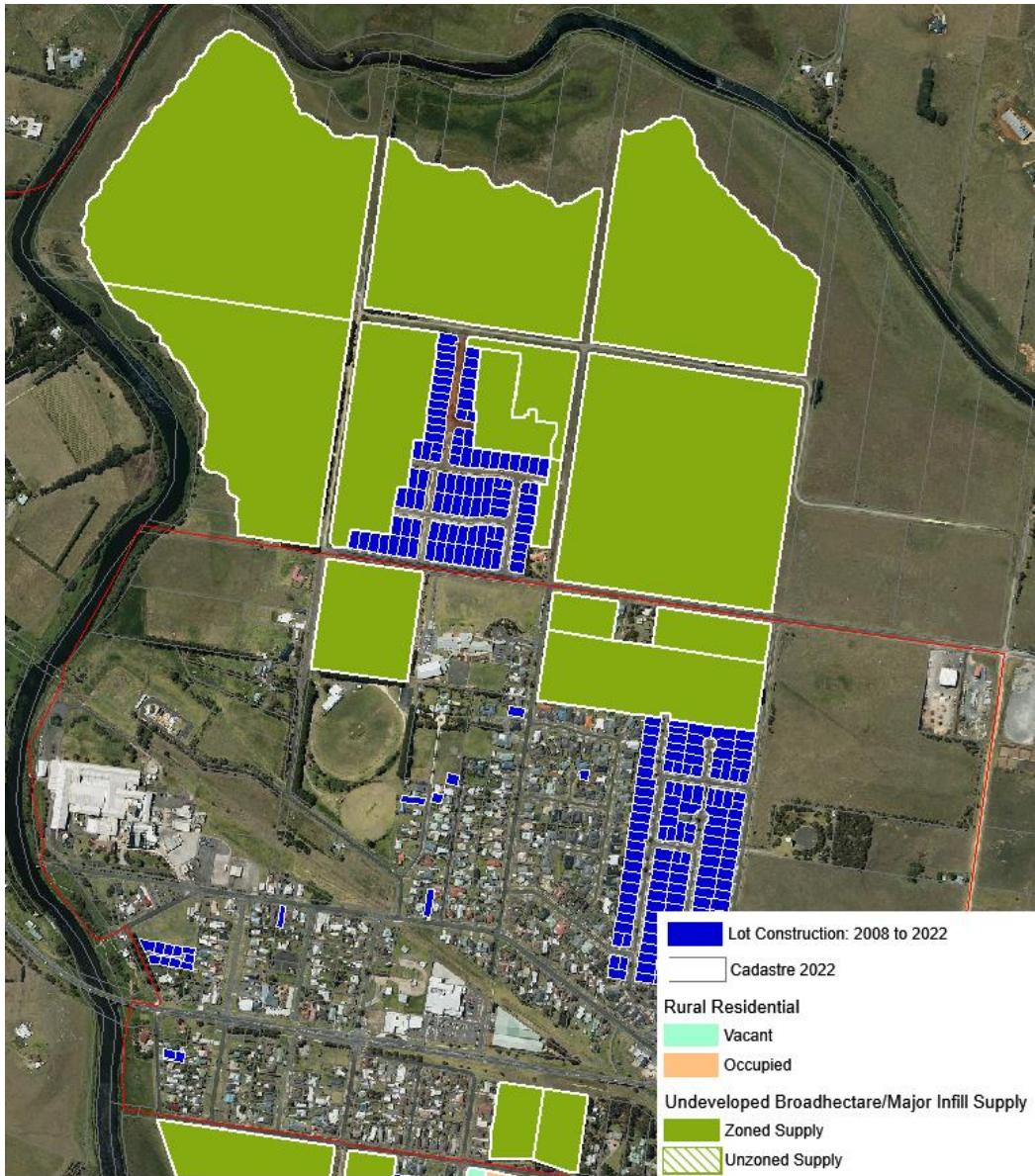
Retirement living is on the increase reflecting changing demographics and preferences. Future broadhectare areas will need to accommodate this type of development.

Although not assessed within this study, it is observed (through considerable experience), there is a high capacity for dispersed infill redevelopment. This means that there are readily alternative residential land supply stocks outside of undeveloped broadhectare estates - therefore a feasible opportunity to decrease the reliance on broadhectare land.

There is underlying demand for rural residential land products. There are currently limited zoned rural residential land stocks.

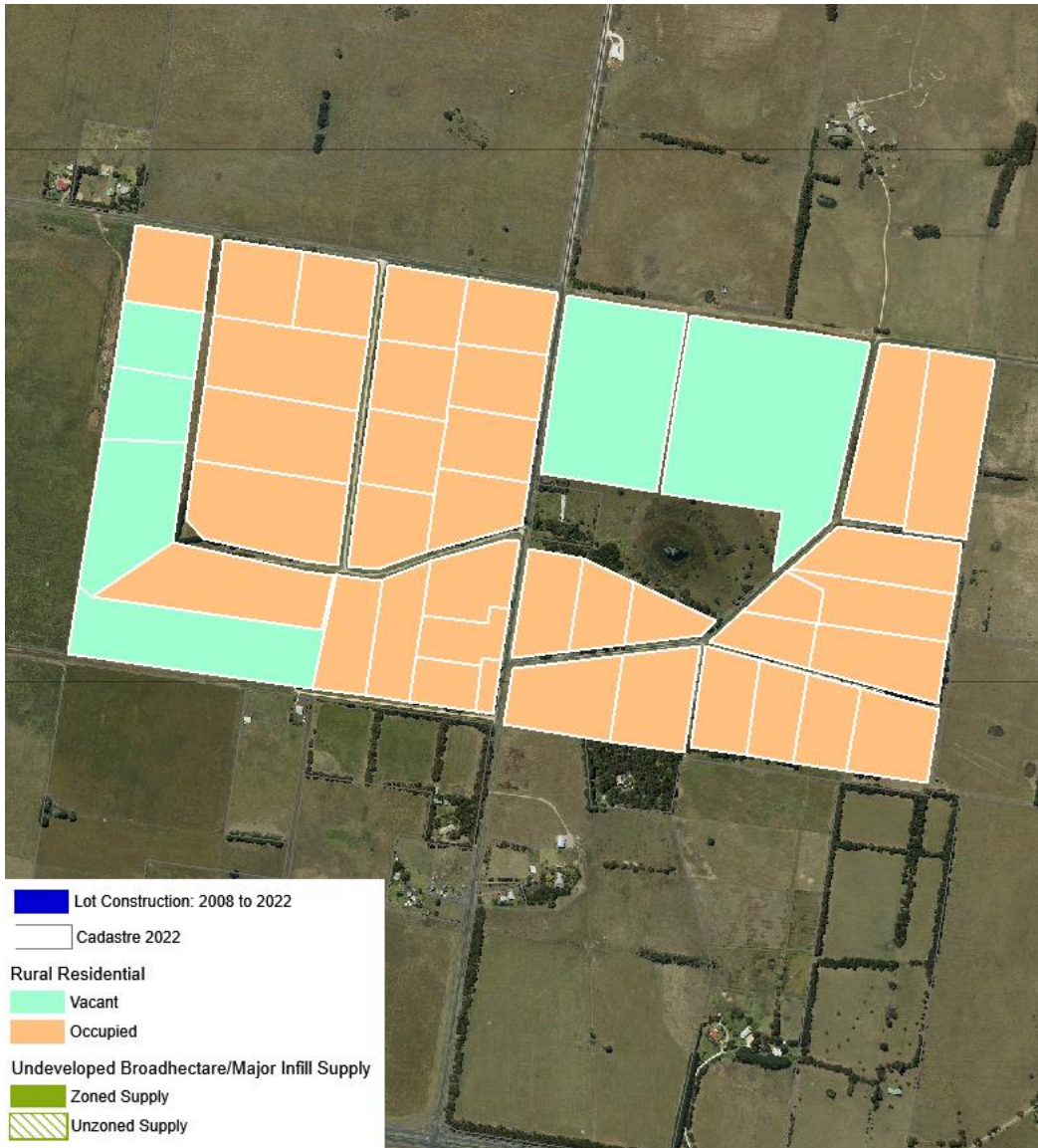


**Map 1:** Residential Land Supply– Dennington

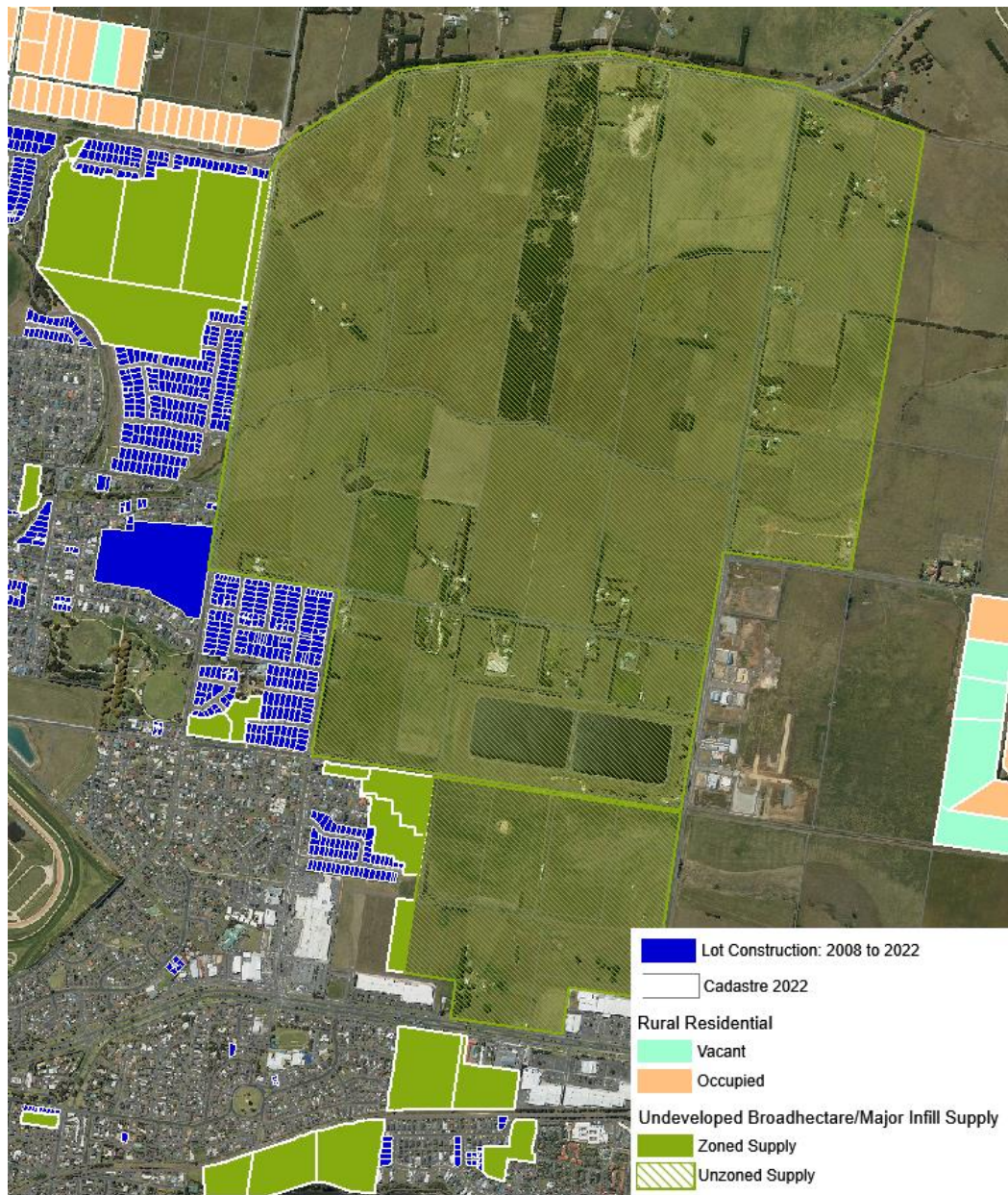




**Map 2: Residential Land Supply– East Warrnambool (rural residential)**

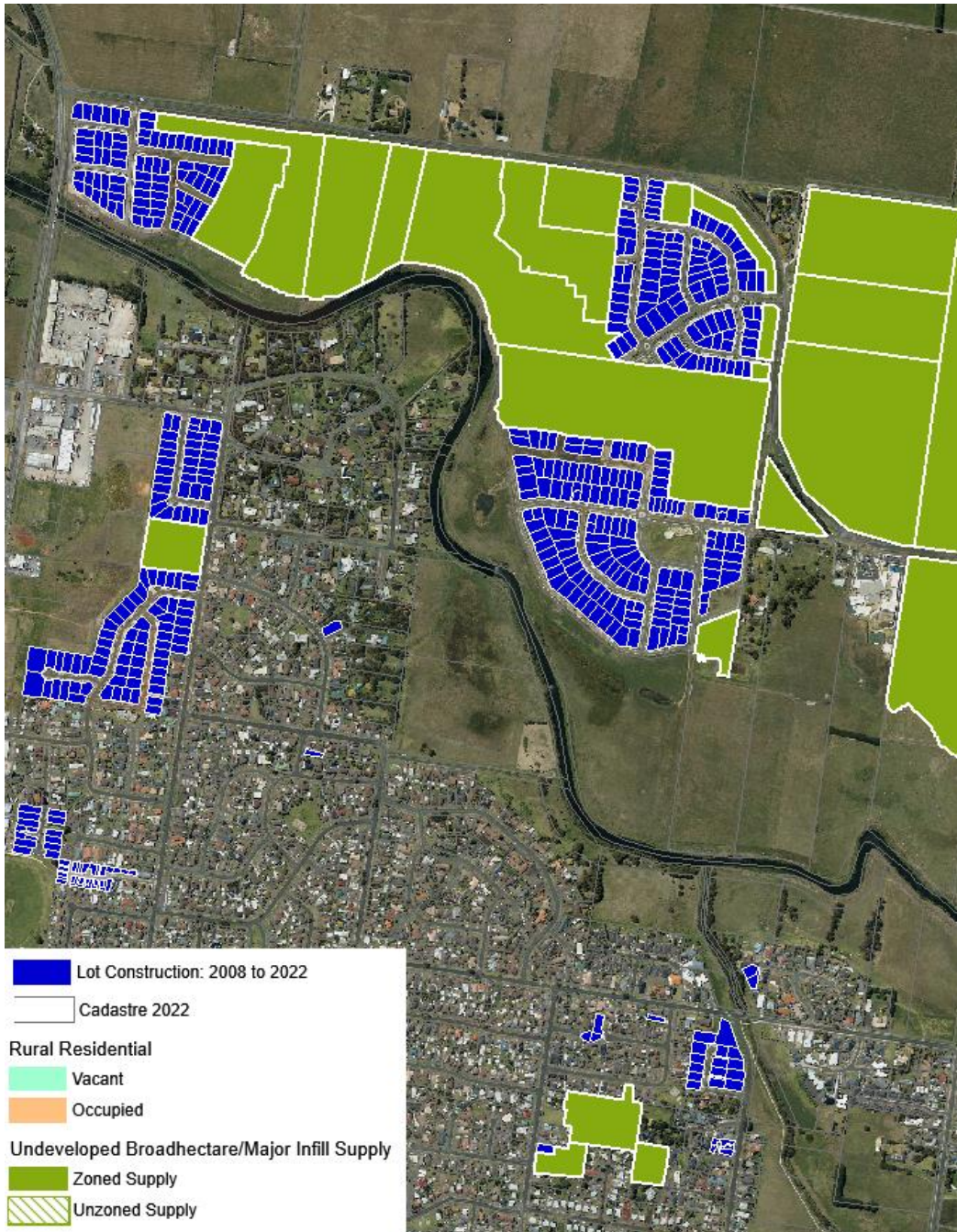


Map 3: Residential Land Supply– East Warrnambool



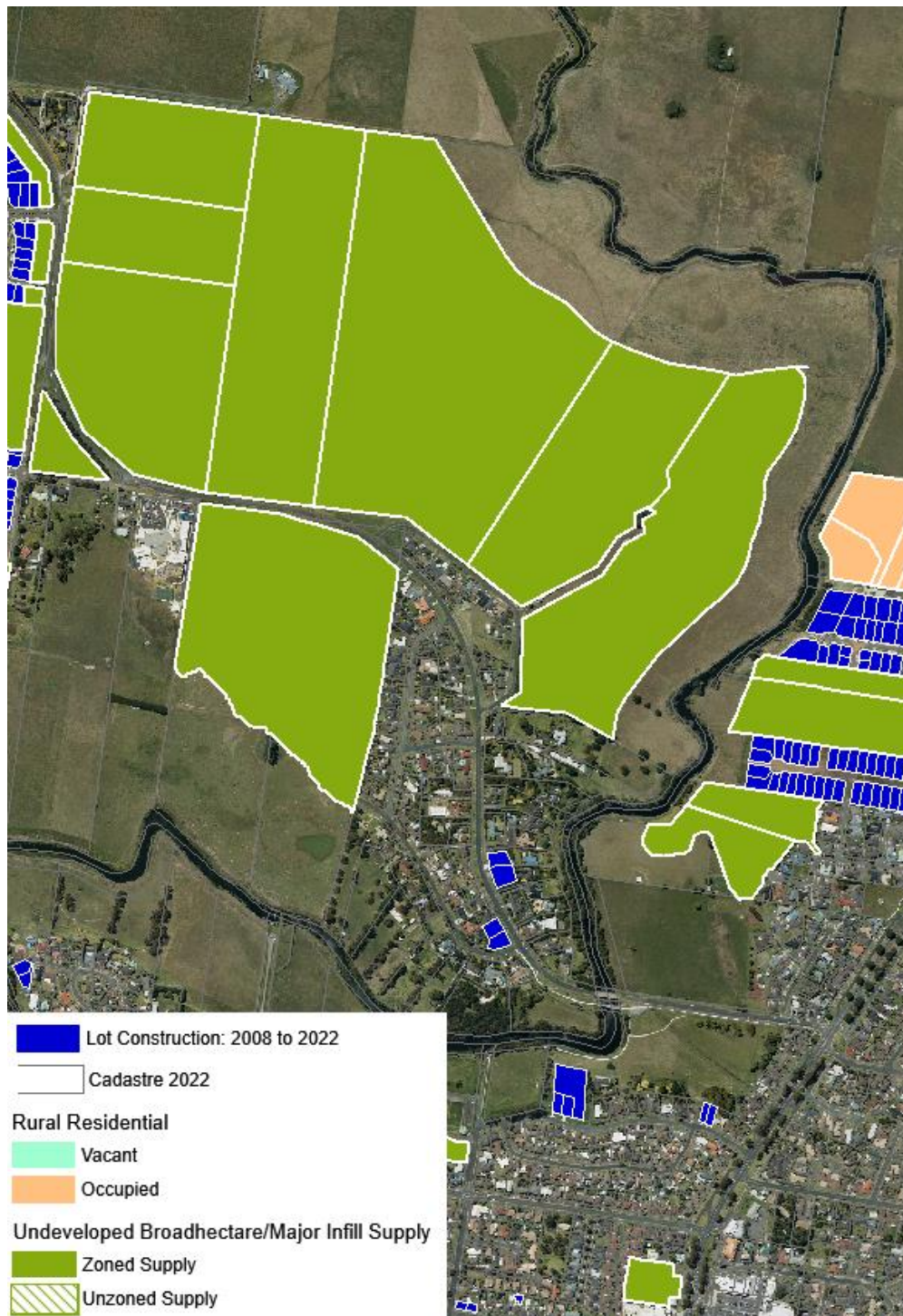


Map 4: Residential Land Supply– North Warrnambool (a)

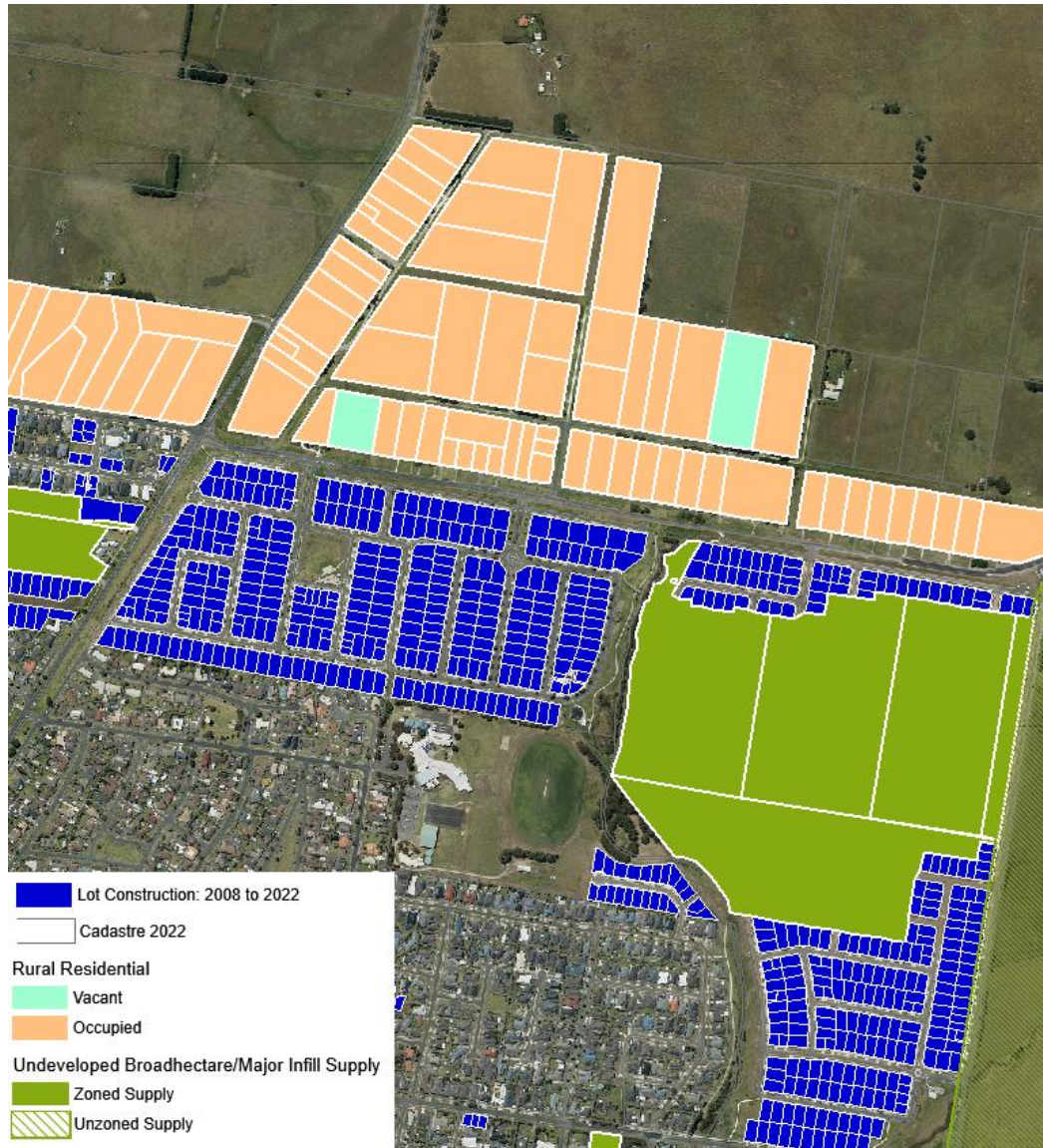




Map 5: Residential Land Supply– North Warrnambool (b)

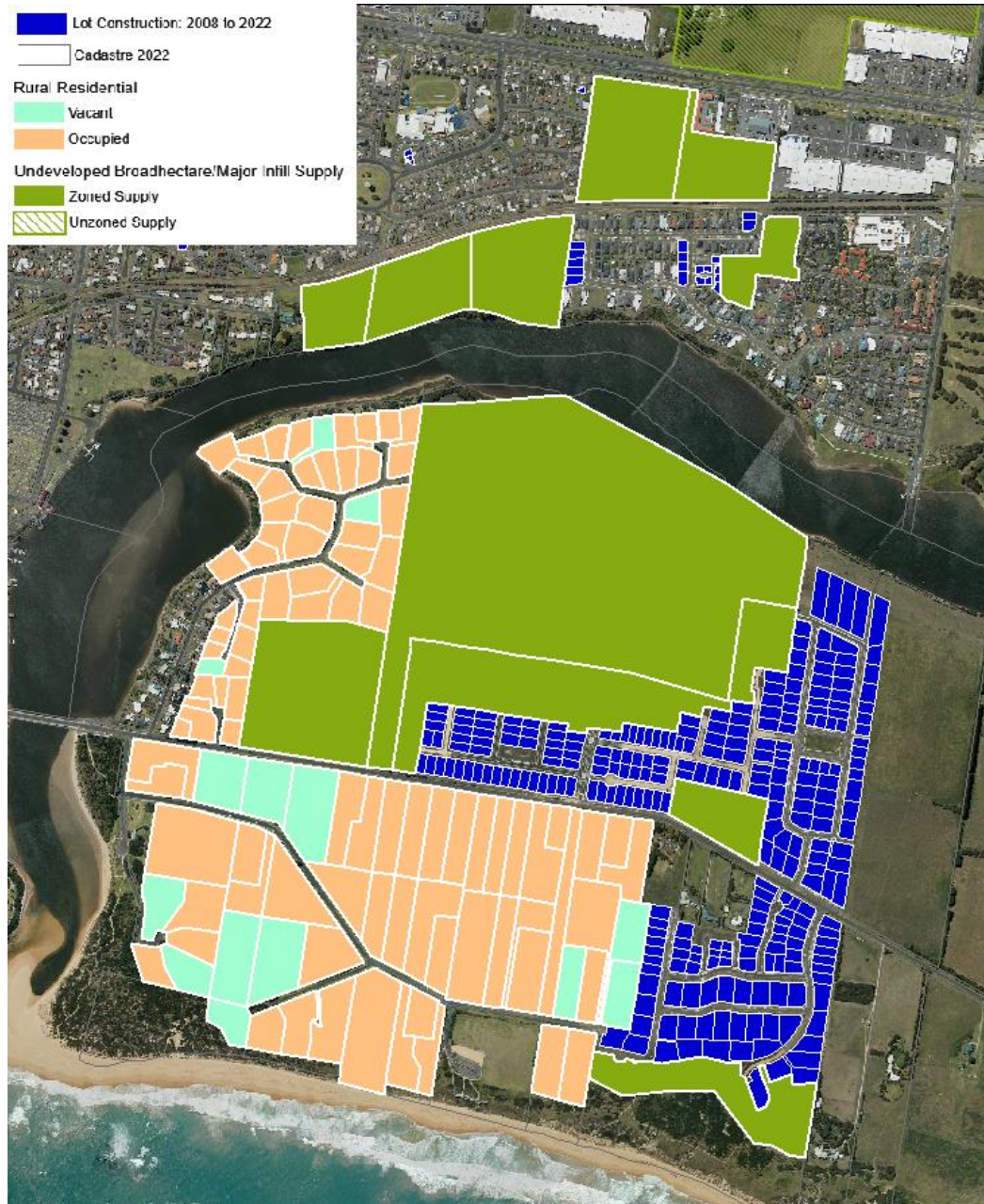


Map 6: Residential Land Supply– North Warrnambool (c)



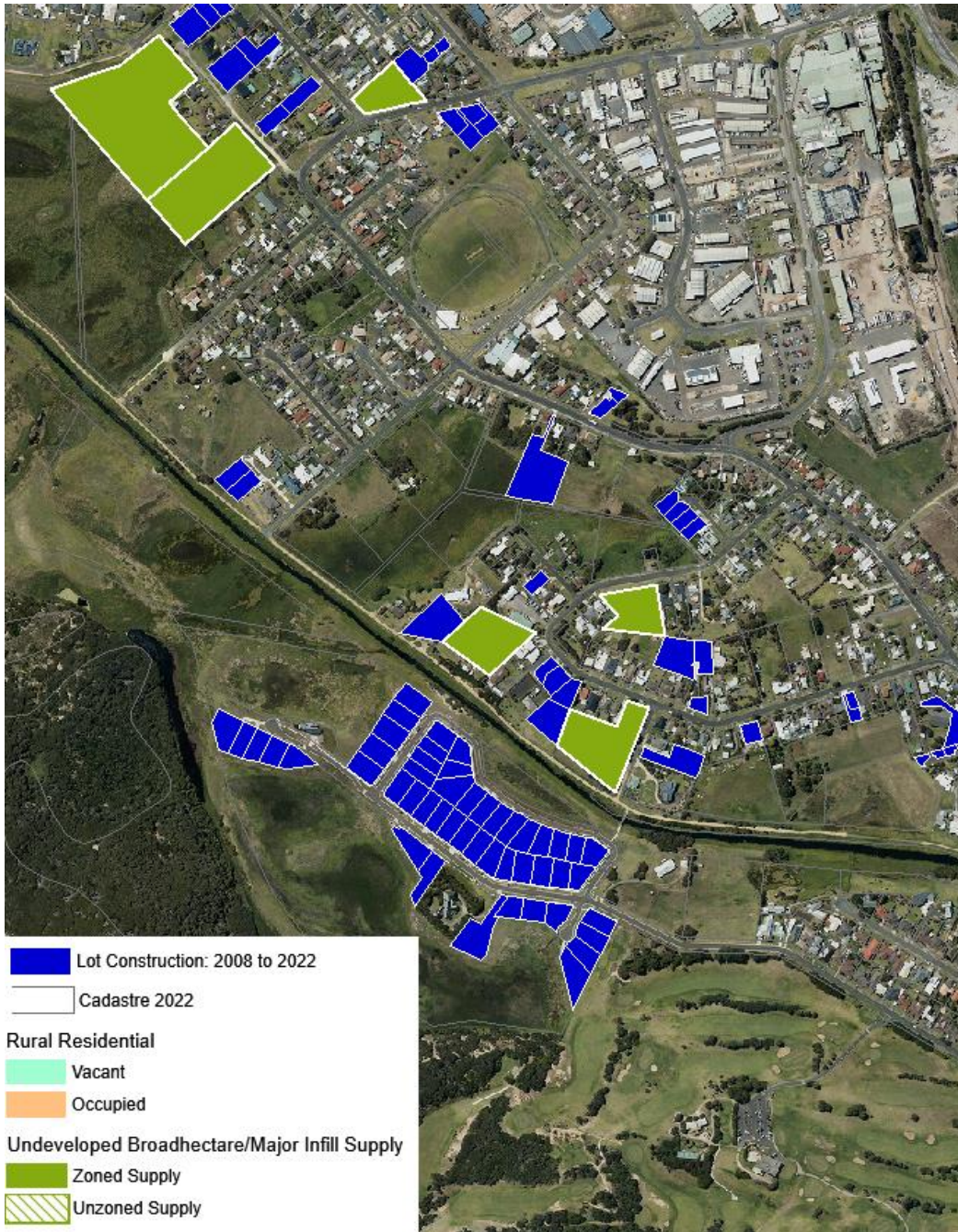


**Map 7: Residential Land Supply– South East Warrnambool**



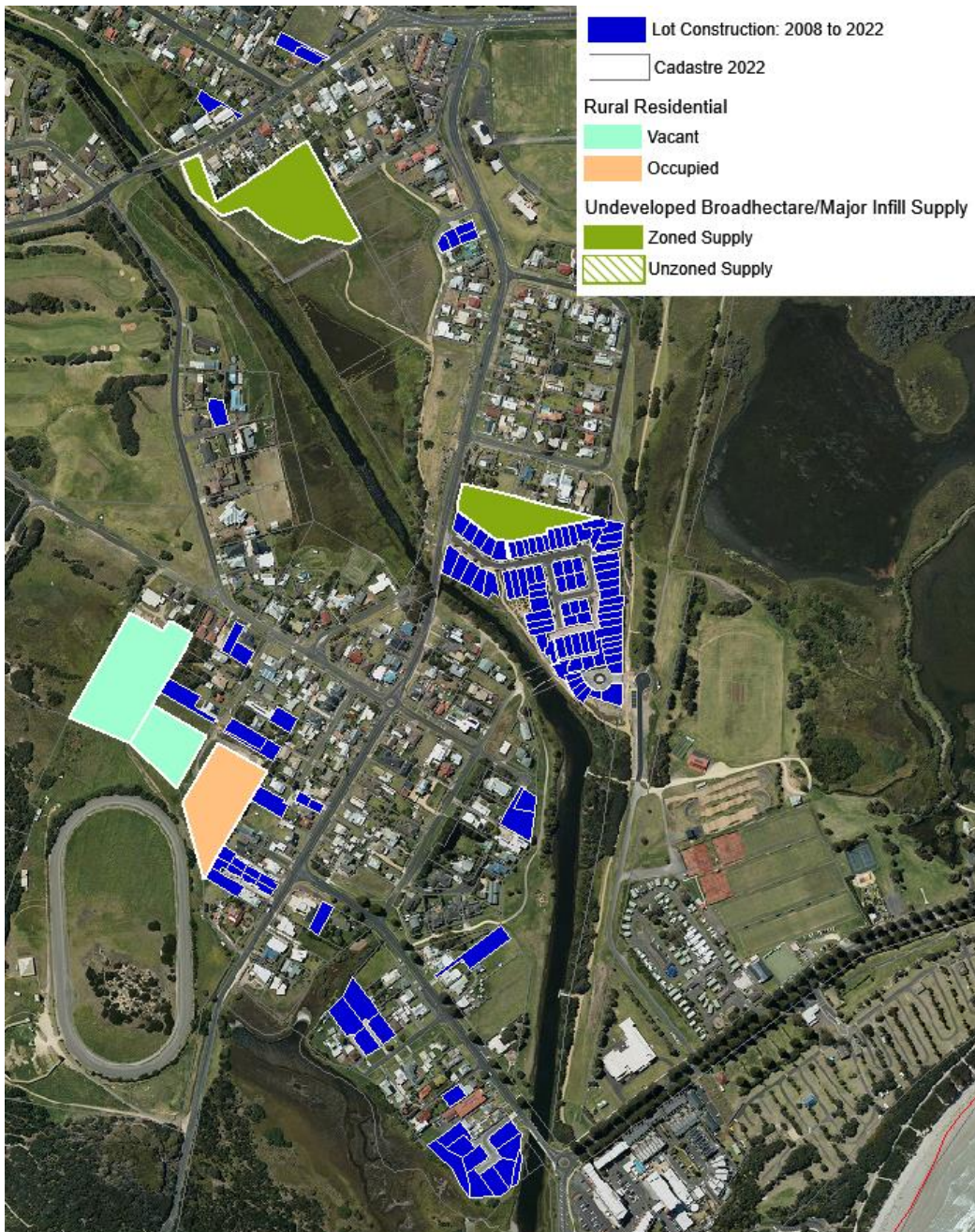


Map 8: Residential Land Supply– South Warrnambool (a)



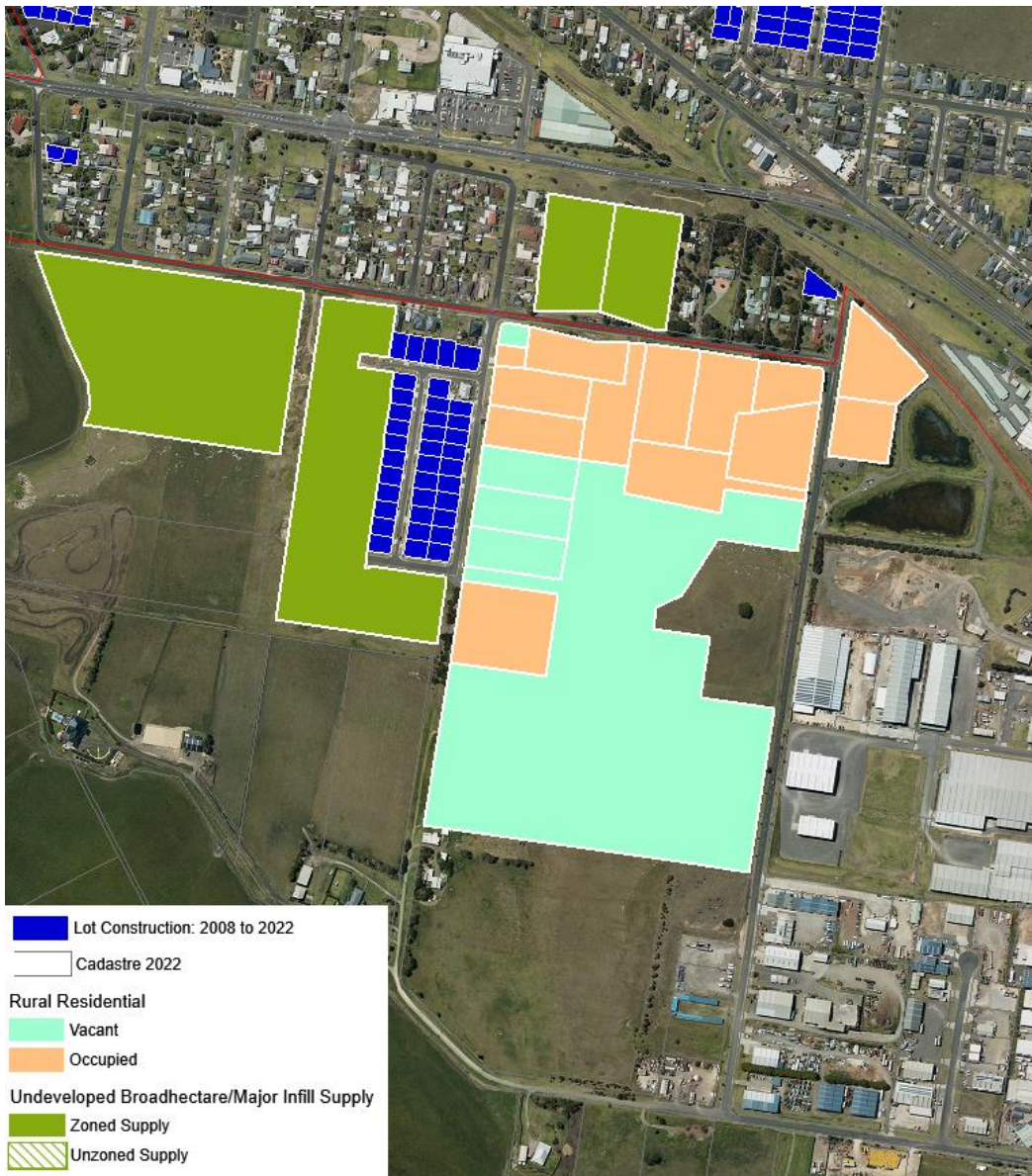


Map 9: Residential Land Supply– South Warrnambool (b)



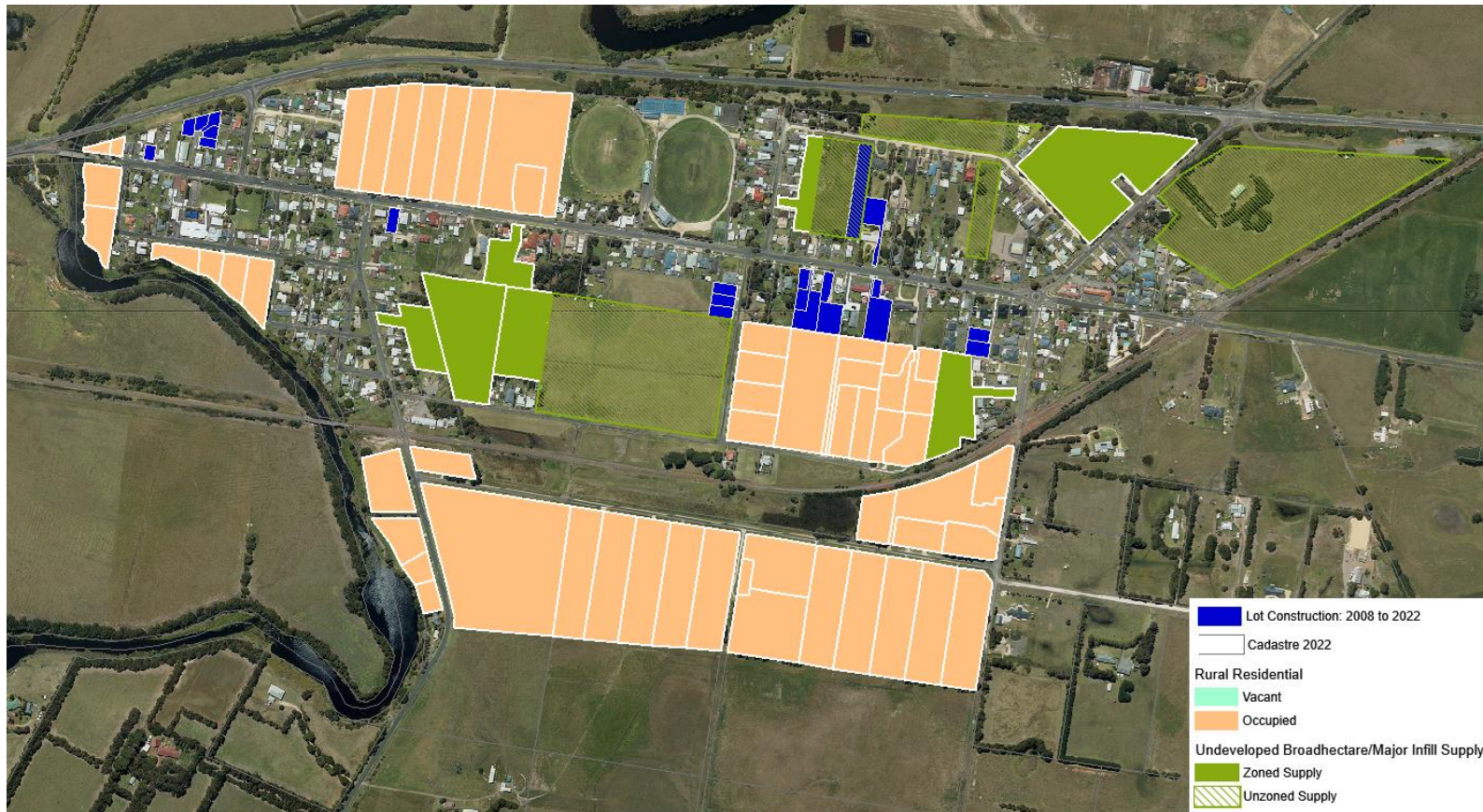


**Map 10: Residential Land Supply– South Dennington**

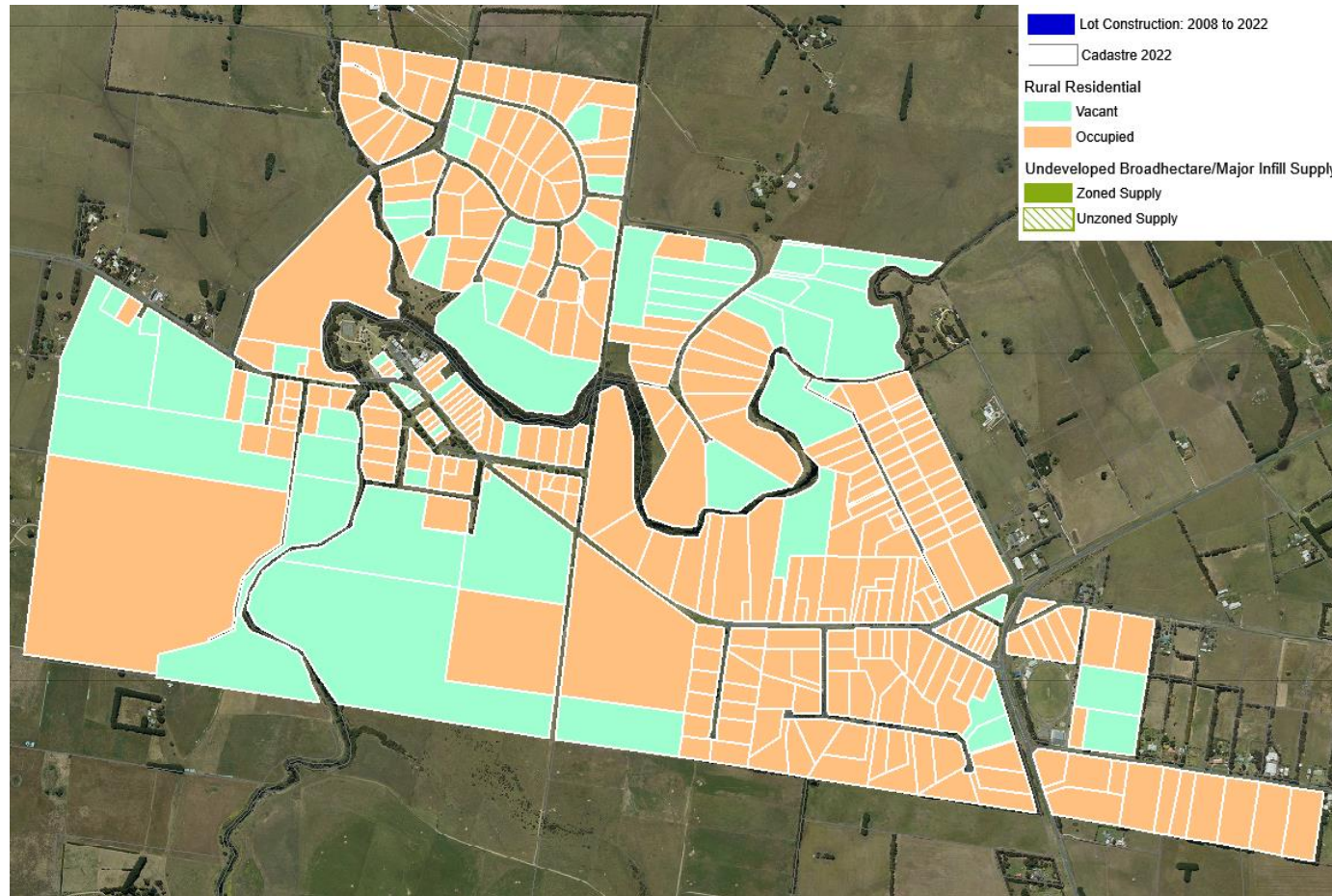




Map 11: Residential Land Supply– Allansford



**Map 12:** Residential Land Supply– Woodford/Bushfield





## 7.0 Adequacy of Land Stocks

### Key Findings

In terms of zoned broadhectare/major infill residential land stocks, it is estimated based on the identified supply and projected demand scenarios, there are sufficient land stocks to satisfy between **21 to 23 years of demand** across the Warrnambool municipal area.

In addition, there are sufficient unzoned broadhectare residential land stocks to satisfy an additional **25 years + of demand**.

With the amount of supply and demand estimated, it is possible to describe the results in years of supply (a simple and understandable measure). For example, it can be stated that there are X years of supply based on projected demand within a given housing market and by supply type.

This succinct way of describing adequacy is standard across most State Governments in Australia and incorporates a wealth of information into a single figure. A series of adequacy numbers can be provided to reflect differing demand scenarios.

It is also possible to describe adequacy in a qualitative sense but with both the private and public sector familiar to this methodology, it seems appropriate to adopt the above approach.

Years of supply can also be linked to trigger points relating to the need for additional land and more importantly triggering specific strategic land use planning responses. The adequacy of broadhectare/major infill residential land supply sources is calculated as a residual taking into account the state of the other supply types.

Analysis has been undertaken to estimate the years of broadhectare residential land stocks for the municipal area of Warrnambool – this is outlined below.

### 7.1 Years of Supply – Warrnambool

Three future demand scenarios are used and assessed against the identified stock of undeveloped residential broadhectare land. The demand scenarios are detailed in a previous section of the report. In summary these include:

1. **Scenario 1:-** the Victorian Government's official population projections 'Victoria in Future 2019' (VIF 2019). Dwelling requirements from 2021 to 2041 at 152 per annum or a 0.9% per annum growth rate.
2. **Scenario 2:-** Increased and sustained population growth. Dwelling requirements from 2021 to 2041 at 219 per annum or a 1.2% per annum growth rate.
3. **Scenario 3:-** Trend Housing Growth. Dwelling requirements from 2021 to 2041 at 242 per annum or a 1.4% per annum growth rate.

The share of broadhectare/major infill lot construction activity is assumed at 79%.

The benchmarks above are assumed constant over-time and is seen as a conservative assumption.

Undeveloped broadhectare sites that have been identified as either fragmented or with a significant existing use have been excluded from the years of supply estimate, again, this is seen as a conservative assumption.

Table 9 summarise the estimated years of broadhectare/major infill residential supply by demand scenario as at July 2022.

In terms of **zoned** broadhectare residential land stocks, it is estimated based on the identified supply and projected demand scenarios, there are sufficient land stocks to satisfy **23 to over 25 years** of demand across the municipal area of Warrnambool.

In addition, there are sufficient **unzoned** broadhectare residential land stocks to satisfy an additional **25 plus** years of demand for all three demand scenarios.



**Table 9:** Estimated Years of Broadhectare/Major Infill Residential Land Supply – Warrnambool City Council, 2022

	Zoned	Potential Residential (unzoned)	Total
Scenario 1 (VIF2019)	25+	25+	25+
Scenario 2 (Sustained population growth)	21	25+	25+
Scenario 3 (Recent Trend – Dwelling growth)	23	25+	25+

Source: Spatial Economics Pty Ltd

The years of supply is not only dependent on the projected number of dwellings in total, the share of total dwellings within broadhectare/major infill supply areas but also the timely realisation of the identified supply opportunities. Therefore, caution is highlighted in the interpretation of the years of broadhectare land supply, as a major assumption is that the identified supply is realised in a development timing setting.

## 7.2 Interpretation of the ‘Adequacy’ Benchmarks

Clause 11.02-1S of the State Planning Policy Framework includes under ‘Strategies’ the need to:

*“Plan to accommodate projected population growth over at least a 15 year period and provide clear direction on locations where growth should occur. Residential land supply will be considered on a municipal basis, rather than a town-by-town basis.”*

The relevant objective is at 11.02-1S Supply of urban land:

*“To ensure a sufficient supply of land is available for residential, commercial, retail, industrial, recreational, institutional and other community uses.”*

It is important to highlight a number of potential interpretations and considerations of the above clauses within the State Planning Framework:

- The framework cites at least a 15-year supply of land to meet expected demand, this benchmark is a **minimum supply target**.
- The above benchmark was originally developed as a simple, relatively transparent indicator to ensure sufficient broadhectare land within the growth areas of metropolitan Melbourne – representing three business cycles. Other factors were examined within the context of this benchmark, including, but not limited to the level of industry competition, the composition of undeveloped land stocks and practicality/likelihood of identified supply being available for development to meet projected demand in the short, medium and longer term.
- The benchmark was seen as guide to decision making to determine the quantum, location and timing of the need to identify additional land stocks and start timely planning for additional supply.

The State Planning Framework identifies in the context of urban land supply the need to ensure a sufficient supply of residential land. The use of the 15-year minimum land supply benchmark is a guiding tool to measure the sufficiency of land supply.

It is observed that the current outcomes of residential development in Warrnambool is resulting in competitive outcomes, specifically: 1) diverse land products; 2) diverse locations of development; 3) affordable land prices; and 4) meeting underlying household demand.



### 7.3 Recommendations

The following provide a series of recommendations regarding residential land supply at a municipal level.

Primarily the recommendations are premised on the existing and likely future land supply and demand environment. However, recommendations are also based on the following principles:

- provision of diverse residential supply opportunities; and
- facilitating a competitive land supply market.

#### Municipal Wide Recommendations

1. Recognise that uncertainty regarding future population growth rates make it prudent not to rely on a single growth forecast for the purpose of planning for future housing needs.
2. Adopt a scenario-based approach to residential planning (i.e. plan on the basis of multiple growth scenarios and have planning in place to cope with the full range of growth rates set out in these scenarios).
3. Monitor and review actual residential development trends on at least an annual basis using the methodology set out in this report.
4. Plan on the basis of maintaining at least a **15-year zoned** greenfield residential land stock. Given the recommended scenario-based approach this means putting in place forward planning to enable Council to quickly rezone land to maintain an adequate land supply even under a high growth scenario.
5. Adopt a clear strategy to achieve its goal of encouraging greater urban consolidation and housing diversity while also protecting the amenity and character.
6. Organising regular (at least annual) discussion forums with key stakeholders on housing and development needs and steps that Council can take to facilitate ongoing investment in housing and economic development.

#### Key Issues

Clause 11.02-1S of the State Planning Policy Framework includes under 'Strategies' the need to:

*"Plan to accommodate projected population growth over at least a 15 year period and provide clear direction on locations where growth should occur. Residential land supply will be considered on a municipal basis, rather than a town-by-town basis."*

The broadhectare residential supply assessment (the method employed replicates the current State Governments methodology), illustrates that there is between 21 to 23 years zoned broadhectare land stocks.

A further 25+ years of unzoned broadhectare land stocks are also identified, well over 25 years broadhectare land supply stocks (zoned and unzoned).

Clearly, there are ample broadhectare residential land stocks to meet the requirements of Clause 11.02S of the State Planning Policy Framework.

There are limited rural residential land opportunities in Warrnambool, policy considerations regarding the increased provision of rural residential lands to increase the diversity of land/housing products in the municipality could be examined.



# MEMORANDUM OF UNDERSTANDING

between

## GREAT OCEAN ROAD REGIONAL TOURISM LTD



and

## Warrnambool City Council

### RECITALS:

- R.1. GORRT is a Company Limited by Guarantee established in partnership with the six Local Government Authorities of the Great Ocean Road region (**Region**) to facilitate a cooperative regional approach to growing a sustainable and vibrant visitor economy.
- R.2. GORRT has prepared and adopted the attached Strategic Business Plan 2022-2025 which details the strategic planning, development, management, marketing and advocacy strategies and performance targets that have been established to monitor performance.
- R.3. Great Ocean Road Regional Tourism and the Local Government Authorities share the following goals for the Great Ocean Road Region ("**the Goals**"):
- (a) To increase the return from the visitor economy:
    - i. Create sustained growth in visitor numbers, length of stay, spend, dispersal & satisfaction
    - ii. Increase jobs in the visitor economy
    - iii. Support the growth and success of business owners investing in the visitor economy
    - iv. Introduce the Region to visitors who may go on to consider living, learning or investing in the Region
  - (b) To conduct product and industry development to create compelling visitor experiences.

- (c) To attract investment into world class products and experiences
  - (d) To provide leadership and create productive partnerships, that raise the profile of the Visitor Economy among stakeholders, and
  - (e) Advocate on behalf of stakeholders in the visitor economy
- R.4. To work in partnership to resource, develop and deliver the goals
- R.5. To increase the financial contribution by business owners and industry groups to marketing and development of the Great Ocean Road Region
- R.6. Great Ocean Road Regional Tourism and the Local Government Authorities have prepared individual strategic plans and Council Plans that outline marketing; investment attraction and product development initiatives intended to achieve the Goals
- R.7. In order to achieve greater certainty of Council support for GORRT until 30 June 2025 and the commitment from GORRT to the implementation of the Strategic Business Plan 2022-2025, the parties by this MOU have recorded their understanding of the relationship and obligations between the parties.

**1. RESOURCING**

- 1.1. GORRT will dedicate resources to the implementation of the Strategic Business Plan 2022-2025, Attached as Appendix A.
- 1.2. The Councils will provide an annual partnership fee. The partnership fees for 2022/25 are detailed in Schedule 1. Councils will make payment to GORRT on receipt of an invoice for the annual funding sought.
- 1.3. Councils shall not be held responsible for any liabilities, losses or cost overruns incurred in relation to any programs undertaken by GORRT.
- 1.4. The annual indexation shall be the lesser of:
  - 1.4.1. CPI – being the Melbourne All Groups index as published by the ABS as at March each year; or
  - 1.4.2. The prescribed rate cap as advised by the Minister for local government under the “Fair Go Rates” legislation.
- 1.5. Any unspent/uncommitted funds at the end of the period as detailed in Schedule One to this Agreement which have



been provided by Councils are to be retained by GORRT for agreed activities in following financial periods. GORRT prudential cash policy requires a minimum of 3 months operational expenditure be retained as an operating surplus at all times.

- 1.6. The Councils will each be responsible for the provision of dedicated staff to further develop and coordinate tourism in their municipality whilst recognising that GORRT will facilitate a cooperative regional approach to the visitor economy.
- 1.7. GORRT will support Councils to attract visitor economy related investment and infrastructure to the Region and where appropriate, will work closely with Councils' Economic Development teams.
- 1.8. Funding for any additional specific regional projects will be considered on a case by case basis. A business case along with an invitation to participate and financial request will be submitted to Councils, where possible by December for the following financial year. These projects will be subject to a separate funding agreement.

## **2. TERM**

- 2.1. The term of this agreement shall commence on 1 July 2022 and shall end on 30 June 2025 ("the Term").
- 2.2. This Memorandum of Understanding expires on 30<sup>th</sup> June 2025 and may be renewed by further agreement between the parties.

## **3. ACCOUNTABILITY & COMMUNICATION**

- 3.1. GORRT will present to the Councils an annual business plan. Annual Business Plan 2022/2023 attached as Appendix B.
- 3.2. GORRT will provide six monthly progress reports and annual audited financial statements.
- 3.3. GORRT will provide Councils with regular statistical reports relating to the performance of the visitor economy of the Great Ocean Road.

- 3.4. The Councils recognise the independent role, structure, mission and expertise of GORRT and understands its function includes being an independent advocate for the visitor economy. This role includes being an industry voice for the visitor economy in the local and national media and representation of visitor economy businesses in planning/development opportunities which may enhance, sustain and develop a sustainable visitor economy for the Region.
- 3.5. GORRT will, on request, attend Council meetings to discuss visitor economy related issues and/or to provide updates on Business Plan and projects progress.
- 3.6. Councils will each nominate a Director to the Board of GORRT.
- 3.7. GORRT Board Minutes and relevant reports will be provided to Board Directors to facilitate reporting to Council.

#### **4. THE VISITOR ECONOMY**

- 4.1. The Councils recognise the strengths and benefits of a regional approach to the development, marketing, management and advocacy for the visitor economy.
- 4.2. GORRT will continue to source State and Federal funding support for projects & priority initiatives in the Region and will support Councils efforts to attract funding for additional visitor economy projects, infrastructure and initiatives.
- 4.3. The Councils will promote GORRT, their partnership and initiatives and encourage participation in their implementation through communications with local communities and other key stakeholders.

#### **5. PUBLICITY AND ACKNOWLEDGMENT**

- 5.1. GORRT will acknowledge the partnership provided by Councils where relevant and Councils may publicise the benefits accruing to GORRT and the State, as a result of the support provided under this partnership.
- 5.2. GORRT may seek, approval for inclusion of Council logos, on appropriate publications and tools.

#### **6. INSURANCE**

- 6.1. GORRT will ensure that it has adequate insurance cover in place to protect physical assets against loss and/or damage, and to indemnify GORRT against legal public liability and for personal injury and/or property damage claims made by third parties.

**7. SUBCONTRACTING OR ASSIGNMENT**

- 7.1. GORRT will be fully responsible for carrying out the agreed program notwithstanding that GORRT may have subcontracted or assigned the performance of any part of the Program.
- 7.2. GORRT may enter into separate agreements to contract services from or to Council.

**8. INDEMNITY**

- 8.1. GORRT shall release and indemnify Council, its servants and agents from and against all actions, proceedings, claims and demands which may be brought or made against it or them by any person in respect of or by reason of or arising out of:
  - 8.1.1. the performance by GORRT of its rights and obligations under this MOU;
  - 8.1.2. any negligence or other wrongful act or omission of GORRT, staff or other servants, employees or agents or of any other persons for whose acts or omission GORRT is vicariously liable;
  - 8.1.3. any negligence or other wrongful act or omission of staff or the visitors, invitees or licensees of GORRT;
  - 8.1.4. death, injury, loss of or damage to GORRT, staff or its other servants, employees, agents or visitors; or
  - 8.1.5. any breach of this MOU by GORRT.

**9. WITHDRAWAL**

9.1. This MOU is made in good faith for three years. If an individual Council decides to withdraw from this MOU, this withdrawal is to be provided, in writing, no later than the March in the preceding financial year. Where possible, twelve months written notice of intent to withdraw, is preferred.

**10. TERMINATION**

10.1. Councils may terminate this MOU for future financial years by written notice:

10.1.1. if, in the reasonable opinion of Council, GORRT after having been given 45 days' notice in writing, fails to carry out its obligations under this Agreement; or

10.1.2. GORRT goes into liquidation, or a receiver and manager, administrator or mortgagee or chargee's agent is appointed, or becomes subject to any form of insolvency administration or arrangement.

**11. GENERAL**

11.1. If any dispute or difference arises between the parties in carrying out the principles of this MOU, the parties will seek bona fide to resolve that difference or dispute between them.

11.2. Notwithstanding clause 5.3, each party maintains the right to exercise its individual powers as it sees fit. This MOU lapses on 30 June 2025 and may be renewed or renegotiated by further agreement between the parties.

**SCHEDULE 1**

**COUNCIL PAYMENTS 2022/23 (Excl GST)**

Surf Coast Shire Council	\$140,064
Colac Otway Shire Council	\$95,754
Corangamite Shire Council	\$72,432
Moyne Shire Council	\$75,032
Warrnambool City Council	\$152,665
Gleneel Shire Council	\$87,992

DRAFT



GREAT OCEAN ROAD  
REGIONAL TOURISM LIMITED

### Memorandum of Understanding 2022 - 2025

DATED this..... day of .....2022

SIGNED on behalf of: )  
**GREAT OCEAN ROAD REGIONAL TOURISM LTD** )  
by its duty authorised representative: )

SIGNED on behalf of the: )  
**WARRNAMBOOL CITY COUNCIL** )  
by its duty authorised representative: )

DRAFT





GREAT OCEAN ROAD | REGIONAL TOURISM

Strategic Business Plan 2022-2025



## Message from the Chair

The last two years have challenged the Visitor economy like never before. The pandemic saw the closing of borders, the closing of businesses and an exodus of workers from a sector already struggling to attract, retain and house workers. Yet, it also brought with it a number of positives, local markets re-exploring their own backyard, a new appreciation for being out in nature, the capacity to work from anywhere, and a desire to understand and support local, which saw an increase in interest in local products, greater inclusion in local cafes, restaurants and businesses but also an increase in businesses with a digital presence and bookable/purchasable online to cater for markets that were unable to travel. Rules & Restrictions challenged both consumers and business owners and we saw many businesses continually adapt their offering to survive.

It would be great to say that the challenges are behind us but the pandemic has left in its wake enormous uncertainty. As an organisation and as an industry we need to continue to plan for the medium to long term but remain responsive in the short term to overcome challenges and leverage opportunities when they arrive. International visitation will take some years to return to expenditure levels that were rising pre-covid and that is without understanding the full impact of the War in Ukraine, the political unrest with China and their quest for zero covid and the economic implications of covid on the availability and cost of flights.

Domestically, as all states and regions try to compensate for the loss of international visitors, students and workers, we have seen a significant uplift in marketing and we are navigating a highly competitive landscape with everyone struggling to differentiate their offering. It is for this reason that we continue to invest in marketing. In the short term, this is focused on building rich and engaging content, growing distribution through our own channels and developing strong strategic partnerships to expand distribution opportunities and reach new audiences. In the medium to longer term, this will be amplified by new products, experiences and services that are planned and forecast to be built and opened over the next 3 years.

The pandemic has left many businesses and business owners fatigued, many work more hours in their business than ever before. It will remain a priority to invest in strengthening the sector, supporting businesses by helping innovate, build capacity, capability and resilience. Critical will be working in partnership with industry and Government to address the critical shortage of workers, continue to enhance our digital footprint, foster the development of a stronger retail presence and grow customer service.

We will continue to work collaboratively with our local government partners to provide visitors with the right level of inspiration and information at every stage of the visitor journey, enhancing our capacity to

deliver a visitor servicing culture that will encourage visitors to stay longer, disperse further and immerse themselves in the region.

We are committed to building back better and will work with all stakeholders to diversify the customer journey and drive visitor management outcomes that ensure a sustainable and vibrant visitor economy. We are committed to developing products, experiences and services that reduce seasonality, encourage dispersal and target high value conscious consumers.

We are committed to working with our first people to support their vision and aspirations for sharing their enduring culture and their ongoing connection and custodianship of this land.

We are an industry and an organisation that is stronger working in partnership, collaborating with all stakeholders on building a shared vision for a successful, sustainable and vibrant visitor economy for the Great Ocean Road region.

Yours sincerely,

Jeremy Johnson AM  
Chairman



## What we aspire to for the region

The Great Ocean Road region will be Australia's foremost sustainable tourism region, providing seamless visitor experiences to drive yield and dispersal growth. It's community and stakeholder's value the contribution of the visitor economy to the economic, environmental, social and cultural health of its destinations and the region as a whole.

## What we set out to achieve

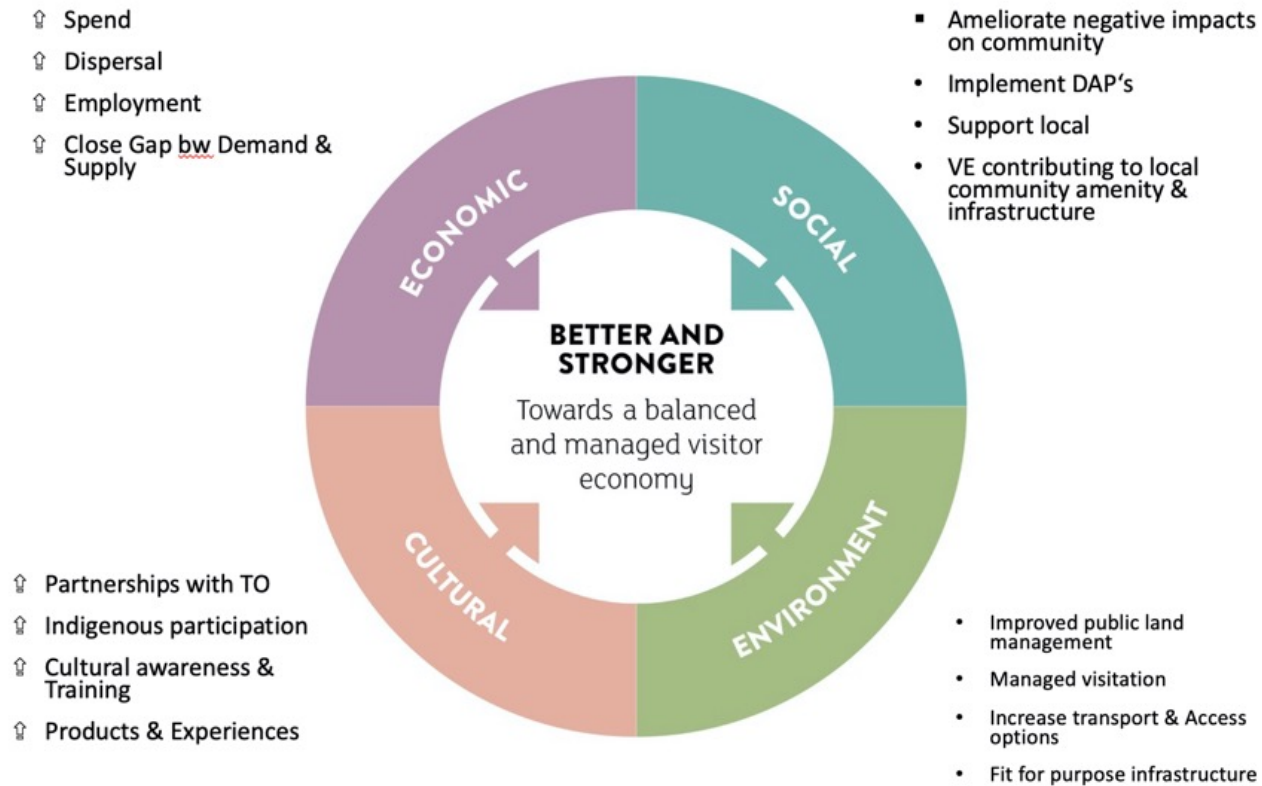
To facilitate a collaborative, regional, visitor-centric approach to growing a more sustainable and vibrant visitor economy for the Great Ocean Road region.

## Why we exist

To facilitate, promote and advocate for a collaborative, strategic and sustainable approach to growing the visitor economy of the region. This will be delivered through:-

- Strategic Planning
- Industry Strengthening & Capability building
- Marketing
- Product & Destination development
- Infrastructure development
- Visitor management
- Leadership & Advocacy
- Organisation Reputation & viability

## What we strive to achieve



## What we stand for

### COLLABORATION AND ENGAGEMENT

Fostering collaboration and engagement with, and between, our stakeholders is critical to the development of a healthy, cohesive and responsible tourism industry that delivers outstanding visitor experiences.

### TAKING RESPONSIBILITY

We understand that our actions have impacts upon other people and the environment. We take responsibility for our behaviours, actions and achievements when:

- Working with stakeholders
- Communicating to visitors
- Providing commercial services
- Making decisions that impact on the environment

### DEMOCRATIC LEADERSHIP

Our leadership style reflects the acknowledgement that our role is to facilitate responsible and sustainable visitor economy development in the region, rather than to dictate how it should be done.

### TEAMWORK

A culture of teamwork is essential for strong, productive relationships within GORRT, and with stakeholders.

### FINANCIAL WELL-BEING

Being commercially viable as a regional tourism organisation and supporting the profitability of local businesses is essential to the sustainability of the tourism destination, and desirable in terms of enjoying good quality of life.

### FLEXIBILITY AND ADAPTABILITY

To survive in a comparatively unpredictable, rapidly changing industry with a diverse range of stakeholders, we need to be willing to change, and responsive to change.

### AUTHENTICITY AND REALISM

In order to be genuinely collaborative and build successful partnerships with the tourism industry and communities, we need to be authentic in the way we relate to others and realistic in our expectations.

### INCLUSIVENESS AND ACCEPTANCE OF DIVERSITY

We consciously include and respond to the needs of a diverse range of stakeholders and visitors to the region.

### AGENTS FOR CHANGE

Our role gives us the opportunity to work towards improving the regions social, economic, spiritual and environmental health.

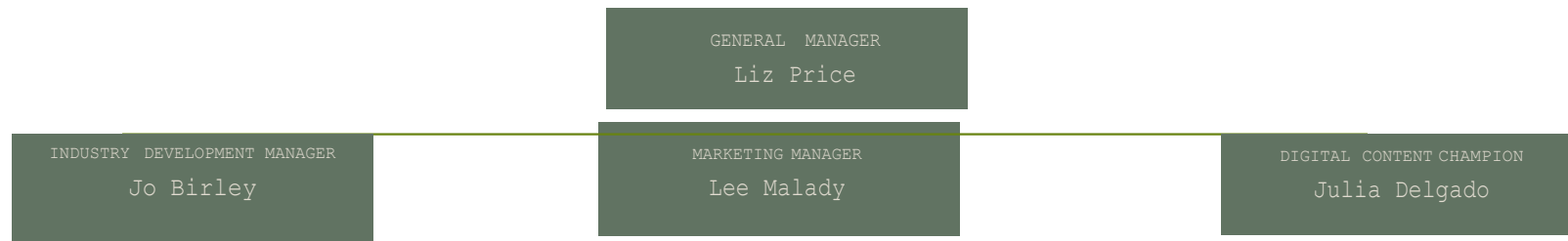
## The Team

### Our Board

Great Ocean Road Regional Tourism is a Company Limited by Guarantee established by our six local Government partners. The Board is comprised of 13 Directors, 6 Local government appointed Directors, 5 skills based Directors and 2 Independent Directors. Directors are appointed for three year terms.

Jeremy Johnson	Independent	Andrew Paton	Warrnambool City Council
John Maher (Deputy Chair)	Independent	Anita Rank	Glenelg Shire Council
Clive Goldsworthy	Independent	Anne Howard	Colac Otway Shire Council
Dean Newell	RACV Torquay	Robyn Seymour	Surf Coast Council
Sharon Bradshaw	Forrest Brewing	Kate Makin	Corangamite Shire Council
Sam Lucas	Warrnambool Bus Lines	Brett Davis	Moyne Shire Council
		Company Secretary	Clinton Fraser – Davidsons

### Our Staff



## Our Region

The Great Ocean Road region spans the six Local Government areas of Surf Coast, Colac Otway, Corangamite, Moyne, Warrnambool and Glenelg.





## Our Biggest Challenges

- Responding and Rebuilding the visitor economy post pandemic – building back better, not a return to what was.
- Supporting the people and businesses that are the visitor economy
- Managing visitation from the growing population of Western Melbourne and Greater Geelong
- The need to change consumer behavior – encourage longer stays, more conscious visitation
- The quality of the visitor experience where we have ageing and failing infrastructure.
- Growing community support and mitigating the negative impacts of the visitor economy on community.
- Accessing timely and accurate data at a level of granularity that can inform & underpin strategic decision making.
- Attracting & Retaining a skilled Workforce including the challenge of affordable housing, transport and access.
- Maintaining the region's competitiveness in a crowded domestic marketplace
- Reducing seasonality

## Our Greatest Opportunities

- Increase Visitor servicing to drive satisfaction and change behavior
- Increasing community engagement, awareness and support
- Level of Private sector investment in new and existing product
- Level of public investment in the SCMP and GOR region
- Strong brand and Brand framework, imagery and assets
- Strong digital platform
- Changing visitor mix – FIT's
- Level of collaboration and consistency across the region
- Strategic planning framework region & destinations– strong foundation to build on
- Product and experience development including Implementation of strategic work GORRT has completed :
  - Workforce planning
  - Aboriginal product development
  - Future of visitor servicing

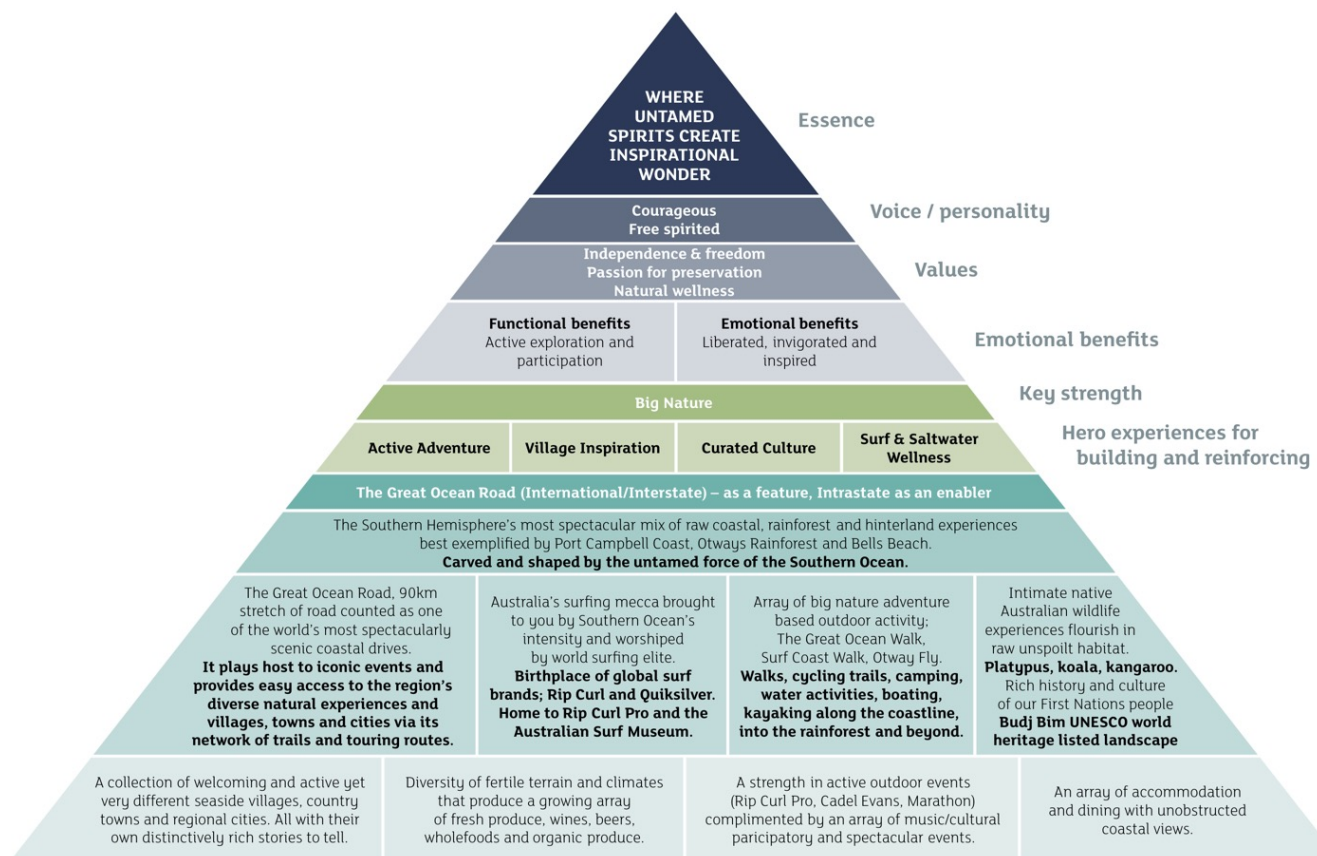
## Our Brand

### REGIONAL BRAND

The Great Ocean Road region brand essence '*Where untamed spirits create inspirational wonder*' facilitates a shift from focusing on the road and the rocks to focusing on Big Nature as the region's greatest strength. Big nature delivered through the magic and majesty of the Southern Ocean and the coast line it has sculptured, the big waves of Bell's Beach, the tall trees and waterfalls of the Great Otway National park, the lakes and craters of the Volcanic Plains, Big tuna, whales, wildlife and rich agriculture.

#### THIS KEY STRENGTH OF BIG NATURE IS SUPPORTED BY THE 4 EXPERIENCE PILLARS:

- § **Active Adventure** — shifts the narrative from a passive visit to the region to a more immerse active visit. To explore the beauty of our landscape you need to immerse yourself and be active.
- § **Village Inspiration** — celebrating the unique features and attributes that define the character of the towns and villages that make up our region.
- § **Curated Culture** — celebrates the entrepreneurs and artisans of all crafts that call the GOR home. Inspired by the landscapes and its bounty they help define a sense of provenance and shape the character of our individual towns and villages.
- § **Surf and Saltwater Wellness** — enables us to celebrate the coast, its power to draw people and its capacity to support holistic wellness.



Our destinations



The Plan of Action - SUMMARY

FOCUS AREA	STRATEGY
STRATEGIC PLANNING	Facilitate a strategic evidence based, visitor focused, strategic & collaborative approach to growing a sustainable and vibrant visitor economy,
INDUSTRY STRENGTHENING & CAPABILITY BUILDING	Support the industry to build more sustainable, resilient and profitable businesses, grow cooperation and foster innovation to enhance the delivery of a high quality, seamless visitor experience
MARKETING	Lead the region's marketing to inspire and inform new & existing markets to visit and enjoy the region, its destinations, products & experiences.
PRODUCT DEVELOPMENT	Enrich the visitor experience by supporting the growth and development of new & existing product, services and experiences.
INFRASTRUCTURE DEVELOPMENT	Maximise the return from the visitor economy through the identification and support of critical public & private infrastructure
VISITOR MANAGEMENT	Actively support the development & management of strategies to mitigate & ameliorate the negative impacts of the visitor economy
LEADERSHIP & ADVOCACY	Lead a clear and consistent narrative to champion the significance of the visitor economy, the region's priorities, challenges, and opportunities to drive a sustainable and vibrant visitor economy
CRISIS MANAGEMENT	Support sector preparedness for, representation and communication in a crisis
ORGANISATIONAL REPUTATION & VIABILITY	Grow GORRT Reputation as the industry experts and grow GORRT revenue base to ensure long term viability

THE PLAN of Action

STRATEGIC PLANNING	Facilitate a strategic evidence based, visitor focused, strategic & collaborative approach to growing a sustainable and vibrant visitor economy,
Continuously develop, improve and review the "Strategic Master Plan to the Visitor Economy of the Great Ocean Road 2021-2030"	
Build and evolve the framework for development, monitoring & review of Destination Action Plans across the region.	
Work with Local Tourism & trader organisations and LGA partners to secure funding for implementation of Destination Action Plans.	
Support State based visitor economy planning including :- <ul style="list-style-type: none"> <li>■ State Master Plan</li> <li>■ Nature Based Tourism Strategy</li> <li>■ First People's Tourism Strategy</li> </ul>	
Develop & continually evolve the region's research program to foster an evidenced based decision-making framework	
Build a partnership with GORCAPA to support growing a more sustainable and vibrant visitor economy	
Undertake strategic planning and feasibility for development of a cultural event at the 12 Apostles	



INDUSTRY STRENGTHENING & CAPABILITY BUILDING	Support the industry to build more sustainable, resilient and profitable businesses, grow cooperation and foster innovation to enhance the delivery of a high quality, seamless visitor experience
Deliver an industry strengthening training & development program and tools that support improving the supply and quality of visitor products, experiences & services.	
Support the development and professionalism of local tourism organisations and key leaders to increase local capability and sustainability	
Foster education, cooperation and collaboration across Local Government partners	
Build strong partnerships with industry to foster product development, partnerships	
Build strong partnerships with our Traditional Owners to support their vision and aspirations for Country and for realising benefits from the visitor economy	
Foster the cohesive partnership between local Government, GORRT & Industry	
Develop opportunities to connect industry and enhance cooperation and collaboration	
Maintain a Resource hub to support a more professional and informed industry	

MARKETING	Lead the region's marketing to inspire and inform new & existing markets to visit and enjoy the region, its destinations, products & experiences.
Develop a Strategic Marketing plan and annual action plans to deliver a cost effective and consistent marketing framework for the region supporting year round visitation and supporting our key experience pillars and destinations.	
Facilitate the development of research, creative assets and tools to support marketing & promotional activity to drive collaboration & amplification	
Develop strategic partnerships to leverage and extend marketing & promotional activity and increase return on investment	
Partner with TGGB, Grampians, Ballarat, VV and industry to deliver a GSTR as our key international marketing program	
Partner with the Limestone Coast to reinvigorate and re-establish the Adelaide to Melbourne Touring route	
Partner with Visit Victoria to leverage and support national and international marketing opportunities for the region.	
Partner with Tourism Australia to leverage and support national and international marketing opportunities for the region	
Develop a cooperative marketing program to facilitate investment by Local Government, local tourism & Trader organisations and industry to amplify marketing efforts, extend campaign reach, increase market competitiveness and drive a greater return on investment	
Foster opportunities for collaboration with TGGB including:-	
<ul style="list-style-type: none"> <li>■ Interstate marketing</li> <li>■ Business events</li> <li>■ Touring</li> <li>■ Transport &amp; access</li> <li>■ Food &amp; wine</li> </ul>	

PRODUCT DEVELOPMENT	Enrich the visitor experience by supporting the growth and development of new & existing product, services and experiences.
Facilitate and seek funding to underpin implementation of regional strategic plans and projects and foster opportunities to trial and learn from projects including:	
<ul style="list-style-type: none"> <li>▪ Future of Visitor Servicing</li> <li>▪ Aboriginal Product Development</li> <li>▪ Workforce Planning &amp; Development</li> <li>▪ GOR Signage Strategy.</li> </ul>	
Facilitate the development and implementation of private sector investment through:	
<ul style="list-style-type: none"> <li>▪ Research</li> <li>▪ Advocacy</li> <li>▪ Professional guidance</li> <li>▪ Access to Government experts and Stakeholders</li> <li>▪ Identification and access to funding sources</li> <li>▪ Support industry and community engagement.</li> </ul>	
Foster product development opportunities identified in the DAPs or Strategic Master Plan Programs.	
Utilise brand architecture to foster innovation in product and experience development.	
Encourage operators and stakeholders to invest in and promote accessible tourism to ensure we can cater for all visitors.	
Encourage operators and stakeholders to invest in and promote eco-tourism and industry quality certification	
Encourage business to foster local connections and source and promote local products and services	

INFRASTRUCTURE DEVELOPMENT	Maximise the return from the visitor economy and support sustainable visitation to key attractions through the
----------------------------	--

	identification and support of critical public & private infrastructure
	Provide advice & expertise to Government and Government Agencies on Priority infrastructure projects
	Advocate for the prioritisation of maintenance and renewal of existing product, visitor amenity and infrastructure
	Advocate for and support new infrastructure that is consistent with the goals and objectives of increasing length of stay, yield, dispersal and satisfaction defined or aligned to Destination Action Plans

<b>VISITOR MANAGEMENT</b>	Actively support the development & management of strategies to mitigate & ameliorate the negative impacts of the visitor economy and drive the sustainability of the region's natural and cultural assets.
Support development of strategic & tactical solutions to visitor management issues - mass visitation, road safety, waste management, parking, environmental impact	
Partner with the Great Ocean Road Authority and key land managers to support the development and introduction of visitor management strategies.	
Implement a communications and engagement plan to support industry and highlight the importance of the visitor economy to the region	

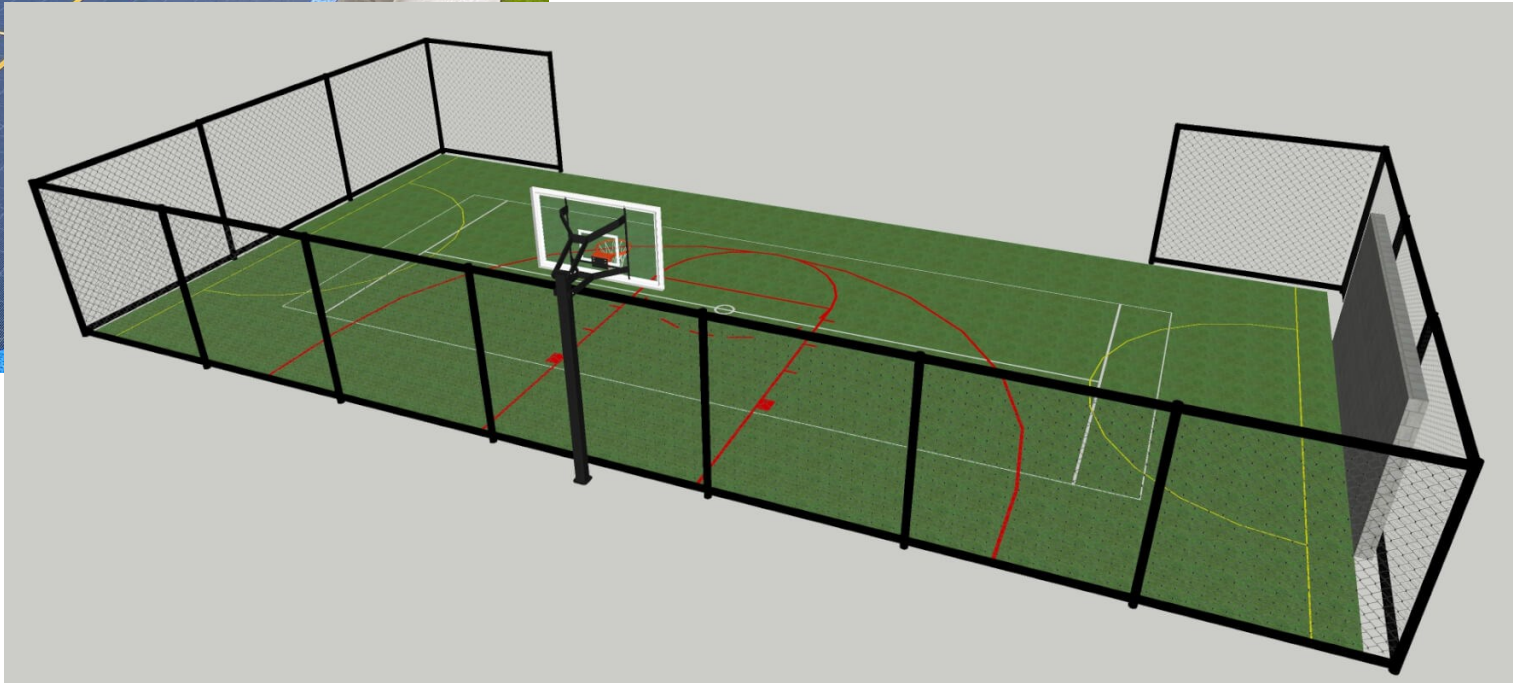
<b>LEADERSHIP &amp; ADVOCACY</b>	Lead a clear and consistent narrative to champion the significance of the visitor economy, the region's priorities, challenges, and opportunities to drive a sustainable and vibrant visitor economy
Work with stakeholders to identify destination and regional priorities	
Maintain an advocacy agenda that identifies impediments to building the region's competitiveness & meeting visitor economy objectives	
Maintain the profile of the visitor economy as a significant economic driver for the region to support Stakeholder investment in policies and programs	
Maintain and foster public & private sector investment pipeline and prospective development priorities	
Create & support opportunities for stakeholders to benefit from Government funding programs aligned to the visitor economy objectives.	
Facilitate opportunities for GORRT and/or destination input into visitor economy management issues.	
Provide a voice for industry on the challenges and opportunities within the sector	

<b>CRISIS MANAGEMENT</b>	Support sector preparedness for, representation reputation management and communication in a crisis
Support regional emergency management framework to prepare for and manage regional emergencies	

Maintain and implement a crisis preparation, response and recovery plan that is integrated with emergency management services, State and Local government.

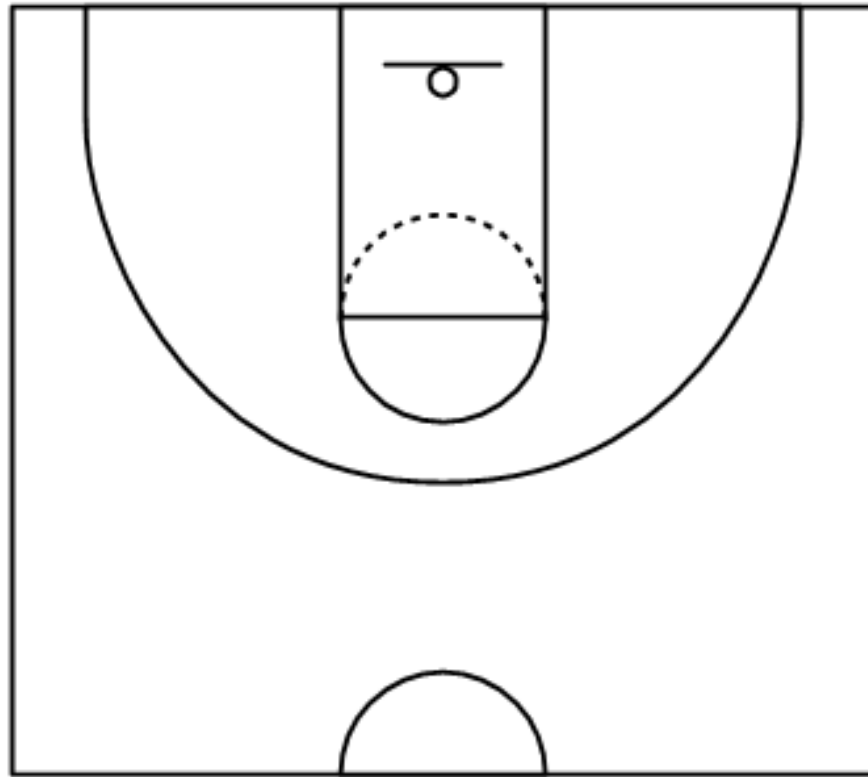
<b>ORGANISATIONAL REPUTATION &amp; VIABILITY</b>	Grow GORRT Reputation as the industry experts and grow GORRT revenue base to ensure long term viability
	Grow industry participation and active engagement in GORRT and GORRT led campaigns and projects
	Investigate financial models and opportunities to build GORRT's balanced financial independence and reduce reliance on State and Local government funding
	Develop and review annually a communication plan to raise the profile of GORRT and to reinforce our role and achievements as a partner/collaborator to Stakeholders and the visitor economy community.
	Source Government funding/grants to support growing outcomes for GORRT, the region and the sector



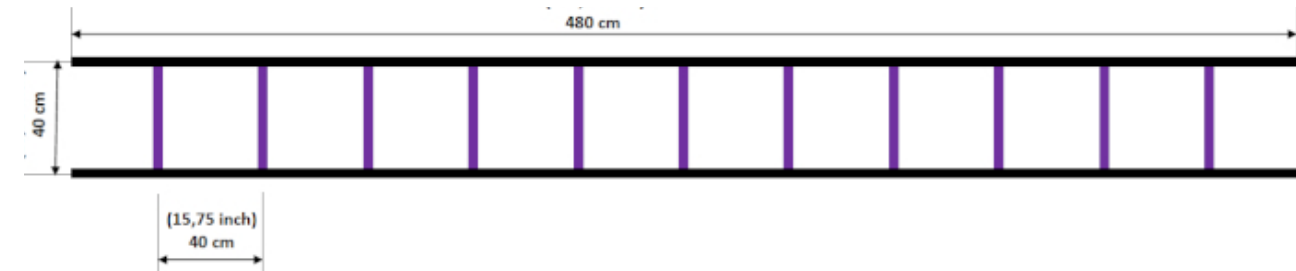




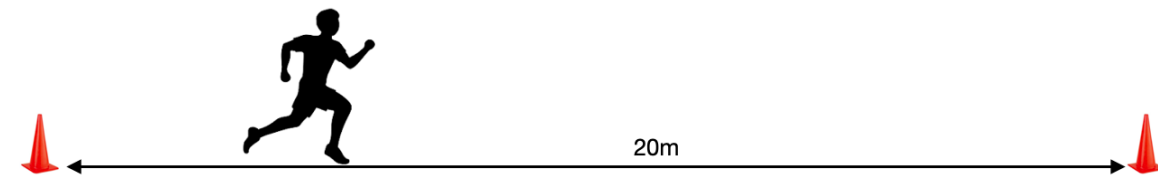
**Basketball**



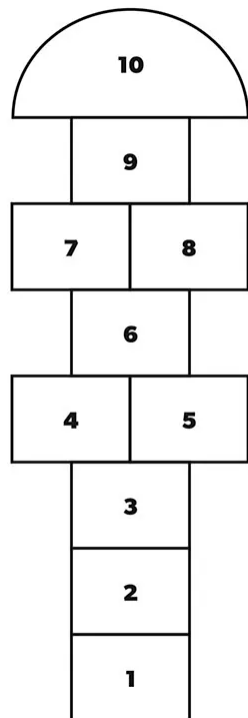
**Agility Running Ladder**



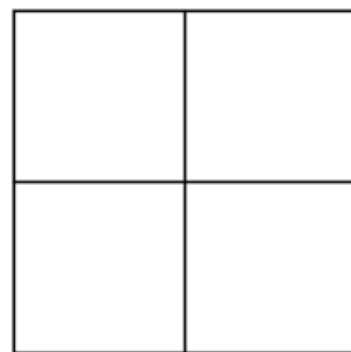
**Beep Test**



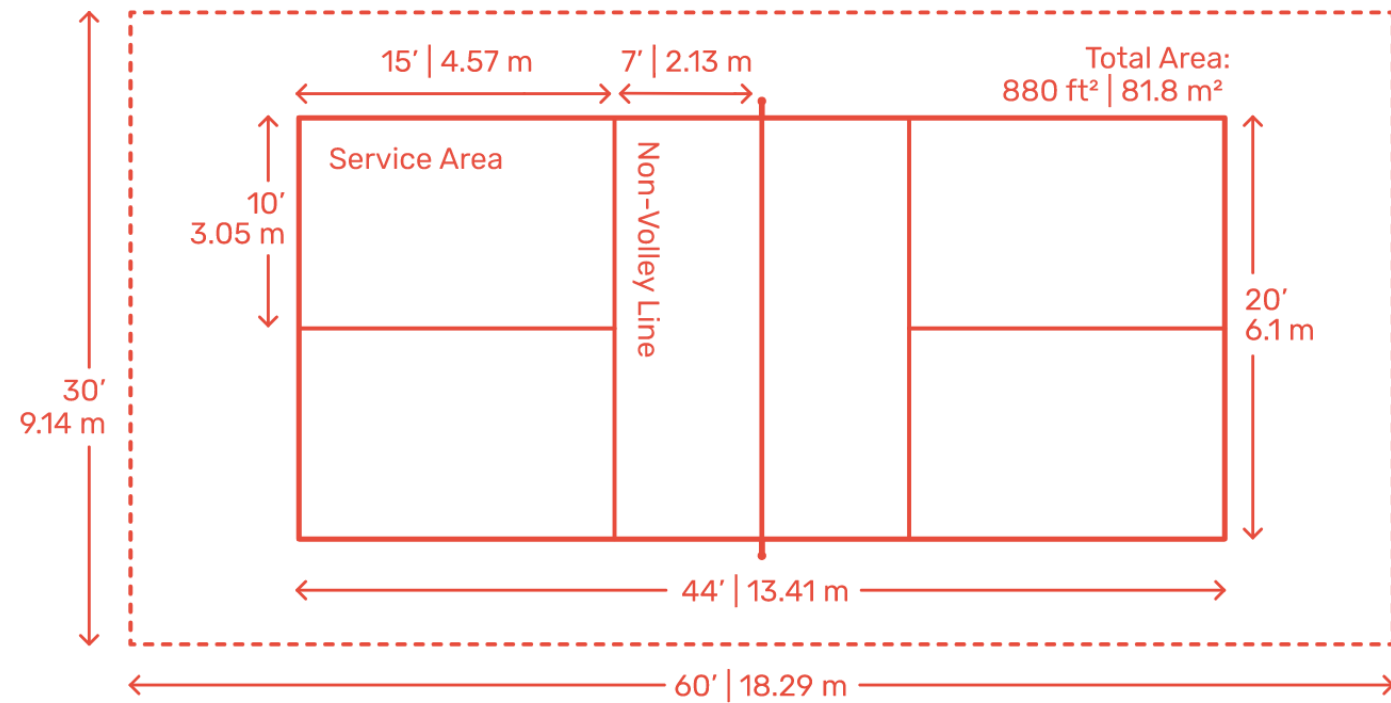
**Hopscotch**



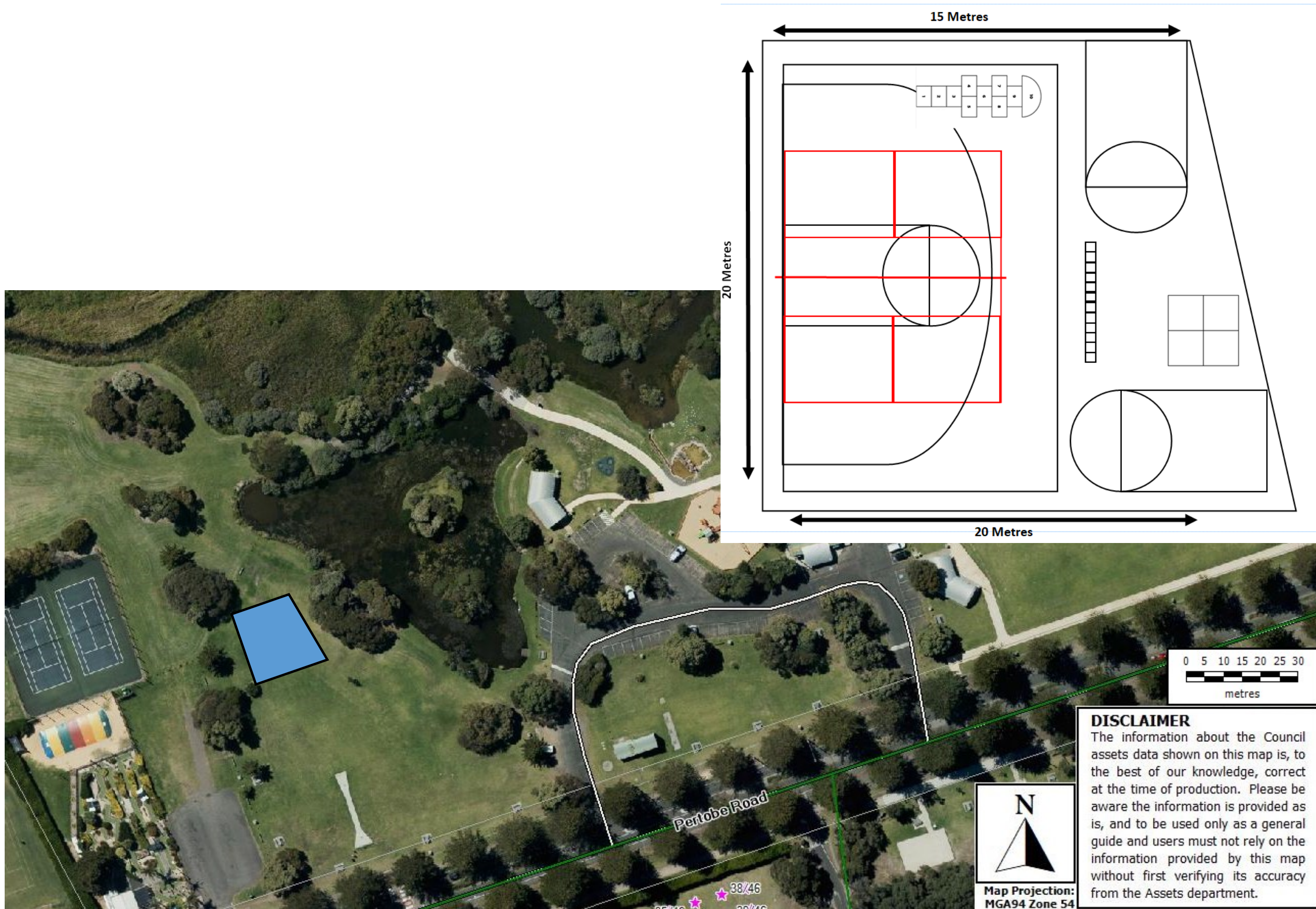
**Four Square/Handball**

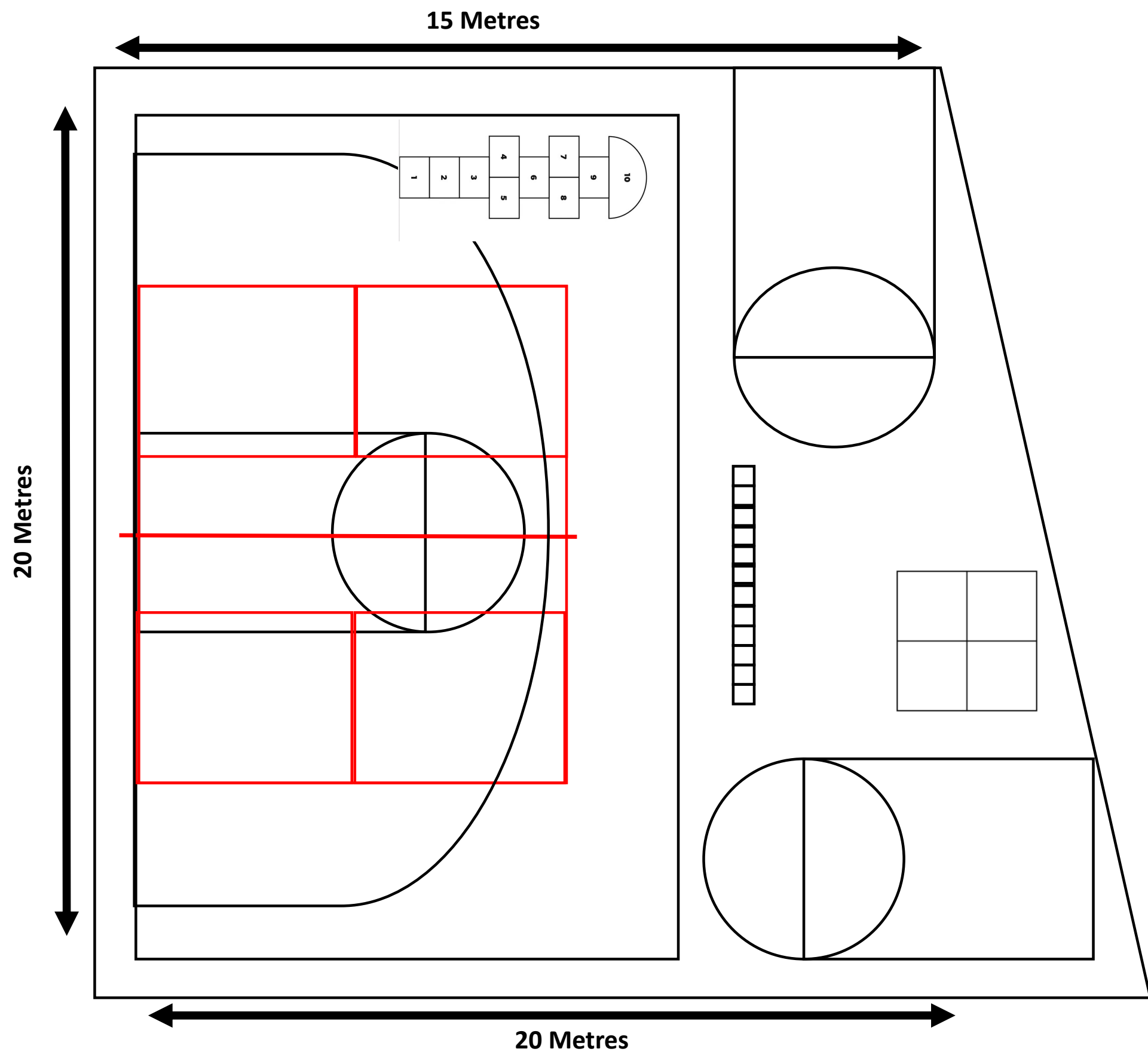


**Pickleball/Recreational Badminton**









**Warrnambool City Council    Cycling Reference Group: Minutes**  
**Wednesday 24 AUGUST 2022                      5.00-6.30 Council Offices**

<b>AGENDA ITEM</b>	<b>DISCUSSION</b>	<b>ACTION ARISING</b>
<p><b>1. Invited</b></p> <p><b>Apologies</b></p>	<p>Ellen Troitzsh (zoom), Richard Adams, , Geraldine Rabie; Brendan Donhoo (zoom), Nicole Wood(WCC), , Angie Paspaliaris (Councillor), Ashish Sitoula (WCC)                      Paul Cugley(WCC); Ian Bodycoat;;; Helen Ryan, Jason Dart,; Luke Coughlan (WCC)</p> <p>Micheal Dean, Carla Mills</p>	<p>Michael Dean has moved away can we fill the position or wait until the tenure is over in 2023?</p>
<p><b>2. Progress on Works Plan</b></p>	<p>Discussion about Progress with Plan (5 min) NW</p> <p>1. Outcomes of “People who Cycle” campaign for May- part of TAC and VicRoads Funding</p>	<p>NW showed safer cyclist final report.                      Provided work plan review to all attendees.                      Report went to DOT and TAC as part of funding rounds.                      Fits with groups mission of promoting cycling.                      Bike riding course with deakin students – did it during in exams time this year but looking at doing oweek next year.                      Suggested to look at the midfield meat group to provide translated materials.</p> <ul style="list-style-type: none"> <li>- NW this is done during welcome to warrnambool have 5 different translated promotions</li> </ul> <p>Got some funding for co-design “people who ride bikes” – look at promoting people who ride bikes in transport (no lycra, wearing everyday clothes)                      Bike week event in May looking to run again in September                      Imaging around being inclusive                      Looking to do sessions every 3 months for Women on wheels – Richard happy to support with funding for this.                      Ran competitions with cafes for ride your bike and win – Richard suggest to promote this campaign early                      In October will start looking at promotions for January campaign                      “I feel safe riding my bike when drivers..” flipped this to how riders feel not what drivers should do.                      Facebook promotion for cycling videos – Richard didn’t see this                      Action: check facebook target audience (NW)</p>

AGENDA ITEM	DISCUSSION	ACTION ARISING
		Set up facebook page for active warrnambool Would like to get more people involved in social media campaign for people who ride bikes. Action: Will send links to videos.  <i>Angie Paspaliaris arrived.</i>
<b>3. Feedback on Council Projects</b>	Bike Lanes Merri St-NW <b>ACTION</b> Merrivale Drive- application for a reduction in speed PC <b>COMPLETE</b> DRAFT Capital Works Projects 2022/23 NW <b>LINK SENT JUNE 2022</b> Botanic Precinct Local Area Traffic Management <b>ACTION</b> What processes are in place to ensure cyclists are considered in changes to infrastructure? PC <b>ACTION</b>	<b>Breton Street wombart crossing with shared paths:</b> <ul style="list-style-type: none"> <li>- Similar to garden street crossing</li> <li>- Considerations for signage</li> </ul> Action: PC - Need to take into account entry/ exit point for units on Breton Street <ul style="list-style-type: none"> <li>- Showed new shared path on Mortlake Road near BP.</li> </ul> Action: Need to look at crossing at centro as is it very busy – need to determine whether it is council or centro responsibility. Issue with line of sight looking at traffic lights and not watching for cyclists. <ul style="list-style-type: none"> <li>- Looking to include chicanes that will consider bikes</li> <li>- Will look at ebike training next year as these are bigger and harder to manourve</li> <li>- Path will go along Roslyn close to connect to russels creek track.</li> </ul> <b>Jamieson Street crossing – pedestrian priority crossing</b> <ul style="list-style-type: none"> <li>- Upgrading current crossing to a platform crossing which will slow people down</li> <li>- Design hasn't been done but will bring to next meeting in October</li> <li>- Once the platform is installed we can apply to VicRoads to drop down from 50km to 40km</li> <li>- Long stretch with nothing to physically to slow cars down.</li> <li>- Are they are plans to make it a one way street? – it is listed as “for investigation” in the plan as we need to model where the traffic would go.</li> <li>- In October we will look at future projects and if the group want to support it</li> </ul> <b>Botanic and Queens road intersection</b>

AGENDA ITEM	DISCUSSION	ACTION ARISING
		<ul style="list-style-type: none"> <li>- Had a few cyclist crashes at the intersection – looking to apply for blackspot funding</li> </ul> <p>Verdon street</p> <ul style="list-style-type: none"> <li>- Has had two cyclist crashes</li> <li>- Shared path from lights to verdon street – have funding for this from Raglan Parade to Verdon Street.</li> <li>- Will apply for future TAC funding with support from our ladies</li> <li>- Reduce speed they can go</li> <li>- Getting a design done for the roundabout</li> </ul> <p>Action: Suggested to connect shared path across the road to Wanstead street to connect to shared path to gateway.</p> <p>Hickford parade linemarking:</p> <ul style="list-style-type: none"> <li>- Marfell Road and Hickford parade linemarking to deter people from cutting the corner</li> <li>- Might put some cushioning and plastic in the linemarking</li> <li>- Plastic has been used in bell street and is working well</li> <li>- Hopkins Road and hickford parade intersection linemarking</li> <li>- Gladstone Street and marfell road intersection linemarking</li> </ul> <p>Pectan Avenue Wombat Crossing:</p> <ul style="list-style-type: none"> <li>- Pecton Avenue playground is getting update</li> <li>- Have secured funding for a wombat crossing on Pectan Avenue – access point for families to get to playground</li> <li>- Also provide traffic calming</li> <li>- When playgrounds are upgraded we are looking at access to them</li> <li>- Issue with most streets having hills to ride up</li> <li>-</li> </ul>
<p><b>4. Upcoming Events</b></p>	<p>Upcoming “people who cycle” Campaign SEPT</p>	<p>September 25<sup>th</sup> and 26<sup>th</sup></p> <ul style="list-style-type: none"> <li>- Surfside 2 – steve from cycling safe to run two sessions funded by TAC</li> <li>- We are supplying bikes hoping to promote people to bring a friend who may not have a bike</li> <li>- 11am on Sunday and 10am Monday</li> </ul>



AGENDA ITEM	DISCUSSION	ACTION ARISING
		<ul style="list-style-type: none"> <li>- Noted it is grand final long week</li> <li>- Is there a way for people outside warrnambool to come along that could have they bike transported for the event</li> <li>- Possibly a trailer available</li> <li>- If this doesn't work we could aim for the January/ February session to organise a session for outlying areas</li> <li>- Bike week we will run the lights campaign and videos</li> <li>- November 5<sup>th</sup> is the Dirty Warni looking at finishing at Lake Pertobe – looking at having a cycling festival as well and kid activities – NW NEED TO PUT ON WHATS ON WARRNAMBOOL</li> <li>- NW offered to bring connect warrnambool tent</li> <li>- Having a portable pump track would be handy</li> <li>- Police officer involved in “we ride” – pump track gets skill levels up quicker than bike paths</li> <li>-</li> </ul> <p>Action: Investigate portable pump track.</p> <ul style="list-style-type: none"> <li>- NW at the multicultural festival in October</li> <li>- No plans to be at the Warrnambool show as more intimate settings are easier to promote.</li> </ul>
<p><b>5. Progress on Issues/Challenges</b></p>	<p>Access/Safety: Dennington Bridge on Princes Hwy:                      1. Status with VicRoads- PC <b>ACTION</b>                      Investigate how to do a speed review of city- NW <b>COMPLETE</b>                      Lane condition and maintenance- Richard/PC <b>HOLD OVER.</b>                      Rail Trail nears Levys point- Nic/Ian</p>	<p>Speed Review template given to Council by DOT- each application is assessed by Regional Roads (DOT) Road Safety team.</p> <p>Rail Trail: Signage has been placed at the Knackery letting people know it is shared space however there are many blind corners.                      ACTION 1. Is anyone in the group interested in cycling from Merrivale along the rail trail- to check the signage as many people are somehow missing the Mill site and ending up at Thunderpoint?                      ACTION 2. How is the Warrnambool end of the rail trail maintained?</p> <ul style="list-style-type: none"> <li>- Dennington Bridge – no bike path or upgrade to footpath</li> <li>- We could potentially group together Allansford bridge and dennington bridge and submit for funding</li> </ul>

AGENDA ITEM	DISCUSSION	ACTION ARISING
		<ul style="list-style-type: none"> <li>- Shame that concurrent works didn't occur at the same time to make the most of road closure</li> <li>- NW to raise the issue with the sealing of the footpath</li> <li>- Nothing on the bridge for cyclists – suggest to have some signage to bring cyclist in the middle of the road</li> <li>- Could we look at having a pedestrian bridge near the rowing club – Suggest to have a “dreams” session in October where we can pick one priority project as we have limited officer time we can commit to everything</li> </ul> <p>Speed review:</p> <ul style="list-style-type: none"> <li>- Have the template now have applied for merrivale to drop from 60 to 50, gateway road from 50 to 40 and a school zone on Wollaston Road</li> <li>- Suggested we could a look at all 60 areas and see which are our priorities.</li> </ul> <p>Wangoom Road:</p> <ul style="list-style-type: none"> <li>- People are not using bike lanes</li> <li>- It is not suitable to road bikes only mountain bikes can use it</li> <li>- PC – will check status of it</li> </ul> <p>Rail Trail near levys</p> <ul style="list-style-type: none"> <li>- Done signage behind the mill</li> <li>- Speaking with residents about doing a sign to put people away</li> <li>- People are getting lost after merrivale – cant determine where this is happening</li> <li>- Our assets team inspect once a year</li> <li>- Action: Investigate options for flood prone areas along rail trail and determine where the signage needs to go.</li> <li>- Need to look at removing some bollards</li> </ul> <p>Action: NW to check bollard at the end of Queens road towards Wollaston Road as vision is poor.</p>



AGENDA ITEM	DISCUSSION	ACTION ARISING
		Action: NW to look at standardised chicanes (issue with bollards in locations that make cyclists ride around. – Russells Creek (Renoir Drive culvert crossing)
<b>6. Progress on Grants</b>	TAC Community Road Safety Grants- for cycling education booked session for cyclists who want to feel more confident using the road network (for LTS 2 for those who are “interested but concerned”)  TAC Local Government Small Infrastructure Grants (Mortlake Road Project)= Successful Brenton St Platform	NW ran through funding that had been secured. Bike week is focusing on older cyclists Want to do a co-design with older people Age bracket is older people with all levels of experience. Due to having two accidents with older people in the last two years.  Caramut road and coghans road is earmarked for upgrade.  Sustainable transport strategy working on. <ul style="list-style-type: none"> <li>- Behaviour change</li> <li>- Principle cyclist network</li> </ul> Is it possible for one of the streets to have Copenhagen lanes? <ul style="list-style-type: none"> <li>- NW need to have no driveway access for a Copenhagen lane</li> <li>- Will have a look at possible locations in October</li> <li>-</li> </ul>
<b>7. Upcoming Grants</b>	Opens April 2022 TAC Community Road Safety Grant- Sustainable Transport Strategy Update.	<b>Successful</b> Dot Community Road Safety Grant- for education <ul style="list-style-type: none"> <li>- Safe to School, Bike Ed, Bike Ed instructors training</li> <li>- Cycling Innovation- funding to work with older cyclists to develop messaging around “people who cycle” and “Two Way Street”</li> </ul> <b>Waiting to hear back</b> BlackSpot- targeted at Larger Infrastructure at crash sites- Lava/Kepler  VicRoads- targeted to small infrastructure at crash areas <ul style="list-style-type: none"> <li>- Caramut Road upgrade Ped Refuges and Bike Lanes</li> <li>- Skene and Foster St Ped Refuges</li> </ul>

AGENDA ITEM	DISCUSSION	ACTION ARISING
<b>8. Strategic Planning</b>	Principal Bicycle Network- included in the Sustainable Transport Strategy Update	
9.	ACTION: Investigate removal of Plastic yellow pieces at the pedestrian crossovers at Allansford and Merrivale- possible accident could occur when riding two abreast. NW	Placed a request for removal via Councils Customer Request system NW <ul style="list-style-type: none"> <li>- No group riders on Merrivale Drive – Keep at this stage. Remove allansford.</li> <li>- The idea behind them is to reduce road space to slow people however is creating a slip hazard for cyclists</li> <li>- Suggest signage to warn of cyclists merging into cars</li> <li>- The issue is with people who don't the yellow pieces are there</li> <li>- It was an experiment to see whether it works</li> <li>- Creating a danger without slowing cars down</li> <li>- Possibly the issue is the initiatives are coming from urban areas that regional drivers aren't used to</li> <li>- Heaps of complaints from residents along Henry Street about people going too fast</li> </ul> Investigate: Give way sign on Henry street for duirs street
10.	Bike Lane- Mortlake Rd= Balmoral Road (not wide enough on a highway. No- where to move right near where bunch rides occur- discuss with planning about what developers are required to provide- how prescriptive. ACTION: Investigate what developers are required to provide for cyclists and how prescriptive it is. NW	NW still to action. Bring to October. Carry over.
11. New Business Allansford Bridge Scooters		Spoken about above about packaging bridges together.  Will discuss rules for scooters.  Angie advised the escooters in Adelaide lower speed depending on certain zones you are in. Angie to send link to nicole.  Close of meeting: 6.40
12. Next Meeting		<b>Richard to bring photos of bikes in new York.</b>  <b>Wednesday 26<sup>th</sup> October.</b>

<b>AGENDA ITEM</b>	<b>DISCUSSION</b>	<b>ACTION ARISING</b>

# Bicycle Reference Group



2022

## Progress with Plan



<https://visitwarrnambool.com.au/explore/biking/>

<https://www.warrnambool.vic.gov.au/active-transport>

2022

# 2022/23 infrastructure projects



2022





# TAC funded project to be delivered by June 2023. Brenton St Wombat Crossing

**What do Raised Safety Platforms do?**  
 RSPs reduce crashes and road trauma. They slow vehicles down to a safer speed, so that:

- There is less chance of a crash happening because people have more time to see and react and
- The severity of a crash, should it occur, is reduced because impact forces are lower.

**Where are Raised Safety Platforms used?**  
 Raised Safety Platforms can be used at intersections:

- On the approach to the intersection, so that it works like a speed hump; or
- By raising the whole intersection, so that traffic slows to get onto the intersection.

**Raised Intersection**  
 At a raised intersection vehicles slow down to a safer speed and departures from the intersection are reduced. Raised intersections reduce the risk of vehicle to vehicle crashes and create a more pedestrian friendly road. They can reduce casualty crashes by up to 40%.

**Raised Safety Platforms can be used at mid-block locations (between intersections):**

- As a traffic calming measure, similar to a speed hump; or
- As part of a pedestrian crossing.

**Raised Pedestrian Crossings (Wombat Crossings)**  
 A raised pedestrian (cross) crossing is called a Wombat Crossing. The raised aspect gives further prominence to pedestrians and encourages motorists to slow down on the approach to the crossing. A recent study showed that wombat crossings can lower casualty rates by over 60% by combining the advantages of a pedestrian crossing with the advantages of a raised platform. They are effective at reducing vehicle speeds and are an excellent road safety treatment.

**Wombat Crossings reduce casualty crashes by up to 60%**

**QUICK FACTS**

**Pedestrians and cyclists**  
 Lower speeds improve road safety, especially for vulnerable road users like pedestrians and cyclists.

**Emergency vehicles**  
 RSPs on some of Melbourne's busiest emergency vehicle routes do not significantly affect response times.

**Heavy vehicles**  
 RSPs are designed so that large vehicles are not destabilised or damaged.

**Safety Rating (IRAP)**

**Travel time / congestion**  
 Evaluations of recently installed RSPs have shown little evidence of any significant impact on intersection capacity.

**Vehicle speeds**  
 RSPs can be designed to reduce speeds to desired levels.

**Noise**  
 Community concerns about noise from vehicles crossing the platform have not played out in recent installations.

**What do Raised Safety Platforms do?**  
 RSPs reduce crashes and road trauma. They slow vehicles down to a safer speed, so that:

- There is less chance of a crash happening, because people have more time to see and react; and
- The severity of a crash, should it occur, is reduced because impact forces are lower.

**Where are Raised Safety Platforms used?**  
 Raised Safety Platforms can be used at intersections:

- On the approach to the intersection, so that it works like a speed hump; or
- By raising the whole intersection, so that traffic slows to get onto the intersection.

**Raised Intersection**  
 At a raised intersection vehicles slow down to a safer speed and departures from the intersection are reduced. Raised intersections reduce the risk of vehicle to vehicle crashes and create a more pedestrian friendly road. They can reduce casualty crashes by up to 40%.

**Raised Safety Platforms can be used at mid-block locations (between intersections):**

- As a traffic calming measure, similar to a speed hump; or
- As part of a pedestrian crossing.

**Raised Pedestrian Crossings (Wombat Crossings)**  
 A raised pedestrian (cross) crossing is called a Wombat Crossing. The raised aspect gives further prominence to pedestrians and encourages motorists to slow down on the approach to the crossing. A recent study showed that wombat crossings can lower casualty rates by over 60% by combining the advantages of a pedestrian crossing with the advantages of a raised platform. They are effective at reducing vehicle speeds and are an excellent road safety treatment.

**Wombat Crossings reduce casualty crashes by up to 60%**

**QUICK FACTS**

**Pedestrians and cyclists**  
 Lower speeds improve road safety, especially for vulnerable road users like pedestrians and cyclists.

**Emergency vehicles**  
 RSPs on some of Melbourne's busiest emergency vehicle routes do not significantly affect response times.

**Heavy vehicles**  
 RSPs are designed so that large vehicles are not destabilised or damaged.

**Safety Rating (IRAP)**

**Travel time / congestion**  
 Evaluations of recently installed RSPs have shown little evidence of any significant impact on intersection capacity.

**Vehicle speeds**  
 RSPs can be designed to reduce speeds to desired levels.

**Noise**  
 Community concerns about noise from vehicles crossing the platform have not played out in recent installations.



**What do Raised Safety Platforms do?**  
 RSPs reduce crashes and road trauma. They slow vehicles down to a safer speed, so that:

- There is less chance of a crash happening, because people have more time to see and react; and
- The severity of a crash, should it occur, is reduced because impact forces are lower.

**Where are Raised Safety Platforms used?**  
 Raised Safety Platforms can be used at intersections:

- On the approach to the intersection, so that it works like a speed hump; or
- By raising the whole intersection, so that traffic slows to get onto the intersection.

**Raised Intersection**  
 At a raised intersection vehicles slow down to a safer speed and departures from the intersection are reduced. Raised intersections reduce the risk of vehicle to vehicle crashes and create a more pedestrian friendly road. They can reduce casualty crashes by up to 40%.

**Raised Safety Platforms can be used at mid-block locations (between intersections):**

- As a traffic calming measure, similar to a speed hump; or
- As part of a pedestrian crossing.

**Raised Pedestrian Crossings (Wombat Crossings)**  
 A raised pedestrian (cross) crossing is called a Wombat Crossing. The raised aspect gives further prominence to pedestrians and encourages motorists to slow down on the approach to the crossing. A recent study showed that wombat crossings can lower casualty rates by over 60% by combining the advantages of a pedestrian crossing with the advantages of a raised platform. They are effective at reducing vehicle speeds and are an excellent road safety treatment.

**Wombat Crossings reduce casualty crashes by up to 60%**

**QUICK FACTS**

**Pedestrians and cyclists**  
 Lower speeds improve road safety, especially for vulnerable road users like pedestrians and cyclists.

**Emergency vehicles**  
 RSPs on some of Melbourne's busiest emergency vehicle routes do not significantly affect response times.

**Heavy vehicles**  
 RSPs are designed so that large vehicles are not destabilised or damaged.

**Safety Rating (IRAP)**

**Travel time / congestion**  
 Evaluations of recently installed RSPs have shown little evidence of any significant impact on intersection capacity.

**Vehicle speeds**  
 RSPs can be designed to reduce speeds to desired levels.

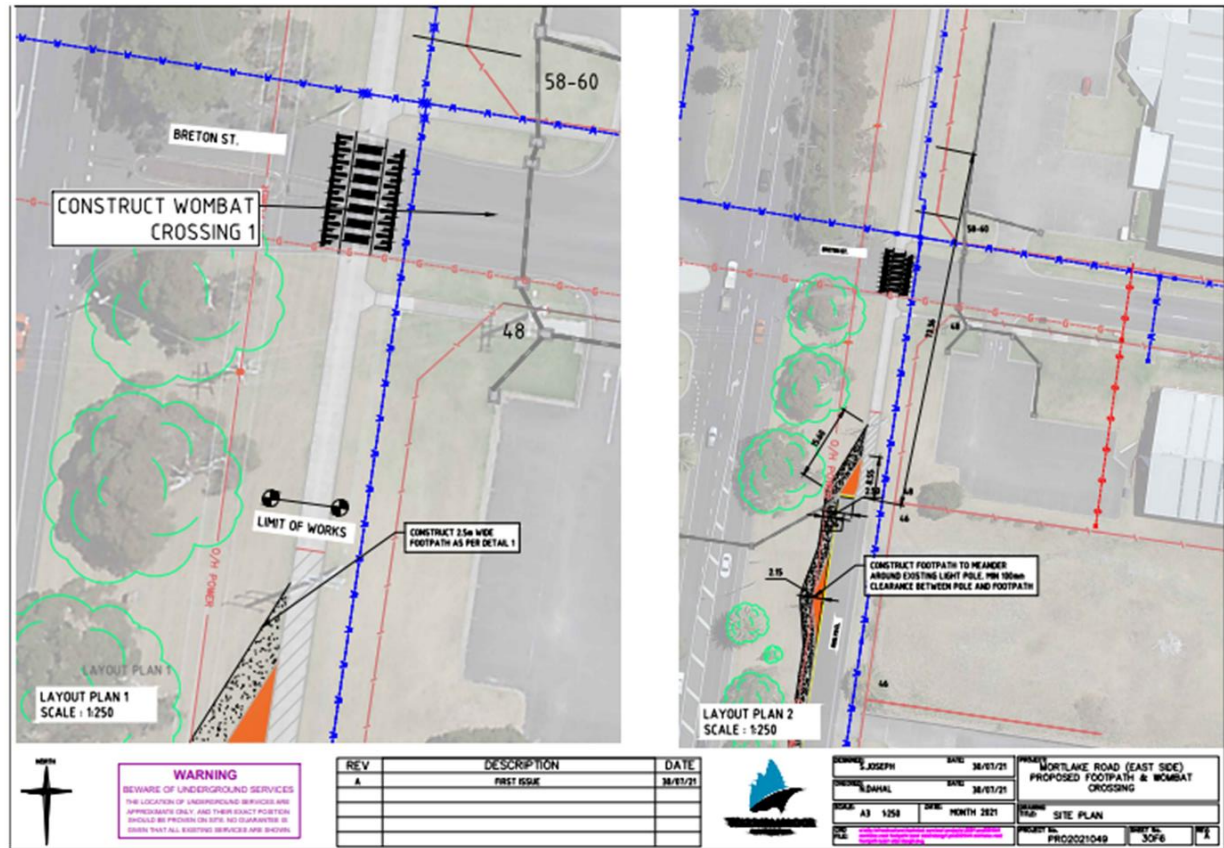
**Noise**  
 Community concerns about noise from vehicles crossing the platform have not played out in recent installations.



# Infrastructure Projects



Council to build shared path connecting Brenton St to Russells Creek part of the PPN implementation.



**WARNING**  
 BEWARE OF UNDERGROUND SERVICES  
 THE LOCATION OF UNDERGROUND SERVICES ARE APPROXIMATE ONLY AND THEIR EXACT POSITION SHOULD BE PROVIDED ON SITE. NO GUARANTEE IS GIVEN THAT ALL EXISTING SERVICES ARE SHOWN.

REV	DESCRIPTION	DATE
A	FIRST ISSUE	30/03/21

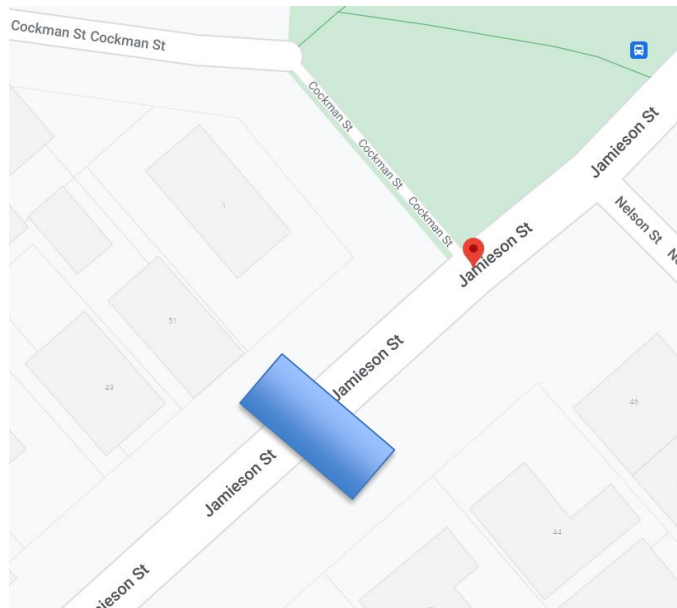


DESIGNED BY: JOSEPH	DATE: 30/03/21	PROJECT: MORTLAKE ROAD (EAST SIDE) PROPOSED FOOTPATH & WOMBAT CROSSING
DRAWN BY: DANIEL	DATE: 30/03/21	
SCALE: A3 1:250	DATE: MONTH 2021	TYPE: SITE PLAN
PROJECT NO: PR02021049	SHEET NO: 35/6	TOTAL SHEETS: 6

## Infrastructure Projects



Jamieson st School Crossing Upgrade as part of the Botanic Local Area Traffic Management Plan. Slowing traffic in rat run and linking playground gardens, schools and Aquazone



Part of the Botanic LATM delivery



<https://www.warrnambool.vic.gov.au/keeping-everyone-moving-inner-north>

2022

## Infrastructure Projects



Queens and Botanic Road Roundabout upgrade- 2 cyclists crashes. Follow the Banyan/Merri St roundabout design



2022

## Infrastructure Projects

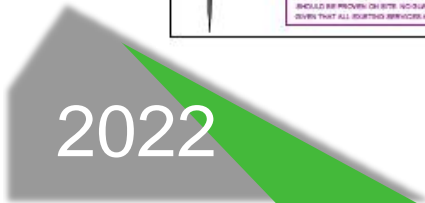
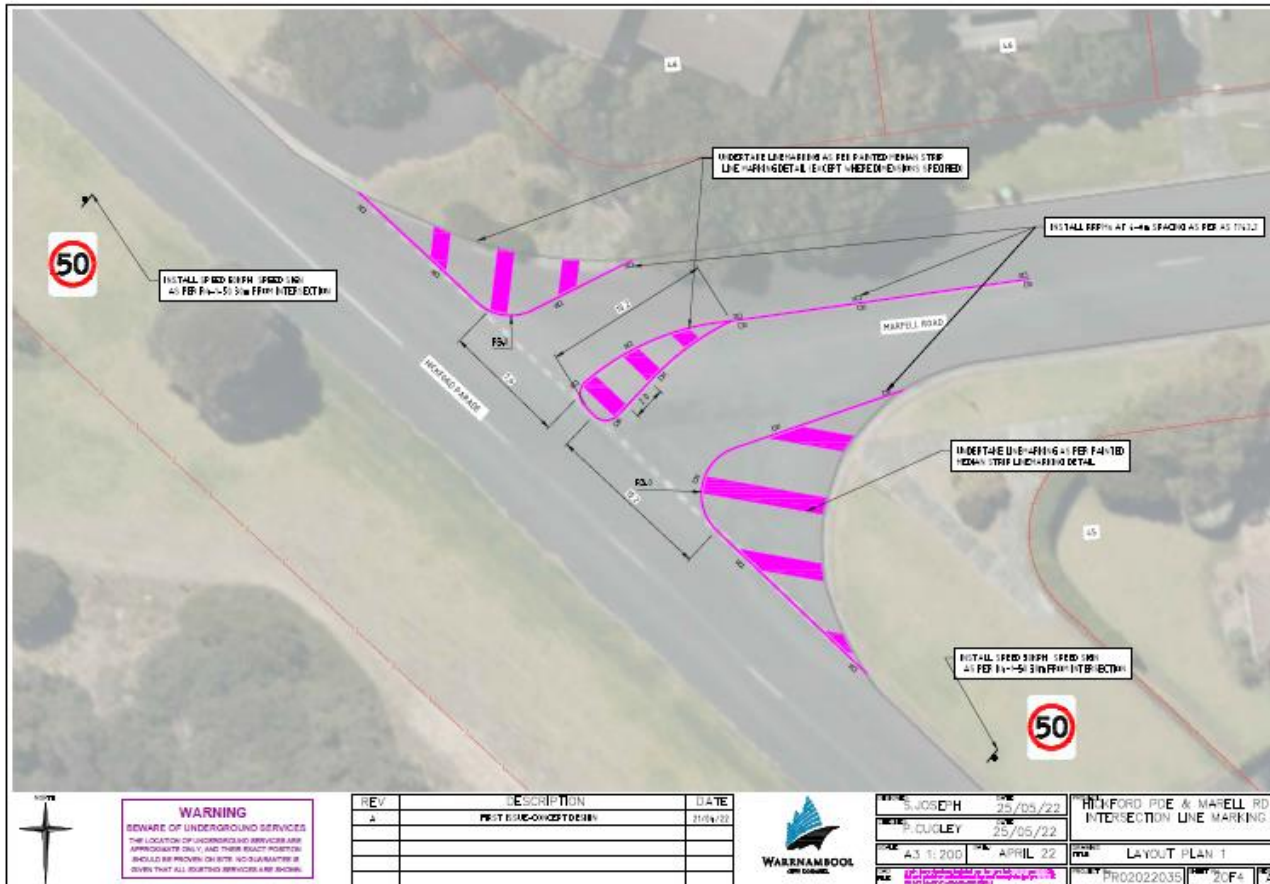


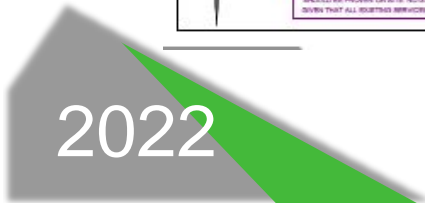
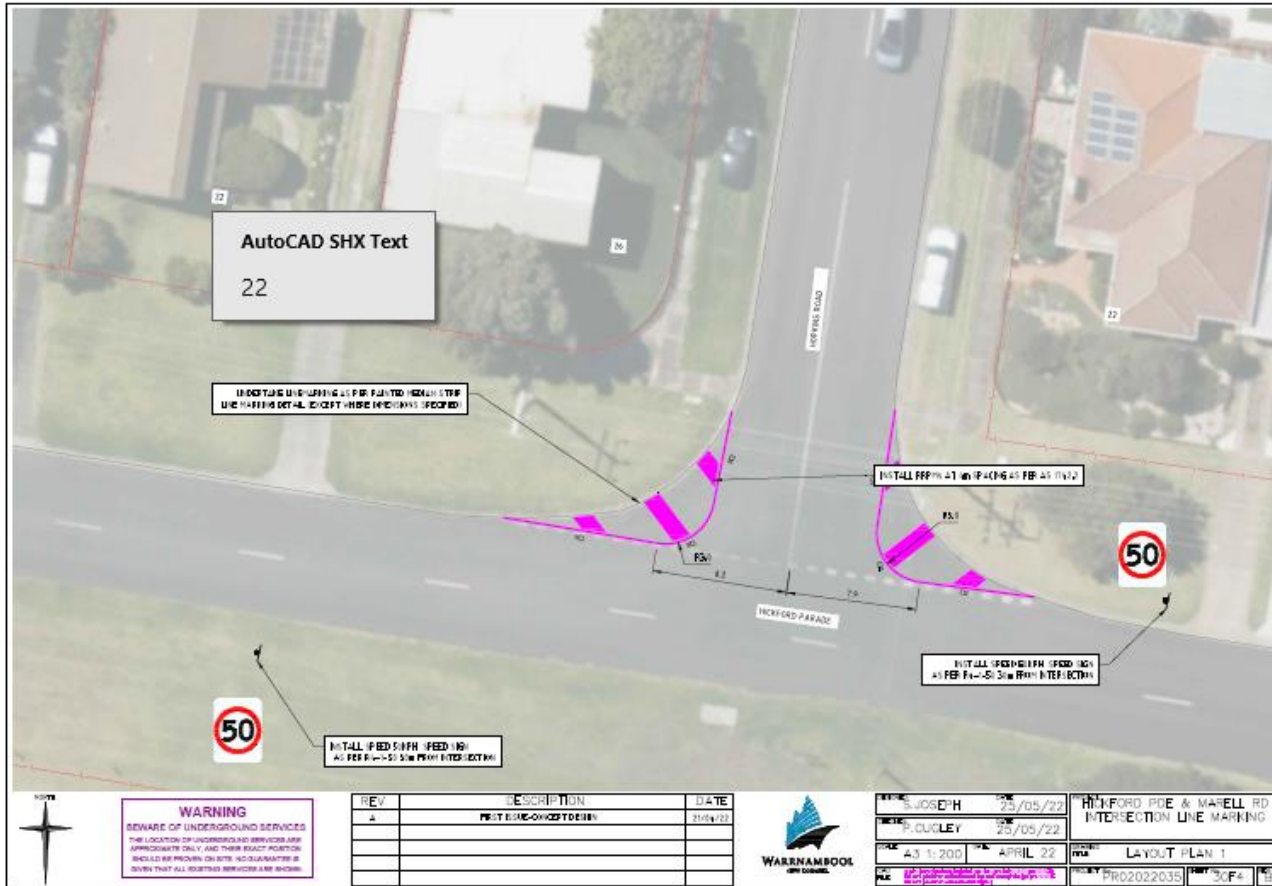
Verdon St roundabout there have been 2 cyclists crashes currently being designed

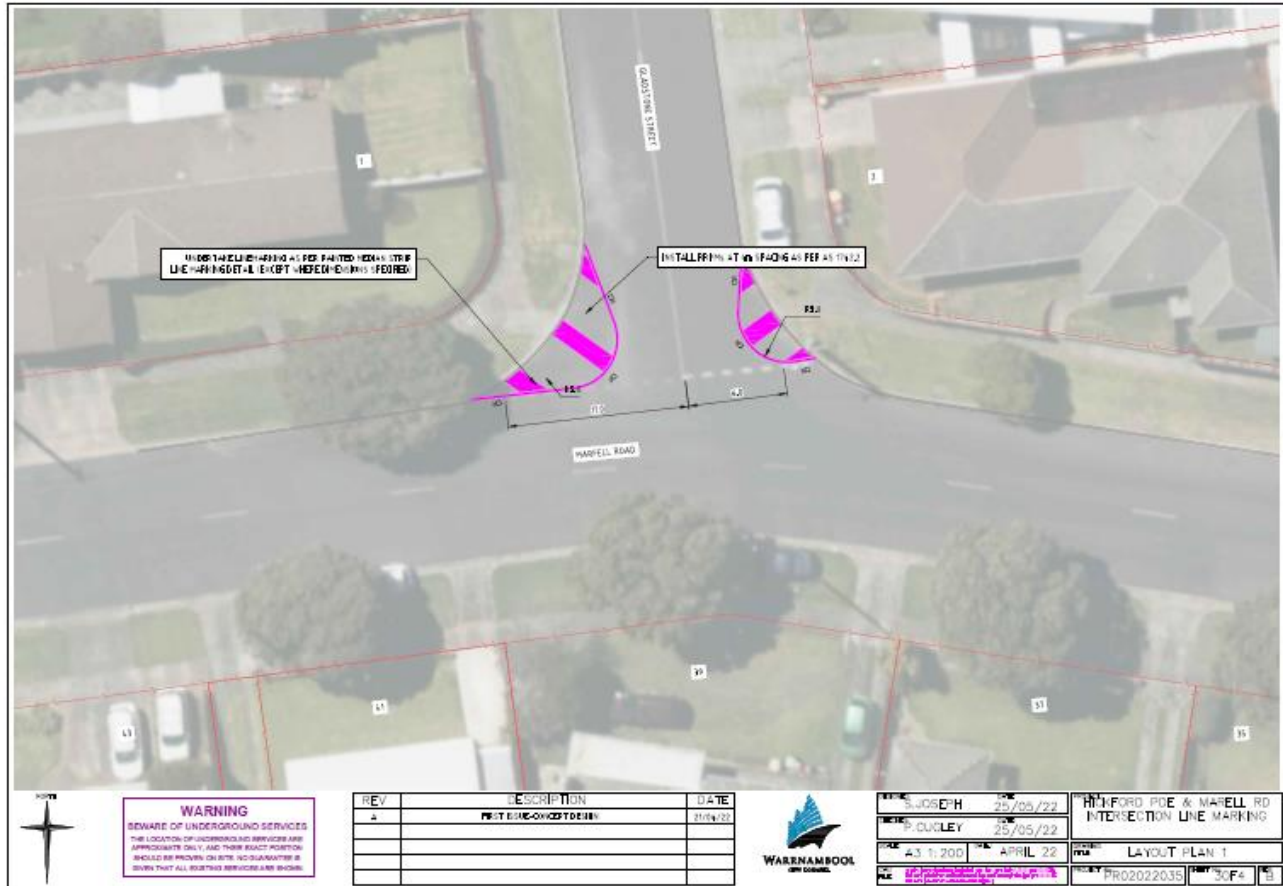


2022







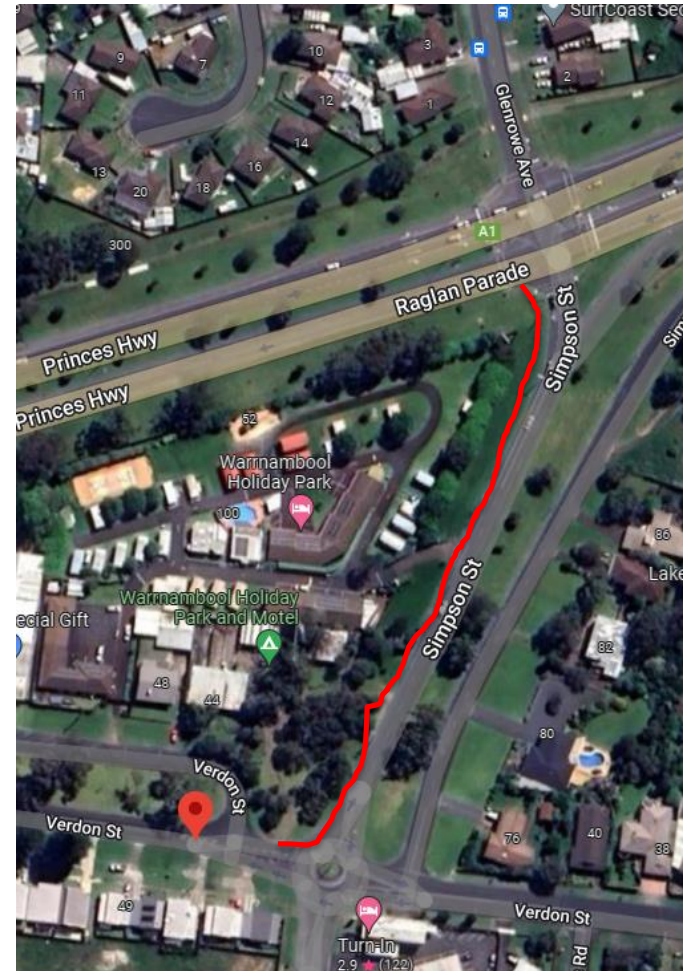




## Infrastructure Projects



Simpson St footpath construction from lights to roundabout funded by DOT 2022/23 for construction by June 2023. Connecting East Warrnambool neighbourhood to schools, beach, river and city centre

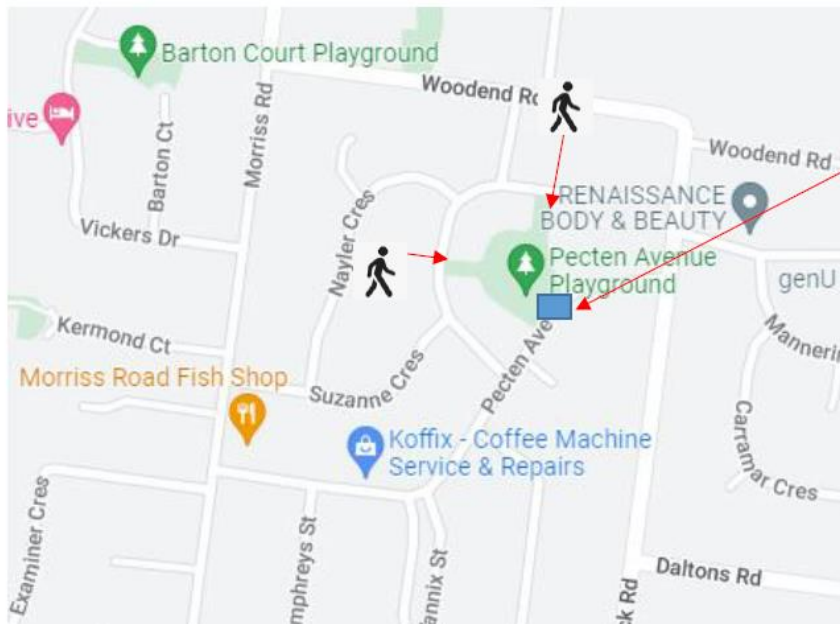


## Infrastructure Projects



Pectan Avenue Wombat Crossing- part of the PPN. Slowing traffic in rat run and linking playground, schools and kinders in the West.

This project is numbered 175 on Councils Principal Pedestrian Network



Wombat Crossing

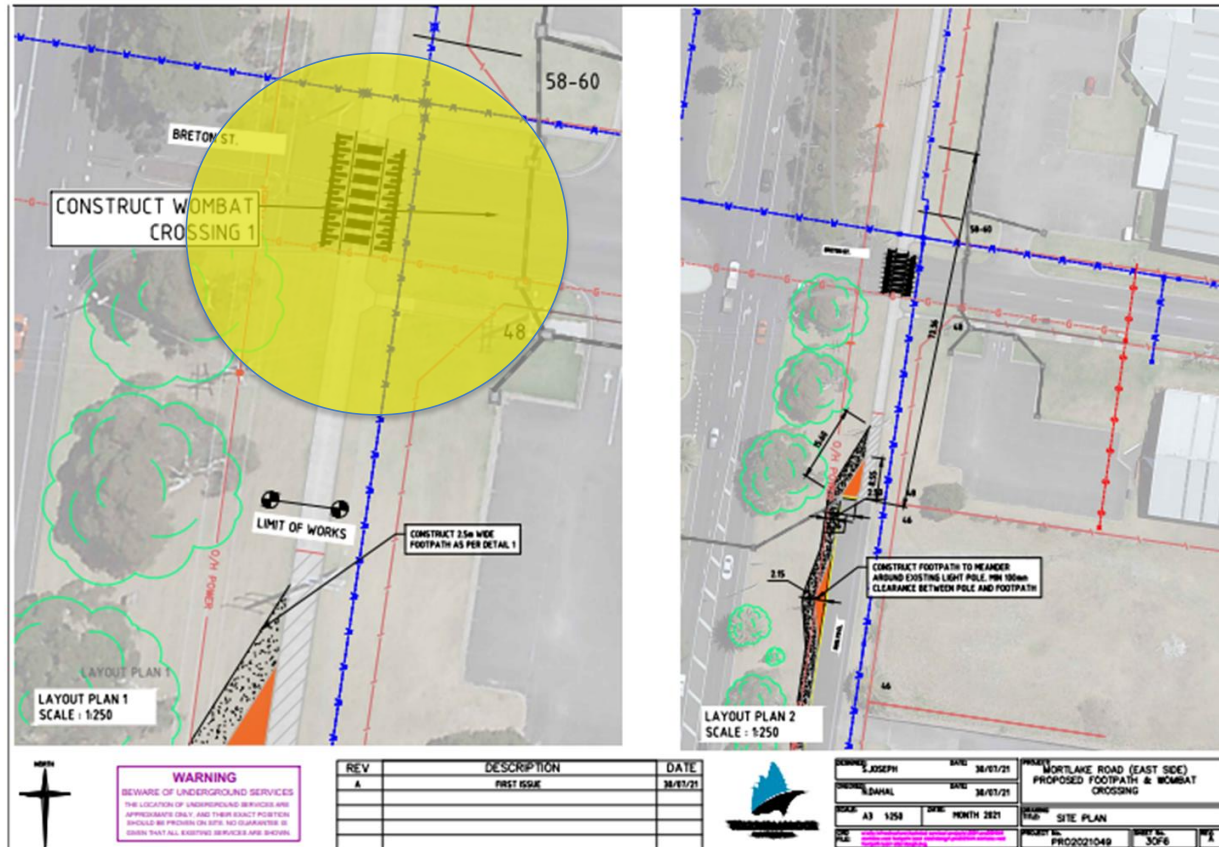
The community has reported that Pectan Avenue is a short-cut with instances of speeding and hooning. There is opportunity to construct a Wombat Crossing refer map 1, which will link to St Pius X and West Warrnambool Primary Schools' safe routes to school refer map 2. The playground links to other neighbourhoods and is considered a safe way to travel.



# Infrastructure Projects



**Wombat Crossing at BRENTON ST-** to be delivered by June 2023. Brenton St Wombat Crossing.



## Feedback on Council Projects



Bike Lanes Merri St-NW

Stanley St Bridge- NW

Merrivale Drive- application for a reduction in speed NW

Travel in the City Centre- NW

DRAFT Capital Works Projects 2022/23 NW

Garden St- Richard

Botanic Precinct Local Area Traffic Management

<https://www.yoursaywarrnambool.com.au/botanic-local-area-traffic-management-plan>

2022

## Progress on Grants- Success



### **CYCLING INTERVENTION**

1. Provide local messaging around cyclist/motorist behaviours for Older Cyclist
2. Build on “People who Ride Bikes Campaign”
3. Evaluate impact via social media, intercept surveys and feedback from the Bicycle Reference Group

2022

## Progress on Issues and Challenges-



### Access/Safety:

Dennington Bridge on Princes Hwy: \*VicRoads Restructure

1. Status with VicRoads- PC

Allansford Bridge: Access

Investigate how to do a speed review of city- \*recommendation to Council based on PBN.

Lane condition and maintenance- Richard/PC

Rail Trail nears Levys point- Nic/Ian

2022

## Successful Grants



### Dot Community Road Safety Grant- for education

- Safe to School
- Bike Ed
- Bike Ed instructors training
- Cycling Innovation- funding to work with older cyclists to develop messaging around “people who cycle” and “Two Way Street”

### **\*Still need to hear back**

- VicRoads- targeted to small infrastructure at crash areas
- Caramut Road upgrade Ped Refuges and Bike Lanes
- Skene and Foster St Ped Refuges

BlackSpot- targeted at Larger Infrastructure at crash sites  
Lava/Kepler

TAC Community Road Safety Grant-  
Sustainable Transport Strategy Update.

2022



<b>Informal Meeting of Council Record</b>	
<b>Name of Committee or Group (if applicable):</b>	Informal Meeting of Council (Councillor Briefing)
<b>Date of Meeting:</b>	10 October 2022
<b>Time Meeting Commenced:</b>	4.34pm
<b>Councillors in Attendance:</b>	Cr. V. Jellie, AM, Mayor Cr. D. Arnott Cr B. Blain Cr O. Akoch Cr A. Paspaliaris Cr M. Taylor Cr R. Ziegeler
<b>Council Officers in Attendance:</b>	Peter Schneider, Chief Executive Officer Peter Utri, Director Corporate Strategies Andrew Paton, Director City Growth David Leahy, Director City Infrastructure Ingrid Bishop, Director Community Development Julie Anderson, Manager Governance, Property, Projects & Legal
<b>Other persons present:</b>	Nil.
<b>Apologies</b>	Nil.
<b>Matters Considered:</b>	<ol style="list-style-type: none"> <li>1. Cycling Reference Group Meeting Minutes 24 August 2022 - (4.34pm - 4.36pm)</li> <li>2. GORRT Funding - Verbal Report - (4.36pm - 4.49pm)</li> <li>3. Draft Agenda - Annual (Statutory) Meeting of Council - 24 October 2022 - (4.49pm - 4.49pm)</li> </ol>
<b>Council and Officer Items Raised: (4:35pm – 5:01pm)</b>	Chamber of Commerce Kindergarten Investment Younger Street Planning Matters.
<b>Councillor Conflicts of interest Disclosures:</b> Nil.	
<b>Councillor /officer Name:</b> Nil.	
<b>Meeting close time:</b>	5:01 pm
<b>Record Completed by:</b>	Julie Anderson Manager Governance, Property, Projects & Legal

<b>Informal Meeting of Council Record</b>	
<b>Name of Committee or Group (if applicable):</b>	Informal Meeting of Council (Councillor Briefing)
<b>Date of Meeting:</b>	17 October 2022
<b>Time Meeting Commenced:</b>	3.00pm
<b>Councillors in Attendance:</b>	Cr. V. Jellie, AM, Mayor Cr. D. Arnott Cr B. Blain Cr O. Akoch Cr A. Paspaliaris Cr M. Taylor Cr R. Ziegeler
<b>Council Officers in Attendance:</b>	David Leahy, Acting Chief Executive Officer Peter Utri, Director Corporate Strategies Andrew Paton, Director City Growth Ingrid Bishop, Director Community Development
<b>Other persons present:</b>	<ul style="list-style-type: none"> <li>• <b>Warrnambool Music Academy</b> - Tony Herbert, Monica Curro, Fiona Pugh, Stefan Cassomenos</li> <li>• <b>Warrnambool Stock Agents Association</b> - Jack &amp; Jess Kelly (JKelly), Anthony Mahony ( Brian O'Hallarons ), Kieran Johnstone (Nutrien), Conor Mugavin (HF Richardson), Dan Carey ( WSAA Rep on the Saleyard Advisory committee), Conor Mugavin, Wil Richardson, Marg Lucas, Josh McDonald (Nutrien), Rachael Waterson (Nutrien), Sean Waterson (BOH), Brian Hancock (BOH), Tyson Kermond (JJK), Tyler Duhnoven(JJK)</li> <li>• Dale Stokes, Spatial Economics</li> </ul>
<b>Apologies</b>	Nil.
<b>Matters Considered:</b>	<ol style="list-style-type: none"> <li>1. <b>Warrnambool Music Academy</b></li> <li>2. <b>Warrnambool Stock Agents Association</b></li> <li>3. <b>Warrnambool Residential Land Supply and Demand Assessment</b></li> <li>4. <b>Scheduled Council Meeting dates 2023</b></li> <li>5. <b>Traffic management at McDonalds Drive Through – Liebig Street</b></li> <li>6. <b>SWVLX Fencing Update</b></li> </ol>
<b>Council and Officer Items Raised: (5:35pm – 5:45pm)</b>	<ul style="list-style-type: none"> <li>• Petrobe Road grass and weeds cutting</li> <li>• Drainage curb and channel issues in Allansford retail area</li> <li>• Pedestrian crossings in Koroit Street - CRM around hospital precinct major works</li> <li>• Drainage outlet to Hopkins</li> <li>• Green waste considerations</li> <li>• Update on meetings with candidates for state elections</li> </ul>
<b>Councillor Conflicts of interest Disclosures:</b> Nil.	
<b>Councillor /officer Name:</b> Nil.	
<b>Meeting close time:</b>	6:20 pm
<b>Record Completed by:</b>	Julie Anderson Manager Governance, Property, Projects & Legal

<b>Informal Meeting of Council Record</b>	
<b>Name of Committee or Group (if applicable):</b>	Informal Meeting of Council (Councillor Briefing)
<b>Date of Meeting:</b>	24 October 2022
<b>Time Meeting Commenced:</b>	3.00pm
<b>Councillors in Attendance:</b>	Cr. V. Jellie, AM, Mayor Cr. D. Arnott Cr B. Blain Cr O. Akoch Cr A. Paspaliaris Cr M. Taylor Cr R. Ziegeler
<b>Council Officers in Attendance:</b>	Peter Schneider, Chief Executive Officer David Leahy, Director City Infrastructure Bree Ryan, Acting Director Corporate Strategies Andrew Paton, Director City Growth Ingrid Bishop, Director Community Development Julie Anderson, Manager Governance, Property, Projects & Legal Nick Higgins, Manager Communications Ashish Sitoula, Manager Strategic Community Planning & Policy John Brockway, Manager Finance
<b>Other persons present:</b>	Neil Castles, Via ZOOM Jason Black, Via ZOOM
<b>Apologies</b>	
<b>Matters Considered:</b>	<ol style="list-style-type: none"> <li>1. <b>South-West Victorian Livestock Exchange - Summary of Community Engagement - (3.00pm - 3.37pm)</b></li> <li>2. <b>SWVLX Independent Assessment and Modelling Report - (3.37pm - 4.56pm)</b></li> <li>3. <b>South West Victorian Livestock Exchange - Alternative Land Assessment Presentation - (4.56pm - 5.21pm)</b></li> <li>4. <b>Financial Analysis – Breakdown (5:21pm – 5:22pm)</b></li> </ol>
<b>Council and Officer Items Raised:</b>	Nil.
<b>Councillor Conflicts of interest Disclosures:</b> Nil.	
<b>Councillor /officer Name:</b> Nil.	
<b>Meeting close time:</b>	5:28pm
<b>Record Completed by:</b>	Julie Anderson Manager Governance, Property, Projects & Legal

<b>Informal Meeting of Council Record</b>	
<b>Name of Committee or Group (if applicable):</b>	Informal Meeting of Council (Councillor Briefing)
<b>Date of Meeting:</b>	24 October 2022
<b>Time Meeting Commenced:</b>	3.00pm
<b>Councillors in Attendance:</b>	Cr. D. Arnott, Mayor Cr B. Blain Cr O. Akoch Cr. V. Jellie AM Cr A. Paspaliaris (arrived at 3:14pm) Cr M. Taylor Cr R. Ziegeler
<b>Council Officers in Attendance:</b>	Peter Schneider, Chief Executive Officer David Leahy, Director City Infrastructure Bree Ryan, Acting Director Corporate Strategies Andrew Paton, Director City Growth Ingrid Bishop, Director Community Development Julie Anderson, Manager Governance, Property, Projects & Legal Nick Higgins, Manager Communications Ashish Sitoula, Manager Strategic Community Planning & Policy Peter McArdle, Acting Manager City Amenity John Brockway, Manager Financial Operations Luke Coughlan, Acting Manager City Development Julie McLean, Coordinator City Strategy Thomas Hall, Senior Project Manager Shaun Lucas, Project Manager
<b>Other persons present:</b>	Kaitlin McGinness via ZOOM
<b>Apologies</b>	Nil
<b>Matters Considered:</b>	<ol style="list-style-type: none"> <li>1. <b>Activities &amp; Initiatives 2022-2023: July - September (Quarter 1) - (3.00pm -3.10pm)</b></li> <li>2. <b>Appointment Of Independent Audit and Risk Committee Member And Chairperson - (3.14pm - 3.19pm)</b></li> <li>3. <b>Small Infrastructure Fund - Basketball Court - (3.19pm - 3.29pm)</b></li> <li>4. <b>CCTV Steering Committee Meeting Minutes - 4 October 2022 - (3.29pm - 3.38pm)</b></li> <li>5. <b>Great Ocean Road Regional Tourism Ltd Funding Agreement Renewal - (3.38pm - 3.40pm)</b></li> <li>6. <b>Feedback On Events For 26 January - (3.40pm - 3.53pm)</b></li> <li>7. <b>South West Victorian Livestock Exchange Future Operations Consideration - (3.53pm - 4.46pm)</b></li> <li>8. <b>September 2022 Monthly Finance Report - (4.46pm - 4.57pm)</b></li> <li>9. <b>South Warrnambool Flood Investigation - (4.57pm - 5.07pm)</b></li> <li>10. <b>Bushfield-Woodford Strategic Framework Plan - (5.07pm - 5.12pm)</b></li> <li>11. <b>Japan Street Lower Catchment Drainage Works - (5.12pm - 5.21pm)</b></li> <li>12. <b>Proposed Car &amp; Boat Parking Angling Club Boat Ramp - (5.21pm - 5.25pm)</b></li> </ol>

	<p><b>13. Capital Projects Report Quarter 1 - 2022/2023 - (5.28pm - 5.30pm)</b></p> <p><b>14. Small Infrastructure Fund - New Process Update - (5.31pm - 5.32pm)</b></p> <p><b>15. Mayoral Diary Update - (5.32pm - 5.32pm)</b></p>
<p><b>Council and Officer Items Raised (5:32pm – 5:43pm):</b></p>	<p>Commencement of Budget discussions          Formal Council Meeting          Black Friday Activities          Local Sports Organisation – potential deputation          Dredging at Port          Business Study – Aquazone</p>
<p><b>Councillor Conflicts of interest Disclosures: Nil</b></p>	
<p><b>Councillor /officer Name: Nil</b></p>	
<p><b>Meeting close time:</b></p>	<p>5:43pm</p>
<p><b>Record Completed by:</b></p>	<p>Julie Anderson          Manager Governance, Property, Projects &amp; Legal</p>