



CAPABILITY STATEMENT

2022



Business Core Associates pays our respect to Elders past, present and emerging. Acknowledging their good spirit that allows us to be on country.

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INTRODUCTION

Business Core Associates (BCA) Pty Ltd is a multi-discipline consulting firm with more than 50 years of industry experience in five key areas:

- Analysis
- Business Development
- Strategy
- Technology and Design

Providing services to organisations in various sectors from Agriculture to Tourism and everything in between.

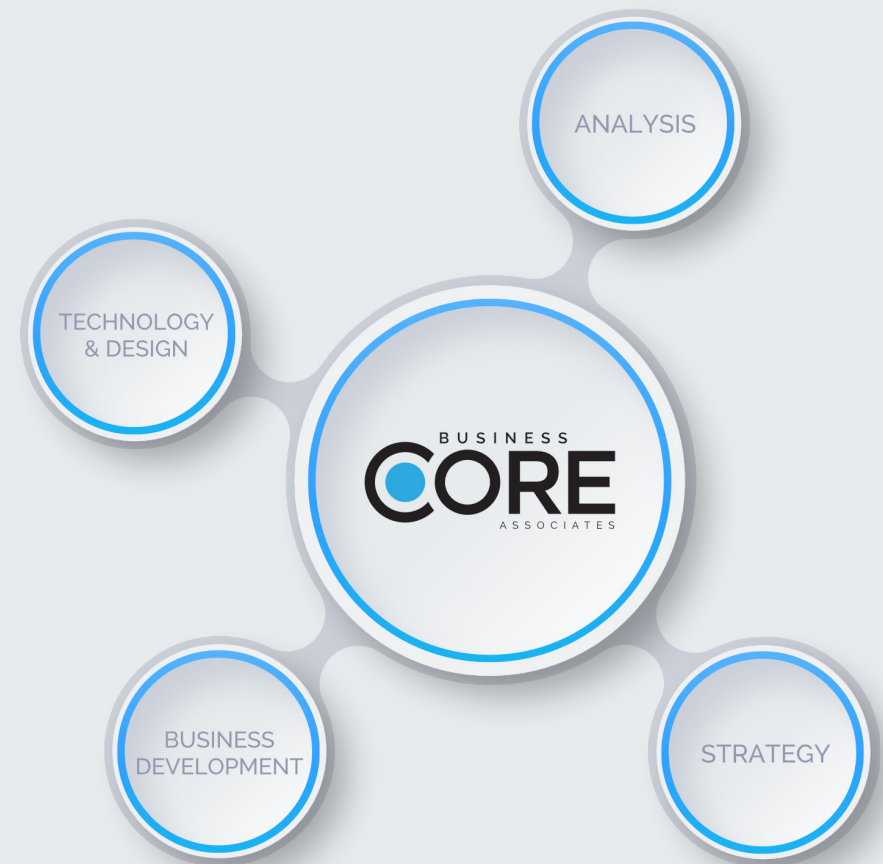
We work with a broad range of State and Local governments, not for profit and private sector companies to solve unique and challenging problems that shape the state and nations future.

BCA has a reputation for employing innovative qualitative analysis, modelling, and forecasting techniques in four key areas. These include:

- Advancing the growth of Agriculture, Tourism and Business in cities and regions within Western Australia, we work with professionals to plan and assess project development economics and required organisational planning through transformational planning and development.
- Our team are specialised leaders of the industry helping clients facilitate and evaluate economic and employment growth in regions, cities and localities, industry development, and economic activation.
- Infrastructure investment analysis, working with agencies to facilitate knowledge-based business development and

employment growth through assessing major projects in agriculture, tourism, arts, culture and sport.

- Economic and social impact assessments and pre-feasibility analysis quantify the positive impact of tourism, arts, sport and recreation, place improvement, and job creation.





BUSINESS SERVICES

Auditing

Undertake an audit of existing research, processes and operations undertaken by the organisation in the two years of its operation.

- Understand their strengths and weaknesses Opportunities Threats and review political, economic, social, Technical Legal and Environmental impacts that may
- Develop a list of key produce indicated by the board and general manager review provenance and use of product and custodianship
- Review current protocols in place or researched by the client

Strategic Planning

A strategic plan will be developed to succinctly understand the outcomes which need to be achieved within a specific period keeping both the board and management on track to reach their targeted goals through strategies and tactics. Included in the strategic plan will include the four key actions from the outcome of the 2019 symposium:

- Implementing protocols to set national standards on how to work with First Nations people in the industry:
- Provenance and authenticity: to protect the client, respect protocols and recognise custodianship.

- Changes to the law: to respect and protect client's knowledge in specific products should be protected by the laws of this land and business practice. This includes intellectual property, penalties for misappropriation and implementation of the Nagoya Protocol on Access and Benefit Sharing.
- Education and Awareness: promote respect for our First Nations Knowledge values and protocols.

The strategic plan will include Vision, Purpose, Key Result areas Key performance indicators strategies and tactics. a breakdown of projects required including partners stakeholders and potential revenue.

Business Planning

This Business Plans will be developed in partnership between the BCA and the client. It is a living document with an operational focus. It should be read in conjunction with the organisation's strategic framework through the Strategic Plan set for the organisation's high-level direction and decision making along with each business area's program and project plans.

Project Management

BCA can deliver the processes, methods, skills, and knowledge to achieve specific project objectives according to the project acceptance criteria within the agreed parameters agreed upon by BCA and the client.

Tender/ Grant Preparation

Preparation of tender documents can be difficult and time-consuming, even for those with years of experience in tender preparation BCA can work with business to develop a comprehensive and streamlined tenders.

Stakeholder / Community Engagement

BCA can work with clients to systematic identify, and analyse, plan and implement actions designed to influence stakeholders identifying the needs of key groups and the sponsors who are vital in ensuring positive outcomes for projects. BCA has a streamlined and user-friendly methodology for developing community engagement plans and implementing them.

Governance / Structures

Our board performance and conformance practice exist to challenge, explore and evolve boards to deliver exceptional outcomes. Services include:

- Board establishment
- Board, director, and committee reviews
- Board Maturity Benchmark Assessments (BMBA)
- Governance framework reviews
- Board and committee charters, policies and director handbooks
- Documentation reviews

- Organisational Governance

BCA organisational governance team is led by experienced leaders who help boards with:

- CEO assessments
- CEO and executive key performance indicators and position descriptions
- Human resource strategy development
- Human resource policy development
- Succession management frameworks
- Workforce planning
- Performance management support
- Whistle-blower reporting service
- Professional Development

BCA consult closely with clients to ensure BCA successfully:

- Meet your timeframes
- Customise content to achieve your learning outcomes
- Regularly provide status updates and seek your feedback during development

Strategy and Risk is approached recognise the importance for boards to discuss and clarify the organisation's risk appetite with the leadership team as part of the strategy process.

Effective Governance's suite of strategy and risk services include:

- Strategic planning facilitation.
- Culture and conduct risk; and
- Risk governance incorporating enterprise risk assessment, risk registers and policies and risk management and reporting frameworks.
- Solutions
- Conduct a strategy workshop

BCA recognises boards need to discuss and clarify the organisation's risk appetite with the leadership team as part of the strategy process. BCA can assist with this process through Effective Governance's suite of strategy and risk services include:

- Strategic planning facilitation.
- Culture and conduct risk; and
- Risk governance incorporating enterprise risk assessment, risk registers and policies and risk management and reporting frameworks.
- Develop/review aboard charter
- Develop/review a governance policy
- Develop a constitution
- Develop a director handbook
- Establish a governance policy framework
- Improve management skills

- Improve board papers
- Improve the work culture and environment
- Review board
- Review CEO

Training / Coaching / Mentoring

BCA can assist in the creation of training documentation able to enhance productivity within the business.

Economic Analysis

BCA has a genuine commitment to providing rigorous expert advice to a growing and diverse client base in business and government. Through intensive client engagement, we seek to understand the needs of our clients fully. We deliver services that focus clearly on their circumstances and needs while drawing on the BCA team's extensive industry, regulatory and public sector expertise.

- Feasibility studies and business cases
- Corporate and government policy reviews
- Behavioural Economics
- Commercial Advisory & Documentation Diligence
- Government relations

Our special areas of interest are in Tourism, Retail, and Agriculture sectors.

Opportunities Analysis

BCA produce a high-level overview of key opportunities for the client including

- Prospective partnership development
- Review Current Barriers to market
- Suggested next steps to overcome these barriers improving future business growth.

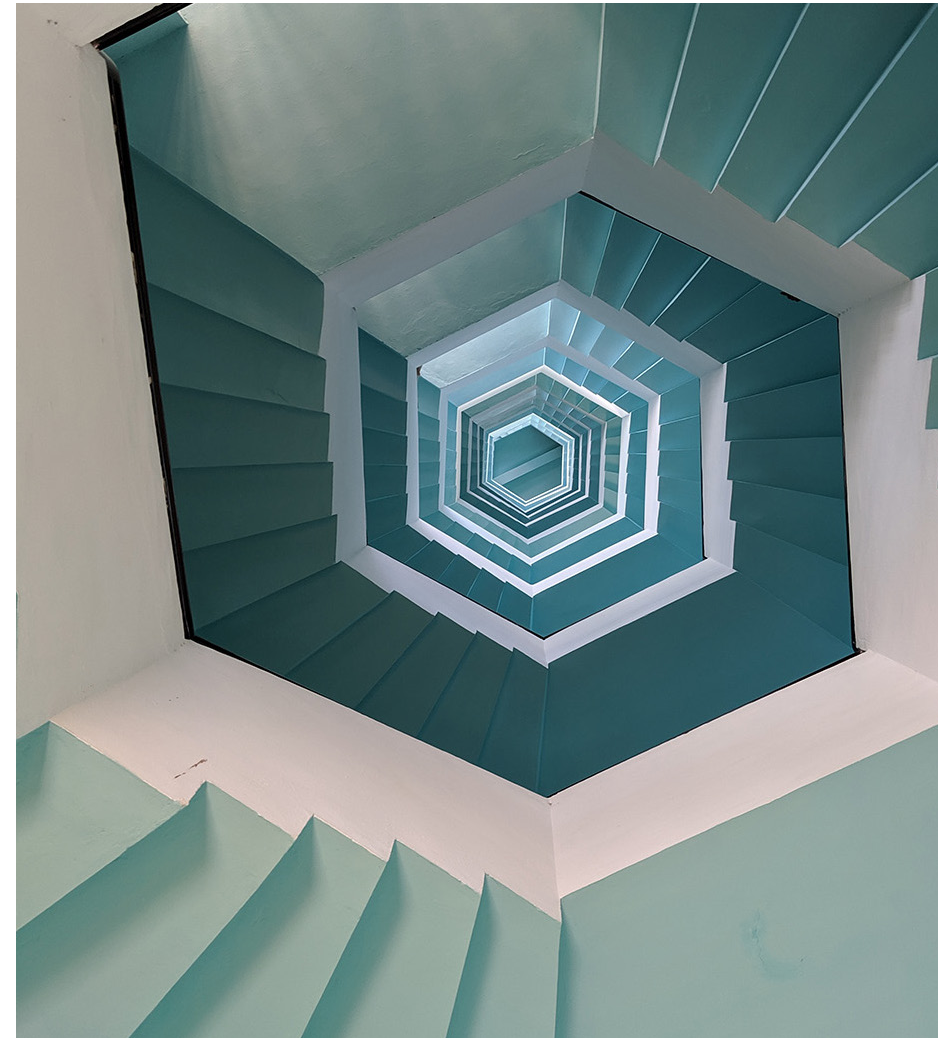
Financial Forecast

A financial forecast will be developed for the operational day to day running of the organisation.

After researching prospective funding opportunities these funding sources will be linked to both the strategic plan and the business plan for each area or project highlighted to meet the objectives of the organisation.

Engagement Strategy

An Engagement strategy will be developed around key stakeholders to ensure an organised communication strategy can be followed by the General Manager in order to assist with developing the opportunities and awareness of the organisation for its potential growth.



Legal / Intellectual Property (IP)

The creation, proper protection and management of Intellectual Property is of great importance for any organisation. BCA's Legal Team has the expertise that will handle every step of this complex process and will assist businesses, government, not-for-profit organisations with all of their legal requirements.

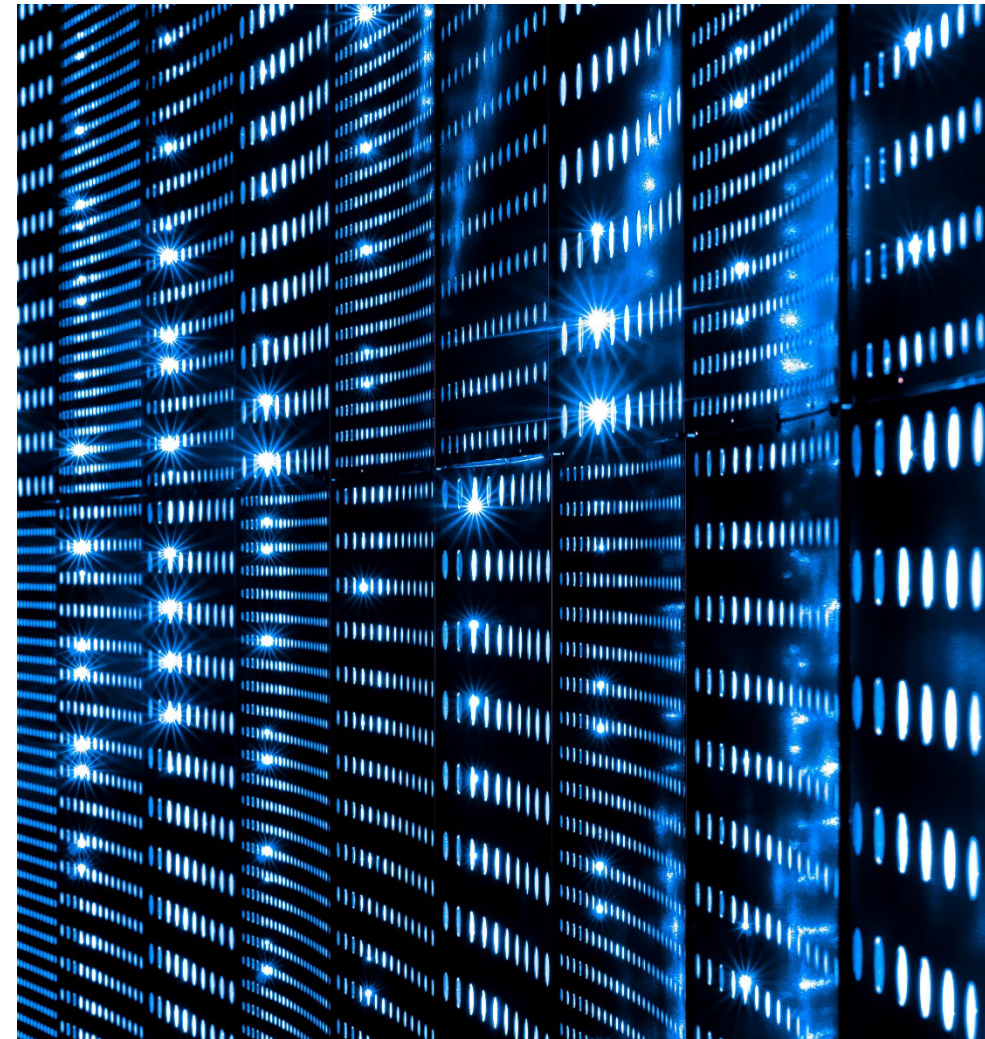
With responsive legal specialists across all facets of IP and commercial law we work collaboratively where our teams share knowledge and expertise to ensure the best legal outcome for our clients and their projects.

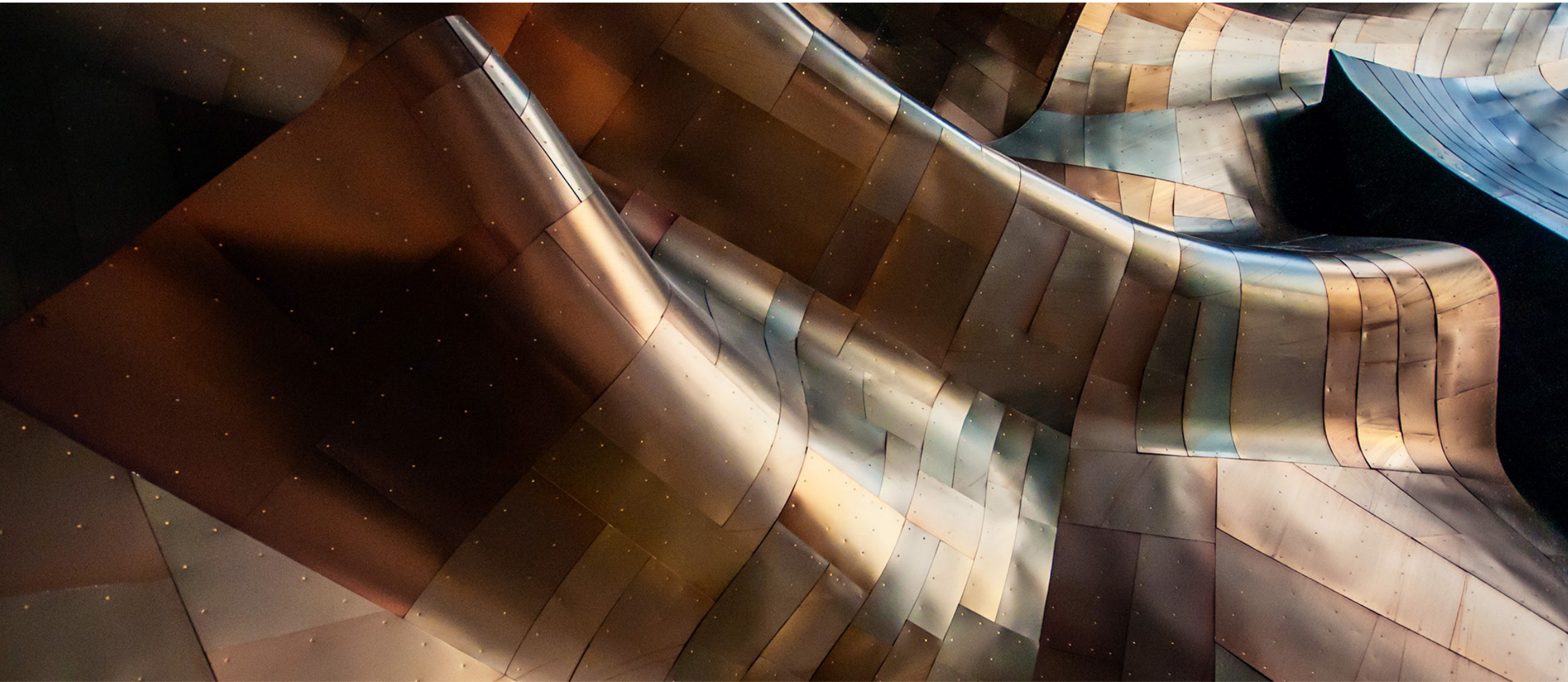
Focus is on solutions that create value for our clients, always going the extra mile to ensure the best legal and commercial outcome.

Communication and Trust with clear lines of communication and managing clients' expectations we develop trust and build long lasting relationships.

Continuous Improvement by embracing change with goal-oriented effort and achievement drives us to coach each individual to enhance their ability to contribute, develop trust and deliver the best legal outcome for clients.

Teamwork is established and maintained by collaborative, supportive teams with both our colleagues and our clients. Personal responsibility and accountability is also encouraged.





TECHNOLOGY AND DESIGN SERVICES

In today's fast paced age of information, it is essential for organisations and businesses of any size to utilise IT solutions that will align and support their business requirements. This combined with proper branding and design will represent company's products and services in a professional manner. To that end BCA offers the following technology and design services:

Business Technologies

Microsoft 365 Services

A great solution that allows users to successfully accomplish their business goals, easily collaborate and communicate internally and externally with staff, partners and customers.

- Setup a new Microsoft Office 365 tenant including all users accounts.
- Add the company domain name and set it as the default domain for current and future Office 365 users.
- Setup Microsoft Teams centralised real-time collaborative space and user access as required.
- Manage and maintain client's Microsoft 365 – Office 365 tenant.

NOTE

If the client is eligible, it is highly recommended to registers as a Not-for-Profit organization. Microsoft and other companies can offer substantial savings for NFP organisations.

IT Support Services

BCA can provide the following professional IT services to companies and its staff:

- General help with IT issues encountered by users on mobiles, tablets, laptops, and desktop computers.
- Helping users utilise technology more effectively resulting in improved services and increased ROI.





Microsoft Cloud, Automation and AI Services

For project that require large scale enterprise level scalability, reliability, and functionality BCA's Technology Team works closely with partners such as Microsoft. We develop innovative processes and solutions Intellectual, Property which is collaboratively delivered with our technology partners.

When it comes to acquiring, processing, and utilising large amounts of ever-changing data, the use of cloud services and AI technologies is essential for a successful outcome. The Microsoft's Azure platform offers a vast array of solutions such as **Applied AI Services**, which include **Cognitive Services**, **Task-Specific AI**, **Machine Learning**, and business logic to mention few.

In addition, the Microsoft Business Application suite (Dynamics 365 & Power Platform products) will provide your company with an enterprise-grade business platform that is powerful, agile, flexible and easy to configure. For example,

Microsoft Dynamics could be used as a stakeholder management solution to maintain contact details of all interested parties and manage interactions with them, e.g., phone calls, meetings, emails (including bulk emailing of bulletins, newsletters), etc. It can also use structured business processes for managing activities, such as onboarding new parties/IP, support cases, triaging and assessing projects, etc. Out-of-the-box it also provides a searchable curated knowledgebase (KB) solution that supports multiple languages (used in WA by the 1-800 COVID contact centre).

KB articles can also be surfaced externally via self-service web portals and chat bots, as well as public-facing content, web portals provide secure areas that allow logged-in users to create, view and update data, upload documents...etc.

Dynamics is built on top of the Microsoft Power Platform (Power BI, Power Apps, Power Automate, Power Virtual Agent) a suite of low-code citizen developer tools.

- **Power BI** delivers powerful, interactive reporting, data visualisation and dashboarding capabilities that make it easy to analyse and act on data.
- **Power Apps** is used to create custom apps for capturing & communicating data (and can work offline on mobile phones/tablets so could be used for capturing data in the field, literally!)
- **Power Automate** provides, digital, robotic & business process automation, so can automate repetitive tasks, manage workflows & approvals and tracking activities against defined business processes.
- **Power Virtual Agents** chat bots provide an interactive, conversational user experience. As well as answering pre-determined FAQs the bot can also search the Dynamics Knowledgebase and other repositories. Chatbots can be hosted on your company's web site, on Dynamics Portals and via Microsoft Teams

The Power Platform itself sits on top of Microsoft Azure enabling it to be extended using capabilities such as Azure Functions, Azure Logic Apps, and Azure Cognitive Services.

Branding

BCA can help to create a professional image for its clients by designing a branding that will clearly communicate the desired company message and build trust in its products and services.

Best industry practices are used during the design process resulting in a brand that will provide flexibility and high-resolution image quality whether it is used for a website, app, social media or for print on products, company stationary or brochures.

Online Presence

BCA can assist clients to improve their ability to communicate and engage the target audience more effectively online.

- Assess and if required refresh the current website utilising up-to-date, best practices while addressing current issues.
- Creating online forms as required, that will allow more effective data collection.
- Identify and resolve any related technical and design issues.



BCardly – Digital Business Cards

The next generation smart business cards, more than just a business card.

Benefits

Unlike traditional business cards:

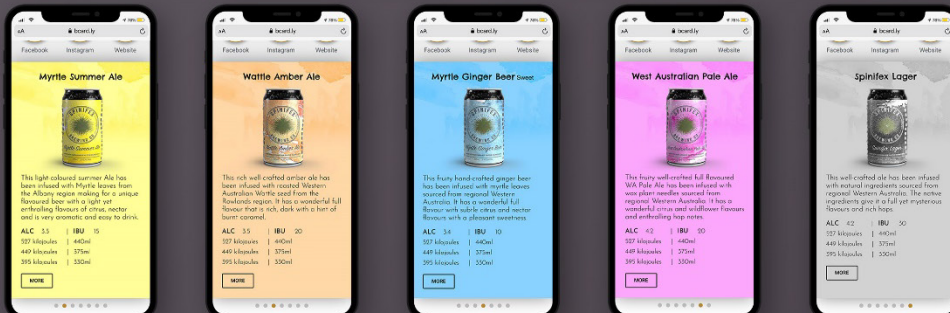
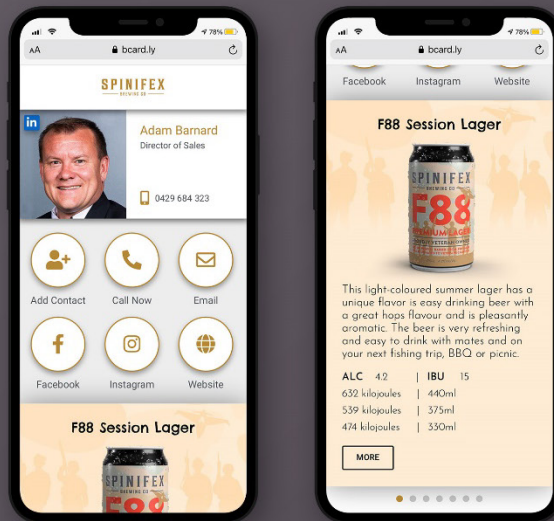
- You will never run out of your BCardly Business cards.
- You can advertise your products, services, and events on while sharing your contact details.
- The BCardly Business Card makes reprinting unnecessary as your contacts details can be changed at a click of a button.
- You can share your BCardly Business Cards electronically, physically or verbally in case you do not have your mobile device handy or if it has a flat battery.

No matter what happens you will always be able to share you contact details.



Features

- Matching your company branding.
- Easy to update contact details.
- Marketing/Promotional module – great marketing option showing new contacts your featured products and services. It can link to websites, online stores, forms, documents and more.



- Easy Contact Sharing
 - Contactless QR Codes on Mobile
 - Open your BCardly Shareable QR Code image.
 - The recipient using the default/built in Camera app (Apple iOS and Android) simply points the camera onto the Shareable QR Code wait until the link notification pops up.
 - Tap the link and the BCardly window will open.
 - SMS Text Messages. – add the short URL address to you SMS messages (i.e. <https://bcard.ly/bcap>)
 - Emails – add QR Code and the short URL address to your email signatures as in the example below.

Paul Trainer

Director | Innovation and Technology

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• bcard.ly/bcap



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Office 365 Smart Email Signatures

Fully automated, template driven email signature system designed to reflect your company branding with full Office 365 integration.

User email signatures are generated based on the information in the Office 365 account. They are automatically added to emails sent from any device with full image and styling support on mobile signatures.

Using the Office 365 Smart Email Signatures platform allows company wide changes to the email signatures with just a few clicks.

Marketing blocks can also be scheduled to be added between specific dates without having to make changes manually.

The example on the right has been setup using four signature blocks:

1. **User Contact Details Block** (Unique to each user)
This is unique to each email account. The data is automatically synchronised with Office 365's Active Directory. All contact detail changes in Office 365 are automatically applied to the signature.
2. **Company Contact Details Block** (Common to all users)
This data is common across every company email.
3. **Message Block** (Common to all users)
Announcements and marketing. This block can be added as part of a marketing/promotional campaign, or as in this example an event-based message.
4. **Acknowledgements & Disclaimers Block** (Common to all users)
This data is automatically synchronised with Office 365's Active Directory which stores the user's contact details.

1. **Cheryl Kickett-Tucker** (AssDipAppSc, BAppSc, MSc, PhD)
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[Digital Business Card](#) • [in](#) • T: 08 6424 9212

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Koya Aboriginal Corporation • ABN 85 995 115 307
20 William Street • Midland • WA 6056
PO Box 181 • Guildford • WA 6935

3. 

4. **ngan kaditj-djinang koorra-koora, yey, kidji mila boola norerl, ngalak nyin yey moorditj kadjan wadjuk boodja djinang-iny.**
I pay respect to all of the past, present and future Elders. I acknowledge their power, passion and good spirit that allow us to be on Wadjuk Boodja.

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BUSINESS
CORE
ASSOCIATES

THE COMPANY



MARIA REDMAN

Founder | Business Development



STRATEGY

” The strategy generates inspiring business.
Operations generate inspiring leaders
we create the strategy so you can
Create leaders.

A recognised senior industry professional with hands-on and strategic business acumen. Over her professional career, she has obtained a high calibre of project management, business expertise, communication, and networking skills.

This professional experience has demonstrated strategic leadership, ability to identify business opportunities, complex problem solving, project design and effective project management; together with her understanding of high-level marketing and promotional experience, Marie offers businesses a wealth of Knowledge and mentorship second to none.

BOARD POSITIONS HELD

- Investwest Agri-business Alliance IWAA – Committee Member (Initiative of DAFWA and CCIWA).
- Initiative of DAFWA and CCIWA.
- CCIWA Agriculture and Food Roundtable Member.
- Board for Strategic review discussion Australian Institute of Australian Research of Agriculture in conjunction with Crawford Foundation of Agriculture.
- Tourism Western Australia Stakeholder reference group for The Western Australian Wine and Strategy 2020.
- Associate Member of the Advisory Board of the International Institute of Agri-Food Security, Swan City.
- National Restaurant and Catering Association– Official Savour Awards Judge.
- Tourism Western Australia Stakeholder reference group for The Western Australian Wine and Strategy 2020.
- National Restaurant and Catering Association– Official Savour Awards Judge.

QUALIFICATIONS

- Travel Management AFTA



PAUL TRAINER
Founder | Innovation & Technology

BUSINESS
CORE
ASSOCIATES

VISION

“ Nothing is more rewarding than seeing our customers succeed by being empowered through innovation, technologies, and knowledge sharing.

A creative technologist at heart, devising solutions that aligns technologies and business needs, assuring successful outcomes and transitioning into the fast-paced, highly competitive digital Age of Information.

Paul is mission-focused to deliver effective, well designed and developed solutions that are innovative using progressive technologies while utilising vision, planning, and creativity to achieve successful outcomes. Helping organisations expand/develop their business, new products, and services, or improve existing ones while creating opportunities to connect and grow. Paul has successfully registered a number of Intellectual Properties with Australia IP.

Enjoys empowering others with Knowledge and works well with individuals and teams at all levels while assuring that projects are delivered promptly.

Worked with Not-for-Profit organisations such as the WA Indigenous Tour Operators Council.

Successfully held positions in government and public organisations and private companies, both locally and internationally - Australia, UK & South Africa.

QUALIFICATIONS

- Edinburgh Napier University
MSc/PG Diploma Multimedia & Interactive Systems
Level 7

The course covered:

- Interactive Systems Design
- Advanced Interactive Systems Design
- Human-Computer Interaction
- Cognitive Engineering
- Research Methods
- Multimedia Development Methods
- Web and Multimedia Design and Development
- Object-Oriented Java Software Development.

PROFESSIONAL MEMBERSHIPS:

- British Computer Society



TANYA L. TAYLOR

Founder | Senior Management Consultant



BUSINESS

“ Knowledge comes through the pursuit of continuous improvement, learning, listening, and contributing. We guide our clients to help them become the best they can be.

Tanya Forsyth Taylor of Business Wanganhaa has over 30 years of consulting and industry experience in Aboriginal not for profit organisations and business development, including strategic planning, feasibility analysis, facilitation, and training. Specialising in not for profit and Hospitality and Tourism. she offers a strategic thinking mindset with the ability to see gaps and opportunities that benefit a company or organisation while being focused on a triple bottom line outcome.

Tanya has developed cultural understanding and respect through life experience and family connections. She has worked with Aboriginal organisations at a local, state, and national level. Tanya has worked with diverse cultural backgrounds, including Culturally and Linguistically Diverse groups. Tanya has a master's in business administration, is a qualified trainer and assessor, and is a business award winner both locally and nationally.

INDUSTRY AWARDS

- 40 under 40 Young Entrepreneur
- AHA Hotel Marketing (WA)
- Deluxe Accommodation Silver (TCWA)

QUALIFICATIONS

- Australian Institute of Business
Master's in Business Administration Tourism
- Australian Institute of Workforce Development
- Training and Assessment Certificate IV
- Geraldton TAFE
- Advance Diploma Hospitality
- Murdoch University WA
- Transitions to Management Certificate
- Challenger TAFE Rockingham
Diploma Finance



Russell Glover
| Project Partner - Agriculture

BUSINESS
CORE
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AGRI
CULTURE

“ Australian native food plants and botanicals are a way forward for diversification and the development of a new agriculture that reflects the nature and diversity of our country and provides exceptional opportunities for Aboriginal and other Australians to benefit economically, socially and provide biodiversity and environmental outcomes in a changing climate.

Rus through Riberryhill Consulting has over 30 years of consulting and industry experience in commercialising species and the development of the native food and botanical industry.

He worked in the policy and program development area of sustainable agriculture for the Federal Department of Agriculture for fifteen years. He is a Qualified Person accredited with IP Australia specialising in PBR of fruit trees and Australian Native Plants. He also is a grower and producer of native fruits and foliage on the north coast of NSW..

INDUSTRY AWARDS

- Hort Innovation Industry champion 2018.

QUALIFICATIONS

- Diploma of Conservation and Land management - Tocal
- Masters in Natural Resource Management - UNE
- Workplace Training and Assessment Certificate IV - ETC
- Grad. Cert. Coastal Management - UTS



CAMERON SCADDING
| Project Partner – Forensics



FORENSICS

“ There is so much opportunity in the connectivity that supply chains bring. Supply chains connect consumers to where their products come from and the information and stories about how those products may have been grown, produced, or made. The challenge is mediating the transparency needed. Technology will be part of the solution.

Cameron is a Forensic and Analytical Chemist and a globally recognised expert in his discipline.

He has specific experience and expertise in supply chain integrity, security and managing supply chain risks and is recognised as a thought leader on trends in food, the integrity of food, food fraud and organised crime within the supply chain.

Cameron also talks to topics on transparency, trust, traceability and provenance within both food and non-food sectors.

Cameron is the Managing Director of Perth based scientific technology company Source Certain International (SCI).

SCI specialise in applying its provenance science within supply chain integrity services to Australian and globally recognised brands, retailers and

industry bodies. SCI also deliver investigation, forensic and analytical services to government and law enforcement.

Cameron previously held senior research positions in academia and industry and is a recipient of a Business News 40under40 award in 2021, which recognises and celebrates the state's leading entrepreneurs, innovators, and future business leaders under the age of 40.

RECENT SPEAKING ENGAGEMENTS

- Future of Food (Mandurah WA) September 2021
- World Fisheries Congress (Online) September 2021
- ACannabis Conference (Online) March 2021
- Australia Philippines Business Council & Squire Patton Boggs: Future Farming and Supply Chain Integrity (Perth WA) October 2020
- Liebe Group's Spring Field Day (Latham WA) September 2020
- evokeAg (Melbourne VIC) February 2020
- Seafood Directions (Melbourne VIC) October 2019



CHRIS EVANS

| Project Partner - Researcher



RESEARCH

Chris has extensive experience in research, evaluation, and project support.

Supporting the RDAW Executive Officer in providing research for the preparation of briefing papers, reports, and funding/investment applications.

Undertaking research for Wheatbelt Local Governments and other regionally stakeholders across a wide range of areas including:

- Tourism
- Aboriginal and Torres Strait Islander topics
- Agri and non-agri businesses
- Aged care
- Defence industries
- Aerospace
- Education
- Undertaking the preparation and compilation of submissions and evaluations on behalf of RDAW.

Supporting funding applicants through providing supporting research, reviewing applications and some cases, writing the funding applications. Undertaking action research/evaluation of RDAW Noongar Enterprise Development Support (NEDS) Program being delivered in the Ballardong and Yued Regions of the Wheatbelt.

Providing research and other support to NEDS Ballardong and Yued Project Officers to assist them in the effective delivery of the program.

QUALIFICATIONS

- Master of Philosophy (Agriculture) 2013
Highly commended
- Graduate Diploma Agribusiness – Course distinction 2007

SKILLS

- Experience in developing, writing, reviewing, and implementing:
- Business cases for public or private investment
- Business feasibility analysis
- Business plans and budgets
- Funding applications- Building Better Regions Fund (BBRF)

Research and evaluation projects.



MAREE GOOCH

| Project Partner - Management Consultant



GROWTH

“ Developing the process and building blocks for success requires creativity and strategic thinking. Bringing together stakeholders to focus on the future you want to create is critical to ensure success.

Maree is a highly experienced business consultant and stakeholder engagement professional, specialising in business and industry transformation, turnaround and change management. She is sought after for her facilitation and strategic thinking expertise which when coupled with her strong financial management and governance skills, this translates into supporting others to develop effective pathways to succeed. She has a flair for understanding the challenges faced by business owners, much of which is based on personal experience, yet she also uses well proven processes and pathways to develop effective solutions to complex and ongoing issues.

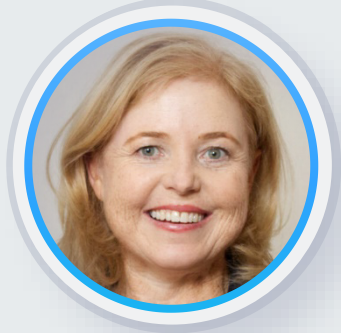
Maree has almost four decades of experience working across a variety of industries – in particular the tourism and hospitality industry in regional WA, since 1983. She has worked at executive levels in private business, public sector administration and contributed greatly to solutions focussed policy development. Her strengths are in connecting and engaging with people, as well as strategy, business transformation, financial management and governance. She is well known across regional and remote Western Australia as a result of her significant contribution to the wider regional community. Maree gains significant personal enjoyment by bringing out the best in people, business, and industry.

QUALIFICATIONS

- Executive Master of Business Administration (EMBA), University of Western Australia
- Diploma – Australian Institute of Company Directors
- Design Thinking, Small Business Development Corporation
- Mental Health First Aid, Helping Minds, Perth
- Strengths Profile Assessment Accreditation, Cappfinity, Sydney
- DISC Advanced Accreditation
- Certificate IV in Training and Assessment (VET sector), Scorpion Training

BOARD POSITIONS

- APVMA – Director, Federal Ministerial appointment
- Rotary Club of Perth – President
- FarmSafe Australia
- Rural Regional Remote Women's Network (retired)
- Peel Development Commission (retired)
- Rural Business Development Corporation (retired)
- Chamber of Commerce and Industry WA – Small Enterprise Panel (retired)



ANN MAREE O'CALLAGHAN
| Project Partner - Management Consultant



GROWTH

“ Sustainable regional development helps towns and regional hubs grow and thrive. This is best achieved with strategic foresight.

Ann Maree is a highly experienced business consultant and stakeholder engagement professional. She is in demand for her industry-wide facilitation, strategic business development, collaboration, and research skills. Ann Maree relishes the chance to find strategic pathways and solutions, navigating through complexity and uncertainty. This “laser beam” approach and solid strategic ability combined with exceptional people skills enable effective to focus on long term planning and risk management.

Ann Maree has worked on numerous significant industries, community, and government partnership projects focusing on regional and remote Australia. Her areas of expertise cover conservation and natural resource management, Indigenous business development and land management, agri-business and tourism. She is well known for her collaborative consultation and stakeholder engagement and valuable deep-dive research and feasibility analysis skills.

INDUSTRY AWARDS

- UWA Business School Scholarship - Australian Institute of Company Director's Diploma
- UWA Business School EMBA Dux Award - Design of new business model for Indigenous business development of the Australian Bush Plum

QUALIFICATIONS

- Executive Master of Business Administration (EMBA), University of Western Australia (High Distinction, two dux awards)
- Bachelor of Science, Murdoch University, Perth Western Australia
- Diploma - Company Directors, Australian Institute of Company Directors
- Diploma of Business, Management and Leadership Centre, South Australia
- Strengths Profile Assessment Accreditation, Cappfinity, Sydney
- DISC Advanced Accreditation



KIANNA TAYLOR

| Project Partner - Environmental



**CAPACITY
BUILD**

” Nature nurtured helps us all.

Working part-time on the newest alliance. She is a proud Nhanda Yamatji woman with ambition to learn as much about her family homelands to one day give back through helping the environment within Kalbarri and the surrounding areas. Kianna has grown up camping on this land and is looking forward to having a part in the future development of the Hutt Lagoon tourism area. Kianna brings Knowledge in Environmental science and tourism.

EXPERIENCE

Newest Alliance Current Part-time & Intern Work (CPB)2019 - 2021 3 years interning for CPB on various projects combined with the university has allowed me to gain experience at the following items at an office and in the field:

Monthly reporting & Excel Registers (e.g. water, fuel, obligations, Awards) Data entry Sustainability Case studies (solar lighting, upgrading generators, recycling) Clearing Permits (pre and post inspections) Setting up looking at data from various monitoring systems in the field including Dust, Vibration, Gas, Water quality testing equipment Photo monitoring, Shadowing an enviro at community homes during her MRIA work experience, Auditing (created and carried out a heritage audit from the company's CEMP), DWER registrations/applications, working with Blue beam and Adobe,

Chem alert, GIS, assisting with trapping (setting up and releasing.) Working around the rail,

Rio site inductions (2019), Out of Hours management Plan drafting, had the opportunity to focus on Natural area management, nature-based tourism, native rehabilitation, and a few others as part of her degree. Internship 2019-2020 (December-February) Undergraduate environmental Advisor FIFO paid internship during the university break organised through the Career Trackers (CT) Program. Metropolitan Road Improvement Alliance Volunteer Work placement 2019 Feb-Oct Collaborating with the environmental team, assisting in the environmental procedures around creating a main road (Murdoch drive connection, Armadale Road update, Wanneroo-Joondalup drive interchange)

EDUCATION

- Environmental Management and Sustainability with minors in Australian Indigenous Studies and Nature-based tourism (Feb 2018- Nov 2021)

AWARDS/ACHIEVEMENTS

- 2018 – Coaches award for Mandurah city Ladies division two soccer team
- 2017 - Awarded the Caltex Best All Rounder award
- Completed GRIP student leadership training course



MATTHEW LILLY

| Project Partner - Legal Team



LEGAL

Matthew is a highly experienced corporate lawyer and company secretary with over 25 years' legal experience across private practice, in-house counsel and company secretarial roles.

The in-house positions have been in a variety of industries, including 10 years with resource related companies (including most recently 2.5 years with Shell Australia) and 7.5 years with the Commonwealth Bank of Australia and Bankwest. As an in-house lawyer, Matthew was a client of private law firms. He understands what clients want from their external lawyers.

QUALIFICATIONS

- Bachelor of Laws

AREAS OF EXPERTISE

- Intellectual property and technology agreements.
- Commercial and Property legal advice.
- Corporate Governance advice to both the private and government sector.
- Procurement advice to both the private and government.
- Mergers and Acquisitions.
- Company structures and director duties.
- Commercial contract advice, negotiation and drafting.



SIMON CREEK

| Project Partner - Legal Team



LEGAL

As Executive Chairman of the Legal Team Simon's focus is on firm growth. Since being admitted to practice in 1998, Simon's career has been consistently celebrated.

In 2017 he was named Western Australia Lawyer of the Year by the Law Society of WA. In the same week, Simon has also been an Australian Law Award and Australasian Law Award finalist two years in a row, receiving runner-up for the 2015 and 2016 Managing Partner/Director of the Year and Legal Innovator of the Year awards.

Highly regarded by the legal industry, Simon was elected to The Legal Practice Board of Western Australia in 2011 and re-elected in 2013. He sat on the 2010/11 Council of the Law Society of Western Australia and is a member of the Law Council of Australia and the Family Law Practitioners Association of WA.

QUALIFICATIONS

- The University of Western Australia - Bachelor of Arts, LLB, Politics & Law
- Nationally Accredited Mediator (AIFLAM)

AREAS OF EXPERTISE

- Agribusiness

AWARDS

- 'Best Lawyer', peer recognised, 2019, 2020, 2021, 2022
 - Leader of HHG as a winner of the WA Australasian Law Award for Excellence, 2020
 - 'Pro Bono Hero', awarded by the Law Society of WA, 2019, 2020
 - Sole WA finalist, Law Firm Leader of the Year, Australasian Law Awards, 2018, 2019
 - Sole WA finalist, OPTUS business awards, 2018
 - Doyle's Guide peer recognised for Family Law - 2018 'Lawyer of the Year', Law Society of WA, 2017/18
- WABN Rising Stars Award - 2010 WABN 40 under 40 Business Achievers Award - 2008



Murray Thornhill
| Project Partner - Legal Team



LEGAL

Murray has broad 18 years of experience leading teams in dispute resolution matters across all courts and most tribunals in WA, and in mediation and arbitration.

He also is a trusted advisor to numerous WA Local Governments in relation to complex property matters, construction and development, joint ventures, Australian Consumer Law, corporate governance, insolvency & debt recovery, employment law. Murray also provides high-level risk management advice to clients across these areas.

QUALIFICATIONS

- Bachelor of Laws (UWA)
- Bachelor of Arts (Political Science) (Murdoch)

AREAS OF EXPERTISE

- Complex contractual and project management disputes
- Construction disputes
- Corporate governance advice
- Professional liability
- Insolvency, Restructuring & Debt Recovery
- Inheritance disputes
- Notarial services.

AWARDS

- Doyle's Guide recognised for Estates Litigation 2019
- Doyle's Guide recognised for Commercial Litigation 2018

Insurance

COVER TYPE	INSURER	ABN	POLICY NO	INSURED SUM	EXPIRY DATE
Public Liability	Insurance Australia Limited (trading as CGU Insurance)	11 000 016 722	06MIS2108285	\$5,000,000 any one Claim and \$10,000,000 in the aggregate	2/07/2023
Professional Indemnity	Insurance Australia Limited (trading as CGU Insurance)	11 000 016 722	06MIS2108285	\$10,000,000	2/07/2023



PAST CONSULTANCY EXPERIENCE

PAST CONSULTANCY EXPERIENCE

LOCAL GOVERNMENT/ COMMUNITY/ NOT FOR PROFIT PROJECTS	STATE GOVERNMENT PROJECTS	NATIONAL	INDUSTRY
<ul style="list-style-type: none"> • The 2021 City of Mandurah – Aboriginal Cultural centre Visioning • 2020 City of Perth – Aboriginal Employment Industry engagement • 2019/2020 - Southern Dirt - Flax Prefeasibility Study for Southern Dirt growers. • 2019 Subcontract Brighthouse Consulting • 2018 Cranes Aboriginal corporation Grafton NSW Feasibility and operational business Plan for Jabiru Restaurant • The 2017 City of Shepperton - • 2016/17 Glen Hill Pastoral Aboriginal Corporation (East Kimberley)- Prepare business case, modelling, and grant application to expand the "Brahman Cattle Commercialisation Program." 	<ul style="list-style-type: none"> • 2021 – Dept of Premier and Cabinet – Proposed Framework to Co-Design and Deliver the Noongar Land Fund • 2019 - DPIRD Beekeeping Industry Benchmarking Project and Analysis • 2018 Southern Forests Food Council and Manjimup Agricultural Expansion Management Committee (SWDC, Manjimup Shire, DPIRD) - Hemp Cultivation and Processing Pre-Feasibility Study • 2017 DPIRD - External Relationships and Investment Review Project • 2018 Subcontracted Belay Consulting • Peel Chamber of Commerce & Industry Destination Peel Project leader • Key to financial Management Agriculture WA 	<ul style="list-style-type: none"> • 2021 Agrifutures – Native Fingerlime RD&E • 2018 - 2021 – Regional Development Australia Wheatbelt – Noongar Enterprise Development Support service project (NEDS). Indigenous business development across Yue and Ballardong regions. Projects have included: • 2020 Regional Employment Trials Program • 2018 Indigenous Land and Sea Corporation Audit and Market Feasibility Roelands Village • 2007-2017 Sustainable Tourism CRC Industry advisor • Decipher Project, Industry advisor • York Digital Art Innovation and Business Hub • Northam Nursery and Ranger Business Centre • Yued Aquaponics Pre-Feasibility and Business Planning 	<ul style="list-style-type: none"> • 2021 Liquor License & Business Plan Super IGA Denmark • 2021 Jarramba Park Tourism Strategy • 2019 Perth Cultural Tours Business Plan • 2018 Deadly Divas Aboriginal clothing design company Business Plan and business advisor • 2018 Gazer Glow Vision Business Plan • 2018 Stage Door restaurant Business analysis • 2017 BITS business development & Marketing plan • 2017 Indigenous Cooperative Investment Hotel Business Plan • 2017 Maxs Black Gourmet Bush Foods Business Plan • 2017 Kailis Fresh Fish Project

PAST CONSULTANCY EXPERIENCE

LOCAL GOVERNMENT/ COMMUNITY/ NOT FOR PROFIT PROJECTS	STATE GOVERNMENT PROJECTS	NATIONAL	INDUSTRY
<ul style="list-style-type: none"> • 2016 Great Victoria Desert Biodiversity Trust – Facilitation and stakeholder engagement workshop for Adaptive Management Planning and Partnership in conjunction with Desert Traditional Owners and Rangelands NRM • 2012 Lions Boddington Rodeo strategy and action Plan • SPC Kids Town Business Plan • Mandurah Culinary Science Feasibility Business Survey • 2009 Mandurah Performing arts tourism strategy • 2008 Tourism Strategy collaboration City of Mandurah 	<ul style="list-style-type: none"> • DPIRD - Plan Prepare Prosper – Facilitation succession planning. • Nyoongar Enterprise Development Program Wheatbelt Development Commission. 	<ul style="list-style-type: none"> • Aboriginal Education Project and Business Planning • Yallaly Astro Tourism and Youth Training 	