

About us

For over 30 years Davidson has enhanced workplaces and changed lives through our Business Advisory, Search and Recruitment and Technology Consulting service lines.

We have grown to become a team of 180+ with a national footprint across Queensland, Victoria, South Australia, New South Wales, the Northern Territory and the ACT.

We provide Advisory Services that enhance workplaces in all major sectors across strategy and planning, operations improvement, workforce planning and organisation design and customer and people experience.

Our Offices

SYDNEY | BRISBANE | MELBOURNE | ADELAIDE
CANBERRA | DARWIN

Optimising existing revenue streams and uncovering new revenue opportunities in Local Government & Water Sectors

Embracing improvement whilst maintaining services

Local Governments and Water Authorities across Australia face mounting pressures. Rising service demands, increasing costs of providing services, and an evolving policy landscape such as the introduction of rate capping in some jurisdictions.

There is a clear need to evolve service delivery and increase efficiency whilst maintaining business as usual services. Finding the necessary time and expertise to spearhead these projects amidst numerous competing demands for resources remains a significant challenge.

Revenue Review services to kickstart improvement

Davidson Advisory offers Revenue Review services to Councils & Water Authorities to optimise existing revenue streams, and to uncover new revenue opportunities thereby helping to relieve the fiscal constraints on Councils & Water Authorities to drive further services to their community.

Assess the current state by considering the current financials (balance sheet, income statement and cash flow statement), operational and capital expenditure to deliver services and current business operations across people, process and technology areas.

Diagnose the areas for improvement. This is dependent on the context and challenges of the organisation however areas considered are operations improvement uncovering high effort low yield activities and cost increases or revenue leakages in operations.

Discover new opportunities in diverse revenue streams beyond existing, traditional streams and how to deliver greater community outcomes through economies of scale and the same resource base.

Organisations we have partnered with

We have successfully delivered revenue review services to multiple Local Government & Water sector organisations within Victoria:

Glen Eira City Council

Identified revenue generating opportunities of \$12.2M within year 1, a cumulative \$55.3M by year 4 and a cumulative \$169.6M by year 10 by undertaking a detailed revenue review, including the identification of revenue stream opportunities via benchmarking and stakeholder engagement, and financial analysis of prioritised opportunities.

North East Water

Identified and analysed revenue opportunities of 14 prioritised initiatives with an expected \$5.7M additional revenue within year 1. Developed a strategic investment framework to prioritise and sequence efforts to implement revenue opportunities.

Wyndham City Council

Identified revenue opportunities of ~\$3 - ~\$5M per annum in the first year by undertaking a detailed revenue review, including the identification of revenue stream opportunities as well as financial analysis and prioritisation thereof.



Justin Hanney: *National Local Government Practice Lead* | Email: justin.hanney@davidsonwp.com | Mobile: 0427 382 141

Justin has over 35 years of experience in the public sector across various government tiers. Justin has served as Deputy Secretary in the Victorian Department of Premier and Cabinet, headed the Economic Department, was CEO of statutory body Regional Development Victoria and was seconded to the Commonwealth to establish Regional Development Australia. Justin held CEO positions in three Local Governments, including a capital city whilst also serving as Director or Executive in two other local authorities.