

CONSULTANCY DONE DIFFERENTLY

Sample Negotiating Positions

Module 4: Negotiation Position Builder — Nardoo Shire Pilot

★ **FICTIONAL COUNCIL — FOR PILOT / TRAINING USE ONLY.** Nardoo Shire Council is a fictional practice council; all figures are illustrative test outputs. ★

Nardoo Shire Council (fictional pilot) ran three concurrent renewable energy projects through Module 4 in the same negotiating cycle. Each output below follows the same disciplined structure: a rate derived directly from a sourced, same-regime comparable, allocated dollar-for-dollar against Council's own stated funding gaps, and split cleanly into what's settled, what's Council's opening ask, and what remains open for negotiation. The three positions that follow are the actual Module 4 output from that pilot run.

KEY INSIGHT

All three positions open at the ceiling of their benchmark range, not the middle or the floor — because each is anchored to the one comparable negotiated under the same PSICBOLA 2025 mandated regime the project itself sits under, not a blended average across legacy and mandated deals.

Summary — All Three Runs

Project	Capacity	Target Rate	Comparable(s) Used
Nardoo Ridge Wind Farm	250MW	\$262,500/yr	Goombi Renewable Energy Hub (\$1,050/MW/yr)
Coolibah Solar Farm	120MW	\$102,000/yr	Wooderson Solar Farm (\$850/MW/yr)
Nardoo Plains Solar + BESS	180MW solar / 480MWh BESS	\$225,000/yr	Wooderson Solar + Rutherglen BESS (blended)

Cumulative across all three runs: **\$589,500/yr** in negotiated CBA value.

SAMPLE NEGOTIATING POSITION — NARDOO RIDGE WIND FARM (250MW)*Highwind Energy Partners • Nardoo Shire Council***Regulatory Basis (Settled Fact)**

All wind farms are impact-assessable under the PSICBOLA 2025 mandated regime regardless of capacity — a Social Impact Assessment and executed Community Benefit Agreement are prerequisites to a properly made development application. The developer cannot lodge a DA without Council's agreement in hand.

Target Rate & Justification**\$262,500/yr**

250MW × \$1,050/MW/yr (Goombi Renewable Energy Hub rate, negotiated under the same PSICBOLA 2025 mandated regime this project sits under) = \$262,500/yr — the ceiling of the benchmark range, not the \$87,720/yr floor. Lotus Creek and Moah Creek are pre-2025 voluntary comparables and understate what a mandated-regime negotiation should yield.

Allocation to Local Priorities

Priority	Annual Allocation
Road resealing program	\$120,000
Aquatic centre upgrade sinking fund	\$65,000
Youth services expansion	\$45,000
Library & community hub upgrade	\$32,500
Total	\$262,500

Structural Terms — Settled

25-year contract duration · payment trigger: Financial Close · CPI-indexed annually · paid annually in advance.

Matters for Confirmation

- A fund governance and ring-fencing mechanism tying these four allocations to this CBA revenue — not yet resolved internally.
- Whether the developer will accept an annual-in-advance payment structure.
- Whether the developer accepts the proposed CPI reference index (All Groups, Queensland ABS).

SAMPLE NEGOTIATING POSITION — COOLIBAH SOLAR FARM (120MW)*Coolibah Solar Pty Ltd • Nardoo Shire Council***Regulatory Basis (Settled Fact)**

Coolibah Solar Farm (120MW) clears the $\geq 1\text{MW}$ solar threshold under the PSICBOLA 2025 mandated regime. A Social Impact Assessment and an executed Community Benefit Agreement are required before a development application can be properly made — a settled statutory fact, not a negotiating position.

Target Rate & Justification**\$102,000/yr**

$120\text{MW} \times \$850/\text{MW}/\text{yr}$ (Wooderson Solar Farm base rate, the only other PSICBOLA 2025-mandated comparable supplied) = \$102,000/yr — the ceiling of the \$9,638–\$102,000/yr benchmark range. Aldoga and Western Downs are pre-2025 voluntary comparables; Goorambat East is a Victorian comparable cited only to correctly attribute the \$75,000/yr figure. None should anchor Council's ask.

Allocation to Local Priorities

Priority	Annual Allocation
Aquatic centre upgrade sinking fund	\$45,000
Aged care and disability access improvements	\$22,000
Youth services expansion	\$20,000
Library and community hub upgrade	\$15,000
Total	\$102,000

Structural Terms — Settled

25-year contract duration • payment trigger: Financial Close • CPI-indexed annually.

Matters for Confirmation

- Whether the developer plans to offer a separate neighbour/landholder benefit-sharing program, similar to the Wooderson precedent.
- Whether the developer will accept an annual-in-advance payment structure.
- Whether the developer accepts the proposed CPI reference index.

SAMPLE NEGOTIATING POSITION — NARDOO PLAINS SOLAR + BESS (180MW / 480MWh)*Plains Energy Storage JV • Nardoo Shire Council***Regulatory Basis (Settled Fact)**

This project is subject to the PSICBOLA 2025 mandated regime, triggered via its ≥ 1 MW solar component. A Social Impact Assessment and an executed Community Benefit Agreement are required before a development application can be properly made — stated as a direct fact, not an inference.

Target Rate & Justification — Built Bottom-Up**\$225,000/yr**

Solar: $180\text{MW} \times \$850/\text{MW/yr}$ (Wooderson Solar Farm) = \$153,000/yr. BESS: $480\text{MWh} \times \$150/\text{MWh/yr}$ (Rutherglen BESS) = \$72,000/yr. Combined: \$225,000/yr — precisely the ceiling of the computed \$14,458–\$225,000/yr benchmark range, demonstrating the figure is comparable-derived, not inflated.

Allocation — This Run and Cumulative

Priority	Run 3 Allocation	Cumulative (Runs 1–3)
Road resealing program	\$50,000	\$170,000
Aquatic centre upgrade sinking fund	\$0	\$110,000
Youth services expansion	\$75,000	\$140,000
Library & community hub upgrade	\$40,000	\$87,500
Aged care and disability access improvements	\$60,000	\$82,000
Total	\$225,000	\$589,500

The aquatic centre is left untouched this cycle since its cumulative \$110,000/yr is already proportionally the best-funded gap in the corporate plan.

Structural Terms — Settled

25-year contract duration · payment trigger: Financial Close · CPI-indexed annually.

Matters for Confirmation

- Whether PSICBOLA 2025 itself mandates the 5% admin surcharge both Wooderson and Rutherglen carry, or whether it's specific to those two agreements — the one item blocking this run's external release (see the companion Sample QA Readiness Review).
- A fund governance and ring-fencing mechanism, not yet resolved internally.
- Whether Council pursues a developer-funded wastewater augmentation contribution, separate from the annual CBA payment.
- Whether Council seeks a cumulative-impact coordination clause referencing the other two concurrent projects.

Across the Three Runs

Nardoo Ridge Wind, Coolibah Solar, and Nardoo Plains Solar+BESS were negotiated as a single portfolio, not three isolated exercises. Council's first move set the template: Nardoo Ridge's ceiling-anchored, same-regime justification carried directly into how Coolibah and Nardoo Plains were built, and the priority-allocation table tracked a running cumulative total across all three so no single fund was double-counted or left over-committed.

Priority	Cumulative (Runs 1–3)
Road resealing program	\$170,000
Aquatic centre upgrade sinking fund	\$110,000
Youth services expansion	\$140,000
Library & community hub upgrade	\$87,500
Aged care and disability access improvements	\$82,000
Total	\$589,500

One of these three runs — Nardoo Plains — wasn't cleared for external release until a Step 8 QA gate was resolved. See the companion *Sample QA Readiness Review* for what that gate caught and why it matters.

SEE HOW THIS WAS BUILT

Book a CBA Readiness scoping call, or open Module 4 yourself at consultancydd.com/council/negotiation-position-builder/ to run it against your own council's project pipeline.

All figures on this page — workforce numbers, funding gaps, project MW/MWh, benchmark ranges — come from the fictional Nardoo Shire pilot dataset. Nardoo Shire Council, Highwind Energy Partners, Coolibah Solar Pty Ltd, and Plains Energy Storage JV are fictional entities created for this training run. Do not reuse these figures in client-facing material without swapping in a real council's verified Regional DNA Profile and Project & Impact Map.