



16 March 2015

Independent Pricing and Regulatory Tribunal
Level 15, 2-24 Rawson Place
Sydney NSW 2000

**RE: APPLICATION FOR A SPECIAL RATE VARIATION BY CITY OF
WILLOUGHBY COUNCIL**


The Australian Hotels Association (AHA) NSW notes that the Independent Pricing and Regulatory Tribunal have received an application from the City of Willoughby Council for a special variation to their regulated general income, as provided for under Section 508A of the *Local Government Act 1993*. The application requests an 27.1% cumulative rise in rates over 7 years, to be retained until 2021/22, for the purpose of infrastructure maintenance and renewal. The AHA NSW wish to formally submit an objection to the proposed variation.

Special Rate Variations (SRVs) are intended to provide a mechanism for councils to address funding shortfalls by raising income above the rate peg, either for a specific year or several years running. The assessment criteria for an SRV emphasises that the impact of the rise on affected ratepayers must be reasonable, taking into account current rate levels, the existing ratepayer base and the proposed purpose of the variation.

The grant of a special variation is conditional upon a council demonstrating that they have extensively engaged with their community about their financial position and projections, ascertained the community's service delivery and expenditure priorities, and importantly, considered the community's capacity and willingness to pay higher rates.

As a federally regulated industry association representing employers of labour, AHA NSW represents almost 2,000 hotels across NSW, including several in the Willoughby Local Government Area. Like all others across the state, Willoughby hotels are operating under the recently introduced risk-based licensing fee scheme, which has the potential to add many thousands of dollars to their operating costs. These fees represent a substantial new financial burden to our members, the majority of whom are independent small business owners, and will negatively impact upon the capacity of hotels to pay rates that are higher than the current rate.

These costs are in addition to the significant capital invested by hoteliers to ensure that their premises are compliant with various new legislative requirements imposed upon them in recent years. The implementation of the *Smoke-free Environment Act 2000* in particular necessitated that many hoteliers take on additional debt obligations



in order to refurbish their venues to ensure that patron comfort and amenity were not adversely impacted. Much of this debt is still extant, and places significant financial pressure on hotel operators in an increasingly crowded, competitive market.

The AHA NSW acknowledges that the City of Willoughby Council undertook community consultation as required by the *Guidelines* issued by the NSW Office of Local Government. It was disappointing, however, that the survey was only administered to residential ratepayers, and that feedback about the proposed rise was not actively sought from the business community. Engaging the whole community – businesses as well as residents – is an important part of the application process for a rate variation, and without this feedback mechanism, the concerns of hotels in the area were unable to be meaningfully communicated. A further impost on businesses will place yet more financial pressure on our members in the region, at a time when their operational costs are already increasing.

Taking into account current rate levels, the existing ratepayer base and the stated purpose of the variation, the proposed rise is both exorbitant and unreasonable. Hotels already contribute substantially to the Council in the form of rates, and to the wider community through charity and sporting groups. On behalf of our member hoteliers, the AHA NSW therefore objects to the Special Rate Variation application.
Yours faithfully,



JOHN WHELAN
Chief Executive Officer