Shaping strategy and trust
to unlock lasting regional investment.

Grantus

Enabling Infrastructure Readiness Checklist

For councils and water corporations preparing housing, trunk infrastructure and worker accommodation projects for investment contributions

Housing enabling and trunk infrastructure projects are judged on what they make possible: homes, serviced land, worker accommodation, private investment, jobs, resilience and liveability. This checklist helps councils and water corporations test whether a project is ready before the next funding windows open.

10 tests for investment readiness in enabling infrastructure project

1. The constraint is specific

A strong case does not say, "We need infrastructure to support growth." It identifies the exact things stopping development from proceeding. That might be a sewer pump station, water main, road intersection, power upgrade, drainage issue or trunk infrastructure gap.

Can you clearly show what is holding things back at this moment?

Evidence to prepare:

- ☐ Servicing advice
- ☐ Infrastructure capacity assessment
- ☐ Water or sewer modelling
- ☐ Road network assessment
- ☐ Developer or landowner correspondence
- ☐ Planning or structure plan evidence

2. The unlocked outcome is quantified

Funders are not only assessing what you want to build. They are assessing what the infrastructure unlocks.

Can you quantify the homes, lots, beds, hectares, jobs and investment enabled by the project?

Evidence to prepare:

- ☐ Number of homes or lots unlocked, now and into the future
- ☐ Types of housing/development, e.g. worker accommodation
- ☐ Industrial or commercial hectares activated
- ☐ Private capital enabled
- ☐ Construction and ongoing jobs, during and after
- ☐ Businesses able to expand or locate
- ☐ Timing of development once infrastructure is delivered

3. The investment would not happen without the infrastructure

This is the "why government?" test. A strong case shows that the project removes a real barrier, not just a convenient gap.

Can you prove that development, housing or private investment is stalled without this infrastructure?

Evidence to prepare:

- ☐ Stalled development evidence
- ☐ Private investment contingent on infrastructure
- ☐ Serviced land shortage evidence
- ☐ Housing demand evidence
- ☐ Cost barrier analysis
- ☐ Market failure or sequencing issue

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4. There is a real proponent, not just a future possibility

Enabling infrastructure funding is stronger when there is a credible party ready to act. A vague future user is weaker than a committed landowner, developer, utility, employer or delivery partner.

Who is ready to move if the infrastructure is funded?

Evidence to prepare:

- ☐ Developer commitment
- ☐ Landowner commitment
- ☐ Anchor tenant interest
- ☐ Water corporation support
- ☐ Council resolution or executive endorsement
- ☐ Co-contribution confirmation
- ☐ Delivery partner commitment
- ☐ Timing for private investment to proceed

5. The site is actually ready

A good site is not the same as a ready site. Funders will look for projects that can move within the funding timeframe.

Is the land capable of being activated once the infrastructure is delivered?

Evidence to prepare:

- ☐ Zoning status
- ☐ Planning permit pathway
- ☐ Land ownership or tenure
- ☐ Environmental constraints
- ☐ Cultural heritage considerations
- ☐ Utility approvals
- ☐ Procurement pathway
- ☐ Known risks and resolution plan

6. The co-contribution is real and evidenced

Co-contribution cannot be treated as a budget assumption. It needs to be confirmed, credible and backed with cash.

Can you prove who is contributing and when the money is available?

Evidence to prepare:

- ☐ Council budget allocation
- ☐ Board approval
- ☐ Developer contribution
- ☐ Water corporation contribution
- ☐ Loan facility or capital allocation
- ☐ Written partner confirmation
- ☐ Cashflow evidence
- ☐ Staged funding model

7. The project fits the region’s economic logic

The project should not feel like an isolated asset. It should connect to the region’s growth story: housing, jobs, industry, liveability, resilience or productivity.

Can you show why this project matters for the region, not just the site?

Evidence to prepare:

- ☐ Local economic development strategy
- ☐ Regional economic development strategy
- ☐ Housing strategy
- ☐ Industrial land strategy
- ☐ Workforce shortage evidence
- ☐ Population or employment forecasts
- ☐ Sector growth evidence
- ☐ Supply chain or service access evidence

8. The delivery model is credible

Funding bodies need confidence that the project can be delivered without creating avoidable delay, cost risk or governance confusion.

Can you show who will deliver it, how it will be governed and what risks are already understood?

Evidence to prepare:

- ☐ Project implementation plan
- ☐ Milestones
- ☐ Delivery owner
- ☐ Governance structure
- ☐ Procurement approach
- ☐ Supplier or contractor quotes
- ☐ Risk register
- ☐ Approvals pathway
- ☐ Operations and maintenance responsibility

9. The public value is clear

The asset is not the outcome.
The outcome is what the asset makes possible.

Can you explain the public value in plain language?

Public value may include:

- ☐ More housing supply
- ☐ Worker accommodation
- ☐ Local jobs
- ☐ Regional productivity
- ☐ Housing affordability or availability
- ☐ Better access to services
- ☐ Climate resilience
- ☐ Reduced pressure on existing infrastructure
- ☐ Improved liveability
- ☐ Reduced risk or avoided cost

10. Will it survive scrutiny?

The strongest applications are built around the questions assessors are likely to ask.

Can your project answer the hard questions before they are asked?

Key scrutiny questions:

- ☐ What exactly is blocked right now?
- ☐ What happens if the infrastructure is not funded?
- ☐ Why should government contribute?
- ☐ Who else is paying?
- ☐ What evidence proves demand?
- ☐ What investment is genuinely unlocked?
- ☐ Why is this site ready ahead of others?
- ☐ Can it be delivered in the required timeframe?
- ☐ What risk remains, and who owns it?
- ☐ What public value will be visible after completion?
- ☐ Why this project and not another?

What a strong project submission should include:

Before the next funding window opens, prepare:

- ☐ One page project summary/prospectus
- ☐ Infrastructure constraint map
- ☐ Clear scope of the project
- ☐ Dwellings, beds, lots or hectares to be unlocked
- ☐ Evidence of private investment or partner commitment
- ☐ Housing, workforce or industrial demand evidence
- ☐ Cost estimate and basis of estimate
- ☐ Co-contribution evidence
- ☐ Planning and approvals status
- ☐ Delivery milestones
- ☐ Governance model
- ☐ Risk register
- ☐ Public value summary
- ☐ Letters that confirm real commitments, not generic support

The more advanced these are before funding is announced, the easier it is to demonstrate readiness.

Grantus is your trusted partner in funding, strategy and investment planning. We help organisations secure and manage funding, navigate complex governance and deliver transformational projects that create lasting impact.

Need to test your project before the next funding round opens?

Grantus helps councils, water corporations and public purpose organisations build investment ready cases that hold up under any scrutiny.

We work across infrastructure, environment, worker accommodation, water, resilience and public value investment cases.

We don't chase funding.
We build cases and decisions that deserve approval.

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