

Grantus Key Capabilities

Founded in 2007, Grantus is a regionally based consultancy specialising in strategic advisory services for regional councils and water corporations. Our mission is rooted in promoting strong leadership, accountability, and transparency to bolster regional Australia.

We work closely with public sector organisations to integrate robust governance practices into their decision-making processes, ensuring responsible and effective governance across all levels while maximising leveraged funds.

Led by Founder and CEO Simon Coutts, Grantus boasts extensive

expertise spanning governance, local government and public sector utilities. Simon's expertise covers public sector governance and risk management, government funding, strategy development, project management, international relations and international environmental law, and environmental science.

When you work with Grantus, you work with a small, dedicated team of highly experienced experts in public sector operations, governance and risk, strategy and projects, communications and community engagement, as well as grant writing and tendering. Simon manages and oversees all projects, adeptly navigating political landscapes to deliver impactful public benefits.

Strategy **Grantus can:**

- ✓ Act as a trusted strategic advisor and mentor to executives, CEOs and Managing Directors
- ✓ Identify investment priorities and create compelling business cases and strategies for large-scale infrastructure projects and seek funding of these
- ✓ Advise on strategy and investment priorities
- ✓ Advise on renewable energy transition initiatives
- ✓ Run Department of Treasury and Finance accredited Investment Management Standard workshops
- ✓ Advise on water supply and wastewater governance and risk register
- ✓ Develop advocacy and funding strategies and plans for large government investments

Strategy micro case studies

Coliban Water

Grantus has worked with Coliban Water for several years, supporting them with expert insights and industry knowledge. Grantus helped them prioritise a long-term strategic water supply infrastructure investment, to improve water security for the next 50 years. Benefiting waterways, communities and 100,000+ customers across 16,500 square kilometres in North-Central Victoria, Grantus provided clarity on the options available to them through masterful facilitation and was able to contextualise many complex and multidimensional issues.

Yarriambiack Shire Council

Grantus developed a Master Environment Strategy for Yarriambiack Shire, a local government area covering 7,158 square kilometres. This Strategy covered waste, recycle and resource recovery, water, land and biodiversity, and climate

action. The strategy consolidated a number of previous plans, and involved extensive community engagement activities and Councillor involvement to ensure the strategy and its actions were meaningful, achievable and supported by their community.

Engage Grantus for strategy if you:

- Want a strategy partner with deep expertise in public sector accountability and transparency
- Want to leverage significant funding from state or government agencies. Understand that strategy isn't created in a vacuum without effective stakeholder engagement.
- Are ready for a long-term, holistic approach on complex issues, that incorporates community, engagement, environment, cost-benefit analysis, and clear, detailed recommendations.



Governance **Grantus can:**

- ✓ Advise on relevant compliance and regulations pertaining to local government, environment and water corporations
- ✓ Create your Governance Framework or Governance Structure that clarifies governance procedures, enhances decision-making processes, and improves oversight mechanisms
- ✓ Provide governance, cultural and health and wellbeing training for staff, Councillors and Boards.
- ✓ Develop and deliver capacity-building and training
- ✓ Develop and review key policies including your Ethics policy, Transparency and Accountability policy, Diversity, Equity and Inclusion policy
- ✓ Develop Risk Management and Internal Controls frameworks as well as key processes to assess, mitigate and monitor risks
- ✓ Performance Evaluation and Benchmarking, including the development of key performance indicators
- ✓ Develop Ethics and Integrity Frameworks to establish and reinforce codes of conduct, ethics policies, and integrity frameworks

Governance micro case studies

Project governance (various)

Establish and manage project governance arrangements for projects ranging \$10m–200m, from feasibility stage, through to project planning stages. Activities include establishing project control groups, project plans, reporting requirements, risk management plans and stakeholder requirements.

Risk management (various)

Review and establish a risk management framework, conduct risk workshops and provide training. A surprising number of projects require risk management plans and strategies, particularly those seeking government support. With a Graduate Diploma in Corporate Governance and Risk Management, and 10 years as a governance manager in the public sector, we know what's expected of our clients, especially when it involves government agencies or compliance.

Yarriambiack Shire

Yarriambiack Shire engaged Grantus to review its approach to developing their annual Service Level Plans. The assignment was a top-down, bottom-up approach that included a comprehensive review of legislative requirements and a fresh look at a templated approach for managers, supported by a Councillor-endorsed policy and framework. We finished this project by rolling out a training program for managers on the importance of service level plans to the business, the benefits to their areas, and how to complete these quicker, with fewer questions asked.

Engage Grantus for governance if you:

- Need to work with someone who you can trust and understands the complex regulatory environment that you operate in.
- Have identified a need for regulatory compliance.
- Have an internal problem with key staff, board, or council that requires conflict of interest management training, policy development or review, performance evaluation, or capacity building.



Stakeholder engagement and facilitation

Grantus can:

- ✓ Provide end-to-end stakeholder engagement and facilitation, including developing your Engagement Strategy Plan for any large-scale project or key decision, running community meetings and surveys on your behalf, and leading productive workshops to ensure diverse viewpoints are heard and discussions stay on track
- ✓ Public Consultation Management, including the organisation and running of town hall meetings
- ✓ Troubleshooting and mediation for high conflict or hostile situations where trust and communication has broken down, to find mutually acceptable solutions
- ✓ Evaluation and Reporting on your engagement and facilitation activities, to assess their impact, inform future actions, and provide project reports to relevant stakeholders.

Stakeholder engagement and facilitation micro case studies

Pyrenees Shire Council

Grantus successfully secured funding for a project in the Pyrenees Shire Council and assisted with community engagement, case study development and surveying community members to support the business case development.

North Grampians Shire Council

Grantus was engaged to help diffuse a divided community over the location of a proposed early years facility. The work involved establishing a stakeholder reference group, creating content for various media channels, and attending forums and drop-in sessions to bring the community back in alignment and the project back on track.

Southern Rural Water

Grantus played a pivotal role in establishing a shared vision and investment strategy for an irrigation district in regional Victoria, spanning multiple agencies and jurisdictions. The process involved establishing a reference group and holding multiple workshops for stakeholders over a two year duration.

Neon (Renewable Energy Developer)

Providing landowner liaison advise, talking to local landowners about a proposed Wind Energy development and location of transmission lines. Negotiated land access, agreements and conflicts with local communities.

Engage Grantus for stakeholder engagement and facilitation if you:

- Have a complex policy or project with multiple, diverse stakeholder groups requiring high level engagement and facilitation skills
- Have a potentially controversial issue or project that requires sensitive handling in order to minimise backlash and maximise positive outcomes
- Lack internal capacity to project manage a situation that requires stakeholder engagement, facilitation and evaluation and reporting
- Need an experienced project manager with meticulous attention to detail and high level governance expertise



Funding & Tenders **Grantus can:**

- ✔ Provide a holistic, end-to-end service to fund your organisation or project, including grant search, grant writing, grant management or business case development
- ✔ Identify relevant tenders, submit tenders on your behalf, and manage the entire procurement process

Funding & Tenders micro case studies

Lower Murray Water

Grantus worked with Lower Murray Water on a major water efficiency business case, over two years, from concept through to funding. Lower Murray Water was awarded \$38 million, with no financial contribution required by the client. This hugely successful outcome meant a massive saving on future investment to replace significant ageing assets and save significant amounts of water for environmental and cultural benefits.

Grampians Getaway – tourism operator

Northern Grampians Shire, through its business concierge service, funded Grantus to support Grampians Getaway, a large business in the shire. Grantus has supported Grampians Getaway several times in securing funding to upgrade amenities blocks, install renewable energy, and develop a master plan for a \$20 million+ wellness retreat.

GWMWater

Grantus secured a \$375,000 grant for an integrated water management feasibility study. The funding allows GWMWater to investigate the possibility of extending its water supply network, drought-proofing communities, and supporting a challenging viticultural industry. The application addressed social, environmental, and economic benefits, and if funded, it will offer significant long-term benefits to these communities.

Engage Grantus for grants and tenders if you:

- Want to engage a trusted partner with a proven track record of identifying, writing and successfully winning grant and tenders
- Are keen to explore a more strategic and proven approach to funding options for your project, plan or vision, now and into the future.
- Want to develop a funding framework and build internal capacity to manage this ongoing.

For local government councils and water corporations and organisations navigating complex policy and operational environments, Grantus offers unparalleled expertise.

With a proven track record and extensive experience in governance, strategy and engagement, every action and decision we take is informed, inclusive, and impactful.

Discover how Grantus can equip and empower your organisation today. [Contact us.](#)