



A.C.N. 005 304 254
INCORPORATED 1977

VICTORIAN INSTITUTE of RATE ADMINISTRATORS

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VIRA NEWS

JUNE, 1995

"Articles and advertisements are for the information of members only, legal advice should be sought from your own solicitors in regard to any legal matters."

PRESIDENT'S REPORT

Since my last report in the March newsletter, members will have weathered another "Cyclone April" (possibly the last for many of us). Most of the Committee are in the middle of restructure and therefore the committee has only met once since the country conference with the main topic of conversation the proposed further amendment bill which at this time has had its second reading.

The amendment bill introduces "income control" measures where the Minister may limit the amount of "general income" for the 1995/96, 1996/97 and 1997/98 financial years. "General income" includes general rates, municipal charges, service rates and charges.

The Minister needs to publish an order in Council by 30 June 1995 to set limits for Councils for the 1995/96 financial year and at least one month before the commencement of future financial years. The bill also alters rate payment dates for the 1995/96 rating period to full payment by 10 April 1996 or by four approximately equal instalment due by 31 December 1995, 28 February 1996, 31 May 1996 and 31 August 1996. For the 1996/97 rating period the due dates are in full by 10 April 1997 or by three approximately equal instalments due by 31 December 1996, 28 February 1997 and 31 May 1997.

While the amended dates initially confused me when reading the bill, a circular from the Office of Local Government sent to all Chief Commissioners/Mayors

clarifies the situation. The circular advises that while the financial year still ends 30 June the rating period will not come in line until 30 June 1997. For 1995/96 Councils are to declare rates for the period 1 October 1995 to 30 September 1996 and for 1996/97 declare the rate for the period 1 October 1996 to 30 June 1997.

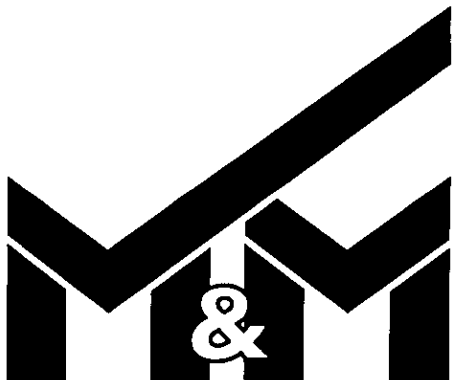
The stated purpose of the change is "... To give Councils further time to adjust to the changes, this Bill now delays the special 9 month rating period for a further twelve months." Budget still need to be adopted by 30 August and public notice of the proposed budget needs to include proposed rates in the dollar etc.

The bill also introduces amendments to voting entitlement for corporations, a proposed change to the voting penalty and a requirement to give public notice that voters' lists are available for inspection. Special voting and election provisions are also being introduced for the City of Melbourne.

Of course the best news to be kept for last is that a Bill to repeal the State Deficit Levy Act has also been introduced to Parliament.

So as you absorb these further changes and continue to face an uncertain future remember to keep smiling — it will cheer your friends and confuse your enemies!

Newsletter Co-Ordinator: Clare Bowkett Ph (03) 9490 4213 Fax (03) 9499 1391
Assistant Newsletter Co-Ordinator: Julie Pritchett Ph (03) 9742 0777 Fax (03) 9741 6237



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BISHOP COLLECTIONS PTY. LTD.

A MONEY SPINNER FOR THE STATE GOVERNMENT!!!

A NEW \$20 guide to Victoria's local government structure is an invaluable tool for gathering information, according to Minister for Local Government Roger Hallam.

Mr Hallam recommended the atlas, *New Patterns in Local Government*, to anyone seeking an easy-to-follow guide to local government in Victoria and recent reforms.

The atlas includes maps of council boundaries, brief histories, commissioners, chief executive officers, addresses, phone numbers, election dates and population figures.

Mr Hallam said the unprecedented changes in local government were no more visibly evident than on the state's municipal map, which now contained 78 councils, compared to the previous 210.

New Patterns in Local Government is available from Information Victoria. For more details, phone (03) 9651 4100.

CRANBOURNE SUN 16/5/95



LET'S KEEP TRACK

Martin King from Maroondah, formerly Croyden and Terry Everett from Nillumbik, formerly Eltham have both left the industry to go on to bigger and better things.

We wish you both well.

Noel Grant from Campaspe, formerly Deakin has resigned from the Committee. Noel was Junior Vice President and Professional Development Officer.

Thanks for all the hard work Noel.

John Stewart from Surf Coast, formerly Barrabool, has also left Council to become a property and rating consultant. John is specialising in Rating Strategies and Rural Road Numbering. He can be contacted on (052) 612 461 if he can be of service to anyone.

We wish you all the best John.

If anyone is moving on or knows of anyone who has moved on (or even if anyone knows anyone who has been appointed to a position) please contact Clare Bowkett on 9490 4213. Please hurry I don't know how much longer I will be here.





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Should you require any additional information please feel free to contact either Celia Gregory or Garry Stephens on (03) 670 5631.

SOUND FAMILIAR TO ANYONE OR SHOULD I SAY ANYROBOT...

LETTER FROM RATEPAYER

To Whom It May Concern,

Could you please waiver the interest charge of \$37.50 on my rate notice as I inadvertently misplaced my original notice and thought payment was due at the end of April.

I hope you consider my explanation favourably.

PART OF RESPONSE

Council has introduced a policy where interest may be waived on the first occasion the rates are paid late. However, a check of our records reveals that the rates have been paid late over the last three years and therefore the interest cannot be waived on this occasion.

RECEIVED WITH PAYMENT

To Whom It May Concern,

It seems obvious to me that computers and not humans are making the decisions at your office. As you have mentioned in your letter the records reveal that the rates have been paid late over the last three years. What your records don't show, obviously, is the fact that in that time my family was finding it difficult to pay the rates due to financial hardship.

Now that I've had my say collect my cheque and bank it before I receive another letter for those "additional charges".

I know this is going in one terminal and out the other so don't bother to respond I may think I'm dealing with a human.

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Geoff Fleming
(03) 558 0074 or 015 315 925

or

Gerry Pekin
(03) 879 0745 or 015 315 929

RATING STRATEGY AND INTERNAL WARD BOUNDARIES

For those Rate Administrators who are involved in preparing a Rating Strategy or Setting Internal Ward Boundaries for their Municipalities the following information may be relevant and of assistance.

Rating Strategy - Colac Otway Shire

Prepared February, 1995 for submission to Minister For Local Government.

Procedures

- Check the Terms of Reference contained in Proclamation Order;
- If possible, have a consistent Valuation Base Date. Time restraints did not allow this for the Colac Otway Shire;
- Prepare a profile of the previous Municipalities and New Municipality;
- Identify the different class of properties within the Municipality;
- Identify the savings Council wish to introduce through Rate Reductions.

In preparing the Rating Strategy for the Colac Otway Shire the former Municipalities had different Valuation Base Dates, Combination of NAV/CIV Rating, Rate In The Dollar ranging from 7.93 to 19.97 cents (NAV), Different Municipal Charges and Minimum Rates.

The Rating Strategy adopted by council included:

- For the 1995/96 year establishing a uniform CIV Rating System.

- Introducing a Uniform Municipal Charge
- Abolishing the current Minimum Rate
- Introducing the application of 9 Differential Rating Categories.

Internal Ward Boundaries

In preparing Internal Ward Boundaries for the Surf Coast Shire and Colac Otway Shire the following parameters were considered:

- Ward Boundaries follow Main Roads, Natural Features, Parish or Census District Boundaries;
- Retaining, as far as possible, Respective Communities of Interest within one Ward;
- The number of Voters represented by each elected member does not vary by more than 10% from the average number of Voters per Councillor for entire Municipal District, according to Section 220 (1) of the Local Government Act.

It should be noted that a Deputation has been made to the Office of Local Government to alter Section 10 (1) of the Act to change the minimum number of Councillors from 9 to 5.

The Colac Otway Shire's preferred option is 7 Councillors and 5 Wards and is currently open for Comment and Submissions.

For further information or assistance in relation to these matters please contact Mr. J. Stewart, Property/Rating Consultant. P.O.Box 383, Torquay, 3228.Tel. (052) 612 461.

KEEP THESE DEFINITIONS IN MIND DURING YOU'RE NEXT ANNUAL REVIEW

Personal Traits	Far exceeds job requirements	Exceeds Job requirements	Meets job requirements	Needs some improvement	Does not meet minimum req.
Quality	Leaps tall buildings with a single bound	Must take running start to leap over tall buildings	Can only leap over a short building or medium one with no spires	Crashes into building when attempting to jump over them	Cannot recognize building at all much less jump over one
Timeliness	Is faster than a speeding bullet	Is as fast as a speeding bullet	Not quite as fast as a speeding bullet	Would you believe a slow bullet?	Wounds self with bullets when attempting to shoot gun
Initiative	Is stronger than a locomotive	Is stronger than a bull elephant	Is stronger than a bull	Shoots the bull	Smells like a bull
Adaptability	Walks on water consistently	Walks on water in emergencies	Washes with water	Drinks water	Passes water in emergencies
Communication	Talks with God	Talks with the angels	Talks to himself	Argues with himself	Loses those arguments



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Membership is extended to all
Rate administrators, Deputy Rate administrators and Rate Office Staff.
The class of membership available are:—

FELLOW:	A person who is and has been for a period not less than five years, a practising Rate Administrator.
MEMBER:	A person who is practising Rate Administrator of less than five years service as such.
ASSOCIATE:	A person who is a practising Deputy Rate Administrator.
AFFILIATE:	A person or company that has demonstrated an interest in furthering the profession of Rate Administration.

Annual Subscription applicable to each class of membership is as follows
and should be submitted with this application. ➔

FELLOW	MEMBER	ASSOCIATE	AFFILIATE
\$50.00	\$50.00	\$30.00	\$20.00



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— APPLICATION FOR MEMBERSHIP —

Name
(Surname) (First Name)

Period of Employment in present status: Years

Municipality

Position

Address for Correspondence
.....
.....

Telephone: (Private)

(Bus.)

Class of Membership:

Subscription:

Signature:

Proposer:

Date:



Victorian Institute of Rate Administrators

The newsletter is published four times yearly. It is a great way to have your say on any issues or let others know about particular problems you've experienced and how you dealt with them; OR perhaps ask for advice on issues you have not come across before.

Information or articles on topics such as:

Changing Legislation and its effects

Regional News

Faces Going Places

Welcome to New Members

Odd Spots

Events/Seminars

Professional Development

Relevant Cartoon Strips

would all be appreciated.

If you have any contributions or articles contact Clare Bowkett at the Banyule City Council.


Telephone Number: 490 4213

Facsimile Number: 499 1391

Help Your Newsletter Work for You

RUSH JOB CALENDAR

MIR	FRI	FRI	FRI	THUR	WED	TUE
8	7	6	5	4	3	2
16	14	13	12	11	10	9
23	22	21	20	19	18	17
32	29	28	27	26	25	24
39	38	37	36	35	34	33

1.  This is a special calendar which has been developed for handling rush jobs. All rush jobs are wanted yesterday. With this calendar a client can order his work on the 7th and have it delivered on the 3rd.
2. Everyone wants his job by Friday, so there are three Fridays in every week,
3. There are eight new days at the end of the month for those end-of-the month jobs.
4. There is no 1st of the month — so there can't be late delivery of end-of-the month jobs on the 1st.
5. A "Blue Monday" or "Monday morning hangover" can't happen, as all Mondays have been eliminated.
6. There are no bothersome non-productive Saturdays and Sundays.
7. With no 15th, 30th or 31st, no "time-off" is necessary for cashing salary cheques or paying bills.
8. "MIRDAY" — A special day each week for performing miracles.

**This article may be relevant
to a few members at this time.**

In short Consultants require:

- no knowledge about the business
- a gift for stating the obvious
- a knowledge of silly phrases

Does anyone qualify???

PUT YOUR CHILDREN INTO CONSULTANCIES, MRS WORTHINGTON.

NOW THAT the VCE results are out, concerned parents keep walking up to me and asking: "In this godless age of economic rationalists, what vocation should I point my kids at so that they can make the most money in the shortest possible time?"

In this spontaneous vein, they continue: "How can I be sure my kids realise the Australian Dream, so that one day they can drop of their kids at Scotch or Fintona in a black Land Cruiser with turbo in the front and a matched pair of albino huskies in the back?"

Fine ideals. And good questions. But so often those who ask them don't understand the new age. They think their kids should open automotive parts shops or become orthodontists or solicitors. True, there's much to be said for the nine-cent engine bolt that retails for \$17.40. And yes there's money in straightening teeth or suing people who cause genocide by exhaling cigarette smoke.

But shops require capital. Dentistry requires engineering skills, as well as a gift for knowing just when to ask three-part questions of people whose mouths are stuffed with cotton wool and iron mongery. The law demands intellectual rigor.

That's why I recommend business consultancy as the Career for the 1990s. An orthodontist thinks it a big deal

if he quotes you \$3,800. No half-serious business consultant would quote you under \$100,000 for a report. Some clients would regard a \$100,000 report as offensively cheap.

Look at young Warwick Fairfax, now retired but still the holder of several world records as a patron of consultants. When he was buying the company that owns this newspaper, he paid tens of millions of dollars in success fees — for advice that all along, was demonstrably the stuff of failure. Warwick paid swarms of others for advice — then paid them even more to go away and stop giving him advice.

The work is everywhere, the money fabulous. You had a consulting firm's report and think: "What a lot of wind." Then you ask: "How much did this cost?" And the man who commissioned it, beaming as if he has just picked up the Mona Lisa at a Whycheproof clearing sale, says; \$600,000." What, you wonder, would the English-language version cost?

Parents say; "My son couldn't be a consultant because he doesn't know anything about the industries he'd have to advise on — his only business experience is a paper round." Irrelevant. Modern business likes to be instructed by people who know nothing about the industry concerned. This is because the business people

themselves often don't know much about the industry concerned. They need an escape hatch: "Well, don't blame me: the consultant's report said we had to sack everyone with blond hair . . ."

Let's look at qualifications that do matter. Apart from a plausible manner, one needs a gift for stating the obvious, but — and this is everything — in a wordy and pretentious way. You don't write: "We think the dried fruits industry is stuffed." You write: "The dried fruits industry is experiencing a period of negative evolution and needs to address long-term problems to avoid falling into a spiral of degeneration."

Reports should define the problem rather than attempt to solve it, and for a good reason. Most of the time you won't know what the solution is any more than the people who hired you.

A Knowledge of silly phrases is essential. How else are you going to stretch the thing to 100,000 words? An industry needs to have a "vision". Those who run it need to be on a "mission". There is always a "scale of key improvement opportunities". Infrastructures should be "rationalised". "Interrelated strategic issues" need to be "optimised".

Always say the "culture" needs to change. Chief executives like this because it gives them an excuse to sack subordinates who know more than they do. It's easier to do so when you can say: "Jack, you know how much I admire your work — It's just the consultant's report says you're a non-strategic humanoid element."

Reports should contain lots of bar graphs, flow charts and coloured arrows. Though often meaningless, these impress people. One of the best tricks is a diagram called the "circle of decline", which shows how the industry will disappear if nothing is done. This scares the hell out of people. There should also be a video presentation.

● collection of meaningless images will do.

A good consultant is adaptable. He or she knows it is crucial to tell executives or politicians what they want to hear. Thus when seeking to obtain a commission for a \$950,000 report, it is important to seek the right sponsor. It is pointless going to someone like Rupert Murdoch. Never go to people who actually understand the enterprises they run. The ideal client is the well-meaning impostor who lives by consensus.

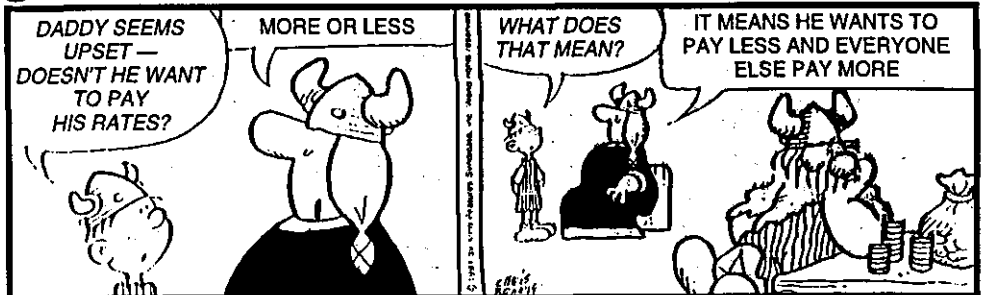
Now to the most important part: titles. These days everything has to have a brand name. It is pointless writing a report if it doesn't carry a

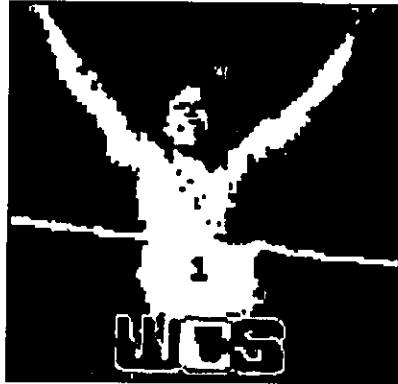
Never go to people who actually understand the enterprises they run. The ideal client is the well-meaning impostor who lives by consensus.

silly title. Think only of some of Canberra's successful promotions: One Nation, Working Nation, Creative Nation. All right, they haven't changed your life. No matter: they sound as though they will.

The trick is to find that felicitous combination of words. "Working Creative Directions for 2010" — now there's a splendid-sounding title. Who's going to argue with the work ethic, creativity, leadership and the certainty that the new century is half a decade away? Such a title is worth \$100,000. Add 50 bar charts and 100,000 words of appalling English and you're looking at a \$500,000 "blueprint".

Or to put it another way, orthodontists work cheap.





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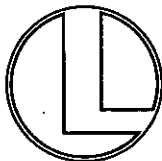


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