

## CAPABILITY STATEMENT

### ABSTRACT

*Vision - wealth creation in remote Australia to create self-determination - sustainable land use – mediation/alternative dispute resolution and facilitation – NMAS Accredited Mediator - stakeholder management and high level strategic advice – project design and facilitation – financial and commercial facilitation- vast in-country and operational experience – based Cairns and Sydney – majority indigenous ownership and jointly managed - Terry O’Shane – George Macdonald – Registered indigenous supplier company by Supply Nation and ICN/Black Business Finder- ongoing and past mandates include GIAC, Balkanu Aboriginal Corporation, North Queensland Land Council, Quandamooka/QYAC, South Queensland NTS and various other Land Councils and Aboriginal Shire Councils, Adani, Swire Pacific, Lendlease , Peninsular Business Alliance, PM&C and Queensland Department of Aboriginal & Torres Strait Islander Partnerships, North Queensland Civil Construction and numerous other commercial organisations and stakeholders - Sponsors/delivery partners include Gresham Partners and Ernst & Young - Rates*

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## PROFILE

### Our Vision

We recognise a wealth of potentially sustainable economic options and projects in remote Australia, capable of delivering cultural, social, environment and economic outcomes for traditional owners in country.

We acknowledge the many traditional owners who have both the capability and desire to embrace a way of life and land use on their country, which and creates private and community wealth without reliance on Government funding. We believe such wealth creates personal and community options essential to self-determination.

We are resourced to serve indigenous communities, organisations and individuals who choose to pursue a sustainable economic pathway to development of their country and their communities as a mediator, facilitator, advisor and/or commercial partner.

### Our Operating Principles

We:

- operate as an independent consultancy
- operate in and are connected to country- **we do not operate remotely, as a matter of respect and function**
- recognise a holistic approach to sustainable development including social and environmental markers
- are committed to indigenous economic development including training, employment, business development, resource ownership and management
- identify and facilitate commercial opportunities which will support sustainable compacts between indigenous communities and the private economy where all participants can engage positively to satisfy cultural, social, environmental, corporate and economic imperatives
- support the integration and optimisation of cultural, social, environmental, corporate and economic imperatives of both in country and private sector participants/partners
- seek to promote sustainable capacity development and local capital formation and accumulation
- operate on a for profit commercial basis under agreed commercial mandates

### Our Services

We provide the following mediation, facilitation and consulting services:

- general and commercial mediation/alternative dispute resolution services (NMAS Accredited Mediator)
- strategic advice on economic opportunities and development strategy for communities, individuals and corporations
- strategy and/or project identification, prioritising, analysis and structuring to achieve “investable” status

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- project and financial facilitation including identification and introduction of external private sector partners and sources of finance
- access to national and political networks
- community consultation relating to the development of economic opportunities within the indigenous estate to achieve “investable” status
- advice, engagement and consultation on identification, structuring, implementing and measuring of sustainability and reconciliation initiatives by corporate Australia
- advice, engagement and consultation on implementing, satisfying, managing and monitoring the indigenous engagement requirements for Government infrastructure contracts

## Our Background

The principals of our company came together after substantial careers to start this venture in early 2013. With our partners, we have deep networks across indigenous and corporate Australia, and particular links into North Queensland and Northern Australia. Our skills and track record include legal, financial, accounting, process and impact monitoring and evaluation, investment banking, corporate and project financing, micro finance, project origination and management, international development aid, Native Title mediation, trade union liaison and management, stakeholder management and mediation across legal, social and environmental management issues and Government liaison. We have particular skills in large scale land management and development projects including agriculture, social housing, civil works and infrastructure, mining and energy, tourism and carbon farming.

## Completed and Ongoing Mandates include:

**Gladstone Indigenous Aboriginal Corporation** – Strategic advice on a general and project specific basis around engagement with potential private section and Government partners

**North Queensland Land Council** – Ongoing advice on establishment of a business development support platform to support Prescribed Bodies Corporate and communities engaging with Government and private sector in local economic opportunities.

**Regional Development Corporation** – Advice and facilitation on strategy and engagement with Government and private sector partners on various opportunities within the indigenous estate on the Western Cape including housing, agriculture, cattle and tourism.

**Peninsular Business Alliance** – Advice and continuing administrative support for indigenous Councils, Traditional Owners and businesses in Cape York seeking to establish a body to represent their commercial aspirations with particular reference to the \$210 million CY Road Project and new bauxite mining developments at Weipa and Aurukun.

**Commonwealth Department of Prime Minister & Cabinet** – delivery of business development and establishment services for the PBA and various commercial mediations and facilitation

**Swire Pacific** – Advice and implementation on sustainability policy in PNG and stakeholder engagement with Kalari Trucking in NT/WA

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**Mort & Co** – Advice on facilitation and engagement with indigenous landholders regarding the live export of cattle from Northern Australia

**Comac Corporation** – Advice on facilitation and engagement with indigenous owners on civil works in CY including the purchase with a 50:50 indigenous partner of NQCEC, an accredited civil works company capitalised at A\$7 m.

**Lendlease Construction** – Facilitating engagement between Lend Lease, Government and affected indigenous communities on the redevelopment of \$4 billion value of Australian Defence facilities in Northern Australia covering commercial, social and environmental issues.

**Adani** – on ground stakeholder management including strategic advice and commercial and financial facilitation to stakeholders seeking to partner with Adani on the Carmichael Coal Mine construction and operation

**NQCC** – stakeholder management and strategic advice and services relating to set up for partnership with Rio Tinto/Amrun

**Quandamooka/QYAC** – strategic and commercial advice and facilitation

**Numerous other mandates** including various Land Councils, Aboriginal Shire Councils, commercial organisations and individuals.

## Our People



**Terry O'Shane – Managing Principal Merchant Seaman, Western Yalanji Elder.** Terry has deep connections to country, family, trade unions and communities in FNQ/CY and political links throughout Australia. In addition to his working life as a merchant seaman on both domestic and international shipping, he has held complementary roles around the merchant navy including advisory, employee development and mentoring, and as a Maritime Union of Australia representative and officer.

Terry has, during his long and distinguished career, served variously as an ATSIC Commissioner, Chairman and Director North Queensland Land Council (NQLC), UN Representative on the Rights of the First Peoples, representative to the International Labour Organisation and numerous community based organisations in FNQ seeking social and economic development outcomes.

In his role with ATSIC, Terry held portfolios for Social Justice, Employment, Native Title and Sport and Recreation. He has also worked by invitation with various Queensland Government Ministerial Councils and in particular for Water and Native Title. Whilst at the UN, Terry worked extensively in the development of that organisation's Declaration on the Rights of Indigenous Peoples. In addition, he attended the International Labour Organisation (ILO) for a two years process reviewing Convention 107, which was modified in that process to become ILO Convention 169. His tenure as Chairman of NQLC mirrored the shift by that organisation to become more proactive and focused on commercial outcomes for Traditional Owners from Native Title.

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Terry was also a world class athlete and represented Australia in triathlon. He still serves as a Director of the NQLC and the Committee for Reconciliation. In addition, he is a member of the Indigenous Advisory Panel for the ACTU and represents the MUA in Northern Australia. He lives in Cairns.



George Macdonald – Principal MBA (Columbia U), BComm/LLB (UNSW), NMAS Accredited Mediator (Australian Dispute Centre) – Based Sydney/Tamworth. Public Company Director, Key Executive, CEO, Finance Director, Executive Director and Executive Consultant level with key skills and experience in Natural Resources, Agriculture including cattle, Tourism, Civil Works, Finance, International and Indigenous Development, Project Origination and Management and Complex Public Stakeholder Management. Key skills cover mediation, alternative dispute resolution, operations management, project and business origination, M & A, financing with an industrial and natural resources bias - at a director and/or executive director/consultant level - with mandates inter alia

including Ebony Coal, Anaconda Nickel (now Minara Resources), Compass Resources, Adelaide Steamship Group Companies, Mallesons Lawyers, Whitlam Turnbull, Habitat for Humanity, Wutong Shu Estates, John Swire & Sons, North Queensland Land Council, Cape York Institute, APN Cape York, RDC Corporation and Balkanu Cape York Business Development Corporation. George was raised in rural NSW sheep/cattle business and has owned and traded cattle NSW and southern Queensland. He lives in rural NS and has operating bases in Cairns and Sydney.

### Ownership

We are 54% indigenously owned and jointly managed by the Principals. Accordingly, we qualify as an “indigenous corporation” under legislation proscribing qualifications by companies when bidding for Government contracts. We are registered/member as an indigenous supplier with Supply Nation and ICN/Black Business Finder.

### **Rates Are Available By Application**

Contact Details: [info@ombdincountry.com](mailto:info@ombdincountry.com)

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