

Capability Statement

Hi!

Welcome to Cunningham Partners.

Cunningham Partners design long term sustainable Stakeholder & Community Engagement solutions for infrastructure, construction, mining, energy & other projects throughout Australia.

Our engagement strategies focus on translating your vision to the wider public, while providing your project with an increase in local support and reduced disruption from external stakeholders. Our aim will always be to act as a bridge between your project and the community, and ensure that they see the benefits, not the burden, of your work for themselves and others.

How We Engage

With a focus on sustainable relationships, our engagement specialists work to acknowledge the needs of every stakeholder, while ensuring that your staff, your internal and external stakeholders all have access to the right information when they need it. From initial planning and design through to project completion, our team will work with your staff to maintain clear stakeholder communication channels, maximise workflow, improve timelines, and generate support for the project and your brand.

Our Engagement Specialists

Cunningham Partners stakeholder and community engagement specialists are drawn from government and industry, with experience across mining, energy, infrastructure and construction projects. We aim to match the skills of our engagement team to the complexities of the project, and the needs of the project staff making it happen.

Cunningham Partners aims to provide your project with a total engagement solution, from consultation to community engagement, dilapidation to drones, engineering to equipment, or anything else that your project, your stakeholders, or the wider community may need. Thank you for considering Cunningham Partners, and we look forward to working with you soon.

Regards,



Shannon Cunningham
Managing Director



Our Company

Established in 2020, Cunningham Partners was founded on the idea of combining tested engagement practice with 21st century thinking.

With a focus on integrating established practice with modern engagement strategies, Cunningham Partners aim to;

- ✦ provide clients with comprehensive, integrated services that utilise existing resources, encourage positive stakeholder engagement, and provide clear documentation & reporting throughout the life of a project;
- ✦ draw our staff from a range of industries & backgrounds, providing each individual project with support from a team of experienced multi-disciplinary engagement professionals;
- ✦ successfully manage projects ranging from smaller upgrades & repairs to large scale infrastructure & construction projects, working both independently and as part of an alliance;
- ✦ excel in our ability to successfully bridge the gap between principals, contractors, key stakeholders & the public across a range of projects and industries.

Differentiators

- ✦ Over 30 years' combined experience across aspects of strategic support, community engagement, data analysis & reporting.
- ✦ Our multidisciplinary team provide consultation and strategic support from concept through to completion of projects.
- ✦ Cunningham Partners uses the IAP2 framework to ensure best practice when engaging with stakeholders & the community, in line with the SA Government's 'Better Together' strategic policy.

2022 Client Snapshot



Our Directors



**Shannon
Cunningham**
Managing
Director

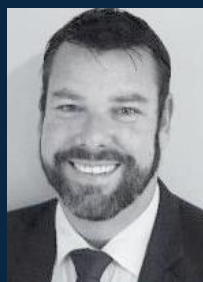
As Managing Director, Shannon brings over 20 years local and interstate experience in community development, stakeholder engagement & project management, across the housing, infrastructure, construction, mining, energy, defence, and transport industries.

With a background in community development, Shannon has previously worked in project management & service delivery roles with Department for Families & Communities, Department of Community & Social Inclusion and non-government agencies developing community-based programs for a range of clients.

Shannon is also a former Executive Director of the Australian Institute of Education & Training and former Director of Alternative Education Australia, where she focused on industry skills development programs.

During her time within the Department for Infrastructure & Transport, Shannon managed a range of complex and large-scale projects, in addition to providing support to many other local and regional infrastructure projects across Adelaide and South Australia.

Shannon has International Association for Public Participation (IAP2) certification, extensive experience in the SA Government Better Together initiative, and qualifications and background in project management, engagement, mediation, and community development.



**Brendan
Cunningham**
Director

Brendan brings over 20 years' experience in business development, program and project management, data analysis and reporting across sectors including community and public programs, education and training, and strategic planning & stakeholder engagement.

Throughout his career, Brendan has worked across government and non-government bodies developing accredited training programs, employment ready training packages, and apprenticeship opportunities for a range of industries, including building & construction, civil construction, engineering, horticulture, and others, while working with industry to provide qualified and competent personnel and contract staffing opportunities.

Brendan worked with industry and others to identify gaps in employee skills, qualifications, and licensing, while developing a series of initiatives designed to provide industry with highly effective staffing options.

Brendan is an MBA candidate, and has qualifications and a strong background in psychology, education and community development, and experience in tender writing, strategic planning, data analysis and program development.

WE LISTEN TO WHAT IS IMPORTANT

As engagement specialists, listening is what we do. That's why we listened when **our clients** told us what they needed from their **stakeholder & community engagement team**.

PRICE

CP knows that our clients are under pressure to deliver on budget and on time. Our quotes are designed to take the pressure off the budget bottom line.

As standard, all CP quotes **include the cost of your projects printing and distribution**.

CP **only invoices for time used**, so when we manage to save time on hours, that money stays in your hands.

For larger projects, we also **include services such as drone & timelapse photography, animation, and graphics**.

VALUE

CP knows that any provider's worth is measured in more ways than just price. That's why CP quotes also include;

Onsite staff community engagement training,

Site-based engagement staff for the life of the project, and

Hire and catering costs of community events and information sessions.



WE LISTEN TO WHAT YOU NEED

Every construction project provides its own unique challenges; however, some things don't change. Like the need for an engagement provider focused on attention to detail, on potential opportunities to better engage with project stakeholders, and on ensuring you can get on with the work you need to do.

QUALITY

Our job is to make sure you can get on with yours. CP prides itself on providing quality engagement strategies that;

Provide your tender submission with a structured engagement framework that meets both funding body and community expectations.

Are embedded within the project from start to finish, and

Focus on reducing site disruptions and delays.

TENDER SUPPORT

With a growing need for engagement support on major projects, CP aims to ensure that your project team is supported every step of the way. Our engagement specialists will work closely with your team to ensure that your tender submission considers every aspect of community and stakeholder need throughout the life of the project.

As standard, CP tender support submissions include;

Detailed stakeholder background assessment,

Site background reports,

Political, environmental, social, and indigenous engagement analysis, and

Clear and concise engagement timelines and plans.



WE LISTEN TO WHAT YOU EXPECT

REPUTATION

In the construction industry, **reputation is everything**. Your reputation is your advantage in a competitive industry, it is what helps win tenders. For us, your reputation is also a measure of success.

At CP, our client's reputation is at the forefront of what we do. Our engagement planning and frameworks are designed to ensure that key stakeholders, funding bodies and the general public work with your project, not against it.

SUSTAINABILITY

In today's world, it is important for every company to demonstrate a commitment to sustainable practices. That's why at CP, we focus on a sustainability through;

Continued development of digital and web-based tools designed to reduce project printing & waste,

A reduced carbon footprint by offering all staff the ability to work in hybrid and work from home capacities, and

Development of a carbon neutral action plan for all CP staff and contractors.



Our Services

At CP, we aim to provide not only a service that meets key communications, engagement, and contractual requirements, but an opportunity for project staff to work with our engagement specialists to develop their understanding of effective management of external stakeholders' needs, while working collaboratively to maintain project and reputational integrity.

Public participation

Public participation provides for proactive identification of project issues, opportunities, and concerns, while developing a framework for feedback, comments, modifications and required changes that encourages consensus and cooperation from stakeholders and the wider community. Using a variety of communication channels, information sources and interaction tools, public participation aims to provide stakeholders and the community with a participatory role in project success, while actively building support and project ownership.

In support of public participation, CP engagement specialists utilises the **International Association of Public Participation (IAP2)** spectrum of public participation to ensure best practice when engaging with stakeholders and the wider community.

Stakeholder consultation and engagement

CP stakeholder consultation involves the development of constructive, collaborative relationships through the life of the project that promotes meaningful and constructive project support and acceptance.

Our engagement specialists work to identify trends and emerging challenges within stakeholder groups, while actively engaging with stakeholders from a range of backgrounds and with varying levels of influence. Using both established and modern consultation, communication, negotiation, compromise, and relationship building tools, our aim is to provide a project with broad support across a range of stakeholders using messaging tailored to specific stakeholder need. This can include;

- ✦ Key stakeholder identification and analysis,
- ✦ Measure level of interest and level of influence,
- ✦ Business and opportunities development for locally owned and operated businesses,
- ✦ Using accessible technologies, social media and other online platforms, and
- ✦ Collaboration with cultural groups and individuals from culturally and linguistically diverse backgrounds, in addition to stakeholders with disability, environmental, and heritage interests.

Community sentiment analysis & reputation management

Sentiment analysis is critical in understanding how the community perceives your project and your brand. With a focus on reputation management, CP engagement specialists;

- ✦ Analyse and report on qualitative data gathered through engagement activities,
- ✦ Monitor interactions and social media sentiments,
- ✦ Report on and provide recommendations for strategy development and implementation.
- ✦ In consultation with indigenous providers, co-design stakeholder engagement strategies that are tailored and culturally appropriate,
- ✦ Provide insight in construction methodologies from a community impact perspective, and
- ✦ Provide opportunities to include community participation in project milestones and other events in creation of a positive project progress narrative.

Our Services

Tailored communication management

We recognise the most effective ways to increase client and stakeholder 'buy in' is to customise our methods of communication. Through research and understanding the demographic needs of an area, CP aims to tailor our communications to optimise interest of the project through;

- ✦ **Provision of communication services**, including strategy design and development, media liaison, media campaigns, tailored communication materials including discussion guides, print and distribution, telephone, and electronic communication services, and
- ✦ **Development of communication systems**, including strategies for programs, reviews, and evaluation for projects, as well as internal reviews of communication protocols and systems for clients.

Risk management

A meaningful and effective engagement approach includes managing and mitigating project risks through identification of the issues and concerns within the community. With a focus on risk management, CP engagement specialists provide;

- ✦ Support for project risk/issue registers that provide for preplanned proposed mitigations,
- ✦ Support with response management systems,
- ✦ Collaboration with project teams in development of risk management systems and frameworks, and
- ✦ Development of lessons learnt registers, response analysis and other risk management tools.

Facilitation

Successful facilitation takes experience and skill to optimise solutions that work for all involved. At CP, we work to create an inclusive environment where people are comfortable to express their views openly and collaboratively, using tools including;

- ✦ Administering public consultation processes, at local, state and national levels,
- ✦ Creating and facilitating community sessions, workshops, focus groups and individual meetings, and
- ✦ Facilitating engagement workshops for staff to upskill and learn valuable tools and legislation pertaining to social license, public participation and community engagement.

Evaluation and reporting

We understand that evaluation provides an opportunity to reflect and learn, assess the outcomes and effectiveness of a project and explore opportunities for improvement. That's why CP engagement specialists work with project staff in the development of formal reporting tools designed to provide genuine actionable feedback relating to project success, based on analysis of reliable, quantifiable evidence and information received. In evaluation support, CP engagement specialists provide assistance with;

- ✦ Reporting for internal and external use,
- ✦ Evaluation and monitoring to demonstrate outcomes and values, and
- ✦ Program review and recommendations.

Project Experience

As stakeholder engagement specialists, Cunningham Partners have worked across a range of projects, from smaller reparation work to larger infrastructure, construction, and major projects.

Examples of work completed by Cunningham Partners include engagement support, training, analysis and strategic consultation services for;

- ✦ Resurfacing,
- ✦ Creation of overtaking lanes,
- ✦ Curb refurbishment,
- ✦ Culvert and stormwater construction,
- ✦ Rejuvenation packages, including lighting, landscaping and footpaths,
- ✦ Junction upgrades,
- ✦ Public transport upgrades,
- ✦ Maritime new infrastructure and upgrades,
- ✦ Bridge construction,
- ✦ Service upgrades,
- ✦ Project data analysis and reporting,
- ✦ Cultural, geographic and demographic analysis,
- ✦ Social planning and research,
- ✦ Environmental, social and economic impact reporting,
- ✦ Design and construction strategic support,
- ✦ Workshops and community consultation,
- ✦ Preparation of tender, RFP, workshops and presentation,
- ✦ Community impact analysis,
- ✦ Stakeholder Engagement focused mining operations plan, and
- ✦ Communications and Media review.



Our Vision Statement

"Cunningham Partners aims to provide every project with innovative, flexible, & well-designed strategic solutions that bridge the gap between construction & the community.

We will work to ensure that your vision is delivered clearly, accurately, & in such a way that the public see the benefit, not the burden, of the project for themselves & the wider community."

Acknowledgement of Country

"Cunningham Partners acknowledges the Traditional Owners of Country throughout Australia. We pay our respects to Elders past and present."





Connecting People to Project

Cunningham Partners

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