

Grants & Tenders
Strategic Projects
Business Mentoring
Marketing

COMPANY PROFILE



@TSM Consulting

Grants & Tenders Strategic Projects Business Mentoring Marketing

Established in March 1988, @TSM Consulting works with private organisations, government and communities to assist in the realisation of their visionary projects.

Through consultation with government bodies, peak bodies, private enterprise and local communities, @TSM Consulting assists with project development, implementation of marketing strategies, business development and identification and achievement of potential funding streams.

With a business and marketing focus, the @TSM Consulting team has successfully worked throughout South Australia and interstate to deliver a range of outcomes to clients such as strategic planning, project management, business cases and marketing plans.

Our management team is supported by several specialist consultants as required.

We work with our clients on an ongoing basis to ensure their success.

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Project Funding Achieved



Local Government Projects – Funding Secured



1. \$1.0m for infrastructure planning for City of West Torrens.
2. \$7.0m for new Langhorne Creek Discovery Trail.
3. \$1.2m for new Seawall at Christies Beach.
4. \$2.0m secured for Whyalla 'Cuttlefish Coast'.
5. \$500,000 Meningie Jetty upgrade and Marina.
6. \$448,000 Coorong District Council for the creation of Recreation Park.
7. \$140,000 for Cape Jarvis Boat ramp upgrade.
8. \$5.2m for City of Mt Gambier precinct redevelopment.
9. \$6.3m for the City of Prospect (Prospect Oval and \$4.9m Prospect Road Masterplan).
10. \$864,350 for the Pt Augusta Airport redevelopment.
11. \$2m for Cowell Foreshore redevelopment.

Corporate Projects – Funding Secured

1. \$14m for Biosecurity Precinct at the SA Produce Markets.
2. \$1.6m for Precast United Robotic Mesh Machine.
3. \$1m towards luxury accommodation suites in the Barossa.
4. \$460,000 for Robotic Welder.
5. \$2m Potato Packing Facility for Zerella Fresh.
6. \$200,000 energy grant for Fennell Forestry to convert Semi Trailers to electric.
7. \$16m for The Bend Motorsport Park.
8. \$100,000 for Adelaide River Inn refurbishment in NT.
9. \$464,000 Prairie Hotel redevelopment.
10. \$500,000 for new Beerenberg Visitor Experience.
11. \$250,000 for upgrade of Daly Waters Hotel.
12. \$377,500 for Seppeltsfield Wines Jam Factory & Cellar Door / Restaurant development.



Not for Profit / Sports Projects – Funding Secured

1. \$500,000 towards redevelopment of Don Moseley Park.
2. \$600,000 for refurbishment of new changerooms at North Adelaide Football Club.
3. \$500,000 for new changerooms at Mundulla Football Club.
4. \$950,000 for Royal Flying Doctor Service.
5. \$600,000 Robe Golf Course expansion.
6. \$339,000 for redevelopment of Murray Bridge Golf Course.
7. \$10m for the Central Oval Far North Community & Sports Hub in Pt Augusta.
8. \$1.5m for Thoroughbred Racing redevelopment of Mount Gambier Racetrack.
9. \$2m for the Keith & District Sport & Rec Centre.
10. \$4m for the relocation of Croydon Kings Football Club.
11. \$200,000 for Vine Inn upgrade at Nuriootpa.



Strategic Projects



Strategic Projects



Evaluation & Transition Strategy – Purchase Regional Supermarket

- Work with community group to understand pros and cons of buying a supermarket.
- Develop process for them to consider purchase with all information (due diligence).
- Developed operational procedures to run the supermarket day to day.



SA Produce Markets – Biosecurity Precinct

- Secured \$14m outside of any grant process.
- Included working with SA Government (PIRSA), Growers, overseas businesses and SAPM.
- 12-month project to research demand, viability and potential loss should project not proceed.

Strategic Projects



German Arms Hotel

- Understand dynamics of business and marketplace.
- Develop Business Plan to drive growth.
- Implementation plan to ensure initiatives are actioned.



Fleurieu Milk Co

- Research the viability of building a Visitor Experience.
- Review sales potential and attendance figures.
- Determine competitor set and promotional mix.
- Outcomes was a Business Case for presentation to staff, Board, industry bodies and Government.

Strategic Projects



Pangarinda Botanic Garden

- Production of Future Vision Plan to ensure the ongoing sustainability of the Botanic Gardens.
- Worked with Volunteers and Council staff to develop a number of revenue raising activities.
- Developed strategies for the management, staffing and volunteers to ensure ongoing activity at the site.



Morphettville Infield

- Identify demand shortage for sports ovals in south and west of Adelaide.
- Identify opportunities to establish new ovals in south and west of Adelaide.
- Present economic, social and sports argument to facilitate government support.

Business Mentoring



Business Mentoring

1. Provide guidance and expertise
 2. Expand your network
 3. Set a tangible vision statement, objectives and strategies
 4. Goal setting and delivery
 5. One on one approach or workshops
- SA Business Chamber
 - City of Charles Sturt
 - Regional Development Australia Far North
 - Regional Development Australia Eyre Peninsula
 - Regional Development Australia Yorke & Mid North
 - Regional Development Australia Adelaide Hills, Fleurieu & Kangaroo Is
 - Polaris Business Development Centre



Marketing Portfolio



Banrock Station Wines

New Brand Development

Developed Brand positioning, Logo design, Packaging, Boardwalk construction, Advertising and Public Relations.



Fantastic Noodles and Rice Crackers

New Brand Launch

Developed Brand positioning, Sales strategy, New products, Packaging and Advertising.



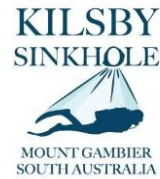
RSPCA Op Shops

Business Review

Business Review & Growth Strategy



Clients Who Trust Us



THEBARTONTHEATRE



@TSM Consulting Services

- Identification of funding streams
- Business Cases
- Strategic planning & development
- Feasibility / viability studies
- Brand development
- Project management
- Business development
- Advertising
- Tenders
- Sponsorship planning & feasibility



Peter Nicolaci



Tony Stacey

Can we assist you?