

Procurement Guidelines

Overview

This document provides guidance on acceptable procurement practices for projects that are funded through the Crown Reserves Improvement Fund (CRIF) grants program.

CRIF funding recipients from state and local government agencies must apply the procurement practices detailed within their respective agency policies.

Note: Information in this document is correct as at the date of publication. For the most up to date procurement information including declaration of interest forms, please visit the [Procurement | Crown Lands](#) section of the Crown Lands website.

General principles

CRIF funds are public money, so it is important that procurement processes are even-handed, transparent, accountable, and documented. The [Procurement code of conduct | Crown Lands](#) details the principles and behaviours that must be followed.

The aim of your procurement process is to engage a supplier that offers the best value for money. This is not necessarily the same as selecting the cheapest supplier. When making procurement decisions you should consider such things as: the price; the degree to which the goods or services being provided match your needs; whether the supplier has the skills to do the work; their availability to do the work when needed; and any trade references they provide or their experience in completing similar work.

Important: You will need to sufficiently document your procurement process so that you can demonstrate why you selected a supplier. You will need to include this information in your final project report, and it will be used if your project is selected for audit.

Procurement methodology

The procurement methods you use will depend on the value of each activity element within your approved project (as detailed in your original application, subject to any adjustments or direction in the funding deed).

Note that activities are discrete elements of your application for funding. Some applications will only have one activity while others may have multiple activities. Project activities will generally align with the different types of quotes you are receiving.

For example, a hall upgrade may require the services of both an electrician and a plumber. If the applicant is engaging the two professionals directly (receiving quotes from both), then these project components would be two different activity elements. If the applicant is engaging a builder to project manage the above project and the electrician and the plumber are subcontracted by the builder, then the builders quote for the whole project will be just one activity element.

Activities \$30,000 or less: at least one quote

For activities valued at \$30,000 or less, you would have obtained at least one written quote for each CRIF funded activity element as part of your application for funding. While it is usual to engage the supplier who provided the quote for your application, you may get an additional quote if you subsequently believe that another supplier could offer better value for money. Note that this may delay the commencement of your project and you will not get additional CRIF funding if you choose a higher value quote.

Activities greater than \$30,000, but less than or equal to \$150,000: at least 3 quotes (preferred)

For activities valued over \$30,000 and up to \$150,000, you would have preferably obtained at least 3 written quotes for each of these high-value project activity elements unless you found this too difficult and the department accepted fewer quotes due to the availability of trades people to quote in your area or a specialised service quote sought. You do not need to engage the supplier who provided the quote/s used in your application if you obtain a better value quote from another service/supplier.

Activities for Council CLMs that are more than \$150,000 but less than \$250,000: at least 3 quotes (preferred)

For Council CLM activities valued over \$150,000 and up to \$250,000, 3 written quotes for each of these activity elements is preferred or a detailed cost estimate if council is doing the work themselves. You do not need to engage the supplier who provided the quote/s used in your application. Your application will be subject to the procurement policy for your council and compliant with the *Local Government Act 1993*.

Activities for non-Council CLMs over \$150,000 and Council CLMs over \$250,000: public tender process

For each activity element for non-Council CLMs over \$150,000 and for Council CLMs over \$250,000 you are required to put the project out to public tender. Agreeing to do so is a condition of applying for funding. As a minimum, the public tender process must include the following steps:

1. Form a tender evaluation committee (TEC). The TEC, comprising at least two people (preferably 3), is responsible for managing the tender process, assessing the received quotes, and selecting the successful supplier. Each TEC member must sign the Declaration of Interest form available on the procurement page of the reserve manager website – [Procurement | Crown Lands](#).
2. Publish an advertisement notifying the public that you're seeking quotes for the work. The publication should be sufficiently broad to reach a reasonable number of potential suppliers, for example a local newspaper. You may also wish to place a notification on your website if you have one. See Annex A for suggested advertisement wording.
3. Allow an adequate amount of time for potential suppliers to respond – at least 2 weeks from the date of publication. Quotes should be sent to a designated person (for example, the Crown land manager secretary). This person should not review any of the quotes until they are assessed by all TEC members (see below).
 - a. Each potential supplier must be given the same information about the project.

- b. You should not accept late quotes. In exceptional circumstances the TEC may grant a short extension if the reasons are documented and permission is given in writing prior to the original deadline.
4. (This step only applies if insufficient responses are received to your advertisement) If you receive fewer than 3 quotes in response to your advertisement, the TEC should authorise a designated person to contact a number of potential suppliers directly for quotes (with a new shared deadline).
 - a. The process must be managed equitably as per the sub points at step 3.
5. Assess all the received quotes (there must be at least 3). The TEC should meet on an agreed date, review their respective Declaration of Interest forms and then determine their criteria for what will constitute 'best value for money' (see above). Members may then review the quotes and select the one that represents the best value for money.
 - a. Typically, each quote will be given a score (out of 10, for instance) for each criterion, with the highest overall score normally being the one chosen.
 - b. The criteria, scores and other factors relevant to the TEC's assessments must be documented and signed by all members.
6. A person designated by the TEC should notify the successful and unsuccessful suppliers in writing of the outcome.

Important: The decision about which supplier to use on your project should be made by more than one person. All decision makers must apply the guidance on the [Procurement](#) page of the reserve manager website, including signing the *Declaration of Interest* form, and document their processes and the reasons for selecting their preferred supplier.

Documentation

The types of records you must retain, and be able to present for audit, include:

- communications with potential suppliers, e.g. emails, records of phone conversations
- quotes (and any advice from suppliers not wanting to quote)
- signed Declaration of Interest forms
- copies of advertisements and/or web page notices (including date of publication)
- justification for directly approaching a supplier for an additional quote
- the methodology and criteria used and how it led to choosing the preferred supplier
- communications with the successful and unsuccessful suppliers.

Remember, you will also need to provide copies of receipts/invoices and 'before and after' photos of the work for your final project report.

Application assistance

Please contact the funding team on 1300 886 235 (option 5) or email reservefunding@crowmland.nsw.gov.au if you would like to discuss any aspect of the process.

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Annex A

CRIF advertisement examples

Include the following key content in advertisements:

- name of the organisation seeking the quotes (e.g. the Crown land manager name)
- brief job description – if necessary, provide additional detail about the required work in a separate document that interested suppliers can obtain from you on request
- contact person and details (this person should handle all communications)
- closing date for quotes, and details on how the quotes are to be provided.

Suggested wording

Following is some suggested wording and some examples which you can tailor to suit your needs.

Request for Quotes – [Job description]

[Crown land manager name] is seeking quotes from suitably experienced and qualified [type of suppliers] to [job description]. This may include [job specifics].

For further information call *[name]* on *[number]*.

Please submit quotes by email to *[insert]*. Quotes must be received by 4pm on *[date]*.

Optional sentence if additional documentation to be made available (this may be included after or instead of the information about the job specifics): To obtain RFQ [Request for Quotation] documentation contact [name/number/email].

Example 1

Request for Quotes – tennis court resurfacing

Central Parks Reserve Land Manager is seeking quotes from suitably experienced and qualified contractors to resurface 4 tennis courts with asphalt at the Central Park Reserve.

Further information can be obtained by calling John Smith on 6655 4433.

Please submit quotes by email to central@emailaddress.com.au. Quotes must be received by 4pm on 8 June 2026.

Example 2

Request for Quotes – demolition

Central Showground is seeking quotes from suitably experienced and qualified contractors to demolish the amenities block. Demolition includes removal of asbestos sheeting and preparation of site for new prefabricated amenities.

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To obtain RFQ documentation, or for further information, contact John Smith at central@emailaddress.com.au. Quotes must be sent by email to this address and must be received by 4pm on 8 June 2026.