

## Organisational Overview

### A Partnership Towards Zero Carbon

FG Advisory (FGA) is a leading locally based energy services company and partner for Victorian government entities on their zero carbon journey, together striving for better and realising outcomes in decarbonisation, digitalisation and climate resilience.

Our team brings together deep energy performance contracting and professional services experience across all Victorian regions for Victorian departments, agencies, and public entities. Our work includes partnerships with TAFEs (EPC, net zero and asset management across the TAFE network), Education (energy and utility management, new construction across a portfolio of 1600+ schools), Justice (state-wide property portfolio of 300+ sites), Homes Victoria (1200+ social housing assets), as well as major Victorian Universities, Local Government, Commercial and Retail precincts.

### A Victorian Local

FGA is a 100% Victorian owned company. With an entirely Melbourne based team, FGA is supporting the Victorian economy by putting Local Jobs First. We are proudly independent with no affiliation to any product, distributor, contractor or builder, and are set up to always be on the client's side.

### World Class Expertise

FGA leads the industry with two Directors holding the top Certified Emissions Reduction Leaders (CERL) Advanced certification, demonstrating the expertise and experience necessary to consistently compose reliable, fit-for-purpose project outcomes that are sensitive to your facility's context.

Our projects have proven to consistently over-achieve on savings and performance outcomes beyond utilities alone, delivering asset renewal, improved amenity, training, user and operational outcomes. We do this by working with you to understand your organisation, your teams and customers, your unique operations, criticalities and what is important to you. Our CERL Advanced processes guide a full in-house capability, from technical audit, conceptual design, buildability and risk planning, detailed engineering design and documentation, to works implementation and performance assurance. Engineering designs are developed by experienced Registered Building Practitioners (RBP), offering fully coordinated services documentation. Works are planned, procured, and managed by PRINCE2 Practitioner Project Managers and experienced construction managers, with savings outcomes verified by Performance Measurement and Verification Analyst (PMVA) accredited professional engineers.



### Responsibility in Environment, Social and Governance

FGA is committed to walking the talk. Acknowledging the ongoing challenge of gender equality within our industry, FGA has sought to change attitudes and behaviours required to promote gender equality, in line with the Victorian Government's Safe and Strong gender equality framework, with commitments under a Diversity and Inclusion Action Plan. FGA's office is certified carbon neutral, and we are committed to Climate Active certified carbon neutral operations. Our people are supported and given agency to contribute back to local communities and important causes in partnership with the Australian Communities Foundation, where FGA additionally matches staff donations dollar for dollar.

### Compliance and Quality Assured

FGA performs in compliance with and exceeds ISO9001:2015 international quality management standards. We are a member the Victorian Construction Supplier Register (categories Energy Management, Asset Audit, Engineering and Project Management), which governs stringent WHS and construction quality management systems.

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## Company Details

<b>Company Name</b>	FG Advisory
<b>ABN</b>	69 165 911 571
<b>Primary Address in Victoria</b>	Level 3, 530 Collins Street, Melbourne 3000.
<b>Website</b>	www.fgadvisory.com

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## Key Contact 1

<b>Name</b>	Luke Zha
<b>Position</b>	Director
<b>Mobile</b>	0411 135 880
<b>E-mail</b>	luke.zha@fgadvisory.com

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## Key Contact 2

<b>Name</b>	Kieran McLean
<b>Position</b>	Director, Energy Advisory
<b>Mobile</b>	0449 055 453
<b>E-mail</b>	kieran.mclean@fgadvisory.com

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## Financial Details

<b>Minimum Contract Size</b>	\$100k
<b>Maximum Contract Size</b>	No Limit
<b>Public Liability Insurance</b>	\$20 million
<b>Professional Indemnity Insurance</b>	\$10 million

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## Accreditations

Certified Emissions Reduction Leaders (CERL) at the Advanced Level, Registered Building Practitioners (RBP), Chartered Engineer, Performance Measurement and Verification Analyst (PMVA), Certified Energy Manager (CEM), Certified Passive House Consultant, CEC Accredited Solar Designer, Certified Practising Project Manager, PRINCE2 Practitioner, NABERS Accredited Assessor.

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## Core Competencies

Energy Performance Contracting (EPC) | Engineering Procurement Construction Management (EPCM) | Turnkey Energy Efficiency Upgrades | Integrated Building Energy Retrofits | Building Retrofit and New Building Construction Management | Campus and New Development Infrastructure Master Planning | ESD Consulting.

Integrated Zero Carbon Asset Planning | Energy Engineering | Energy Audit | Asset Condition Compliance and Risk Audit | Building Services Engineering (Mechanical | Electrical | Hydraulic | Fire) | Asset Electrification | Building Management Systems | Building Tuning and Controls Engineering | Renewable Energy | Power Generation | Battery and Thermal Storage | Electric Vehicle Charging/Integration | Grid Interactive Buildings | Microgrid | Virtual Power Plants | Virtual Net Metering.

Independent Managed Energy and Utilities Management Platform | Digitalisation Strategy and Managed Transition | Data Driven Asset Management and Services Maintenance | Portfolio Climate Risk Management | Climate Resilience and Building Vulnerability Assessment | Disclosure and Compliance Reporting | Carbon Neutral Certification.

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## Service Limitations

None.

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## Previous & Current EPC Experience

Project Name	Box Hill Institute EPC	
Customer	Box Hill Institute	Description / Solutions
Project Cost	\$3.1 million	Based on the strategies identified from a detailed Level 3 AS3598 Energy Audit, solutions involved FGA's multidisciplinary team providing project management, detailed engineering design and documentation and procurement of services infrastructure upgrades. Solutions include LED Lighting and lighting controls upgrades, complete new open-protocol (Tridium) BMS system with timetabling integration and controls optimisation, rooftop solar PV and tenant metering.
Annual Savings	\$620k p.a.	
Payback Period (yrs)	5 Years	
Date Completed	2023	
Samantha Matthews	<b>Title:</b> Director of Infrastructure <b>Organisation:</b> Box Hill Institute <b>Relationship:</b> EPC Provider, Asset Planning, Building Services Engineering <b>Phone:</b> 0417 525 699 <b>E-mail:</b> s.matthews@boxhill.edu.au	

Project Name	The Gordon EPC	
Customer	The Gordon	Description / Solutions
Project Cost	\$1.7 million (incl. Gordon contributions)	Technologies include extensive LED Lighting upgrades (over 2000 fittings) and multiple (99kW) Solar PV arrays with potential for future expansion across multiple campuses. Solutions were based on a detailed Level-3 Energy Audit to understand existing campus facilities conditions and identify cost effective options, effectively reducing operating cost and greenhouse gas emissions. The integrated audit, design and construction process utilised FGA's in-house capabilities, providing seamless transition between each project phase and effective control of risks throughout.
Annual Savings	\$250k	
Payback Period (yrs)	5 Years	
Date Completed	2020	
Troy Goodrick	<b>Title:</b> Facilities Manager <b>Organisation:</b> The Gordon <b>Relationship:</b> EPC Provider, Asset Planning, Net Zero Strategy, Building Services Engineering, Project Management <b>Phone:</b> 0466 640 944 <b>E-mail:</b> tgoodrick@gordontafe.edu.au	

Project Name	Peninsula Health EPC	
Customer	Peninsula Health	Description / Solutions
Project Cost	\$7 million	Based on the strategies identified from a detailed Level 3 AS3598 Energy Audit, EPC solutions involved FGA's multidisciplinary team providing project management, detailed design, documentation and superintendent/construction management of multiple upgrades to services infrastructure. Solutions include extensive LED Lighting and lighting controls upgrades, major mechanical upgrade (Frankston Hospital centralised steam to hot water conversion works), BMS controls optimisation, rooftop solar PV and battery energy storage, associated electrical and hydraulic upgrades.
Annual Savings	\$1.2 million	
Payback Period (yrs)	5 Years	
Date Completed	2021	
Geoff De Campo	<b>Title:</b> Director - Facilities Management <b>Organisation:</b> Peninsula Health <b>Relationship:</b> EPC Provider, Building Services Engineering <b>Phone:</b> 0418 302 480 <b>E-mail:</b> gdecampo@phcn.vic.gov.au	