



# Request for Expressions of Interest (EOI)

Please note, as per the Local Government Regulation 2012 (QLD), Section 228 Tender Process -(3), the local government may invite expressions of interest under subsection (5) only if the local government—

(a) decides, by **resolution**, that it would be in the public interest to invite expressions of interest before inviting written tenders.

## EOI04-23-24






### Dispose of Part of Lot 220 on SP209293, Haddock Place, Tara



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## 1 KEY INFORMATION

	<p><b>1.1 Context</b></p> <p>This Request for Expressions of Interest (EOI) is an invitation to submit an EOI for the Disposal of Part of Lot 220 on SP209293, Haddock Place, Tara.</p>								
	<p><b>1.2 Our Timeline</b></p> <p>Proposed EOI schedule:</p> <table border="0"> <thead> <tr> <th><b><u>ACTION:</u></b></th> <th><b><u>DATE:</u></b></th> </tr> </thead> <tbody> <tr> <td>Open EOI:</td> <td>17 January 2024</td> </tr> <tr> <td>Close EOI:</td> <td>16 February 2024</td> </tr> <tr> <td>Finalise Evaluations By:</td> <td>28 February 2024</td> </tr> </tbody> </table> <p><i>Note: All dates and times are AEST.</i></p>	<b><u>ACTION:</u></b>	<b><u>DATE:</u></b>	Open EOI:	17 January 2024	Close EOI:	16 February 2024	Finalise Evaluations By:	28 February 2024
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Finalise Evaluations By:	28 February 2024								
	<p><b>1.3 How to Contact us</b></p> <ol style="list-style-type: none"> <li>All relevant data for interested providers to conduct due diligence in preparing their Expression of Interest has been included in this expression of interest document.</li> <li>All enquiries regarding data required for due diligence must be directed to Joel Mellish, care of <a href="mailto:tenders@wdrc.qld.gov.au">tenders@wdrc.qld.gov.au</a></li> </ol>								
	<p><b>1.4 Developing and Submitting your Expression of Interest</b></p> <ol style="list-style-type: none"> <li>Take time to read and understand the EOI. In particular: <ol style="list-style-type: none"> <li>Develop a strong understanding of our requirements detailed in <i>SECTION 4</i>.</li> <li>In structuring your EOI consider how it will be evaluated refer to <i>SECTION 6: EXPRESSION OF INTEREST CRITERIA</i>.</li> <li>If anything is unclear or you have a question, please ask us to explain.</li> </ol> </li> <li>Having done the work, don't be late – please ensure you submit your EOI to us before the deadline.</li> </ol>								
	<p><b>1.5 Submitting your Expression of Interest</b></p> <p>All EOI submissions are to be submitted electronically as one complete PDF document and emailed to <a href="mailto:tenders@wdrc.qld.gov.au">tenders@wdrc.qld.gov.au</a> with the subject "<b>EOI Submission EOI04-23-24</b>".</p>								

## 2 INTRODUCTION

### 2.1 Overview

Western Downs Regional Council (WDRC or Council) spans an area of 38,000 square kilometres, services a population of over 34,000 and manages budget revenue of \$142 million.

The region's prosperity has always been underpinned by a strong agricultural sector, supported by a mix of light and heavy industry. Over the last two decades, the development of power stations, coal seam gas and solar power and an expansion of coal mining has delivered a \$10 billion energy industry within Council's boundaries.

WDRC is an innovative council, committed to ensuring its residents have access to the best services in health, education, employment and leisure. It is responsive to community needs and keen to facilitate and promote opportunities to deliver a high quality of life.

WDRC has resolved to call for Expressions of Interest for the Disposal of Part of Lot 220 on SP209293, Haddock Place, Tara. The identified portion of Lot 220 on SP209293 ("the land") is freehold, owned by WDRC. This portion is approximately 22,000m<sup>2</sup>. The land will require subdivision from the remainder of Lot 220 on SP209293.

The land is located on the eastern boundary of Tara, and is suitable for development as community housing or workforce housing. The land is currently zoned as Low Density residential and may be connected to water and sewerage (subject to submitted development proposals).

Interested parties will be shortlisted and may be called to provide a written tender.

Tenderers will be evaluated and notified of the outcome of the application, subject to internal consultation.

Depending on the suitability of proposals received, Council may enter into a Contract of Sale to dispose of the land to the successful party.

Any negotiated Contract of Sale will first be subject to Council resolution for execution. Note Council's discussions, correspondence, and negotiations do not form a binding agreement. To remove any doubt, no binding agreement shall come into effect until a Contract of Sale is executed by all parties.

## 2.2 Opportunity

### ***For service providers***

An opportunity exists for interested parties who may wish to enter into a Contract of Sale over the identified part of Lot 220 SP209293, Haddock Place, Tara. The location of this site on the eastern boundary of the Tara Township to develop community housing or workplace housing over the land.

### ***For Western Downs Regional Council***

An opportunity exists for Council to offer the identified lots for Sale and facilitate the development of community housing and workforce housing in Tara.

## 3 ASSET / SERVICE SUMMARY

### 3.1 Asset Summary

#### Locations of Assets

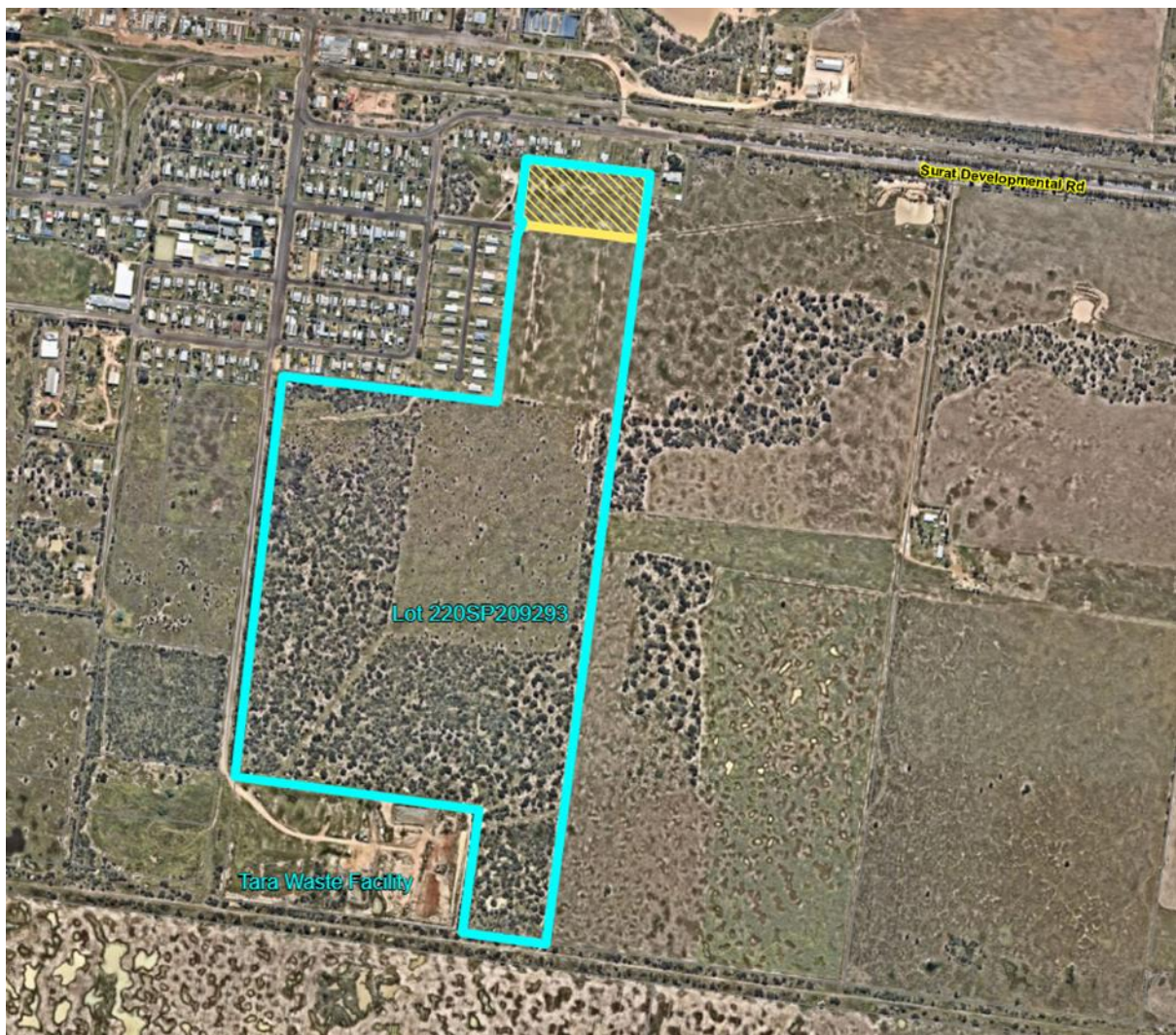


Figure 1: Aerial image of Lot 220 SP209293. Yellow hatched area (portion of lot for disposal) is approximately 22,000m<sup>2</sup>. The above is an estimated boundary only. Total Area of Lot 220 SP209293 is 470,300m<sup>2</sup> (including portion of lot for disposal).

## 4 REQUIREMENTS

- Parties are to submit expressions of interest before the closing date.
- Submissions must include the details specified in this Request for expression of interest (EOI), and any other information which a party may deem relevant.

## 5 TIMETABLE

<b>Expression of Interest Process</b>	<b>Timeframe</b>
Invite Expressions of Interest (30 days)	17 January 2024 to 16 February 2024.
Evaluate EOI's	28 February 2024.
Shortlist submissions	4 March 2024

Subject to Council approval, the Transaction process will be conducted over a number of phases including:

- Open Expression of Interest (EOI) process to shortlist proponents based on their experience and capacity (current approved phase)
- invite written tenders (RFT) process to interact with the shortlisted proponents and appoint one or more preferred proponents based on their proposals, and
- Contracting process to finalise and execute relevant contracts and supporting documentation.

The preliminary timetable for the Transaction is outlined in the table below:

<b>Phase</b>	<b>Timeframe</b>
Expression of Interest	17 January 2024 to 16 February 2024
Request for proposal	4 March 2024
Contract award and negotiation	1 April 2024

## 6 EXPRESSION OF INTEREST CRITERIA

### 6.1 Process

WDRC will conduct an open and transparent procurement process to promote effective competition between interested parties. It aims to achieve value for money (VFM) from the Transaction. Price will not be the sole indicator of value.

VFM will be assessed based on the following:

- level of investments and services offered by the proponent;
- financial returns and avoided costs for WDRC;
- benefits to the community, local business and industry;
- sustainability of the proposed business plan; and
- any other criteria deemed necessary.

As part of the Expression of Interest, proponents are expected to provide:

- details of the respondent including:
  - company search with Directors listed.
- business plan including proposed developments; addressing:
  - housing development experience;
  - proposed use of the site;
  - capital expenditure for the project;
  - potential creation of jobs for the region;
  - use of local suppliers or providers;
  - timeline of development;
  - extent of environmental impacts;
  - end-of-life strategies including rejuvenation;
  - model tenancy agreement with intended rental fee.
  
- details of any partnerships proposed with other organisations to deliver the service/s;
- an overview of what values and expertise you would bring to a Transaction including demonstration of past innovations implemented in the delivery of community housing or workforce housing;
- financial forecast for the business;
- financial performance and capacity of the proponent, its consortium partner(s) and/or its parent company;
- financial arrangement proposed to WDRC; and

All prices, rates and margin in the EOI should be inclusive of GST and have a breakdown into the following (but not limited to):

- a. The EOI is to show a breakdown of all costs, fees, expenses and charges associated with a transaction. It must also clearly state the total price inclusive of GST.
- b. In preparing the EOI the respondents are to consider all risks, contingencies and other circumstances relating to a transaction and include adequate provision in the pricing information to manage such risks and contingencies.
- c. All prices should be quoted in AUD\$.

## **7 INTELLECTUAL PROPERTY**

The Western Downs Regional Council recognises the need to protect the intellectual and financial property of Respondents. Feedback and commentary that contains elements of intellectual property will be treated with the strictest confidence. Intellectual property is to be distinguished from confidential information. The entitlement of a person to intellectual property does not depend on secrecy, but consistent with the general obligation of confidentiality, the intellectual property of each Respondent will be kept confidential.

A Respondent should clearly indicate if any part of its EOI constitutes intellectual property, in the sense of property recognised and protected by law. Any claim by a Respondent that information constitutes intellectual property will be assessed and a Respondent may be asked to establish its propriety interest before the claim is accepted.

## **8 COST BORNE BY RESPONDENTS**

Any and all costs and expenses incurred by Respondents in any way associated with the development, preparation and submission of the EOI, including attending meetings and discussions and providing additional information if required, will be entirely borne by the Respondents.

## **9 LEGAL**

WDRC will assess the EOI submissions against the Expression of Interest Criteria listed in section 6, and will decide which respondents it will invite to submit formal tenders as part of the Request for Proposal stage of the process.

WDRC may invite respondents to this EOI to amend their submissions. It also reserves the right to accept any submission in whole or part, and the right not to accept any or all of the submissions for any reason whatsoever.