



National Parks
South Australia

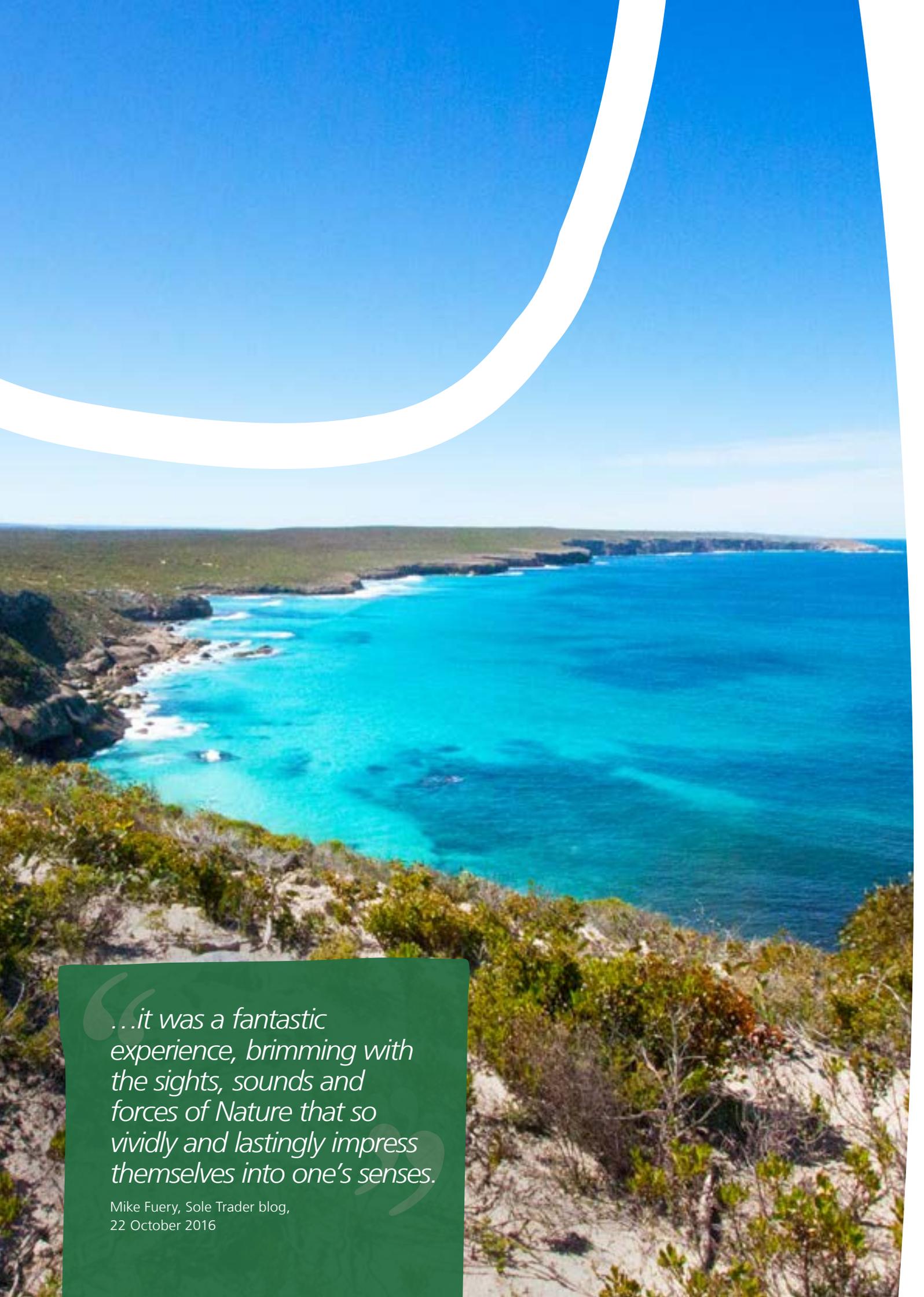
Invitation for Proposal

Eco-sensitive Accommodation Facilities

Kangaroo Island Wilderness Trail



Government
of South Australia
Department of Environment,
Water and Natural Resources



...it was a fantastic experience, brimming with the sights, sounds and forces of Nature that so vividly and lastingly impress themselves into one's senses.

Mike Fuery, Sole Trader blog,
22 October 2016

Invitation to participate

Kangaroo Island, situated off the mainland of South Australia, is a well deserved icon in the Australian tourism landscape. Firmly placed in the hearts and minds of both the international and domestic traveller as a place of outstanding nature, wildlife and unspoilt wonders. There is no better way to experience this than through a multi-day hike; offering encounters with wildlife like no other, spectacular coastal scenery and the opportunity to embark on a challenge.

The Kangaroo Island Wilderness Trail is a world class four-night, five-day experience not to be forgotten. It connects walkers to all of the must-see destinations of Kangaroo Island – Rocky River, Weirs Cove, Admirals Arch, Remarkable Rocks, Hanson Bay, Grassdale and Kelly Hill Caves – via spectacular cliffs, wild rivers, lagoons, woodlands and remote beaches, many only accessible to those hiking the trail.

The trail opened on 1 October 2016 and is currently attracting a steady stream of bookings and excellent reviews.

The trail provides an exciting opportunity for the private sector to invest in exclusive overnight eco-sensitive accommodation facilities associated with the trail.

The Department of Environment, Water and Natural Resources (DEWNR) in conjunction with the South Australian Tourism Commission (SATC) are seeking expressions of interest followed by detailed proposals from prospective investors to invest in the development of eco-sensitive accommodation facilities that will further enhance the reputation and walker experience of the Kangaroo Island Wilderness Trail.

To ensure mutual understanding between DEWNR, SATC and prospective investors it is intended this Expression of Interest (EOI) and Request for Proposal (RFP) process will provide all interested parties with an early and equal opportunity to present their information.

Lonely Planet's top new destination

The Kangaroo Island Wilderness Trail has been listed as one of the world's top new travel destinations in 2017 by leading international travel authority, Lonely Planet.

The world's number one guidebook publisher and global adviser on travel, has listed the Kangaroo Island Wilderness Trail as number three on its 2017 new destination list, highlighting the trail to millions of potential travellers around the world.

In October 2016 Lonely Planet named South Australia as one of the top five must-see regions for 2017, describing the state as a 'delicious feast suitable to anyone's taste'.

In addition, South Australia's capital, Adelaide, was ranked as one of the top ten cities in the world to visit in 2014.



The Opportunity

It is envisaged that this process will result in the construction and operation of an eco-sensitive accommodation facility/facilities within the parks by a private operator offering exclusive accommodation and touring to walkers on the Kangaroo Island Wilderness Trail.

These new facilities will complement existing facilities and services for free and independent travellers (FIT's) to create a world-class walking experience.

There are a range of options for private investment in an eco-sensitive accommodation facility/facilities related to the Kangaroo Island Wilderness Trail. These options may include:

- development and operation of new eco-sensitive accommodation facility/facilities within Flinders Chase National Park and/or Kelly Hill Conservation Park
- upgrade and operation of existing heritage accommodation facilities within Flinders Chase National Park to create unique heritage accommodation for walkers seeking a level of comfort and convenience.

It is anticipated that the new eco-sensitive accommodation facility/facilities would cater for up to fifteen guests at any one time. The construction of more than one facility may be an option. The private operator will be guaranteed up to 15 daily registered bookings on the Kangaroo Island Wilderness Trail.

A long-term lease will be negotiated with the service provider to ensure viable arrangements are in place to successfully operate the facilities within the parks.

It is anticipated that up to 5,000 walkers will register to walk each year from 2020.

Reference material

Proponents are strongly recommended to access the following information:

- Flinders Chase National Park, Kelly Hill Conservation Park, Ravine des Casoars Wilderness Protection Area and Cape Bouguer Wilderness Protection Area management plans (2000) and amendment (2016)
www.environment.sa.gov.au
- KI Commissioner website (gives context on broader economic initiatives on KI)
<http://kangarooislandcommissioner.sa.gov.au/>
- KI Tourism website
www.tourkangarooisland.com.au
- South Australian Adventure Activity Standards – Bushwalking 2015
www.recreational.sa.gov.au/outdoors
- Kangaroo Island Wilderness Trail web site
www.kangarooislandwildernesstrail.sa.gov.au
- Kangaroo Island Wilderness Trail app
www.kangarooislandwildernesstrail.sa.gov.au/trip-essentials
- Kangaroo Island Wilderness Trail guide
request a copy via email to
John O'Malley | **E:** john.o'malley@sa.gov.au

The worst part about doing this trail is finishing.

Dr Louise Fairfax, Nature Lovers Walks blog,
23 October 2016



The Process

DEWNR and the SATC aim to attract proposals that will ensure minimal impact to the sensitive environment in which the operations may be sited, create a viable and sustainable business operation and significantly enhance the walker's experience on the Kangaroo Island Wilderness Trail.

The process will be conducted in two stages:

Stage One – Expression of Interest (EOI)

Stage one is seeking expressions of interest from interested parties to invest in the development and operation of eco-sensitive accommodation facilities within the Flinders Chase National Park and/or Kelly Hill Conservation Park on Kangaroo Island to support the Kangaroo Island Wilderness Trail.

Information is sought on the proposed development which will enable DEWNR and SATC to shortlist the proposals based on the proponent's background, experience and capacity to progress an ecotourism development in remote and special places.

Shortlisted proposals will be invited to participate in Stage Two.

Opportunities for proponents to visit the Kangaroo Island Wilderness Trail can be arranged in order to develop the EOI.

Stage Two – Request for Proposal

Stage two will require the submission of a detailed proposal including:

- detailed design and development proposal including an operating plan
- Emergency Management Plan
- Environmental Impact Statement
- Regional Impact Assessment
- records of prior performance (where relevant)
- any other information as requested.

Proposals submitted in stage two will be evaluated by an evaluation team against a list of established criteria in order to select the best proposal (see pages 10-11).

It is also anticipated, that the following activities will be undertaken as part of the evaluation process relating to stage two:

- site visit to the Kangaroo Island Wilderness Trail by the proponent and evaluation team
- presentation to the evaluation team and/or senior DEWNR and SATC management by the applicant
- inspection of existing facilities operated by the proponent (if applicable) by the evaluation team
- review of draft terms and conditions of agreement(s) by the proponent.

This two stage process does not give rise to or amount to a contract whether a response is submitted in response to this process or not and no contract will necessarily result from the submission of any proposal.

...the diversity of scenery is thrilling, from scrubland of taller eucalypts to coastal mallee sections, a fabulous river mouth as the Rocky River enters the sea, the brilliant cliff and beach sections, the spellbinding rock formations, the lagoons, and finally, the sinkholes near the end.

Dr Louise Fairfax, Nature Lovers Walks blog,
23 October 2016

Important information

Closing date: All Expressions of Interest shall be submitted either by electronic format or hard copy no later than 3 pm, Friday 17 March 2017.

Delivery Address

Attention to: Kangaroo Island Wilderness Trail
Expression of Interest

Electronic submissions: john.o'malley@sa.gov.au

Hard copy: Tender Box
Level 6, 81 Waymouth Street,
Adelaide, South Australia, 5000

Site inspection: Inspections of the site shall be by appointment, contact:

John O'Malley
Senior Project Manager
0407 960 316 or email
john.o'malley@sa.gov.au

Proponents using courier services must allow adequate time for delivery. Any response lodged after the nominated closing time will be recorded as late and may be considered at the discretion of the Minister for Sustainability, Environment and Conservation. The decision to consider or exclude a late response will be based on circumstances surrounding submission and receipt.

All responses become the property of the Minister once submitted. Please refer to page 15 for further information regarding confidentiality.



The Response

Format and submission of proposal

Expression of Interest (Stage One)

Executive Summary

An executive summary must be included in the EOI summarising the proposal, highlighting any issues and providing a holistic picture of the proposal. This section should be no more than one page in length.

Proponent's details

- full legal and trade name
- ABN/ACN (if applicable)
- registered business office address
- postal, email and website address
- name, title and contact details of the respondent's contact person.

Background and capability of proponent

- information in relation to any existing business interests and the relationship of those to the proposal
- ability to plan, construct and operate an eco-sensitive accommodation facilities in a remote area
- details of similar commercial projects developed, managed or operated
- financial capacity
- details of experience working with a Government entity.

Outline of development and capacity to deliver

- an outline of proposed development concepts and experiences associated with the Kangaroo Island Wilderness Trail
- an overview of proponents ability, resources and capacity to deliver the concepts and experiences including a high-quality guided walking experience

- demonstrated understanding of the multi-day walking market and how the proposed product will be promoted and marketed
- demonstrated understanding of the requirements to operate within a national parks and in particular a sensitive wilderness environment.

Request for Proposal (Stage Two)

If invited to participate in stage two of the process, a more detailed proposal will be required which would include as a minimum:

- detailed design and development plans for the proposed facilities
- waste, water and power management plans
- Environmental Impact Assessment
- Emergency Management Plan
- Regional Impact Statement
- operating plans including business plans, financial forecasts and capital investment estimates
- timelines for planning and construction of facilities
- other information that may be requested.

In considering this invitation for proposal and the opportunities it provides, the following matters should be recognised for any development within the parks:

- Any potential development sites identified within parks will need to recognise and respect the environmental and cultural values of the land under consideration. These potential sites may not be accessible by normal road networks. As a consequence, innovative solutions in design, construction, servicing and maintenance would be a likely requirement in response to these environments.
- Any infrastructure and its use within parks would be required to meet the highest of environmental considerations including being fully self-sufficient in provision of water, energy and waste management. The construction and subsequent operation of any facilities must also aim to uphold the values of national parks, reduce environmental impacts and offer a minimal environmental footprint.

- In the case of any built infrastructure, construction, maintenance and servicing would be the responsibility of the provider.
- Where applicable all planning and design; meeting the requirements of relevant Acts, plans and codes; and the obtaining of all necessary approvals, would be the responsibility of the proponent. DEWNR will provide assistance where appropriate in assisting to seek relevant approvals.

Relevant to this opportunity, it is likely the following may apply:

- *Development Act 1993* (including Kangaroo Island Council Development Plan)
- *National Parks and Wildlife Act 1972*
- *Native Vegetation Act 1991*
- *Heritage Act 1993*
- *Aboriginal Heritage Act 1988*
- *Environment Protection and Biodiversity Conservation Act 1999 (Cwlth)*
- Building codes
- Bushfire codes

Other Information

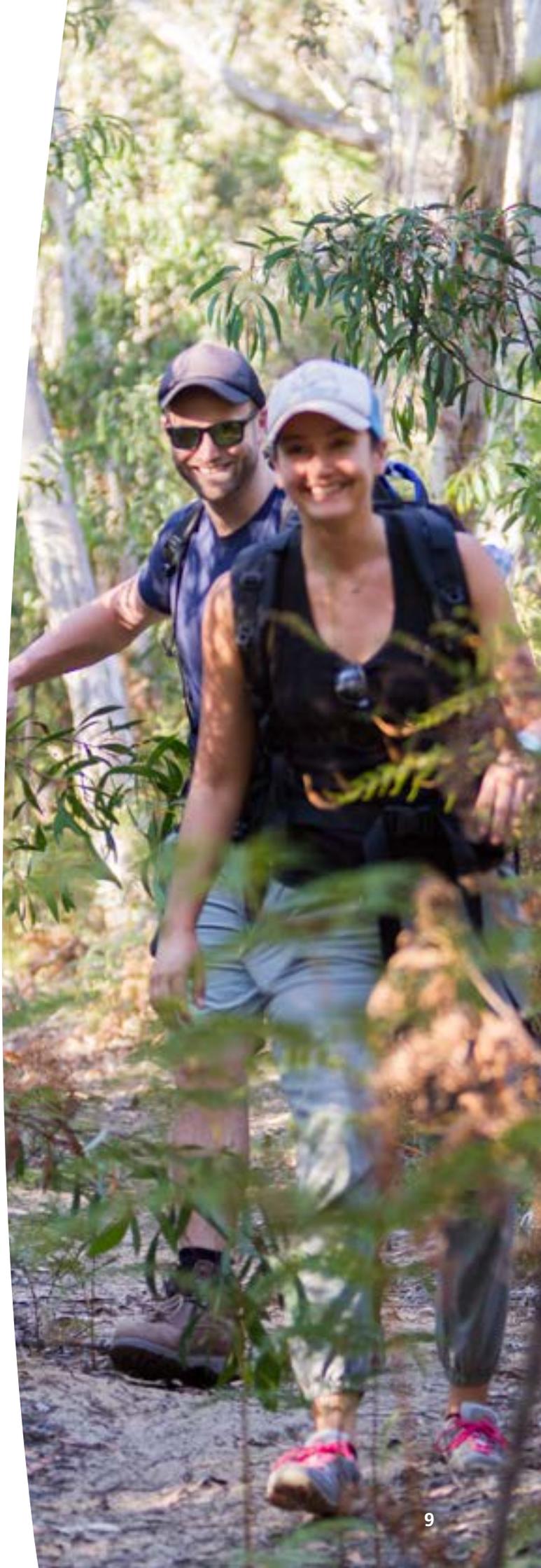
The proponent may supply any additional information or material which they consider may assist to understand their proposal.

Reliance on Information

DEWNR and the SATC will rely on information provided in the proponent's proposals. The evaluation panel will seek clarification or additional information from any of the proponents at any stage throughout the process.

*It's a wildflower
wonderland, a parade
route of exploding colour.*

Ricky French, *The Weekend Australian*,
19 November 2016



Evaluation Criteria for RFP (Stage 2)

To enable DEWNR and the SATC to accurately evaluate the short listed proposals, the following RFP evaluation criteria have been established. These criteria demonstrate the critical importance of protecting the natural and

cultural values of the parks and that a sustainable business model that supports the on-going viability of the Kangaroo Island Wilderness Trail is evident.

Natural Environment

Evaluation measures

- Environmental impact assessment
- Evidence of strategies, policies, procedures and awareness relating to effective management of:
 - » maintenance of the natural ecology
 - » soil and vegetation
 - » wildlife interaction
 - » environmental stewardship
 - » greenhouse gas emissions
 - » solid waste production and disposal
 - » water and power usage
 - » noise minimisation
 - » light spills.

Social Environment

Evaluation measures

- Regional Impact Statement
- Evidence of strategies, policies, procedures and awareness relating to:
 - » promotion, marketing and Interpretive plans and materials
 - » customer service including customer feedback
 - » interpretation and guided tours
 - » Aboriginal and European cultural heritage
 - » connections with community via employment, partnerships etc.
 - » disability access.

Economic Environment

Evaluation measures

- Contribution to regional economy
- Demonstrated skills, experience and qualifications of key personnel in business management, financial management, marketing, tourism and facilities management.
- Marketing Plan
- Products and services including pricing
- Financial capacity to operate the facility
- Financial plan including cash flow and profit and loss forecasts.

As the sun sets we watch angry waves pulverise the headland as the sky fades orange to purple, bathing the rockpools in soft, reflective light. We make our way back to camp under torch light and a sky silver with stars. It is a wonderful moment.

Ricky French, The Weekend Australian,
19 November 2016

Built Environment

Evaluation measures

- Site design and layout
- Built design form and function
- Style and character
- Waste water volume, quality and disposal methods
- Method of energy production
- Ablution facility standard and operations
- Waste storage and disposal methods
- Fuel and chemical storage and handling design
- Built heritage conservation.

Operating Environment

Evaluation measures

- Emergency Management Plan
- Sustainable energy waste, water and power management plans
- Evidence of, policies and procedures for operating the facilities:
 - » welfare, Health and Safety
 - » safety equipment
 - » staff Induction
 - » fuel and chemical storage and handling
 - » visitor management
 - » guided tours
 - » insurance arrangements.





After 20 minutes I had my first of many encounters for the day with a goanna – I'm not sure which of us startled the other more. He did a 'take two', sized me up, and dashed into the bushes.

Dr Louise Fairfax, Great Walks Magazine,
Dec-Jan 2016 edition

Conditions of Participation

Contact Person

The only person(s) authorised by the Minister to communicate with proponents is the contact person, therefore proponents cannot rely on communications with any other person unless advised otherwise in writing.

The contact person is:
John O'Malley
Senior Project Manager
KI Wilderness Trail

P: (08) 8463 3139

M: 0407 960 316

E: john.o'malley@sa.gov.au

The proponent must nominate a contact person at the time of submitting the response.

Clarification

The last queries date is Thursday 16 March 2017 at 4 pm Adelaide South Australian time.

Until the last queries date proponents may seek clarification of any matters relating to this invitation by directing enquiries to John O'Malley as above.

Proponents may expect that in response to a query submitted before that date, the Minister will either provide an answer or provide written notice that no answer is to be given.

The Minister reserves the right to inform all other proponents of the question or matter raised and the response given, but may, at his discretion, choose not to do so.

Cost of Preparation of Responses

The proponent is responsible for the cost of preparing and submitting the response and all other costs arising out of the process.

Information

Nothing in this Invitation for Proposal obliges DEWNR to disclose any particular information to the proponent or its subcontractors, representatives or external advisers. DEWNR has discretion as to the information which it may choose to disclose.

Probity and Publicity

The Minister expects that proponents will:

- declare any actual or potential conflict of interest
- comply with all South Australian laws applicable to the process
- not attempt to influence the outcome of this process by offering any employment, payment or any other incentive to or in any way seek to improperly influence any person employed by the Minister or engaged by the Minister
- not make any news releases or responses to media enquiries and questions pertaining to this process or the subsequent selection process without the Minister's written approval. If any proponent acts contrary to these expectations, the Minister reserves the right to terminate negotiations or consideration of the proposal.

Reservation of Rights

The Minister reserves the right to:

- extend the closing date
- amend the requirements at any time prior to the closing date, provided that the amendment is notified to prospective proponents
- seek information from one or more of the proponents on any issue at any time and to continue discussions with one or more of the proponents
- discontinue discussions at any time with any proponent
- enter into discussions with any other person or company who is not a proponent
- allow a proponent to change the proposal.
- abandon this process whether before or after the receipt of proposals
- seek the advice of external consultants to assist the Minister in the evaluation or review of proposals
- make enquiries of any person, company or organisation to ascertain information regarding the proponent and the proposal
- consider an incomplete proposal.

Minister's Expectations

The Minister, when considering the proposal, will expect that, proponents satisfy the following criteria:

- they have the necessary skills, knowledge and experience to contribute to the specification of the requirements
- they have fully informed themselves of all facts, and conditions of all things relating to the process and the requirements.

Government Policies

South Australian government policies on industry participation and other matters apply to all South Australian government procurement and related transactions.

Complaints

If at any time during the process, a proponent considers that it has been unfairly treated, the proponent must first notify the Minister's contact person in writing. If the matter is not resolved, the proponent may then contact the Minister's nominated procurement complaints officer below, and request in writing for the issue to be dealt with in accordance with the Minister's complaint management process.

Name: The Office of the Chief Executive

Address: Department of Environment, Water and Natural Resources
GPO BOX 1047
Adelaide SA 5001

Email: Complete the Feedback form at www.environment.sa.gov.au/contact-us

Phone: (08) 8204 1910

Confidentiality

Any information supplied by or on behalf of the Minister is confidential to the Minister and proponents are obliged to maintain its confidentiality.

Although the Minister understands the need to keep commercial matters confidential in appropriate circumstances, the Minister reserves the right to disclose some or all of the contents of the proposal as a consequence of a constitutional convention or in order that the relevant Minister may answer questions raised in the South Australian Parliament, keep parliament informed or otherwise discharge the Minister's duties and obligations to parliament and to advise the governor, parliament and/or the South Australian government. Any condition in a proposal that purports to prohibit or restrict the Minister's right to make such disclosures cannot be accepted.

Copyright and Intellectual Property

By submitting a proposal, proponents are taken to license the Minister to reproduce for the purposes of this process the whole or any portion of the proposal despite any copyright or other intellectual property right that may subsist in the proposal.

Proponents are encouraged to offer innovative solutions. They may be related to the business process, facilities design and development, marketing options or other elements. If requested, these matters will be considered as commercial in confidence until such time a contract may be awarded or other arrangement entered.

www.parks.sa.gov.au



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