



THE PRECINCT

VICTOR HARBOR



ACKNOWLEDGEMENT OF COUNTRY

The City of Victor Harbor acknowledges the Ramindjeri and Ngarrindjeri people, the Traditional Custodians of the land and surrounding waters where we live and work. We acknowledge their deep connection to country and pay our respects to Elders past, present and emerging. This respect is extended to Aboriginal and Torres Strait Islander people across Australia.

On behalf of the City of Victor Harbor, Alinea Group is pleased to invite innovative responses from qualified development groups & operators to deliver The Precinct.

Expressions of
Interest close 5pm
ACDT, Thursday 09
November 2023

INTRODUCTION

The City of Victor Harbor (Council), through its property advisors Alinea Group, is pleased to invite innovative responses from qualified and well-credentialed groups to deliver an exceptional outcome for The Precinct opportunity.

The Precinct will be the premier sports, recreation, and entertainment destination on the Southern Fleurieu Peninsula.

This Expressions of Interest (EOI) process provides an opportunity for the private sector to develop and operate a quality multi-purpose regional community, sport, leisure, and commercial asset as a destination.

The EOI is seeking development partners to realise the vision for a significant and strategic land holding totalling 11.5 hectares with a developable area of 5.4 hectares.

The project has been initiated by the Council to directly respond to community needs and drive the long-term growth of the Victor Harbor tourism economy.

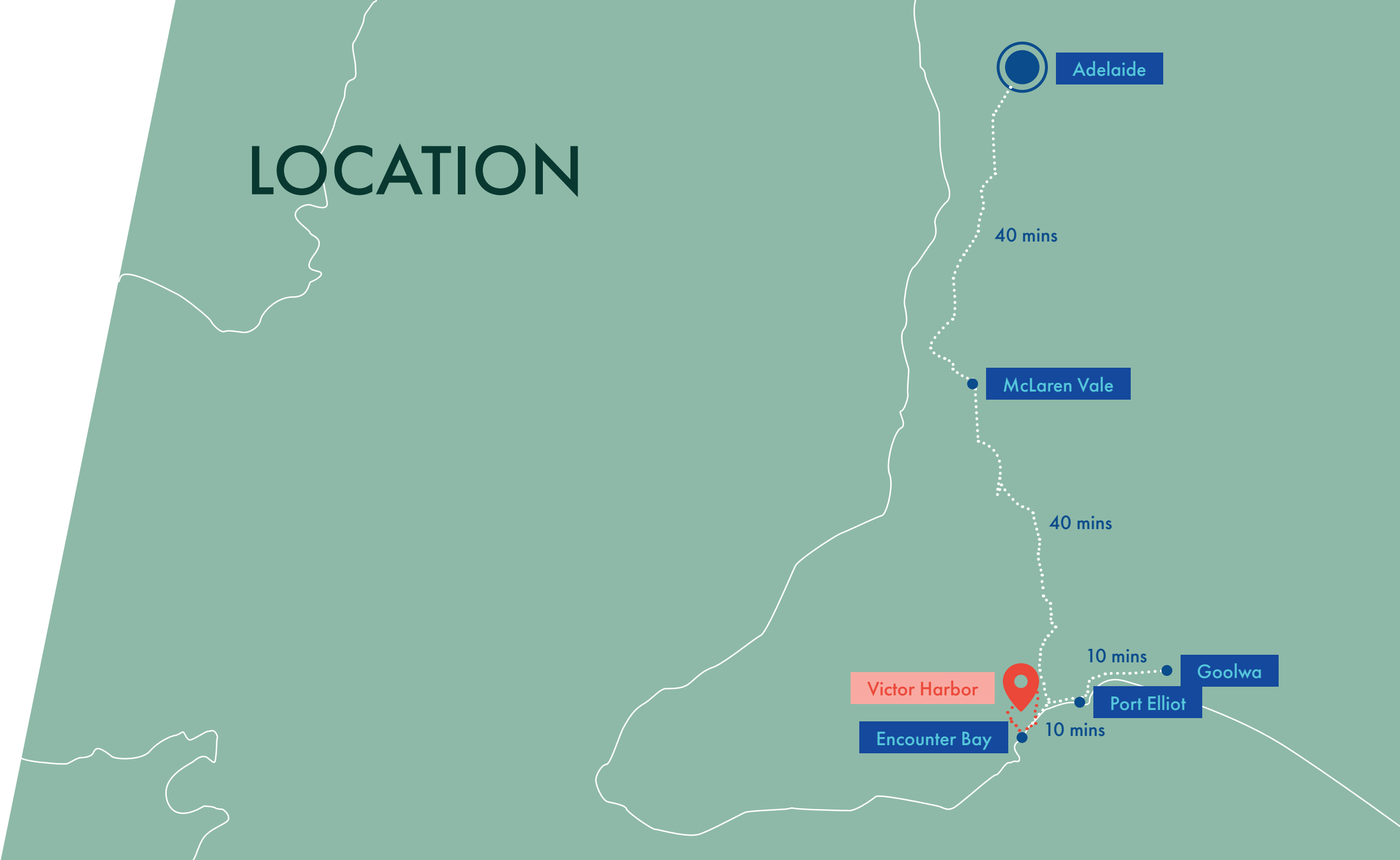
Victor Harbor is an easy 84-kilometre drive south of Adelaide CBD and one of SA’s dominant tourism destinations. The attractive coastal lifestyle and vibrant regional community also underpin strong regional population growth.

Recognising these major tourism and population growth drivers, the State and Council have invested significantly in transport and tourism infrastructure and amenities. From major road upgrades to the \$43 million Causeway to Granite Island, renewal of the Mainstreet precinct and the future arts and culture centre. Not surprisingly, within its draft plan for Greater Adelaide, the

State has identified Victor Harbor to transition to an even more prominent regional city, pointing to the opportunity for substantial growth in decades to come.

In response to this existing and future growth potential, developers, operators and consortia are invited to review this Information Memorandum, including prequalification criteria, and respond to this compelling Expression of Interest opportunity. The Precinct represents an exciting and landmark opportunity to partner with Council in the delivery and operation of one of South Australia’s most exciting sport, recreation, and entertainment destinations.

LOCATION





THE PRECINCT
VICTOR HARBOR

**THE SOUTHERN FLEURIEU'S
PREMIER SPORTS, LEISURE &
ENTERTAINMENT PRECINCT.**



THE OPPORTUNITY

The City of Victor Harbor is embarking on one of the most exciting region-shaping development opportunities in a generation. The project will be a key drawcard for one of South Australia's flagship tourism regions and a thriving local community.

The Precinct is strategically designed to respond to key market opportunities across the sports, leisure and entertainment sectors. From sports uses that cater to locals and tourists, to entertainment experiences and quality food & beverage, The Precinct will be a major destination offering whole-day entertainment potential. The Precinct will serve a dual purpose as a signature tourism asset and a hub of exceptional amenities to serve a fast-growing regional community.

The Precinct comprises a landmark 11ha holding (~5.4ha developable) in the heart of Victor Harbor's

dominant sports precinct. This includes existing established and high-quality sports experiences ranging from football, bowls, hockey, and tennis through to the prominent Victor Harbor Golf Course. The Precinct also benefits from exceptional connectivity and proximity to the two major tourist parks within Victor Harbor – a key advantage for access to Victor Harbor's high-performing tourism market.

Experienced development groups, operating partners and consortia are invited to deliver on the vision for The Precinct through innovative development and operating solutions. The development partnering opportunity includes the ability for a long term ground lease to best leverage a capital contribution from Council to the project of up to \$10 million. Innovative uses and operating models are encouraged to achieve a commercially self-sustaining outcome for The Precinct.



PROJECT OBJECTIVES

- » Southern Fleurieu’s premier sports, leisure and entertainment precinct
- » Multipurpose indoor stadium courts of ~ 4,800 sqm GFA
- » Community-driven multi-function sporting precinct
- » Commercially self-sustaining precinct
- » High-standards of environmental sustainability
- » Driving regional population growth
- » Acting as a powerful tourism and economic generator for the region



Victor Harbor Railway Plaza



Lifestyle Image



THE PRECINCT USES

A dynamic range of uses and outcomes have been identified to unlock the full value of the assets within The Precinct. The diverse mix of potential uses includes recreational, leisure, sport, entertainment and food and beverage offerings. This includes offerings that draw on leading market trends in sports entertainment, blended with quality food & beverage, through to wellness, allied health and the ability to host a range of events. Importantly, The Precinct functionally should adopt best practice design principles that achieve multi-purpose assets that ensure uses are commercially optimised for a regional market. This is to enable The Precinct to be both commercially self-sustaining in operation and a compelling destination of high amenity value for the local community and tourist market.



Programmable Sporting Activities



Licensed F&B Offerings



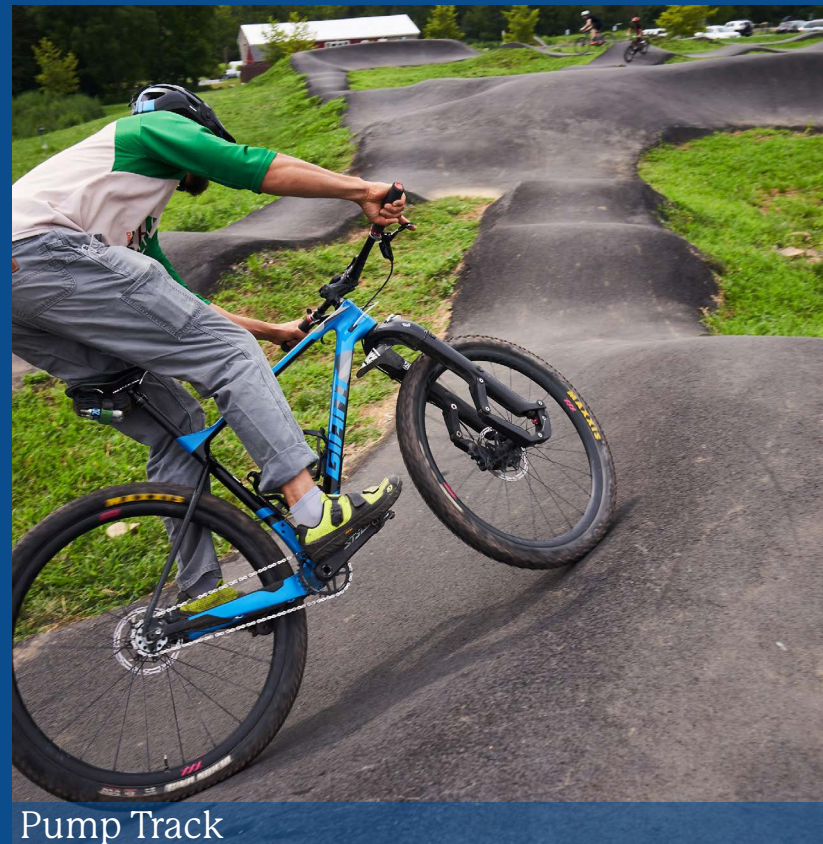
Allied Health



Rock Climbing



Outdoor Sporting Activities



Pump Track



Driving Range



Bowling



Fitness



Tree Climb



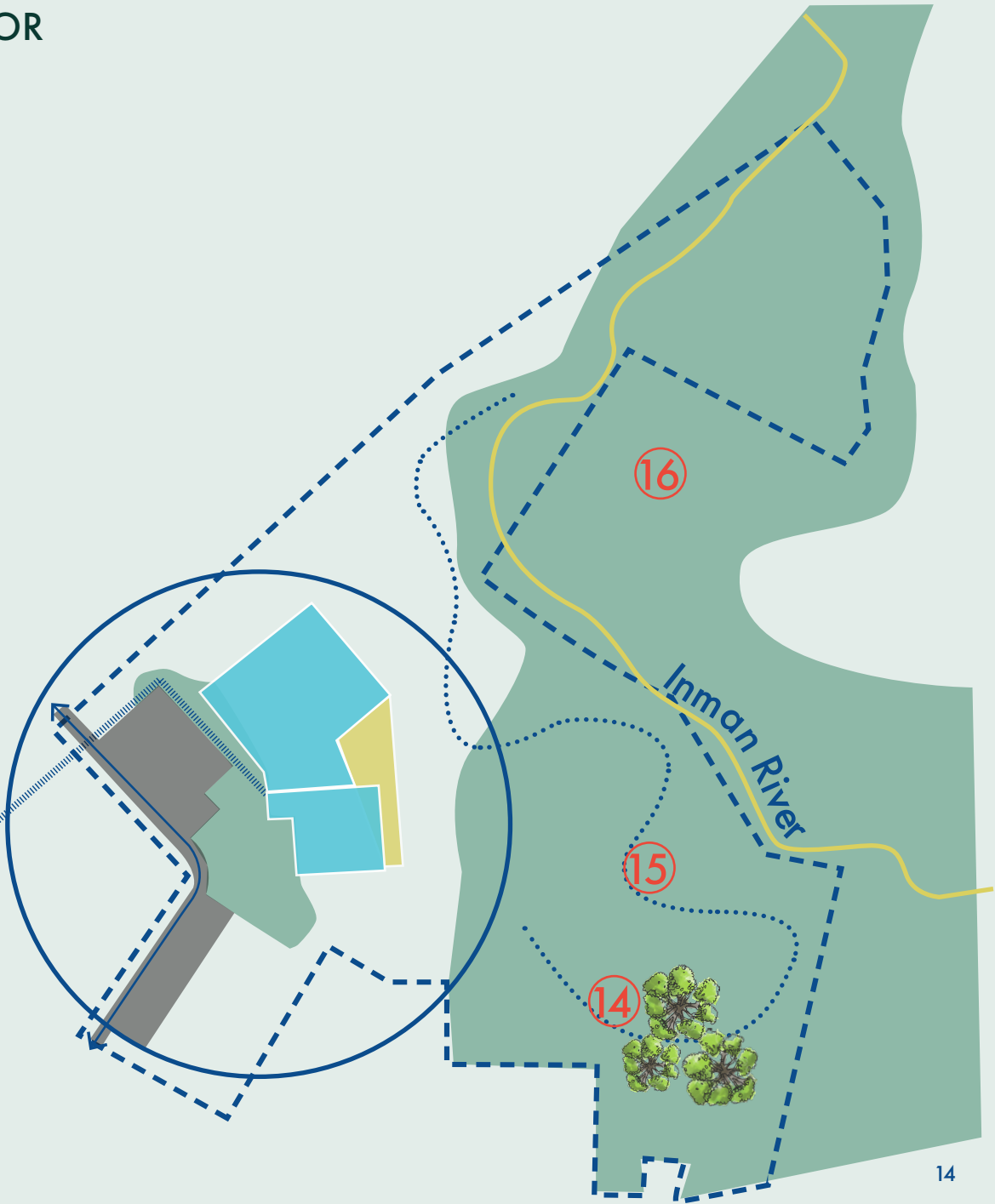
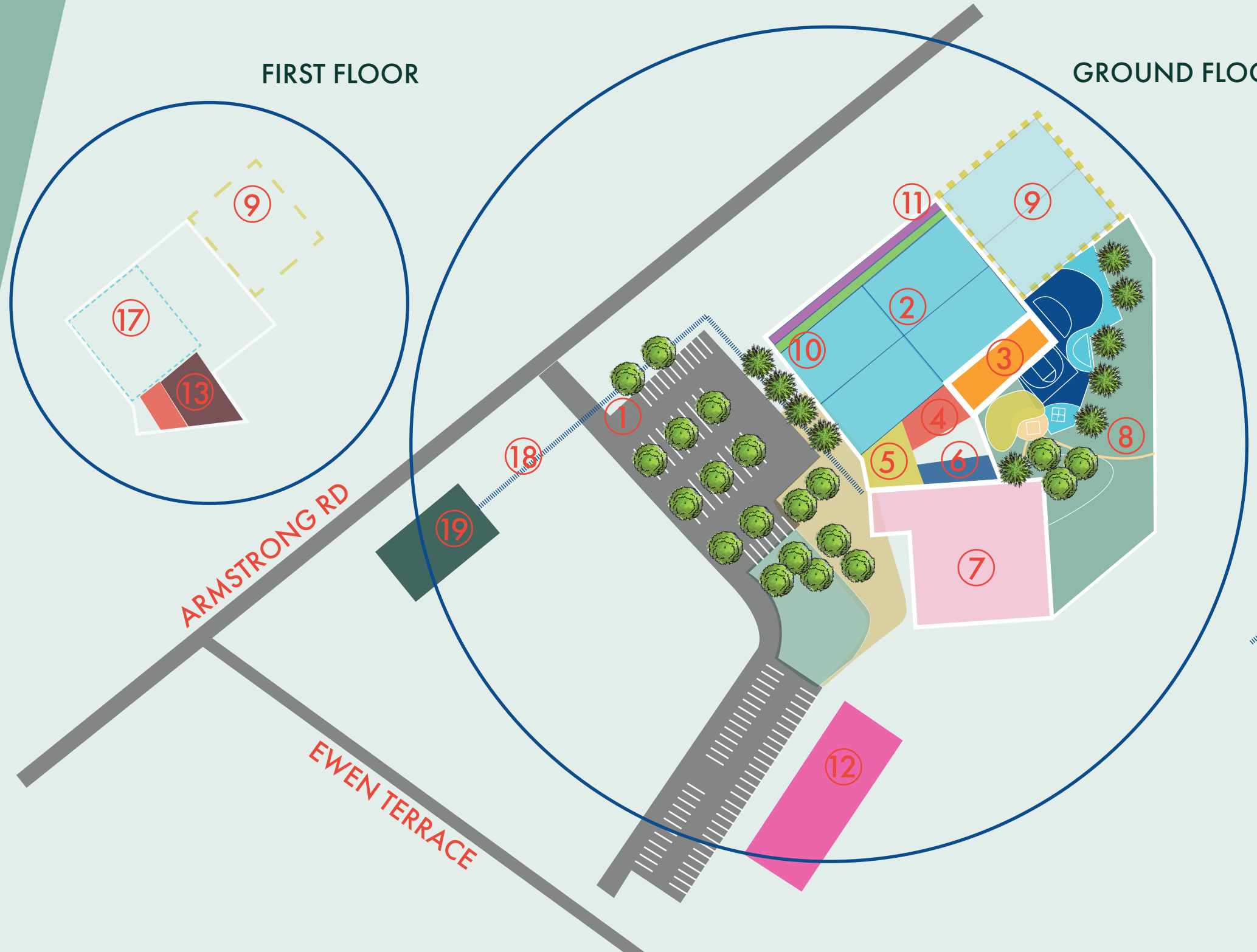
Childcare



Pickleball

CONCEPT PLAN

- 1. Carpark
- 2. Multi-purpose indoor courts (4)
- 3. Potential bowling alley
- 4. Core services (toilets, change room, storage, elevator)
- 5. Precinct entry / administration
- 6. Cafe with kitchen
- 7. Retail/recreation space
- 8. Outdoor recreational uses
- 9. Expansion space
- 10. Retractable seating
- 11. Storage
- 12. Potential childcare
- 13. Multi-Function event area and viewing area
- 14. Potential Tree Climb
- 15. Potential nature walk
- 16. River zone
- 17. Area can be overlooked from first floor
- 18. Connection to Encounter Centre
- 19. Encounter Centre (existing)



VICTOR HARBOR — KEY DRIVERS

In September 2023, the State Planning Commission released its draft Greater Adelaide Regional Plan Discussion Paper which delivers a vision for the Greater Adelaide region to 2051 and beyond. This is the first major update to the 30-year plan and has firmly placed Victor Harbor in the spotlight as one of two satellite cities in South Australia.

This identifies the growth potential of more than 10,000 additional dwellings for Victor Harbor and Goolwa in the next 30 years¹. In addition to the significant growth benefits as a satellite city, Victor Harbor is part of a much wider regional growth catchment focusing on opportunities to take advantage of Federal and State Government commitments to the Fleurieu Connections project.

This total growth has the potential to build on the already strong residential growth pipeline and major tourism investments in the region, which is supporting a massive 12.5% population growth in the coming decade². This could see Victor Harbor continue to grow rapidly from a township of just under 20,000 today to well over 50,000 in the coming 25 years².

Reference: ¹Greater Adelaide Regional Plan ²City of Victor Harbor Community Plan 2030










Victor Harbor City Centre

Top SA Tourism Town & People's Choice 2023 TiCSA

As a key tourism destination, not surprisingly, Victor Harbor recently won two key accolades at the Tourism Industry Council of SA (TiCSA) Top Tourism Awards, including Top Tourism Town and People's Choice winner. These honours reflect the significant and collaborative efforts between Council and Business Victor Harbor to rebrand the town as the vibrant, creative heart of the Fleurieu Peninsula. Significant investments have led to new attractions and infrastructure, such as a revamped Causeway and Mainstreet Precinct, enhancing the City's appeal for both frequent and occasional visitors as well as underpinning the attraction of the City as a permanent lifestyle choice. These awards celebrate and demonstrate Victor Harbor's commitment to delivering outstanding visitor experiences for enhancing tourism and increasing visitation.



FAST FACTS

- | | |
|--|---|
|  <p>Largest township population in the Southern Fleurieu Peninsula Region</p> |  <p>10,000 additional dwellings anticipated in Victor Harbor & Goolwa over next 30 years¹</p> |
|  <p>1.2M visitors in Victor Harbor annually</p> |  <p>18.16% population growth over the last 10 years²</p> |
|  <p>\$163M injected into the local economy</p> |  <p>Population growth of 12.5% expected by 2030³</p> |
|  <p>TiCSA 2023 Top Tourism & People Choice Town</p> |  <p>\$641 M Gross Regional Product 2021/22 in Fleurieu Peninsula</p> |
|  <p>Fleurieu Peninsula 2030 visitor expenditure predicted \$807M</p> |  <p>2.5M day trips to Fleurieu Peninsula 2022</p> |

Reference: ¹ Greater Adelaide Regional Plan ² ABS Census ³ City of Victor Harbor Community Plan 2030

The Steam Ranger Heritage Railway – Cockle Train

A nationally significant tourism drawcard – The Steam Ranger traverses a stunning coastline route first opened in 1887 and with nothing separating you from the beach and views of the Southern Ocean. The 30-minute journey links the historic townships of Victor Harbor, Port Elliot, Middleton and Goolwa. The Cockle Train name is derived from the early settlement days in the late 1800’s when residents used horse-drawn trains to travel to collect cockles from the sandy beaches of Goolwa.

The Surf Coast

Victor Harbor’s main attraction is its breathtaking, easily accessible beaches. The coastline is perfect for leisurely walks, along with dramatic cliffside paths overlooking turbulent waves. Nearby, are some of South Australia’s top surfing locations like Petrel Cove, Boomer Beach, and Knights Beach. For more a relaxed experience, Port Elliot and Goolwa offer brilliant swimming and fishing.



The Steam Ranger Cockle Train



Horsedrawn Tram



Urimbirra Wildlife Park



Deep Blue Surf



Granite Island

SURROUNDING ATTRACTORS

Horsedrawn Tram

The Victor Harbor Horse Drawn Tram, operating since 1894, offers a nostalgic journey from the mainland to Granite Island using Clydesdale horses. This iconic attraction provides picturesque ocean views and a unique historical experience, making it a must-visit for people visiting Victor Harbor. Since the upgrades to the Causeway, ~70,000 tickets sold in 2022/23.

Urimbirra Wildfire Park

Located at the gateway to Victor Harbor, Urimbirra Wildlife Park offers a unique experience with Australian animals in a 40-acre open-range setting, including a 16-acre wetland bird sanctuary. Open every day, the park features interactive activities like petting kangaroos and watching snake handlers, along with amenities like a children’s farmyard, picnic areas, and easy parking, making it a highly visited attraction for international visitors and families.

Granite Island

Granite Island is one of the most recognised ecological attractions in Victor Harbor. The island spans over 62 acres with unique rock formations made of granite, alongside surging white waves, elevated vantage points, diverse plant and animal life, and hiking paths offering exceptional vistas.

KEY INVESTMENT HIGHLIGHTS



\$15.4 billion River Torrens to Darlington (T2D)

The \$15.4b T2D Project is the largest single project in the State's history and will complete a 78km traffic light-free north-south motorway in Adelaide. Bypassing 21 sets of lights it will significantly reduce peak-hour commutes, such as cutting the West Hindmarsh to Darlington trip to just nine minutes saving 30 minutes. For travel to Victor Harbor, this will provide traffic light-free travel from the City's outer north to McLaren Vale in the south. This includes connections via the \$750 million Darlington Expressway completed in 2020. These massive investments will provide an unrivalled level of connectivity to the Southern Fleurieu and Victor Harbor – cutting travel times by up to 20 minutes.



\$685 million Fleurieu Connections

Australian and South Australian Governments have committed to funding the Fleurieu Connections on Main South Road and Victor Harbor Road. Combined with the T2D, Darlington Expressway and Southern Expressway, this delivery will dramatically improve road safety, and travel times and increase connectivity across the Fleurieu Peninsula, whilst providing a vital boost for local tourism and communities.



\$14.5 million Goolwa Wharf Precinct

This transformational project is a premium Murray River waterfront site, making a diverse collection of 12 heritage and modern buildings, including the historic Harbour Master's Residence and the renovated Signal Point gallery. Revitalising the area offers opportunities for outdoor dining and events, enhancing the market experience.



\$250 million Encounter Bay Seascape Housing Development

One of the largest residential developments in Victor Harbor, 'Seascape' will include more than 300 traditional house and land packages and "bespoke hilltop villas". This will be complemented by bike and pedestrian paths, reserves and a retail and commercial precinct across a total of 35ha of elevated land.



\$43 million Granite Island Causeway Project

An iconic landmark with heritage value located 83 km south of Adelaide linking Granite Island and mainland Victor Harbor. The new \$43m Causeway supports continued strong visitation to one of the State's key tourism attractions.



\$20 million McCracken Country Club

In 2023, the G'DAY Group announced a development masterplan to enhance visitation to one of the key drawcards in the Fleurieu region, through a major reinvestment in McCracken estate and Country Club.



\$22 million Discovery Parks Goolwa

In conjunction with the McCracken Country Club, the G'Day Group completed Stage 1 of the highly visited tourist park. This investment features a splash park, new swimming pool, outdoor cinema, coastal nature playground and modern new accommodation. This further strengthen the family-friendly appeal in the Southern Fleurieu region.

SITE OVERVIEW

The Precinct Victor Harbor

Address

Allotment 202 Armstrong Road,
Victor Harbor SA 5211

Site Area

Approx. 11.5 hectares (5.4
developable)

Certificate of Title

Hundreds of Encounter Bay in
the area named Victor Harbor,
Certificate of Title Volume 6264
Folio 793

Zoning

Currently zoned as Business
Neighbourhood (BN), likely to
require rezoning to Community
Facilities (CF).

Key Attributes

- » Strategic landholding of 11.5
ha. with river frontage
- » Located in the heart of Victor
Harbor Sport and Recreation
Precinct
- » Developable site area 5.4 ha.

Location and Site Attributes

The development site is approximately 1.7 km from the centre of Victor Harbor. Strategically located on Armstrong Road, the primary ring road, the site provides exceptional connectivity to Victor Harbor Road (primary connection to Adelaide), and George Main Road to the City Centre and beaches. The development site benefits from direct proximity to Victor Harbor Golf Club, Investigator College, and TAFE SA, making it a prime location for a diverse regional sport, recreation and commercial precinct and valuable tourism asset for the community and as a destination.

The greenfield site provides the opportunity for development partners and operators to masterplan and curate the optimal tenancy mix for a landmark sport, recreation and entertainment precinct.



Main Street Precinct, Victor Harbor

INVESTMENT APPEAL

This development site presents an exciting opportunity to capitalise on the positive investments and changes happening in Victor Harbor:

-  Growing city that creates new opportunities for additional offerings
-  Prominent and large-scale site with two street frontages
-  Opportunity to incorporate facilities to be utilised by local community clubs, schools and TAFE.
-  Ability for multiple revenue streams and offerings on the one site

EXPRESSION OF INTEREST EVALUATION CRITERIA

Criteria	Response Requirements
1. Development Capability & Track Record	<p>Demonstrated experience in delivering high-quality visitor experience projects and / or sports, leisure and entertainment precincts. This includes an overview of the Proponent’s:</p> <ul style="list-style-type: none">» experience, capability and capacity in the development of projects of a similar nature, scale and complexity to the project in collaboration with the public sector;» understanding of – and ability to deliver – the Council’s requirements for the Project, with reference to an alignment with the ‘Project Objectives’ and the ‘Precinct Uses’ as set out in this Information Memorandum. <p>As part of responses and in support of the above, Proponents should include details for three comparable projects, with reference to those projects’ value, location, scale, timing, brands / tenants, and operators.</p>
2. Master Plan Design Response	<p>The Council has developed a preliminary land development concept masterplan for the Precinct which incorporates the layout and mix of uses ideally sought for the development. Proponents are required to either:</p> <ul style="list-style-type: none">» respond to the masterplan, or» nominate an alternative masterplan. <p>If Proponents choose to nominate an alternative masterplan, Proponents should provide an outline of any:</p> <ul style="list-style-type: none">» supported elements of the Council’s masterplan;» proposed refinements, enhancements or material alterations to masterplan;» the rationale for how such changes align with the vision and benefits to the project, and any additional value-add opportunities and innovative concepts to enhance the outcomes of the development. <p>(Note: Detailed architectural plans are not required at EOI stage).</p>
3. Project Objectives	<p>Provide a design response on how the Proponent will meet Council’s vision for the The Precinct each of the associated project objectives, supported by reference to demonstrated project experience where relevant</p>

Criteria	Response Requirements
4. Capacity, Resourcing & Delivery Approach	<p>Detailed summary of the Proponent’s delivery methodologies, construction and delivery systems for the proposed development and how the Proponent will ensure an outstanding and timely outcome for the Council, including but not limited to:</p> <ul style="list-style-type: none">» projected staging plan for each component of the Project (on a best case, likely, and worst case timeframe);» targeted commencement and completion dates for the Project as a whole;» any early and accelerated stage delivery outcomes;» current committed pipeline and financial and operation capacity to deliver the Project over the proposed staging timeline. <p>Evidence of a strong project delivery team and key personnel who will be involved in and have the requisite skills and capacity to deliver the Project, including but not limited to:</p> <ul style="list-style-type: none">» Master Planner/Urban Designer/Architect» Civil/Structural Engineer» Town Planner» Internal Project Management Team» Operator» Any other third-party consultants or contractors deemed appropriate by the Proponent
5. Value Maximisation & Commercial Terms	<p>The commercial offer should provide strong value for money to Council in both direct and indirect returns and outcomes achieved. Innovative commercial structures are encouraged to maximise these outcomes for Council.</p> <p>The commercial offer should, at minimum, address the following key areas:</p> <ul style="list-style-type: none">» Outline quantum of proposed capital investment<ul style="list-style-type: none">» Specify breakdown of investment by key components» Reference to investment by staging (if staged delivery)» Outline net operational return to or contribution from Council operationally – having regard to Council’s commercial target of no net contribution <p>The commercial offer should detail the Proponent’s proposed tenure arrangements based a long-term ground lease. Any preferred extended tenure arrangements and associated implications for commercial terms should be specified.</p> <p>Details of the proposed funding strategy and financial structuring that the Proponent will utilise to deliver the proposal.</p> <p>Offers may be presented as a value range with appropriate qualifiers and limitations.</p>

PRE-QUALIFICATION CRITERIA & PROCESS

Council is seeking the highest level of certainty regarding ability to deliver on the vision for The Precinct project. In this regard, Proponents will need to pre-qualify for the EOI Process by registering their interest with Council's Commercial Advisor, Alinea Group via the contact details outlined below. As a requirement for the pre-qualification process, Proponents are to demonstrate their suitability as follows:

- » Regional Recreation Precinct - experience in commercial, retail and entertainment-based, local government and state government projects.
- » Partnering Ability – experienced track record of partnering on the delivery of major real estate projects (including with State Government Authorities).

The City of Victor Harbor reserves the right to approve and refuse pre-qualified groups to participate in the EOI Process.

The Bluff, Encounter Bay



EXPRESSION OF INTEREST PROCESS

The evaluation of each proposal will be conducted by the City of Victor Harbor within an established probity framework and will involve a review of each Proponent's response to:

- » confirm the Proponent has provided satisfactory information in accordance with the requirements set out in this Information Memorandum (in particular addressing the Evaluation Criteria); and
- » assess each proposal against the Evaluation Criteria to determine which proposal best responds to the Council's vision and objectives.

In the event that clarifications are required of a Proponent's response, the appointed commercial advisor may seek confirmation from the Proponent via a Request for Information (RFI).

Proponent's may be invited to present their submission to the Evaluation Panel during the evaluation process.

Following the evaluation of responses, the next steps in the market engagement process may at the Council's absolute discretion involve a subsequent more detailed procurement process, select market engagement, or direct negotiations in relation to all or some of the offerings as contemplated by this Information Memorandum. Only qualified Proponents that submit a proposal pursuant to this Information Memorandum will be considered for any subsequent stage of the Project.



Victor Harbor Beach

Expressions of
Interest close 5pm
ACDT, Thursday 09
November 2023

Contact Details

All enquiries in relation to this opportunity are directed to Council's Commercial Advisors:

Ben Koop | Principal, Alinea Group

+61 412 658 318
ben.koop@alineagroup.com.au.

Fred Porter | Director, Alinea Group

+61 408 621 947
fred.porter@alineagroup.com.au

- information provided to Proponents (and copies or reproductions of such information) be either destroyed by it or returned to Council unless otherwise required by law. Council may require that Proponents provide evidence (in a form satisfactory to Council) that any of their requirements in this respect have been fully met.
22. **Freedom of Information**
- a. Proponents should note that the Freedom of Information Act 1991 (FOI Act) gives members of the public legal rights to be given access to documents held by Council. All or part of a Proposal may be disclosed to third parties if there is a requirement to do so under the FOI Act.
- b. Any information that is of a confidential nature or concerns the business, professional, commercial or financial affairs of a Proponent—the disclosure of which could reasonably be expected to have an adverse effect on those affairs—may be exempt from disclosure under the relevant legislation and should be marked as follows:
- i. Freedom of Information Act 1991 – Sensitive business information
- ii. Confidential to [entity name]
- iii. Refer to [name and title of company representative who is claiming exemption]
- iv. Telephone [direct telephone number].
- c. Marking information in the manner stated above will not necessarily prevent disclosure of the information in accordance with the FOI Act. Any decision to grant access to a document will be determined by the requirements of the FOI Act. A Proponent will not be entitled to make any claim in relation to any actions taken in relation to, or under, the FOI Act.
23. **Council not liable**
- a. In no circumstances will Council, the Exclusive Marketing Agents or any of their respective directors, officers, employees, agents or advisors be liable to a Proponent (whether the Proponent is preferred or unsuccessful) whether, in contract, tort (including negligence or misrepresentation), under statute (to the extent permitted by law) or otherwise for any costs, losses, expenses, liabilities or damages incurred or suffered by the Proponent:
- i. in responding to the EOI Documents, in preparing its Proposal or in otherwise acting in reliance upon the EOI Documents;
- ii. arising out of or in connection with its participation in or responding to any discussions, negotiations, interviews, enquiries or requests for details or information whether before or after the closing date set out in the EOI Documents;
- iii. arising out of or in connection with its participation in the EOI stage or Project generally;
- iv. arising out of or as a result of the exercise, or failure to exercise, by Council or the Exclusive Marketing Agents of any of their rights under the EOI Documents including but not limited to those rights set out under clause 3 of these terms and conditions.
- b. Any Proponent not selected as a preferred Proponent will have no claim against the Council, the Exclusive Marketing Agents or their respective employees, agents or advisers in connection to Council's decision to select another Proponent as a preferred Proponent.
24. **No appeal**
- a. Proponents will have no right to appeal to Council against any decisions arising from the processes involved in the Project, whether during the EOI stage or in later bid processes or transaction stages of the Project.
25. **Publicity**
- a. At all times up to and including the award of the contract to the preferred Proponent or the termination of this EOI stage (whichever is the first to occur), the Council shall be solely responsible for all communications with all media in respect of the Project and the EOI stage. If during this period, a Proponent wishes to make any announcement or publish any information regarding the EOI stage or the Project, it must first obtain the written consent of the Council. This includes but is not limited to publishing via social media, the internet or other electronic media.
- b. In giving its consent under this clause, the Council shall be entitled to place any conditions that Council in its sole discretion deem appropriate with regard to said announcement or publication.
26. **Non-Exclusivity**
- a. The Council may in its absolute discretion negotiate with any one or more of the Proponents or any other person who is not a Proponent to the exclusion of any other Proponent or other person at any time during the EOI stage.
27. **Legislative Obligations**
- In submitting a Proposal, Proponents acknowledge that:**
- a. the Council may have legislative obligations that it will need to comply with in relation to a particular Proposal and nothing in this EOI stage is intended to override or circumvent those obligations; and
- b. the processes established by this EOI stage are separate from and do not override other legislative approval processes that a Proponent may need to participate in order to progress its Proposal (for example, planning approval processes).
28. **Definitions**
- In these terms and conditions, the following definitions shall apply:
- Council** means the City of Victor Harbor Council.
- EOI Documents** means these terms and conditions and the information memorandum document to which these terms and conditions are attached.
- EOI Information** means all information provided by the Council (including through its authorised agents) during the EOI stage with regard to the Project.
- EOI** means Expression of Interest.
- EOI stage** means the first stage of the market engagement process for the Project as set out in the EOI Documents.
- Evaluation Criteria** means the detail requested by the Council in the EOI Documents which will be used to evaluate the Proposals received from Proponents.
- Exclusive Marketing Agents** means the representatives of Alinea Group respectively as described in the EOI Documents (as amended from time to time by the Council in writing to the Proponent).
- Project** means The Precinct development opportunity as that term is defined in the EOI Documents.
- Proponent** means a party who submits a Proposal in response to the EOI Documents.
- Proposal** means a proposal in response to the EOI Documents to participate in the Project.

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RSR 310796





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