

Regional Export Distribution Centre Pilot

# Registration of Interest Invitation



Queensland, Australia, May 2018



The Department of State Development, Manufacturing, Infrastructure and Planning is responsible for driving the economic development of Queensland.

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# 1. Boosting regional Queensland's export potential

The Queensland Government has committed to provide up to \$10 million (ex. GST) from the \$130 million Jobs and Regional Growth Fund to support business case development and construction of an export distribution centre. The centre will act as a pilot facility at or near an export-ready airport in regional Queensland.

The Regional Export Distribution Centre Pilot will aim to boost rapid access to international markets for Queensland's agricultural producers and will grow regional jobs.

The State of Queensland, through the Department of State Development, Manufacturing, Infrastructure and Planning (DSDMIP) plans to invite Expressions of Interest (EOI) for delivery of the Regional Export Distribution Centre Pilot in July 2018.

To assist with preparations for the EOI Invitation, DSDMIP is seeking Registrations of Interest (ROI) from parties interested in considering this opportunity to develop and operate an export distribution centre.

The ROI is intended to provide the State with a snapshot of the range of prospective projects and entities that might be proposed in the subsequent EOI process, and to stimulate comments and insights from the market.

The department will not evaluate responses to the ROI to shortlist potential proponents. Responding to the ROI is not a pre-qualification to the EOI process. Entities that do not register at this stage can still participate in the EOI process.

Registered parties will be sent all material about the EOI process. Parties considering forming partnerships or consortia do not need to complete those arrangements at the ROI stage.

To register your interest, read the ROI Conditions set out in Appendix A, and either:

- complete an ROI Response in the form set out in Appendix B and email the form to [REDCPilot@dsdmip.qld.gov.au](mailto:REDCPilot@dsdmip.qld.gov.au); or
- register interest online via [www.dsdmip.qld.gov.au/export](http://www.dsdmip.qld.gov.au/export).

**All registrations of interest must be received by DSDMIP by 5 pm, AEST, 29 June 2018.**

If you require further information about the ROI, please contact the Project Director via email: [REDCPilot@dsdmip.qld.gov.au](mailto:REDCPilot@dsdmip.qld.gov.au).



## 2. Important notice

Terms used in this document are defined in the Glossary.

This notice applies to all parties, regardless of whether they submit a ROI Response.

### No reliance and no claim

The ROI is not part of the Selection Process.

Neither the ROI Invitation nor any other document relating to the ROI constitutes an offer or recommendation by the State about the Selection Process or the Regional Export Distribution Centre Pilot.

To the maximum extent permitted by law, no party has a claim of any kind whatsoever (whether in contract, tort (including negligence), equity, under statute or otherwise) against the State or any governmental agency or their associates arising from or in connection with the ROI, the Selection Process or the Regional Export Distribution Centre Pilot.

### Participation at party's cost and risk

The State is not liable for any costs incurred by a party in connection with the ROI, reviewing the ROI Invitation or preparing or submitting a ROI Response or any other bid, proposal or offer in the Selection Process. Participation in the ROI is at the sole cost and risk of the party.

### Other conditions

This ROI Invitation must be read in conjunction with and subject to the ROI Conditions set out in Appendix A.

## 3. Purpose of the ROI Invitation

The purpose of the ROI is to:

- give notice of the upcoming EOI Invitation for the development of a Regional Export Distribution Centre Pilot
- allow parties to consider the opportunity and notify the State of their intention to participate in the Selection Process
- provide an overview of the intended process and conditions for the proposed Selection Process
- canvass the range of prospective projects and entities, and to stimulate comments and insights from the market which may shape the Selection Process.

Respondents to the ROI Invitation will not be evaluated or short-listed for consideration as a recipient of the proposed funding for the Regional Export Distribution Centre Pilot. A ROI Response is not a condition precedent to or qualification for eligibility to participate in the Selection Process.



## 4. The opportunity

Queensland's agriculture, forestry, fisheries and associated industries are vital to the state's economy. Collectively, these industries support more than 300,000 jobs, or more than one-in-eight working Queenslanders.

With an estimated value of \$19.95 billion in the 2016–17 financial year (DAF Annual Report 2016/17, September 2017), the Queensland agricultural sector contributes significantly to the economy. The Queensland Government is committed to boosting agriculture export capacity and enhancing innovation through the agricultural supply chain. Supporting a prosperous and sustainable agricultural sector will generate long-term jobs, and underpin the economic resilience and prosperity of our regional and rural communities.

The Queensland Government has committed to provide up to \$10 million (ex. GST) to support the development of a business case and, if appropriate, subsequent capital investment for the selected Regional Export Distribution Centre Pilot.

### What is an export distribution centre?

An export distribution centre is a specialised facility offering:

- customised temperature-controlled warehousing of products from a variety of suppliers ready for export
- coordination of transport, logistics and delivery services
- advice on and implementation of export regulation requirements.

An export distribution centre typically does not involve the production or manufacture of goods or the provision of freight services. However, for businesses currently involved in agricultural production, food manufacturing or freight operations, this opportunity might offer synergies and investment potential.

### What are the Queensland Government's objectives for this project?

The Jobs and Regional Growth Fund is a Queensland Government initiative to promote job creation and the growth of diversified enterprise and industry in regional Queensland.

The Queensland Government is seeking a range of potential benefits from the Regional Export Distribution Centre Pilot, including:

- increased volumes and value of premium produce exported from Queensland to overseas markets
- enhanced freight and logistics infrastructure
- improved resilience and profitability of regional Queensland agricultural producers by facilitating the development of alternative export-oriented revenue streams
- greater efficiencies in the cost and availability of export air freight services via a coordinated, central distribution centre able to handle multiple products and delivery destinations
- providing a catalyst for increased investment in produce and freight industries
- encouraging cooperation, partnering, shared learning and resources across the Queensland agricultural production, processing and exports sectors.

The Regional Export Distribution Centre Pilot will seek to capitalise on Queensland's global reputation as a leader in the production and processing of quality agricultural products, create jobs and boost productivity in the regions.

### Where could the Regional Export Distribution Centre Pilot be located?

To be eligible for support, the proposed location of the Regional Export Distribution Centre Pilot must be at or near an export-ready airport in regional Queensland. For this reason, proposals in connection with the Sunshine Coast Airport (MCY), Brisbane International Airport (BNE), Archerfield Airport (YBAF) and Gold Coast Airport (OOL) will be ineligible to apply for support.

### How will the support be awarded?

A Selection Process will be conducted to identify a preferred proponent to deliver the Regional Export Distribution Centre Pilot. Section 5 provides an overview of the proposed Selection Process.

### Who should respond to the ROI?

The recipient of the State's support must be capable of developing, constructing and operating the Regional Export Distribution Centre Pilot at or near an export-ready airport in regional Queensland.

It is anticipated the entities that may be able to participate in the Selection Process include:

- regional airport owners and operators with export capability
- individual, cooperatives or consortia of producers and manufacturers of relevant products

- warehousing, freight and logistics companies
- commercialised local government entities with relevant capabilities.

### How can I register my interest?

Respondents are invited to register online via [www.dsdmip.qld.gov.au/export](http://www.dsdmip.qld.gov.au/export) or alternatively, complete the ROI Response form in Appendix B and email the completed form to [REDCpilot@dsdmip.qld.gov.au](mailto:REDCpilot@dsdmip.qld.gov.au), by 5 pm, AEST, 29 June 2018.

## 5. Proposed Selection Process

The State is committed to conducting a competitive Selection Process for the Regional Export Distribution Centre Pilot that is transparent, accountable and affords all parties fair and equitable treatment.

The ROI is not part of the Selection Process. An ROI Response is not a condition precedent to or qualification for eligibility to participate in the Selection Process.

### Proposed Selection Process

The proposed stages for the Selection Process are:

**Stage 1** – EOI Invitation

**Stage 2** – Evaluation of EOI Responses

**Stage 3** – Selection of proponent to receive funding to support the preparation of a business case for the Regional Export Distribution Centre Pilot. The State may, in its absolute discretion, elect to choose one or more proponents for this purpose

**Stage 4** – Evaluation of business case/s

**Stage 5** – If the State is satisfied, in its absolute discretion, with the feasibility of a business case, award of funding to support capital works for the Regional Export Distribution Centre Pilot.

Only one proponent will be selected to receive funding support for capital works. The maximum amount of funding support awarded at this stage will be the balance of \$10 million (ex. GST), less the funding paid to the proponent to develop the business case.

The stages of the Selection Process set out above are indicative only. The State may, in its absolute discretion, choose not to proceed with or to vary any stage of or cancel in its entirety the Selection Process. The evaluation criteria and the full terms and conditions of the relevant stage of the Selection Process will be detailed by DSDMIP at the appropriate time.



## Indicative timeframes

DSDMIP proposes to conduct the Selection Process in accordance with the following indicative timeframes:

Release of 'Regional Export Distribution Centre Pilot' EOI Invitation	July 2018
Evaluation of EOI Responses	September 2018
Offer and execution of business case support agreement/s with preferred proponent/s	Q4 2018
Assessment of business case/s	Q2 2019
Offer and execution of Capital Support Agreement with preferred proponent	2019

## What information is likely to be required?

The EOI Invitation will set out the full details of the information requirements.

It is expected that EOI Responses would include, as a minimum, the following details:

- location and proximity to airport
- design and capacity of the proposed Regional Export Distribution Centre Pilot
- characteristics of air freight services (such as frequency, volume, destination)
- target suppliers (producers / manufacturers)
- proximity of target suppliers to proposed facility
- identification of priority products for export and indicative volumes, seasonality and risks
- customer market assessment (including assessment against current trade protocols)

- indicative demand assessment for prioritised products
- export readiness (or plan to achieve capability)
- supporting infrastructure requirements
- preliminary capital cost and employment estimates
- estimated time and cost to prepare a business case
- development approvals path
- construction procurement plan
- project financing strategy (clearly identifying sources of funding)
- letters of support from relevant parties.

## Probity

The State will engage a Probity Adviser for the duration of the Selection Process as an independent observer to advise on procedures and monitor implementation.



## 6. Glossary

Term	Definition
DSDMIP	The Department of State Development, Manufacturing, Infrastructure and Planning
EOI Invitation	Any request by the State for expressions of interest in connection with receiving funding to support the development of a business case and ultimately the construction and operation of the Regional Export Distribution Centre Pilot and which invites parties to lodge an EOI Response
EOI Response	Information prepared by a respondent proposing to undertake a business case and ultimately construct and operate the Regional Export Distribution Centre Pilot, which is submitted in response to an EOI Invitation
Regional Export Distribution Centre Pilot	A pilot export distribution centre to be constructed and operated at or near an export-ready airport in regional Queensland, with financial support from the State of up to \$10 million from the \$130 million Jobs and Regional Growth Fund
Personal Information	Has the meaning given to that term in the <i>Information Privacy Act 2009</i> (Qld) or the <i>Privacy Act 1988</i> (Cth), as applicable
Probity Adviser	The probity adviser referred to in Section 5
ROI Conditions	The conditions set out in Appendix A
ROI Invitation	This document and any addenda to it issued by the State
ROI	The registration of interest process for the Regional Export Distribution Centre Pilot as set out in the ROI Invitation as amended from time to time at the absolute discretion of the State
ROI Response	A response to this ROI Invitation, whether submitted in accordance with this ROI Invitation or otherwise, and includes any subsequent information provided by the respondent to the State
Selection Process	The competitive process to be undertaken by the State for the selection of preferred proponent/s to undertake development of a business case for, and ultimately selection of a preferred proponent to construct and operate, the Regional Export Distribution Centre Pilot
State	The State of Queensland



# Appendix A – ROI Conditions

By submitting a ROI Response, a respondent accepts the following ROI Conditions:

1. The State is under no obligation to proceed with the ROI or Selection Process.
2. Providing a ROI Response does not entitle the respondent to participate in or favourable consideration or preferential dealing in any stage of the Selection Process.
3. The State makes no representation or warranty as to the accuracy or sufficiency of the information contained in the ROI Invitation and accepts no responsibility for decisions or actions taken as a result of any data, information, statement or advice, expressed or implied, contained in it.
4. The information in the ROI Invitation is general and does not take into account individual circumstances or situations. Where appropriate, a respondent should seek independent legal, accounting or other relevant advice.
5. The State may make any changes to the ROI in its absolute discretion including changing its terms, amending the closing date and time or cancelling the ROI.
6. The State may seek information from, and engage in discussions with, any respondent who responds or proposes to respond to the ROI Invitation.
7. Participation in the ROI is at the respondent's own risk and cost. The State will not be responsible for any costs, expenses or losses incurred by a respondent in relation to the ROI or Selection Process, including, without limitation, in the preparation of a ROI Response.
8. A respondent must ensure that all information provided as part of its ROI Response is complete, accurate, current and not misleading.
9. The State may consider any response to the ROI Invitation including a response submitted after the closing time or otherwise, not in accordance with this ROI Invitation.
10. Neither the ROI Invitation nor any other document relating to the ROI or Selection Process constitutes an offer or recommendation by the State about the Selection Process or the Regional Export Distribution Centre Pilot. The provision of documents by the State to or the lodgement of a ROI Response by any respondent is not intended to constitute or create any contractual or other legal relationship between the State and the respondent in connection with either the Selection Process or the Regional Export Distribution Centre Pilot.
11. To the maximum extent permitted by law, no respondent has a claim of any kind whatsoever (whether in contract, tort (including negligence), equity, under statute or otherwise) against the State or any governmental agency or their associates arising from or in connection with the ROI, the Selection Process or the Regional Export Distribution Centre Pilot.
12. Respondents are advised not to include any information in their ROI Responses that might be considered business sensitive, proprietary, or otherwise confidential. If a respondent chooses to submit business sensitive, proprietary, or confidential information with its ROI Response, the information must be clearly and conspicuously marked as such in the ROI Response.

## Privacy notice

- The State is collecting Personal Information from the respondent for the purpose of administering the ROI.
- Personal Information may be shared with State agencies and bodies, non-government organisations and other governments in Australia for that purpose. Personal Information may be made publicly available in accordance with the requirements of the State's procurement policy. An individual is able to gain access to Personal Information held by the State about the individual in certain circumstances.

# Appendix B – Registration of Interest Response Form

Organisation details	
Type of entity (e.g. public/private corporation, partnership, consortium) or type of entity proposed to be formed	
Name of entity/entities	
ABN, ACN or other identification number	
Current registered office/principal place of business	
If entity is a consortium or partnership, details of the proposed parties and respective roles	
Contact details	
Representative name	
Position title of representative	
Email address	
Mobile phone number	
Office street location	
Postal address	
Project details	
Location of proposed Regional Export Distribution Centre Pilot (proposed street address if available)	
Regional airport connection to the proposed Regional Export Distribution Centre Pilot	
Details of goods which may be handled by the proposed Regional Export Distribution Centre Pilot	

<b>Business description</b>	
Nature of current business operations	
Length of time in current business	
Relevant experience related to the export/ distribution of goods	
<b>Questions for organisation</b>	
What do you consider are the main current challenges associated with your involvement, or potential involvement, in developing the Regional Export Distribution Centre Pilot?	
Is there any information or advice which could be issued with the EOI Invitation to assist you in preparing an EOI Response?	
Do you consent to the State publicly disclosing your organisation/entity name as a party that has submitted an ROI Response?	
<b>Comments</b>	

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