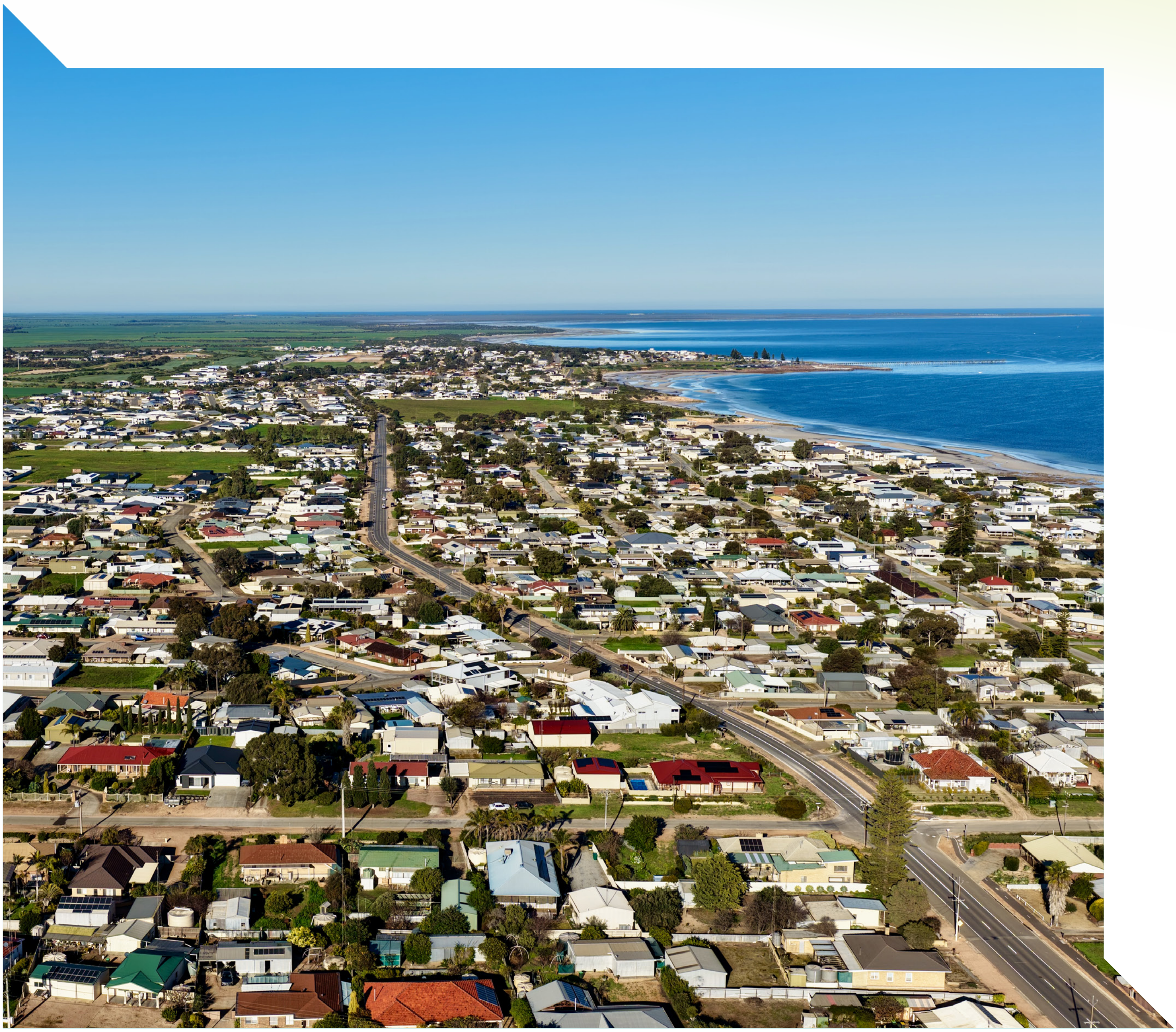
OFFICE FOR REGIONAL HOUSING

Expression of Interest

Copper Coast

Long-term government lease commitments and infrastructure contributions



Supporting regional growth through housing

SOUTH AUSTRALIA

Government of South Australia

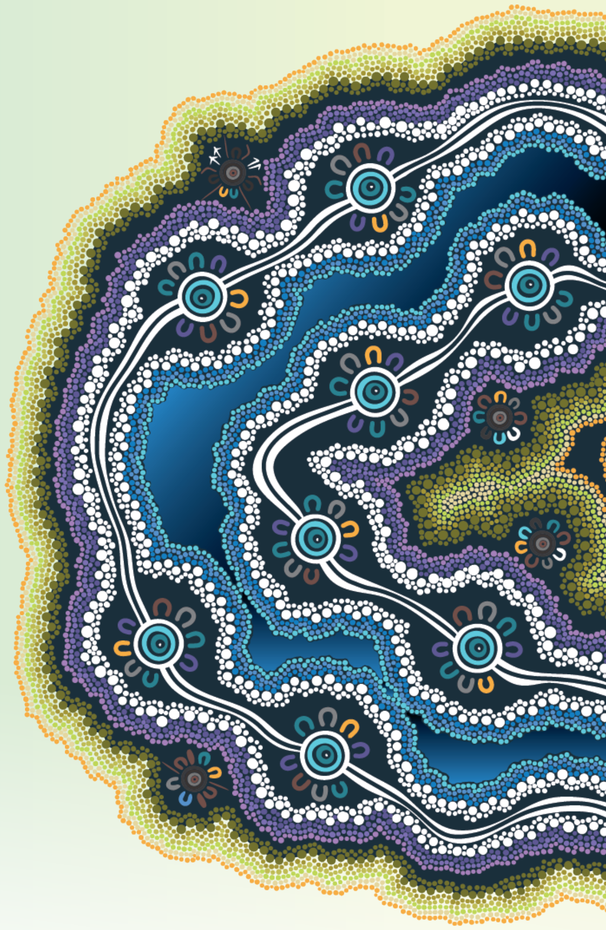
Renewal SA

Acknowledgement of Country

Renewal SA acknowledges that the Land intended to be developed is located on the traditional Country of the Narungga people.

We respect and support their spiritual relationship with Country and connection to their land, waters and community.

As an organisation that is passionate about creating a better future for all South Australians, we are committed to working with First Nations peoples to ensure Culture and Country are respected in everything we do and is represented through our people and projects.



Introduction and scope

Renewal SA, in partnership with Department for Infrastructure and Transport – Government Employee Housing (GEH), is conducting an Expression of Interest process, seeking a developer/s to construct up to 10 dwellings for government workers in the Copper Coast as part of a new housing development.

Backed by a 10-year lease commitment from the South Australian Government, this increase in rental housing supply will assist in maintaining the important health, education and police services of the Copper Coast and provide a long-term investment opportunity for a developer.

Renewal SA is further incentivising development in the Copper Coast by contributing capital of up to $1 million in total towards infrastructure if the developer/s create additional serviced allotments as part of their developments.

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From the Executive Director

South Australia's regions are vital to the state's prosperity, contributing more than $35 billion annually across key industries such as farming, fishing, mining, energy, manufacturing and tourism.

Renewal SA's Office for Regional Housing (OfRH) is dedicated to partnering with local governments, economic development agencies, developers, builders and employers to address housing shortages in regional South Australia.

By increasing the supply of quality affordable homes, we aim to support population growth, enhance quality of life and stimulate economic activity across these regions.

Renewal SA aims to be a catalyst for residential, commercial, industrial and urban renewal projects that create lasting impacts for South Australia.

The Copper Coast is a renowned lifestyle destination encompassing the vibrant historic towns of Moonta, Kadina and Wallaroo. With a diverse economy underpinned by tourism and agriculture, the region has become one of South Australia's fastest-growing areas, driven in part by its strong appeal as a retirement destination.

Currently, the Copper Coast is experiencing a significant shortage of housing and rental accommodation that the South Australian government is seeking to address to support workforce attraction, retention and regional growth.

As the urban development agency for the Government of South Australia, Renewal SA invites proposals for this significant residential development opportunity in the Copper Coast.

Peter Gatsios

Executive Director,
Residential Project Delivery and Assets

The Copper Coast

The Copper Coast district sits at the top of the Yorke Peninsula and is located approximately 150km northwest of Adelaide.

The Copper Coast is known for its rich copper mining history dating back to the 19th century. The region, which includes the key towns of Wallaroo, Kadina and Moonta, features well-preserved heritage buildings and museums that highlight its Cornish mining roots. Besides its mining legacy, the Copper Coast is popular for its sandy beaches, coastal scenery and outdoor activities like fishing and boating.

The economy of the Copper Coast is driven mainly by tourism, with visitors attracted to its historical sites, festivals and coastal lifestyle. Agriculture plays a significant role, supporting grain farming and livestock in the Yorke Peninsula. Additionally, fishing and aquaculture contribute to the local economy, alongside services and retail that support both residents and tourists.

The population of the Copper Coast has grown significantly over time approximately 16,300 people. The Copper Coast is one of the fastest growing regions in South Australia with the potential to exceed 30,000 people by 2050, reflecting a combination of lifestyle appeal, coastal development and infrastructure investment.

As the largest population centre on the Yorke Peninsula, the Copper Coast serves as the primary service hub for surrounding communities across the peninsula and parts of the Mid North. The region contains several public and private schools, the Copper Coast University Centre, TAFE SA, the Wallaroo Hospital, and a growing range of retail, health and community services.

The South Australian Government remains committed to supporting the workforce that delivers essential services across the Copper Coast. As a major local employer, the government continues to play an important role in the region's growth and long-term sustainability.

Like many regional communities across South Australia, the Copper Coast is experiencing increasing demand for housing, creating challenges for attracting and retaining essential workers. Access to suitable and affordable accommodation is a critical factor in workforce recruitment and retention, particularly for employees relocating to the region.

To help attract and retain workers, initiatives are being implemented to improve access to rental housing and subsidise rental costs for eligible staff. Through this EOI process, long-term rental commitments for up to 10 dwellings will be offered, representing a practical investment in workforce stability and the future prosperity of the Copper Coast.

The opportunity

LONG-TERM LEASE COMMITMENTS

The Office for Regional Housing (OfRH) is seeking to stimulate housing developments throughout regional South Australia. Through the Regional Key Worker Housing Scheme (RKWHS), the OfRH is facilitating the construction of new dwellings which will be leased on a long-term basis to the Department for Infrastructure and Transport's Government Employee Housing division (GEH). This strategic partnership enables GEH to provide new, modern rental housing to eligible government workers in regional areas.

The scheme is designed to increase the supply of housing for essential workers, support workforce attraction and retention, and provide developers with a secure long-term investment opportunity. The OfRH will continue to expand the RKWHS through partnerships with the private sector and local government.

This EOI is seeking a developer or multiple developers to construct a minimum of five and a maximum of 10 rental houses for essential government service workers such as healthcare workers, teachers and police officers, as part of an expansion of the RKWHS. The dwellings will assist government agencies to attract and retain staff who deliver critical services to the Copper Coast and surrounding regional communities. The construction of these houses may be split over multiple developments, led by multiple developers.

Where a total of 10 dwellings is proposed, GEH seeks four three-bedroom homes and six four-bedroom homes.

Once constructed, the state government will commit to entering long-term, 10-year leasing agreements, with optional five-year renewal clauses, for the GEH dwellings. This arrangement will provide the successful developer or developers with a minimum of 10 years of guaranteed rental income, together with maintenance and tenancy management services, and make-good provisions at the expiry of the lease. The lease commitment is intended to provide a high degree of income certainty and reduce leasing risk for development proponents and financiers.

A copy of the lease form for these dwellings to the state government has been included within this EOI (Appendix A).

The GEH dwellings are required to be built within a maximum of 24 months (two years) from a Development Deed (Deed) being entered into with Renewal SA. The dwellings will then be leased to the state government for a minimum of 10 years, at market rental rates. Market rental rates will be determined by an independent valuer and adjusted periodically, in accordance with the terms and conditions of the lease. Acceptance of this principle is an absolute requirement of the successful proponent.

The Deed will stipulate the ongoing lease commitment and requirements of the developer and will include the option for dwellings to either be retained by the developer or sold to third-party investors with the leases attached. This flexibility allows proponents to adopt ownership and investment structures that best suit their business model and financing arrangements.

The development/s can be located in any of the Copper Coast towns including Moonta, Kadina and Wallaroo or a combination of sites across these townships with Renewal SA seeking to optimise housing outcomes across the region. There may be a situation where developers are selected in Moonta, Kadina and/or Wallaroo. The number of rental commitments may be split between the developments and therefore towns. Renewal SA will retain the ability to allocate the rental commitments at its absolute discretion. Proponents may submit proposals for one town, multiple towns or a combination of sites across the Copper Coast.

The opportunity

INFRASTRUCTURE CONTRIBUTION

Renewal SA recognises that a key constraint on land development in regional South Australia is the cost of infrastructure. While land values are often significantly lower than in metropolitan Adelaide, the costs of delivering infrastructure can be significantly higher. These costs can impact project feasibility and limit the timely delivery of new housing supply.

As an incentive for the developer to deliver additional serviced allotments for private market sale, Renewal SA is offering a contribution of up to 50% of eligible servicing and civil infrastructure costs. This may include costs associated with water, stormwater, wastewater, electricity, telecommunications, retaining, hardscaping, softscaping and fencing. The contribution is intended to improve development feasibility and accelerate the release of additional residential allotments to the local housing market.

In accordance with the Key Contractual Principles (KCPs) (Appendix B), the contribution applies only to the servicing and civil infrastructure costs associated with the additional private market sale allotments. The contribution does not apply to the GEH allotments, nor to any infrastructure required to be constructed outside of the development site, such as external pumping stations. It also does not apply to any pre-existing works completed prior to the execution of the Deed.

To be eligible for the incentive, the following key terms and conditions will apply:

- The developer must enter a Development Deed with Renewal SA and commit to building a minimum of five (5) GEH dwellings within 24 months of execution of the Deed.
- The infrastructure contribution will be capped at $50,000 per allotment and will not exceed $1 million (GST exclusive) or 50% of the total cost of the civil infrastructure.
- The Developer must provide suitable evidence of civil infrastructure and landscaping costs to access the contribution.
- The infrastructure contribution will only apply to additional allotments created within the development site and will not apply to allotments on which GEH dwellings will be built.
- Within 30 months (2.5 years) of executing the Deed, the developer must:
  - create individual Certificates of Title for all additional allotments
  - construct all required civil infrastructure (including water, stormwater, sewer, power, telecommunication, and vehicular access) within the development site
  - ensure all additional allotments are connected to services.

Larger developments with more allotments will have a greater chance of success.

There is a total of $1 million available in total. During the evaluation process, if there are multiple developers seeking an infrastructure contribution and they are selected by the Evaluation Panel, then the total contribution amount will be split across multiple developments.

Renewal SA will retain the ability to allocate the contribution amount at its absolute discretion and may choose to allocate a lower amount of infrastructure contribution than requested by the developer/s.

The following examples are provided for illustrative purposes only. The examples below demonstrate how the long-term lease commitments and infrastructure contribution may apply under different development scenarios.

EXAMPLE 1

Developer A commits to construct 10 dwellings for GEH, as well as an additional 10 allotments to access the infrastructure contribution. The total cost of civil infrastructure is $2 million for the development.

Developer A is eligible to apply for the 10 long term lease commitments from GEH, as well as an infrastructure contribution.

Although 50% of the civil infrastructure costs would equate to $1 million, Developer A is only constructing 10 additional allotments and the maximum funding per additional allotment is capped at $50,000. This means that Developer A is eligible to receive $500,000. (10 allotments x $50,000 per allotment = $500,000 excl. GST).

Alternatively, if Developer A was to increase the offering to 20 additional allotments, as well as the 10 dwellings for GEH, it could receive up to $1 million in infrastructure contribution. (20 allotments x $50,000 per allotment = $1 million excl. GST).

EXAMPLE 2

Developer B commits to construct six dwellings for GEH, as well as five additional allotments to access the infrastructure contribution. The total cost of civil infrastructure is $1.5 million for the development.

Developer B is eligible to apply for the six long term lease commitments from GEH, as well as an infrastructure contribution.

Although 50% of the civil infrastructure costs would equate to $750,000, Developer B is only constructing five additional allotments and the maximum funding per additional allotment is capped at $50,000. This means that Developer B is eligible to receive $250,000. (Five allotments x $50,000 per allotment = $250,000 excl. GST).

EXAMPLE 3

Developer C commits to construct 10 dwellings for GEH, as well as 30 additional allotments to access the infrastructure contribution. The total cost of civil infrastructure is $1.5 million for the development.

Developer C is eligible to apply for the 10 long term lease commitments from GEH, as well as an infrastructure contribution.

Although 30 additional allotments are being constructed, Developer C is only eligible for a 50% contribution to civil infrastructure costs. This means that Developer C is only eligible to receive $750,000 (excl. GST) (50% of $1.5 million infrastructure = $750,000 excl. GST).

The process

Renewal SA will conduct an EOI process to identify a developer, or multiple developers, with the expertise and financial capacity to deliver high-quality housing outcomes and maximise the supply of new homes on the Copper Coast.

Without limiting any of its other rights, Renewal SA reserves the right to alter the EOI process, including suspending or terminating it, changing its nature, omitting any stage or adding additional stages.

Key milestones

Expression of Interest released	**Thursday 17 September 2026**
Last queries time	**5pm (ACDT), Thursday 19 November 2026**
Expression of Interest closing time	**5pm (ACDT), Thursday 26 November 2026**
Notification of Preferred Proponent	**Q1 2027**
Renewal SA and successful Proponent enter into development agreement (or similar) subject to Government approvals.	**Q1 2027**

NEGOTIATION, DOCUMENTATION AND FINAL APPROVAL

The Preferred Proponent/s may be offered a period of exclusivity to negotiate, finalise and document all matters relating to the Development Deed, to enable the construction of the GEH dwellings.

The final proposal and negotiated Deed will then be presented to the state government for consideration and, if deemed appropriate, for approval. The Deed will clearly articulate the dwellings to be constructed for GEH, the timelines for construction and the ongoing rental lease commitments. It will also specify the conditions for accessing the infrastructure contribution.

Renewal SA may enter into negotiations with one or more proponents and reserves the right to select multiple proponents where doing so will achieve better housing, workforce and regional development outcomes across the Copper Coast.

As set out in the EOI's Terms and Conditions (Appendix C), and without limitation to anything contained therein, no legal or other obligations will arise until formal documentation is executed.

Evaluation Criteria

Submissions will be evaluated against the following Evaluation Criteria, to determine the Proponent's capability to meet the objectives and requirements specified in this EOI. Proponent/s are encouraged to clarify any queries and provide sufficient detail to ensure an effective evaluation can be conducted.

Submissions must address the following:

Criteria	Outline
Experience and capability	Proponents **must**: • provide evidence of past performance in delivering housing and land division projects. Submissions that showcase successful project outcomes in regional areas, including management of local supply chains and logistics, will be viewed favourably. • provide details of the team (head contractor and subcontractor/s) specifically involved in and responsible for the development, including qualifications, technical expertise and specific roles and responsibilities. • provide evidence of technical and operational capability and capacity to deliver the housing within the proposed timeframe and in accordance with the Key Contractual Principles (KCPs), National Construction Code, and all other applicable laws, codes and regulations. • provide evidence of systems for quality assurance, stakeholder engagement / customer service, workplace health and safety, and risk management (where applicable). • provide practical examples of how these systems have been applied in previous projects, for example response to a WHS incident on site, and/or implementation of Traditional Owner/Custodian consultation and cultural training for project officers.
Development outcomes – land division	Proponents **must** provide details of the proposed development outcomes, including: • location of the proposed land division • number of additional serviced allotments proposed • plan of division, master plan or similar • summary of any sustainability measures to be employed, such as water-sensitive urban design, street tree planting, landscaping, etc. • proposed timing/program of the land division • evidence of site due diligence, e.g. soil contamination reports, statements of compliance from service providers, native vegetation assessments, cultural heritage surveys, etc. • identification of any known challenges, constraints or risks on the proposed development, such as native vegetation clearance requirements, infrastructure connections for water, sewer, power and/or similar • identify how you will manage or mitigate those risks.

Evaluation Criteria

Criteria	Outline
Development outcomes – GEH dwellings	Proponents **must** provide details of proposed development outcomes, including: • location of the proposed GEH dwellings within the development • number of GEH dwellings proposed • concept design drawings for the GEH dwellings, including site plan, floor plans, elevations and/or 3D visualisation. Note, the building designs must comply with Renewal SA's Regional Housing Guidelines (Appendix D) unless appropriate justification is provided • describe how the project will be built (for example, modular off-site construction, panelised prefabrication, or a traditional on site build). Also explain how finishing trades will be delivered, including what work will be done by your own workforce versus subcontractors • summary of building sustainability measures, such as passive solar design, water efficiency measures, sustainable and/or local building products, recycled or low-carbon materials, provisions for solar and battery storage, permeable surfaces (driveways, footpaths), drought tolerant native landscaping, etc.
Project readiness	Proponents **must** provide: • evidence of any statutory approvals in place, e.g. planning consent and/or land division consent • status of any applications lodged or under assessment • evidence of any approvals from utility providers, e.g. water, wastewater, electricity, etc. • details on land ownership, e.g. owned, under contract, option agreement, etc.
Development program and timing	Proponents **must** provide details of the project delivery for both the land division and GEH dwellings, including: • overall development staging plan (if applicable) identifying number of GEH dwellings and allotments to be completed in each stage • assumed length of project and estimated completion date, which takes into consideration lead times for statutory approvals, infrastructure provisions, material supply and mobilisation of trades • indicative program including key milestones in accordance with the Key Contractual Principles (KCP) included within the document (Appendix B). This should include as a minimum: statutory approvals, sod turning, siteworks, timing and delivery of the GEH dwellings' construction, timing and delivery of the allotments' construction, landscaping and handover.

Evaluation Criteria

Criteria	Outline

Commercial terms	Proponents **must** provide details of key commercial aspects of their proposal, including:
	- a detailed explanation of the development funding model, including:
	  • how the project will be funded overall
	  • how funding will be managed on a stage-by-stage basis
	  • funding arrangements for the GEH dwellings, including ownership of individual homes
	  • the proposed entity that will enter into the Development Deed and receive the infrastructure contribution for the allotments (if applicable)
	  • whether the proposal relies on any third-party funding that has not yet been secured.
	- provide evidence of the Proponent's financial capacity and capability to construct the GEH dwellings and where applicable, to deliver the serviced allotments. Evidence may include revenue history, Profit and Loss Statements, etc
	- provide indicative rental expectations for each of the GEH dwelling types (e.g. three- and four- bedroom)
	- provide a recent Opinion of Probable Cost (OPC) for the civil works required to deliver the serviced allotments, including a contingency framework that accounts for fuel inflation and ongoing global market instability. The OPC will inform the Evaluation Panel's assessment of the Proponent's eligibility for a civil infrastructure contribution and if eligible, the extent of the allocation
	- as part of the OPC, provide an infrastructure cost per allotment delivered for the overall development
	- provide a recent OPC for the construction of the GEH dwellings, detailing anticipated costs for building materials, labour, plant and equipment, landscaping and other associated expenses, that include a contingency framework that accounts for fuel inflation and ongoing global market instability
	- provide indicative expectations for the sale price of the serviced allotments (if applicable), with consideration of current market demand and projected inflation.

Due to the nature of work undertaken by government employees, not all locations are suitable for GEH accommodation. The suitability of proposed locations will be assessed by the Evaluation Panel, which will determine preferred locations at its discretion, having regard to operational, safety and risk considerations.

As noted in the KCPs (Appendix B) applications that offer shorter delivery timeframes and/or greater value for money will be considered favourably in accordance with the Evaluation Criteria.

Contractual structure

Key Contractual Principles (KCPs) have been developed as part of this EOI and can be viewed in Appendix B.

The KCPs set out the key commercial terms and risk allocation required by Renewal SA, for the formal legal contractual arrangements to be entered into between Renewal SA and the developer.

Renewal SA expects the developer's full acceptance and compliance with each KCP and looks favourably upon submissions that exceed these requirements, for example by offering shorter delivery timeframes and/or greater value for money.

Once Renewal SA has selected the successful Proponent/s, a Development Deed will be negotiated and executed between Renewal SA and the developer. The Deed will serve as the overarching legal document, setting out the terms of the partnership and incorporating the principles outlined in the KCPs.

A lease agreement will be executed between GEH and the developer and will set out the terms relating to the development of the GEH dwellings. The agreement will comprise separate 10-year lease agreements, each with an additional five-year right of renewal, covering up to 10 dwellings in total. Each long-term lease will be individual to each dwelling.

The developer may sell the dwellings once construction is complete; however, each dwelling will retain the long-term lease as an encumbrance on the title.

All costs associated with registering the lease on the title will be borne by the developer. A draft lease can be viewed in Appendix A.

The developer is required to promptly obtain all necessary approvals and to deliver and complete all development works for handover, in accordance with the terms of the Deed and KCPs.

To be considered, the Proponent must submit an EOI that meets these terms.

Infrastructure contribution structure

The Proponent will be required to enter a binding agreement (or similar) to access the capital contribution. The agreement (or similar) will articulate what civil infrastructure the Proponent will construct, timelines for delivery, payment amounts and method.

The completed infrastructure will be inspected and approved by Renewal SA or its nominees to ensure its proper delivery. Inspection could be undertaken in conjunction with Council or relevant service authority.

Payments will be provided once the civil infrastructure is constructed as per the agreement and agreed milestones.

The Proponent must enter into a Development Deed with Renewal SA to access the capital contribution towards servicing and civil infrastructure.

The Deed will specify the infrastructure to be delivered by the Proponent and will set out the applicable terms, including timelines for approvals, siteworks, building construction and completion, as well as the amount, timing and method of payment.

The developer must ensure that all works are carried out:

a. in accordance with the Development Approval and any conditions attached to it

b. in accordance with Council's Infrastructure Design Standards, Specifications, Policies and Guidelines, as amended from time to time

c. in compliance with the National Construction Code, all relevant Australian Standards, and all other applicable laws, codes and regulations

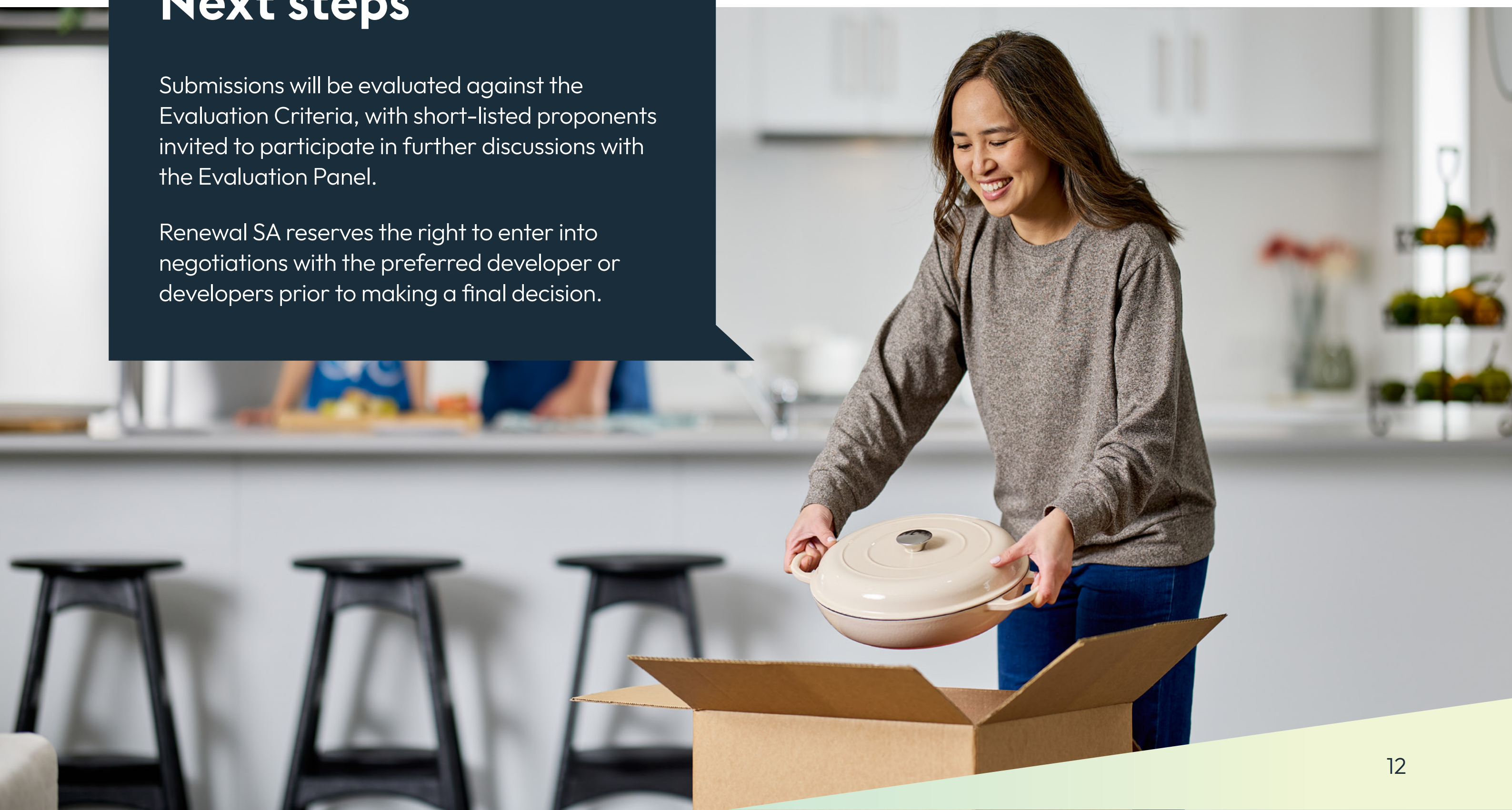
d. to the satisfaction of Council's Authorised Officer, including undertaking all inspections, tests and hold points as required by Council during the course of the Works. Inspections may be undertaken in conjunction with other relevant authorities, such as utility service providers.

Payments will be provided in accordance with the Deed and the agreed milestones.

Next steps

Submissions will be evaluated against the Evaluation Criteria, with short-listed proponents invited to participate in further discussions with the Evaluation Panel.

Renewal SA reserves the right to enter into negotiations with the preferred developer or developers prior to making a final decision.



Cultural heritage

Renewal SA is committed to providing best practice cultural heritage management.

Renewal SA expects the developer to comply with the Aboriginal Heritage Act 1988 (SA), and to adopt best practice cultural heritage management procedures as outlined in the Aboriginal Affairs and Reconciliation's A guide to Aboriginal Heritage in South Australia. This includes, at a minimum, requesting a search of the central archives early in the project planning phase, to identify any known Aboriginal heritage risk(s) and to manage them appropriately.

To support respectful engagement and delivery, it is strongly recommended that the developer engage in cultural awareness training and provide cultural inductions for all personnel involved in the development.

Renewal SA expects the developer to follow Aboriginal Affairs and Reconciliation's Aboriginal Heritage Discovery Protocols, in the event of any heritage discoveries during site works.

Lodgement

Submissions are to be lodged via email by 5:00 pm (ACDT), Thursday 26 November 2026.

Email – **OfficeRegionalHousing@sa.gov.au**

Enquiries

Proponents may submit queries or seek clarification in writing via email at any time prior to the Last Queries Time of 5:00 pm (ACDT) on Thursday, 19 November 2026.

Questions about this EOI can be raised in writing to the Contact Person/s via the contact email:

OfficeRegionalHousing@sa.gov.au

Proponents should note that:

- The Contact Person(s) will manage all queries related to this EOI.
- Renewal SA reserves the right, at its discretion, to respond or not respond to any query or matter raised.
- To ensure the process is fair and transparent, any query submitted by a Proponent, together with the response provided, may be shared with all Proponents within a reasonable timeframe, unless the query is commercially sensitive or confidential.
- Where matters of significance require Renewal SA to amend the EOI or provide additional information prior to the Last Queries Time, such amendments will be issued as an Addendum and made available on the Office for Regional Housing website:

officeregionalhousing.com.au

OFFICE FOR REGIONAL HOUSING

Find out more

Contact the Office for Regional Housing at **officeregionalhousing@sa.gov.au** or 1300 342 080

Information is also available at

officeregionalhousing.sa.gov.au

SOUTH AUSTRALIA

Government of South Australia

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100353 Sep 2026