

Expression of Interest
Port Lincoln

Long-term government lease commitments
and infrastructure contributions

**OFFICE FOR
REGIONAL
HOUSING**



Supporting
regional growth
through housing



Renewal SA

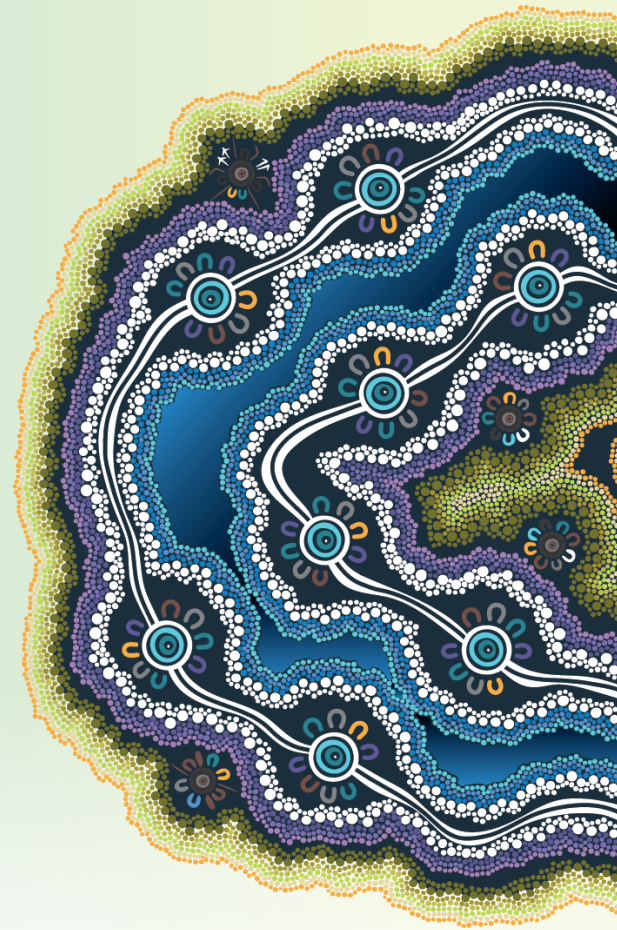
Acknowledgement of Country

Renewal SA acknowledges that the Land intended to be developed is located on the traditional Country of the Barngarla people of the City of Port Lincoln.

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

We also acknowledge and extend our respect to the Traditional Owners and Custodians of the Lands throughout South Australia.

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 is respected in everything we do and is represented through our people and projects.



Introduction and scope

Renewal SA, in partnership with the Department for Infrastructure and Transport's Government Employee Housing Division (GEH), is conducting an Expression of Interest (EOI) process seeking a developer or multiple developers to construct up to 10 dwellings for government workers in Port Lincoln.

Backed by a 10-year lease commitment from the South Australian Government, this increase in rental housing supply will assist in maintaining important health, education and police services to the city and provides long-term investment opportunities for a developer in the "seafood capital of Australia".

Renewal SA is further incentivising development in Port Lincoln by contributing capital of up to \$1 million to civil infrastructure. This is conditional on the creation of additional serviced allotments as part of the housing development.

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From the Director

South Australia's regions are vital to the state's prosperity, contributing more than \$30 billion annually across key industries including 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 in these regions.

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

Port Lincoln is a major service centre for the Eyre Peninsula region of South Australia, showing significant opportunity for further growth. Currently, the region is experiencing a significant housing and rental shortage that the state government is seeking to address.

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



Matt Hunt

Director, Office for
Regional Housing

Port Lincoln

Port Lincoln, situated on the lower Eyre Peninsula in South Australia, is a coastal city known for its deep natural harbour, picturesque coastline and strong maritime heritage. Often referred to as the “seafood capital of Australia”, Port Lincoln has a diverse and thriving economy built on commercial fishing, aquaculture, agriculture and tourism.

Home to the largest fishing fleet in the Southern Hemisphere, Port Lincoln is a national leader in Southern Bluefin Tuna, prawn and abalone industries, and supports a range of seafood processing and export businesses. The surrounding fertile land also supports broadacre farming, particularly grain and livestock production, further reinforcing its role as a key contributor and agricultural export centre for the region.

Port Lincoln also serves as the region’s central hub for health, education, retail and transport, supporting a broad catchment of surrounding rural communities. The city is home to key facilities including the Port Lincoln Hospital and associated health services, a range of public and private schools, Uni Hub, TAFE SA, the Australian Maritime and

Fisheries Academy, the Nautilus Art Centre, modern sporting complexes and a regional airport. Together, these city-level services and diverse employment opportunities set against the backdrop of a relaxed coastal lifestyle, make Port Lincoln an enviable place to live and work.

The state government remains committed to supporting the workforce that delivers essential services to the Port Lincoln community. Employing hundreds of staff locally, it will continue to play a key role in the city’s growth.

To attract and retain these workers, the government is facilitating access to rental housing and subsidising rental costs for eligible staff. Through this EOI process, long-term rental commitments for up to 10 dwellings are being offered, representing a practical investment in both workforce stability and Port Lincoln’s future.



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 rental housing to eligible government workers in regional areas. 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 construction of these houses may be split over multiple developments, led by multiple developers.

Once constructed, the state government will commit to entering into 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.

A copy of the lease form for these dwellings to the state government has been included within this EOI (**Appendix A**). For further detail, see Item 10 – *GEH Dwelling Leases* in the Development Deed.

The GEH dwellings are required to be built within a maximum of 30 months (2.5 years) from the 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.



The opportunity

INFRASTRUCTURE CONTRIBUTION

Renewal SA understands one of the key constraints for land development in the regions is the cost of infrastructure. Although land values are often significantly lower in regional areas than in metropolitan Adelaide, infrastructure delivery costs can be significantly higher.

As an incentive to the developer to commit to the construction of additional serviced allotments beyond the construction of up to 10 GEH dwellings, Renewal SA will provide up to 50% of the civil infrastructure and landscaping costs, including road, footpath, street trees, water, stormwater, sewer, power and/or telecommunications infrastructure.

In accordance with the Key Commercial Principles (KCPs) (**Appendix D**), the contribution will only apply to civil infrastructure and landscaping works and only for additional allotments created within the development site. The contribution can only be applied to works undertaken after the execution of the Development Deed; pre-existing works completed prior to the Deed will not be funded.

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

- The developer must enter into a Development Deed with Renewal SA and commit to building a minimum of five (5) GEH dwellings within 30 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 in order 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 two 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 greater chance of success.

There is only \$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 need to 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.



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 GEH dwellings, 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 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 GEH dwellings, as well as an infrastructure contribution.

Although 30 allotments are being constructed which would equate to \$1.5 million, 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).

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 GEH dwellings, 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).

The process

Renewal SA will conduct an EOI process to identify a developer or multiple developers with the expertise and financial capacity to deliver the best outcome for Port Lincoln.

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 (EOI) released (8-week period)

Thursday,
16 October 2025

Last queries time (ACST)

5pm, Thursday
4 December 2025

Expression of Interest closing time (ACST)

5pm, Thursday
11 December 2025

Notification of Preferred Proponent/s

January 2026

Renewal SA and Successful Proponent enter into a Development Deed, subject to Government approvals.

January 2026

NEGOTIATION, DOCUMENTATION AND FINAL APPROVAL

The Preferred Proponent 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.

As set out in the EOI's Terms and Conditions (**Appendix B**), 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. Proponents 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 are required to: ▼ demonstrate experience in delivering successful housing, serviced allotments, or projects of a similar scale and nature ▼ 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, operational and financial capability and capacity to deliver the housing within the proposed timeframe and in accordance with the Key Contractual Principles (KCPs), National Construction Code, all relevant Australian Standards and all other applicable laws, codes and regulations ▼ confirm the suitability of the project team and business/company directors, including evidence that they are fit and proper persons ▼ provide evidence of systems for quality assurance, workplace health and safety, and risk management, including policies, frameworks and accreditation (where applicable). ▼ Provide practical examples of how these systems have been applied in previous projects to ensure safe, compliant, and high-quality delivery.
Development outcomes – land division	Proponents must provide details of the proposed development outcomes, including: ▼ location of the proposed land division ▼ master plan, civil plans and/or similar documentation ▼ evidence of any statutory approvals in place or lodged ▼ identification of any known infrastructure or environmental constraints on the proposed development, e.g. water, sewer, power, native vegetation, etc. ▼ summary of land division sustainability measures, such as use of recycled or low-carbon materials, waste minimisation, lot orientation and subdivision layout efficiency, water sensitive urban design, high-quality public open spaces, etc.
Development outcomes – GEH dwellings	Proponents must provide details of proposed development outcomes, including: ▼ location of the proposed GEH dwellings within the development ▼ concept design drawings for the GEH dwellings, including site plan, floor plan, elevations and/or 3D visualisation ▼ construction methodology, e.g. modular, traditional, prefabricated, etc. ▼ evidence of any statutory approvals in place or lodged ▼ confirmation of compliance with Renewal SA's Regional Housing Guideline (Appendix C) ▼ 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.

Evaluation Criteria

Criteria	Outline
Development program and timing	Proponents must provide details of project delivery timeframe for both the land division and GEH dwellings, including: ▼ development staging plan (if applicable) ▼ assumed length of project and estimated completion date ▼ indicative program including key milestones in accordance with the Key Contractual Principles (KCP) included within the document (Appendix D). e.g. approvals, sod turning, siteworks, GEH dwelling construction, landscaping, handover, etc.).
Commercial terms	Proponents must provide details of key commercial aspects of their proposal, including: ▼ provide evidence of the Proponent's financial capacity and capability to construct the GEH dwellings and where applicable, to deliver the serviced allotments ▼ provide indicative rental expectations for each of the GEH dwelling types (i.e. two-, three- and four-bedroom) ▼ provide a recent Opinion of Probable Cost (OPC) for the civil works required to deliver the serviced allotments. This 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 ▼ 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 ▼ provide indicative expectations for the sale price of the serviced allotments (if applicable), with consideration of current market demand and projected inflation.

As noted in the KCPs (**Appendix D**) 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 D**.

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, a Development Deed (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.

An Agreement for Lease (AFL) will be part of the Deed. The 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 for 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 must enter into a Development Deed (Deed) with Renewal SA to access the capital contribution towards civil infrastructure. The Deed will specify the civil 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 once the constructed civil infrastructure and GEH dwellings have achieved practical completion, and all relevant terms have been satisfied in accordance with the Deed and agreed milestones.

For further details, see Item 4 – *Completion of the GEH Development* in the Deed.

Next steps

Submissions will be evaluated against the Evaluation Criteria (**Item 7** within this document), 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.



Renewal SA Works Program

The Works Program builds capacity and generates economic development in communities through training and employment initiatives. Through Renewal SA's urban renewal activities, the Works Program creates local jobs, supports social enterprise and builds capacity within communities.

Economic development commitment clauses are written into Renewal SA-managed contracts to ensure our contractors provide a range of work experience, industry immersion, and paid employment opportunities for participants. These opportunities provide invaluable experience, helping participants to develop employability skills, prepare them for the workforce and assist with career pathway decisions by providing insight into a wide range of industries.

The Works Program team will work collaboratively with the successful Proponent to design and deliver training, employment and engagement opportunities aligning with development of the land and construction of the GEH dwellings.

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*, 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.

Additionally, 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 (ACST) Thursday 11 December 2025.

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

Enquiries

Proponents may submit queries or seek clarification via email at any time prior to the Last Queries Time of 5:00 pm (ACST) on Thursday 4 December 2025.

Questions about this EOI can only 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



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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



Renewal SA