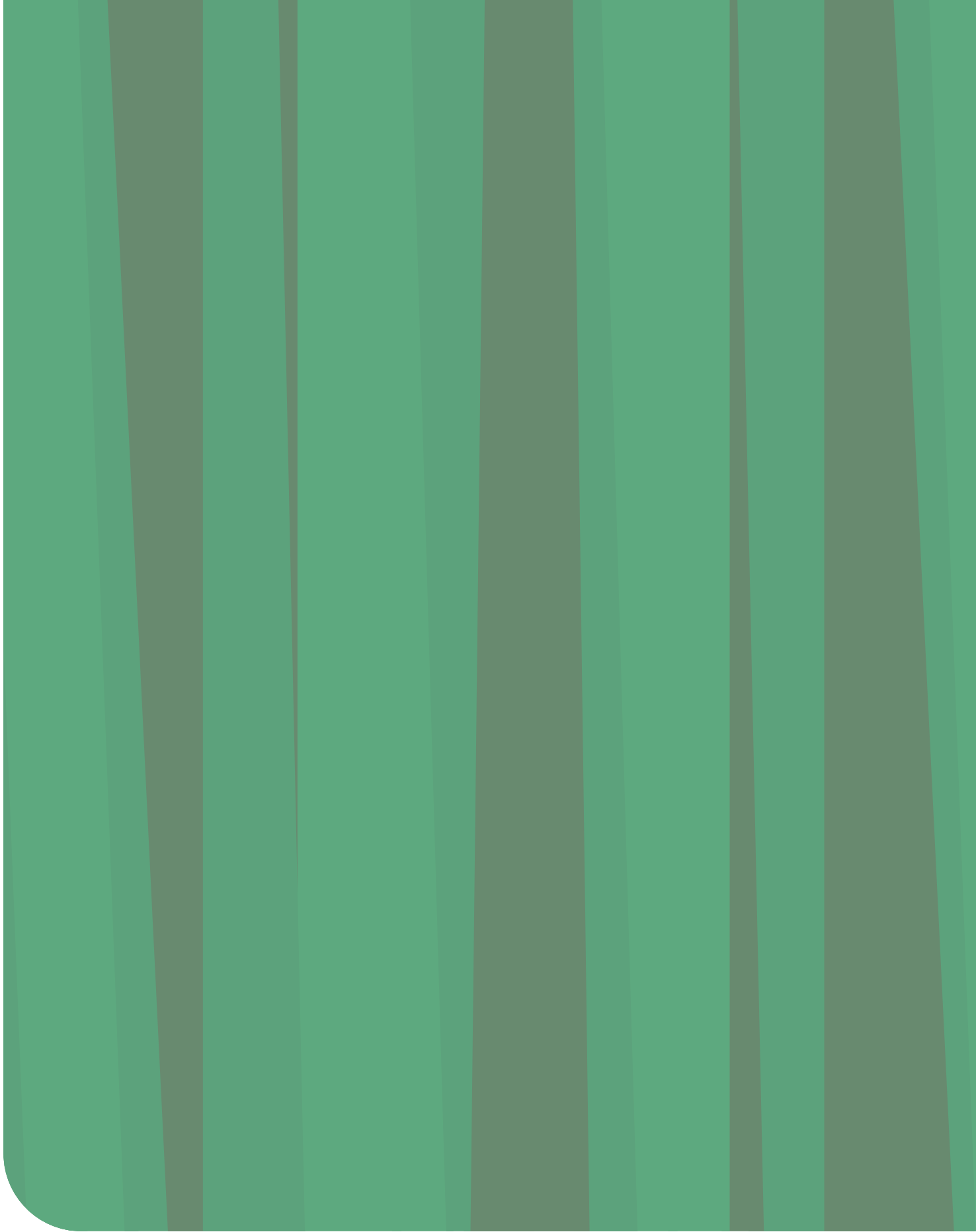


Macquarie Point Urban Renewal

(including the Macquarie Point
Multipurpose Stadium)

Registration of Interest (ROI) Document



1. Introduction

The urban renewal of the Macquarie Point (**Mac Point**) precinct including the development of a new multipurpose stadium (**'Stadium'**) in Hobart will provide a significant opportunity for heightening the social engagement, economic development and urban revitalisation of a historic industrial site adjacent to the Port of Hobart at Mac Point. The Mac Point Precinct Plan (September 2024), accessible via the following link: [Mac Point Precinct Plan](#), provides a blueprint for the future development of the mixed-use precinct.

The Stadium is currently the subject of a Project of State Significance (**PoSS**) integrated assessment and approval process. The PoSS submission is available on the Tasmanian Planning Commission's website via the following link: [Macquarie Point Multipurpose Stadium Integrated Assessment Submission](#). For ease of reference, the Macquarie Point Multipurpose Stadium Summary Report 2024, which forms part of the PoSS, can be accessed via the following link: [Macquarie Point Multipurpose Stadium Summary Report 2024](#).

The Tasmanian Government (the **State**) is exploring how to most optimally procure and deliver the Stadium, while simultaneously realising the full potential and value of the broader Mac Point precinct site. This includes investigating opportunities for leveraging its investment in the Stadium to harness private sector investment and innovation in complementary site activation in a way that enhances the experience of users of the precinct and broader community.

2. Market Sounding Process

The State acknowledges that:

- establishing a procurement model(s) that achieve a balanced risk allocation combined with a healthy level of competition while delivering the best value for money outcome for the State; and
- building strong and collaborative relationships with interested parties that may be participants in a future procurement process or processes,

are critical if its objectives are to be achieved.

Accordingly, the State intends to conduct a market sounding process (**Market Sounding Process**) with suitably experienced and qualified parties including construction contractors, precinct developers, advisors, debt and equity providers, sponsors, facilities management contractors, and other specialist subcontractors (see Section 4 (Registration of Interest Criteria) for further details on the State's relevant experience requirements for participating in the Market Sounding Process).

The Market Sounding Process will provide an opportunity for parties invited by the State, to attend structured meetings (**Market Sounding Meetings**) with State representatives (in person, via Microsoft Teams or a similar electronic platform, or a hybrid of both) on key topics and areas of interest that will help ensure the State can best inform itself in determining the most appropriate delivery strategy for the Stadium and broader Mac Point precinct.

Sections 3 (Registrations of Interest) to 6 (Submission of Registrations of Interest) below detail the registration of interest and selection process for the Market Sounding Meetings and broader Market Sounding Process.

It is anticipated that the Market Sounding Meetings will be undertaken during the period from late January – late February 2025 with those held in person to be held across both Hobart and Melbourne.

3. Registrations of Interest

Parties who are interested in participating in the Market Sounding Process must submit a Registration of Interest (**ROI Submission**) in accordance with the terms of this ROI document (**Interested Parties**). ROIs will assist the State in ensuring that it captures the identities of suitable parties that may be interested in participating in the Market Sounding Process.

All Interested Parties will, following the Closing Date for ROI Submissions (as detailed in Section 6 (Submission of Registrations of Interest)), be issued with a document (**Market Sounding Brief**) providing further information on the Market Sounding Process (including, the issues and questions on which the State will seek market views and feedback).

Upon receipt of an ROI Submission, the State will determine whether to invite the Interested Party to participate in Market Sounding Meetings. In making this determination, the State will have regard to whether and the extent to which, the Interested Party satisfies the ROI Evaluation Criteria detailed in Section 4 (Registration of Interest Evaluation Criteria).

Interested Parties selected to participate in a Market Sounding Meeting (**Selected Parties**) will be advised of date and location options for their meeting following their selection. At the conclusion of the meeting, they will be encouraged to provide written responses to questions and issues relevant to their area of expertise.

Interested Parties that are not selected to participate in Market Sounding Meetings will, in addition to being issued with the Market Sounding Brief, have the opportunity to provide written responses to questions and other issues identified in the Market Sounding Brief that are relevant to their area of experience and expertise. Further details for providing written feedback will be provided in the Market Sounding Brief.

To manage the risk of not receiving a broad enough response to this ROI document from Interested Parties, and to ensure the State can appropriately inform itself, the State may, in its sole discretion, invite parties that do not lodge an ROI Submission to participate in the Market Sounding Process.

As further detailed in Section 7 (Terms and Conditions of Participation), neither this ROI process nor the Market Sounding Process form part of a procurement or tender process and do not in any way represent a commitment that the State will commence or continue with a procurement or tender process for any project(s). The ROI process and Market Sounding Process are principally to help the State inform itself on the most optimal way of delivering the Stadium and broader precinct development. They are not being undertaken to select parties to participate in a procurement process.

Whether or not an organisation chooses to lodge an ROI Submission or an Interested Party is selected or chooses to participate in the Market Sounding Process, will have no impact on any potential future tender processes (including, neither precluding nor entitling them from participating in any such future tender processes).

Neither this ROI process nor any future Market Sounding Process mean the State will commence or continue with any project or projects or their form.

4. Registration of Interest Evaluation Criteria

Parties interested in lodging an ROI Submission and participating in the Market Sounding Process will need to demonstrate experience and capability relevant to their role in accordance with the evaluation criteria outlined in Table 1 (**ROI Evaluation Criteria**). The State will assess each response to identify whether and the extent to which, the Interested Party has satisfied the ROI Evaluation Criteria relevant to the role for which it is nominating itself.

Where an Interested Party responding to a 'Role' identified in Table 1 does not meet the corresponding ROI Evaluation Criteria, or does not meet the criteria to the same level as other Interested Parties, then the State reserves the right not to include that Interested Party in the Market Sounding Process (including, not to invite them to Market Sounding Meetings).

While the State will endeavour to engage with as broad a range of Interested Parties who meet the ROI Evaluation Criteria as possible, there may not be sufficient time and resources to meet with all such Interested Parties. Accordingly, the State may not invite all such Interested Parties to attend a Market Sounding Meeting. However, as noted above, all Interested Parties will still be issued with the Market Sounding Brief and will, subject to meeting the ROI Evaluation Criteria, have the opportunity to provide written responses to questions and other issues identified in the Market Sounding Brief that are relevant to their area of experience and expertise. Interested Parties who meet the ROI Evaluation Criteria but are not invited to attend a Market Sounding Meeting, may request that their application for a Market Sounding Meeting be reconsidered in light of their written submission.

Table 1: Registration of Interest (ROI) Evaluation Criteria

Role	ROI Evaluation Criteria
Construction Contractor	Current or previous experience as a construction contractor (including as part of a joint venture or other relevant contractual arrangement) on large scale infrastructure and/or precinct development projects to a value of greater than \$500 million (including, where procured using private finance and/or whole of life delivery models (or similar)).
Advisors	Current or previous technical advisor experience (including architectural, design, engineering, cost, commercial, financial, etc) on large scale infrastructure and/or precinct development projects to a value of greater than \$500 million (including, where procured using private finance and/or whole of life delivery models (or similar)).
Precinct Developer (In part or in totality)	Current or previous experience as a precinct developer on large scale precinct developments (to a value of greater than \$250 million, particularly on projects that require precinct activation around major public infrastructure projects. Organisations with direct experience in the delivery of stadia or comparable facilities and/or mixed-use precinct developments (including, social and affordable housing) are encouraged to register. So too are organisations with equivalent experience on projects delivered using private finance and/or whole of life delivery models (or similar).
Sponsor and Equity Provider	Current or previous experience as a project sponsor (including as an equity provider) on infrastructure projects and/or mixed-use precinct development projects (to a value of greater than \$250 million) procured using private finance and/or whole of life delivery models (or similar).
Financier (e.g. debt or equity)	Current or previous experience as either a debt and/or equity financier on infrastructure projects and/or mixed-use precinct development projects (to a value of greater than \$500 million) procured using private finance and/or whole of life delivery models (or similar), including as a mezzanine debt provider.
Facilities Management Contractor	Current or previous experience in the provision of hard and soft facilities management services on large scale infrastructure projects with a value of greater than \$100 million.
Specialist Sub-contractor	Current or previous experience providing specialist sub-contractor services on large scale infrastructure projects, such as the supply of local timber, stadium roof engineering and other such specialised construction inputs.
Tasmanian businesses	The State wants to hear from suitably qualified Tasmanian small to medium enterprises in the categories above (not limited by thresholds), with a focus on considering the uniquely Tasmanian elements that may exist in the site activation and delivery of the Stadium.

5. Registration of Interest Requirements

Interested parties are required to submit an ROI response with the following information:

a. Section A: Contact Details

The State invites up to three participants from your organisation to attend the Market Sounding Meetings. Please provide contact details for your organisation's primary contact and up to two additional potential attendees for your organisation in Table 2. The State may consider additional attendees upon request.

Table 2: Contact Details

Contact Details	Primary Contact	Second Contact	Third Contact
Organisation:			
Web Site:			
Name:			
Title:			
Phone:			
Email:			
Office address:			

b. Section B: Relevant Experience and Value Proposition

Please provide an overview of your organisation's experience and value proposition as it relates to your role in Table 3. The experience and value proposition provided should demonstrate a link back to the relevant ROI Evaluation Criteria in Table 1. It is important that you provide relevant experience that meets the ROI Evaluation Criteria above:

Table 3: Experience and Value Proposition

Experience and Value Proposition	
Role	[e.g., construction contractor]
Experience and Value Proposition	<p>Please provide a brief statement outlining your experience and value proposition for the urban renewal of the Mac Point precinct including the development of a Stadium. For example:</p> <ul style="list-style-type: none"> • Name of Project: • Description of Project: • Procurement model • Value of Project: • Your Role/Services Provided: • Year of Delivery: • Other information relevant to your experience and value proposition: <p>[500 word limit]</p>

c. Section C: Consortia participation

Interested Parties must advise if they intend to participate in the Market Sounding Process as part of a consortium (rather than as an individual entity). If as part of a consortium, the consortium name (if known) and details of the other consortium members must be provided.

Entities that wish to participate in the Market Sounding Process as part of a consortium must still submit an ROI Submission for their individual organisation even where it does not meet the ROI Evaluation Criteria. Where a consortium member does not meet the ROI Evaluation Criteria but other members of the consortium do, it may still be invited to attend a Market Sounding Meeting with other members of its nominated consortium.

The State will consider all requests by entities to meet as a part of a consortium and will contact relevant parties to advise whether their request has been accepted and, if so, confirm meeting arrangements (including, number of attendees). Although the State will endeavour to meet all reasonable requests, attendee numbers may need to be restricted.

6. Submission of Registrations of Interest

Interested parties are required to submit an ROI Submission by **2:00pm (AEDT) on 17 January 2025 (Closing Date for ROI Submissions)** via the online submission form:

- <https://www.stategrowth.tas.gov.au/macquarie-point-urban-renewal-registration-of-interest>

Late submissions will not be accepted unless there are exceptional circumstances, and only if approved by the State.

The State will notify each Interested Party's contact nominated in Section A of whether it has been selected to participate in a Market Sounding Meeting and provide further details in relation to the Market Sounding Process (including, in relation to the distribution of the Market Sounding Brief).

Any queries in relation to the ROI process should be submitted in writing to:

- registration.MPUR@stategrowth.tas.gov.au

7. Terms and Conditions of Participation

By submitting an ROI Submission, an Interested Party agrees to the following terms and conditions as they relate to this ROI process and any future Market Engagement Process.

- Participation in this ROI process and any future Market Sounding Process is voluntary, and each participant is responsible for its own costs in participating, including attending Market Sounding Meetings or preparing any written responses.
- Neither the ROI process or the Market Sounding Process is a marketing forum or marketing opportunity and accordingly participants must not provide marketing material of any nature.
- Neither this ROI process nor any future Market Sounding Process is part of a procurement or other tender process for a project(s) and the State does not warrant that a project or projects will or will not proceed, or the form in which it / they may proceed.
- Participation (or otherwise) in this ROI process or any future Market Sounding Process will have no impact on any potential future procurement or tender processes undertaken by the State (including, neither precluding nor entitling an organisation from participating in any such future tender processes).
- Participation in Market Sounding Meetings is subject to the provision of a duly executed Deed of Confidentiality in favour of the State signed for and on behalf of your organisation. A copy of this deed will be provided to Selected Parties following notification of their selection and in advance of their Market Sounding Meeting.
- The State will determine, in its sole discretion, based on the assessment of Interested Parties' ROI Submission, the extent to which it engages with any Selected Party or other party as part of this ROI process or the Market Sounding Process (as relevant).
- It is acknowledged that the State may have existing or future relationships and business with market sounding participants. To ensure the integrity of the Market Sounding Process, and any future procurement processes, the State and participants engaged in those business-as-usual activities will refrain from discussing or exchanging information in relation to the Market Sounding Process.
- The contents of this ROI document and the Market Sounding Brief and any associated discussions are acknowledged as being preliminary in nature and are representative of a point in time consideration. Any information presented in this ROI document or the Market Sounding Brief or otherwise, by or on behalf of the State, during the Market Sounding Process is for information purposes only, is subject to change and should not be relied on in any way.
- The State reserves the right to make any changes to the ROI process or the Market Sounding Process, such as the timeline, requirements for registration or ROI Evaluation Criteria.

- The State does not warrant, guarantee or make any representation (express or implied), or assume any duty of care, or accept any liability, with respect to the completeness, accuracy, adequacy or correctness of the information in or referenced to this ROI document or the Market Sounding Brief or any other document provided by the State during the ROI process or the Market Sounding Process, or any information which may be provided in association with the Market Sounding Process. Accordingly, participants should not rely on any such information for the purpose (including, for any future procurement process).
- The State may use or incorporate any feedback, comments or other information provided by a participant in connection with this ROI process or the Market Sounding Process on a non-attributable basis in preparing any further tender or contract documentation in respect of any part of the Mac Point precinct (including, the Stadium), and the carrying out any future procurement in respect of them but will be under no obligation to do so.
- The State will not rely on information disclosed in this ROI process or the Market Sounding Process in evaluating any future tender submission for future procurement processes.
- Participants should indicate to the State if there is any restriction on the ability of the State and its advisors to use any of the information provided by it for reasons such as confidentiality, personal information, intellectual property licences etc prior to providing that information. The State will then choose if it wishes to receive the information.
- Any future procurement process will be conducted in accordance with the Tasmanian Government Procurement Framework, including the Tasmanian Government's Buy Local Policy, which is available at www.purchasing.tas.gov.au.
- Interested Parties must not provide, or seek to provide, any inducements including hospitality and/or gifts to the State or its representatives during the course of the ROI process or the Market Sounding Process.
- Interested Parties must not use or allow to be used lobbyists or industry representative organisations for or in respect of the ROI process or the Market Sounding Process, or make any political donations which may be or appear to be made in connection with the ROI process or the Market Sounding Process in any way.
- Interested Parties must not attempt to obtain any advantage for themselves by seeking information other than through the means set out in this ROI document or the Market Sounding Brief or by attempting to influence the State or any of its Associates in any way (including in relation to the Stadium and broader Mac Point precinct), through any means apart from communications and the presentation of information in accordance with the terms and conditions of this ROI document or the Market Sounding Brief.

'Associate' means, in relation to a person, any officer, employee, agent, consultant, contractor, nominee, licensee or advisor.

8. Probity and other advisers

The State has appointed RSM Australia as its probity adviser (Probity Adviser). Where an interested party has a concern in relation to probity or the conduct of the ROI process or Market Sounding Process, it must, in the first instance, immediately contact the Probity Adviser by email at the address set out below:

Michael Shatter

Partner

RSM Australia

Tel: 0409 808 639

E: michael.shatter@rsm.com.au

The interested party must provide details of:

- the proposed probity issue or concern;
- how the probity issue or concern impacts the interested party;
- any relevant background information; and
- the interested party's proposal for the resolution of the probity issue or concern.

Any contact or communication with the Probity Adviser will be disclosed by the Probity Adviser to the State.

The State has also engaged the following advisers to support it in conducting this ROI process and the Market Sounding Process.

- Infrastructure Advisory Group (IAG) as transaction advisers
- Minter Ellison as legal advisers.

Contact with IAG should only be made via the project email address:

- registration.MPUR@stategrowth.tas.gov.au

