



14th February 2017

To whom it may concern

Application cover letter for expression of interest into tourism opportunities on Tasmanian national parks, reserves and crown land

World Expeditions Travel Group Pty Ltd and Tasmanian Expeditions Pty Ltd would like to express interest in pursuing multiple interests in Tasmanian national parks for the second round of the EOI process.

Our application, this letter and all attachments will be uploaded via the website portal.

The governance structure of our application is as follows:

Companies: World Expeditions Travel Group Pty Ltd (ABN 98 001 424 568)
Tasmanian Expeditions Pty Ltd (ABN 85 101 349 366)

I am lodging the EOI submissions in my own capacity and there are no other parties involved.

Regards

[Redacted signature block]

Nicholas A. Kostos
Director

E: [Redacted]
P: 03 8631 3300

1300 720 000
World Expeditions
Travel Group Pty Ltd
Trading as:
World Expeditions
ACN 001 424 568
ABN 98 001 424 568
ATAS N/A10584

SYDNEY
Level 5
71 York Street
Sydney NSW 2000
T: 02 8270 8400
F: 02 8270 8401
E: info@worldexpeditions.com.au

MELBOURNE
Level 1
393 Little Bourke Street
Melbourne VIC 3000
T: 03 8631 3300
F: 03 8631 3333
E: travel@worldexpeditions.com.au

BRISBANE
Level 2
129 Margaret Street
Brisbane QLD 4000
T: 07 3003 0954
F: 07 3211 1226
E: adventure@worldexpeditions.com.au

PERTH
Windsor House, Level 1
324-332 Murray Street (Cnr Queen)
Perth WA 6000
T: 08 9486 9899
F: 08 9486 9677
E: holiday@worldexpeditions.com.au

Expression of Interest - Round 2

Application Form

Tourism Opportunities on National Parks,
Reserves and Crown Lands



Office of the Coordinator-General



Released under RTI

Application FORM – COMMERCIAL-in-confidence

Applicants are required to use this form to meet the minimum information requirements for the Expression of Interest (EOI) submission. Further supporting information can be supplied in the form of a cover letter, curriculum vitae, maps, financial information, plans and/or examples of other similar ventures to the Proposed Development undertaken by the Applicant. Any additional materials and supporting documentation should be included as attachments. All documents must be submitted using the Tasmanian Government Tender website: www.tenders.tas.gov.au.

EOI Submissions must include:

- a completed Application Form
- attachments to support the Application Form
- a covering letter [maximum of two (2) single sided A4 pages].

GUIDING PRINCIPLES

The following principles will inform the Assessment Criteria for all applications.

- Proposed developments should be compatible with and sensitive to the cultural and natural values, strategic value, character and setting, and enhance broader visitor enjoyment of the state's reserve estate and Crown lands.
- Proposed developments should offer unique, innovative and enhanced visitor experiences that provide social, environmental and economic benefit.
- Proposed developments offering environmental, cultural, and indigenous or heritage based tourism experiences that involve or benefit local communities (including Tasmanian Aboriginal communities) should be encouraged.
- Proposed developments should be established and managed in an ecologically sustainable manner, and should be designed to minimise the footprint on the site.
- Proposed developments should be compatible with the statutory management objectives and purpose of the reserves in the relevant legislation. (However, a Participant is not excluded from lodging an EOI Submission for a Proposed Development that may not be fully compatible with the current statutory and regulatory framework, for consideration and assessment by the Minister).
- Proposed developments should take account of associated risks relating to natural events for the proposed settings, for example, bushfires or flooding.
- Proponents can demonstrate the qualifications and financial capability to establish and operate the proposed development in a commercially viable manner.

Applicant Details

Principal Contact		Secondary Contact (if applicable)	
Title	Mr	Title	Mr
Given name	Nicholas	Given name	Mark
Surname	Kostos	Surname	Bennic
Organisation	World Expeditions Travel Group Pty Ltd	Organisation	Tasmanian Expeditions Pty Ltd
Position	Director	Position	Operations Director
ABN/ACN	98 001 424 568	ABN/ACN	85 101 349 366
Postal address	[REDACTED] s 36	Postal address	[REDACTED] s 36
Phone	[REDACTED] s 36	Phone	[REDACTED] s 36
Email	[REDACTED] s 36	Email	[REDACTED] s 36

Released under RTI

Development Details

Proposed Development Details			
Project name	Walls Of Jerusalem – Wilderness Puffer Pods™ - Semi Permanent Pods		
Project summary	To construct 1 semi permanent camping Pods in the Walls Of Jerusalem National Park in the Wild Dog Creek area to provide shelter, cooking and storage whilst still offering a camping option for our clients.		
Jobs created (FTE)	10	Value of investment	ss 37, 39
Project location	Walls Of Jerusalem National Park, Wild Dog Creek area. Area to be scoped for approval with National Parks. Map attached.		
Street address			
Suburb/town			
Lot number			
Plan number			
Land tenure	Walls Of Jerusalem National Park		
If the Proposed Development incorporates multiple land parcels identify these AND PROVIDE the following information for each land parcel			
Purpose of additional land requirement			
Street address			
Suburb/town			
Lot number			
Plan number			
Land tenure	(For example, national park, conservation area)		

CRITERION 1– The appropriateness of the Proposed Development to a particular site

Type of Proposed Development

Detail the type of Proposed Development including:

- the type, site location (if known*), size and capacity of the Proposed Development including set-up and operation of the Proposed Development
- the proposed services and activities to be provided, including any unique, innovative and enhanced visitor experiences, and any public benefits such as:
- economic development benefits (for example, employment opportunities)
- how the Applicant will engage with and involve local communities (including Tasmanian Aboriginal communities) and any benefits to these communities.

*Note: please indicate if the Proposed Development is an activity where the specific geographic location/s have not yet been finalised.

PROJECT BACKGRUOND

ss 37, 39

WE proposes to construct one (1) Wilderness Puffer Pod™ (Pod) the Walls Of Jerusalem Wild Dog Creek camping vicinity, which are innovative and sustainable in design and will strengthen and enhance the reputation of the Walls of Jerusalem as a world class destination for walking, by opening it up to a broader market base.

These Pods would sit adjacent to current campsites and provide a protected outer wet weather section, dining area and kitchen for our guides to prepare food in, as well as a storage area and heater. ss 37, 39

Alongside comfort and convenience at the campsites, the new pods allows trekkers to reduce their pack weight by up to 10kgs per person, giving them the full camping experience in the Walls of Jerusalem National Park with a fraction of the pack weight on normal full-pack guided adventures.

ss 37, 39

Type Of Site: World Expeditions would develop 1 exclusive Wilderness Puffer Pod™ (Pod) in the Walls Of Jerusalem Wild Dog Creek camping vicinity. These exclusive Pods offer comfortable accommodation and amenities while enhancing the wilderness experience. The key to these puffer pods would be a semi-permanent design i.e. The Pods are designed to ensure they are wholly sustainable and to minimise their social, cultural and environmental impact. The outer sheet is strengthened canvas, coloured to fit in with the surrounds, with water drain collection and flexible solar panels.

ss 37, 39

ss 37, 39

The structure would be fully removable to ensure that there is virtually no impact to the land. This new concept in minimal impact camping accommodation follows a similar operating model for World Expeditions developments elsewhere in Australia, such as the Larapinta Trail Semi Permanent Campsites, recently awarded Winner in Ecotourism at the Northern Territory Broilga Tourism Awards.

ss 37, 39

Location: The precise positioning of the Pods in the Wild Dog Creek area is subject to consultation with Parks and Wildlife and park stakeholders to ensure the best possible outcomes.

ss 37, 39

Capacity: The Pod has a capacity to seat 14 pax, made up of 12 clients plus two guides.

ss 37, 39

Size: See attached site plan.

SERVICES AND ACTIVITIES PROVIDED

ss 37, 39

Released under RIT

Released under RTI

Proposed Development vision

Detail the vision for the Proposed Development including the target market and segment, market demand, competition and how the Proposed Development adds to the destination's competitive advantage and appeal from an environmental tourism perspective.

VISION

ss 37, 39

Released under RTI

Released under RTI

Proposed Development site suitability

Detail the suitability of the Proposed Development to the site* including a brief description of:

- the compatibility of the Proposed Development with the cultural and natural values, strategic value, character and setting of the land
- the compatibility of the Proposed Development with the statutory management objectives and purpose of the reserves and any applicable management plans and any other regulatory requirements. (For example, the need for permits and approvals relating to natural and/or cultural values). Note – A participant is not excluded from lodging an EOI Submission for a Proposed Development that may not be fully compatible with the current statutory and regulatory framework, for consideration and assessment by the Minister
- how the Proposed Development will be designed, established and managed in an ecologically sustainable manner to minimise the footprint on the site
- how risks associated with natural events have been considered, for example, bushfires or flooding
- any services and/or public utility requirements. (For example, vehicle or vessel access, water supply and sewerage, power, waste etc. and how these will be addressed).

*Note: where the Proposed Development is for an activity where the specific geographic location/s have not yet been finalised, provide an overview of the suitability of the Proposed Development to reserved land or to the particular class of land or type of site.

The Pods are designed to take into account the location and natural surrounds, as well as providing the most efficient heat retention available. Colour, placement of Pod, access and logistical concerns are all to be finalised as agreed by all stakeholders for best outcomes.

A full Risk Assessment is to be finalised once the proposal moves forward to the next stage and locations are chosen.

Design and build will be constructed off-site initially to limit disturbance in the Walls Of Jerusalem National Park. Once completed, the Pods can then be transported and assembled onsite.

ss 37, 39

Released under RTI

CRITERION 2 – The qualifications of the Applicant to establish and operate the Proposed Development

Detail the qualifications and experience, or capacity of the Applicant to establish and operate the Proposed Development, including:

- technical and operational capability and expertise of the Applicant and any nominated team members
- experience or capacity in managing and operating similar ventures or environmental tourism services
- experience or capacity in engaging with local communities (including Tasmanian Aboriginal communities) and stakeholders
- experience or capacity in complying with applicable regulatory requirements (For example, specific Australian, Tasmanian and Local Government approvals).
- Where relevant the Applicant may provide details of similar projects undertaken. This should include: project name, location, description, client, role (for example, principal contractor or service provider), contract type and project value.

About the applicant:

World Expeditions is Australia's leading and most experienced adventure travel company. We have pioneered numerous environmentally sensitive active tours around the world. In Australia, we were the first company to offer a commercial descent of the Franklin River (1978), the first commercial walk on the Larapinta Trail (1995), the first commercial kayaking trip around Hinchinbrook Island (1987) and the first operator of land based travel around a festival (Garma Festival 1999). We are also the global leaders in responsible tourism, having received many awards for our operations and responsible travel practices including our Arnhem Land Marine Rescue Community Project.

The company has offices on the east coast of Australia, Auckland (NZ), London (UK) and Ottawa (CAN). We are vertically integrated with operational bases in places such as Australia, New Zealand, Nepal, Peru & Canada to name a few. The retail offices then market the product directly to the consumer providing a more economically sustainable tourism experience. The company is unique in that it can create product and distribute via its own offices without the need for third party involvement.

Technical and operational capability: Tasmanian Expeditions Pty Ltd is a wholly owned subsidiary of World Expeditions and has been involved in the promotion and operation of environmentally sensitive walks and cycle rides in Tasmania for nearly 40 years.

ss 37, 39

The company holds all the relevant accreditations for their operations and insurances as required for operations within National Parks. During its many decades of operations, Tasmanian Expeditions has been at the forefront of engaging with the relevant statutory authorities and the Tasmanian indigenous communities (where applicable).

As with all our projects, including the Larapinta Trail, the company will be the owner/license holder of the facilities and manage and operate the facilities to ensure the highest ethical and environmental standards. The team set out below is the same that worked successfully on our Larapinta Camps which included consultation with government and indigenous communities (as previously detailed).

ss 37, 39

ss 37, 39

World Expeditions

Nick Kostos – Director – [redacted] ss 36, 37, 39

Sue Badyari – CEO – [redacted] ss 36, 37, 39

Mark Bennic – Operations Director – [redacted] ss 36, 37, 39

ss 37, 39

CRITERION 3 – The commercial and financial viability of the Proposed Development

EOI Submissions should include sufficient information to allow an assessment of the commercial viability of the Proposed Development, including the capacity of the Applicant to fulfil obligations, responsibilities and liabilities associated with the delivery of the Proposed Development.

EOI Submissions should, at a minimum, detail:

- the value of investment generated by the project and number of direct jobs that will be created along with a timeline if the number of jobs is expected to change over time
- the commercial viability of the Proposed Development, including any preliminary market analysis, project finances and how it is expected to provide a commercial return on investment
- the Applicant's capacity to deliver the Proposed Development, including an outline of the funding strategy.
- EOI Proposals that require built infrastructure should also provide a business plan incorporating:
 - existing and/or proposed corporate structure
 - personnel, management experience
 - cash flow projections
 - balance sheet projections
 - market analysis
 - risk management plan.

See attached document "170206 Financial Analysis POD Project" outlining financial variables used in assessing viability of the project.

ss 37, 39

Released Under RTI

ADDITIONAL REQUIRED INFORMATION

Contract Terms

Detail the lease, licence or contract terms required for the proposal including:

- lease/ licence term
- fee structure
- any other requirements.

ss 37, 39

The Governance Structure of the Proposed Development

Detail the governance structure of the Applicant, including:

- the legal identity and status and composition of the Applicant (the company or companies including all consortium members)
- if the Applicant is a consortium, the intended role and responsibility of each member and the legal and financial relationship (or intended relationship) of consortium members
- a statement that the Applicant is lodging the EOI Submission in its own capacity or, if not, exact details of its capacity and of other parties involved in the EOI Submission and their roles
- contact names and addresses, telephone and email addresses and any other relevant information about the Applicant's principals.

Note: Applicants should be prepared to provide further details on request.

Attached in cover letter

Released under RTI

Supporting documentation

List any attachments, concept documents, supporting diagrams, sketches, photos, plans, maps etc. to be considered as part of the assessment.

Attachment number	Attachment name
1	Cover Letter
2	Financial Viability
3	Plans
4	Map



Office of the Coordinator-General

Level 1 Cornwall Square

12-16 St John Street
Launceston TAS 7250

Australia

Phone: + 61 3 6777 2786

Email: eoitourism@cg.tas.gov.au

Web: www.cg.tas.gov.au

CHECKLIST OF EOI SUBMISSION INFORMATION

Response form	Item	Completed
1	Covering Letter	
2	Completed EOI Application Form	
3	Supporting Documentation	

Signature

Date

Released under RTI

Released under RTI

Released under RTI

Released under RTI

Released under RTI

Released under RTI

Released under RTI

Released under RTI

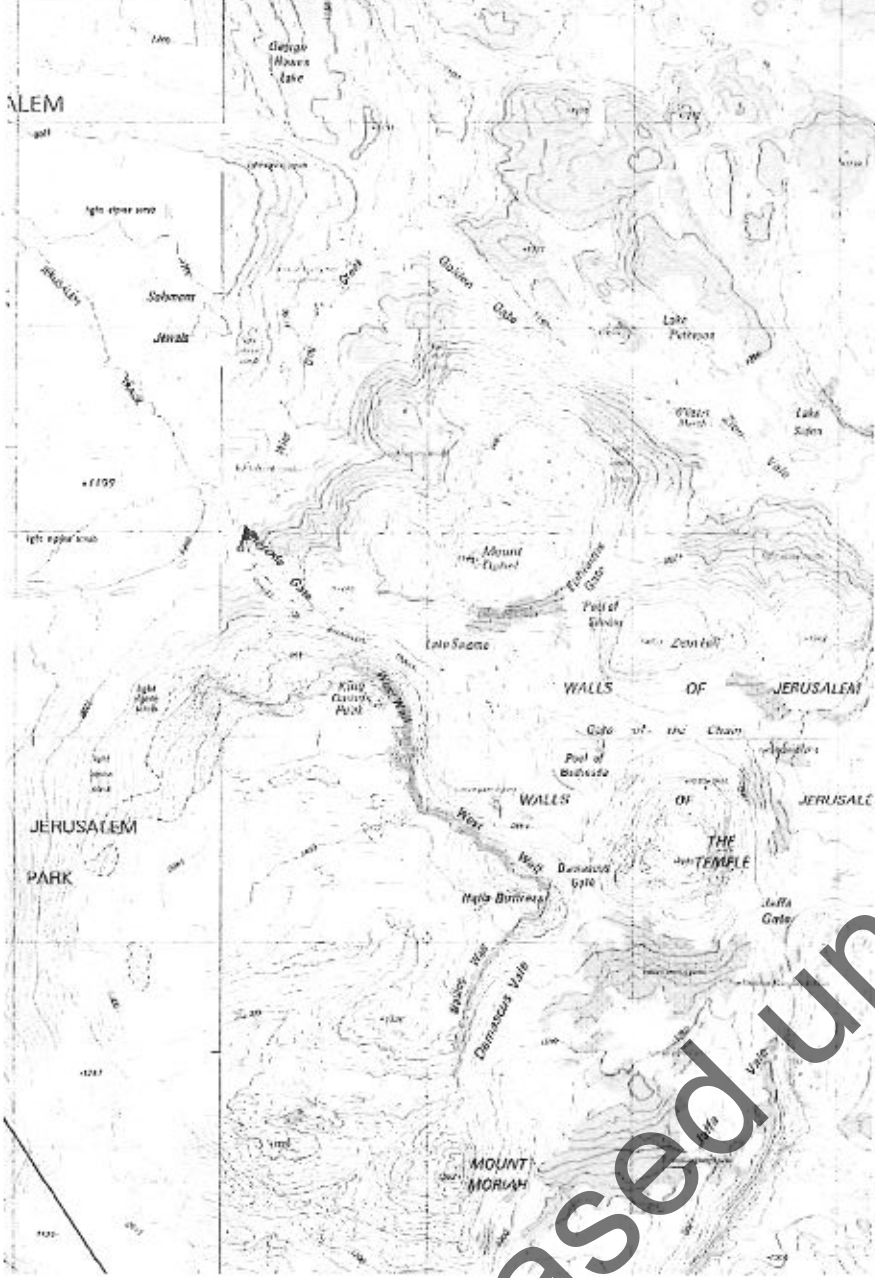
Released under RTI

Released under RTI

Released under RTI

Released under RTI

Released under RTI



Released under RTI



Dept. Ref MIG18/1308

Critical Date _____

MINUTE TO THE MINISTER FOR STATE GROWTH

**SUBJECT: EOI - NATIONAL PARKS, RESERVES AND CROWN LAND -
ASSESSMENT PANEL RECOMMENDATIONS FOR:**

[Redacted] out of scope

WALLS OF JERUSALEM PUFFER PODS
[Redacted] out of scope

Minister's notation:

Recommendation:

[Redacted] ss 27, 35, 37

[Redacted] out of scope

[Redacted] ss 27, 35, 37 out of scope | ss 27, 35, 37
[Redacted] out of scope | ss 27, 35, 37

[Redacted] ss 27, 35, 37 | out of scope
[Redacted] ss 27, 35, 37
[Redacted] out of scope

out of scope

ss 27, 35, 37

out of scope

Current Situation:

- World Expeditions Travel Group Pty Ltd (World Expeditions) lodged **out of scope** on January 25, 2017.

out of scope

- Walls of Jerusalem National Park - Wild Dog Creek area – one puffer pod.
- Puffer pods, as explained by the proponent, are semi-permanent structures that are anchored to the ground by footings, and are tent-like in form, with internal solid walls.
- **out of scope** assessed by the Assessment Panel (the Panel) on March 21, 2017.

ss 27, 35, 37

out of scope

ss 27, 35, 37

out of scope

ss 27, 35, 37

out of scope

out of scope

ss 27, 35, 37

Released under RTI

ss 27, 35, 37, 39

out of scope

Released under RTI

out of scope

The World Expeditions' proposal plans to construct one semi-permanent "puffer pod" along the Walls of Jerusalem track.

ss 27, 35, 37, 39

out of scope

Released under RTI

out of scope

ss 27, 35

out of scope

out of scope

ss 27, 35

out of scope

ss 27, 35

ss 27, 35, 37, 39

Released under RTI

ss 27, 35, 37, 39

John Perry
Coordinator-General

26 November 2018

s 36

ss 37, 35, 37