



Northern Adelaide Irrigation Scheme (NAIS)

Guidelines for water delivery contract project proposals

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**Government of
South Australia**

1 Background

The South Australian Government has committed \$110 million to the construction of the Northern Adelaide Irrigation Scheme (NAIS) through SA Water. The Australian Government has committed \$45.6 million in funding from the Australian Government's National Water Infrastructure Development Fund (NWIDF) Capital Component. The infrastructure investment will release 12 GL of recycled water (Stage 1), opening up a new agribusiness precinct on the Northern Adelaide Plains.

Further details about the scheme are contained in the Call for Project Proposals.

2 Project Proposals

SA Water is calling for Project Proposals for use of the available 12GL/year of NAIS water (Stage 1) for high-technology horticulture and other advanced agricultural purposes, including protected fruit and nut orchards, table and wine grapes, high-value field crops, intensive animal husbandry, and aquaculture.

The release of water on this scale represents a once in a generation opportunity to secure a reliable supply of climate-independent water at stable prices under long-term agreements, and supply booming export markets in Asia and across the globe efficiently, sustainably, and profitably.

3 Purpose of these Guidelines

These Guidelines explain the process and criteria through which the Project Proposals will be assessed. They are intended to assist Project Proponents seeking water from the Scheme

4 Eligibility

To be eligible, proponents must be a legal entity with which SA Water can enter into a legally binding contract (i.e. a company, an association, an individual or a trustee of a trust, hold an ABN and if required under the Corporations Act 2001 (Commonwealth) to do so, hold an ACN).

5 Project Proposal Process

Project Proposals are welcomed as follows:

Project Proponents may submit either a Round 1 Project Proposal or a Round 2 Expression of Interest	By 15 November 2017 5.00 pm CDST
As an alternative to the above, Project Proponents may submit a Round 2 Project Proposal	By 28 February 2018 5.00 pm CDST

There is no need to submit both a Round 1 Project Proposal and a Round 2 Project Proposal unless Proponents are putting forward two distinct projects, or resubmitting a significantly revised Round 1 Project Proposal.

The Call for Project Proposals, Project Proposal form, eligibility and evaluation criteria, and an example water supply contract are available through SA Tenders and Contracts:

<http://www.tenders.sa.gov.au/tenders/index.doindex.do>

Prior to the closing times for Project Proposals SA Water reserves the right to:

- extend the Project Proposal closing time
- vary a Project Proposal requirement
- abandon this process

While Proponents should take the deadline seriously, SA Water reserves the right to accept late Project Proposals in exceptional circumstances.

Please note that all NAIS water may be allocated in Rounds 1 and 2. There may be no further rounds. **If NAIS water is critical for your project, we recommend that you submit a Project Proposal by 28 February 2018.**

6 Using the SA Tenders and Contracts Website

Project Proposals must be completed and submitted via the SA Tenders and Contracts website. This is a government service administered by South Australian Government Shared Services. As such any issues and problems encountered during the lodgement of Project Proposals can only be rectified by contacting the website help desk directly on +61 8 8462 1401.

The help desk service provides SA Water with records, times and dates of issues experienced by Project Proponents. These will be used to ensure late submissions as a result of technical issues are still eligible for evaluation.

Failure to contact the help desk where technical issues are encountered in the submission of a Project Proposal that then results in a late submission may result in SA Water not accepting the submission.

7 Lodgement of Project Proposals

Project Proposals should be submitted electronically via the SA Tenders and Contracts Website:

<http://www.tenders.sa.gov.au/tenders/index.doindex.do>

Proponents will need to register with SA Tenders and Contracts to obtain documentation and submit their Project Proposal.

All attachments should be in an MS Office or Adobe Acrobat format.

All Project Proposals and supporting material should be in the English language.

8 Assessment Process

Project Proposals will undergo comprehensive assessment against the following criteria:

- the contribution to South Australia's Gross State Product, including investment value, export revenues, sustainable job creation, and economic multipliers
- the financial feasibility of the Project, including the market prospects of the product category locally, nationally, and internationally

- anticipated social and environmental impacts of the Project
- the capacity of the Proponent to enter into long-term contractual arrangements with SA Water
- the geographical location of proposed Project within the Scheme footprint area
- the expertise, capabilities, resources, track record, and financial strength of the Proponent
- the volume and specifications of water required for the Project

Project Proposals will be assessed by a cross-government panel led by SA Water.

The assessment panel will also require evidence of the capitalization, solvency, and profitability of the Proponent in order to determine business viability.

9 Clarification

In the event that there are omissions or inadvertent errors in the Project Proposal, SA Water may seek clarification during the assessment period and request further information be provided to resolve these issues.

SA Water further reserves the right to:

- clarify any aspect of the Project Proposal after the closing time
- make enquiries of a person or entity to obtain information about the proponent and their Project Proposal

Clarification information must be supplied to SA Water within 5 working days from receipt of the request for clarification unless an extension is requested and granted.

10 Decision/Notification

Short-listed Proponents will receive a formal letter notifying them that they have been recommended for a long term NAIS water delivery contract subject to satisfactory contract negotiations.

Larger Projects will require an Industry Participation Plan.

<http://industryadvocate.sa.gov.au/industry-participation-policy>

Successful Proponents will be offered a NAIS Water Contract. A deposit of 20% of the annual contract value will be required on signing.

Unsuccessful Proponents will receive feedback on their Project Proposal via letter. They will be offered a briefing.

There may be subsequent calls for Project Proposals depending on the outcome of this process.

11 Confidentiality and Commercial-in-Confidence

If a Proponent believes that any information provided in their Project Proposal is Confidential or Commercial-in-Confidence, they should clearly identify such information and the reason for its confidentiality.

Proponents should be aware that SA Water is subject to certain legislative and administrative accountability and transparency requirements of the Australian

Government and Government of South Australia, including public disclosure in accordance with Department of Premier and Cabinet policy.

SA Water will treat information provided by the proponent sensitively. However, SA Water may be required to disclose information contained in or relating to the Project Proposal, including information identified by the Proponent as confidential:

- to its own employees, advisers or contracted third parties in order to evaluate the Project Proposal
- to government agency partners for the purposes of Project Proposal evaluation
- in response to a request by a House or Committee of the Parliament of the Commonwealth of Australia or South Australia
- if the Project Proposal is successful, promotion of project activities and outcomes
- where information is authorised or permitted by law to be disclosed
- where the information is already in the public domain.

12 Further Information

Further information about the Northern Adelaide Irrigation Scheme is provided in the Call for Project Proposals.

SA Water has used its best endeavours to ensure the accuracy of this information. However, Project Proponents should independently verify this information, and make their own judgments about business opportunities and risks. Project Proponents should seek professional advice from agricultural consultants, management consultants, accountants, lawyers, and other relevant professional advisors. SA Water accepts no responsibility for any adverse business outcomes experienced by businesses participating in the Northern Adelaide Irrigation Scheme.

The Call for Project Proposals does not constitute an offer of water or other products and services. All terms and conditions for the Northern Adelaide Irrigation Scheme are contained in the Project Proposal Form, Guidelines, and example Water Allocation Contract.

The contract supplied in the Project Proposal package is an example only. It does not constitute a promise, offer, or contract. It should not create any legitimate expectation on the part of the Proponent. A formal contract will be executed by SA Water and successful Project Proponents.

SA Water's obligations to businesses participating in the Northern Adelaide Irrigation Scheme are strictly limited to matters contained in executed Water Contracts.

13 Enquiries

Until the closing time for Project Proposals, Proponents may seek clarification of any matters related to the Project Proposal by contacting SA Water:

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Northern Adelaide Irrigation Scheme
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14 Further Guidance on Matters of Detail

14.1 The range of acceptable projects includes the full range of agribusiness production systems and products. However, the most desirable projects will:

- maximise long-term investment and employment outcomes for gigalitres of NAIS water used
- demonstrate business viability and project feasibility
- employ state of the art production systems
- focus on interstate and export markets rather than local markets

14.2 Development planning amendments to permanently rezone parts of the indicative NAIS footprint are in train.

14.3 Long-term NAIS water delivery contracts are not available to speculative water traders. However, this does not preclude the use of sophisticated water funding mechanisms by Project Proponents.

14.4 Specifications of NAIS water are contained in the Call for Project Proposals. Additional detail may be obtained from SA Water on request. Proponents are able to specify their preferred product in Project Proposals.