BUILDING OPPORTUNITIES

EXPRESSION OF INTEREST

TONSLEY INNOVATION DISTRICT
AGEING WELL RESIDENTIAL PROJECT

RenewalSA
people • partnerships • progress

Government of South Australia
RENEWING OUR STREET & SUBURBS

RENEWING HOUSING TO OFFER MORE CHOICE, BETTER HOUSING AND BETTER CONNECTED COMMUNITIES IN SOUTH AUSTRALIA.

OVERVIEW

The Government of South Australia is committed to accelerating urban and community renewal, increasing housing supply, and stimulating the construction and community housing industry, while making sure those most in need are housed and assisted.

The government’s three key priorities are to:

1. facilitate the renewal of all old generation (pre-1968) Housing Trust dwellings within 15 years, with as many as 4500 old homes within 10 kilometres of the city to be renewed by the end of 2020.

2. stimulate the housing and construction industry, and support local job creation through the delivery of 1000 new Housing Trust homes in 1000 days.

3. transfer of 5000 Housing Trust homes to be managed by Community Housing Providers, which will provide increased funding and access to subsidies, allowing more investment in maintaining and improving homes and services as well as new developments.

FOUNDATION 1: CHOICE

- Provide a broader selection of housing options for all
- Improve the supply of affordable housing for rent and sale
- Move to a multi-provider social housing system

FOUNDATION 2: QUALITY

- Improve the quality of social housing
- Renew all pre-1968 social housing by 2030
- Renew housing and communities within 10 kilometres of Adelaide by 2020
- Promote excellence by social housing landlords
- Build new stock, that is better matched to tenant needs

FOUNDATION 3: COMMUNITY

- Promote sustainable, mixed-use neighbourhoods
- New housing development projects
- Promote urban design quality and environmental sustainability
In November 2015, the State Government announced an initiative to build 1,000 homes for the South Australian Housing Trust (SAHT) in 1,000 days to provide new and appropriate social housing accommodation to tenants, and stimulate the housing and construction industry (1,000 Homes Program).

Managed by Renewal SA, the 1,000 new homes will be delivered though a number of different building projects and initiatives.

Given the ageing tenant profile of existing tenants, the SAHT has identified that the stock portfolio must address this profile through more appropriate aged accommodation.

Renewal SA is proposing a specialised aged housing response to help tenants age in place.

There is also currently interest across Government in supporting ageing well, including an ‘Ageing Well Initiative’ to establish SA as a global leader in health research and ageing. The initiative proposes to establish a Future Living Laboratory Network which could be based in the Tonsley Innovation District in the form of a Research and Development Facility – ‘The Centre for In-Home and Assistive Care’.

Renewal SA has identified the opportunity to develop additional and new social housing under the 1,000 Homes Program that are specifically designed, built and managed to suit the requirements of older tenants. This project would be located within the Tonsley Innovation District and has the potential to contribute to the objectives of the ‘Ageing Well Initiative’ through innovation in design, technology and/or research.

This Expression of Interest (EOI) process is being undertaken to determine the availability of suitable partners, or consortiums, to partner with the SAHT to deliver the Project on Lot 331 at the Tonsley Innovation District.

Stage 1 of the EOI process seeks development proposals for the delivery of the Tonsley Ageing Well Residential Project that:

- Must provide accommodation for approximately 30 older SAHT tenants
- Should provide innovation in the areas of design, technology and/or research in the area of Ageing Well
- May include a mix of complementary uses within the building.

Stage 1 of the EOI process requires a proposal that includes all of the following:

- A development proposal for the delivery of new social housing under the 1,000 Homes Program that are specifically designed, built and managed to suit the requirements of older SAHT tenants
- Demonstrated experience, capacity and capability of the proponent to undertake the proposal, including the potential to start construction no later than 31 December 2017
- The proposed key milestones and timing
- The indicative cost to SAHT (SAHT as an investment partner) to deliver approximately 30 residential apartments
- Proposed innovation in the areas of design, technology and/or research in the area of Ageing Well
- The proposed ongoing tenancy management and/or research model (which may or may not be undertaken by the SAHT).
**THE SITE**

This Project is proposed to be built on Lot 331 in the multi-award winning Tonsley Innovation District. Tonsley is Australia’s first innovation district, bringing together leading-edge institutions and companies to connect with start-ups, business incubators and accelerators in a high-value industry, research, education and residential district. This 1,535 square metre high-profile allotment is well located within close proximity to Flinders University and a new 850 dwelling residential development. Specific property details are provided in Attachment 3.

**EOI PROCESS AND TIMING**

EOI Terms and Conditions are in Attachment 4.

In lodging a Submission, Proponents need to provide a completed EOI Submission Form (Attachment 1) to a maximum of 10 pages/8MB file size that address the evaluation criteria below.

In assessing Submissions for Stage 1 of the EOI process, the following criteria will be used:

<table>
<thead>
<tr>
<th>CRITERION</th>
<th>CONSIDERATIONS</th>
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| Development proposal, including innovation and ongoing tenancy management | Development proposals capable of delivering housing for older people in partnership with the SAHT at the Tonsley Innovation District, including:  
  - Suitability for social housing (specifically for older people) and/or affordable housing, including mixed-use housing models  
  - Proposed innovation in the areas of design, technology and/or research in the area of Ageing Well.  
  - Ongoing tenancy operation and management model (if applicable)  
  - Ability to partner with research institutions, technology providers and leading architectural designers  
  - Potential for the incorporation of a Research and Development Facility – ‘The Centre for In-Home and Assistive Care’ within the Project. The development of this facility will be co-funded by others  
  - Potential to start construction by 31/12/2017. |
| Capability, capacity and experience | Capacity and capability of the Proponent to deliver their development proposal.  
  - Experience in the delivery of similar development proposals. |
| Financial offer | The indicative financial cost to SAHT to deliver the proposal, which will include (where applicable) the:  
  - Housing purchase price and/or construction cost  
  - Ongoing costs (i.e. property costs, tenancy management costs)  
  - If SAHT is the land owner, the financial cost should exclude any land purchase cost which will be funded by the SAHT. Other land ownership models will be considered. |

An Evaluation Group has been established to evaluate the EOI received against the Evaluation Criteria set out in the EOI document.

Stage 2 of the EOI will be subject to the nature and extent of the proposals received and may include one or more of:  
- Shortlisting of Proponent(s) and a request for further information  
- Direct negotiation of contractual arrangements with one or multiple Proponent(s)  
- Termination of the EOI process.
CONTACT PERSONS

Questions about this EOI should be addressed to:

Daniel Redden
0421 863 580
daniel.redden@sa.gov.au

LODGING A SUBMISSION

Proponents have two alternative methods for lodging a submission.

HARD COPY LODGEMENT

Submissions should be placed in an envelope or packaged marked ‘Expression of Interest: Tonsley Innovation District Ageing Well Residential Project’ and lodged in Renewal SA Tender Box located at:

Renewal SA,
Level 9, Riverside Centre,
North Terrace, Adelaide, SA 5000

eLODGE

Electronic Submissions are only accessible via Renewal SA’s secure Developer Gateway renewal.sa.sa.gov.au/developer-gateway

Proponents must register for the Developer Gateway and login using their account credentials.

Navigate to the Developer Gateway page for this Invitation.

Select SUBMIT EXPRESSION OF INTEREST from the in-page navigation or scroll down the page.

Follow the instructions given to use the secure online submission portal.

Please note the technical specifications outlined on the website before lodging a Submission.

<table>
<thead>
<tr>
<th>STAGE 1 EOI EVENT</th>
<th>DATE</th>
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<tbody>
<tr>
<td>EOI issued</td>
<td>Tuesday, 23 May 2017</td>
</tr>
<tr>
<td>Submission closing time</td>
<td>4:00 pm Australian Central Time, Tuesday, 4 July 2017</td>
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</table>

ATTACHMENTS

Attachment 1 – STAGE 1 EOI Submission Form
Attachment 2 – Ageing Well Living Lab at Tonsley
Attachment 3 – Property Location
Attachment 4 – EOI Terms and Conditions
### ATTACHMENT 1
STAGE 1 EOI Submission Form
[ref: Tonsley Innovation District Ageing Well Residential Project]

<table>
<thead>
<tr>
<th><strong>1 EXECUTIVE SUMMARY</strong></th>
</tr>
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<tbody>
<tr>
<td>Project summary and headline financials/outcomes (maximum 250 words)</td>
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<tr>
<td>Key reasons why your proposal should be accepted (maximum 250 words)</td>
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</tbody>
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<tr>
<th><strong>2 COMPANY INFORMATION</strong></th>
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<tbody>
<tr>
<td>Company name</td>
</tr>
<tr>
<td>Head Office Address</td>
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<tr>
<td>Telephone</td>
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<tr>
<td>Website</td>
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<tr>
<td>ABN</td>
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<tr>
<td>Company Type</td>
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<tr>
<td>Date of Incorporation</td>
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<tr>
<th><strong>3 CONTACT PERSON</strong></th>
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<tbody>
<tr>
<td>Name</td>
</tr>
<tr>
<td>Contact telephone number</td>
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<tr>
<td>Contact email</td>
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<th><strong>4 CORPORATE OWNERSHIP</strong></th>
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<tbody>
<tr>
<td>Shareholders</td>
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<tr>
<td>Directors</td>
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<tr>
<th><strong>5 MEMBERSHIP &amp; LICENSES</strong></th>
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<tbody>
<tr>
<td>MBA Member</td>
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<tr>
<td>Builders License</td>
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<tr>
<td>Other</td>
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<tr>
<th><strong>6 DELIVERY MODEL OPTION (TICK APPROPRIATE OPTION)</strong></th>
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<tbody>
<tr>
<td>Purchase and develop the site</td>
</tr>
<tr>
<td>Purchase with settlement deferred until after demolition and land division</td>
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<tr>
<th><strong>7 CAPABILITY</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Details and brief summary of skills and experience of key people leading this project</td>
</tr>
<tr>
<td>Development experience in South Australia</td>
</tr>
</tbody>
</table>
Evidence of successfully completing similar development projects (minimum 2 examples)

### 8 CAPACITY

- Financial capacity of Proponents (including brief summary financial details)
- Development Pipeline (projects currently committed - underway and programmed to commence)

### 9 FINANCIAL OFFER

- Purchase price (excluding GST)
- Are you registered for GST?
  - Note: the SA Housing Trust will apply the margin scheme where it can be applied
- Preferred delivery model and timing of payment
- If the offer is subject to raising bank finance, please provide details
- Other Terms and Conditions

### 10 DEVELOPMENT OUTCOMES

- Project description i.e. house numbers size, site layout and design approach.
- Number of houses achieving the Affordable Housing price points
- Consideration of social, financial and environmental sustainability
- Provide key milestones and dates for the redevelopment of the properties including: demolition; development approval; civil works; construction; practical completion.

DATED / / 2017

Executed by all proponents in accordance with their constitutions.

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Signature

Name

Organisation
ATTACHMENT 2
Ageing Well Living Lab at Tonsley

The unique proposition for an Ageing Well Living Lab at Tonsley aims to capture the complete assistive care value chain from residential living, research and product development to training and education for the healthcare jobs of the future. Ultimately, the project aims to improve lives for older people.

- The future of assistive technologies relies on the smart interface between humans and technology. New solutions need to be developed in partnership with healthcare providers and end users for market acceptance.
- Industry partners will support R/D activities and drive the commercialisation of new products and services
- Ongoing education and training will provide the skills and expertise required for the healthcare jobs of the future supported by new technologies.

This is achieved through the creation of hub at the Tonsley Innovation District including the three core facilities:

- **Ageing Well Apartment Development** (the subject of this EOI)
  Development of the next generation of healthy ageing apartments in partnership with the SA Government’s 1,000 homes in 1,000 days programme. This development will incorporate the implementation of tested and validated technologies.
- **Tonsley Centre for In-home and Assistive Care – the Centre of R/D:**
  A new facility that would include flexible office/co-working space, lab/workshop space and a place for community interactions. This facility could form part of the Ageing Well Apartment Development (see above).
- **Test and Training facility – supported by Imaginext**
  A privately financed prefabricated house that allows testing, validation of new products and services as well as ongoing training for healthcare students in a real-life setting

Importance of the project and Positive Impact to the Community:

- This project offers a unique opportunity that supports collaboration and interaction with the wider community and specifically with older people.
- The commercialisation of new assistive care technologies. A holistic approach of ageing well enabling a quicker pathway into the market for new technology, residential design and management models that result in a positive impact on society
- Ability for older people to live at home / known environment for longer or indefinitely
- Attraction of high quality research capabilities and businesses to Tonsley to complement and expand on Tonsley’s life sciences industry
- Education about new technologies to break the barrier of adapting and embracing new technologies.
- Ultimately, the cost of individual care will be significantly reduced, resources will be smartly allocated to meet the rising demand in the future.
Lot 331 is strategically located in the multi-award winning Tonsley Innovation District. The District is located on Main South Road, Adelaide’s major north-south transport route, running the length of metropolitan Adelaide. This route is currently being upgraded into a non-stop freight route as part of the multi-billion dollar Adelaide North-South Corridor project.

Tonsley is also located on a passenger rail line that provides a 20-minute train ride into the Adelaide CBD. Trains currently run to and from the city at 30-minute intervals, with plans to increase the service to a 15-minute interval in future.

Tonsley’s inner southern suburbs locality places it in close proximity to:

- Flinders Medical Centre and Flinders University Main Campus approximately 1 km to the south
- Adelaide CBD approximately 10 kilometres (20-minute drive/20-minute train ride).
- Adelaide Airport approximately 12 kilometres (20-minute drive).
- Port Adelaide approximately 23 kilometres (35-minute drive).

Lot 331 has been identified for this development specifically given its proximity to adjacent residential development, open space, Flinders University, a multi-storey medical clinic including research and educational facilities, cafes and a planned retail and entertainment precinct.

Lot 331 is within excellent proximity to the award-winning Main Assembly Building (MAB) with its central forest and town square area with cafés – the focus of activity and amenity for the site.
ATTACHMENT 4
EOI Terms and Conditions

NON-BINDING NATURE OF INVITATION

This Invitation is not:

- an offer of any kind and does not necessarily indicate an intention by SAHT to enter into legal relations with any party; or
- to be interpreted as creating a binding contract (including a process contract) as between SAHT and any Proponent or giving rise to any:
  - contractual, quasi-contractual, restitutionary or promissory estoppel rights; or expectations as to the manner in which a Proponent will be treated in the evaluation.

No legal or other obligations will arise until parties execute formal documentation.

Renewal SA is not obliged to proceed with, or negotiate in respect of any Submission on behalf of SAHT.

DISCLAIMER

The information set out in this Invitation or the Website is not intended to be exhaustive and Proponents should make their own enquiries regarding the contents of this Invitation.

Neither Renewal SA, the Contact Person nor any employee, agent or contractor of Renewal SA provides any warranty or makes any representation, expressed or implied, as to the completeness or accuracy of the information either contained in or in connection with this Invitation or the Website.

A Proponent must undertake its own enquiries and satisfy itself in respect of all matters contained in any information provided to it.

PROPOSER ACKNOWLEDGEMENTS

Each Proponent agrees and acknowledges that:

- they have fully informed themselves of all conditions and matters relating to the Invitation;
- they have sought and examined all necessary information which is obtainable by making reasonable enquiries relevant to the risks, contingencies and other circumstances;
- they do not rely on any expressed or implied statement, warranty or representation, whether oral, written or otherwise, made by or on behalf of Renewal SA, the Contact Person or any employee, agent or contractor of Renewal SA;
- they have relied on their own investigations and enquiries in lodging a Submission; and
- Renewal SA, the Contact Person and any employee, agent or contractor of Renewal SA are not liable for any incorrect or misleading information or failure to disclose information whether in connection with this Invitation or any document attached or related to it including any information on the Website.

PROBITY

Renewal SA expects that Proponents will:

- not disclose to any rival Proponent their Submission;
- submit a Submission in good faith and not deliberately submit a Submission in order to enhance the Submission of any other Proponents;
- maintain the confidentiality of the documents and information provided by Renewal SA, including answers to questions, whether oral or written;
- make inquiries and otherwise liaise on matters relating to this Invitation only with the Contact Person;
- declare any actual, potential or perceived conflict of interest as part of the Invitation Process;
- not offer any incentive to, or otherwise attempt to influence any employee of Renewal SA or any member of the evaluation panel;
not enter into any contract, arrangement or understanding where the purpose of that contract, arrangement or understanding, in the event that a Proponent is successful in its Submission, is that such Proponent will pay to or provide an unsuccessful Proponent(s) or any other person(s) money or any other benefit or fulfil any undertaking which is a consequence of any collusive circumstances;

- comply with all laws in force in South Australia applicable to the Invitation Process; and
- comply with Renewal SA’s Fraud and Corruption Policy.

If a Proponent acts contrary to the expectations set out above, Renewal SA may exclude the Proponent from further consideration, including from any subsequent selection process.

A probity advisor has been or will be appointed by Renewal SA to:

- scrutinise the processes contemplated;
- provide advice; and
- ensure that the process is conducted equitably and with integrity.

RESERVATION OF RIGHTS

Renewal SA may:

- extend the Submission Closing Time (time or date);
- amend this Invitation at any time and will give notice of such amendment via the Website and all such variations will be binding on each Proponent;
- ask any Proponent to clarify any ambiguity or provide additional information in support of a Submission;
- undertake negotiations with another Proponent or any other person or company;
- perform financial, criminal record, reference and character checks in relation to the Proponent and any parties related to it;
- make any enquiries of any person, company, organisation, or matter related to the Proponent including confirmation of any information provided by the Proponent;
- extend the time for consideration of any information submitted by a Proponent that:
  - has a potential, actual or perceived conflict of interest; or
  - employs or engages a person who has a potential, actual or perceived conflict of interest, whether or not the potential, actual or perceived conflict of interest is disclosed.
- invite any person or company to lodge a Submission;
- elect not to consider a Submission submitted by a Proponent that:
  - has a potential, actual or perceived conflict of interest; or
  - employs or engages a person who has a potential, actual or perceived conflict of interest, whether or not the potential, actual or perceived conflict of interest is disclosed.
- take any other actions it considers appropriate.

PROPOSITIONS SUBMISSION COSTS

Any and all costs incurred by Proponents in lodging a Submission as a result of this Invitation shall be the sole responsibility of that Proponent.

PUBLICITY AND CONFIDENTIALITY

Information supplied by or on behalf of Renewal SA is confidential to Renewal SA and each Proponent is obliged to maintain confidentiality.

Although Renewal SA understands the need to keep commercial matters confidential, Renewal SA reserves the right to disclose some or all of the contents of any Submission:

- to any consultant or advisor as part of Renewal SA’s consideration of the Submission; and
- as a consequence of a constitutional convention in order that the relevant Minister may answer questions raised in the South Australian Parliament; keep Parliament informed or otherwise discharge the Minister’s duties and obligations to Parliament and to advise the Governor; Parliament and/or the Government of South Australia, or if required to do so by law. Any condition in a Submission that purports to prohibit or restrict the Minister’s right to make such disclosures cannot be accepted.
A Proponent must not make any news releases or respond to media enquiries pertaining to this Invitation without Renewal SA’s prior written approval.

If a Proponent acts contrary to these expectations, Renewal SA may terminate negotiations and exclude such Proponents from the process.

COPYRIGHT AND INTELLECTUAL PROPERTY

By lodging a Submission a Proponent licenses Renewal SA to reproduce for the purpose of the Invitation Process the whole or any portion of the Submission, despite any copyright or other intellectual property right that may exist in the Submission.

DEFINITIONS / GLOSSARY

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<thead>
<tr>
<th>TERM</th>
<th>MEANING</th>
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<tbody>
<tr>
<td>Contact Persons</td>
<td>The persons described on page 5 of this document.</td>
</tr>
<tr>
<td>Invitation</td>
<td>The Expression of Interest as set out on page 3 of this document.</td>
</tr>
<tr>
<td>Invitation Process</td>
<td>The process for the Invitation as set out on pages 4 to 5 of this document.</td>
</tr>
<tr>
<td>Proponent</td>
<td>A party that lodges a Submission in response to the Invitation.</td>
</tr>
<tr>
<td>Government of South Australia</td>
<td>The Crown in right in the State of South Australia.</td>
</tr>
<tr>
<td>Submission</td>
<td>Any Submission lodged in response to the Invitation.</td>
</tr>
<tr>
<td>Submission Closing Time</td>
<td>2.00pm (Adelaide time) on Tuesday, 4 July 2017 or as amended in accordance with this Invitation.</td>
</tr>
<tr>
<td>Tender Box</td>
<td>Tender box located on Level 9 Riverside Centre, North Terrace, Adelaide South Australia.</td>
</tr>
<tr>
<td>Website</td>
<td>renewalsa.sa.gov.au/developer-gateway</td>
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FURTHER INFORMATION

Visit: renewalsa.sa.gov.au/streetsandsuburbs
Email: renewalsa.enquiries@sa.gov.au
Telephone: +61 8 8207 1300
Facsimile: +61 8 8207 1301

Urban Renewal Authority (trading as Renewal SA)
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Adelaide South Australia 5000,
GPO Box 698, Adelaide 5001