



MOUNT BARKER
DISTRICT COUNCIL



SUMMIT

MOUNT BARKER



Mount Barker District Council
Information Memorandum



SUMMIT
MOUNT BARKER

**Australia's leading regional
master planned recreation,
leisure, sport and entertainment
precinct.**



Welcome & Foreword

As Mayor of Mount Barker District Council, South Australia's fastest growing Local Government Area, I am delighted to welcome you to consider being a part of our landmark Leisure and Entertainment Precinct.

Mount Barker and the surrounding towns are one of SA's most compelling places to visit, live, work and play. This is underpinned by our affordable living, stunning rural surrounds, and all being within 35 minutes of the Adelaide CBD. This is driving strong growth for what will be the major regional city in the heart of the Adelaide Hills.

The Leisure and Entertainment precinct will be developed alongside our new regional aquatic centre under construction, as well as leverage the existing amenity of the highly-regarded Aston Hills Golf Course, Summit Sports & Recreation Park and Laratinga Wetlands.

The Summit precinct is underpinned by a vision to host a diverse range of significant events and activities. The first step in realising this vision was the successful hosting of an AFL Gather Round match in April this year at the Summit Sports & Recreation Park. This was the first ever AFL premiership points match outside of a major stadium.

Mount Barker's extensive walking and cycling trails connecting the precinct

to the town centre, complemented by easy road access further enhances the scale and diversity of offering for Summit. Combined, this firmly sets the foundations for one the State's best destinations for people seeking to enjoy a healthy and enjoyable day out or three break from their busy lives.

Mount Barker District Council recognises the Peramangk people as the continuing custodians of this land. Council will continue to actively engage, include and pay respect to their heritage as part of this development.

Council is progressive, nimble and adopts an "open for business" attitude. We embrace ethical, environmentally sustainable partnerships that we all can be proud of.

We have the place and the people and now seek your passion and expertise to work with us in bringing the next stages of this exciting and landmark project to fruition.



Mayor of Mount Barker District Council
David Leach



Image: Summit Sports & Recreation Park



The Opportunity



Image: Summit Precinct

Mount Barker District Council, through its property advisors Alinea Group and Leedwell, are pleased to invite Expressions of Interest from qualified groups for a landmark development and operation opportunity in the heart of the iconic Adelaide Hills region.

As one of Australia's most progressive and transformational tourism and leisure development assets to be brought to market, Summit presents a significant investment opportunity to the private sector.

Located on a ~50 hectare landmark site in Mount Barker, Summit is targeted to be Australia's leading regional master planned recreation, leisure, sport and entertainment precinct.

Designed to have strong appeal for both local and interstate customer markets, this partnering opportunity provides an exceptional platform to respond to increased tourism demand across the Adelaide Hills tourism region. The development will further support the future growth of Mount Barker; South Australia's fastest growing region.

Mount Barker District Council invites innovative and collaborative responses from the private sector for the development and operation of key opportunities within the Summit Leisure & Entertainment Park. With over \$100m of committed and future precinct investment, this creates an unrivaled opportunity for qualified parties and consortia.

Partnering opportunities via this EOI process are sought for:

- 1. Regional Aquatic & Leisure Centre Operator** - Operation of the Regional Aquatic & Leisure Centre
- 2. Summit Leisure & Entertainment Park Precinct Partner** - Development and operation of the Summit Leisure & Entertainment Park (balance of the developable area within Summit ~30 hectares)
- 3. Summit Leisure & Entertainment Park Individual Operators** - Operation of complementary uses in the Precinct

Expressions of Interest are to be submitted by 5pm ACDT Thursday 20 July 2023.



Key Investment Highlights



Exceptional Scale and Market Reach

One of the largest regional master planned recreation, sporting and entertainment assets in Australia. Summit, Mt Barker comprises a ~50 hectare landmark holding situated within a broader ~115ha recreation and leisure precinct with existing attractions. The ~30ha Summit Entertainment & Leisure Park offering is strategically designed to respond to leverage these wider assets and respond to local and interstate demand and leverage key market gaps.



A Strong Foundation of Existing Investment

Leverage the significant ~\$100m of total capital investment allocated by Council to the precinct. This comprises completed and future investment across the Summit Sport & Recreation Park, Regional Aquatic Centre within the Summit Leisure & Entertainment Park and land acquisition. Additional works completed by Council include extension of the local 40km cycleway and pedestrian trail, and structural restoration and stabilisation of the three existing heritage listed barns.



Strategic Location & Significant Catchment Area

Scale and diversity of land uses to draw on a total metro catchment area of over 1.33 million within 60 minutes. Summit is strategically positioned to capture intrastate and interstate visitor markets, being located in the heart of the nationally renowned Adelaide Hills tourism region with 1.3 million day trips and 680,000 visitor nights per annum¹.

¹SATC (South Australian Tourism Commission)



Leverage a Broader Leisure and Entertainment Asset Base

Directly adjoins the natural beauty of the Laratinga wetlands and Aston Hills Golf Course along with direct connections to over 40km of walking and cycle trails throughout the stunning hills district. These additional attractions further reinforce a compelling mix of demand drivers to promote as part of the marketing of Summit.



Innovative and Flexible Commercial Terms

Mount Barker District Council has a strong track record of collaborating with the private sector to facilitate transformational projects. Summit is set to build on this through innovative and flexible partnership options. The project success will be further underpinned by the benefit of a dedicated whole-of-precinct management and operating platform, providing unrivaled synergies for marketing and managing Summit.



Stunning Rural Setting

Exceptional amenity of surrounding undulating rural setting, with unobstructed views to Mt Barker Summit, and picturesque natural landscape including a creek corridor through the site.



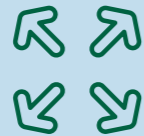
Image: Artist Impression of Summit Sport & Recreation Park Soccer Pitches



Exceptional Local Market Drivers



Mount Barker is the major regional centre for the Adelaide Hills and surrounding region, located just a 35 minute drive to Adelaide CBD and 45 minutes to Adelaide Airport.



Mount Barker District Council is the fastest growing LGA in South Australia with a 30-year supply of residential land, guaranteeing strong future growth.



Exceptional lifestyle benefits include quality schooling, affordable housing and a semi-rural lifestyle.



Significant local population base in Mount Barker and Adelaide Hills district of 84,000 residents (June 2022), projected to rise to ~100,000 by June 2036¹ with the 25-39 age cohort representing the highest growth

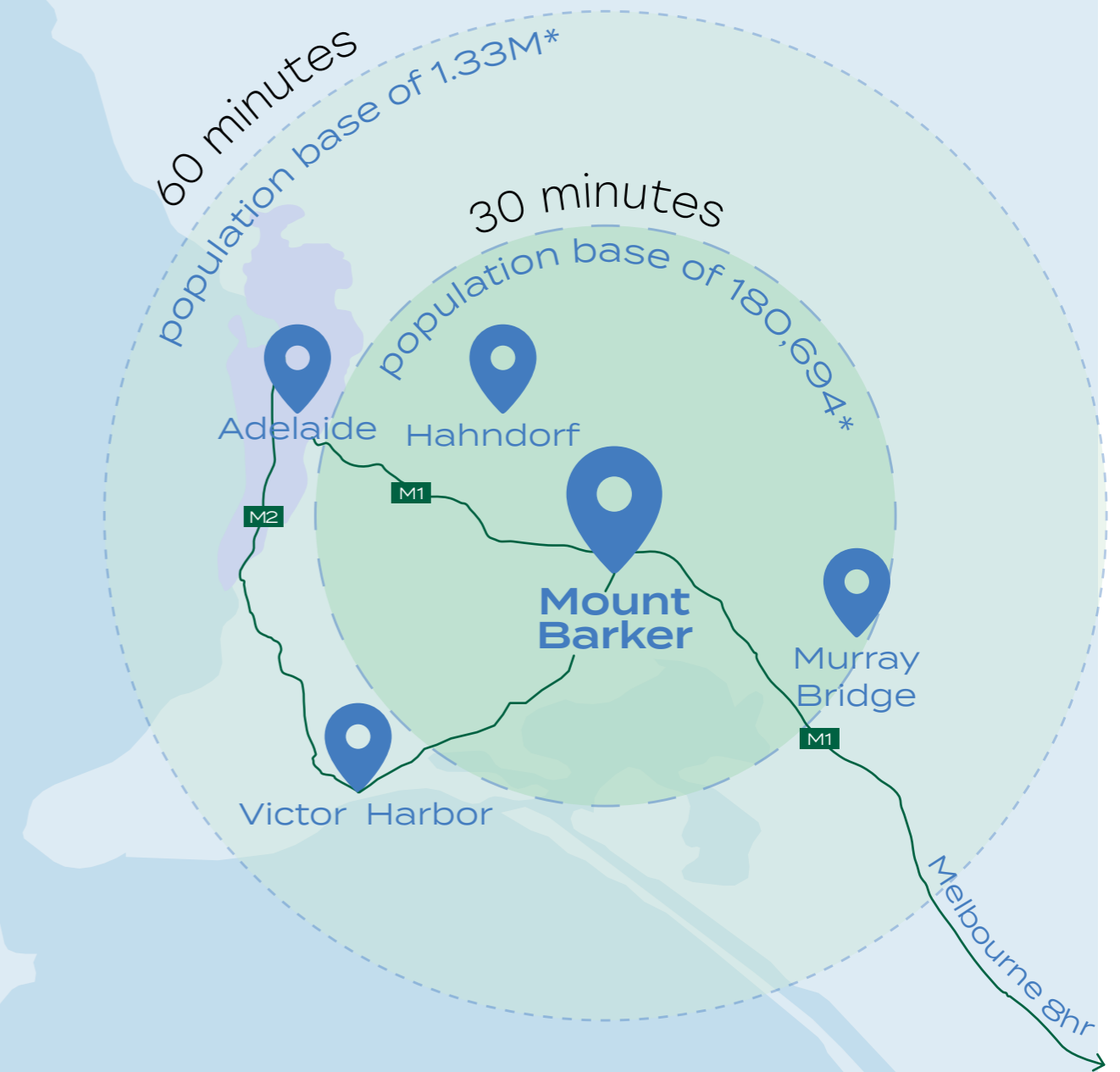


Mount Barker primary and secondary market catchment has high household incomes and strong discretionary spend potential. Strong representation of young families who are expected to be a primary local market segment for Summit.



Projected annual average spending within the residential catchment is significant, with an estimated \$1.5 billion by 2036².

An idyllic semi-rural lifestyle – the ultimate place to live, work, stay and play.



¹2017-2019, Alinea, ABS, SA Government
²Alinea, ABS, SA Government



Image:
Golding Winery,
Adelaide Hills



Adelaide Hills Tourism

Mount Barker is the largest regional centre in the iconic Adelaide Hills, one of South Australia's most beautiful and popular tourist regions.

Adelaide Hills is home to some of South Australia's best food, wine and scenery, all within easy reach of metropolitan Adelaide. A must-see destination for local, interstate and overseas tourists. Adelaide Hills offers idyllic country towns, diverse landscapes, award winning wineries and restaurants, craft breweries and distilleries, historic pubs, boutique accommodation, cherry and apple orchards, vineyards and rolling farmland.



Adelaide Hills draws an extensive visitor base of over 1.3 million day trips and 680,000 visitor nights.



Home to Australia's oldest German settlement, Hahndorf which attracts over 1 million visitors per annum.



Annual spending by visitors to the region reached \$204m in December 2022 and is targeted to reach \$310m by 2030.



Interstate visitors account for 51% of overnight visitors to the region

Source: Tourism Research Australia



▼
DISCOVER
 South Australia's best
 kept secret

▼
PLAY
 it your way

▼
CONNECT
 interact & engage

▼
STAY
 at the centre of
 the action

▼
RESTORE
 escape, unwind
 & recharge

Overarching Project Objectives



Delivering a world-class
community asset



Acting as a powerful
tourism & economic
generator for the region



A national exemplar for
innovative delivery through
private & public sector
partnership



A commercially
self-sustaining precinct
- generating income
streams to support
Council's ongoing
re-investment in the
precinct



High standards of
environmentally
sustainable design



Driving regional
population growth



Vision

Summit is targeted to become Australia's leading regional master planned leisure and entertainment precinct.

Encompassing a collaborative mix of recreation, leisure, sport, entertainment and accommodation uses, Summit is set to be a place of high energy, intrigue and connection.

Offering a genuine multi-day stay, play and entertainment destination, the Precinct will appeal to both local and interstate customer markets throughout all seasons.



Summit Precinct

The Summit Precinct strategically benefits from being part of a larger recreation and sporting destination including the adjacent Aston Hills Golf Course and Laratinga Wetlands. Combined, the Summit Precinct and these adjoining attractions offers a nationally significant ~115 hectares of recreational, entertainment and sporting amenity.

The two core components within Summit comprise:

1. Summit Sport & Recreation Park

- ~20 hectare site
- Stage 1 completed 2021 - **\$25 million invested**
- High quality community sporting facilities
 - Council owned, maintained and governed by board

2. Summit Leisure & Entertainment Park (Balance of Summit Precinct - Development & Investment Opportunity)

- ~30 hectare development site
- Recreation, leisure, sporting and entertainment uses to be selected, developed and operated at precinct-level by the Precinct Partner.
- Regional Aquatic & Leisure Centre, commencing construction May 2023

Council has undertaken the following additional works within the precinct:

1. Extension of the local 40km cycleway and pedestrian trail through the Summit Precinct, the latter as part of a planned extension of the trail to the Mount Barker Summit.
2. Structural restoration and stabilisation of the three existing heritage listed barns in the Leisure & Entertainment Park (with frontage to the creek) to facilitate their retention and adaptive re-use.



Summit Sport & Recreation Park

Mount Barker District Council recently delivered Stage 1 of Summit Sport & Recreation Park. A benchmark for regional sporting facilities, the development provides world-class amenity for the local sporting community.

The facilities are Council owned, maintained and governed by an independent Board.



Soccer Clubroom



Premier Oval & Clubroom

Stage 1 - Completed June 2021

\$25 million investment

- 2 x synthetic soccer pitches and associated clubroom / multi-purpose event space
- 1 x premier AFL/cricket oval and associated clubroom / multi-purpose event space
- 3 x concrete practice cricket nets/ wickets
- Extensive car parking and landscaping

AFL Gather Round - Summit Sport & Recreation Park

In April 2023, Mount Barker successfully hosted a an AFL match as part of the inaugural Gather Round. This was the first match for AFL premiership points held outside of a capital city.

The match between North Melbourne and Brisbane Lions attracted a sell-out crowd of 7,329 spectators plus operations staff and broadcast to a national audience of 191,000.



AFL Gather Round 2023



Summit Sport & Recreation Park Stage 1 & 2 Master Plan

Stage 2 - Future Stage

Stage 2 of the precinct master plan for Summit Sport & Recreation Park includes additional high quality community sporting facilities.

Delivery timing for future stages is to be determined and subject to additional grant funding.

Stage 2 inclusions:

- 2 x additional synthetic soccer pitches
- 1 x additional premier AFL and cricket oval
- 2 x additional clubroom / venue facilities (supporting soccer, tennis and netball)
- Tennis and netball courts



Premier AFL & Cricket Oval



Soccer Pitches



Tennis Courts



Netball Courts



Summit Leisure & Entertainment Park

Summit Leisure & Entertainment Park forms the balance of the Summit Precinct, representing ~30 hectares of developable area.

The Concept Master Plan has been developed in conjunction with direct market engagement and industry consultation.

A range of uses and outcomes have been identified to unlock the full value of the asset. The diverse mix of proposed uses* includes recreational, leisure, sport, entertainment, accommodation and destinational food & beverage offerings.

Council is seeking a suitably qualified Precinct Partner to complete the development, investment and operation of the Summit Leisure & Entertainment Park.

The successful Precinct Partner will take the leading role in refining the Master Plan and funding the balance of uses in the Leisure & Entertainment Park through to delivery. This includes the Precinct Partner leading the process for selection of the optimal mix of uses and activities that provides strong local community amenity and tourism appeal.



Summit Leisure & Entertainment Park Concept Master Plan



Ref	Land Uses	Area m ²
Recreation		
1	Regional Aquatic Centre	15,000
2	Outdoor Pool / Splash Play	3,500
3	Gymnasium / Allied Health Services	14,000
4	Indoor Recreation Uses	12,000
5	Driving Range	10,000
6	Mini Golf	2,500
7	Aerial Course	6,000
8	Recreation & Complimentary Retail	14,000

Ref	Land Uses	Area m ²
Accommodation		
9	Holiday Park	50,000
10	Camp Accommodation	10,000
11	4+ Star Event & Accommodation	13,000
	Outdoor Event Space	4,500
Open Space		
12a	Picnic Ground / Outdoor Event (Accommodation)	13,500
12b	Picnic Ground / Outdoor Event (Adventure Playground)	9,500
13	Creek Revegetation & Biodiversity Zone	25,000
14	Destinational Food & Beverage offering in Heritage Barns	6,500
15	Adventure Playground	6,500

Final selected mix of uses to be led by the Precinct Partner in collaboration with Council.



Summit Leisure & Entertainment Park

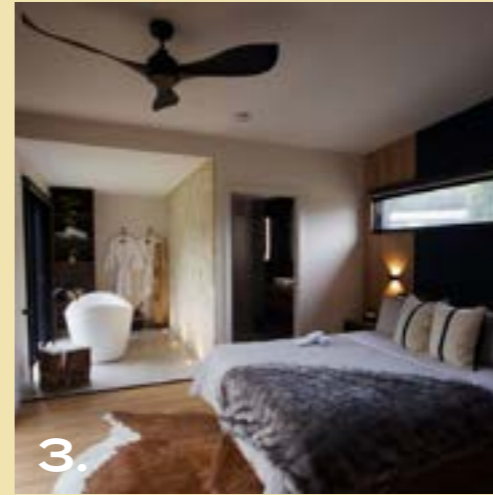
- 1. Aerial Course
- 2. High Quality Food & Beverage Venues
- 3. 4+ Star Accommodation
- 4. Mini Golf
- 5. Holiday Park - Camping
- 6. Children's Play Centre
- 7. Rock Climbing
- 8. Cycling Adventure Trail
- 9. Outdoor Event Space
- 10. Adventure Playground
- 11. Holiday Park - Cabins
- 12. Trampoline Centre
- 13. Driving Range



1.



2.



3.



4.



5.



6.



7.



8.



9.



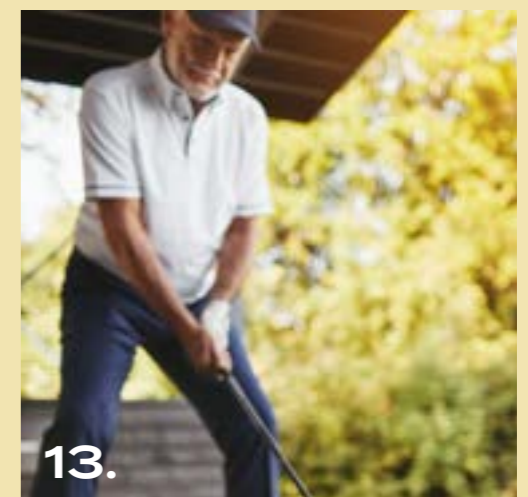
10.



11.



12.



13.

* Final selected mix of uses to be led by the Precinct Partner in collaboration with Council.



Regional Aquatic & Leisure Centre

The new fully funded Regional Aquatic and Leisure Centre is set to support the future growth and demand of the region for high quality leisure & wellness activities.

Located within the Summit Leisure & Entertainment Park, the Regional Aquatic & Leisure Centre commenced construction in May 2023.

The facility is designed to allow for future expansion, including additional amenity such as water slides, outdoor 50m lap pool and indoor sports courts.

Council are seeking Expressions of Interest from highly experienced aquatic and leisure centre operators. Input from the selected operator will be sought to optimise the final design and delivery process, and maximise the commercial performance of the centre.

Use Mix:

- Learn to Swim
- Waterplay/ splash pad
- 25m Pool
- Warm Water Pool
- Fitness Centre
- Creche

Additional Potential Components:

- Outdoor 50m Pool
- Splash Park
- Water Slides
- Allied Health Uses
- Indoor Sports Courts
- Food & Beverage Venues

Project Funding

- Fully funded project comprising State, Federal and Council funding.

Construction and Operation Commencement:

- Construction commencement - May 2023
- Targeted opening date Summer 2024-2025



Indoor 25m Pool



Waterplay



Learn to Swim



Warm Water Therapy



Creche



Food & Beverage Venues



Fitness Centre



Summit Precinct - Surrounding Attractions

The Precinct benefits from a number of high quality natural and built-attractions. This unique mix of neighbouring visitor experiences caters to a huge range of activities and experiences from culture & events, to sports, nature & wellness. This is in addition to the significant number of high quality food, wine and cultural activities in the broader Mount Barker and Hills catchment.

Mount Barker Summit Reserve 'WOMMA MUKURTA'

Mount Barker Summit Reserve is on the traditional lands of the Peramangk Aboriginal people. The Ngarrindjeri people from the east also used the Summit for ceremonial and burial sites. Mount Barker Summit is a significant site of Aboriginal heritage and considered to be one of the most sacred Aboriginal sites near Adelaide.

The Mount Barker Summit provides stunning views and natural setting, surrounded by a protected green-belt and reserve. This is enhanced by quality walking trails linking back to the Summit Leisure & Entertainment Park.



Aston Hills Golf Club

The Aston Hills Golf Club (Previously known as the Mount Barker District Golf Club) first established in 1879, is one of the oldest clubs in the State. The current location was developed in 1977.

The high quality facility comprises a 18 hole course, with a club room and pro shop. In April 2023, the course successfully hosted its first major Pro-Am event in over 30 years.

Ukaria Cultural Centre

UKARIA Cultural Centre is one of the leading venues for chamber music in Australia in the picturesque Adelaide Hills, located on the Ngeringa property just outside Mount Barker.

UKARIA is as a unique destination where performances of the highest calibre are complemented by its residency program where artistic collaborations result in new ideas, new experiences and unexpected outcomes.

UKARIA crosses all boundaries. It is a place of inspiration, where artistry is nurtured and celebrated, nature inspires creativity and is an integral part of enriching culture.



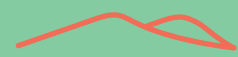
Laratinga Wetlands

Laratinga (Lartingga-parri) Wetland is named after the Peramangk meaning for Mount Barker Creek, "Flooding Land Creek". The wetland and surrounds, has become an increasingly important area for locals, visitors and native wildlife.

The 35 hectare Laratinga Wetlands, constructed in 1999, is a Council asset immediately opposite the Summit Entertainment & Leisure Park, and connected to the 40km high quality walking and cycling trail network.

The wetland today resembles a natural ecosystem. Landscaping design with the use of indigenous plant species has attracted a diversity of birdlife to utilise the wetland.





Precinct Collaboration Framework

Summit will incorporate an innovative delivery and operating model. This will ensure the project is underpinned by a shared overarching vision and operated and promoted as a single 'destination asset'.

To enable Summit to function as one integrated precinct, a governance framework that reflects collaboration is preferred.

The framework will have regard to:

- Precinct management and decision-making processes
- Revenue collection and distribution
- Precinct operational logistics and controls
- Marketing and branding (precinct-wide)
- Precinct outgoings cost structure and distributions (incl precinct-wide maintenance contract(s))
- Insurance (precinct-wide)
- Tenure arrangements (ground lease, building lease, sub-lease & other)
- Staging and completion

As part of the EOI Process, Proponents are invited to outline innovative approaches to the Precinct governance and operating model. Further details are outlined in the Proponent specific Guiding Principles and Response Requirements documents in the online Data Room.

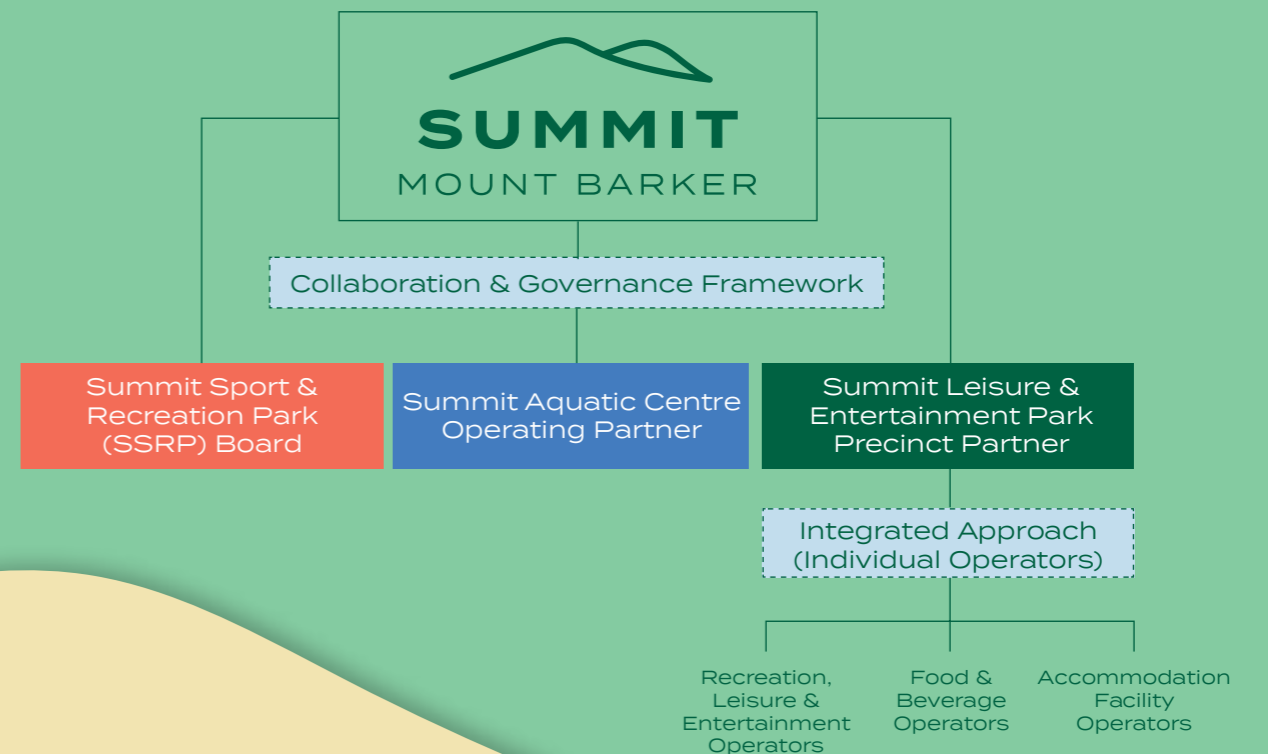
As part of establishing the precinct-wide operating model with the Precinct Partner, Council intends to appoint a new single governing body to have responsibilities for the entire Summit Precinct. The timing for the establishment of the new body will be informed by the outcomes of the EOI process.

The current Summit Sport & Recreation Park (SSRP) Board (a Council Committee with predominantly independent members and delegated authority) would remain in place until such time as the new governing body is functional.

The SSRP Board's role is the promotion and management of the SSRP facility and includes to proactively work with the Council executive to provide Board input to future development of the overall Summit Precinct.

Council encourage all interested Proponents to share their views on what they believe are the most critical elements needed for a successful governance structure for the Summit Precinct. These insights will be highly valuable in shaping this important transformational precinct.

An indicative operational governance structure for Summit is outlined below to demonstrate potential functional relationships for the three core stakeholder groups being: Council's board, the Aquatic Operator and Precinct Partner.



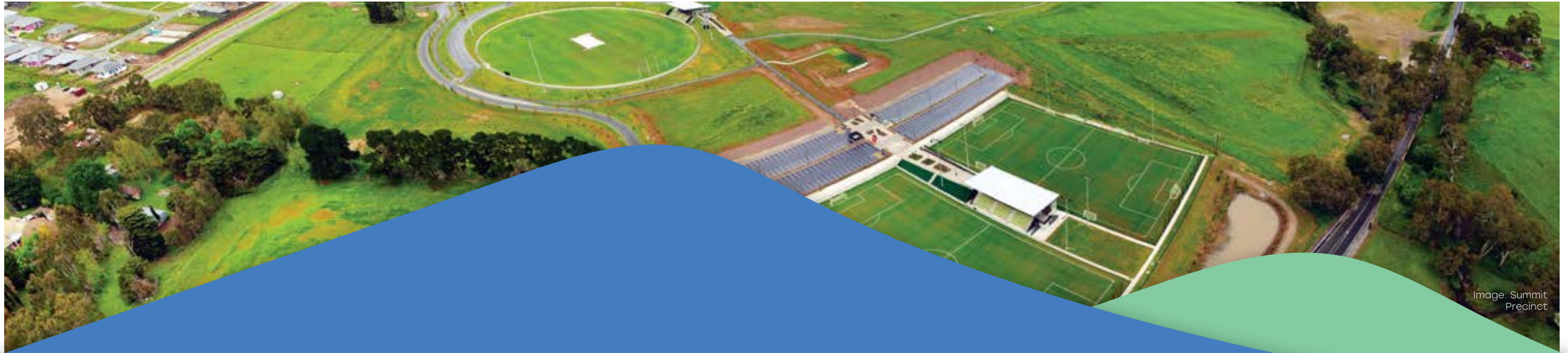


Image: Summit Precinct

EOI Response Requirements

An Innovative Delivery Model

To ensure a streamlined response process for Proponents interested in to be part of Summit, separate response requirements are detailed for the three opportunities of:

1. Regional Aquatic & Leisure Centre Operator
2. Summit Leisure & Entertainment Park Precinct Partner - Development and operation of the Summit Leisure & Entertainment Park
3. Summit Leisure & Entertainment Park Individual Operators - Operation of complementary uses in the Precinct.

A summary of these requirements relative to targeted project outcomes is provided in this section of the Information Memorandum. Further details on each opportunity are available in the data room to qualified groups.

Overarching Benefits of the Partnering Delivery Model:

- **Maximise commercial sustainability** by providing complementary uses to generate flow-on demand to other uses across the precinct.
- **Optimise the quality and range of offerings** to maximise economic impact and deliver the greatest legacy value to the broader Mount Barker community.
- **Collaboration on the refinement of the master plan** between Council, Summit Leisure & Entertainment Park Precinct Partner and key individual operators.
- **Council to retain a long-term strategic interest in the precinct** – flexibility on the form of tenure and commercial terms for partnering to best facilitate whole-of-precinct and long-term legacy outcomes.
- **Leverage significant capital investment** – ~\$100m (including committed and future planned investment) capital investment allocated by Council to the project. This is across the Summit Sport & Recreation Park, Summit Leisure & Entertainment Park including Regional Aquatic Centre, land acquisition and works completed to date.

Regional Aquatic Centre Operating Partner

Primary form of partnering (commercial tenure) and delivery model:

Key Partner Requirements	Delivery Model
Input to design to optimise centre performance.	Management Agreement with performance conditions to incentivise strong financial and non-financial performance.
Operation of the Regional Aquatic Centre and maximisation of the centres financial and non-financial performance via a management agreement.	

Key Benefits:

- Innovative procurement and delivery strategy in contrast to traditional delivery methods for local authority initiated Aquatic Centres. Council are seeking input from operators to inform the detailed and final design to optimise the whole-of-life performance of the Centre.
- Avoid common operation and maintenance inefficiencies for both the Regional Aquatic Centre and Summit Leisure & Entertainment Park
- Maximise community value through collaboration between Council and leading Aquatic Centre operators



An Innovative Delivery Model

Summit Leisure & Entertainment Park Precinct Partner

Primary form of partnering (commercial tenure) and delivery model:

Summit Leisure & Entertainment Park Precinct Partner	
Key Partner Requirements	Delivery Model
Precinct master plan and design development to optimise financial and non-financial performance.	Ground Lease or Development Management Agreement or similar partnering arrangement
Investment in and funding the balance of the Summit Precinct development - Summit Leisure & Entertainment Park.	
Identify value-add opportunities for collaboration and integration of the Summit Leisure & Entertainment Park with the Summit Sport & Recreation Park and wider precinct.	

Key Benefits:

- **Joint Capital Investment** – Leverage the delivered and future planned ~\$100m+ investment in land, Summit Sport & Recreation Park, Summit, Entertainment & Leisure Park including Regional Aquatic Centre. The Precinct Partner is to fund the development of the balance of the Entertainment & Leisure Park.
 - **Operate the precinct as one destination asset** –The Precinct Partner has the opportunity to strategically deliver additional complementary uses to support and reinforce the financial and community value of this major investment. This includes provision for a diverse range of uses including (but not limited to):
 - Recreation, leisure & entertainment
 - Accommodation
 - Events spaces
 - Food & beverage
- Tenancy / occupier selection will be led by the Precinct Partner.
- **Ancillary Income Opportunities** - Council are supportive of the Precinct Partner nominating potential ancillary income streams within their partnering management approach.



Summit Leisure & Entertainment Park Individual Operators

Occupiers with interest in establishing individual uses in Summit Entertainment & Leisure Park (e.g. food & beverage, accommodation, leisure uses etc) are to outline their preferences in line with the below requirements.

Primary form of partnering (commercial tenure) and delivery model:

Summit Leisure & Entertainment Park Individual Operators	
Key Partner Requirements	Delivery Model
Operation of complementary individual uses in the precinct (e.g. hospitality, accommodation, single attractions)	1. Long-term ground lease if Individual operators prefer to fund their built form; or
	2. Traditional building lease (landlord funded)
	3. The selection of delivery model and tenure will be the responsibility of and led by Council's selected Precinct Partner.



Delivery Timeline & Projection

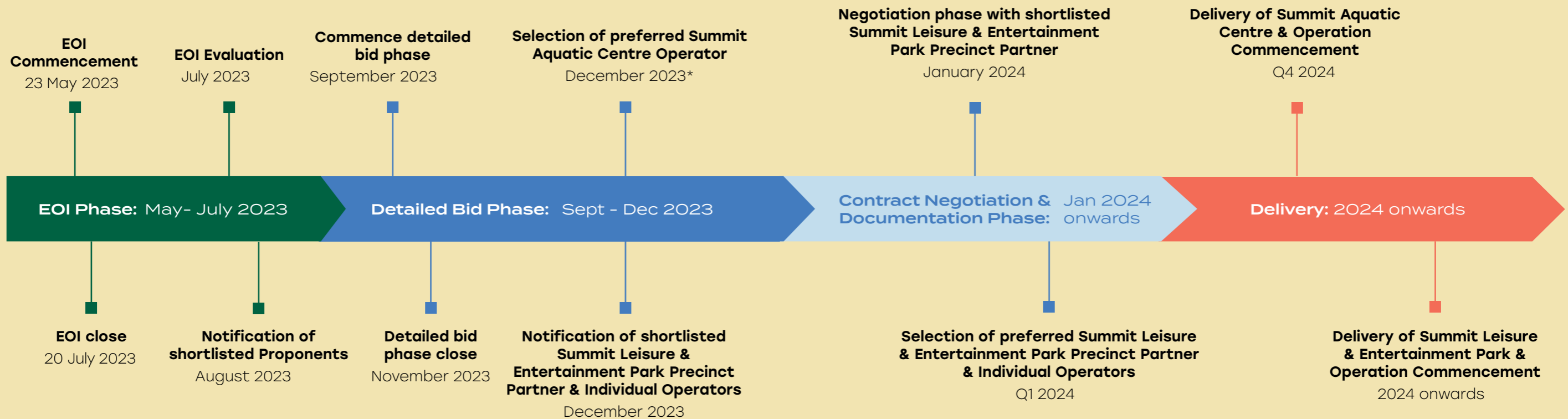
With substantial preliminary works undertaken to date, Summit is well underway with delivery. Council's long term commitment to this project since 2010 and ~\$100m of government capital investment (including committed and future planned investment) reinforces the priority to deliver this outstanding legacy asset for the region.

It is anticipated the transaction process will include three core phases being; Expression of Interest (EOI), Request for Detailed Proposal (RFDP) and Contract Negotiation and Documentation phase. An indicative timeline for the process is outlined below.



Image: Mount Barker Summit Reserve 'WOMMA MUKURTA'

Summit Transaction & Delivery Program





Guiding Principles

To provide guidance on the desired outcomes for Summit, Council has established a set of clear and strong Guiding Principles. This outlines Council's preferences and targeted outcomes to be delivered by Proponents.

As part of the EOI Process, Proponents are requested to respond on how their proposal contributes to achieving the vision and Guiding Principles. A summary of the Guiding Principles are outlined below. Further detail relating to each proponent type and associated response requirements is available in the Data Room.

1. **Core Principle of Precinct Operating Agreement**
2. **Deliverability**
3. **Precinct Vision, Master Plan & Land Uses for Community Outcome**
4. **Commercial Structure & Governance Operating Model**
5. **Design**
6. **Demonstrated Value Adds**



Pre-Qualification Criteria & Process

Council are seeking the highest level of certainty regarding ability to deliver on the vision for the Summit project. In this regard, Proponents will need to pre-qualify for the EOI Process by registering their interest with Council's Exclusive Marketing Agents and Commercial Advisors (both Alinea Group and Leedwell representatives) via the contact details outlined below. As a requirement for the pre-qualification process, Proponents are to demonstrate their suitability as follows:

- Regional Aquatic Centre Operators - experience in operating Aquatic & Leisure Centres
- Summit Leisure & Entertainment Park Precinct Partner – experience in investing in, or developing and/or operating recreation, leisure, accommodation, sport and entertainment assets
- Summit Leisure & Entertainment Park Individual Operators – experience in developing and/or operating destinational assets relevant to the nominated use

Mount Barker District Council reserves the right to approve and refuse pre-qualified groups to participate in the EOI Process.

Agent Contact Details

All enquiries in relation to this opportunity are directed to Council's Exclusive Marketing Agents and Commercial Advisors:

Ben Koop – Principal, Alinea Group

+61 412 658 318

ben.koop@alineagroup.com.au

Jamie Guerra – Partner, Leedwell

+61 418 849 780

jamie.guerra@leedwell.com.au



Expression of Interest Process

Mount Barker District Council invite Expressions of Interest from the private sector for the development and operation of this landmark project. Council are seeking the expertise and innovation of qualified Proponents to deliver an exceptional development and operational legacy outcome for Summit. This includes alignment with the key project objectives as outlined in the Guiding Principles. Council are open to various commercial options to optimise the end result.

The responsibility for the selection of Individual Operators for the Summit Entertainment & Leisure Park is to be led by the Precinct Partner. Subject to support from the Individual Operators, Council may make available Proposals from Individual Operators to shortlisted Precinct Partners. This is solely for the purpose of Precinct Partners finalising the Individual Operator selection process. Any Intellectual Property contained within the Proposals from Individual Operators is to remain exclusive to the submitting Proponent.

Detailed response requirements for each Proponent type will be made available in the Data Room. Proponents are requested to provide the nominated information as part of their Expression of Interest Proposals. Proponents seeking to collaborate on a consortium basis (Operator and Developer / Capital Partner) are also strongly encouraged.

Proposals submitted as part of the EOI Process must address the following:

- Include the information requested in this Information Memorandum and Response Requirements as set out in the Data Room;
- Confirmation the Proponent has read and accepted the Terms and Conditions of the EOI as set out in the Data Room;
- Expressions of Interest are to be submitted via email to Council's Exclusive Marketing Agents and Commercial Advisors (both Alinea Group and Leedwell representatives) via the contact details outlined in this Information Memorandum.

Specific to Regional Aquatic Operator and Summit Entertainment & Leisure Park Precinct Partner responses:

- Include two (2) hard copies of the Proposals, to be delivered to Alinea Group at 11 Halifax Street Adelaide SA 5000. Note that Individual Operators do not need to provide hard copies.

Closing Time and Date

Expression of Interest close 5pm ACDT Thursday 20 July 2023.



Image: Summit Sport & Recreation Park



Evaluation Process

The evaluation of Proposals will be conducted within a formalised Probity Framework and based on the EOI Evaluation Criteria outlined in this Information Memorandum.

Council will assess EOI Proposals received from Proponents for:

- 1) the Regional Aquatic & Leisure Centre Operator, and
- 2) Summit Entertainment & Leisure Park Precinct Partner.

This will be assessed against the EOI Evaluation Criteria and with regard to the six core Guiding Principles.

Individual Operators responses will not be part of the formal evaluation process as the selection of operators will be led by Council's preferred Precinct Partner. Responses from Individual Operators will be considered by Council, and provided to shortlisted Precinct Partner Proponents for the purposes of informing the final occupier mix and precinct master plan in consultation with Council. Council's preferred Precinct Partner will lead commercial negotiations with any selected Individual Operators.

Specialist advisors may provide advice and support to the Council in evaluating Proposals. The evaluation process will involve the review of each Proposal to:

- Confirm the Proponent has provided satisfactory information in accordance with the requirements set out in this Information Memorandum (in particular addressing the EOI Evaluation Criteria); and
- Assess each Proposal against the EOI Evaluation Criteria.

In the event that clarifications are required in respect of a Proponent's Proposal, the appointed Commercial Advisor may seek additional information from the Proponent via a Request for Information (RFI). Proponents may be invited to present their Proposals as part of the evaluation process.

Council reserves the right to engage with multiple Proponents across different individual Proposals to realise its vision for Summit. Council may select separate Proponents for the Regional Aquatic Centre and Summit Leisure & Entertainment Park however, it is recognised there are likely operational advantages and efficiencies with one operator for both components.

Subject to Council's endorsement, successfully shortlisted Proponents may be invited to participate in a subsequent stage of the transaction process.

Data Room Documents

Document	Regional Aquatic Centre Operating Partner	Summit Leisure & Entertainment Park Precinct Partner	Summit Leisure & Entertainment Park Individual Operators
Guiding Principles & Response Requirements Regional Aquatic Centre Operating Partner	•		
Guiding Principles & Response Requirements Summit Leisure & Entertainment Park Precinct Partner		•	
Guiding Principles & Response Requirements Summit Leisure & Entertainment Park Individual Operator			•
Glossary Terms & Conditions	•	•	•
Concept Master Plan	•	•	•
Site Particulars	•	•	•
Land Survey		•	
Preliminary Site Investigation (PSI) Report		•	
Soil Investigation Report		•	
Preliminary Geotechnical Investigation Report		•	
Heritage Assessment		•	
Flood Mapping Report		•	

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MOUNT BARKER

Australia's leading regional
master planned recreation, leisure,
sport and entertainment precinct.



SUMMIT
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