



Northern Adelaide Irrigation Scheme

# Water delivery contract project proposal

Version:2.0

Date: 16/11/2017



Government of  
South Australia

# 1 Proponent and Contact Details

## 1.1 Purpose

Please indicate whether this is a Project Proposal or an Expression of Interest.

Project Proposal for Round 2, closing 5.00 pm 28 February 2018

If this is a **Project Proposal**, you must complete the full Project Proposal form. Please answer every question.

Expression of Interest for future rounds, assuming they are made available

If this is an **Expression of Interest**, you must provide us with as much information as you are able in response to the questions.

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.**

## 1.2 Project proponent

Trading Name	
Legal Entity Name	
Australian Business Number (ABN)	
Australian Company Number (ACN)	
Legal form of business structure	

### 1.3 Brief Project description

Please provide a brief description of the proposed Project, including the key products and the markets into which they will be sold.

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### 1.4 Physical address

Number and Street	
Suburb or Town	
State or Province	
Postcode or ZIP	
Country	

### 1.5 Postal address

Number and Street/PO Box	
Suburb or Town	
State or Province	
Postcode or ZIP	
Country	

### 1.6 Nominated contact

Title	
First Name	
Last Name	
Position	
Phone	
Email	

## 2 Business Status

### 2.1 Ability to enter into a legally binding contract with SA Water

To be eligible for water from the Northern Adelaide Irrigation Scheme the Project Proponent will need to be able to enter into a legally binding contract with SA Water.

Is the Proponent a business entity that can enter into a legally binding contract with SA Water? That is, a company, an association, an individual or a trustee of a trust that holds an Australian Business Number (ABN) and, if required to do so under the *Corporations Act 2001* (Commonwealth), holds an Australian Company Number (ACN)?

YES  NO

### 2.2 Legal structure

Please describe the Proponent's legal structure, including the formal and beneficial owners, and the nation in which the owners reside.

### 2.3 Business description

Please provide a description of the Proponent, including its business history and current business activities. Please highlight any prior involvement in agribusiness.

### 2.4 Business capitalisation, solvency, and profitability

Is the Proponent adequately capitalised, solvent, and profitable?

(Note: The proponent will be required to provide evidence of these statements—see Section 6.)

## 2.5 Current agribusiness production

What is the Proponent's current agricultural production (quantity produced) and revenue/turnover? Please attach additional information if required.

Product	Quantity	Key markets	Value of annual sales (in \$AUD equivalents)

## 2.6 Employment

How many employees does the Proponent employ currently? Please include these as full time equivalents (FTEs)<sup>1</sup>—definition below.

Nature of employment	FTEs
Full time	
Permanent part time	
Regular casual	
Contractors	

<sup>1</sup> FTE (Full Time Equivalent): The number of full time personnel, where each part-time employee is counted as a decimal fraction by dividing the number of hours worked each week by the normal full-time hours per week for that position (using a standard 37.5 hours per week). For example: 30 hours = 0.8 FTE; 37.5 hours = 1 FTE. An employee cannot be expressed as more than one FTE (1 FTE).

## 3 Project Feasibility

### 3.1 Project description

Please describe in detail the Project for which the Proponent will use NAIS water. Include details such as:

- products
- production technologies, systems, and methods
- local, national, and international markets (either existing or proposed) for the proposed products
- channels and supply chains to market

### 3.2 Significant partners and customers

What significant channel partners, in-market partners, and cornerstone customers will enable the Project to enter key markets?

To what extent have these relationships been formalised? What evidence can the Proponent provide to demonstrate that significant partners and customers are committed to the Project?

### 3.3 Competitive advantage

What will enable the Project to succeed against other businesses in a highly competitive global marketplace?

### 3.4 Product and market research

Please describe the product and market research undertaken by the Proponent in developing the Project Proposal.

### 3.5 Project location and land tenure status

Please attach a map or plan showing the proposed geographical location of the Project, adjacent roads, and the extent of land holdings proposed. Please indicate the proposed water offtake point or points.

What is the Proponent's current right of tenure over this land?

If the Proponent does not already own or lease the land, does it expect any difficulties in acquiring ownership or a long-term lease over the land?



### 3.6 Key constraints or risks

Are there any foreseeable key constraints or financial or operating risks that could affect full development of the Project? How will the Proponent manage these?

### 3.7 Project construction, operation, and growth

Please set out key stages and timelines in the construction, operation, and growth of the Project. Please attach additional information if required.

Stage	Key milestones	Commencement date	Completion date

### 3.8 Peak production

When is the Project expected to reach peak production?

### 3.9 Production levels at peak production

What is the Project's expected output at peak production? Please add to the table if more rows are required.

Product	Quantity	Key markets	Value of annual sales (in \$AUD equivalents)

### 3.10 Increment to existing production

Is the production detailed at 3.9 additional to current agribusiness production (2.5)?

### 3.11 Significant pests and diseases

What significant pests and diseases may affect the Project? How will the Proponent manage these?

### 3.12 Value-adding

What value-adding will the Proponent undertake on-side or nearby? Eg. Grading, first-stage processing, manufacturing, packing etc.

### 3.13 Investment, planning, construction, and operating approvals

What approvals does the Proponent require in order to develop and operate the Project? e.g.

- planning approvals
- Natural Resource Management Board approvals
- Environment Protection Authority approvals
- Foreign Investment Review Board approvals

### 3.14 Project funding

What is the estimated capital investment to deliver this Project? Where will Project funding be sourced from? What is the status of funding approvals?

## 4 NAIS Water Requirements

### 4.1 Preferred NAIS water

Please respond to each of the following options to indicate which are suitable for the proposed Project.

1. NAIS water desalinated to a maximum **600 parts per million** Total Dissolved Solids (1090  $\mu\text{S/cm}$  Electrical Conductivity (EC)) (indicative price \$0.99/KL).

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Essential to the Project Proposal —alternative water products will not work for the Project | <input type="checkbox"/> Preferred for the Project Proposal —however, the Project may be able to work with alternative water products | <input type="checkbox"/> Unsuitable for the Project Proposal —an alternative water product is required |
|--|---|--|

2. NAIS water at a maximum **1,100 parts per million** Total Dissolved Solids (varying seasonally between 415-1165 TDS (755-2110 EC), with an average salinity of 955 TDS (1730 EC)), at a lower price (indicative price \$0.49/KL).

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Essential to the Project Proposal —alternative water products will not work for the Project | <input type="checkbox"/> Preferred for the Project Proposal —however, the Project may be able to work with alternative water products | <input type="checkbox"/> Unsuitable for the Project Proposal —an alternative water product is required |
|--|---|--|

3. NAIS water at a **user-defined** quality and price.

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Essential to the Project Proposal —alternative water products will not work for the Project | <input type="checkbox"/> Preferred for the Project Proposal —however, the Project may be able to work with alternative water products | <input type="checkbox"/> Unsuitable for the Project Proposal —an alternative water product is required |
|--|---|--|

Please insert additional comments to clarify your water quality requirements and price expectations.

## 4.2 Water quality requirements

What specific water quality requirements does the Proponent have? e.g. pH, nutrients etc.

## 4.3 NAIS water requirements at peak operation

What is the total annual volume of NAIS water required by the Project at peak operation? (ML per annum)

## 4.4 Changing water requirements over time

Please detail the water required by the Project for each stage and the anticipated time frames where relevant. Please attach additional information if required.

Stage	Commencement date	Completion date	NAIS water (ML) required

### 4.5 Typical monthly water demand

Please detail the water required by the Project for each stage (KL per month). Please attach additional information if required.

Stage	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun

### 4.6 Peak average daily water demand

What is the peak average daily water demand? (KL per day)

### 4.7 On-site storage

How much water storage does the Proponent intend to construct on site? (ML)

### 4.8 Further treatment of NAIS water

What further treatment of NAIS water will the Proponent undertake post-farm gate? e.g., filtering, reverse osmosis, blending, pH balancing, fertigation, etc.

## 4.9 Disposal of treatment by-products

How will the Proponent deal with by-products from additional treatment?

## 4.10 SA Water service provision

Is the Proponent interested in receiving a counter-proposal from SA Water to undertake the additional treatment and by-product disposal processes proposed at 4.8 and 4.9?

## 5 Economic, Social, and Environmental Impacts

### 5.1 Status of business presence in South Australia

Please indicate the status of the Proponent's proposed business presence in South Australia e.g., head office, national office, branch office, project office, site office, etc.

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### 5.2 Additional employment

How many additional employees will the Proponent employ as a result of the Project? Please include these as full time equivalents (FTEs)<sup>2</sup>—definition below.

Nature of employment	FTEs in SA	FTEs elsewhere in Australia
Full time		
Permanent part time		
Regular casual		
Contractors		

### 5.3 Changes in employment profile

How will Project employment levels change over time?

Stage	Commencement date	Completion date	Employees required	Job description

<sup>2</sup> FTE (Full Time Equivalent): The number of full time personnel, where each part-time employee is counted as a decimal fraction by dividing the number of hours worked each week by the normal full-time hours per week for that position (using a standard 37.5 hours per week). For example: 30 hours = 0.8 FTE; 37.5 hours = 1 FTE. An employee cannot be expressed as more than one FTE (1 FTE).



## 5.4 Employment profile

At peak production, what employment types will the Proponent have created?

*For example, how many managers, pickers, packers, forklift operators, maintenance staff etc.*

Employment type	Indicative wage	Number of jobs

## 5.5 Training and development

What investment will the Proponent make in training and developing employees?

## 5.6 Business services

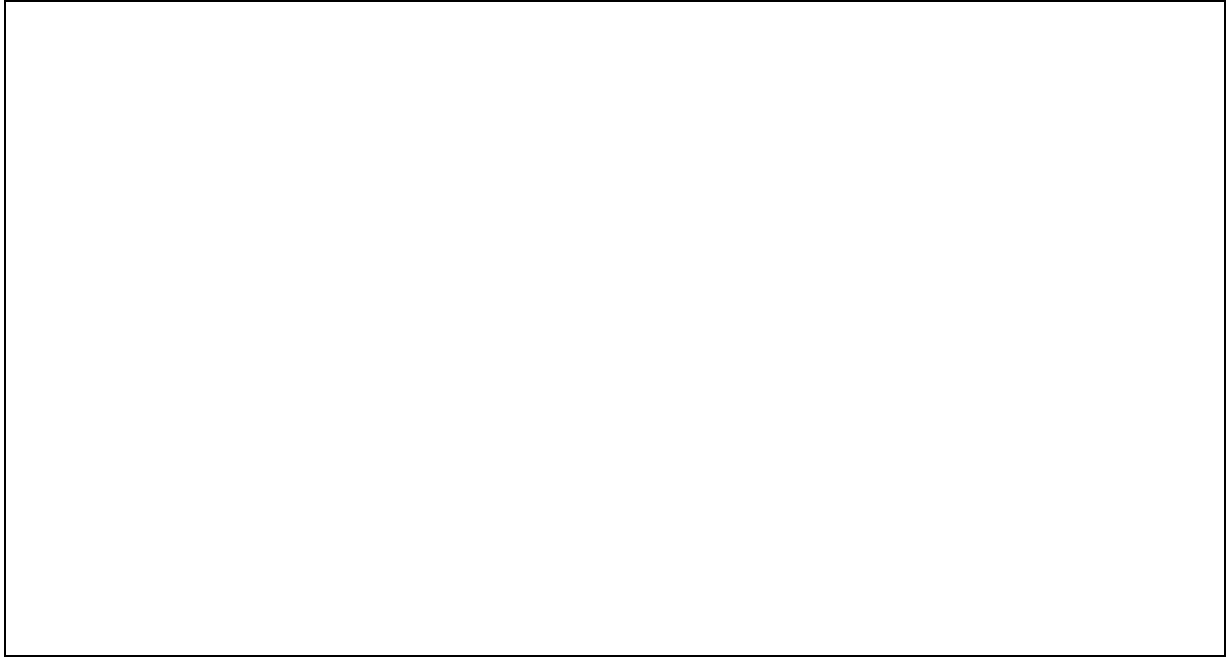
What additional business services will the Proponent purchase at significant levels in South Australia? e.g. operations and maintenance support, processing, packing, value-adding, transport, storage and logistics, research and development, etc.

## 5.7 Social and environmental impacts

What positive and negative social and environmental impacts does the Proponent foresee? How will the Proponent manage these?

## 6 Special Conditions

Please detail any special conditions attaching to the Project Proposal.

A large, empty rectangular box with a thin black border, intended for the user to detail any special conditions related to the project proposal.

## 7 Supporting Documents

### 7.1 Evidence of financial situation

Please attach evidence of the capitalisation, solvency, and profitability of the Proponent.

This includes copies of income tax returns and audited financial statements (profit and loss statement, statement of assets and liabilities, cash book extract) for the 2014–2015, 2015–2016, and 2016–2017 financial years.

If 2016–2017 taxation returns and financial statements have not yet been completed, the following are acceptable alternatives:

- a Statement of Income and Expenditure report extracted from the Proponent's electronic financial accounting system for the period 1 July 2016 to 30 June 2017
- a copy of the draft 2016–2017 Profit and Loss Statement prepared by a registered tax agent

Financial statements should be audited by a chartered accountant, registered company auditor, or professional of similar standing in the proponent's jurisdiction.

The financial statements should be accompanied by a brief description of the professional credentials of the person who has signed the statements, and contact details for that person.

### 7.2 Additional attachments

Please attach other relevant documents that can provide additional detail or evidence for the viability of the Project Proponent and the feasibility of the Project Proposal. These could include:

- detailed business plan
- project plan
- product and market research
- product and market strategy
- technical reports
- supporting letters from channel partners, in-market partners, and cornerstone customers
- evidence of equity and debt funding
- projected profit and loss statements
- maps

## 8 Declaration

I/We have read and understood the Northern Adelaide Irrigation Scheme Guidelines for Water Delivery Contract – Project Proposals and have obtained clarification and independent advice where needed from an independent service provider.

I/We certify that all information and supporting documents provided in this Project Proposal and any subsequent submission of information is true, complete, correct and up to date in every particular. I/We are aware that giving false and misleading information is a serious offence under the *Criminal Code Act 1995 (Cth)*.

I/We authorise SA Water Corporation to seek any additional relevant information it may require to process this Project Proposal, and we hereby request and authorise any parties to supply such information as requested by the South Australian Water Corporation.

I/We understand that South Australian Water Corporation will share the information supplied in this Project Proposal with members of an Evaluation Team and Steering Committee in order to evaluate the Project Proposal.

I/We acknowledge that this Project Proposal is non-binding.

I/We agree that, subject to funding being secured and approval of our Project Proposal that we will be required to enter into an agreement with the South Australian Water Corporation that sets out the terms and conditions of the Water Supply Contract.

If the Project Proposal is approved, all necessary and appropriate approvals will be obtained by the proponent from the relevant Commonwealth, State and/or Local governments before executing the Water Supply Contract, and the organisation making this Project Proposal undertakes to manage the proposed Project in accordance with relevant laws and regulations.

I/We agree that neither the Minister for Water and the River Murray nor South Australian Water Corporation will be liable to reimburse any losses that may result from this Project Proposal.

I/We acknowledge that this Project Proposal, including any attachments and supporting documents, once submitted to the South Australian Water Corporation will become subject to the operation of the *Freedom of Information Act 1982 (SA)*, and could, subject to the provisions of that Act, be released pursuant to a request made under that Act.

I/We authorise the Minister for Water and the River Murray, acting through the South Australian Water Corporation to disclose any information contained in this Project Proposal, and any attachments and supporting documents, to the Commonwealth of Australia, to any other agency of the South Australian Government or to any agency of any other State for the purpose of or in connection with the administration of the Northern Adelaide Irrigation Scheme.

If I/we accept a Water Supply Contract ensuing from this Project Proposal, then the organisation making this Project Proposal accepts (jointly and severally in the case of a group Proposal) responsibility for adhering to the terms and conditions of the Water Supply Contract.

As the person authorised to commit the proponent to the Project Proposal I declare that I have read the Proposal as submitted and certify that I agree with the information provided.

Full Name	
Position in Enterprise	
Signature	
Date	

## Privacy Statement

The Government of South Australia is committed to protecting the privacy of your information. In 1989, the Government of South Australia issued a set of Information Privacy Principles (reissued 30 July 1992 and 18 May 2009, 4 February 2013, 5 August 2013, 16 September 2013, and 20 June 2016) to regulate the way personal information can be collected, used, stored and disclosed.