



NORTHERN
ADELAIDE
IRRIGATION
SCHEME
**CALL FOR
PROJECT
PROPOSALS**

SUBMIT YOUR PROJECT PROPOSAL
AT [TENDERS.SA.GOV.AU](https://tenders.sa.gov.au)

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Government of
South Australia

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SA Water
Northern Adelaide Irrigation Scheme
CALL FOR PROJECT PROPOSALS

01 ONCE IN A GENERATION



The Northern Adelaide Irrigation Scheme (NAIS) is a once in a generation opportunity for advanced agribusinesses to secure a long-term supply of reliable, climate-independent water.

NAIS is a superb platform for businesses wishing to supply the booming food export markets in Asia and across the globe efficiently, sustainably and profitably.”

ROCH CHEROUX
CHIEF EXECUTIVE, SA WATER

02 NAIS BENEFITS — AT A GLANCE

SECURE, SAFE AND RELIABLE CLIMATE-INDEPENDENT, SEASON-INDEPENDENT WATER

EXTENSIVE IN-SCHEME INFRASTRUCTURE

TIGHTLY MANAGED WATER QUALITY

STABLE, INDEXED PRICING

LONG-TERM TRADEABLE WATER CONTRACTS

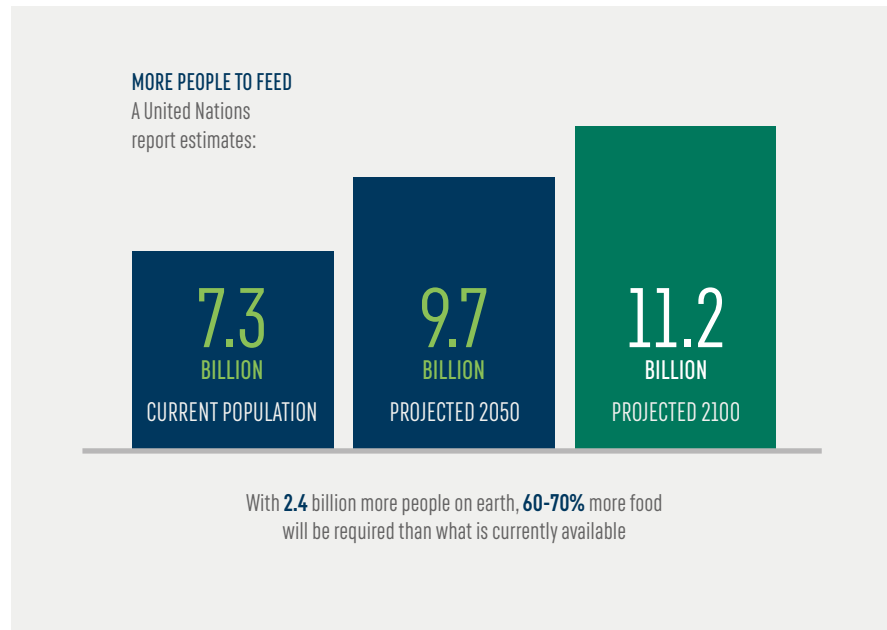
IDEAL CLIMATE, TERRAIN, AND SOILS

**READY ACCESS TO A SKILLED WORKFORCE, TRANSPORT AND LOGISTICS,
INFRASTRUCTURE AND SERVICES**



03 THE GLOBAL AGRIBUSINESS OPPORTUNITY

RAPID POPULATION GROWTH, RISING INCOMES, GROWING AFFLUENCE AND CHANGING CULTURAL EXPECTATIONS IN ASIA AND ACROSS THE GLOBE ARE CREATING EXTRAORDINARY OPPORTUNITIES FOR GLOBAL AGRIBUSINESSES.



Source: United Nations, *World Population Prospects 2015*

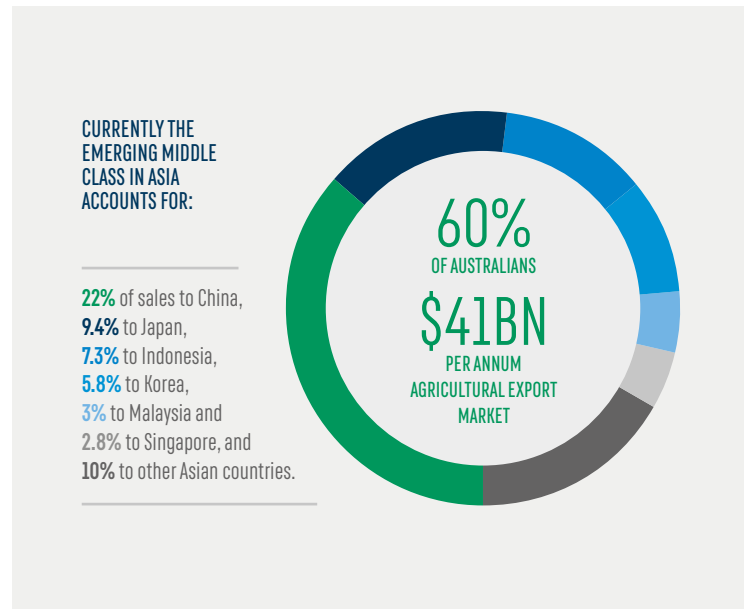
\$1.7 TRILLION BOOM



Source: H. Valin et al, "The Future of Food Demand: Understanding Differences in Global Economic Models." *Agricultural Economics* 45 (2014), pp. 51–67.

CLEAN AND HEALTHY

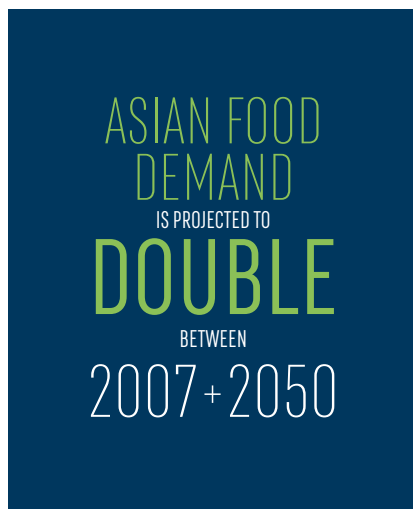
The demand boom is being driven by Asia's rapidly growing middle class, which is seeking clean, healthy, high quality food imports.



Source: Australian Bureau of Agricultural and Resource Economics and Sciences

THE GLOBAL AGRIBUSINESS OPPORTUNITY

DEMAND DOUBLES



Source: V. Linehan *et al*, "Global Food Production and Prices to 2050: Scenario Analysis Under Policy Assumptions," 2013 ABARES Conference.

CHINA AND INDIA



Source: V. Linehan *et al*, "Food Demand to 2050: Opportunities for Australian Agriculture," 2012 ABARES Conference.

PRODUCTION UNDER PRESSURE

Production challenges will put pressure on the global food balance. Crop yields will be affected by climate change-driven water scarcity, rising global temperatures, extreme weather events and land repurposing to support the rapid expansion of bioenergy crops.

Source: E. Elferink and F. Schierhorn, "Global Demand for Food is Rising: Can We Meet It?" *Harvard Business Review* 7 April 2016.





04 A VISIONARY SOLUTION

IN RESPONSE TO THIS OPPORTUNITY, THE SOUTH AUSTRALIAN GOVERNMENT IS CREATING A SOPHISTICATED, WORLD-CLASS AGRI-FOOD PRECINCT ON THE NORTHERN ADELAIDE PLAINS, JUST 50 MINUTES FROM ADELAIDE'S CITY CENTRE.

The NAIS will supply secure irrigation water to the precinct. The Scheme will be delivered by SA Water, with funding and policy support from the Australian and South Australian Governments and Adelaide Plains Council.

12GL of reclaimed water suitable for commercial food production will be released in the first stage of the scheme. Construction is expected to begin in early 2018 with first water expected to flow in 2019. Additional water will be made available in future stages in line with demand.

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.

NAIS water is expected to attract \$1.1 billion in private investment, representing 300 hectares of high-technology horticulture, and a further 2,700 hectares of advanced agri-food production.

NAIS water is suitable for horticulture, floriculture, fruit and nut orchards, table and wine grapes, high-value broad-acre cropping, poultry and other intensive animal husbandry, and aquaculture.

05 WATER INFRASTRUCTURE

CORE INFRASTRUCTURE

NAIS funding will provide for new infrastructure, including:

- a treatment plant at Bolivar to produce up to 12GL per annum of high quality water suitable for growing commercial food crops – a further 8GL is planned in future stages
- extensive seasonal balancing storage, reducing capital and operational costs associated with on-farm storage
- a transmission main conveying water from Bolivar to the Northern Adelaide Plains

- a distribution network, comprising spur lines and connection points to the farm gate within the scheme footprint

- pumping stations as required

The design of the distribution network will be determined following discussions with customers about their specific requirements.

ON-FARM INFRASTRUCTURE

Individual investors will need to provide for:

- control mechanisms at off-take locations
- backflow prevention on potable main connections
- post farm-gate infrastructure

SA Water is committed to maintaining constant water availability at pressure. However, it is recommended that scheme customers construct on-site storage sufficient for 24 hours of water to mitigate risks beyond SA Water's control.



06 WATER QUANTITY AND QUALITY

LARGE VOLUMES OF SECURE, CLIMATE-INDEPENDENT, SEASON-INDEPENDENT WATER

The Northern Adelaide Irrigation Scheme offers large volumes of secure, climate and season independent water. It is not subject to drought-related restrictions or events that occur in river-based irrigation systems, such as low flows, algal blooms, or black-water.

LONG-TERM TRADEABLE WATER ENTITLEMENTS

NAIS Water Contracts offer long-term, tradeable water entitlements, with water rights transferable on business restructuring or sale.

With the rising value of water, securing NAIS water will enhance the long-term value of your agrifood business and land assets.

SCHEME CAPACITY

NAIS water will be delivered through a high-capacity trunk pipeline and distribution network, ensuring sufficient capacity to meet all contractual demands.

Individual customers may be able to exceed contracted volumes if additional water is available.

TIGHTLY MANAGED QUALITY

NAIS water is quality-controlled reclaimed water subject to a full range of treatments.

It is compliant with Australia's water quality standards, which are among the best in the world. Pathogens are removed to levels compliant with the Australian Guidelines for Water Recycling for commercial food crops.

SA Water can supply potable water for final food washing or wash-down of food processing equipment.

WATER PROFILE

NAIS water salinity varies naturally with rainfall throughout the year. Feedback is sought from project proponents on three options:

1. salinity capped at 1090 $\mu\text{S}/\text{cm}$ Electrical Conductivity (EC) (600 mg/L Total Dissolved Solids or TDS)
2. salinity capped at 2110 $\mu\text{S}/\text{cm}$ EC (1165 mg/L TDS)
3. salinity managed at a level ideal for an individual project

As with all water systems, NAIS water pH varies throughout the year, depending on rainfall. pH is likely to range between 7.2 and 7.4.

Further information about the likely water profile can be provided by SA Water on request.

PRESSURE AND FLOW RATES

NAIS will be a fully pressurised system, delivering a minimum of 20 m head (196 kPa) on demand at the farm gate. This represents a significant saving in pumping costs. Flow rates will be determined based on contracted volume.

STABLE, INDEXED PRICING

NAIS water charges include:

- a once-only capital contribution to connect to scheme infrastructure
- an annual availability charge linked to contracted water entitlements
- an annual consumption charge linked to water volume used

Charges are indexed annually, linked to the Australian Producer Price Index. This creates price stability and quarantines scheme participants from any unexpected increase in costs such as electricity. After 45 years, charges will transition to a pricing framework overseen by Essential Services Commission of South Australia (ESCOSA), South Australia's independent utility regulator. Contract exit can be triggered at 15 and 30 years, exercisable by water customers.

07 CONTRACT GUIDANCE

DURATION	Long-term water contracts for the life of the Scheme (45 years+)
CAPITAL CONTRIBUTION	A one-off capital contribution that enables connection to the Scheme. Indicative cost: \$2.90/kL
AVAILABILITY CHARGE	An annual charge based on contracted water volumes. Indicative cost: \$0.24/kL
CONSUMPTION CHARGE	An annual charge based on actual water volumes. Feedback is sought from project proponents on three options: <ol style="list-style-type: none"> 1. Salinity capped at 1090 $\mu\text{S}/\text{cm}$ (600 mg/L TDS). Indicative cost: \$0.75/kL. 2. Salinity capped at 2110 $\mu\text{S}/\text{cm}$ EC (1165 mg/L TDS). Indicative cost: \$0.25/kL. 3. Salinity managed at a level ideal for an individual project. Indicative cost: by negotiation.
INDEXATION	Annual price indexation linked to the Australian Producer Price Index for the life of the Scheme (45+ years)
CONTRACT EXIT	Contract exit can be triggered at 15 and 30 years, exercisable by water customers

WATER RIGHTS AND WATER TRADING

NAIS water is fully tradeable within the Scheme. Long-term water contracts can be sold by private treaty, or made available to other Scheme participants as temporary annual or multi-annual entitlements.

Permanent and temporary water transfers are subject to the provisions of the *Water Industry Act 2012*. Approval by SA Water is subject to system capacity.





08 WHAT'S YOUR BUSINESS?

With a clean Mediterranean climate, and a variety of terrains and soil types, the NAIS will support a range of agri-food enterprises.

GREENHOUSE PRODUCTION

Tomatoes, cucumbers and zucchinis, eggplants, capsicums, melons, squashes and gourds, berries, mushrooms, premium culinary and medicinal herbs and spices

NURSERIES

Seeds, potted nursery plants, seedlings, and young trees

FLORICULTURE

Cut flowers and edible flowers

ORCHARD AND VINE CROPS

Almonds and other nuts, table or wine grapes, olives, netted pome fruits, low chill cherries, summer fruits, and pomegranates

FIELD CROPS

Brassica, carrots, potatoes and sweet potatoes, onions, garlics, and leeks, salad greens and leafy vegetables, asparagus, celery, peas, beans, and lentils, and groundnuts

INTENSIVE ANIMAL INDUSTRIES

Chickens, turkeys, game birds, and other poultry, feed-lotting of cattle and sheep, and aquaculture

09 WHY SOUTH AUSTRALIA?

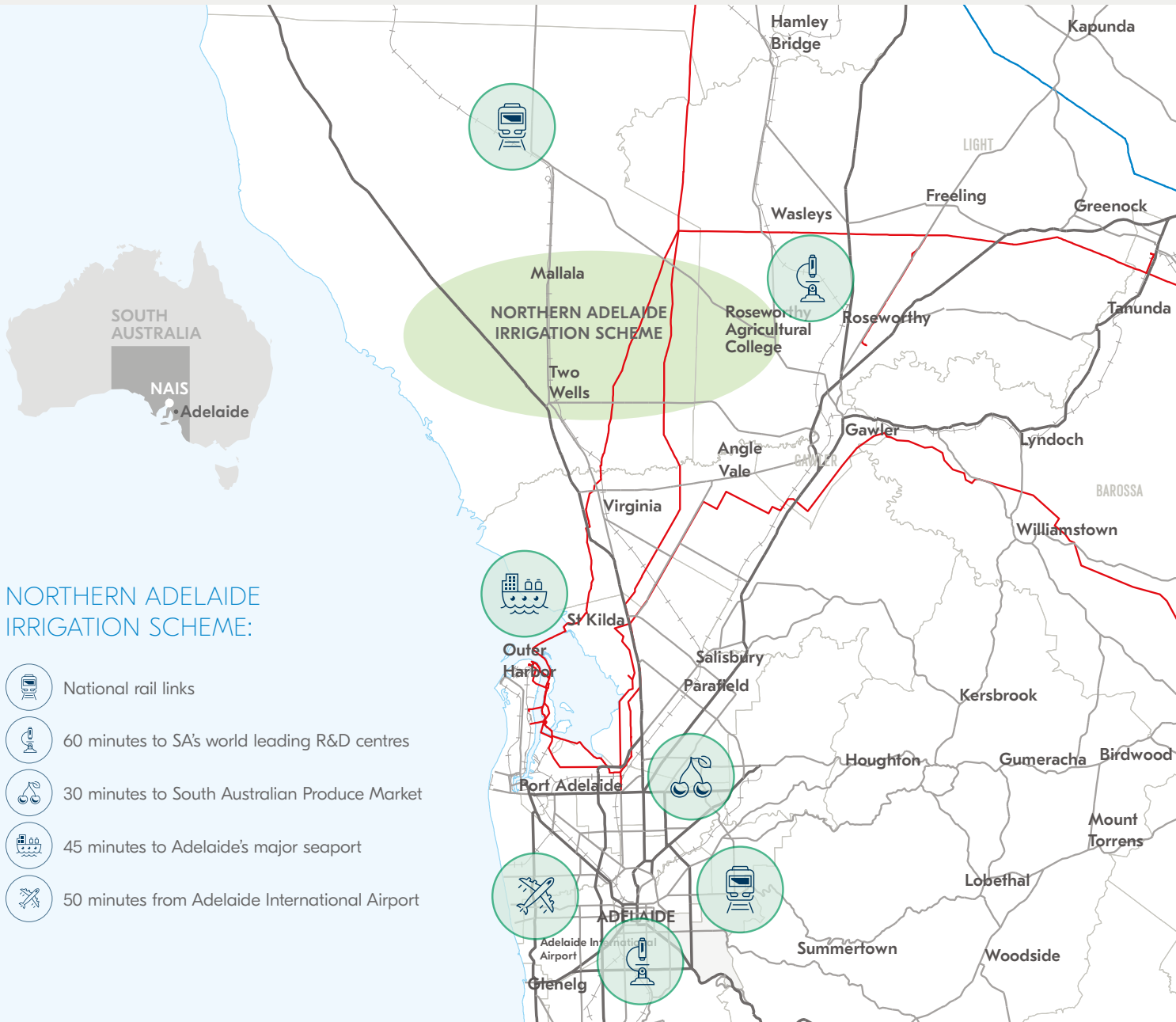
SOUTH AUSTRALIA IS A PROGRESSIVE AUSTRALIAN STATE THAT HAS A LONG HISTORY OF ECONOMIC INNOVATION.

It is well known internationally for its wine and food exports and has strong defence, advanced manufacturing and tertiary education sectors. The South Australian Government took a leadership position in 2014 announcing premium food and wine production and export as one of its key economic priorities.






Subsequent investments in clean environmental technologies, food processing research and development and a simplified regulatory system has made South Australia a geographically convenient launching pad for agribusinesses seeking to capitalise on Asian market demand for fresh food.

THE ADVANTAGES

- proximity to markets in Asia and beyond
- favourable road, rail, sea, and air logistics
- experienced service providers with advanced greenhouse and irrigation technology expertise and international partnerships
- largest cluster of agri-food research and development expertise in the southern hemisphere – South Australian Research and Development Institute (SARDI) and the Waite Institute (University of Adelaide)
- major soft commodity trading houses
- national leadership in reclaimed water
- high standards of biosecurity
- a strong regulatory environment that supports food integrity, safety, and quality
- Free Trade Agreements with China, Japan, Korea, Singapore, Malaysia, and Thailand, and other major trading partners in Asia, Europe and North America
- a wide range of well-established agrifoods and food processing businesses



NORTHERN ADELAIDE IRRIGATION SCHEME:

-  National rail links
-  60 minutes to SA's world leading R&D centres
-  30 minutes to South Australian Produce Market
-  45 minutes to Adelaide's major seaport
-  50 minutes from Adelaide International Airport

10 WHY THE NORTHERN ADELAIDE PLAINS?

The Northern Adelaide Plains is a national leader in protected cropping, with more greenhouse production acreage than any other region. It is also an important area for fruit and nut orchards and intensive animal husbandry, as well as broad-acre vegetable production and non-irrigated cereal cropping and livestock production.

With close proximity to the Northern Adelaide Food Park and South Australian Produce Market, the area is easily accessible to international shipping and air logistics, making it an exciting hub for developing export agri-food businesses.

THE ADVANTAGES

- high light levels ideal for greenhouse production
- clean climate ideal for minimising pests and diseases
- soil types suited to a wide range of crops
- ready labour force with advanced horticultural skills



11 SA WATER — DELIVERING IRRIGATION SECURITY

The NAIS is delivered by SA Water, a public corporation owned by the South Australian Government.

SA Water delivers safe and affordable water services to more than 1.6 million South Australian customers.

This includes the provision of safe, clean drinking water and the treatment and recycling of wastewater. This is fundamental to economic growth across South Australia's sophisticated agriculture, mining, manufacturing, and service industries.

South Australia's dry Mediterranean climate has made water security an ongoing economic and political priority. The SA Waterworks and Drainage Commission was formed in 1856 — just 20 years after South Australia was settled — and the South Australian Water Corporation was established in 1994 by an Act of Parliament.

More than 1,400 people are employed by SA Water, supporting business and agriculture with innovative water treatment, distribution, and recycling technologies.

SA Water is governed by a Board of Directors, and reports to the SA Government Minister for Water and the River Murray.

SA Water is a world leader in water recycling and reuse.





12 WORKFORCE AND BUSINESS SERVICES

WORKFORCE

There is a long history of horticulture on the Northern Adelaide Plains. Starting with European immigrants in the late 1940s and later immigration from South-East Asia in the 1960s and 1970s, the region has a specialised and motivated labour force, highly experienced in intensive agri-food production.

Affordable contemporary housing and world class health services, education and lifestyle amenities also make the Northern Adelaide Plains an attractive destination for high calibre management and professional personnel.

Adelaide is the world's fifth most liveable city (Economist Intelligence Unit Liveability Index, 2017), and Australia's most cost-competitive city (KPMG Competitive Alternatives Report, 2016).

BUSINESS SERVICES

The Adelaide region is well served by value chain partners and key service providers, including:

- irrigation, refrigeration, automation, and food processing equipment supplies and services
- transport, storage, and logistics, including advanced cold chain capabilities
- agronomic advisors
- commodity traders
- accounting, legal, consulting, and other professional support services

13 TRANSPORT AND LOGISTICS

ROAD

The Northern Adelaide Plains is well served by sealed arterial roads, including roads that can accommodate B-doubles. The area has ready access to road train routes and major intra and inter-state highways, as well as excellent connectivity to rail, sea, and air services. The Northern Highway Corridor will further enhance intermodal access to rail networks.

RAIL

The Northern Adelaide Plains has excellent rail access to Perth, Sydney, Melbourne and Darwin. International rail company Genesee and Wyoming operates six intermodal services per week

on the Adelaide—Darwin corridor, and multiple operators provide daily services on other corridors.

gwrr.com/railroads/australia/genesee-wyoming_australia#m_contacts

SEA

Road connectivity to Port Adelaide is excellent. Port Adelaide is operated by ports specialist Flinders Ports. It handles a diverse range of inbound and outbound cargoes.

flindersports.com.au/ports-facilities/port-adelaide/

AIR

The Northern Adelaide Plains is 50 minutes from Adelaide's central business district and 60 minutes from Adelaide International Airport. The airport has regular direct international air connections to China, South-East Asia and the Middle East, with 45 flights per week. Multiple daily direct flights are available to interstate capitals for on-freight. Flights to Sydney and Melbourne depart, on average, every 20 minutes.



**DIRECT FLIGHTS
TO ADELAIDE**

Source: Investment Attraction South Australia

14 ENERGY AND COMMUNICATIONS

NATURAL GAS

A major natural gas pipeline runs north to south through the centre of the Northern Adelaide Plains. A second major natural gas pipeline runs north to south along the eastern edge of the region.

ELECTRICITY

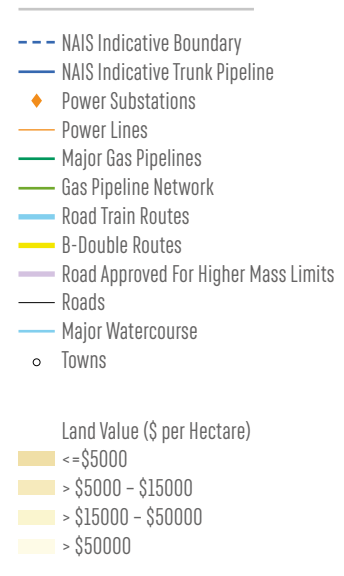
The Northern Adelaide Plains is well-serviced by electricity. A 275 kV high-voltage transmission line runs through the region, and is connected to a network of 132 kV and 66 kV lines. A network of 66 kV, 33 kV, and 15 kV lines distributes power across the region.

Alinta Energy has announced plans to install a 300 MW gas-fired power plant at Mallala, just north of the region.

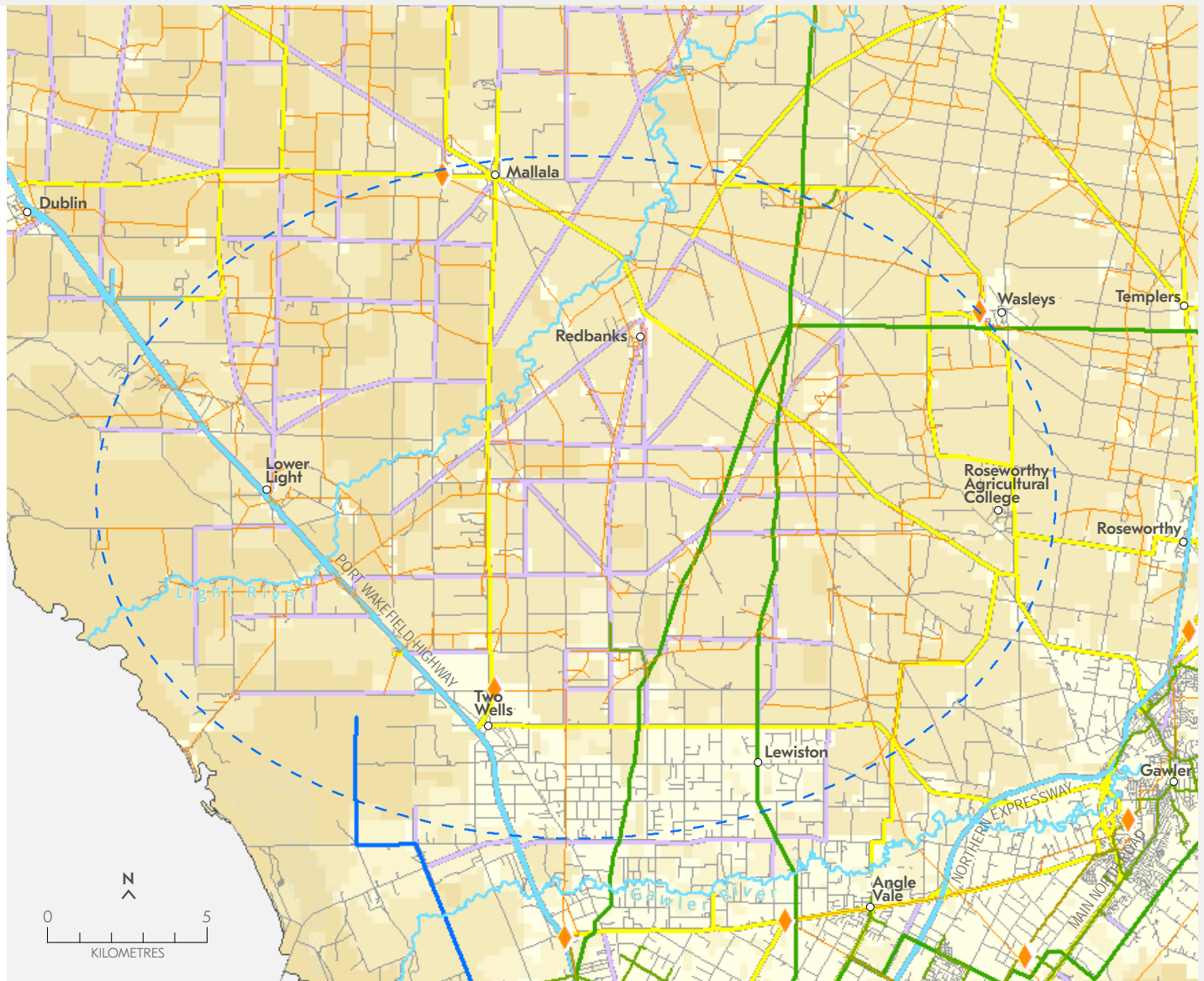
High light levels also make solar power self-generation effective.

COMMUNICATIONS

Mobile telecommunications are available across the region. Broadband access is available by cable, wireless, or satellite.



Source: Department of Primary Industries and Regions SA



15 CLIMATE

The Northern Adelaide Plains enjoys a sunny, Mediterranean-style climate that is conducive to a wide range of agri-food enterprises.

The region has high light intensity ideal for greenhouse production and solar powering of site facilities. The Mediterranean climate also helps to mitigate pests and diseases.

Climatic conditions vary across the region: western agriculture can benefit from the moderating effect of the coastal maritime climate while the eastern areas offer some elevation toward the Mount Lofty Ranges.

The notable differential between day and night and seasonal temperatures is important for protected cropping, flower production and orchard crops requiring a chill factor.

Regional weather patterns are stable, and extreme weather events are very rare.

FURTHER INFORMATION

Detailed climatic data is available from the Bureau of Meteorology. The relevant weather stations are located at Roseworthy Agricultural College and Parafield Airport.

bom.gov.au

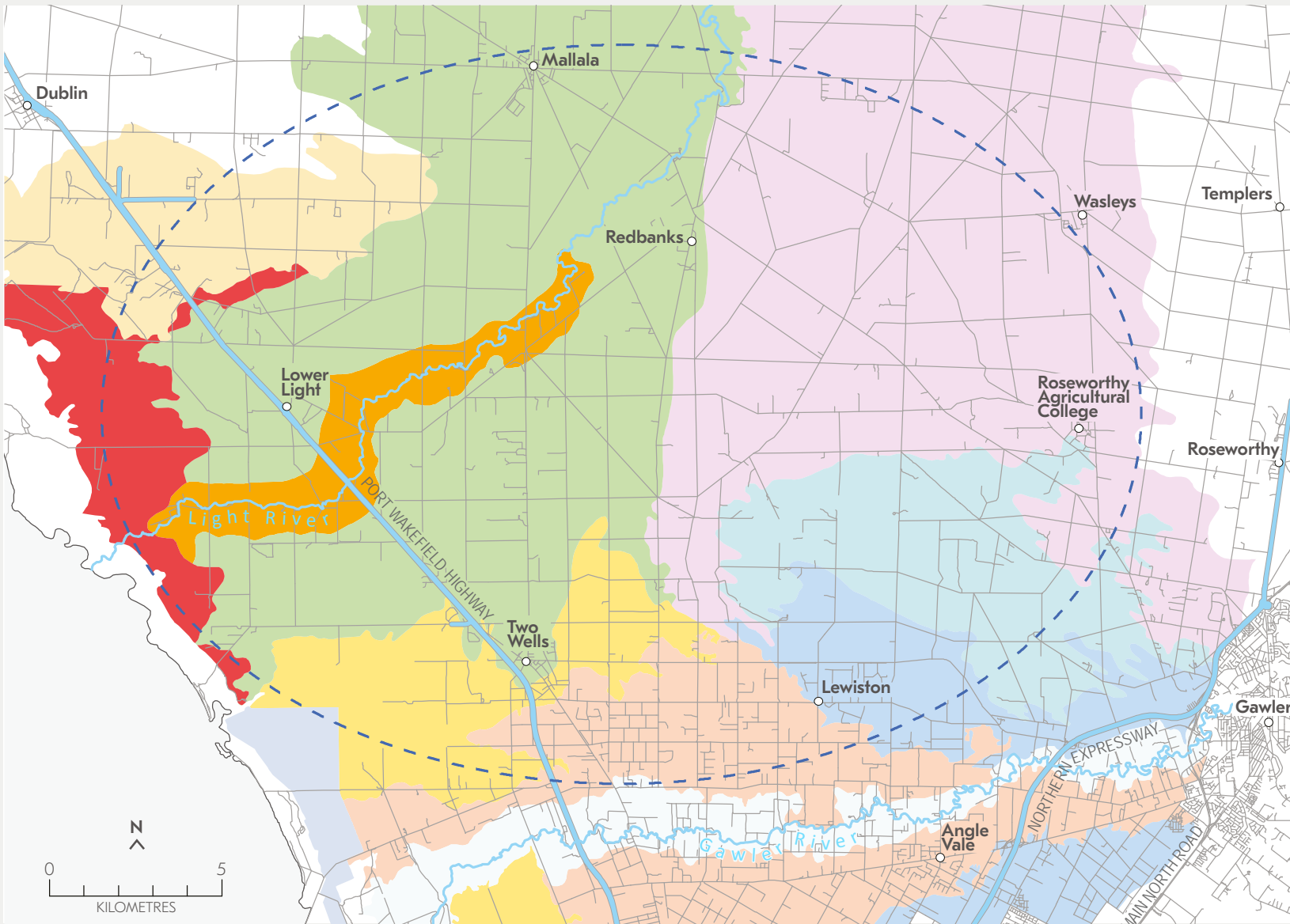
16 TERRAIN AND SOILS

The Northern Adelaide Plains includes a wide range of terrains and soil types, providing an excellent opportunity to match your business model with the availability of suitable land at an affordable price.

(North) The northern parts of the region are characterised by wide alluvial plains or gently undulating plains with red-brown loams over clay. These areas are suited to a wide range of agri-food businesses. To the north-west, stony flats provide affordable zones for permanent horticulture of hardy crops such as grapes, olives, or almonds.

(South-East) The south-eastern parts of the region are characterised by gently undulating sandy hills with loamy flats, and alluvial plains flanking the Gawler River. These areas are suited to a wide range of agri-food businesses.

(South and South-West) The southern and south-western parts of the region include alluvial plains flanking the Gawler River which are suited to a wide range of agri-food businesses. There is also widespread flat terrain, ideally suited to construction of large greenhouses, processing and packing facilities, logistics operations, or livestock shedding.



Source: Department of Primary Industries and Regions SA

UNIT	SOILS	TARGET USES
API	Alluvial plains close to the Light River. Soils dominated by deep brown loams grading to clay.	Well suited for all crops.
AP2	Plains flanking the Gawler River alluvial plains. Soils have sandy to loamy surfaces over red clay subsoils.	Well suited for all crops.
PIP	Plains flanking the Gawler River alluvial plains. Soils have sandy to loamy surfaces over red clay subsoils.	Well suited for all crops.
WBT	Alluvial plains around the Light River. Soils dominated by loams over red clay and deep gradational loams to clay. Some hard setting silty loams over sodic clays and calcareous clay loams over tertiary clays.	Well suited to brassicas, olives and grapes; the better soils to carrots, potatoes, onions and almonds.
NAP	Very gently undulating plains to the east of Redbanks extending southwards. Dominant soils include loamy flats with gradational red clay loam, loam and hard loam over dispersive red clay on loamy flats, and rubbly calcareous sandy loam on rises over tertiary clays with moderate limitations.	Well suited to brassicas, olives and grapes; the better soils to carrots, potatoes, onions and almonds.
ANV	Gently undulating sandhill and swale country north-west of Gawler. Dominant soils include calcareous sandy loam, sand over red sandy clay loam or dispersive clay on the rises, and calcareous gradational loam on the flats, with moderate limitations. Sandy ridges can be modified to improve the area of suitable soils.	Well suited to brassicas, olives and grapes; some areas to carrots, potatoes, onions and almonds.
LIM	Very gently undulating stony flats south-east of Dublin. Soils are characteristically shallow sandy loams on calcrete, associated with deeper calcareous loams. Moderate to severe limitations.	Suited to olives and grapes.
THC	Mildly to highly saline flats associated with minor watercourse systems on the Gawler River alluvial plain. Main soils include sand to sandy loam over clay, recent alluvial clay loamy to clay soils and water logged and saline calcareous soils, usually with hard calcrete fragments.	Ideal for hydroponic greenhouses. Some areas of better land suitable for soil-based greenhouses.
SLT	Flat saline or salt-prone areas in the western part of the district.	Ideal for hydroponic greenhouses.

17 EDUCATION AND RESEARCH

Adelaide is home to three highly-regarded public universities (Flinders University, Adelaide University and the University of South Australia) and two international campuses (Carnegie Mellon University and University College London) producing graduates in agriculture, water sciences, engineering, business and marketing. Both have been joined by the newest Australian university, Torrens University Australia, which is part of the Laureate International Universities. These universities have created and reinforced Adelaide's reputation as a true education hub.

Currently, South Australia has more than 93,000 students enrolled in university courses, of which more than 30,000 are international students. More than 125 countries are represented, including China, Malaysia, Indonesia and India, providing a rich graduate resource with excellent international knowledge and language expertise.

The South Australian Research and Development Institute (SARDI) and the Waite Institute and Roseworthy Campuses of the University of Adelaide represent the largest concentration of agri-food, wine and animal husbandry research capability in the southern hemisphere.

In addition to the universities, South Australian Government-owned Technical and Further Education (TAFE) colleges and many private specialist training institutions work with industry to meet workforce needs.



18 COMMITTED GOVERNMENT SUPPORT

AUSTRALIAN GOVERNMENT

The Australian Government has contributed \$45.6 million from the National Water Infrastructure Development Fund (NWIDF) to construct the infrastructure for NAIS.

Australia is:

- the world's 12th largest economy
- experiencing 25 years of uninterrupted economic growth
- forecast to realise average annual real gross domestic product (GDP) growth of 2.9% between 2016 and 2020
- increasingly tied to fast-growing economies in Asia
- supported by high productivity levels, with 15 out of 20 industries rating above the global average

- an important participant in five sectors expected to drive future global growth – agribusiness, education, tourism, mining and wealth management
- home to the largest pool of investment funds under management in the Asian region

Existing and new trade agreements are set to drive the flow of goods, services and investments between Australia and its major trading partners in Asia, Europe and North America.

SOUTH AUSTRALIAN GOVERNMENT

The South Australian Government is co-investing \$110 million in NAIS. The combined government investment of \$155.6 million will be used to:

- construct new infrastructure at Bolivar to produce an additional 12GL annually of reclaimed water suitable for advanced agribusiness
- build core reclaimed water transmission infrastructure to the plains north of the Gawler River

Through proactive, progressive policy and strong leadership the South Australian Government has created a stable and supportive business environment for investors.

The South Australian Government is pro-investment and committed to supporting business by offering direct access to key decision-makers, both in the public and private sector, as well as support services to streamline establishment and approvals processes for foreign direct investment.

There are also a range of grants and assistance packages to support export initiatives.

The Government has a consistent budget surplus and strong financial management record as evidenced by its AA credit rating with Standard and Poor's. Investment Attraction South Australia is a dedicated and independent agency experienced in working with national and international investors to deliver complex investment projects.

The South Australian Government will also support agribusiness investors with:

- assistance in locating suitable sites
- case management across government to fast-track planning approvals and utility connections

- ongoing investment in biosecurity monitoring and advocacy
- continuing investment in infrastructure and logistics connectivity
- opening up access to export markets
- building industry capacity and capability
- supporting employment with *WorkReady* tailored recruitment and training programs

For further information on the South Australian Government's programs for supporting new business investments in South Australia:

invest.sa.gov.au/economic-investment-fund/

invest.sa.gov.au/futurejobsfund/

pir.sa.gov.au/regions/grants/regional_development_fund

LOCAL GOVERNMENT – ADELAIDE PLAINS COUNCIL

Adelaide Plains Council is an enthusiastic supporter of agribusiness investment and development in its local government area. The South Australian Government will support Adelaide Plains Council in restructuring the planning framework, to expedite development planning approvals and provide development certainty.

Horticultural Use zoning will be expanded across the Council area for food production, and facilitate construction of greenhouses and other protected cropping structures, shedding, and netting, on-site processing, value-adding and logistics facilities, and short-term worker accommodation.

19 SUBMIT A PROJECT PROPOSAL

ELIGIBILITY

NAIS Water Project Proposals are welcomed from:

- individual businesses, consortia, or joint ventures
- current landowners in the region as well as new investors

To be eligible, proponents must:

- be legal entities with whom SA Water can enter into a legally-binding NAIS Water Contract
- have an Australian Business Number (ABN), and be registered for Goods and Services Tax (GST)
- have a well-advanced Project Proposal to be located within the proposed scheme footprint area

Investors are welcome to collaborate with other compatible investors and complementary business service providers to minimize infrastructure costs and co-develop shared infrastructure such as quality management, processing, packing, storage, and transport facilities.

NAIS water is not open to speculative water traders.

LODGEMENT OF PROJECT PROPOSALS

SA Water will treat all Project Proposals as Strictly Commercial in Confidence.

SA Water has internal policies and procedures to protect the privacy and business interests of all customers, including project proponents.

WHEN AND WHERE TO LODGE

The closing date for round one is:
15 November 2017

The closing date for round two is:
28 February 2018

Project Proposals can be lodged electronically at:
tenders.sa.gov.au

Businesses requiring more time to prepare their Project Proposal are welcome to complete an Expression of Interest. The closing date for round one is **15 November 2017**.

EVALUATION PROCESS

Project Proposals will be evaluated by an across-government panel.

Key criteria include:

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

During the evaluation process proponents may be asked to provide supplementary information.

SUCCESSFUL PROPOSALS

Short-listed proponents will be invited to meet with SA Water to negotiate contractual arrangements. Successful proposals will be offered a NAIS Water Contract. A deposit of 20% of the capital contribution will be required on signing.





FOR MORE INFORMATION

WE WOULD LOVE TO TALK

More detailed guidance is available from the Department of Primary Industries and Regions (PIRSA).

Overlays of climate, soil, crop and other relevant data are available from the South Australian Government's agri-foods database.

aginsight.sa.gov.au



MICHAEL EDGECOMBE

Business Development Manager

Northern Adelaide Irrigation Scheme
SA Water

T +61 8 7424 1132

M +61 438 830 925

E michael.edgecombe@sawater.com.au



BENGY PAOLO

Director, Major Programs, Rural Solutions SA

Department of Primary
Industries and Regions South Australia

T +61 8 8429 0202

M + 61 417 088 379

E bengy.paolo@sa.gov.au

This Call for Project Proposals is intended to provide potential project proponents with general guidance about the Northern Adelaide Irrigation Scheme. SA Water has used its best endeavours to ensure the accuracy of all information provided and all facts and figures are accurate as at August 2017.

Proponents should independently verify this information, and consider the business opportunities and risks. Business proponents should seek and rely on independent professional advice from agricultural consultants, management consultants, accountants, lawyers, and other relevant professional advisors. SA Water accepts no responsibility for business outcomes experienced by proponents participating in the Northern Adelaide Irrigation Scheme.

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

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

