

# EXPRESSION OF INTEREST

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<b>Expression of Interest (EOI):</b>	The Quarter Hotel Development
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<b>Deadline:</b>	2:00pm AWST Friday, 22 May 2026
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<b>Briefing/Site Inspection:</b>	2:00pm AWST Wednesday, 25 March 2026
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<b>Address for Delivery:</b>	Submissions are to be lodged electronically at: <a href="http://www.tenderlink.com/karratha">www.tenderlink.com/karratha</a> <i>FACSIMILE, EMAIL, MAIL OR HAND DELIVERED EOI'S WILL NOT BE ACCEPTED</i>
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<b>EOI Number:</b>	EOI0000003
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# 1 CONDITIONS OF RESPONDING

## 1.1 Definitions

Below is a summary of some of the important defined terms used in this Expression of Interest:

- Attachments:** The documents you attach as part of your Submission.
- Deadline:** The Deadline for lodgement of your Submission as detailed on the front cover of this Expression of Interest.
- EOI OR Expression of Interest:** This document.
- Principal:** Means the City of Karratha.
- Respondent:** Someone who has, or intends to submit an Offer to the Principal.
- Requirement:** The goods and/or services requested by the Principal.
- Selection Criteria:** The Criteria used by the Principal in evaluating your Submission.
- Specification:** The Statement of Requirements, as described in this EOI, that the Principal may request you to provide if selected to progress to the Request for Tender stage.
- Submission OR Response:** Completed Response Form, response to the Selection Criteria and Attachments.

## **1.2 How to Prepare Your Submission**

- a) Carefully read all parts of this EOI and any attachments;
- b) Ensure you understand the Requirements;
- c) Complete, and sign the Response Form (Part 3);
- d) Make sure you have responded to all of the Selection Criteria in all respects and include all Attachments;
- e) Satisfy yourself as to the correctness and sufficiency of your Submission; and
- f) Lodge your Submission before the Deadline.

## **1.3 Contact Persons**

Respondents should not rely on any information provided by any person other than the person listed below:

Name:	Adrian D'Cunha
Telephone:	(08) 9186 8673 <i>or</i> 0423 030 284
Email:	<a href="mailto:adrian.dcunha@karratha.wa.gov.au">adrian.dcunha@karratha.wa.gov.au</a>

## **1.4 Request for Clarification**

All requests for clarification regarding this Expression of Interest are to be in writing and be submitted via the City of Karratha Tenderlink online forum under this Expression of Interest notice. The Principal will review each request for clarification and will respond by:

- a) posting an answer on the Tenderlink online forum; or
- b) issuing an addendum where matters of significance make it necessary to amend or supplement the issued Expression of Interest documents before the Deadline.

Requests for clarification regarding this Expression of Interest must be posted on the Tenderlink online forum prior to 5:00pm AWST, Friday 15 May 2026. No clarification requests will be accepted after this date.

## **1.5 Briefing/Site Inspection**

Respondents are requested to attend a Briefing on Tuesday 25 March 2026 at 2:00pm AWST.

Attendance at this briefing is not mandatory.

The briefing will be conducted virtually via Microsoft Teams.

The Briefing will provide Respondents with the opportunity to clarify any uncertainties with the contact person prior to the closing of the Expression of Interest.

Please confirm with the contact person Adrian D'Cunha, via email, your attendance at this meeting no later than 5:00pm AWST on Monday 24 March 2026.

## 1.6 Lodgement of Submissions and Delivery Method

The Submission must be lodged by the Deadline on the front cover of this Expression of Interest. The time zone is Australian Western Standard Time (AWST). Submissions not complying with the below lodgement requirements may be excluded from evaluation.

### 1.6.1 Form of Lodgement

**ALL SUBMISSIONS** are required to be lodged electronically, via the City of Karratha's Tenderlink Portal at [www.tenderlink.com/karratha](http://www.tenderlink.com/karratha). Respondents must have downloaded this Expression of Interest from Tenderlink in the first instance, in order to upload their Submission.

When lodging a Submission via the City of Karratha's Tenderlink Portal, the following conditions apply:

- a) The Principal is not able to provide Tenderlink technical support and takes no responsibility for difficulties or technical issues experienced by the Respondent whilst uploading their Submission. If the Respondent requires assistance, please use the online help tools available on the Tenderlink Dashboard or alternatively contact the Tenderlink.com Help Desk on 1800 233 533 or via email at [support@tenderlink.com](mailto:support@tenderlink.com).
- b) Respondents should ensure they have allocated a sufficient amount of time in order to upload their Submission to Tenderlink and resolve any potential technical issues prior to the Deadline. Tenderlink provides an indicative guide regarding how much time should be allowed by the Respondent for the Submission upload process, which can be found in the online supplier manual '[Responding to an eRFx notice](#)'.
- c) Respondents should ensure when the Submission is uploaded to Tenderlink it is in the name of the authorised signatory, as recorded on the Response Form.
- d) Submissions must finish uploading to Tenderlink prior to the Deadline.
- e) The Principal will not be liable for any costs, losses, damages or expenses incurred by Respondents, if for any reason, a Submission or any material or communication relevant to this Expression of Interest is not received on time, is corrupted, altered, not received as sent, cannot be read or decrypted, or has its security or integrity compromised.

**No late Submissions will be accepted. Submissions submitted by facsimile, email, mail, hand delivered, telephone or by any other method other than the City of Karratha Tenderlink Portal, WILL NOT be accepted for evaluation.**

### 1.6.2 Addressing Submission

All electronic Submissions are to be uploaded to Tenderlink using the following format for the name of the file:

EOI0000003 – 'Company Name'

The cover page of the Submission is to be clearly named using the following format:

EOI0000003

The Quarter Hotel Development

'Company name'

<b>Part 1 READ AND KEEP THIS PART</b>
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### 1.6.3 Content of Submissions

Respondents must ensure that they meet the following requirements, when uploading their Submission to Tenderlink:

- (a) One copy of their Submission in a format readable by Microsoft Office 2013 or Adobe PDF; and
- (b) Maximum of 6 individual files, compressed into one ZIP file (*Please be advised that the Principal does not recommend the use of RAR files as they have a tendency to corrupt*).

Any brochures or pamphlets are to be included in the electronic copy of the Submission.

### 1.6.4 Submission Checklist

Respondents are to compile their Submission in the order as detailed below. Submissions that do not comply with the following order may be excluded from evaluation.

1	Cover Page
2	Index
3	Introduction/Cover Letter
4	Response Form (signed by authorised signatory)
5	Compliance Criteria
6	Qualitative Criteria
7	Supplementary documentation (information not requested in Part 3 of this Request)

### 1.7 Rejection of Submissions

A Submission **will** be rejected without consideration of its merits in the event that it is not submitted, received and stored securely in the City of Karratha's Tenderlink Portal before the Deadline.

A Submission may be rejected if it fails to comply with any other Requirements of this Expression of Interest.

### 1.8 Acceptance of Submissions

Unless otherwise stated in this Expression of Interest, Submissions may be for all or part of the Requirements and may be accepted by the Principal either wholly or in part. The Principal is not bound to accept the lowest Submission and may reject any or all Submissions submitted. The acceptance of a Submission does not oblige the Principal to proceed to issuing a Request for Tender.

### 1.9 Submission Validity Period

All Submissions will remain valid and open for acceptance for a minimum period of 180 days from the Deadline or 90 days from the Principal's resolution for determining the outcome of the Expression of Interest, whichever is the later unless extended on mutual agreement between the Principal and the Respondent in writing.

## **1.10 Alternative Submissions**

All Alternative Submissions must be accompanied by a conforming Submission.

Submissions submitted as Alternative Submissions must in all cases be clearly marked “**Alternative Submission**”.

The Principal may in its absolute discretion, reject any Alternative Submission as invalid.

## **1.11 Evaluation Process**

This Expression of Interest is the first stage in a two-stage process. Following the outcome of the Expression of Interest, the Principal may proceed to the calling of a private Request for Tender to those determined as acceptable tenderers or may enter directly into a Memorandum of Understanding with any preferred proponents to progress development approvals and design. The issuing of an Expression of Interest does not commit the Principal to proceeding with a Request for Tender or Memorandum of Understanding.

Eligibility to participate in a Request for Tender or enter into a Memorandum of Understanding will be restricted to providers who have been shortlisted as acceptable proponents from the Expression of Interest stage.

Your Submission will be evaluated using information provided in your Submission.

The following evaluation methodology will be used in respect of this Request:

- a) Submissions are checked for completeness and compliance. Submissions that do not contain all information requested (eg completed Response Form and Attachments) may be excluded from evaluation.
- b) Submissions are assessed against the Selection Criteria.
- c) Respondents may be required to clarify their Submission.
- d) The most suitable Respondents may be short listed and may also be required to make a presentation, demonstrate the product/solution offered and/or open premises for inspection. Referees may also be contacted prior to the selection of the successful Respondent.

## **1.12 Selection Criteria**

The Principal has adopted a best value for money approach to this Request. This means that, although indicative pricing is considered, the Submission containing the lowest price will not necessarily be accepted, nor will the Submission ranked the highest on the qualitative criteria.

A scoring system will be used as part of the assessment of the qualitative criteria. Unless otherwise stated, a Submission that provides all the information requested will be assessed as satisfactory. The extent to which a Submission demonstrates greater satisfaction of each of these criteria will result in a greater score.

The aggregate score of each Submission will be used as one of the factors in the final assessment of the qualitative criteria and in the overall assessment of value for money.

### **1.12.1 Compliance Criteria**

These criteria are detailed within Part 3 of this document and will not be point scored. Each Submission will be assessed on a Yes/No basis as to whether the criterion is satisfactorily met. An assessment of “No” against any criterion may eliminate the Submission from consideration.

### **1.12.2 Qualitative Criteria**

In determining the most advantageous Submission, the Evaluation Panel will score each Respondent against the qualitative criteria as detailed within Part 3 of this document. Each criterion will be weighted to indicate the relative degree of importance that the Principal places on the technical aspects of the development being proposed.

Where price is a qualitative criterion the Evaluation Panel will score the non-price criteria in the first instance. Respondents must score an average of 6 or more for non-price criteria in order to be short listed. Only short listed Submissions will progress to the price assessment stage.

It is essential that Respondents address each qualitative criterion. Information that you provide addressing each qualitative criterion will be point scored by the Evaluation Panel. Failure to provide the specified information may result in elimination from the tender evaluation process or a low score.

## **1.13 Indicative Pricing**

The submitted prices will only be used to assist with determining suitability for inclusion as an acceptable Respondent. Providers who have been shortlisted as acceptable tenderers from the Expression of Interest stage will be provided with an opportunity to provide pricing if and when a Request for Tender is issued.

## **1.14 Policies that may affect selection**

The following policies may affect this selection:

- a) *CG-12 Purchasing Policy.*
- b) *CG-8 Significant Decision Making Policy; and*
- c) *CS-24 Community Engagement Policy (to apply if a Major Land Transaction proceeds).*

## **1.15 Ownership of Submissions**

All documents, materials, articles and information submitted by the Respondent as part of or in support of the Submission will become upon submission the absolute property of the Principal and will not be returned to the Respondent at the conclusion of the Submission process PROVIDED that the Respondent be entitled to retain copyright and other intellectual property rights therein, unless otherwise provided by the contract.

## **1.16 Canvassing of Officials**

If the Respondent, whether personally or by an agent, canvasses any of the Principal’s Councillors or Council Officers (as the case may be) with a view to influencing the acceptance of any Submission made by it or any other Respondent, then regardless of such canvassing having any influence on the acceptance of such Submission, the Principal may at its absolute discretion omit the Respondent from consideration.

### **1.17 Identity of the Respondent**

The identity of the Respondent and the Contractor is fundamental to the Principal. The Respondent will be the person, persons, corporation or corporations named as the Respondent and whose execution appears on the Response Form in Part 3 of this Expression of Interest.

### **1.18 Tenders Register**

The Principal is required to maintain a Tenders Register which is available to the public. If the Principal proceeds to the calling of a private Request for Tender, the details of each Respondent whose Submission has been opened and the list of acceptable tenderers will be recorded in the Tenders Register.

## **2 SPECIFICATION**

### **2.1 Introduction**

The Principal is seeking an appropriately qualified and experienced developer to design, finance, construct, and operate a minimum 4-star hotel on Lot 7078 within The Quarter precinct, Sharpe Avenue, Karratha. The process is intended to enable negotiation of a formal agreement for transfer of the site on a leasehold or freehold basis, together with car-parking arrangements that provide exclusive use of up to 101 strata-titled bays in the adjacent decked car park.

The Quarter hotel is a landmark city-centre project that will meet an identified shortfall in premium accommodation and support Karratha's broader economic diversification and liveability goals. The successful proponent will be expected to deliver a high-quality built form and operational standard consistent with The Quarter's benchmark and the City's vision.

### **2.2 Background Information**

#### **2.2.1 Regional Context**

Karratha is a vibrant regional city in the Pilbara region of Western Australia and plays a central role as the operational, corporate, and logistics hub for the State's north-west. Its economy is underpinned by large-scale resource projects across iron ore, LNG, renewable energy, and emerging clean-industry sectors.

Karratha also benefits from substantial port infrastructure and established freight pathways. The Port of Dampier supports a wide range of bulk and general cargo movements and provides a proven logistics platform for imports and exports. Direct shipping capabilities offer practical supply-chain advantages—particularly for proponents utilising off-site modular construction—supporting more reliable delivery in a constrained construction environment.

The region is supported by an unprecedented \$90 billion investment pipeline, comprising \$29 billion in projects already under construction and a further \$61 billion progressing through feasibility and approvals for delivery over the next decade. This activity spans mining, oil and gas, renewable energy, services, and public infrastructure, generating sustained demand for both workforce and corporate travel.

The scale and diversity of these projects generate year-round visitation from consultants, engineers, executives, specialist trades, and operational personnel. While workforce accommodation villages meet much of the demand associated with construction and shutdown periods, escalating project activity is increasing the need for high-quality short-stay accommodation to service the corporate market, visiting professionals, and premium leisure travellers.

Tourism in the region is undergoing significant uplift. The Murujuga Cultural Landscape was inscribed on the UNESCO World Heritage List in July 2025, elevating international awareness of its globally significant cultural and natural heritage. Visitation to Murujuga National Park, currently around 80,000 people per year (219 per day), is expected to grow substantially to over 300,000 visitors per year within 10 years, supported by major infrastructure commitments including the sealing of the remaining section of the Manuwara Red Dog Highway (scheduled for completion in

2028), the planned Conzinc Bay access road, and the Murujuga Living Knowledge Centre. Additional attractions such as Millstream-Chichester National Park and the Pilbara coastline further contribute to both corporate and leisure visitation.

Together, these dynamics reinforce Karratha's strategic role as a gateway for major project activity and a growing cultural and nature-based tourism market, strengthening the case for expanded modern accommodation and event facilities—particularly high-quality hotel offerings.

### **2.2.2 Market Context**

Karratha's short-stay accommodation market is defined by a clear split between workforce accommodation and a limited supply of traditional visitor lodging. Of the approximately 12,800 beds across the region, around 11,600 are dedicated primarily to transient workforce needs supporting major construction programs, operational workforces, and secondary contractors. In contrast, the general visitor market is served by only a modest supply: roughly 360 beds across caravan parks, backpacker facilities, and short-stay rentals such as Airbnb, and approximately 800 beds offered through motels and serviced apartments.

Despite this overall scale, the market lacks any premium or branded hotel product. This absence constrains options for corporate travellers, government delegations, conference organisers, and high-value leisure visitors. The gap has become increasingly pronounced as the city's investment activity grows, Karratha's national profile expands, and tourism visitation increases following Murujuga's inscription on the World Heritage List.

Existing accommodation stock—dominated by mid-tier motels and workforce villages—does not meet contemporary expectations for business-standard or internationally recognised hotel facilities. As a result, Karratha is unable to fully leverage corporate, tourism, and events-based visitation opportunities.

Forward indicators strongly support the case for a high-quality, minimum 4-star hotel in the city centre. Key drivers include a multi-billion-dollar regional investment pipeline, expected growth in visitation to Murujuga National Park, and improved regional connectivity through planned transport upgrades. The proposed development at The Quarter directly responds to this gap, aligning with the City's economic diversification priorities, liveability objectives, and emerging tourism profile.

Demand remains structurally strong year-round, anchored by the resources sector's operational and shutdown cycles. Leisure visitation experiences seasonal peaks during cooler months and school holiday periods, supported by regional attractions and local events such as the FeNaCING Festival. Without a branded 4-star or higher hotel, Karratha continues to face constraints in hosting premium corporate delegations, conferences, and higher-value tourist experiences.

Recent developments further elevate the city's national and international profile. The Murujuga Cultural Landscape—encompassing the Burrup Peninsula and Dampier Archipelago—was inscribed on the UNESCO World Heritage List on 11 July 2025, significantly increasing global awareness of the region's cultural and natural heritage. At the same time, Karratha Airport continues to record strong passenger movements, with terminal upgrades enabling peak annual throughput of up to 1.2 million passengers. The Airport accommodated more than 740,000 passengers in 2024–25 and remains Western Australia's busiest regional airport.

In addition, the City has lodged an application with the Federal Government seeking international airport status. Achieving this designation would expand access to inbound and outbound travel markets, reduce travel complexity and costs for Pilbara residents, and attract new leisure and business visitors directly into the region. Together, the region's strong underlying demand, enhanced global tourism profile, sustained air travel growth, and emerging international aviation potential present a compelling case for new premium accommodation in Karratha.

### **2.2.3 Site Context**

The Quarter precinct was conceived as a lively focal point for social, business, recreational, and community activity in the City Centre, with activation from early morning through the evening. Stage one, completed in 2016, delivered a four-storey commercial/retail building, a decked car park, a public square, and 46 service worker apartments. The commercial building is >90% leased and the apartments are fully occupied, demonstrating strong demand for well-located city-centre facilities.

Lot 7078 on Sharpe Avenue sits within The Quarter and has long been earmarked for a high-quality hotel to anchor city-centre activation. In addition to the broader precinct development, the City is currently undertaking a project to construct a new public toilet facility on Lot 7078 to enhance public amenity. This facility is proposed to be in the south-east corner of the lot, at the edge of the town square, as depicted in **Appendix A**. The public toilet is intended to complement surrounding uses and support increased activation of the precinct.

To further support development feasibility, the lot includes an allocation of up to 101 parking bays within the adjacent multi-storey car park. This allocation supports proponents to achieve local planning requirements for parking provision without reducing the potential development footprint on Lot 7078. Each allocated bay currently attracts an indicative strata management fee of \$2,040 per annum.

The development of a premium hotel on this site offers the following benefits:

- Further progress toward the City's vision to be Australia's Most Liveable Regional City.
- Increased supply of quality short-stay accommodation not currently available in the district.
- Support for economic development and tourism.
- Stronger activation of the city centre and uplift for nearby food and beverage businesses.
- Enhanced capacity to attract major events and conferences to the Red Earth Arts Precinct.
- Anticipated marketing investment for both the hotel and the City.
- Creation of 50+ jobs during construction and approximately 40–50 ongoing local hospitality roles during operations.
- Opportunities for Indigenous engagement (hospitality training, tourism promotion, and showcasing local art).
- Retention of the popular grassed area on Sharpe Avenue for civic purposes.
- Financial returns, including additional rates revenue.

The strategic location of Lot 7078, combined with its established role within The Quarter, positions the hotel as a landmark project that will address the current shortfall in premium accommodation and catalyse economic growth, cultural engagement, and enhanced liveability.

#### **2.2.4 Site History**

The State first sought private partners in 2013, issuing an Expressions of Interest (EOI) to deliver a premium hotel as part of The Quarter's mixed-use vision. Although the EOI attracted interest, DevelopmentWA did not finalise commercial terms with a proponent at the time.

In 2018, the City of Karratha acquired Lot 7078 from DevelopmentWA subject to a restrictive covenant requiring hotel development, formally cementing the land's strategic hospitality role. The City then reached agreement with Pacifica Developments for a ~100-room, four-star hotel, to be branded as a Hilton Garden Inn, including:

- (i) leasing part of the land for developing and operating the hotel, and
- (ii) up to \$10 million in City funds to assist with fit-out, with these funds and a 3.5% yield to be recovered through lease payments from the hotel owner/operator.

Prevailing construction market pressures and labour constraints, including supply-chain disruptions associated with COVID-19, meant that proposal did not progress to delivery. The Development Application approved in 2019 for the Pacifica Developments proposal is attached as **Appendix B**.

In 2022, the City initiated a formal Request for Proposal process to secure a development partner for the site. While a preferred proponent was identified, the project did not advance to contract execution due to market conditions and feasibility challenges at the time.

With conditions stabilising and demand for quality short-stay accommodation sustained, Council resolved in November 2025 to invite proposals again, re-testing market interest for a landmark hotel at The Quarter.

#### **2.2.5 Development Objectives**

The site occupies a prime position in the heart of Karratha's City Centre, with frontage to Warambie Road and convenient access to Sharpe Avenue, the main retail spine and town square. The project must deliver a high level of amenity and uphold the architectural benchmark established by surrounding Quarter buildings. Targeted outcomes include:

- A design that addresses street frontages and interfaces with the adjacent commercial building, town square, and apartments;
- High-quality architectural and urban design;
- A minimum 4-Star rating and capacity for ~100 rooms;
- Permeability and activity at ground level; and
- Facilities serving hotel guests, business groups, and the general public.

The City will work with the successful proponent to ensure a high-quality outcome and may negotiate refinements with the preferred proponent. To maintain consistency between proposal and delivery, the development application and building plans must be submitted to the City for approval prior to lodgement with the Pilbara JDAP.

## 2.3 Proposals

Respondents are required to submit a comprehensive delivery model that addresses design, financing, construction, and operational arrangements, and clearly demonstrates how the Development Objectives will be achieved. Proposals must respond to the Selection Criteria in Section 3.2 and sufficiently detail commercial structures, risk allocation, and indicative program.

While the primary intent for Lot 7078 is the delivery of a premium short-stay hotel supported by complementary activation uses such as retail and food and beverage offerings along the street frontage, the City will also consider proposals that incorporate additional mixed-use elements—such as commercial office space or serviced apartments—where these components strengthen overall project feasibility and remain compatible with the objectives for The Quarter precinct.

In particular, proposals should provide detailed information on the following:

- **Corporate Structure** – Provide details of the proposed corporate structure, including the identity of any developer, hotel operator, investors, and financiers, and describe the commercial relationships between these parties.
- **Land Tenure** – Specify whether the proposal seeks to lease or acquire freehold title for all or part of the subject land.
- **Financing Structure** – Detail proposed sources of funding for both construction and operations including the value of developer equity contributions, commercial or other finance, and any contribution sought from the City, noting the City’s preference for projects that are financially self-sufficient or capable of providing an appropriate return on City investment.
- **Financial Modelling** – Include financial modelling and forecasts covering overall construction cost, projected operating income and expenses, and all underlying assumptions.
- **Construction Methodology** – Outline whether the development will be delivered in-situ or via off-site modular construction, and identify where materials or modules will be sourced.
- **Project Timeline** – Provide a detailed construction timeline for the proposed development, including key milestones from commencement through completion. The timeline should also acknowledge the City’s requirement to undertake legislative actions associated with entering into a Major Land Transaction, as outlined in Section 2.7.

## 2.4 Implementation Timetable

Description	Date
Issue of Request for Proposals	18 March 2026
Briefing	25 March 2026
Deadline for Responses	22 May 2026
Council consideration of responses and list of acceptable tenderers determined	29 June 2026
Negotiation of MoU/Heads of Agreement with Preferred Proponent	July 2026
Formal notification sent regarding Expression of Interest outcome	31 July 2026
Drafting of Major Land Transaction Business Plan <i>OR</i> Private Request for Tender issued (as applicable)	August 2026
Public Advertising	September-October 2026
Final Council Decision / Tender Awarded	23 November 2026

The above dates have been provided as an indicative guide only and are subject to change.

### 3 RESPONDENT'S SUBMISSION

#### 3.1 Response Form

The Chief Executive Officer  
City of Karratha  
Welcome Road  
KARRATHA WA 6714

(PLEASE COMPLETE ALL FIELDS USING BLOCK LETTERS)

I/We (Registered Entity Name): \_\_\_\_\_

Registered Entity Street Address: \_\_\_\_\_

Registered Entity Postal Address: \_\_\_\_\_

ABN: \_\_\_\_\_ ACN (if any): \_\_\_\_\_

Telephone No: \_\_\_\_\_ Facsimile No: \_\_\_\_\_

Email: \_\_\_\_\_

#### In response to EO1000003 – The Quarter Hotel Development:

I/We agree that I am/We are bound by, and will comply with this Expression of Interest and its associated schedules, attachments, all in accordance with the Conditions of Responding contained in this Expression of Interest signed and completed.

I/We agree that there will be no cost payable by the Principal towards the preparation or submission of this Submission irrespective of its outcome.

The indicative consideration is as provided under the schedule of rates of prices in the prescribed format and submitted with this Submission.

Dated this: \_\_\_\_\_ Day of: \_\_\_\_\_ Year: \_\_\_\_\_

Name of Authorised Signatory: \_\_\_\_\_

**Signature** of Authorised Signatory of Respondent: \_\_\_\_\_

Position Title of Authorised Signatory: \_\_\_\_\_

Telephone No: \_\_\_\_\_ Facsimile No: \_\_\_\_\_

Authorised Signatory Email: \_\_\_\_\_

## 3.2 Selection Criteria

### 3.2.1 Compliance Criteria

Please select with a “Yes” or “No” whether you have complied with the following compliance criteria.

DESCRIPTION	SELECT	
Respondents must address the following information under the heading “ <b>Compliance Criteria</b> ”.		
a) Compliance with the Conditions of Responding contained in the Expression of Interest.	<input type="checkbox"/> YES	<input type="checkbox"/> NO
b) Compliance with the Specification contained in the Expression of Interest.	<input type="checkbox"/> YES	<input type="checkbox"/> NO
c) Completion of the Response Form, including the signature of the Authorised Signatory.	<input type="checkbox"/> YES	<input type="checkbox"/> NO
d) Indicative project costings completed in full and submitted in the format requested by the Principal.	<input type="checkbox"/> YES	<input type="checkbox"/> NO
e) Risk Assessment		
<i>i. An outline of your organisational structure.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>ii. Provide the organisations directors/company owners.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>iii. Provide a summary of the number of years your organisation has been in business.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>iv. Attach details of two (2) referees including details of previous projects undertaken for your referees where possible.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>v. Are you acting as an agent for another party? If Yes, attach details (including name and address) of your Principal.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>vi. Do you intend to subcontract any of the Requirements? If Yes provide details of the subcontractor/s and the Requirements that will be subcontracted.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>vii. Will any actual or potential conflict of interest in the performance of your obligations under the Contract exist if you are awarded the Contract, or are any such conflicts likely to arise during the Contract? If Yes, please supply details of any actual or potential conflicts of interest and how any conflict will be dealt with.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>viii. Are you presently able to pay all of your debts in full as and when they fall due?</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO
<i>ix. Are you currently engaged in litigation as a result of which you may be liable for \$50,000 or more? If Yes, please provide details.</i>	<input type="checkbox"/> YES	<input type="checkbox"/> NO

### 3.2.1.1 Insurances

The following insurance and minimum level of cover will be required under the proposed contract:

Type	Insured Amount
Public Liability	\$20,000,000 any one occurrence
Product Liability	\$20,000,000 any one occurrence and in the aggregate
Workers Compensation or Personal Accident Insurance (whichever may apply)	The contractor shall insure against liability for death of or injury to persons employed by the contractor including liability by statute and at common law to a limit of not less than \$50,000,000. Cover extended to include Principals Indemnity Clause for Act and common law including waiver of subrogation.
Contract Works	Contract value and no less than \$20,000,000 public and product liability arising from the contract.
Professional Indemnity	\$5,000,000 any one claim and in the aggregate.

### 3.2.2 Qualitative Criteria

Before responding to the following qualitative criteria, Respondents must note the following:

- a) All information relevant to your answers to each criterion are to be contained within your Submission;
- b) Respondents are to assume that the Evaluation Panel has no previous knowledge of your organisation, its activities or experience;
- c) Respondents are to provide full details for any claims, statements or examples used to address the qualitative criteria; and
- d) Respondents are to address each issue outlined within a qualitative criterion.

A. Value for Money	Weighting	Tick if attached
Respondents must address the following information under the heading “ <b>Value for Money</b> ”.	<b>&lt;30%&gt;</b>	<input type="checkbox"/>
<ol style="list-style-type: none"> <li>i. Provide a high-level summary of the project proposal;</li> <li>ii. Provide an overview of the commercial principles that underpin the project including an indicative budget for the total cost of the project;</li> <li>iii. Outline the financial structure proposed including the contribution required from the City;</li> <li>iv. Detail the financial risks associated with the proposed structure and strategies to minimise these risks; and</li> <li>v. Outline the proposed legal and commercial structures of the project.</li> </ol>		

<b>B. Strategic Fit</b> Respondents must address the following information under the heading “ <b>Strategic Fit</b> ”.	Weighting <b>&lt;20%&gt;</b>	Tick if attached <input type="checkbox"/>
<ul style="list-style-type: none"> <li><i>i. Demonstrate an approach to planning, design and construction that will assist in achieving the Development Objectives and that achieves design outcomes aligned to State Planning Policy 7.0 Design of the Building Environment;</i></li> <li><i>ii. Demonstrate how the proposal supports efforts to enhance the liveability of Karratha in line with the City of Karratha Council Plan 2025-2035 and City of Karratha Local Planning Strategy (<a href="https://karratha.wa.gov.au/lps">https://karratha.wa.gov.au/lps</a>);</i></li> <li><i>iii. Provide an overview of proposed design and construction that is sensitive to existing environmental and neighbourhood characteristics;</i></li> <li><i>iv. Provide a description of the benefits the proposed project brings to the local community.</i></li> </ul>		

<b>C. Relevant Experience</b> Respondents must address the following information under the heading “ <b>Relevant Experience</b> ”.	Weighting <b>&lt;15%&gt;</b>	Tick if attached <input type="checkbox"/>
<ul style="list-style-type: none"> <li><i>i. Provide an overview of relevant experience in developing and managing similar facilities in Australia or internationally.</i></li> </ul>		

<b>D. Methodology</b> Respondents must address the following information under the heading “ <b>Methodology</b> ”.	Weighting <b>&lt;15%&gt;</b>	Tick if attached <input type="checkbox"/>
<ul style="list-style-type: none"> <li><i>i. Provide a high-level project schedule/timeline for the successful delivery of the hotel development;</i></li> <li><i>ii. Provide an explanation of the respective roles expected to be played by the City and the Respondent in the proposed project and a list of other partners and their roles; and</i></li> <li><i>iii. Outline any strategic initiatives or innovative technologies that may be implemented in delivering the project.</i></li> </ul>		

<b>E. Capacity to Deliver</b> Respondents must address the following information under the heading “ <b>Capacity to Deliver</b> ”.	Weighting <b>&lt;20%&gt;</b>	Tick if attached <input type="checkbox"/>
<ul style="list-style-type: none"> <li><i>i. Provide information that demonstrates that the respondent has sufficient financial and resource capacity to deliver the project;</i></li> <li><i>ii. Provide an overview of resources available to the project having regard to current market conditions;</i></li> <li><i>iii. Provide an overview of how the respondent will partner with industry, government, local aboriginal groups and/or local businesses to achieve the Development Objectives; and</i></li> <li><i>iv. Provide information on why this proposal is likely to succeed where other proponents/proposals have not succeeded.</i></li> </ul>		

## **4 APPENDICES**

**Appendix A Indicative location of the proposed public toilet amenity within Lot 7078**

**Appendix B 2019 Approved Development Application - Lot 7078 Sharpe Avenue**

# APPENDIX A



*Indicative location of the proposed public toilet amenity within Lot 7078*

**APPENDIX B**  
**(Attached)**

SHARPE AVENUE

WARAMBIE ROAD

BARLOW LANE

**LEGEND**

-  EXISTING TREE
-  EXISTING TREE TO BE REMOVED
-  PROPOSED LEVEL
-  EXISTING SPOT LEVEL
-  HOTEL BOUNDARY
-  LOT BOUNDARY

**DEVELOPMENT  
ASSESSMENT PANEL**

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**APPROVED**

**17-Sep-2019**



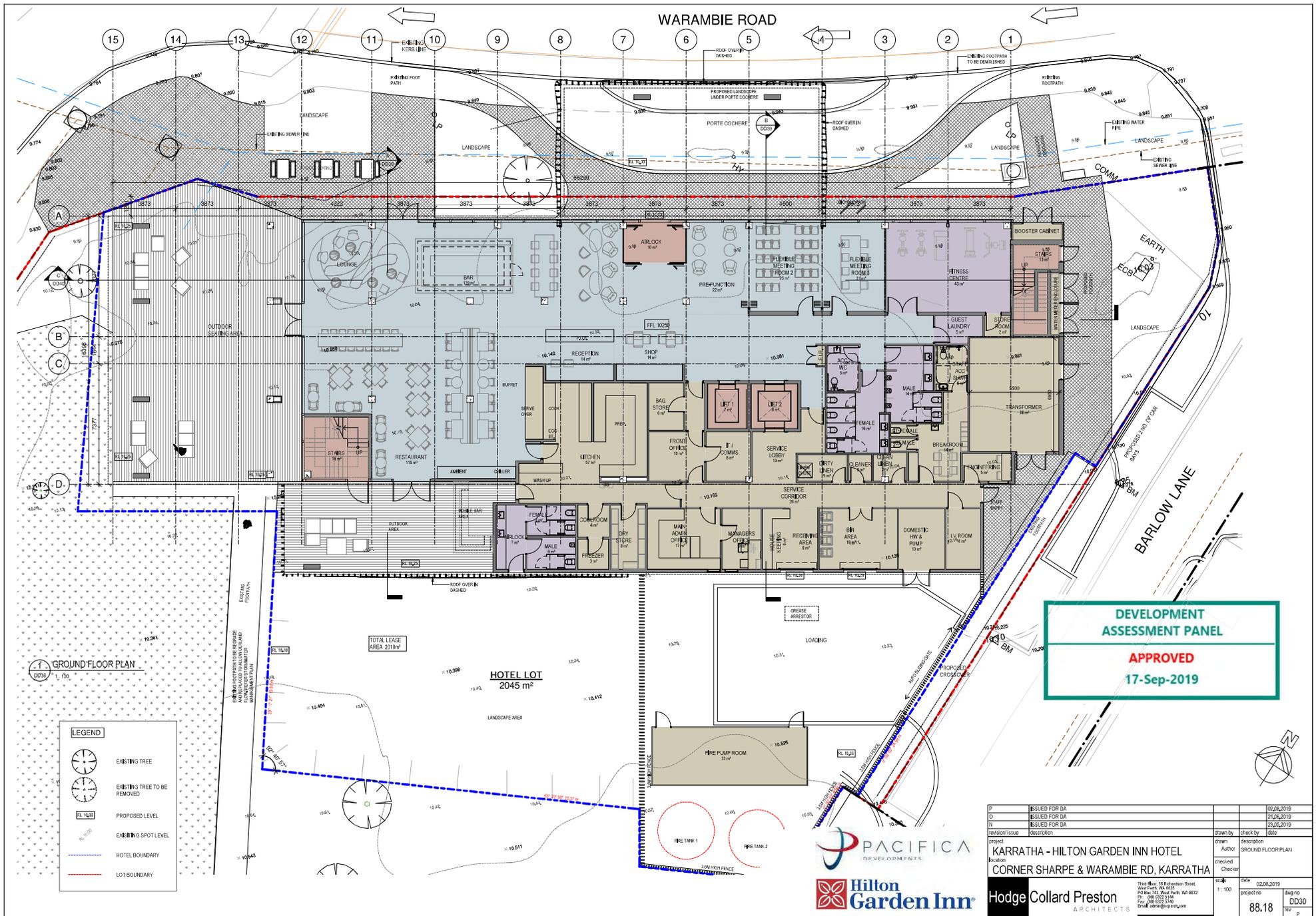
1 SITE PLAN  
0006 1:250



K	ISSUED FOR DA			02/28/2019
J	ISSUED FOR DA			21/06/2019
I	ISSUED FOR DA			23/05/2019
Issue	Description	Drawn by	check by	Date
Project	KARRATHA - HILTON GARDEN INN HOTEL	Author	Author	SITE PLAN
Location	CORNER SHARPE & WARAMBIE RD, KARRATHA	Checked	Checked	
Scale	As indicated	Date	02/28/2019	
Project no	88.18	Draw no	DD29	
Rev	K			

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1 GROUND FLOOR PLAN  
DATE: 17/09/2019

LEGEND	
	EXISTING TREE
	EXISTING TREE TO BE REMOVED
	PROPOSED LEVEL
	EXISTING SPOT LEVEL
	HOTEL BOUNDARY
	LOT BOUNDARY

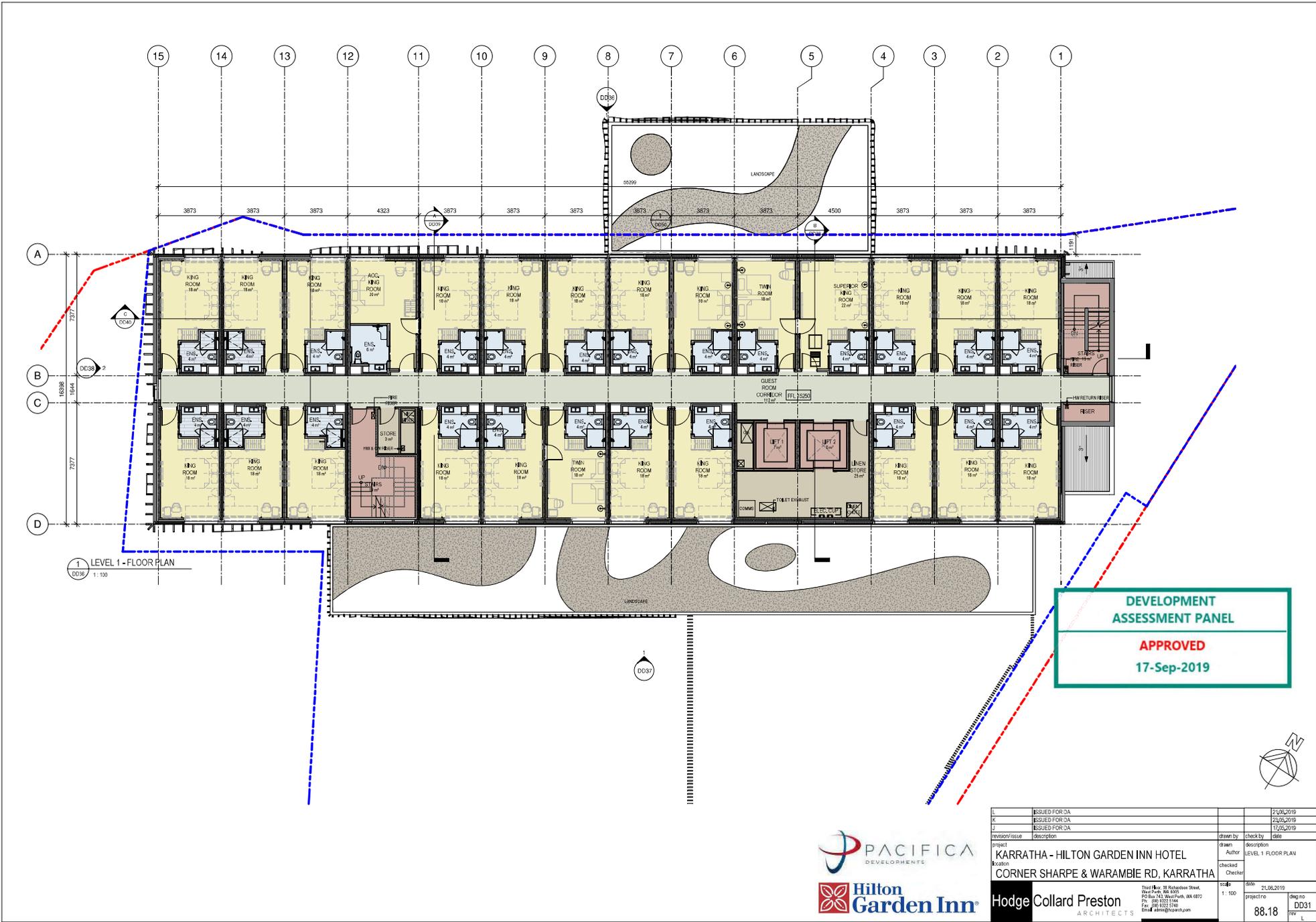
**DEVELOPMENT ASSESSMENT PANEL**  
**APPROVED**  
**17-Sep-2019**



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T	ISSUED FOR DA	23/05/2019
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LOCATION	CORNER SHARPE & WARAMBIE RD, KARRATHA	
SCALE	1:100	
DATE	02/08/2019	
PROJECT NO	88.18	DWG NO DD30
REV		

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 Email: info@hodge.com

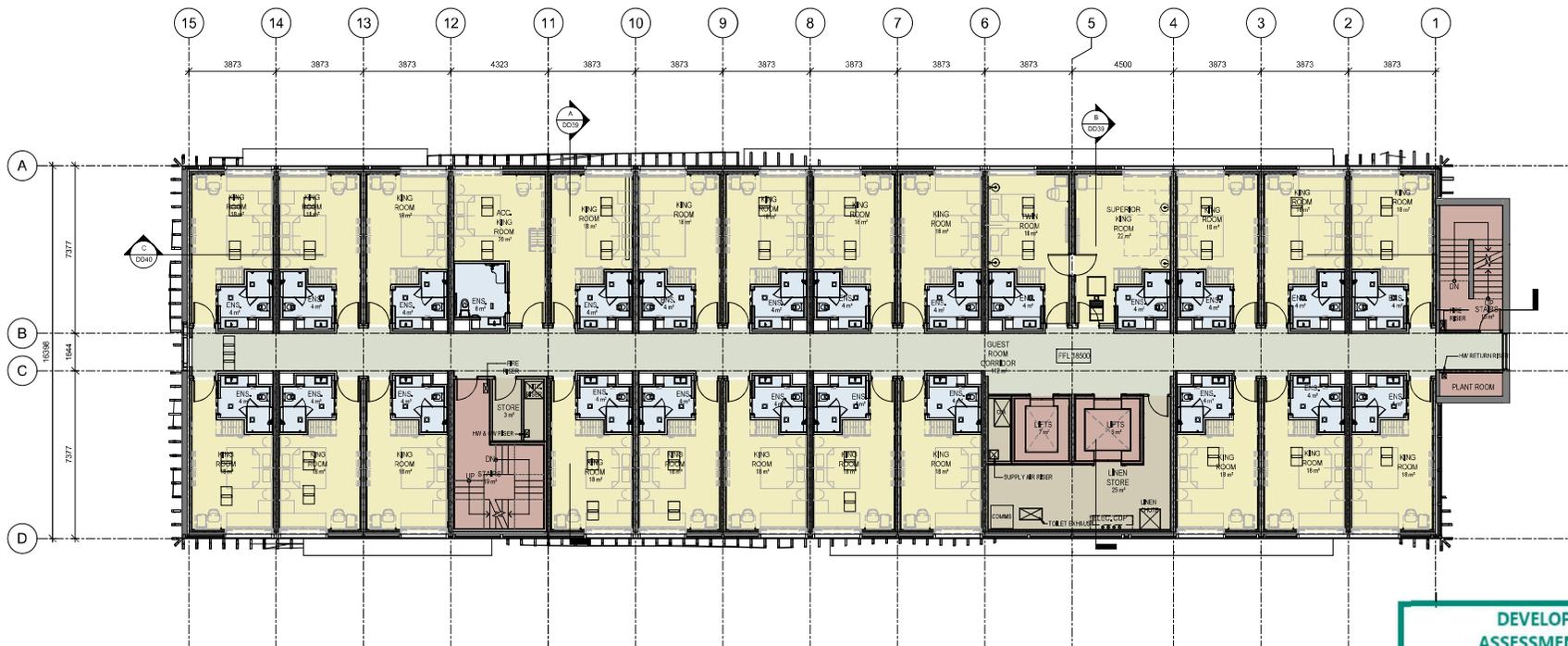


1 LEVEL 1 - FLOOR PLAN  
DD18 1:100

**DEVELOPMENT  
ASSESSMENT PANEL**  
  
**APPROVED**  
  
**17-Sep-2019**



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K	ISSUED FOR DA		21/05/2019
J	ISSUED FOR DA		17/05/2019
revision/issue	description	drawn by	check by
		Author	LEVEL 1 FLOOR PLAN
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location	CORNER SHARPE & WARAMBIE RD, KARRATHA	checked	Checked
scale	1:100	date	21_05_2019
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rev	L	rev	L



**DEVELOPMENT  
ASSESSMENT PANEL**

**APPROVED**

**17-Sep-2019**

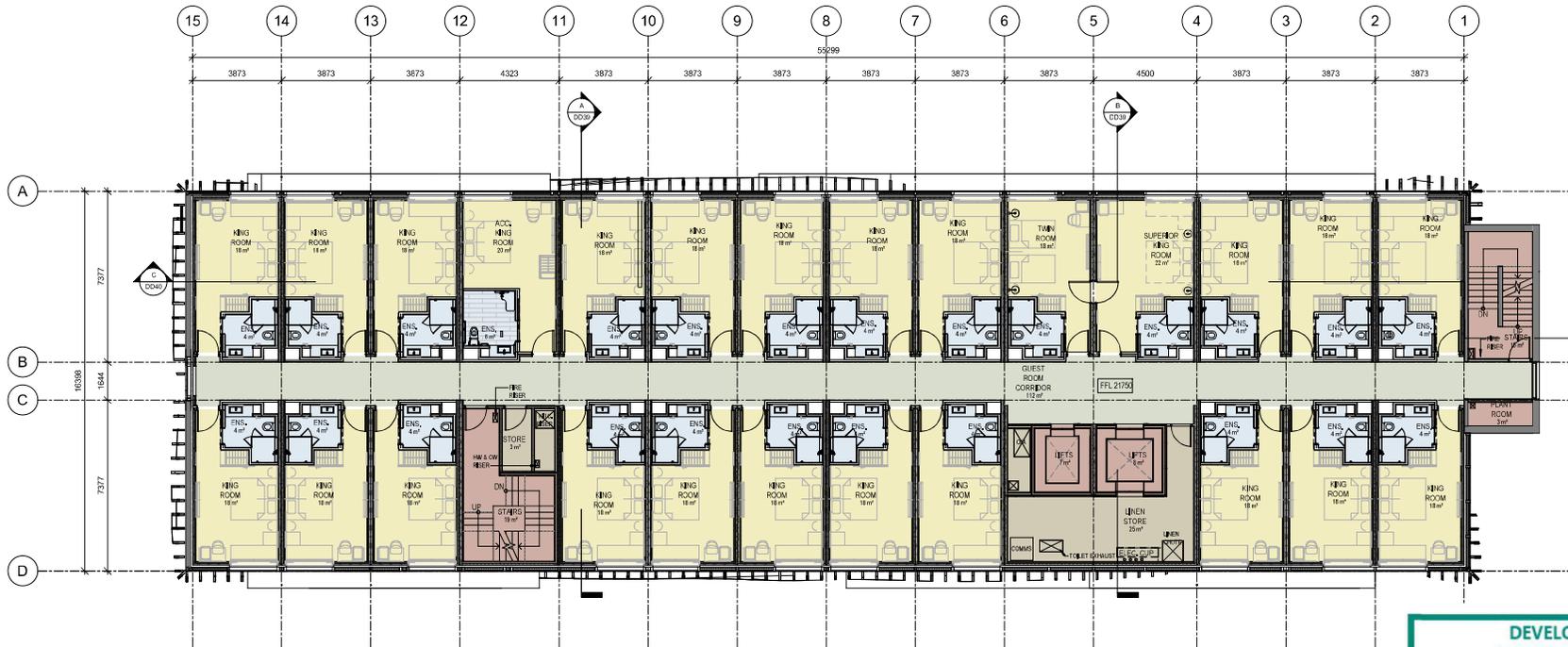
1 LEVEL 2 - FLOOR PLAN  
DU36 1:100



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D	ISSUED FOR DA			23/JUL/2019
C	ISSUED FOR DA			17/JUN/2019
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location	CORNER SHARPE & WARAMBIE RD, KARRATHA	Checked		
		Checker		
		scale	date	
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		project no	draw no	
		88.18	DD32	
		REV	E	

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1 FLOOR PLAN - LEVEL 3  
DD36 1:100

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ASSESSMENT PANEL**

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**17-Sep-2019**

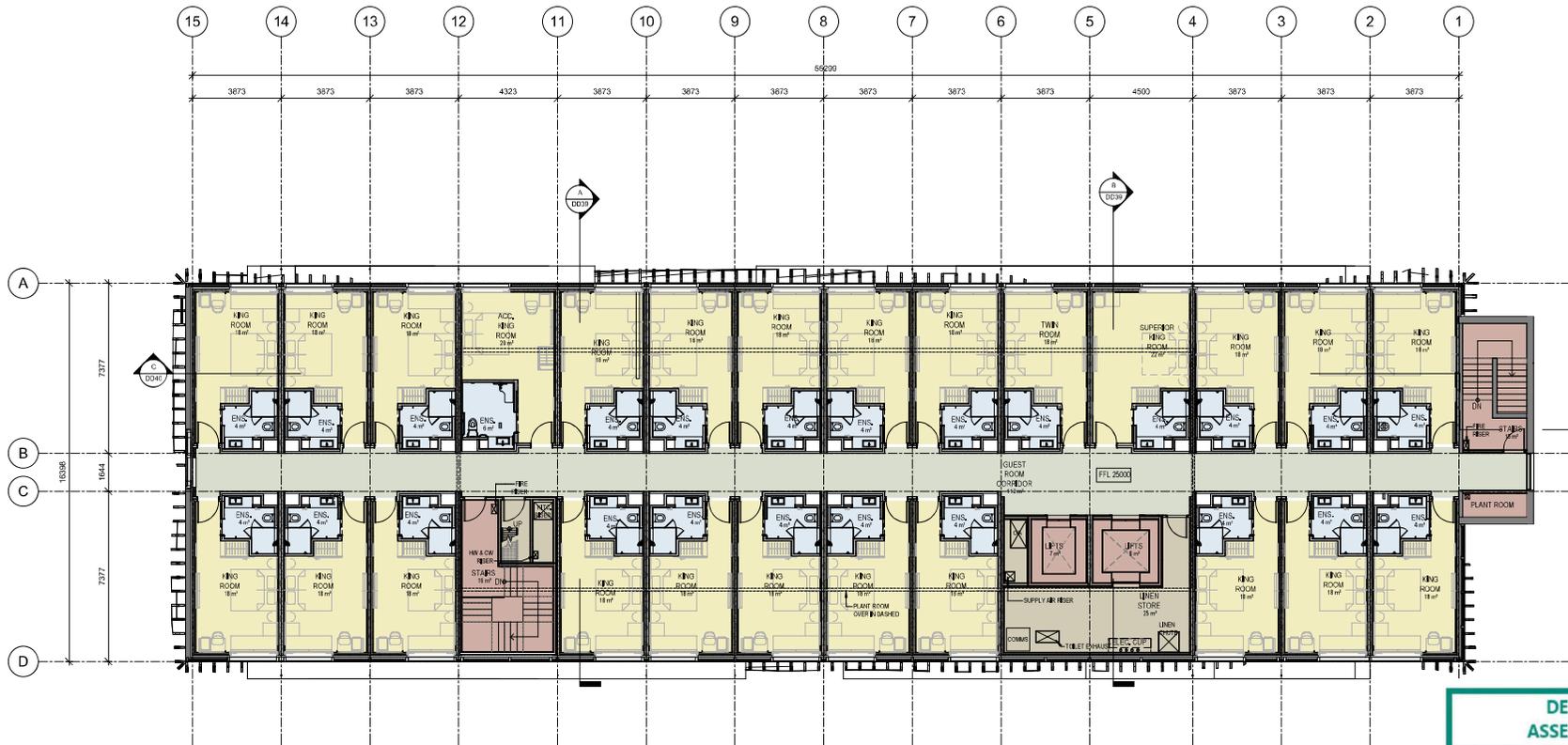


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location	CORNER SHARPE & WARAMBIE RD, KARRATHA	date
		author
		description
		checked
		checker
		scale
		date
		project no
		draw no
		rev

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21/08/2019  
1:100  
88.18  
DD33



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ASSESSMENT PANEL**

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**17-Sep-2019**

1 FLOOR PLAN - LEVEL 4  
DD34 1:100



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D	ISSUED FOR DA		23/JUL/2019
C	ISSUED FOR DA		17/JUN/2019
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Location	CORNER SHARPE & WARAMBIE RD, KARRATHA	Author	description
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		Checker	
		Scale	date
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		project no	draw no
		88.18	DD34
		REV	E

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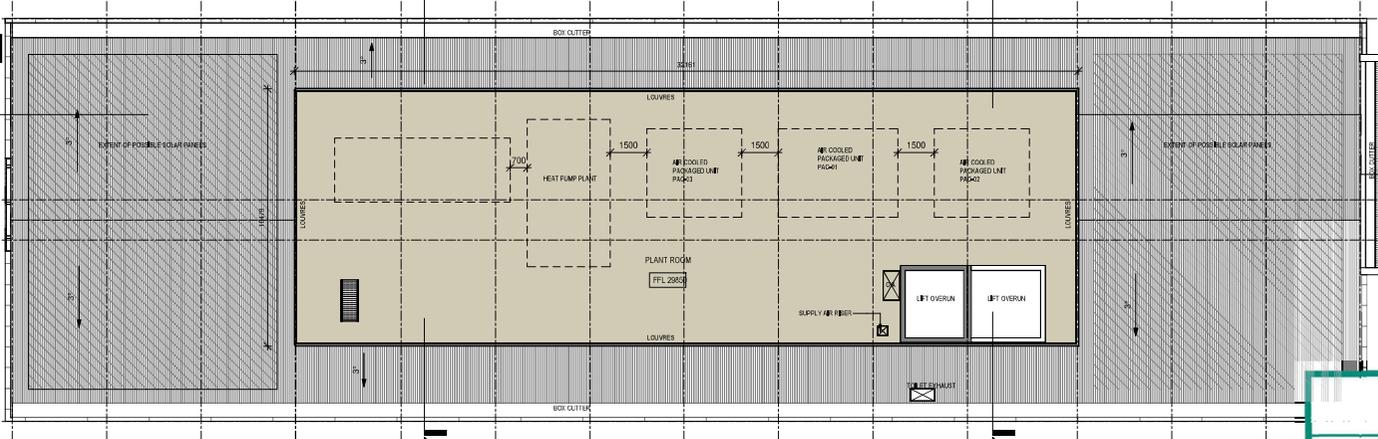
37ed Hwy, 18 Highbrook Street  
West Perth, WA 6005  
PO Box 763, West Park, WA 6872  
Ph: (08) 9251 5144  
Fax: (08) 9252 5740  
Email: hodge@hodge.com

15 14 13 12 11 10 9 8 7 6 5 4 3 2 1

3873 3873 3873 4323 3873 3873 3873 3873 3873 3873 4500 3873 3873 3873

A  
B  
C  
D

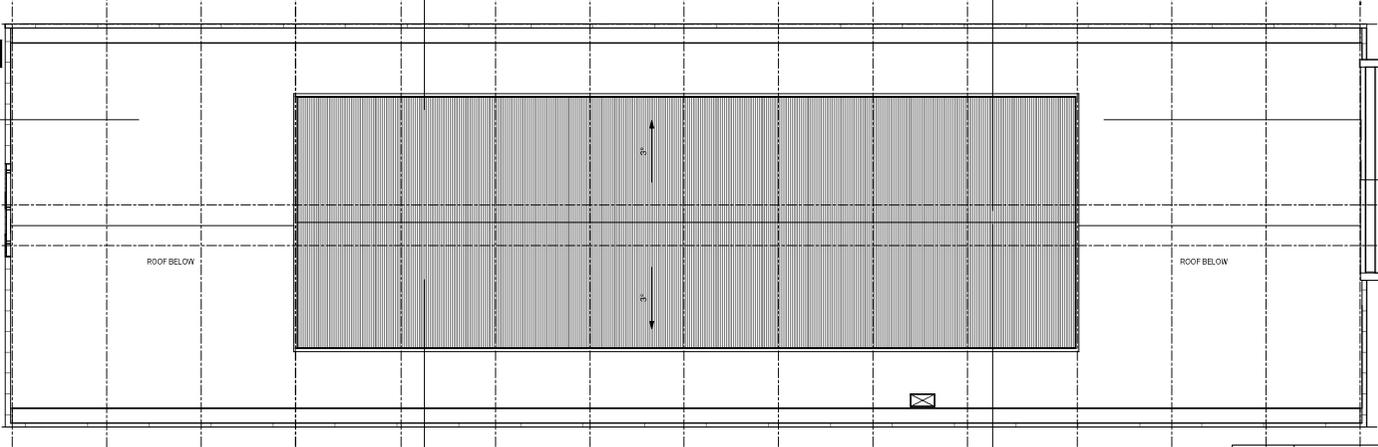
7977  
16398  
1644  
7977



1 PLANT LEVEL  
DC36 1:100

A  
B  
C  
D

7977  
16398  
1644  
7977



2 UPPER ROOF PLAN  
DC36 1:100

**DEVELOPMENT  
ASSESSMENT PANEL**

**APPROVED**

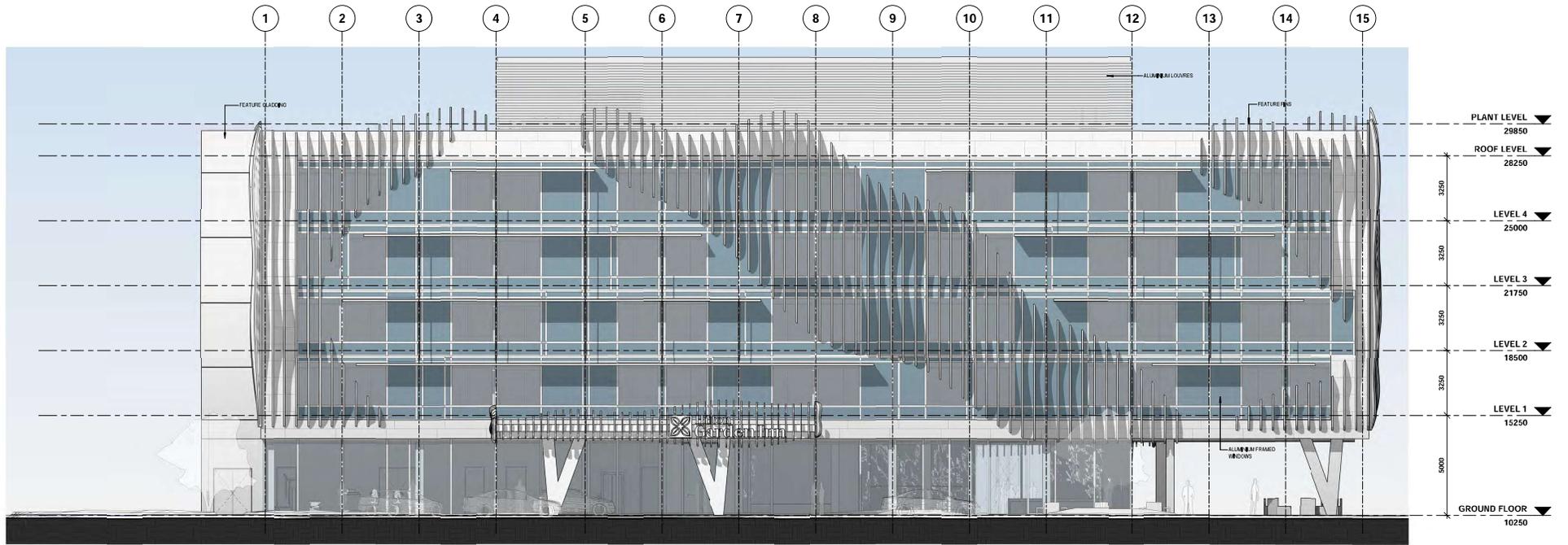
**17-Sep-2019**



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location	CORNER SHARPE & WARAMBIE RD, KARRATHA	description
		ROOF PLAN
		checked
		checked
		date
		21/08/2019
		scale
		1:100
		project no
		88.18
		draw no
		DD35
		rev
		G

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1 NORTH ELEVATION  
DD31 1:100

NOTES  
REFER TO 3D VIEWS FOR  
MATERIAL & COLOUR

**DEVELOPMENT  
ASSESSMENT PANEL**

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**17-Sep-2019**



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ISSUED FOR DA	23/04/2019
ISSUED FOR DA	17/05/2019
DESCRIPTION	DESCRIPTION
PROJECT	DRAWN BY
LOCATION	CHECKED BY
KARRATHA - HILTON GARDEN INN HOTEL	
CORNER SHARPE & WARAMBIE RD, KARRATHA	
SCALE	DATE
1:100	21/08/2019
PROJECT NO	DWG NO
88.18	DD36
REV	

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1 SOUTH ELEVATION  
DD37 1:100

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ASSESSMENT PANEL**

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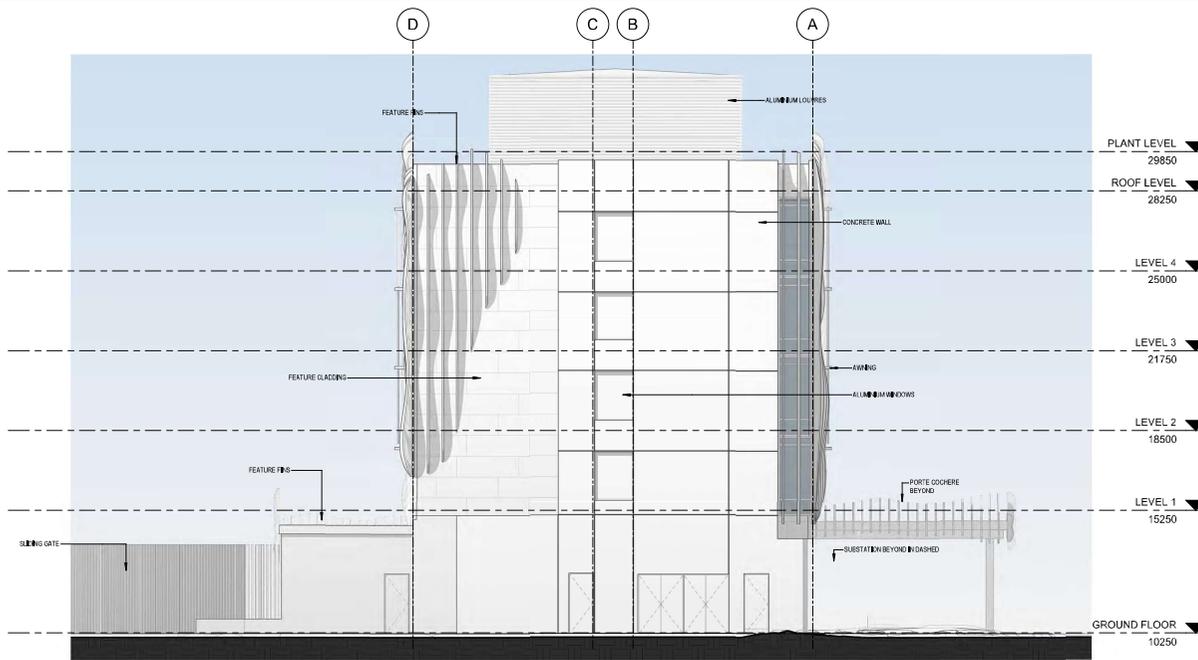
**APPROVED**  
**17-Sep-2019**



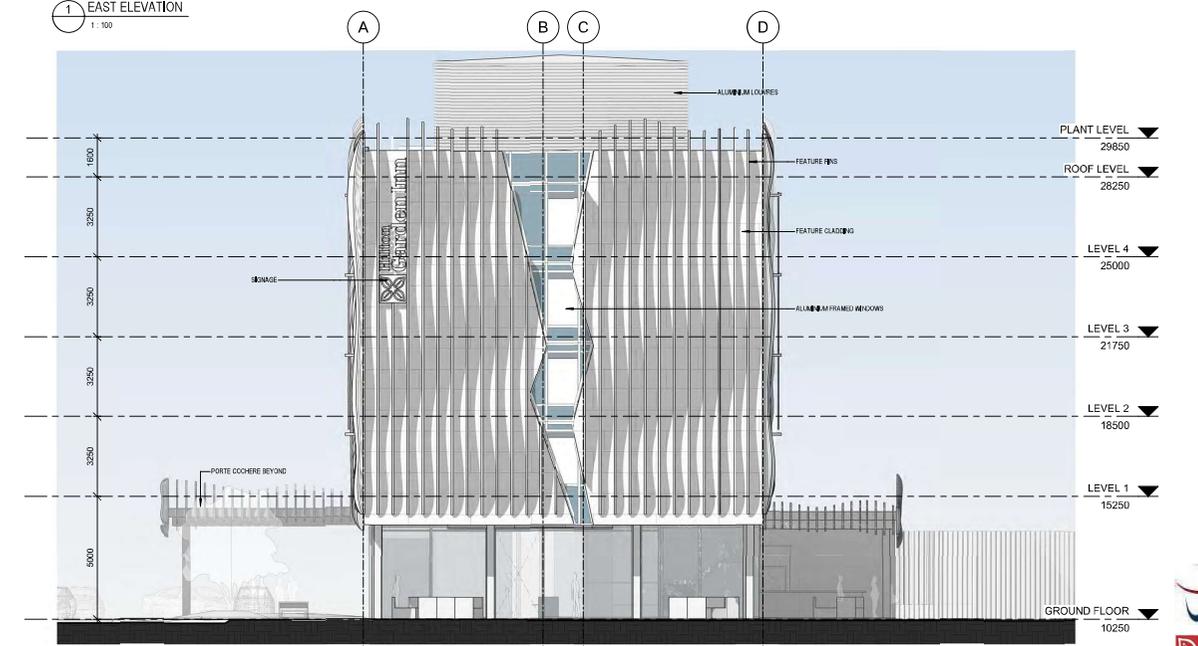
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C	ISSUED FOR DA	17/08/2019
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location	CORNER SHARPE & WARAMBIE RD, KARRATHA	checked NP
scale	1:100	date 21/08/2019
project no	88.18	draw no DD37
REV	E	

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1 EAST ELEVATION  
1:100



2 WEST ELEVATION  
1:100

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ASSESSMENT PANEL**

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**17-Sep-2019**

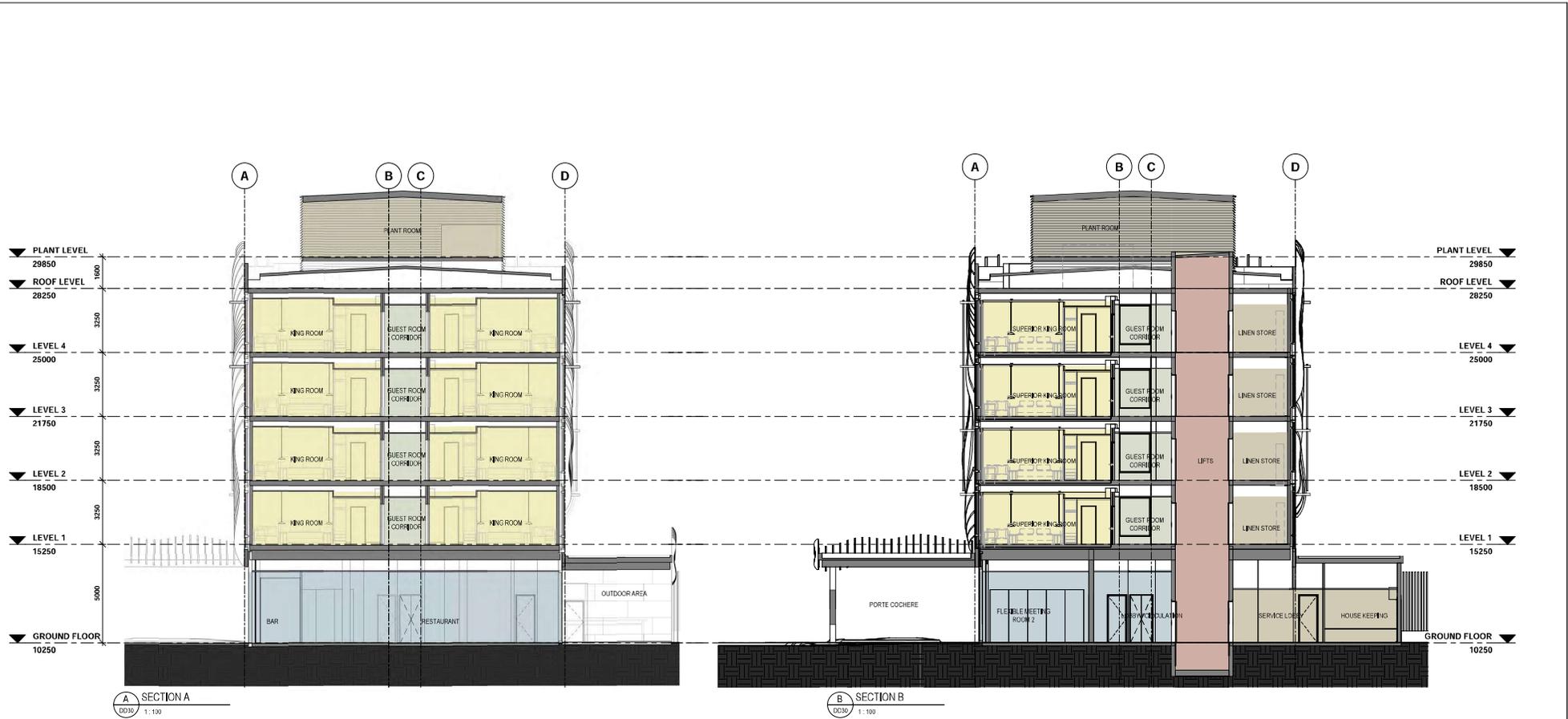
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DATE: 21/08/2019



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F	ISSUED FOR DA		17/09/2019
DATE/ISSUE	DESCRIPTION	DRAWN BY	CHECK BY
PROJECT	KARRATHA - HILTON GARDEN INN HOTEL	AUTHOR	DESCRIPTION
LOCATION	CORNER SHARPE & WARAMBIE RD, KARRATHA	CHECKER	EAST & WEST ELEVATIONS
SCALE	1:100	DATE	21/08/2019
PROJECT NO	88.18	DWG NO	DD38
REV	H		

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ISSUED FOR DA	23/05/2019			
ISSUED FOR DA	17/05/2019			
DATE/ISSUE	DESCRIPTION	DRAWN BY	CHECK BY	DATE
PROJECT	KARRATHA - HILTON GARDEN INN HOTEL	AUTHOR	SECTION A & B	
LOCATION	CORNER SHARPE & WARAMBIE RD, KARRATHA	INCHIEF		
		CHECKER		
		SCALE	DATE	
		1:100	21/06/2019	
		PROJECT NO	DWG NO	
		88.18	DD39	
		REV	G	

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C SECTION C  
DD39 1:100

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F	ISSUED FOR DA			23/JUL/2019
E	ISSUED FOR DA			17/JUN/2019
description	description	drawn by	check by	date
project	KARRATHA - HILTON GARDEN INN HOTEL	Author	SECTION C	
location	CORNER SHARPE & WARAMBIE RD, KARRATHA	checked		
		Checker		
		scale	date	
		1:100	21/JUL/2019	
		project no	88.18	dag no
				DD40
				REV G

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1 3D VIEW FROM INTERSECTION OF WARAMBIE RD & SHARPE AVE  
1:1



D	ISSUED FOR DA			21/08/2019
C	ISSUED FOR DA			23/08/2019
B	ISSUED FOR DR			17/05/2019
Rev	description	drawn by	check by	date
1	KARRATHA - HILTON GARDEN INN HOTEL	Author	3D VIEW SH101	
2	CORNER SHARPE & WARAMBIE RD, KARRATHA	checked		
		Checker		
The Hub: 30 Highcross Street West Perth, WA 6005 PO Box 743, West Perth, WA 6012 Ph: (08) 9222 8248 Fax: (08) 9222 8740 Email: <a href="mailto:info@hodgecollard.com">info@hodgecollard.com</a>		scale	date	
<b>Hodge Collard Preston</b> ARCHITECTS		1:1	21/08/2019	
		project no	88.18	dwg no
		rev		DD71
		ID		



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ASSESSMENT PANEL**

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**17-Sep-2019**

1 3D VIEW FROM CORNER OF WARAMBIE ROAD AND BARLOW LANE  
1:1



D	ISSUED FOR DA			21/08/2019
C	ISSUED FOR DA			23/08/2019
B	ISSUED FOR DR			17/05/2019
Developer issue description	drawn by	check by	date	
project	Author	3D VIEW SH1 02		
location	checked			
	Checker			
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project no	88.18	dwg no	DD72	
rev		rev		

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Fax: (08) 922 5740  
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**17-Sep-2019**

1 3D VIEW FROM PUBLIC OPEN SPACE ALONG SHARPE AVE  
1:1



ID	ISSUED FOR DA	DATE	21/08/2019
DC	ISSUED FOR DA	DATE	23/08/2019
DI	ISSUED FOR DR	DATE	17/09/2019
Developer Issue	Description	Drawn by	check by
project	KARRATHA - HILTON GARDEN INN HOTEL	Author	description
location	CORNER SHARPE & WARAMBIE RD, KARRATHA	checked	3D VIEW SH1 03
		RT	
		DATE	21/08/2019
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		dwg no	DD73
		REV	0

**Hodge Collard Preston**  
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Fax: (08) 923 5740  
Email: hcp@hodgecp.com



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**17-Sep-2019**

1 3D CLOSE UP VIEW ALONG WARAMBIE ROAD  
1:1



ID	ISSUED FOR DA	DATE	21/08/2019
IC	ISSUED FOR DA	DATE	23/08/2019
IS	ISSUED FOR DA	DATE	17/09/2019
Developer Issue Description	Drawn by	check by	DATE
project	Author	description	
location	checked	3D VIEW SH1 04	
	Checker		
	DATE	21/08/2019	
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	REV		ID

**Hodge Collard Preston**  
ARCHITECTS

1:1  
88.18



**DEVELOPMENT  
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**17-Sep-2019**

① 3D CLOSE UP VIEW FROM SOUTHERN CORNER  
1:11



ID	ISSUED FOR DA		21/08/2019
C	ISSUED FOR DA		23/08/2019
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revision	description	drawn by	check by
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		rev	ID

**Hodge Collard Preston**  
ARCHITECTS

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