



ORDINARY MEETING SUPPLEMENTARY AGENDA

Notice is hereby given that the **Ordinary Meeting** of the **Whitsunday Regional Council** will be held at the Bowen Council Chambers, 67 Herbert Street, Bowen on **Wednesday 25 November 2020** commencing at **9:00a.m.** and a Supplementary Agenda is attached.

Councillors: Andrew Willcox, Jan Clifford, Al Grundy, John Collins, Michelle Wright and Gary Simpson

Council acknowledges and shows respect to the Traditional Custodian/owners in whose country we hold this meeting.

Rodney Ferguson

CHIEF EXECUTIVE OFFICER



Supplementary Agenda of the **Ordinary Meeting** to be held at
the Bowen Council Chambers, 67 Herbert Street, Bowen
on Wednesday 25 November 2020 commencing at 9:00a.m.

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18.1	500.2020.0066 Expression Of Interest – Shute Harbour Marine Commercial Opportunity	3

18. Office of the Mayor and CEO
- 18.1 500.2020.0066 EXPRESSION OF INTEREST – SHUTE HARBOUR MARINE COMMERCIAL OPPORTUNITY

AUTHOR: Craig Turner – Chief Operating Officer - Aviation and Tourism
Peter Shuttlewood – Executive Manager Procurement, Property & Fleet

RESPONSIBLE OFFICER: Rodney Ferguson – Chief Executive Officer

OFFICER'S RECOMMENDATION

That Council shortlist the following respondents and written tenders be invited from that shortlist for the Shute Harbour Marine Facility Commercial opportunity in accordance with Section 228 (7) Local Government Regulation 2012.

1. Café
 - a. CCIG Investments Pty Ltd T/As Daydream Island Resort.
2. Office
 - a. The State of Queensland represented by Department of Transport and Main Roads
 - b. CCIG Investments Pty Ltd T/As Daydream Island Resort
 - c. The Riverside Coal Transport Company Pty Ltd T/As Riverside Marine
3. Fuel Facility Management
 - a. The Riverside Coal Transport Company Pty Ltd T/As Riverside Marine
 - b. The Trustee for The Darrouzet Property Trust T/As Coral Sea Marina Resort
4. Terminal Ticketing/booths
 - a. Cruise Whitsundays Pty Ltd
 - b. Sojourn Properties Pty Ltd T/as Elysian Retreat
 - c. The Trustee for Palm Bay Unit Trust T/As Palm Bay Corporation Pty Ltd
 - d. Island Transfers Pty Ltd
 - e. R3 Property Investments Pty Ltd T/As Pioneer Adventures
 - f. Reef Star Cruises Pty Ltd – 74.3%
 - g. The Riverside Coal Transport Company Pty Ltd T/As Riverside Marine
 - h. Kelebek Pty Ltd T/As Whitsunday Paradise Explorer
5. Pontoon Berthing Rights

Management of Pontoon berthing

 - a. The Trustee for The Darrouzet Property Trust T/As Coral Sea Marina Resort
 - b. DJ Sales

Pontoon berthing

- a. Cruise Whitsundays Pty Ltd
- b. CCIG Investments Pty Ltd T/As Daydream Island Resort
- c. Sojourn Properties Pty Ltd T/as Elysian Retreat
- d. Denison Star Pty Ltd T/As Explore group
- e. The State of Queensland represented by Department of Transport and Main Roads
- f. Reef Star Cruises Pty Ltd
- g. Frolleka Pty Ltd T/As Ricochet Yachting
- h. The Riverside Coal Transport Company Pty Ltd T/As Riverside Marine

Small Tourism Operating areas

- a. Island Transfers Pty Ltd
- b. Neill M M Kennedy & Hayley A Wilson T/As Salty Dog Sea Kayaking
- c. SJ Vickery & Tm Vickery T/As Whitsunday Island Camping Connection

The following report has been submitted for inclusion into Council's Ordinary Council Meeting to be held on Wednesday 25 November 2020.

SUMMARY

The Shute Harbour marine facility suffered significant damage as a result of Tropical Cyclone Debbie in March 2017. At the completion of the \$54.5 million restoration Project jointly funded from the Commonwealth and State Governments under the Disaster Relief Funding Arrangements (DRFA) Council will have a world class facility with significant opportunity for various commercial operators and companies.

PURPOSE

To present to Council for consideration the Evaluation Panel's Recommendation to shortlist respondents in response the Request for Expression of Interest for the Shute Harbour Marine Commercial Opportunity.

BACKGROUND

Council determined that to ensure the greatest return on investment and most effective utilisation of the public asset will be through the Invitation of Expressions of Interest and then subsequent select tender process.

Council resolved on 10 June 2020 to invite Expressions of Interest (EOI) in accordance with Section 228 Local Government Regulation 2012.

Due to the diversity of offerings at the facility such as Café, Retail, Office, Fuel Facility Management, Terminal Ticketing and Pontoon Berthing Rights etc., the calling of public tenders without further determining the scope and level of interest in the market would not be beneficial to Council.

Respondents were invited to express their interest for the Sections listed below:

- a) Café
- b) Retail
- c) Office
- d) Fuel Facility Management
- e) Terminal Ticketing
- f) Pontoon Berthing Rights

STATUTORY/COMPLIANCE MATTERS

Local Government Act 2009

Local Government Regulation 2012

ANALYSIS

A Request for Expressions of Interest (REOI) was released on 24 June 2020 and as advertised as follows:

- a) LG Tenderbox;
- b) Newspapers - Whitsunday News

An Evaluation Panel assessed each Contractor's submission. Details on members of the Panel are contained within the table below:

Position/Role
Executive Manager Procurement, Property and Fleet
Chief Operating Officer – Aviation and Tourism

The following EOI's were received by 2.00pm on 24 July 2020:

- a) The Trustee for The Darrouzet Property Trust T/As Coral Sea Marina Resort
- b) Cruise Whitsundays Pty Ltd
- c) D J Sales
- d) CCIG Investments Pty Ltd T/As Daydream Island Resort
- e) Sojourn Properties Pty Ltd T/as Elysian Retreat
- f) Emergency Trade Services Pty Ltd ATF The Emergency Trade Services Trust
- g) Denison Star Pty Ltd T/As Explore group
- h) The State of Queensland represented by Department of Transport and Main Roads
- i) Island Transfers Pty Ltd
- j) Pacific Pontoon and Pier (Operations) Pty Ltd
- k) Liam Francis Henry
- l) The Trustee for Palm Bay Unit Trust T/As Palm Bay Corporation Pty Ltd
- m) R3 Property Investments Pty Ltd T/As Pioneer Adventures
- n) Reef Star Cruises Pty Ltd
- o) Frolleka Pty Ltd T/As Ricochet Yachting
- p) The Riverside Coal Transport Company Pty Ltd T/As Riverside Marine

- q) Neill M Kennedy & Hayley A Wilson T/As Salty Dog Sea Kayaking
- r) Ronald C Lightfoot & Catherine A Zanevra T/As Whistling Moose Graphics
- s) SJ Vickery & Tm Vickery T/As Whitsunday Island Camping Connection
- t) Kelebek Pty Ltd T/As Whitsunday Paradise Explorer

The Qualitative Criteria of each submission was assessed with the following weightings applied:

- a) Financial Surety/capacity 25%
- b) Business plan/model 20%
- c) Tenure, proposed area use and contribution to the Success of the Shute Harbour Facility 30%
- d) Previous relevant industry experience 15%
- e) Local Supplier 10%

It was identified that Pacific Pontoon and Pier and Emergency Trade Service were suppliers and therefore deemed non-conforming.

At the completion of the evaluation the following scores and ranking were established.

Café

Entity	Ranking
CCIG Investments Pty. Ltd. T/As Daydream Island Resort	1

Office

Entity	Ranking
Department of Transport and Main Roads	1
CCIG Investments Pty. Ltd. T/As Daydream Island Resort	2
The Riverside Coal Transport Company Pty. Ltd. T/As Riverside Marine	3

Fuel Management

Entity	Ranking
The Riverside Coal Transport Company Pty. Ltd. T/As Riverside Marine	1
The Trustee for The Darrouzet Property Trust T/As Coral Sea Marina Resort	2
Frolleka Pty Ltd T/As Ricochet Yachting	3
Ronald C Lightfoot & Catherine a Zanevra T/As Whistling Moose Graphics	4
Liam Francis Henry	5
Sales, David John	6

Terminal Ticketing/booths

Entity	Ranking
Cruise Whitsundays Pty Ltd	1
Sojourn Properties Pty. Ltd. T/As Elysian Eco Retreat	2
Reef Star Cruises Pty Ltd	3
The Trustee for Palm Bay Unit Trust T/As Palm Bay Corporation Pty Ltd	4
Island Transfers Pty Ltd	5
Kelebek Pty Ltd T/As Whitsunday Paradise Explore	6
The Riverside Coal Transport Company Pty. Ltd. T/As Riverside Marine	7
R3 Property Investments Pty Ltd T/As Pioneer Adventures	8

Pontoon Berthing Rights

Management of pontoon berthing

Entity	Ranking
The Trustee for The Darrouzet Property Trust T/As Coral Sea Marina Resort	1
Sales, David John	2

Pontoon Berthing

Entity	Ranking
Department of Transport and Main Roads	1
CCIG Investments Pty. Ltd. T/As Daydream Island Resort	2
Cruise Whitsundays Pty Ltd	3
Sojourn Properties Pty. Ltd. T/As Elysian Eco Retreat	4
Denison Star Pty Ltd T/As Explore Group	5
Reef Star Cruises Pty LTD	6
The Riverside Coal Transport Company Pty. Ltd. T/As Riverside Marine	7
Frolleka Pty Ltd T/As Ricochet Yachting	8

Small Tourism Operators

Entity	Ranking
Island Transfers Pty Ltd	1
S.J Vickery & T.M Vickery T/As Whitsunday Island Camping Connection	2
Neill M M Kennedy & Hayley A Wilson T/As Salty Dog Sea Kayaking	3

a) Café

The only respondent who nominated interest in the café portion, CCIG Investments Pty Ltd T/As Daydream Island Resort scored highly.

b) Retail

There were no responses specifically for the retail.

c) Office

Three respondents nominated specific requirements for the use of the current allocated office space.

d) Fuel Facility Management

Six respondents nominated the fuel facility management portion in their responses and were scored accordingly. Frolleka Pty Ltd T/As Ricochet Yachting nominated the interest in hydrogen provision however this is outside the scope of EOI and therefore not a conforming offer for this portion. As a result of their scores it is recommended that Riverside Marine and Coral Sea Marina Resort be shortlisted for the Fuel management facility.

e) Terminal Ticketing/booths

Eight respondents nominated requiring either the Terminal ticketing booth or requiring a ticket booth in some form. As a result of the scores received and capacity onsite all eight respondents are recommended to be shortlisted.

f) Pontoon Berthing Rights

Various responses were received for the management and use of the pontoons. These have been separated into respondents who wish to manage the pontoons, seek rental of berth/s for term and those who require access to the Small Tourism Operator areas.

STRATEGIC IMPACTS

Financial Implications – as this reporting is shortlisting respondents no financial implications are triggered.

Risk Management Implications – through the two step Expression of Interest and subsequent tender process this will reduce the associated risks with tenancy and operations.

CONSULTATION

Trevor Williams – Disaster Recovery Director

DISCLOSURE OF OFFICER'S INTERESTS

No officer involved in the preparation of this report has an interest to declare in accordance with the provisions of the Local Government Act 2009 or the Staff Code of Conduct.

CONCLUSION

Based on the results from the evaluation, the listed respondents are to be shortlisted and tenders invited for the Shute Harbour Marine Commercial Opportunity. The timing of this report is tight due to the need for public tender processes.

ATTACHMENTS

N/A