



Deed

Goods Shed, Macquarie Point

Date

2 May

2025

Macquarie Point Development Corporation
(Landlord)

and

Hobart Brewing Company Pty Ltd
(Tenant)

and

Brendan John Parnell
(Guarantor)

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Deed

Details and recitals

Date:

2 May

2025

Parties:

Name	Macquarie Point Development Corporation
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Short form name	Landlord
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ABN	92 657 409 841
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Notice details	GPO Box 251, Hobart, Tasmania, 7001
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	Telephone: (03) 6166 4000
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	Email: contact@macquariepoint.com
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Name	Hobart Brewing Company Pty Ltd
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Short Form Name	Tenant
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ABN	63 602 020 744
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Notice details	PO Box 224, North Hobart, Tasmania 7002
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	Telephone: section 36
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Name	Brendan John Parnell
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Short form name	Guarantor
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Notice details	section 36
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	Email: section 36
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Recitals:

- A. The Tenant holds a lease of the Premises pursuant to the Lease while the Guarantor was the guarantor under the Lease.
- B. The parties have agreed to enter into this Deed to provide for surrender of the Lease and matters ancillary thereto upon the terms of this Deed.

Operative provisions

The parties agree as follows:

1 Definitions and interpretation

1.1 Lease

In this Deed “**Lease**” means the lease dated 6 April 2022 entered into between the parties that provided for a lease of the premises as (unless the context requires otherwise) amended by all deeds of variation entered into prior to this Deed varying that lease.

1.2 Lease definitions and interpretative provisions

A term defined in the Lease will have the same meaning in this Deed and the interpretation provisions of clause 1 of the Lease apply to this Deed *mutatis mutandis* unless the contrary intention is expressed in this Deed.

1.3 Further definitions

In this Deed, unless the context otherwise requires:

“**Deed**” means this instrument of deed;

“**Claim**” means any allegation, debt, cause of action, liability, claim (including a claim for any loss), proceeding, suit or demand of any nature however arising and whether present or future, fixed or unascertained, actual or contingent, and whether at law, in equity, under statute or otherwise;

“**Goods Shed Intellectual Property**” means any business names, copyrights, trade marks, trade names, and similar industrial, commercial and intellectual property owned by or in possession or control of the Tenant featuring or relating to the name of the Premises ‘The Goods Shed’ (and all variations of that name), including:

- (i) social media accounts;
- (ii) websites or web based accounts;
- (iii) domain names; and
- (iv) registered business names;

“**Right**” includes a right, a power, a remedy, a discretion or an authority;

“**Surrender Time**” means 12 pm on the day that is 10 Business Days from the date of this Deed.

2 Surrender of Lease

2.1 Surrender

The parties hereby agree that (subject to the provisions of this Deed) the Lease is taken to be surrendered as at the Surrender Time by the Tenant (with such surrender accepted by the Landlord) and that the Premises will revert and revest in the Landlord freed and discharged from all the provisions of the Lease at the Surrender Time.

2.2 Extinguishment and release

As a consequence of the matters provided for in clause 2.1, at and from the Surrender Time (subject to the provisions of this Deed):

- (a) all the right, title and interest of the Tenant in the Lease is merged and extinguished;
- (b) the Tenant will cease to use and occupy the Premises;
- (c) the parties hereby release each other from all obligations and liabilities under the Lease which relate to any period after the Surrender Time provided that the parties will remain liable for any breach of the Lease that occurred prior to the Surrender Time (regardless of when the parties become aware of any such breach); and
- (d) no party will have any Claim against any other party in relation to, or in connection with, the surrender of the Lease.

2.3 Tenant to provide vacant possession

- (a) The Tenant must deliver up the Premises and give vacant possession of the Premises to the Landlord at the Surrender Time, with such to occur in accordance with the relevant requirements of the Lease (and in particular clause 13.7 of the Lease).
- (b) Despite clause 13.7 of the Lease, on the basis no work has been undertaken under the Lease, the Landlord agrees the Tenant is not required to comply with:
 - (i) clause 13.7(b) of the Lease in relation to demolition works, restoration, and reinstatement after removal of signage; and
 - (ii) clause 13.7(e) of the Lease in relation to the engineer's certificate.
- (c) The Tenant is responsible for and must make good any damage to the Premises caused by removal of the Tenant's items from the Premises.

2.4 Return of bank guarantee

Subject to clause 2.3, at the Surrender Time the Landlord must return to the Tenant the bank guarantee in the amount of \$75,000 held under clause 11.4 of the Lease.

3 Goods Shed name IP

- (a) By the Surrender Time, the Tenant must deliver control, and transfer as necessary, all Goods Shed Intellectual Property to the Landlord.
- (b) The Tenant agrees that from the Surrender Time:
 - (i) the Tenant surrenders and has no interest or Right in the name 'The Goods Shed' (and all variations of that name); and
 - (ii) the name is the intellectual property of the Landlord.

4 Monetary matters

- (a) Subject to the provisions of this Deed, in particular clause 2.3, the Landlord will pay to the Tenant the amount of \$1,842,592.00 (exclusive of GST) within three Business Days of the Surrender Time.
- (b) Subject to the provisions of this Deed, the parties agree that no further payment is required by any party in respect of this Deed, the Lease, or any other arrangement or matter concerning the Premises.

5 GST

- (a) Unless otherwise stated in this Deed, all amounts payable by one party to another party are exclusive of GST.
- (b) If GST is imposed or payable on any supply made by a party under this Deed, the recipient of the supply must pay to the supplier, in addition to the GST exclusive consideration for that supply, an additional amount equal to the GST exclusive consideration multiplied by the prevailing GST rate. The additional amount is payable at the same time and in the same manner as the consideration for the supply.
- (c) A party that makes a taxable supply under this Deed must provide a valid tax invoice to the recipient of the supply.
- (d) A party's right to payment under clause 5(b) is subject to a valid tax invoice being delivered to the party liable to pay for the taxable supply.
- (e) If the consideration for a supply under this Deed is a payment or reimbursement for, or contribution to, any expense or liability incurred by the supplier to a third party, the amount to be paid, reimbursed or contributed in respect of the expense or liability will be the amount of the expense or liability net of any input tax credit to which the supplier is entitled in respect of the expense or liability.
- (f) Where any amount payable under this Deed is paid by being set-off against another amount, each amount must be calculated in accordance with this clause 5 as if it were an actual payment made pursuant to this Deed.
- (g) Unless the context otherwise requires, expressions used in this clause 5 that are defined in the GST Laws have the meanings given to those expressions in the GST Laws, in this clause:
 - (i) **GST** means any goods and services tax or similar tax imposed by the Commonwealth of Australia (but excluding any penalty, fine, interest or similar payment).
 - (ii) **GST Laws** means applicable Laws relating to GST.

6 Miscellaneous

6.1 Governing law

This Deed is governed by the Laws applying in Tasmania.

6.2 Dispute jurisdiction

The parties submit to the non-exclusive jurisdiction of courts with jurisdiction in Tasmania, and any courts that may hear appeals from those courts, in respect of any proceedings in connection with this Deed.

6.3 Entire agreements clause

With the exception of any licence agreement between the parties as to activities on the Premises prior to the commencement of the Term, this Deed forms the entire agreement of the parties in respect of its subject matter. The only enforceable obligations of the parties in relation to the subject matter of this Deed are those that arise out of the provisions contained in this Deed. All prior agreements in relation to the subject matter of this Deed are merged in and superseded by this Deed unless expressly incorporated in this Deed as an annexure, an appendix, an attachment or by reference.

6.4 Liability

An obligation of, or a representation, a warranty or an indemnity by, two or more parties (including where two or more persons are included in the same defined term) under or in respect of this Deed, binds them jointly and each of them severally.

6.5 Benefit

An obligation, a representation, a warranty or an indemnity in favour of two or more parties (including where two or more persons are included in the same defined term) is for the benefit of them jointly and each of them severally.

6.6 Compliance with obligations

- (a) A party must ensure that its officers, employees, volunteers, authorised contractors, agents and advisers involved in the performance by that party of its obligations under this Deed:
 - (i) comply with the provisions of this Deed related to that performance; and
 - (ii) do not conduct themselves in a way that would result in the party being in breach of this Deed or that, if the conduct was undertaken by the party, would result in the party being in breach of this Deed.
- (b) If a party is prohibited from doing anything under this Deed, that party must not knowingly assist, authorise or allow any other person to do that thing.

6.7 Severance

If a provision of this Deed is or at any time becomes illegal, prohibited, void or unenforceable for any reason, that provision is to be read down if capable of being read down so as to no longer be illegal, prohibited, void or unenforceable and if it is not so capable of being read down, it is to be severed from this Deed and the remaining provisions of this Deed:

- (a) continue to be enforceable; and
- (b) are to be construed with such additions, deletions and modifications of language as are necessary to give effect to the remaining provisions of this Deed.

6.8 Counterparts

- (a) This Deed may be entered into in any number of counterparts.
- (b) A party may execute this Deed by signing any counterpart.

- (c) All counterparts, taken together, constitute one instrument.
- (d) This Deed is not to take effect against a party until it has been signed by all parties and delivered, unless it is a deed poll or is intended to take effect immediately when delivered by one or more parties.

6.9 Further assurance

The parties agree to do or cause to be done all such acts, matters and things (including, as applicable, passing resolutions and executing documents) as are necessary or reasonably required to give full force and effect to this Deed.

6.10 Business Days

If the day on or by which an act, matter or thing is to be done under this Deed is not a Business Day, that act, matter or thing must be done by no later than the next Business Day.

6.11 Legal costs

The parties must pay their own costs associated with the negotiation drafting and completion of this Deed.

6.12 Successors and assigns

This Deed is binding on and benefits each party and, unless repugnant to the sense or context, their respective administrators, personal representatives, successors and permitted assigns.

6.13 Rights cumulative

Each Right provided for in this Deed:

- (a) operates independently of any other Right provided for in this Deed; and
- (b) is cumulative with, and does not exclude or limit, any other Right, whether at Law or pursuant to any other agreement, deed or document.

6.14 Disclosure

- (a) Despite any confidentiality or intellectual property right subsisting in this Deed, a party may publish all or any part of this Deed without reference to another party.
- (b) Nothing in this clause derogates from a party's obligations under the *Personal Information Protection Act 2004* (Tas) or the *Privacy Act 1988* (Cth).

6.15 Duty

The Landlord must pay all duty arising as a result of this Deed.

Executed as a deed

Signing

Signing by Landlord

The seal of **Macquarie Point Development Corporation** was hereunto affixed in accordance with an authorisation given by its Board in the presence of:

Witness
signature:
→



*Print
name and
office held:

ANNE BEACH
CEO

*Print
address:

C/- 8A EVANS STREET
HOBART 7000

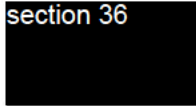
Seal:
→



*Use BLOCK LETTERS

Signing by Tenant

Executed as a deed by **Hobart Brewing Company Pty Ltd (ACN 602 020 744)** in accordance with section 127 of the *Corporations Act 2001* (Cwlth):

Signature: → 

*Print name and office held: **Anthea Pritchard**
Director

Signature: → 

*Print name and office held: **TROY TREWIN**
DIRECTOR

*Use BLOCK LETTERS

Note: In the case of a company that has only one director and one secretary, show the office held as 'SOLE DIRECTOR AND SOLE COMPANY SECRETARY'

Signing by Guarantor

Executed as a deed by **Brendan John Parnell** in the presence of the witness named below:

Signature:
→

section 36

Witness'
signature:
→

section 36

*Witness
print
name:

JESSICA ROBERTS

*Use BLOCK LETTERS

*Witness
print address:

section 36

Competitive Bid Process and Assessment Framework

The Goods Shed

REQUEST FOR PROPOSAL



**MACQUARIE
POINT**
DEVELOPMENT CORPORATION

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Glossary

Competitive Bid Process	The collective term by which the Corporation seeks to procure a new venue operator for The Goods Shed via a public open market Request for Proposal (RFP) campaign and includes the PROI, RFP and any subsequent negotiations through to financial close.
Data Room	Online platform for the Corporation to communicate with, to share documents and to manage questions from Proponents.
Evaluation Committee	Collectively those members described in the table under Evaluation Committee on page 11 of this document.
Evaluation Criteria	The criteria for which PROPOSAL's will be evaluated against.
Evaluation Summary	A template used by Evaluation Committee members to initially and individually assess PROPOSAL submissions.
The Goods Shed	The subject matter of this Competitive Bid Process identified in the Corporation's marketing material in Appendix D.
Probity Advisor	The Probity Advisor appointed to oversee and advise on the Competitive Bid Process. Currently this is Mr Harvey Gibson, or his nominated proxy of WLF Accounting and Advisory.
Proponents	Parties (individual or consortia) that engage in the Competitive Bid Process.
Proposals	Submissions received from proponents in response to the RFP.
Technical Advisory Services	Collectively those technical consultants identified to assist (if appropriate) in the technical evaluation of Proposals.

Introduction and Compliance Matters

This document is designed to assist the Macquarie Point Development Corporation (Corporation) to prepare and navigate the Competitive Bid Process associated with the release to market of The Goods Shed Request for Proposal. It provides suggestions and guidance about the matters which should be contained in a *Competitive Bid Process and Assessment Framework*.

The Goods Shed will be transacted over two distinct stages, namely;

1. Pre-Registration Interest (PROI) – Stage 1 (completed in March 2021); and
2. Request for Proposals (RFP) – Stage 2 (this stage).

The RFP stage offers Proponents the opportunity to demonstrate their capabilities and experience, economic and financial capacity and development intentions for The Goods Shed.

The RFP was publicly released on Thursday, 19th August 2021 and is scheduled to be open to submissions for circa six (6) weeks, with responses to the RFP to be received by Friday 1st October 2021 at 2pm (AEST).

Background and Planning

Objectives

This *Competitive Bid Process and Assessment Framework* is for internal use only and is to be used as a reference guide for members of the Evaluation Committee and all Corporation staff and Consultants involved in the Corporation's Competitive Bid Process.

The Competitive Bid Process is being overseen by an independent Probity Adviser (WLF Accounting and Advisory).

The Corporation is conducting the RFP to secure an experienced, professional and motivated venue operator to manage the ongoing use and activation of The Goods Shed under a long term lease.

The Corporation has undertaken a Competitive Bid Process that incorporates two stages, the first stage being an PROI stage that was used as a market sounding exercise to establish if there was sufficient interest from the market for a leasing opportunity for The Goods Shed. The number of expressions of interest received in response to the PROI was considered sufficient to progress the opportunity to an RFP.

The PROI was released on 25th February 2021 via Knight Frank Tasmania's national database, the Corporation's website and in the Tasmanian Real-estate Guide and on Friday 26th March 2021 with a total of nine (9) interest forms received.

No assessment or shortlisting was undertaken as part of the PROI, but rather to provide the Corporation with a more generic update on market appetite/ conditions (i.e. local, national and international) and to assist internal confidence on when a likely release date of the RFP should occur.

This *Competitive Bid Process and Assessment Framework* is the document that supports the conduct of the Competitive Bid Process, including the administration and evaluation of the RFP stage.

This *Competitive Bid Process and Assessment Framework* seeks to ensure that fairness prevails and consistency of process is applied to the proposals received in response to the RFP stage, setting out:

- the processes and principles to be followed when evaluating Proposals;
- individuals' responsibilities;
- the evaluation and assessment schedule; and
- reporting requirements.

This *Competitive Bid Process and Assessment Framework* should be read in conjunction with the Corporation's RFP document included at Appendix D.

Interested parties that did not respond to the PROI were not precluded from participating in and submitting a Proposal in response to the RFP.

Description of Requirement

The Corporation is conducting the RFP to secure an experienced, professional and motivated venue operator to manage the ongoing use and activation of The Goods Shed under a long term lease.

The Corporation will enter into a lease with the Proponent determined to have submitted the preferred proposal (Preferred Proponent) following the assessment of Proposals by the Evaluation Committee. The lease will articulate the Proponent's responsibilities to fund, manage and operate The Goods Shed and to secure any necessary approvals to commence operations as detailed in the Preferred Proponent's Proposal.

Proponents will be required to present a Proposal that provides details on consortium members, funding arrangements (including any foreign investment), key design principles, intended use, protection of heritage values, likely compliance of the proposal/ development against the *Sullivans Cove Planning Scheme 1997* and alignment with the Corporation's Master Plan for Mac Point as identified under the 2016 Mona Vision.

The desired outcome at the conclusion of the Competitive Bid Process is to ensure that commercially viable and sustainable activities and operations will occur in The Goods Shed under a commercial lease agreement entered into between the Corporation and the Preferred Proponent.

Background

The Corporation is a state-owned instrumentality and has the role of remediating and redeveloping Mac Point, a 9.3ha brownfield site located between the Hobart CBD and the working port.

In mid 2016, the Corporation issued a request for Expressions of Interest from private investors and developers of potential concepts to successfully design, construct and develop the entire site or one or more lots, in accordance with the then Corporation's site development objectives based on its Macquarie Point Strategic Framework and Masterplan 2015-2030 (Former Masterplan).

The 2016 EOI only progressed to the receipt of EOIs, with the Tasmanian Government identifying that the Mac Point site required a Vision reset and therefore, required the Corporation to close out the original EOI process.

In recognising that Mac Point presents a once in a generation opportunity for Hobart and Tasmania, the Tasmanian Government directed the Corporation to reset the vision for the site and prepare a new development plan.

In accordance with the Minister's Directions, the Corporation has developed the Reset Masterplan 2017 - 2030.

One of the fundamental differences between the Former Masterplan and the Reset Masterplan is that the Reset Masterplan identifies development parcel envelopes, or use areas, rather than individual building lots. This allows more flexibility for future development including the possibility of potentially larger single developments.

The Reset Masterplan envisages a connected and active place at ground level across Mac Point; shops, restaurants, etc.

Arts and Institutional uses are proposed adjacent to the boundary shared with the Hobart Port reflecting the need to provide a buffer zone of non-sensitive uses. The siting of these uses also makes provision for the possible requirement for direct secure access into the Port area particularly from the Antarctic and Science Precinct.

The remainder of Mac Point presents opportunities for a range of mixed-use developments.

This provides the strategic principles which underpin the Planning Scheme. The ultimate arrangement of uses over the life of the development will be informed by the Corporation's land release strategy and discussions with potential developers.

The process of effecting the relevant Planning Scheme Amendments to allow for development in keeping with the Reset Masterplan to occur on the site was formally gazetted in October 2019.

Development at Mac Point will be able to capitalise on the strategic location of the site and the opportunities to integrate with the broader environment through a range of complementary development and activities, while promoting environmentally sensitive, innovative and sustainable development.

Preliminary Considerations

The Corporation has undertaken a Competitive Bid Process that included an initial PROI stage to identify prospective venue operators with the appropriate skills and capability to activate and commence operations in The Goods Shed whilst also aligning with the Corporation's principles and vision.

The PROI stage identified nine (9) specific parties interested in participating in an RFP exercise to secure the right to lease The Goods Shed. Those parties that responded to the PROI were contacted directly on commencement of the public RFP campaign, provided with the RFP documents and

invited to participate in the RFP. Parties that did not respond to the PROI have not been precluded from participating in the RFP but must contact Knight Frank Tasmania (Knight Frank) in the first instance to confirm their interest and secure access to the Data Room created to contain all of the relevant plans and information required by Proponents to prepare a conforming Proposal.

Market Approach

The PROI stage was promoted and taken to market through Knight Frank, as the Corporation's appointed Real Estate Agent, from 25th February to 26th March 2021, which resulted in the receipt of nine (9) registrations of interest. The number of responses to the PROI was considered sufficient to progress to the opportunity and commence an RFP campaign.

Knight Frank continued to assist the Corporation with promoting and marketing the RFP by:

- Direct contact with those parties that expressed an interest during the PROI, providing electronic copies of the RFP document and instruction on how to access the relevant information contained in the Data Room;
- Target marketing and approach to potential parties in the Knight Frank customer data base; and
- Media advertisements in the real estate guides in the Mercury & Examiner newspapers on 19th August 2021 and 2 September 2021.

The advertising campaign commenced on 19th August 2021 and Proposals are to be lodged in the Data Room by 1st October 2021 at 2:00pm (AEST).

Contact Officers and Information Supplied to Proponents

Data Room

During the RFP an online Data Room (Ansarada Data Room), procured and managed by the Corporation, has been established and maintained to provide Proponents with the most up-to-date and comprehensive due-diligence and technical material available. The Data Room will also act as the formal conduit between Proponents and the Corporation in order to raise questions in respect to the RFP and overarching Competitive Bid Process. Data Room protocols are as per s.4 of the RFP.

Questions and Clarification Requested by Proponents

In accordance with the Data Room protocols, Proponents having questions or requiring clarifications relating to the RFP process or documents contained within the Data Room (requests for information (RFI)) are to submit the RFI via the Q&A function in the Data Room.

The Corporation will manage the RFIs received by:

- Viewing and distributing questions to the most responsible entity for preparing a response being the Corporation or other parties involved in the Competitive Bid Process as deemed appropriate;

- Ensure that all responses to an RFI are approved before being distributed via the Data Room; and
- Filter all RFI's to ensure that duplicate RFIs are addressed appropriately and not answered again.

When appropriate, the Corporation will consult with legal and probity on RFIs.

All RFI's received from Proponents and the action undertaken in response to each will be recorded via the Q&A function in the Data Room.

Additional contact between Proponents and the Corporation is to be in accordance with the RFP.

Contact Officers

section 36, Project Manager Capital Works (section 36) will act as the authorised Contact Officer during competitive Bid Process.

All contact with Proponents is to be documented, transparent and unbiased.

Proponents who seek additional information from the Corporation Contact Officer are to be reminded of the RFI function and process contained within the Data Room.

Under no circumstances will information pertaining to the make-up of the Evaluation Committee be disclosed to any Proponent at any time during the Competitive Bid Process.

Site Visits

As per the RFP (Executive Overview) Proponents may request a site visit to inspect The Goods Shed. Proponents must submit a request for a site visit via the Q&A function in the Data Room or by contacting the Contact Officer.

Site inspections will be facilitated by the Contact Officer, with the Corporation reserving the right for the Probity Advisor to be in attendance. Questions and answers raised by Proponents during site visits may be issued to all interested Proponents (via the Data Room Q&A function) and be subject to any additional probity requirements.

Receipt of Proposals

Proposals must be lodged by Proponents via the online Data Room prior to 1st October 2021 at 2:00pm (AEST). Proposals will be opened by members of the Evaluation Committee, including the Chair, one (1) Member and the Executive Officer. The Probity Advisor will also be in attendance at the opening of submissions.

An RFP Opening Form will formally record the opening of Proponent's Proposals and will be signed by each of the Evaluation Committee members present at the opening of Proposals.

Late Proposals

Proposals that are received after the Closing Date will not be evaluated in line with this framework unless, at the Corporation's discretion, the Corporation is satisfied that:

- The late Proposal is unlikely to have gained any unfair advantage as a result of being submitted after the due date and time;
- There is no evidence of unfair or improper practices by the late Proponent;
- How late the Proposal is, the reasons given for the lateness (and any evidence available to support these reasons); and
- The late Proposal is not as a result of any negligence by the Corporation.

Evaluation Committee

An Evaluation Committee has been established to oversee the evaluation process. The Evaluation Committee comprises of the following personnel:

Name	Title	Branch/Department	Committee Role
section 36	Director - Major Projects	MPDC	Committee Member & Chair
section 36	Project Manager Capital Works	MPDC	Committee Member
section 36	Facilities Officer	MPDC	Committee Member
Nick Heath	Consultant	Former GM City of Hobart	Committee Member
section 36	Project Officer	MPDC	Executive Officer

The Evaluation Committee outlined above is to be supported, as required, in its decision making through the provision of technical advice from nominated Technical Advisory Services.

Members of the Evaluation Committee will be made aware of and understand:

- their obligations around the requirement to declare any direct, indirect or perceived relationships they have to any interested party or prospective supplier to the procurement process;
- their obligation to disclose any real or perceived conflict of interest as soon as they become aware of it;
- their obligation to not accept offers of gifts or benefits of any kind from any interested party or prospective Proponent; and
- Their obligation to complete a Confidentiality and Conflict of Interest form.

If a conflict of interest is declared and the Evaluation Committee member or the Chair of the Evaluation Committee considers that their continued involvement will or may potentially compromise the process, that member will be replaced on the Evaluation Committee.

Members of the Evaluation Committee are aware of and understand the requirements of the *Whole of Government Gifts, Benefits and Hospitality Policy*.

Members of the Evaluation Committee will maintain confidentiality and security of any documents or information obtained throughout the Competitive Bid Process.

Advice from the Probity Advisor is that it is not appropriate for any members of the authorising group i.e. the Board / Minister, to form part of the Evaluation Committee.

Probity and Accountability

Promoting probity is an integral element of this Competitive Bid Process and is the responsibility of all staff members associated with the Competitive Bid Process.

Mr Harvey Gibson of WLF Accounting and Advisory has been engaged by the Corporation to act as an external independent Probity Advisor for the duration of the Competitive Bid Process. The Probity Advisor is an external independent observer of the evaluation and assessment process and will not be involved in the evaluation of Proposals.

The Probity Advisor's role includes ensuring that the procedures adopted in the Competitive Bid Process are fair and equitable and the evaluation processes are independently validated.

Any concerns that a person may have about the conduct or process undertaken are to be immediately brought to the Probity Advisor's attention for further consideration.

The broad objectives of probity is to:

- ensure conformity to processes that are designed to achieve best value for money;
- improve accountability;
- encourage commercial competition on the basis that all proposals will be assessed against the same criteria;
- preserve public and Proponent confidence in government processes; and
- improve defensibility of decisions to potential administrative and legal challenge.

These objectives are underpinned by five essential principles as follows:

- open competitive process;
- transparency of process;
- identification and resolution of conflicts of interest;
- accountability; and
- monitoring and evaluating performance.

The Evaluation Committee will consider these principles throughout the duration of the Competitive Bid Process in order to select the best new operation and activation of The Goods Shed, having regard to the commercial return to the Corporation.

Approvals, Governance and Responsibilities

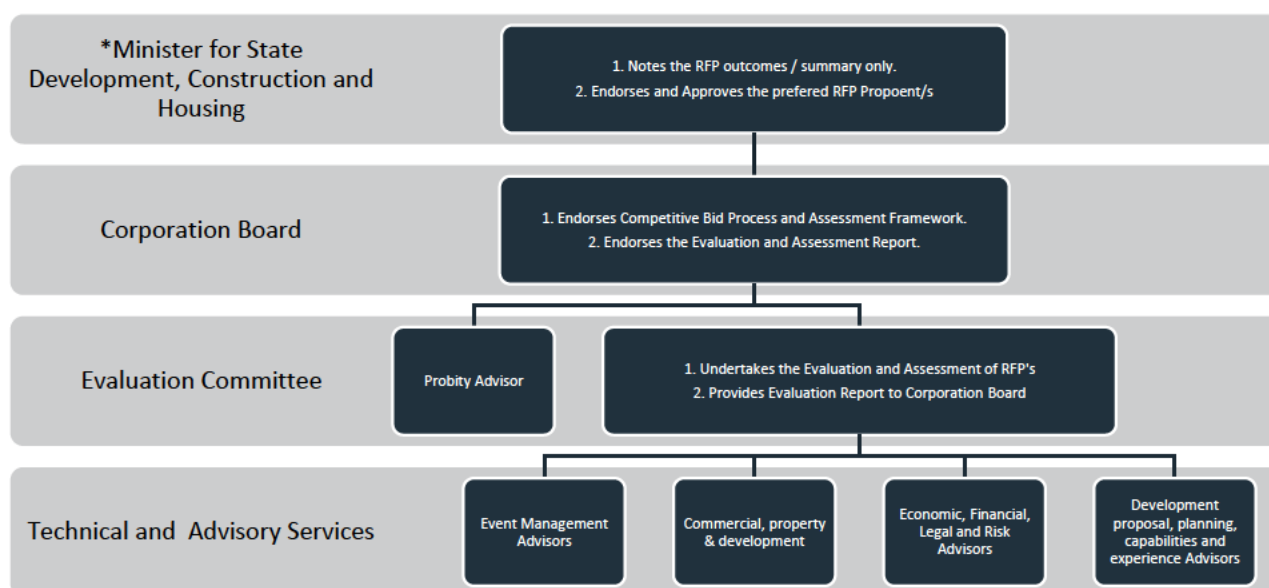
The Corporation's Director, Major Projects (DMP) and Project Manager Capital Works (PMCP) will be responsible for the preparation of this *Competitive Bid Process and Assessment Framework*.

Development of the RFP and supporting documentation has been prepared by the Corporation having regard to legal advice provided by the Office of the Crown Solicitor, Department of Justice and the Corporation's external legal advisory firm, Minter Ellison. Specific legal advice, as it relates to the Crown, will be facilitated through the Office and the Crown Solicitor (or via their nominated legal firm currently Minter Ellison) and the Corporation (where applicable).

The Evaluation and Assessment Report, detailing the outcome of the assessment of Proposals will be referred to the Corporation's Board for endorsement.

The Preferred Proponent selected to enter into detailed lease negotiations with the Corporation for The Goods Shed will be approved by the Corporation's Board and endorsed by the Minister for State Development, Construction and Housing.

The Governance Structure for the Competitive Bid Process is detailed below.



*The Minister for State Development, Construction and Housing (Minister) must only be provided with generic information regarding the RFP evaluation process

The identity of the Preferred Proponent will be disclosed to the Minister on receipt of the Board's recommendation.

No person outside of the governance structure should be involved in the evaluation process in any way. During the evaluation process, all communication about Proposals and the evaluation process will be restricted to the Evaluation Committee and Technical Advisory Services. The Corporation Board will only be informed of the Evaluation Committee's recommendation once the evaluation process and Evaluation and Assessment Report is completed.

No public comment or announcement about the outcomes of the RFP evaluation process should be made until the Corporation and the Preferred Proponent have reached agreement on terms and conditions and have entered into a lease.

RFP Evaluation Methodology

Proposals will be evaluated against the Evaluation and Assessment Criteria detailed in **Appendix A**, which provides for consideration of the Proponent's:

- alignment with the Corporation's Masterplan and Vision, key details of which can found in the Guiding Principles – refer to Appendix A, for Macquarie Point;
- planned development proposal for The Goods Shed (including timeline and program to complete any development works required for the new operation);
- capability and experience in undertaking developments and managing operations of a similar scale and nature; and
- economic and financial capability (including a lease rent and any capital investment).

Having regard to these considerations, the Evaluation Committee will determine Proponents' evaluation score in accordance with the evaluation ratings.

The Evaluation Committee will develop an RFP Evaluation and Assessment Report to document the evaluation process and, subject to the outcome of the assessment of Proposals, recommend the Corporation enter into lease negotiations with the Preferred Proponent.

Further details on the evaluation process for the RFP, including indicative timetable and Evaluation and Assessment Criteria that will be used by the Evaluation Committee to evaluate Proponent responses can be found in Appendices A and C.

Interaction between the Evaluation Committee and Proponents

As part of the evaluation process the Evaluation Committee in its absolute discretion may:

- ask Proponents to make a presentation relating to all, or part of their Proposal;
- ask Proponents to provide written clarifications of specific aspects of their Proposal; and
- have discussions or interviews with Proponents in order to seek further clarification of all, or part of their Proposal.

Any interaction between the Evaluation Committee and Proponents will be documented and recorded formally.

The extent to which Proponents are asked to provide clarifications and/or attend interviews will be determined at the discretion of the Evaluation Committee, with advice provided by the Probity Advisor where appropriate.

Evaluation Process

The following process will be adopted by the Evaluation Committee when assessing Proposals:

- Step 1 - The Evaluation Committee will be provided with all evaluation material and RFP submissions prior to meeting and have an opportunity to ask questions or seek clarification from the Chair of the Evaluation Committee before commencing evaluation. The Contact Officer will reach out to individual Committee members and independent experts engaged to provide Technical Advisory Services prior to its meeting on 12 October 2021.
- Step 2 - all Evaluation Committee members will review the RFP responses individually and apply an Evaluation Rating to each Evaluation Criteria set out in this *Competitive Bid Process and Assessment Framework* document;
- Step 3 - the Evaluation Committee (with the Probity Advisor in attendance) will meet to discuss and deliberate on the ratings applied to each of the Evaluation Criteria and by consensus determine the score of evaluation ratings adopting a simple average approach (i.e. sum total of all scores divided by the number of scores); and
- Step 4 - the Evaluation Committee Executive Officer will document the average Evaluation Ratings for each Evaluation Criteria within each Proposal and calculate the applicable Evaluation Score.

Information required

The information provided by Proponents will relate to the following:

- The various uses and activities proposed to occur within The Goods Shed and within any additional outdoor areas;
- Details of any proposed building or construction work;
- How increased visitation to the site, improvements to night time economy and the fostering of relationships with community and future users will be achieved;
- Experience and capability with developing and managing similar operations;
- development credentials and experience;
- level of the proposed capital investment;
- financial returns to the Corporation under a lease of The Goods Shed and details of any financial support being sought from the Corporation; and
- financial standing and capacity.

Evaluation Criteria and Weightings

The Evaluation Criteria for the assessment of Proposals is detailed in Appendix A, along with the Guiding Principles. The Evaluation Criteria, excluding their weightings, has also been included in the RFP document so that Proponents have visibility on how their Proposals will be assessed.

The weightings for each Evaluation Criteria are detailed in the table below.

Evaluation Criteria	Weight
1) Development Proposal and Alignment with Mac Point Vision - A Proponent must detail the uses and activities to take place within <i>The Goods Shed</i> and demonstrate how the Operation aligns with the vision, objectives and statutory planning framework for the Mac Point site.	40%
2) Capabilities & Experience - A Proponent must demonstrate it has the necessary capabilities, resourcing and experience to deliver and manage the Operation.	15%
3) Economic and Financial - A Proponent must demonstrate the commercial viability of the Proposal including the proposed lease rental payable to the Corporation.	20%
4) Buy Local Policy - A Proponent must demonstrate an appropriate benefit to the Tasmanian community via a Tasmanian Government Buy Local Policy Economic and Social Benefits Statement.	25%
TOTAL	100%

Under the “**Evaluation Criterion 1 - Development Proposal and Alignment with Mac Point Vision**”, Proponents are to prepare a high level vision and concept of the Proposal that includes:

1. information and drawings detailing the concept design and any New Works including:
 - (a) the key features of how the Available Space will be developed and any Additional Area required; and
 - (b) the various permanent and temporary or intermittent uses and activities comprising in the Operation and where within the Available Space they are to occur;
2. a statement supporting the Proposal’s alignment with the Corporation’s Vision, Guiding Principles and the Master Development Plan;
3. a statement supporting the Proposal’s alignment with the *Sullivans Cove Planning Scheme 1997* and confirming how the proposed development promotes and conserves the heritage significance of the Shed, having regard to the CMP, and the wider Mac Point site;
4. a statement describing how the Proposal will:
 - (a) stimulate visitation to the Shed and the broader Mac Point site;
 - (b) invigorate the evening and night time economy;
 - (c) encourage community involvement in creating an inclusive public space; and
 - (d) foster collaboration and potential partnerships with future users of the site; and

5. proposed innovative technologies and sustainable features to be incorporated into the development of The Shed and the Operation.

Under **“Evaluation Criterion 2 – Capability and Experience”**, Proponents need to demonstrate that they have the skills, technical knowledge and capability to deliver the Proposal. The Proponent’s Proposal should include:

1. detailed examples of recent projects or venue management operations of a similar scale and complexity. The examples should be relevant to the Proposal and articulate:
 - (a) the roles of key parties/individuals and/or organisations;
 - (b) the value of the project;
 - (c) issues that arose and how they were managed and what was the result;
 - (d) outcomes achieved; and
 - (e) client references (at least two);
2. for each entity within the Proponent’s team, detail relevance to the successful outcome of the project, qualifications and a short CV; and
3. confirmation of the capacity to deliver the proposal including the proponent consortia (including parent entities) and current project pipeline.

Under **“Evaluation Criterion 3 – Economic and Financial”**, Proponents must provide details of the commercial viability of the Proposal and a preliminary financial analysis and include:

1. the Lease rent to be paid by the Proponent to the Corporation over the proposed Lease term including the timing of rent adjustments and the means by which the rent will be adjusted (eg market review, fixed increases, CPI etc);
2. the level of capital investment during the proposed Lease term and a program detailing the timing of the capital expenditure;
3. any financial support being sought from the Corporation including rent reductions or holidays, delayed or waived rent reviews, contribution to structural improvements and New Works (not including internal fitout), capital contribution, waiver or deferral of costs or sponsorship or other financial incentives requested by the Proponent;
4. details of the commercial viability of the proposal including an estimate of the expected revenues and capital or operational costs over the proposed Lease term;
5. demonstration of the financial capability of the Proponent to deliver the Proposal. This must include a breakdown of any debt and equity funding and sources; and
6. the details required of the Proponent to complete the Items in the Terms Sheet highlighted as requiring a response, and changes (if any) to the Terms Sheet.

Under **“Evaluation Criterion 4 - Local Small / Medium Enterprise Involvement”** Proponents must demonstrate an appropriate positive impact on the Tasmanian economy and wider community.

Evaluation Ratings

The Rating scale outlined in the table below will be used to assess each Proponents' Proposal against the Evaluation Criteria. The scale has been developed to enable differentiation between Evaluation Criteria, with each Criteria receiving a single Rating.

Scoring will be based on the following allocation:

Score	Description	Full Description
10	Exceptional	Full achievement of the requirements specified in the market approach document for that criterion. Demonstrated strengths, no errors, weaknesses or omissions.
8 to <10	Superior	Sound achievement of the requirements specified in the market approach document for that criterion. Some minor errors, risks, weaknesses or omissions, which may be acceptable as offered.
6 to <8	Good	Reasonable achievement of the requirements specified in the market approach document for that criterion. Some errors, risks, weaknesses or omissions, which can be corrected/overcome with minimum effort.
4 to <6	Adequate	Satisfactory achievement of the requirements specified in the market approach document for that criterion. Some errors, risks, weaknesses or omissions, which are possible to correct/overcome and make acceptable.
2 to <4	Inadequate	Minimal achievement of the requirements specified in the market approach document for that criterion. Several errors, risks, weaknesses or omissions, which are possible, but difficult to correct/overcome and make acceptable.
>0 to <2	Poor to deficient	No achievement of the requirements specified in the market approach document for that criterion. Existence of numerous errors, risks, weaknesses or omissions, which are very difficult to correct/overcome and make acceptable.
0	Unacceptable	Totally deficient and non-compliant for that criterion.

Evaluation Scoring

Scoring of the Proposals will be conducted as follows:

- Step 1 – each Evaluation Criteria will be reviewed and scored based on the Evaluation Ratings;
- Step 2 – the Evaluation Rating will be multiplied by the relevant Evaluation Weighting;
- Step 3 – the cumulative total of the Weighted Evaluation Ratings will be calculated;
- Step 4 – the average score for each Proponent will be calculated in line with the Evaluation Process outlined above; and
- Step 5 – Proposals will be sorted into the order of highest to lowest cumulative totals.

Evaluation Report

Following the assessment of Proposals, the Evaluation Committee will produce an Evaluation and Assessment Report that will detail as a minimum:

- Background and overarching number of submissions received;
- Approach to the Evaluation Assessment;
- Interviews and Clarifications (if undertaken);
- Summary and justification for selecting the preferred Proponent;
- Summary and justification for not selecting a Proponent; and
- Probity endorsement.

The Evaluation Committee should endeavour to reach consensus regarding the preferred Proponent and detail this in the Evaluation and Assessment Report. If any member of the Evaluation Committee does not agree with a recommendation, it is to be recorded in the Evaluation and Assessment Report.

The Evaluation Committee will collectively sign the Evaluation and Assessment Report for the consideration and approval of the Corporation's Board.

The Evaluation and Assessment Report will also highlight any key issues and risks that must be addressed in future contract negotiations.

The Evaluation and Assessment Report will be considered by the Evaluation Committee and if approved, signed by all Evaluation Committee members and presented to the Corporation's Board for endorsement.

Technical Advisory Services

Where appropriate the Evaluation Committee may seek independent Technical Advisory Services to support the Evaluation Committee's assessment of Proposals. Specialist technical advice may be needed to provide a technical review of specific information contained in a Proponent's Proposal.

Having regard to the Evaluation Criteria and the information to be provided by Proponents, the Evaluation Committee may seek expert advice in the following fields:

- Building, construction and quantity surveying;

- Urban design and architecture;
- Cultural heritage and historic building conservation;
- Statutory planning; and
- Legal and contractual.

The Corporation has existing engagements and contractual relationships with a number of professional parties who can be called upon to provide Technical Advisory Services including:

1. Purcell Architects – conservation, heritage and architecture;
2. All Urban Planning – statutory planning;
3. Minter Ellison - legal, contractual and risk; and
4. PwC Australia – commercial and development risk (if required).

Additional technical experts will be identified and engaged on an ‘as needs’ basis once Proposals have been received and reviewed. Meetings of the Technical Advisory Services will be facilitated by the Corporation’s Chair of the Evaluation Committee, Director, Major Projects.

Whilst the Evaluation Committee may choose to utilise the Technical Advisory Services outlined above the decision to do so is at the Evaluation Committees sole discretion.

Contract Negotiations

The Corporation will utilise the services of Minter Ellison to prepare the relevant contractual documentation. However, matters relating to or impacting on the Crown will be referred to the Office of the Crown Solicitor (or their nominated advisors). This will be a be-spoke document due to the specialised nature of the sale and should post RFP offer, require further negotiation, it may require:

- A period of contract negotiation with the successful Proponent is expected following completion of the evaluation of Proposals, determination of the Preferred Proponent and approval of the Corporation Board and Minister for State Development, Construction and Housing;
- Negotiations will not result in material change to the requirements of the offer; and
- All negotiation discussions and outcomes will be documented.

Debriefing Unsuccessful Proponents

The DMP and PM Capital Projects will be responsible for any debriefing. Unsuccessful Proponents will be offered the opportunity to be debriefed.

- The debriefing process will be limited to the outcome of the evaluation of the unsuccessful Proponent’s proposal; and
- No comparisons will be made with the preferred proposal and the debriefing process will not be used to justify the selection of the successful Proposal.

Co-Author

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section 36

September 2021

Delegate Approval

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Mary Massina

September 2021

Co-Author

.....

section 36

September 2021

Appendix A.

Evaluation Criteria

RFP Evaluation Criteria	Weight	Sub element weighting
Criterion 1: Development Proposal and Alignment with Mac Point Vision.	40%	
1. information and drawings detailing the concept design and any New Works including: (a) the key features of how the Available Space will be developed and any Additional Area required; and (b) the various permanent and temporary or intermittent uses and activities comprising in the Operation and where within the Available Space they are to occur.		25%
2. a statement supporting the Proposal's alignment with the Corporation's Vision, Guiding Principles and the Master Development Plan.		25%
3. a statement: (a) detailing how the Proposal aligns with the Sullivans Cove Planning Scheme 1997; and (b) confirms how the proposed development promotes and conserves the heritage significance of the Shed, having regard to the CMP, and the wider Mac Point site.		25%
4. a statement describing how the Proposal will: (a) stimulate visitation to the Shed and the broader Mac Point site; (b) invigorate the evening and night time economy; (c) encourage community involvement in creating an inclusive public space; and (d) foster collaboration and potential partnerships with future users of the site.		20%
5. proposed innovative technologies and sustainable features to be incorporated into the development of The Shed and the Operation.		5%

Criterion 2: Capability & Experience	15%	
1. detailed examples of recent projects or venue management operations of a similar scale and complexity. The examples should be relevant to the Proposal and articulate: (a) the roles of key parties/individuals and/or organisations; (b) the value of the project;		40%

(c) issues that arose and how they were managed and what was the result; (c) outcomes achieved; and (d) client references (at least two).		
2. for each entity within the Proponent's team, detail relevance to the successful outcome of the project, qualifications and a short CV.		20%
3. confirmation of the capacity to deliver the proposal including the proponent consortia (including parent entities) and current project pipeline.		40%

Criterion 3: Economic and Financial	20%	
1. the Lease rent to be paid by the Proponent to the Corporation of the over the proposed Lease term including the timing of rent adjustments and the means by which the rent will be adjusted (eg market review, fixed increases, CPI etc).		20%
2. the level of capital investment during the proposed Lease term and a program detailing the timing of the capital expenditure.		20%
3. any financial support being sought from the Corporation including rent reductions or holidays, delayed or waived rent reviews, contribution to structural improvements and New Works (not including internal fitout), capital contribution, waiver or deferral of costs or sponsorship or other financial incentives requested by the Proponent.		20%
4. details of the commercial viability of the proposal including an estimate of the expected revenues and capital or operational costs over the proposed Lease term.		20%
5. demonstration of the financial capability of the Proponent to deliver the Proposal. This must include a breakdown of any debt and equity funding and sources.		10%
6. the details required of the Proponent to complete the Items in the Terms Sheet highlighted as requiring a response, and changes (if any) to the Terms Sheet.		10%

Criterion 4: Local Small / Medium Enterprise (SME) Involvement.	25%	
Are you a Tasmanian SME? Do you employ Tasmanians?		20%

Where are the goods or services to be used in the contract sourced from?		20%
Opportunity for Tasmanian SME involvement.		20%
Broader social and economic opportunities.		20%
Local innovative solutions		20%
TOTAL	100%	

Guiding Principles

The RFP submissions will provide a range of information that must be considered in light of the seven (7) high-level Guiding Principles as outlined under the Tasmanian Government's Reset Vision for the Mac Point Site. These Guiding Principles are detailed below:

1. CONTINUOUS SHARED HISTORY

Macquarie Point was an integral place for the Muwinina band of the South East Tribe of Aborigines and was also a significant place for early European settlers who established various industries onsite including; army drill halls, gasworks and rail yards.

Remnants of this rich and varied history has been found onsite and has been preserved by the Corporation.

As such, the site is a reminder of our shared history and its development will seek to serve and embody the values of our past and the ideals of the Tasmanian community.

2. RECONNECTING RIVER TO COVE

For the first time in decades, a connection between Sullivans Cove and the Regatta Grounds will be re-established. This is important in order to connect people and the broader Hobart area to the site and surrounding infrastructure.

3. A CULTURAL ASSET

The development of Mac Point will become an internationally significant cultural precinct encapsulating art, culture, tourism and science, building on Tasmania's already established strengths and location.

4. DIVERSITY OF USES

The Mac Point Masterplan includes various zonings aimed at attracting locals and visitors year-round with diverse culture, recreation, tourism and science activities, with complementing residential and commercial uses such as bars, cafes and restaurants. Pop-up and temporary uses will activate the site prior to and during the development phase.

5. A LANDSCAPE FOR PEOPLE

The Mac Point Masterplan has been designed to incorporate a large public open space amenity, forming the centrepiece of the development to provide a usable area for the Tasmanian community to connect and enjoy.

6. CONNECT

The Mac Point Masterplan incorporates and encourages connection through the site, linking pathways from Evans Street to the Cenotaph as well as creating public open space which connects the site to the city and the Queens Domain.

7. MOBILITY

Mac Point will be accessible for a range of mobility options including; dedicated pedestrian and cyclist pathways and a designated transit corridor for future transport options to and from the site. Vehicular access to the heart of the site will be limited to allow for greater public open space.

Appendix B.

RFP Timetable (Indicative Only)

The following table provides a schedule (including indicative dates) of the processes to be undertaken during the RFP evaluation period, which is anticipated to be completed within four (4) to five (5) weeks of the RFP Closing Date.

Indicative Milestone Dates	Process
Thursday, 19 August 2021	RFP public marketing campaign commences.
Friday 1 October 2021 (2:00pm AEST)	RFP campaign closes / Proposals due. Opening and Recording of Proposals
Tuesday 5 October 2021	Distribution of materials to Evaluation Committee.
Wednesday 6 October 2021 <i>1hr meeting</i>	Initial Evaluation Committee meeting to discuss evaluation methodology.
Wednesday 13 October 2021 <i>All day meeting</i>	Evaluation Committee meeting to review Committee members' individual assessment of Proposals and determine if additional information or clarification is required from Proponents and what Technical Advisory Services are required (if any).
Friday 15 October 2021	Request to Proponents for additional information or clarification and to Technical Advisors for technical advice (if required)
Monday 25 October 2021	Proponent additional information / clarification received. Technical Advisory Services advice received.
Tuesday 26 October 2021	Additional information / clarification and Technical Advisory Services advice distributed to Evaluation Committee.
Monday 1 November 2021 <i>All day meeting</i>	Evaluation Panel meets to assess Proposals having regard to additional information / clarification provided by Proponents and technical advice provided by Technical Advisory Services
Tuesday 2 November 2021	Completion of Evaluation of Proposals and Determination of Preferred Proponent. (Evaluation Report signed by all Committee Members).
Friday 19 November 2021	Board Paper to COO & CEO for approval.
Wednesday 1 December 2021	MPDC Board meeting.
December 2021	Ministerial endorsement of Board recommendation. Preferred Proponent notified. Lease negotiations commence with Preferred Proponent.
1 st Quarter 2022	Signing of Lease by Preferred Proponent.
2 nd Quarter 2022	Handover of the Lease area to Preferred Proponent.

The above timetable is indicative only and subject to change at the discretion of the Evaluation Committee and Corporation.

The above timetable has been established on the basis that advice will need to be obtained from both Proponents and the Technical Advisory Services. However, the need to seek additional information or clarification from Proponents or specific technical advice from the Technical Advisory Services will be determined upon completion of the initial review of Proposals by the Evaluation Committee.

Appendix C.

Evaluation Criteria and Evaluation Summary Template

The below template will be completed for submission lodged during the RFP Stage. Each Evaluation Criteria will be assigned a rating of 0 to 10 inclusive as defined in the above “Evaluation Rating” section.

EOI Evaluation Criteria Assessment	
Details	Comments
Proponent Name	
Proponent Details	
Completed for Proponent / Consortium members	

1. Development Proposal and Alignment with Mac Point Vision Proponents are to prepare a high level vision and concept of the Proposal.	
1. Information and drawings detailing the concept design and any New Works including: (a) the key features of how the Available Space will be developed and any Additional Area required; and (b) the various permanent and temporary or intermittent uses and activities comprising in the Operation and where within the Available Space they are to occur.	
2. A statement supporting the Proposal’s alignment with the: (a) Corporation’s Vision; (b) Guiding Principles; and the (c) Master Development Plan.	
3. A statement: (a) detailing how the Proposal aligns with the Sullivans Cove Planning Scheme 1997; and (b) confirms how the proposed development promotes and conserves the heritage	

significance of the Shed, having regard to the CMP, and the wider Mac Point site.	
4. A statement describing how the Proposal will: (a) stimulate visitation to the Shed and the broader Mac Point site; (b) invigorate the evening and night time economy; (c) encourage community involvement in creating an inclusive public space; and (d) foster collaboration and potential partnerships with future users of the site.	
5. Proposed innovative technologies and sustainable features to be incorporated into the development of The Shed and the Operation.	
Evaluation assessment	0 to 10

2. Capability and Experience Proponents will need to demonstrate that they possess the skills, technical knowledge and capability to deliver the Proposal	
1. Detailed examples of recent projects or venue management operations of a similar scale and complexity. The examples should be relevant to the Proposal and articulate: (a) the roles of key parties/individuals and/or organisations; (b) the value of the project; (c) issues that arose and how they were managed and what was the result; (d) outcomes achieved; and (e) client references (at least two).	
2. For each entity within the Proponent's team, detail relevance to the successful outcome of the project, qualifications and a short CV.	
3. Confirmation of the capacity to deliver the proposal including the proponent consortia (including parent entities) and current project pipeline.	
Evaluation assessment	0 to 10

3. Economic and Financial Proponents must provide details of the commercial viability of the Proposal and a preliminary financial analysis.	
1. The Lease rent to be paid by the Proponent to the Corporation of the over the proposed Lease term including the timing of rent adjustments and the means by which the rent will be adjusted (eg market review, fixed increases, CPI etc).	
2. The level of capital investment during the proposed Lease term and a program detailing the timing of the capital expenditure.	
3. Any financial support being sought from the Corporation including rent reductions or holidays, delayed or waived rent reviews, contribution to structural improvements and New Works (not including internal fitout), capital contribution, waiver or deferral of costs or sponsorship or other financial incentives requested by the Proponent.	
Evaluation assessment	0 to 10

4. A Proponent must demonstrate an appropriate benefit to the Tasmanian community via a Tasmanian Government Buy Local Policy Economic and Social Benefits Statement.	
1. Are you a Tasmanian SME? Do you employ Tasmanians?	
2. Where are the goods or services to be used in the contract sourced from?	
3. Opportunity for Tasmanian SME involvement.	
4. Broader social and economic opportunities.	
5. Local innovative solutions.	
Evaluation assessment	0 to 10

Appendix D.

The Goods Shed Request for Proposal – RFP Document.

Appendix E.

The Goods Shed Request for Proposal – PROI Document.