



THE TERRITORY

BOUNDLESS POSSIBLE

Darwin Rural Seniors' Lifestyle Accommodation Project

Expression of Interest



**NORTHERN
TERRITORY**
GOVERNMENT

The Opportunity

The Northern Territory Government is seeking Expressions of Interest (EOI) from suitably qualified parties (Proponents) to construct and operate a seniors' lifestyle accommodation village, as opposed to aged care accommodation, in the Darwin Rural area, in the Northern Territory, Australia.

The Northern Territory Government's vision is for the provision of purpose-built housing options in a safe community environment. Senior Territorians who live independently in their own home will remain in the Northern Territory and be able to transition into appropriate accommodation by 'downsizing' or 'rightsizing' if they wish.

The Northern Territory Government is also interested to ensure that the operating structure for delivery of such residences maximises consumer protections.

The EOI process will provide a flexible framework to deliver a high quality and commercially sustainable project.

The Northern Territory Government encourages suitably qualified developers, operators and investors to submit innovative and compliant proposals for this unique investment opportunity.



Darwin and The Territory

The Territory occupies about one-sixth of Australia's total land mass, with a population of about 245,000 and is home to some of the natural world's most unique and exciting destinations.

The Territory is an attractive place to live - with diverse landscapes ranging from the lush green tropics, waterfalls and cultural landscapes of Litchfield and Kakadu, to the savanna woodlands surrounding Katherine, through the golden plains of Tennant Creek, and the red sandy desert of Uluru/Kuta Juta.

The capital city Darwin, is located in the Arafura Sea and is home to around 145,000 people. It is a lively coastal city well-known for its world-class natural environment, cultural experiences such as the Darwin Festival and Glenti Creek Festival, and emerging café scene. Darwin Harbour, two times larger than Sydney Harbour, offers a range of recreational water activities including year-round fishing and sailing.

Darwin is a welcoming city with networks of inclusive vibrant communities, and a culturally diverse population with over 100 nationalities living harmoniously in one place.

People living in Greater Darwin enjoy a unique tropical lifestyle with light traffic; short commutes and extensive network of cycling and walk paths on generally flat terrains, often along scenic coastal routes or through open green spaces. In addition Darwin has an extensive and affordable bus network.



The Territory, Australia

Growing economy

↑
40%



2006-07

\$18.1 Billion

Gross State Product

2018-19¹

\$25.4 Billion

Gross State Product

Population

TODAY
(Dec 31, 2017)

246,700

FUTURE
(2046)³

375,067



Average weekly earnings



NT \$1,816²

↑ **2.2%**
Annual growth

AUS \$1,653

↑ **2.7%**
Annual growth

1.3 million km²

1/6 of Australia's land mass



Why Seniors' Lifestyle Accommodation in Rural Darwin?



Seniors population

In Darwin Rural⁴

2006

2011

2016

55-64
Years

3048

4128

5426

65 Years +

1636

2301

3360

In Darwin⁴

2006

2011

2016

55-64
Years

7128

8361

8624

65 Years +

3989

5327

7144



Projected increase in population of aged 65+

In Darwin Rural⁴

4224

in 2017

Projected 61% increase by 2027

In Darwin⁴

8001

in 2017

Projected 50% increase by 2027

Existing facilities in greater Darwin



Darwin Rural

1

RETIREMENT VILLAGE
• 16 dwellings constructed
• 44 in pipeline

1

AGED CARE
• 58 beds operational
• 76 funded bed licences in pipeline

Darwin

3

RETIREMENT VILLAGES
• 150 dwellings
• 13 in pipeline

3

AGED CARE
• 246 beds operational
• 65 beds in pipeline

¹ NT Budget 2017-18 - NT Economy.

² Northern Territory Economy Snapshot, Sept 2018.

³ ABS; 3101.0 Australian Demographic Statistics, Dec 2017.

⁴ KPMG 2017 Report

The market for the Darwin Rural Seniors' Lifestyle Accommodation Project

The Territory is experiencing the growing trend of an increase in the proportion of seniors seeking suitable age appropriate accommodation.

Senior Territorians have clear expectations around specifically-designed residential accommodation options and are becoming more discerning and sophisticated about the choices available to allow them to live independently within a safe community environment, with access to increasing levels of care and community support as they age.

In April 2017, the Northern Territory Government announced in the 2017-18 Budget the allocation of \$500 000 to undertake the first stages of progressing the development of seniors' lifestyle accommodation in Alice Springs, the Darwin Urban area and the Darwin Rural area.

In 2017, KPMG was engaged by the Department of Trade, Business and Innovation to:

- investigate traditional and emerging senior accommodation models
- undertake market analysis through desktop investigations and consultations with stakeholders, local and Northern Territory Governments.

The key findings of the KPMG Report for the Darwin Rural area included:

- a current undersupply of senior accommodation
- a current undersupply of aged care beds
- the preferred residential development type
- target market
- key stakeholder insights.

The Northern Territory Government has prepared an Information Memorandum based on the KPMG Report. The Information Memorandum will be made available to qualified Proponents (refer to the Registration Section on page 11).

Project location



PALMERSTON REGIONAL HOSPITAL

From Coolalinga

8.9km (13 minutes)

DARWIN INTERNATIONAL AIRPORT

From Coolalinga

26km (26 minutes)

ROYAL DARWIN HOSPITAL

From Coolalinga

28km (30 minutes)



GOVERNMENT SITE



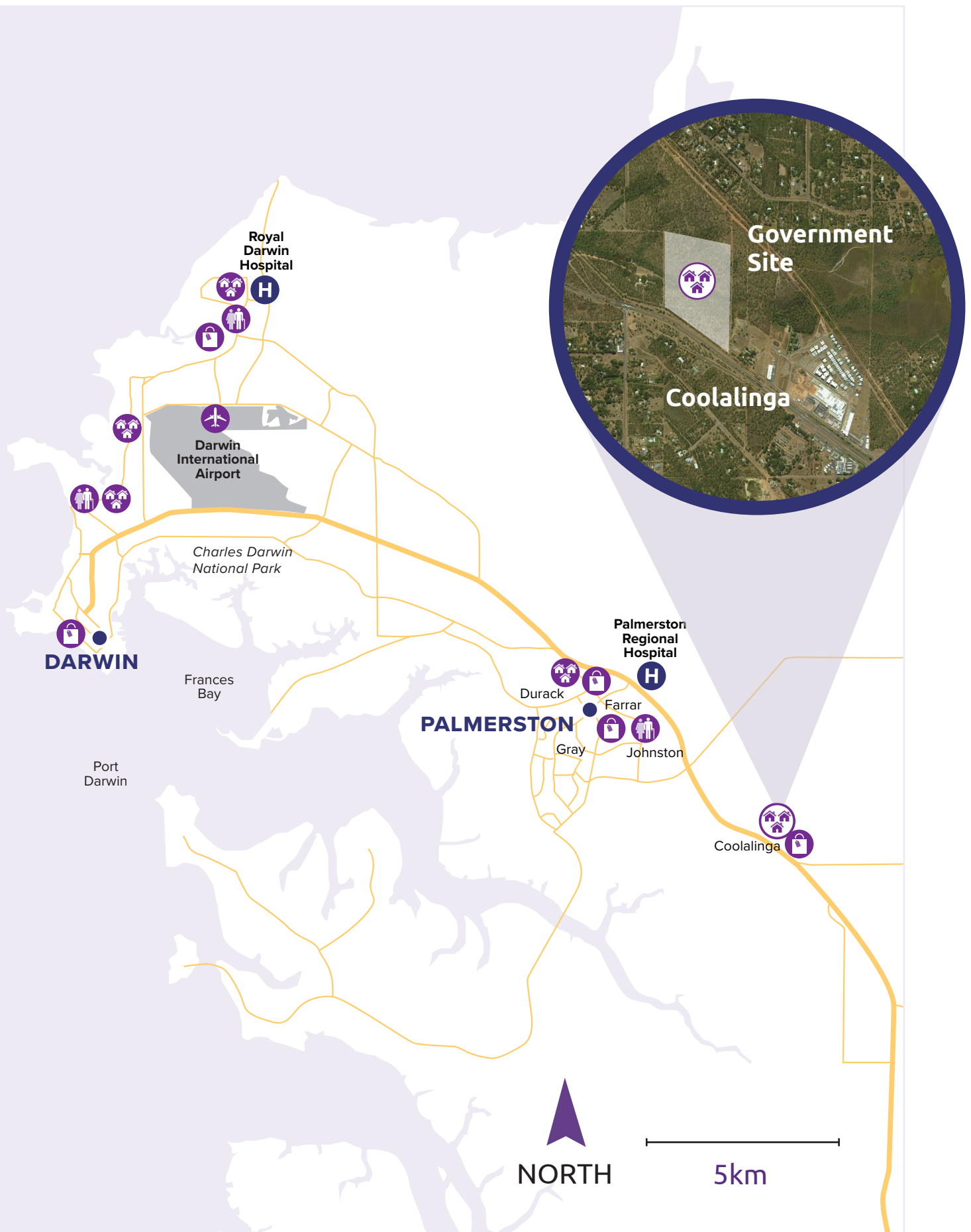
RETIREMENT VILLAGE



AGED CARE



MAJOR SHOPPING CENTRE



Government Site

The Northern Territory Government has identified a potential Government Site for the development of seniors' lifestyle accommodation, approximately 29km (18 miles) south east of the Darwin Central Business District, and 10km (6.2 miles) south east from Palmerston. The Government Site is also 8.9km from the newly opened Palmerston Regional Hospital.

However, the Northern Territory Government will consider privately owned sites identified by Proponents that may suit individual proposals.

The Government Site is ideally situated within the Coolalinga/Freds Pass Rural Activity Centre which currently encompasses a growing commercial precinct with major national retailers and speciality shops; urban residential development; rural lifestyle development on predominantly two hectare lots; a public bus interchange; and seven recreation nature reserves, each offering a special range of activities.

The Government Site is located in the Litchfield Municipality which is also well supported with a large network of 'not-for-profit' groups ranging from recreational, sporting, religious and community groups.

The Government Site is part of Section 3373 Hundred of Bagot. It is an undeveloped parcel of Crown land with natural features of a seasonal stream, wooded areas and an escarpment. The Government Site is:

- approximately 15 hectares in size that could be developed in stages
- currently zoned RL (Rural Living) under the Northern Territory Planning Scheme.

Further information in relation to the Government Site will be made available to qualified Proponents (refer to the Registration section on page 11).





Your proposal

The Northern Territory Government invites proposals which address the Territory's requirements for the Project and which demonstrate a clear understanding of the Territory's following objectives:

- increase the number of Territorians choosing to live and remain in the Northern Territory following retirement, by broadening the range of quality accommodation choices available to retirees
- contribute to rural Darwin's attractiveness as a retirement location by providing modern community living appropriate for aging in place and suited to the local environment and demographics
- respect and recognise the environmental setting

- deliver an operating framework which maximises consumer protections and preserves value for Senior Territorians
- is sustainable in terms of the financial model under which it is delivered.

This EOI Invitation represents the first stage in the process and the purpose is to raise awareness of the opportunity and seek EOIs from interested parties.

If, as part of the EOI process, suitable qualified entities are identified, the Northern Territory Government may approach shortlisted parties to submit detailed proposals.

The request for detailed proposals process will involve more comprehensive information being requested in relation to, among other things, final design and the business model supporting the proposed seniors' lifestyle accommodation.

Project Timelines

The Northern Territory Government is keen to progress the Darwin Rural Seniors' Lifestyle Accommodation Project. Indicative timelines for the EOI and next phases are:

EOI registrations open	22 September 2018
EOI opens	27 September 2018
Market briefings/site visit	October 2018
EOI registrations close	30 November 2018
EOI closes	14 December 2018 (2pm ACST)
EOI evaluation complete	January 2019
Detailed proposals process announced	February 2019
Detailed proposals process closes	July 2019
Preferred proponent announced	Q3 2019

Registration

Interested parties must register through **business.nt.gov.au/seniorsaccomm**

The Northern Territory Government will satisfy itself that any interested party seeking to register is a bona fide Proponent and is likely to deliver the project. The Northern Territory Government may seek any further information from the interested party that it deems necessary and conduct such due diligence checks as it seems fit.

Parties registering interest will be advised of the outcome of their application within three business days of registering.

The Northern Territory Government reserves the right in its absolute and sole discretion to accept or reject registration applications.

Additional information about the EOI and the project will be made available to Proponents that have registered their interest in the Project and have been accepted by the Northern Territory Government as qualified Proponents. The additional information available includes:

- details of what the Northern Territory Government seeks from Proponents through the EOI process
- guidance on the evaluation criteria that will be used to assess EOI proposals
- the Information Memorandum.

Lodgement of EOI and enquiries

Proponents will need to complete and lodge all necessary EOI documentation by no later than 2.00 pm (Australian Central Standard Time) on **14 December 2018**.

Proponents will be able to submit enquiries through the website **business.nt.gov.au/seniorsaccomm**

General enquiries in relation to the Project should be emailed to **seniorsaccomm@nt.gov.au**

business.nt.gov.au/seniorsaccomm

September 2018

