



EXPRESSION OF INTEREST (EOI) :

(Concepts / Feasibility Report)

Back-Country & Point to Point Mountain Bike (MTB) Trails

West Coast Mountain Bike Project

November 2020



General

Council invites suitably qualified firms or individuals to submit a proposal to undertake investigations and scoping work to produce a Concepts / Feasibility Report for the West Coast Council (Council), that will identify the feasibility and benefits of developing a range of Back-Country and Point to Point MTB Trail options in the Region - consistent with the adopted *West Coast Mountain Bike Trail Strategy*¹.

The proposal should outline how the following strategic objectives will be considered in the final Report:

- Building on existing West Coast MTB Trails (and planned MTB Trails) to position the West Coast as a competitive MTB destination.
- Developing concepts that compliment, and where possible, enhance the natural values of each site.
- Developing concepts that are sensitive to the cultural values of the target area.
- Developing concepts and experiences that offer a real point-of-difference, and that will attract significant intrastate, national, and international interest.
- Developing Trail Network Concepts that offer significant economic development opportunities, and related local business opportunities.
- Developing Trail Networks that will provide significant opportunities for local riders, in addition to visiting riders.

Proposals should consider that the Final Report from the appointed firm or individual is to include details on the following:

- Liaison with key stakeholder agencies.
- Desktop analysis, and on-site analysis and review, of proposed locations (below), and additional cost-effective options.
- Economic impact analysis.
- Market analysis to underpin identified economic benefits.
- Staged concept plans for the proposed trails development process (including approximate costings).
- Budgeted implementation plan (including trail maintenance considerations).
- Operational models and commercialisation options.

Specific

Council is looking to establish the feasibility of developing several new trails, identified in recent studies. However, Council is not limiting the appointed firm or individual to investigating and reporting on these options alone.

It is expected that the final Concepts / Feasibility Report will be capable of informing interested stakeholders of potential future MTB trail development options and will be capable of forming the basis for detailed trail designs to follow in the future. It should be also sufficient to support grant funding applications.

The Concepts / Feasibility Report is being prepared to place Council in a strong position to evaluate additional MTB trail opportunities, and to potentially seek further funding support to realise those opportunities in coming years.

Several potential options for future Back-Country and Point to Point MTB trails were identified in the original MTB Strategy document created for Council in 2019, and in the recent Trail Design Report for the Heemskirk Range². In particular (but not exclusively) Council would like to see a consideration of the 'Queenstown to

¹ See Attachment 1 – *West Coast Mountain Bike Trail Strategy(2019)*

² See Attachment 2 - *Heemskirk MTB Trails- Design Plan (2020)*

Strahan' Back-Country Trail option included in the final Report; and also the Trial Harbour / Lake Cumberland option - identified recently as part of the Heemskirk Regional Reserve design process.

Council is also aware that there may have been some preliminary investigations by the P&WS into some town to town options (e.g. Rosebery to Zeehan). While Council has no information to offer at this stage on such investigations, we may assist the successful party in contacting relevant agencies to understand these concepts further. There has also been interest in other point to point trails between towns on the West Coast.

BACKGROUND :

The timing and sequence of relevant lead up work relating to the broader West Coast MTB project, the creation of the *West Coast Mountain Bike Trail Strategy* and a change to the original approach for the proposed Queenstown Lower Gravity MTB Trails project, is as follows:

- After receiving a \$500,000 grant from the Tasmanian Parks & Wildlife Service (P&WS) for the development of a Queenstown Lower Gravity Trails Network, Council undertook extensive investigations and a review of MTB opportunities for the West Coast in 2018, which resulted in a detailed Report from the Director Special Projects (DSP) being submitted to Council in December 2018. The Report cited a total of 13 recommendations regarding the existing Queenstown Lower Gravity Trails Project and the broader West Coast MTB opportunities (including the creation of a suitable West Coast MTB Strategy) – Council approved all recommendations³.
- Council then commissioned the *West Coast Mountain Bike Trail Strategy*.
- Utilising the work in the *West Coast Mountain Bike Trail Strategy* West Coast Council was successful in securing a commitment of \$2.5M towards a range of proposed developments outlined in the draft document (including Concept / Feasibility Work for future Back-Country and Point to Point trail options).
- Council subsequently adopted the *West Coast Mountain Bike Trail Strategy* at its August 2019 Council Meeting⁴.
- Council is currently poised to begin construction of the Mt Owen (Queenstown) Trail Network and has finalised designs for the Heemskirk Range Trail Network (Zeehan).

EXPECTED ENGAGEMENT / CONSULTATION ACTIVITIES:

1. Discussions with Police and other Emergency Services personnel have been ongoing since the original Queenstown Lower Gravity Trails Project was handed to Council, and Council has then sought to develop further MTB Trails in the region. Emergency Services agencies have an obvious interest in the development of trail networks in the region, in terms of their planning, monitoring and ongoing retrieval and other related activities. It is therefore imperative that in relation to developing the Concepts / Feasibility Report, that close liaison with these agencies be factored in.
2. Council initiated discussions with Mineral Resources Tasmania (MRT) in 2019 regarding the extensive mining interests related to the West Coast region (e.g. Mining Leases and Exploration Licences) and the historical lack of consultation / engagement with MRT relating to many other MTB developments around Tasmania. It is therefore imperative that in relation to developing the Concepts / Feasibility Report, that close liaison with MRT be factored in (particularly in the early stages of investigation).

³ See Attachment 3 – (Council Report – December 2018)

⁴ See Attachment 4 – (Council Report – August 2019)

3. Council initiated the broader West Coast MTB project in close consultation with the State Government (in particular the P&WS). As future trails are likely to be located on Crown Land in many cases, it is therefore imperative that in relation to developing the Concepts / Feasibility Report, that close liaison with the P&WS and Crown Land Services be factored in.
4. Council has been working closely with the local tourism association 'Destination West Coast' (DWC) regarding business engagement activities and MTB matters generally. DWC has now formed a 'Walks / MTB' sub-committee of members. It is therefore imperative that in relation to developing the Concepts / Feasibility Report, that close liaison with this group be factored in.
5. Council has been working closely with the newly formed 'West Coast Mountain Bike Club' (WCMBC) regarding all proposed MTB developments, timing etc. It is therefore imperative that in relation to developing the Concepts / Feasibility Report, that close liaison with this group be factored in.
6. There are also town-based business and community development groups with an interest in MTB opportunities: Tullah Progress Associates, Rosebery Development Association and Zeehan Thrives etc. The successful proponent will be required to work with Council to engage with these groups where relevant.
7. Prior to commencement of investigations, it is expected that the chosen firm or individual will:
 - a. attend a meeting with Council staff to discuss the project, before any significant planning or scoping work is undertaken; and
 - b. participate in a forum / workshop with Councillors, Council staff, P&WS staff and other interested parties (formed as the West Coast MTB Reference Group) to gain further insights into expectations.
8. After significant work has been undertaken on the concepts, but prior to finalising the Report, it is expected that the appointed firm or individual will:
 - a. participate in a forum / workshop with the MTB Reference Group to gain further feedback before the draft Report is finalised; and
 - b. following a 4-week community consultation process (during which the draft Report is formally published, and further comments sought) present the final Report to the elected members of the Council at a Council Workshop.
 - c. Have a final meeting with Council staff to discuss the feedback received and any changes that may be required.
9. It is expected that the appointed design contractor will update, and discuss progress with the designated Council contact, at least on a weekly basis throughout the project.

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TIMING FOR PROJECT DELIVERY AND PAYMENT SCHEDULE :

Reporting dates will be negotiated with the appointed design contractor and payment will be tied to adherence to these agreed timelines.

EVALUATION AND ASSESSMENT:

Submissions will be assessed as per the following criteria:

- Previous/relevant experience
- Timeframes for completion
- Methodology and approach
- Value for money

The ideal firm or individual will have demonstrated previous experience in comparable projects, with referees.

Interested firms or individuals may associate and form a joint venture in order to enhance their capability and/or qualifications.

As part of the evaluation process interested firms and individuals may be required to make presentations to the EOI evaluation panel.

Proposals will be evaluated against expectations and the firm that presents the best proposal will be selected to undertake the concept / feasibility work and present Council with the Report.

Council is not bound to accept the lowest quote or any proposal and may determine at its own discretion:

- not to proceed with any of the proposals;
- to undertake a new EOI process;
- to proceed with an arrangement other than through an EOI process;
- to negotiate with a preferred proponent; or
- not to proceed with the work at all.

Council is not required to consider a non-conforming proposal but reserves the right to consider and accept a non-conforming proposal without offering any other proponent the opportunity to resubmit on the same basis.

Proponents should note that all questions and answers may be circulated to all parties submitting proposals to undertake the design work and produce the Report.

The submission of a proposal will not give rise to any contract governing, or in any way concerning, the EOI process, or any aspect of the EOI process, for the work outlined. Council expressly disclaims any intention to enter into any such contract.

All costs and expenses incurred by proponents in any way associated with the development, preparation and submission of a proposal, including attendance at meetings and the provision of additional information required by the Council, will be borne entirely by the proponents. No proponent, whether successful or unsuccessful, will be entitled to make any claim against the Council for such costs and expenses.

When submitting its proposal, the proponent must declare any actual or potential conflicts of interest which may arise between the proponent and the Council or the proponent and any sub-contractor which the proponent proposes to engage in respect of the work.

The EOI evaluation panel may determine not to fully evaluate any proposal if, in the opinion of the evaluation panel, the proposal does not adequately address or meet

some, or all, of the evaluation criteria. Council reserves the right to exclude any non-conforming proposal from evaluation at any stage of the EOI process.

Proponents should ensure that sufficient information is included in their proposals to facilitate proper evaluation in accordance with the stated criteria.

The EOI evaluation panel may require a proponent to submit additional information concerning its proposal, to personally discuss its proposal or to make a formal presentation with respect to its proposal before any proposal is accepted. Should a proponent fail to:

- submit the additional information so required; or
- attend personally to discuss its proposal; or
- make a formal presentation with respect to its proposal at the date and time stipulated by the EOI evaluation panel,

the proposal may not be further considered.

ACCEPTANCE OF PROPOSAL:

The successful proponent will be notified in writing of the acceptance of its proposal or its appointment as a preferred proponent. If the proponent is appointed a preferred proponent, Council may enter into negotiations to adjust, refine or amend the original proposal, before a final appointment is made to undertake the work and produce the Report.

ON-SITE BRIEFING:

Council is happy to provide an on-site briefing for potential respondents. The purpose of the briefing will be to provide further details in respect of the project and afford an opportunity for potential respondents to ask questions in respect of any aspect of this EOI. Attendance at the briefing session is not mandatory and is not a prerequisite for the submission of a proposal.

TIMELINE FOR PROPOSALS:

Proposals shall be submitted to Council no later than 5pm on Friday 18 December 2020. Late submissions will not be accepted. The lowest quote will not necessarily be accepted.

Proposals shall include:

- Detailed breakdown of a total cost for undertaking the work and producing the Report.
- Detailed schedule outlining the key dates for all proposed deliverables.
- Documentation of relevant experience, citing references.
- The Contractor's ABN.

It is expected that the successful applicant will be notified in December 2020 with work to start in January 2021.

CONTACT DETAILS:

Expressions of Interest should be addressed to:

General Manager
West Coast Council
PO Box 63

QUEENSTOWN TAS 7467

or emailed to wcc@westcoast.tas.gov.au (Attention: MTB Project)

CONTACT INFORMATION:

For further information, please contact:

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