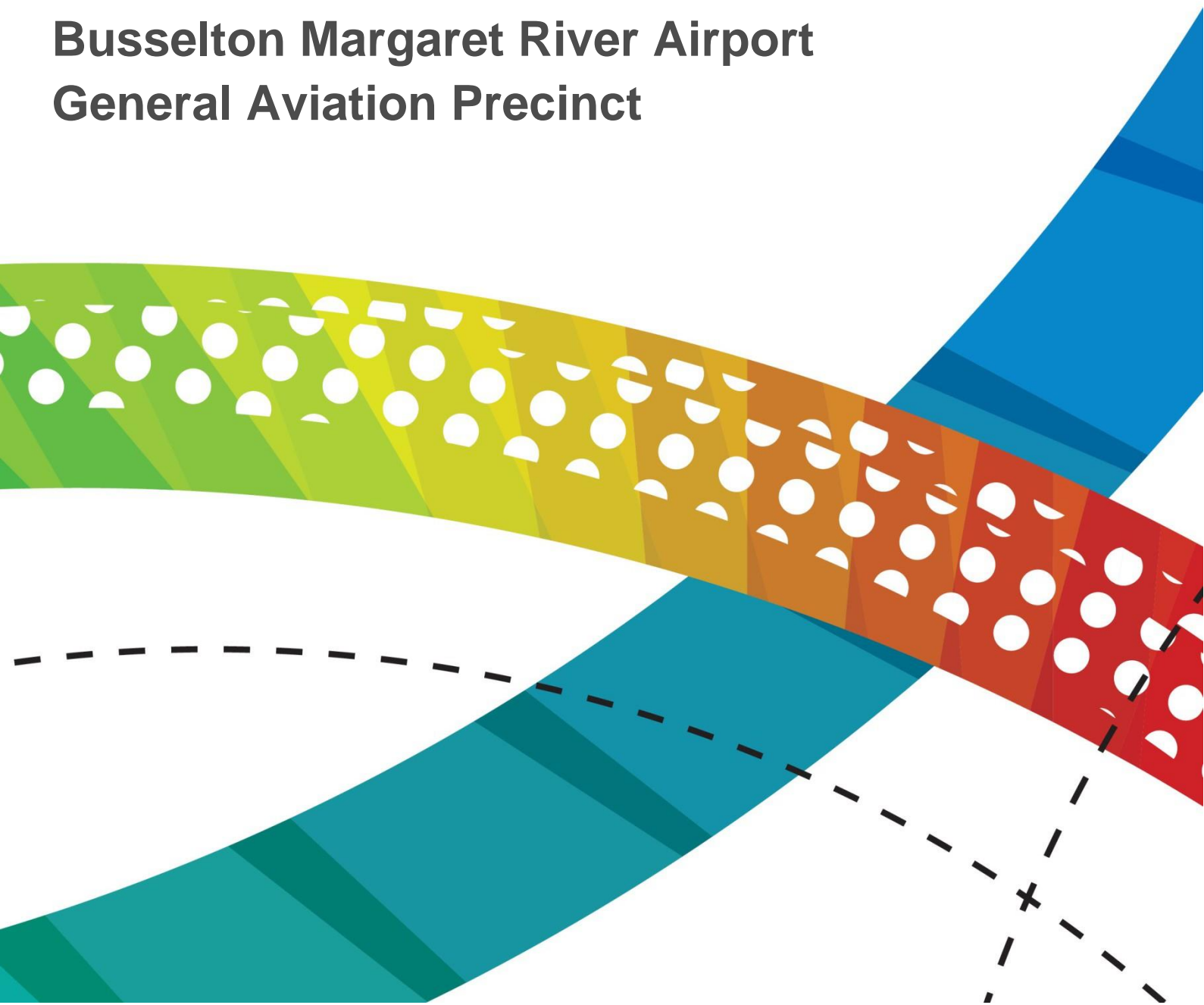


REGISTRATION OF INTEREST (RoI) GUIDELINES

**Busselton Margaret River Airport
General Aviation Precinct**



1. INTRODUCTION

Busselton Margaret River Airport (**BMRA**) is located 6.5km from the Busselton Town Centre and is owned and operated by the City of Busselton. BMRA is the gateway to the internationally renowned Margaret River Wine Region and regarded as the most strategically located airport in the South West region of Western Australia.

As part of a multi-million dollar redevelopment, the City of Busselton has constructed a fully serviced General Aviation (GA) precinct including 36 hangar lots ranging in size from approximately 180m² to 838m². The lots are fully serviced and available for recreational and commercial pilots and/or aviation related businesses. The hangar lots are situated adjacent to Code B rated aprons (see attachment A), have direct access to the runway of 2520m (TODA) x 45m via dedicated Code B and Code 4C taxiways, and Jet A1 Fuel and Avgas facilities are available. All lots are serviced with water, power, sewer and telecommunications.

The City of Busselton intends to make available for lease, constructed aviation hangars located on Lots 6 -15 for the purposes of recreational and commercial aviation all being approximately 180m² in size. All lots are serviced with water, power, sewer and telecommunications.

As such the City of Busselton is seeking Expressions of Interest (**EOI**) from aviation operators interested in leasing serviced, general aviation hangars with direct apron access. The EOI is to quantify the interest from general / recreational pilots and / or aviation businesses to enter into a lease agreement with the City of Busselton for a general aviation hangar.

Further discussions for a lease agreement will be subject to negotiations and final approval by the City of Busselton.

2. THE OPPORTUNITY

2.1 Site Conditions

- Constructed general aviation hangars on landside lots of 180m² in size with direct apron, taxiway and runway access.
- All lots are serviced with electricity, water and telecommunications distribution pillars available in close proximity for connection. The lessee is responsible for connection costs and installation of water meters.



- Reticulated sewerage pits and connector points are located within the GA Precinct. The lessee is responsible for connection costs to the sewerage pits.
- The aviation hangars are expected to be a minimum of 180m2.

2.2 Land Use

The Airport is owned and operated by the City of Busselton and zoned Special Purpose in the City of Busselton Town Planning Scheme No. 21. The BMRA General Aviation precinct is available for proponents for general aviation for private and recreational use, as well as aviation based commercial operations including maintenance and servicing, charter, aviation tourism and related businesses.

2.3 Proposed Lease Arrangements (Standard Lease Agreement)

The proposed lease arrangements will be subject to standard lease terms subject to commercial negotiations and final approval by the City of Busselton. Broadly, the standard Lease Agreement includes:

	Details
Term	Negotiable 10 years with a further two, 5 year options.
Rent	By market valuation. Previous valuations estimated \$40.00 (ex GST) per square metre per annum* *The rental value is based on a market ground rent plus a rate of return on the hangar construction costs. The estimated rental value is subject to change dependent on the final hangar construction costs.
Rent Reviews	Rent will be subject to a market rent review every five years with all other years subject to CPI (Perth All Groups) rent reviews.
Outgoings	The Lessee will be required to pay for: <ul style="list-style-type: none"> • City of Busselton rates as applicable • Water consumption (individually metered) • Electricity (individually metered) • Communications/NBN • Toilet requisites • Insurances Property, Public Liability, Hangar Keepers (Aviation)



2.4 Hangar Design Guidelines

A summary of the guidelines used in the hangar design is provided below.

2.4.1 Building Setbacks

Setback from apron – No setback required

2.4.2 Built Form

The buildings within this precinct will be of a utilitarian nature.

Reference	Category	Finish/Colour	Application/Product
Roof material	Metal	Non-reflective	Colorbond
Wall material	Metal	Non-reflective	Colorbond – (i.e. Contemporary range)
Floor finishing	Concrete – 150mm + reinforcing mesh	NA	

2.4.3 Hangars

The hangar design for lots 6-15 has been based on a number of commonly used, general and recreational aircraft including;

- Cessna 172
- Cessna 182
- Beechcraft Baron
- Piper PA-44 Seminole

Subject to final hangar design and costings, the internal hangar dimensions will be a **minimum** of the following:

- Width (Apron facing) - 14m
- Depth - 11m
- Height – 5.5m (door height 4.5m)

There will be one personal access door at the rear of the hangar (road side) and steel sliding doors at the front of the hangar.

2.4.4 Building Signage

Lessees must comply with the following signage requirements:



- On-building signage may contain the business name and/or corporate logo. There is to be only one tenant sign per building.
- No sign shall be larger than 10% of the total area of the wall onto which it is placed.
- Signs must be specified, installed and maintained to a high standard, with three dimensional approach preferred and laser cut raised lettering encouraged. All signage must be compliant with CASA MOS Part 139 and final approval is subject to the discretion of the Airport Manager.
- Signage found to be non-compliant with the above terms or erected without prior consent of the Airport Manager, will be removed at the Lessee's cost.

2.4.5 Plumbing and Sewerage

Plumbing pipework will be included at the time of hangar construction to enable connection to water and waste water however connection to these services if required, will need to be completed by a qualified trades person and be at the lessees cost.

2.4.6 Electrical

The hangar will be installed with electrical cabling, power points and lighting however installation of an electrical meter and connection will be the responsibility of the lessee and must be performed by a licensed electrician as defined in the Electricity Act 1945 and Electricity (Licensing) Regulations 1991.

2.5 Other considerations

Consideration should also be given to the following matters:

- Civil Aviation Act and Safety regulations
- Aviation Transport Security Act and Regulations
- BMRA Conditions and Term of Use
- City of Busselton Noise Management Plan and BMRA Flying Neighbourly Agreement (FNA)
- City of Busselton, Council adopted Fees and Charges

2.6 Compliance with Local Government Act 1995

The City is required to undertake certain processes in accordance with the provisions of the Local



Government Act prior to entering into a Lease Agreement, including, but not limited to:

- Section 3.58 deals with the disposition of property, which includes advertising all land leases to be entered into by the local government.

3. REGISTERING YOUR INTEREST

The City of Busselton is proposing to enter into a lease arrangement with successful proponent/s, based on the response to this EoI. The following Request for Information has been provided to assist proponents with the preparation of their Submissions.

3.1 Request for Information

Please complete the **Request for Information details in Appendix B.**

Proponents may be requested to clarify information provided in the proposal or to provide additional information.

An electronic Expression of Interest form is located on the Busselton Margaret River Airport website <http://www.busseltonmargaretriverairport.com.au/>

3.2 Negotiations with Preferred Proponent/s

The City may, in its sole discretion, decide to:

- decline to proceed with the construction of hangars and enter into a lease with any/all Proponent(s).
- terminate negotiations with any/all Proponent(s).
- enter into negotiations with any person or entity who submitted a proposal under this Expression of Interest process.

The City of Busselton, upon the finalisation of the expression of interest process will negotiate in good faith with the proponent/s, with a view to entering into a binding agreement to operate at the approved location for the term of the lease agreement.

3.3 Expression of Interest Process

- Interested proponents are invited to submit the EOI application form by the closing date, ensuring that all fields are completed and the form is signed and dated.
- Once the EOI is closed, the City of Busselton (Airport team) will meet to confirm with each proponent their commitment to enter into a lease with the City.



- The City will then proceed with its procurement process (either a Request for Quotation or Request for Tender) for the construction of hangars.
- The City will confirm the final rental values, based on the procurement process with proponents prior to hangar construction commencing.
- The City will need to advertise the lease arrangements in accordance with the Local Government Act 1995.
- Proponents will be required to enter into a lease with the City prior to taking possession of the hangar and lease area, including connection to services.

4. TIMELINES

<i>Expression of Interest (Eoi) Information Available</i>	
Opens	20 August 2021
Closes	17 September 2021
<i>Meetings with Proponents</i>	
From	22 September 2021
To	1 October 2021
<i>City Procurement process for hangar construction</i>	
From	6 October 2021
To	20 October 2021
<i>Finalise Lease arrangements with Proponents/ Execution</i>	
Prior to 30 October 2021	
<i>Public Notice as per s3.58 (3)(a) LGA 1995 (Advertising – 14 days)</i>	
14 days during November 2021	
<i>Hangar construction</i>	
Dependent on delivery - January – March 2022	

5. LODGING A SUBMISSION

Expressions of Interest submissions are to be lodged at the following address:

**Chief Executive Officer City of Busselton
2 Southern Drive
BUSSELTON, WESTERN AUSTRALIA 6280**

Submissions may also be emailed to: city@busselton.wa.gov.au. Subject line should include 'Busselton Margaret River Airport – General Aviation Precinct - EOI'

Prior to submitting your proposal you are advised to:

- Carefully read all parts of this Expression of Interest and ensure you understand the scope of works and services and all the procedural requirements for submitting a proposal.



- Prepare your proposal in the format provided and in accordance with the guidelines listed in this document, including as much relevant information as possible.
- The identity of the Proponent is fundamental to the City. Therefore specific care must be given to detailing the Proponents name and legal status (i.e. whether the Proponent is a natural person, partnership, joint venture, corporation or trust).
- Sign and lodge your proposal before the Closing Date – see below.

EOI period: Opens: 20 August 2021
Closes: 17 September 2021

6. FURTHER ENQUIRIES

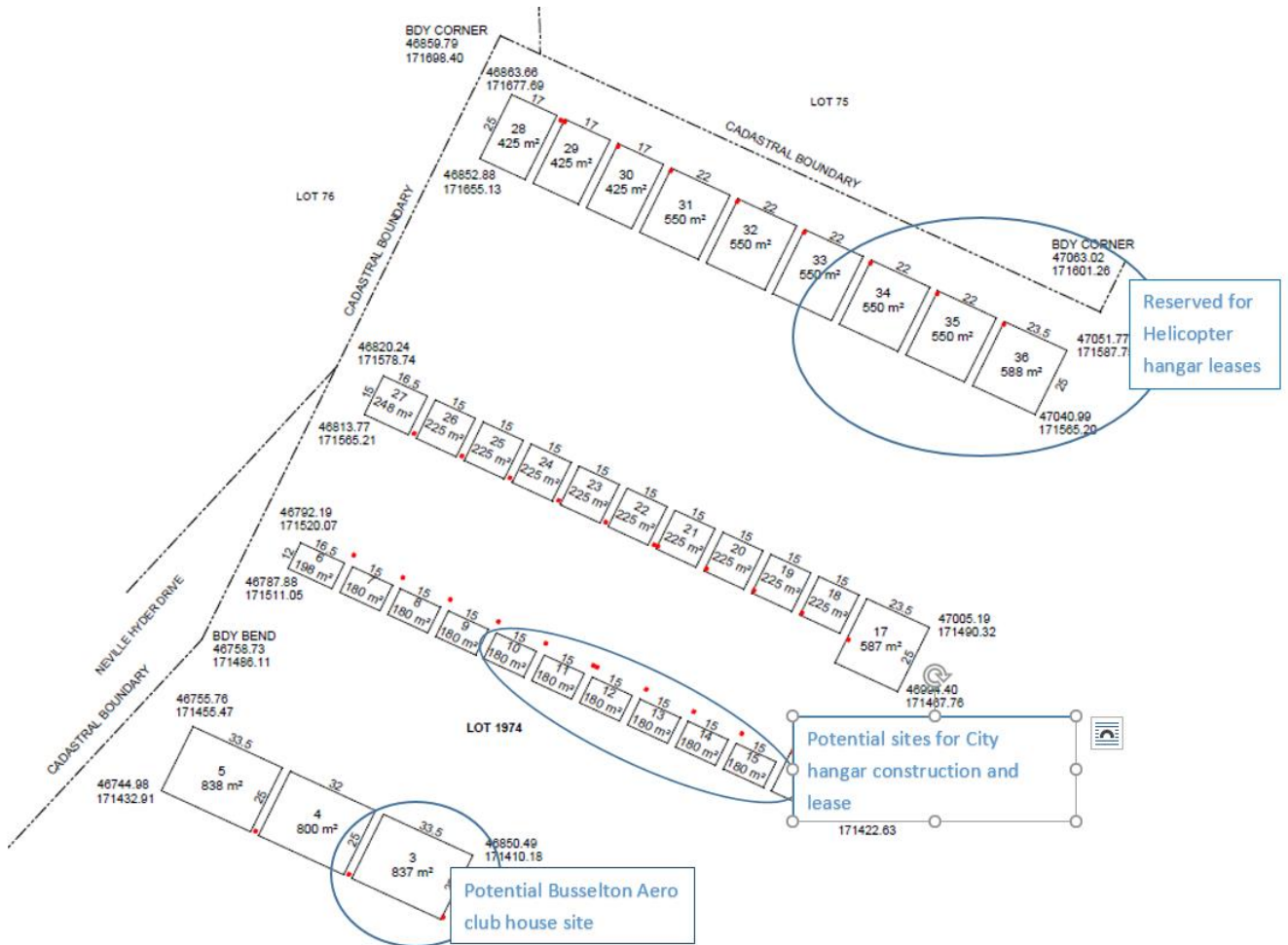
BMRA Airport Manager - Tel: (08) 9781 0389; or

Airport Operations Coordinator – Tel: (08) 9754 2333

Email: airport@busselton.wa.gov.au



7. APPENDIX A - GENERAL AVIATION PRECINCT LAYOUT



8. APPENDIX B – REQUEST FOR INFORMATION

Appendix “B” must be completed by the Proponent.

Application for: Busselton Margaret River Airport – General Aviation Precinct

8.1 PROPONENT DETAILS

Name of Organisation(s)/ Individual(s): NB: Where more than one individual will enter into a lease with the City, all individuals must be listed.	
ACN/ABN:	
Business Address:	
Postal Address:	

Contact Details

Name of Principal Contact Person:	
Position:	
Telephone:	
Email:	

