

UNSOLICITED INVESTMENT PROPOSALS AND THE DECISION PROCESS FOR MANUKA GREEN

APRIL 2016



ACT
Government

Overview



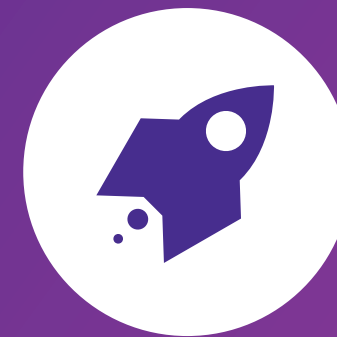
1.

What is an
“unsolicited proposal”?



2.

How is an “unsolicited
proposal” evaluated?



3.

What has happened and
what are the future steps?



Who am I?



Gary Rake

- Deputy Director-General
Environment and Planning Directorate

*(and, for transparency, also a Kingston resident
and ticket-holder for AFL matches at Manuka)*

What is an “Unsolicited Proposal”?



Investment Proposal

This process is used where a proponent wants to invest their own money but needs ACT Government support or approval



Partnership Framework

This process enables major public-private partnerships (PPPs) for the delivery of public infrastructure

Manuka Green is being assessed under the Investment Proposal framework.

The basic rules



- New ideas
- Implementation of existing ideas
- “First mover” advantage
- Documented process
- Safeguards to protect community interest



- Does not circumvent statutory processes
- Can not interfere with an existing competitive process
- Commercial confidentiality does not override public accountability

Investment Proposal Guidelines



2013

ACT Government
created Invest Canberra
to support inbound
investment



2014

ACT Government
endorsed the Investment
Proposal Guidelines

The ACT Investment Proposal Guidelines are publicly available.

How does it work?



1.

Concept Submission

Effectively a
“completeness check”

Administrative decision

Is the ACT Government
willing to consider a
detailed investment
proposal?



2.

Detailed Business Case

Proponent develops
a detailed business
case for government
consideration



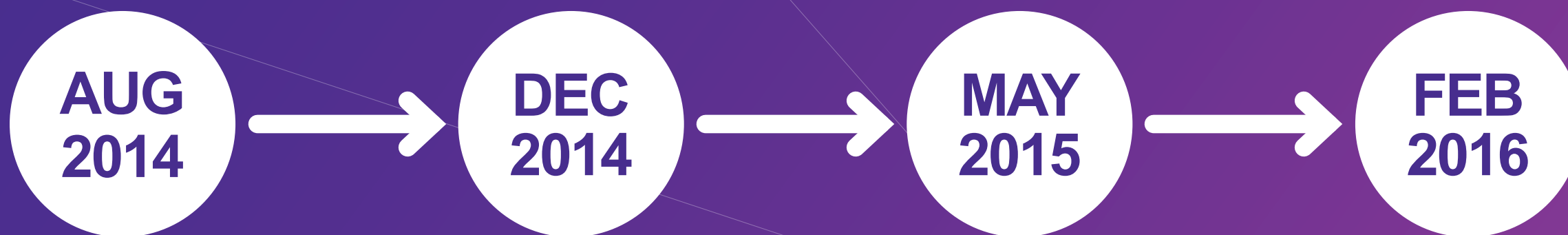
3.

Commercial Relationship

Progress the relevant
commercial relationship



Giants proposal timeline



- **Government Officials**
become aware of proposal

- Referred to **Invest Canberra** for case management

- **Giants**
Phase 1 concept submitted

- **Assessment Panel**
Considers Giants concept and recommends it progresses to Phase 2

- **Invest Canberra**
Prepares a Participation Agreement outlining respective roles in Phase 2 (signed in June 2015)

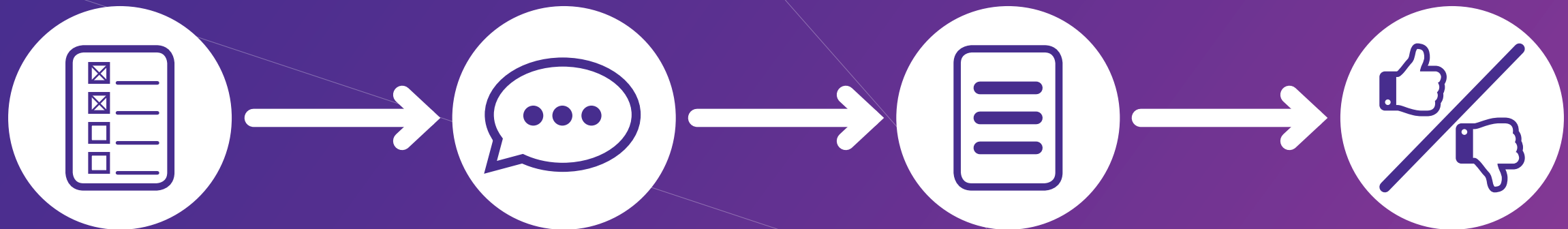
- **Giants & Grocon**
Formal submission

- **Giants**
Public announcement

- **Giants & Grocon**
Initial public presentation and early consultation with community

Invest Canberra have facilitated ACT Government discussions with the proponents throughout

What happens now?



Assessment Panel

Undertake formal evaluation

Assessment Panel

Community Consultation

Advice from key agencies

Assessment Panel

Prepare advice for ACT Government consideration

Uniqueness

Options eg various market mechanisms

Independent specialist advice if needed

Rigorous assessment "high bar"

ACT Government

Decision on whether to accept or reject proposal

What happens if accepted?

Additional Processes



Heritage Assessment

Full precinct assessment



Development Assessment

Including traffic and parking



Consider Territory Plan issues



Consider Development Control Plan issues

