

LIFESTYLE HOUSING

EXPRESSIONS OF INTEREST

Construction and Development opportunities
for Builders on lots less than 330m²

FEBRUARY 2013



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INTRODUCTION

Googong Township Pty Ltd (GTPL) is a Joint Venture between CIC Australia and Mirvac. Development is well underway.

We are now seeking expressions of interest from suitably qualified builders to partner in developing Lifestyle Housing in the new township of Googong.

Lifestyle housing is generally described as being a detached or attached house on a lot less than 330m². Freestanding terraces on lots down to 170m² will be a key element of Lifestyle Housing.

Specifically, GTPL is looking for EOI submissions from builders in order to identify:

- **Partner Builders** – A select panel of builders who will partner with GTPL to provide a range of quality Lifestyle house and land packages under a license fee arrangement.
- **Spec Builders** – who will build and develop their own Lifestyle product at Googong.

Note:

Hard copies of your submission are to be lodged in the GTPL Australia tender box in a sealed envelope or by email by no later than 5pm on Monday 15/3/13.

Your submission should be addressed to:

Tender Box

GTPL Australia
Level 3, 64 Allara St
Canberra City ACT 2600

Or emailed to:

chris.newman@mirvac.com

All enquiries relating to this EOI should be directed to:

Chris Newman

Commercial Manager
Phone: (02) 9080 8061
Mobile: 0419 765 052

Email: chris.newman@mirvac.com

WHAT IS GOOGONG?

A masterplanned township, which will be built on 780 hectares of former grazing land, and will include 5,550 homes of varying types and sizes to house about 16,000 people.

The township will have five neighbourhoods, a town centre and four local shopping centres as well as 183 hectares of open space to provide recreational, ecological and visual amenity, and is anticipated to be developed over 25 years.

Googong is located in NSW approximately 16 kilometres SE of Parliament House, Canberra, and 7km south of Queanbeyan CBD.

A Location Map and Township Masterplan are provided at Annexure 1 and 2.

The detailed layout for Googong North, our first Neighbourhood, is provided at Annexure 3.

The concept plan, showing the area within 200m of the Village Centre in Googong North, where Lifestyle Housing will first be located, is shown below at Annexure 4.



Googong Township site

CURRENT STATUS

Googong had a fantastic first 12 months. Below is a snapshot of some of the major milestones that Googong achieved over the past year.

- Over 240 exchanged contracts achieved – around \$60m in value.
- Construction of Stage 1 and 2 (337 lots) and ancillary infrastructure works commenced.
- Old Cooma Road quarry bypass and road straightening commenced construction.
- Club Googong – which will be Googong’s sales and information centre, pool, gym, café and general store, construction commenced.
- Beltana Park – the first neighbourhood Park, construction commenced.
- The Anglican Diocese of Canberra and Goulburn announced it will expand its educational presence at Googong to create the first Anglican Kindergarten–Year 12 school in the region.
- The New South Wales Joint Regional Planning Panel approved the second stage of the Googong housing development providing 442 residential lots, a neighbourhood centre, land for a public school, land for the Anglican school, sporting fields and parks.

By the end of 2013:

- Club Googong will be operating
- Beltana Park will be completed
- The first demonstration village will be operating
- Old Cooma Road widening will be completed
- 337 lots will be completed
- A further 320+ lots will be under construction

HOW TO RESPOND TO THIS EOI

Respondents to the EOI will be asked to complete and return the EOI by submitting the respective EOI pro-forma at page 11 or 14.

LATE EOIS

Late EOIs submitted after the closing time will only be accepted at the absolute discretion of GTPL.

GTPL will not be liable for any cost, expense, loss, claim or damage arising out of the Builder's non-inclusion or incorrect inclusion on the register of expressions of interest.

CONFIDENTIALITY

All information submitted will be treated as confidential.

EOI CONDITIONS

GTPL reserves the right to do all or any of the following:

- Issue addenda to this EOI at any time. All Addenda issued will become part of the EOI.
- Require additional information from any Respondent.
- Provide additional information to any or all Respondents.
- Change the structure and timing of the EOI process.
- Vary, suspend or terminate this EOI process.
- Terminate further participation in the EOI process by any Respondent.
- Accept any Response whether or not it complies with this EOI.
- Not accept any Response whether or not it complies with this EOI.

THE OPPORTUNITY FOR PARTICIPATING BUILDERS

In order to provide housing and price choice for purchasers, GTPL is seeking builders in the following two categories:

- **Partner Builders (x2)** – who build GTPL Lifestyle product under a license fee arrangement and fixed price, and,
- **Spec Builders** – who build and develop their own product.

OUR COMMITMENT

GTPL has made a commitment to deliver 10% of housing at Googong under the ACT Governments affordability thresholds being:

Net Living Area	Indicative Product	Affordable Home Package Price Threshold
80sqm	1–2 bedroom units and smaller townhouses	\$290,000
81–105 sqm	2–3 bedroom units or townhouses	\$340,000
≥105 sqm	3 + bedrooms	\$373,000

Although not essential, GTPL will endeavour to deliver the 10% on a neighbourhood by neighbourhood basis during the course of development. This will provide Googong purchasers with diversity in housing choice for the entire project life.

There are approximately 240 lots in the Googong North Village Centre, of which 150 should target the thresholds mentioned above, representing approximately 5 years of Lifestyle housing stock.

Both style of builders selected will:

- Be able to build product to meet affordability thresholds.
- Build homes designed to meet the Googong Vision and Design Guidelines (for Houses on Lots less than 330m²) and the Googong market.
- Have a demonstrable commitment to quality, innovation, value and market responsiveness (in their products and pricing).
- Have customer relationship strategies which benefit purchasers (for Spec Builders).
- Have the capacity to build a minimum specified number of homes each year at Googong.
- Enjoy certain commercial arrangements with GTPL at Googong.

INDICATIVE TIMING

- Lifestyle Housing **EOI closes 15th March 2013.**
- **Preferred Partner** builders (**x5**) notified by **1 April 2013** and asked to submit pricing on GTPL designs plus attend an interview.
- **Partner builders (x2)** notified of **successful** submissions **30th April 2013.**
- **Partner builder** lots ready to **start construction mid 2014.**
- **Spec Builders** lots ready to start **construction late 2014.**

GTPL SEED HOMES (ON LOTS LESS THAN 330M²)

Since this will be the first time lots less than 330m² are being developed at Googong, GTPL envisages that there will be a longer lead time in the planning, building control, and approval phases.

For this reason GTPL will be developing a number of small lot seed homes that will demonstrate a range of product that is in line with what both GTPL and Queanbeyan City Council expect to be delivered at Googong.

The Partner builders will be required to provide input into the planning and design of these homes during the course of 2013. This explains the long lead time between builder selection and construction on-site.

PARTNER BUILDERS – HOUSING DELIVERY PROCESS

Below is an outline of the small lot housing delivery process - the final process will be developed in consultation with the selected Partner Builders.

- GTPL prepares development application and receives fixed price tender from Partner Builder.
- GTPL lodges development approval with Queanbeyan City Council (QCC).
- GTPL markets and sells land lot to purchaser and passes client to builder to sign building contract with a pre-approved design.
- GTPL constructs lot and completes land contract with purchaser.
- Builder constructs dwelling (under standard progress payment arrangement with client) and pays GTPL a *License fee on contract completion.

The purchaser may elect to choose upgrades to the standard contracts. This is at the discretion of the purchaser and the builder.

**The license fee will be pre-negotiated fee between GTPL and the builder.*

SPEC BUILDERS – HOUSING DELIVERY PROCESS

Below is an outline for the Spec housing delivery process. The final process will be developed in consultation with the selected Spec Builders.

- GTPL and Spec Builder enter into Land Contract or Agreement.
- GTPL constructs superlot or lots (as agreed) and completes land contract with Spec Builder.
- Spec Builder is responsible for design, approval, and sales of their product.
- Spec Builder may elect to appoint GTPL as sales and marketing agent.

OTHER MATTERS

LIFESTYLE HOUSING DESIGN GUIDELINES AND HOUSE SITING CONTROLS

The Googong Lifestyle Housing Design Guidelines will assist purchasers and builders in the design of homes at Googong, and to provide assurance that the quality of the development will be protected for the benefit of residents and builders alike.

The Guidelines will ensure that house designs respect the Vision for Googong, contribute to attractive streetscapes, and enhances purchaser's investment in the township.

A purchaser of a lot will be required to adhere to both the Design Guidelines and House Siting Controls. However GTPL will have discretion to waive strict compliance with the Design Guidelines or House Siting Controls provided the objectives of each are met.

Draft Lifestyle Housing Design Guidelines will be prepared by GTPL in consultation with the Partner and Spec Builders selected through this EOI process.

RELATED MATTERS

Third line forcing:

GTPL considers that because purchasers at Googong will have a choice of whether or not to use one of several builders and, because other builders are not prevented from building at Googong, Third Line Forcing is not required.

However GTPL will formally confirm this and if necessary secure ACCC exemption as required.

THANK YOU

PARTNER BUILDER – EXPRESSION OF INTEREST FORM

EVALUATION CRITERIA 1: CONFORMING EOI

Y/N

EVALUATION CRITERIA 2: CAPABILITY

Please provide examples/details of your ability to complete homes on time and on budget and to agreed quality standards.

Are you available to provide any client references?

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EVALUATION CRITERIA 3: CAPACITY

Please provide an indication of how many Lifestyle Homes you could build at Googong each year.

Please indicate how many homes you have built each year of the past 3 years (ie 2010, 2011 and 2012).

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EVALUATION CRITERIA 4: FINANCIAL

Please provide demonstrable financial capacity to build the number of homes at Googong you nominated above and provide details of your Home Owner Warranty Insurance.

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EVALUATION CRITERIA 5: DESIRE TO DEMONSTRATE PRODUCT

Please indicate whether you have the financial ability and desire to fund, build and display one of the GTPL Seed Lifestyle Homes (or a Lifestyle Home of your own design which complies with the Lifestyle Homes Design Guidelines).

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EVALUATION CRITERIA 6: QUALITY

Please outline your customer relationship management program, internal quality assurance processes, and after sales care to ensure quality of service delivery

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EVALUATION CRITERIA 7: PRODUCT INNOVATION

Please identify any sustainability, building technology or other innovations you have applied to housing you have designed and built.

Demonstrate other initiatives or advantages that your company will bring to the Builders Guild that will support the Googong Vision (i.e, industry accreditations such as Greensmart, industry awards, future directions).

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EVALUATION CRITERIA 8: COLLABORATION

Please confirm your willingness to work collaboratively with the Googong Project Team in delivering the Googong Vision and finalising the Lifestyle Housing Design Guidelines.

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EVALUATION CRITERIA 9: SITE SAFETY PLAN

Demonstrate a broad understanding of the risks involved in building and the typical controls used. GPL Australia shall evaluate the safety capabilities and systems to ensure builders are capable of effectively managing health and safety on a project basis.

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EVALUATION CRITERIA 10: INDICATIVE COST

Attached at annexure 5 are 2 Lifestyle Housing concept plans.

GTPL request that submissions include an indicative cost to construct each dwelling assuming:

- Full turnkey package (basic level finishes) (pricing as at March 2013).
- 2550mm ground floor ceiling height.
- No allowance for façade treatment.
- No heating or cooling.
- No rainwater tanks.
- Recycled water will be provided to the washing machine/toilets.
- Landscaping to front yard including boundary fence treatment and hedging. Turf to rear.
- Max 900mm slope across lot.

Tenders will be used as an indicative measure only.

The 5 preferred Partner Builders will be asked to re-submit pricing based on a DA set of drawings.

It is also important to note that Partner Builders will not be chosen on price alone.

UNSUCCESSFUL SUBMISSIONS

All unsuccessful builders will be notified by email and informed of the reasons for not being chosen. A verbal de-brief can be provided by request.

SPEC BUILDER – EXPRESSION OF INTEREST FORM

1: NUMBER OF LOTS/DWELLINGS

Discuss how many dwellings per annum you would be interested in building/delivering.

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2: TIMING

Discuss the lead time you require to engage with GTPL to resolve legal issues, financing, planning, design and approvals.

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3: TERMS

Indicate your preference for settlement (i.e. terms of contract, serviced/un-serviced superlots, minimum 4 lots etc).

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4: FINANCIAL

Demonstrable financial capacity to complete on settlement.

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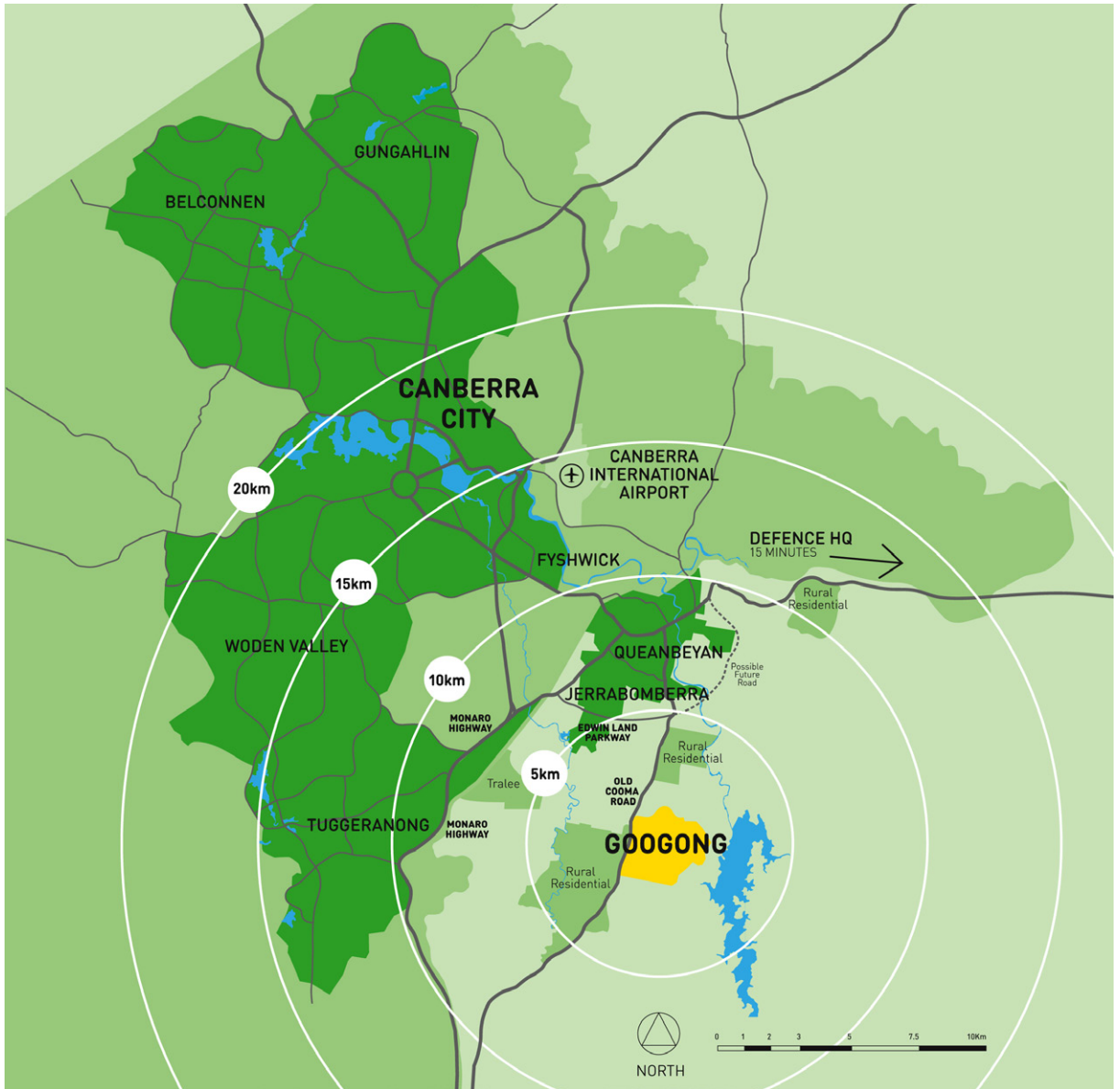
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ANNEXURE 1: LOCATION MAP



ANNEXURE 2: GOOGONG MASTERPLAN



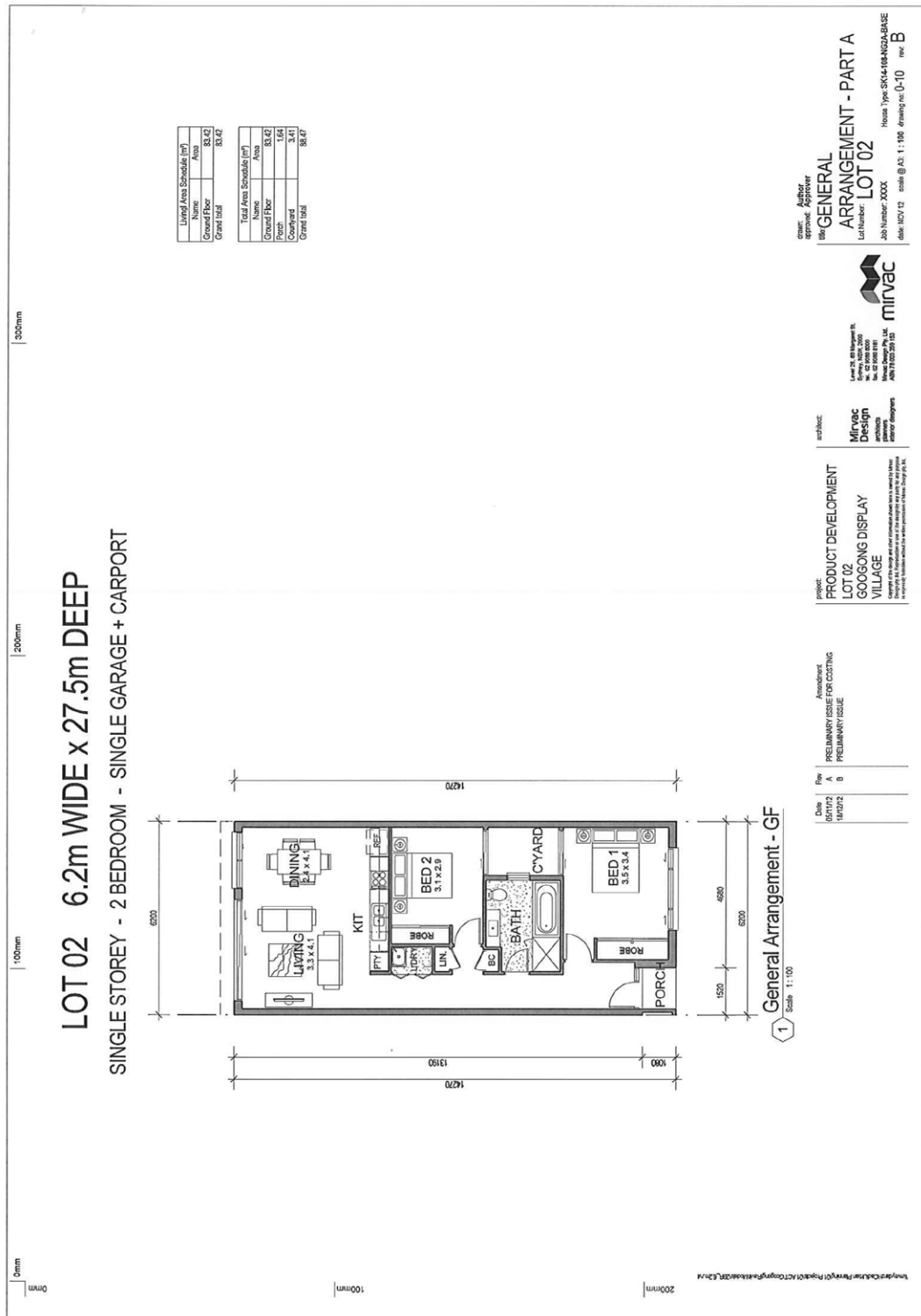
ANNEXURE 3: NEIGHBOURHOOD 1A PLAN



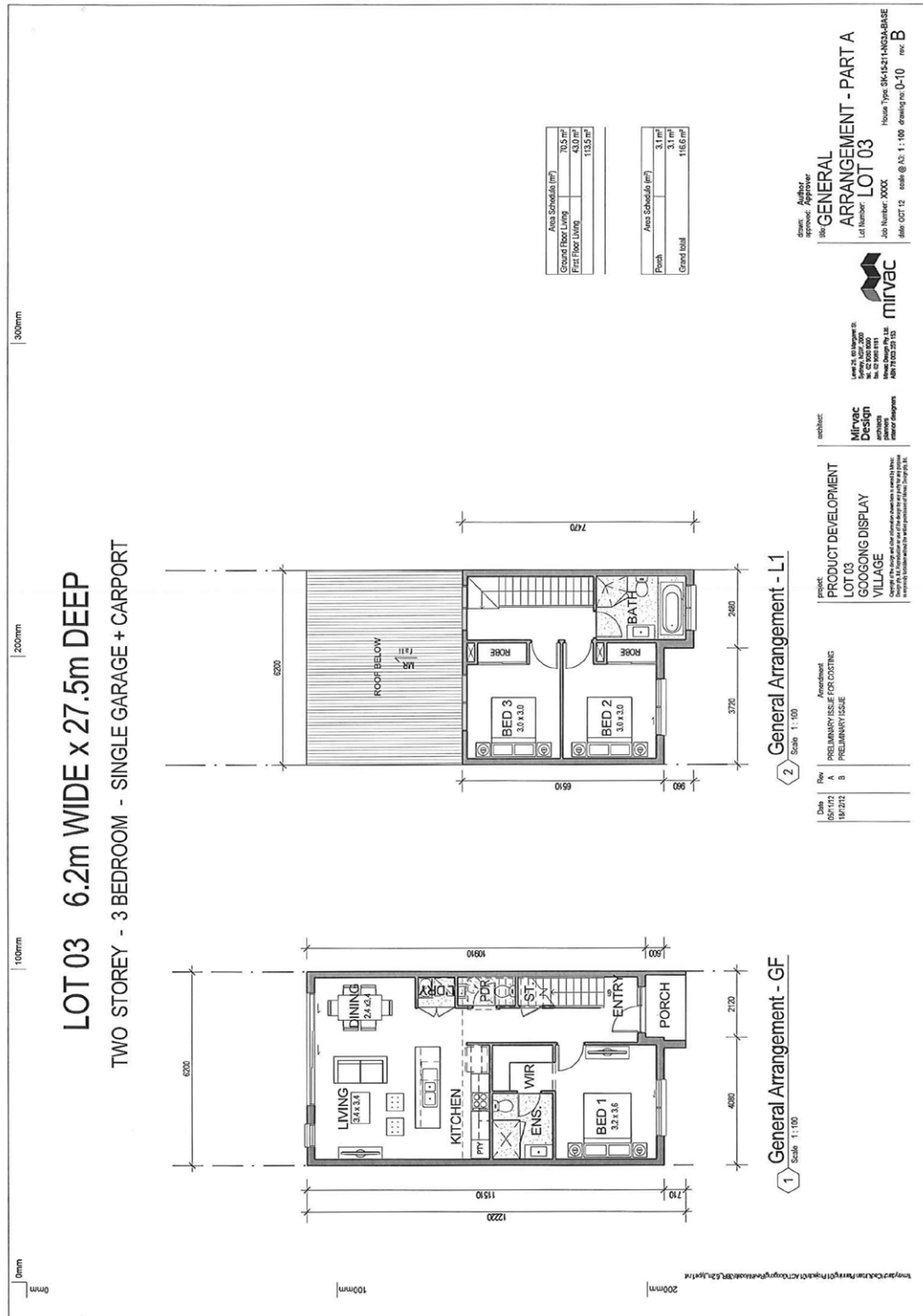
ANNEXURE 4: VILLAGE CENTRE INDICATIVE LAYOUT



ANNEXURE 5: PRODUCT PLANS FOR INDICATIVE COSTING



ANNEXURE 5: PRODUCT PLANS FOR INDICATIVE COSTING





Googong Township Pty Ltd (GTPL) is a joint venture between CIC Australia and Mirvac.