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## Problem and Opportunity Statements

Problem and Opportunity Statements provide industry the opportunity to work with Government to provide innovative solutions to focused problems.

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The Problem and Opportunity Statement process provides industry the opportunity to work with Government to provide innovative solutions to focused problems.

Information about current and ongoing Problem and Opportunity Statements is available below. There have been seven (7) released to date:

### Active proposals

#### **MLPPOS36 Screen production facility (Stage 3)**

The State Government is working with preferred proponent Home Fire on a proposal to develop and operate a new screen production facility, comprising studio and related facilities to cater for Western Australia's growing screen needs.

This Problem and Opportunity Statement is now in Stage 3 of the MLP process. Due diligence is now being undertaken on a proposed site near the future Malaga METRONET station in Perth's north-eastern suburbs. The proponent will engage with the City of Swan, the Whadjuk Regional Corporation and other Government stakeholders and complete site investigations.

Negotiations are subject to commercial confidence. Any further announcement on this process will be made at the conclusion of Stage 3, at which time a detailed proposal description and project summary will be published.

A final development proposal for a screen production facility, including film studio, resulting from this MLP process will be subject to normal statutory approvals processes.

[Read media statement](#)

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## **MLPPOS32 Carbon for conservation (Stage 2)**

Carbon farming service providers are invited to identify innovative, high-level and targeted concept proposals that optimise the carbon storage potential, while enhancing the associated co-benefits for biodiversity conservation and Aboriginal people.

Applications have now closed.

## **Completed proposals**

### **MLPPOS15 – Landgate Building**

- Proponent: Georgiou Capital Pty Ltd
- Industry: Construction
- Lead Agency: Centrally-led process via the Department of Finance.
- Description: Response to Problem and Opportunity Statement MLPPOS15, Landgate Building, seeking innovative solutions to optimise the future use of the Landgate Building (1 Midland Square) and Landgate's future office accommodation within Midland.
- Current Status: Problem Opportunity Statement process complete

### **Proposal description**

Short Title: Landgate Building

Proponent: Georgiou Capital Pty Ltd

The State Government has finalised the sale of 1 Midland Square to Georgiou Capital Pty Ltd (Proponent), while securing a leaseback agreement after a successful Problem and Opportunity Statement released under the Market-led Proposals policy.

Under the proposal, the Landgate building, which reverted to government ownership in March 2021, has been sold to the Proponent for \$17,330,000 with the State receiving the proceeds from the sale.

The Proponent will undertake an extensive refurbishment of the existing Landgate building, creating around 370 new jobs across a range of industries including construction, design, and engineering, prioritising the use of local businesses, where possible.

Government contribution and commercial proposition for government:

- State government will receive \$17,330,000 for the freehold sale of the Landgate Building to the Proponent.
- State government has committed to partial leaseback of approximately 13,500 square metres (sqm) of space to accommodate Landgate, the Department of Communities (Communities) and WA Health - Child and Adolescent Health Services (WA Health - CAHS) for a lease term of 15 years at base rate of \$358 and \$440 per square metre per annum for North and Central nodes respectively.
- Proponent to fund the major refurbishment of the aged and inefficient Landgate building, including improving the building's environmental energy rating.

### **Proposed benefits to the State**

- This arrangement is expected to result in avoided costs of around \$12.0 million (in net present terms) over the term of the agreement relative to the status quo to accommodate the requirements of Landgate, the Department of Communities' existing Midland office and Child and Adolescent Health Services' Community Health Hub.
- Construction and refurbishment work, funded by the Proponent, is expected to create around 370 local jobs across a range of industries including: building and construction, design, and engineering.

- The refurbished building will provide staff from Landgate, Department of Communities, and Child and Adolescence Health Service with a modern, functional workplace that meets the Property Council of Australia's office quality 'A' rating for existing buildings.
- Retaining a strong public sector presence in the heart of Midland will provide long-term benefits for the local economy.

## **Declined or referred to lead agency to manage outside the MLP process**

### **MLPPOS30 Opportunities in nature-based tourism in WA's national, marine and conservation parks**

The State Government sought suitable nature-based tourism proposals that could deliver new tourism experiences, attractions and/or accommodation in Western Australia's national, marine and conservation parks.

Industry: Environment; Tourism

Lead Agency: Department of Biodiversity, Conservation and Attractions' (DBCA)

#### **Current status**

5 proposals were invited to Stage 2 of the process:

- Proponent: Aerial Adventure Pty Ltd
- Proposal description: Aerial Adventure Pty Ltd – Aerial Adventure High Ropes Course in Gnaragara Park
- Status: Complete. Did not progress to Stage 3. Proponent redirected to DBCA to be considered by the agency.
  
- Proponent: Beijaflore Pty Ltd
- Proposal description: Tree Museum at Tree Top Walk
- Status: Complete. Did not progress to Stage 3. Proponent redirected to DBCA to be considered by the agency.
  
- Proponent: Beijaflore Pty Ltd
- Proposal description: Tree Village and Tree Nature Trek in Lane Poole Reserve
- Status: Complete. Did not progress to Stage 3. Proponent redirected to DBCA to be considered by the agency.
  
- Proponent: Chitty Pty Ltd
- Proposal description: EcoGlamp accommodation in various parks
- Status: Complete. Did not progress to Stage 3. Proponent redirected to DBCA to be considered by the agency.
  
- Proponent: Pinky's Beach Pty Ltd
- Proposal description: The Great Southern Eco Experience in Porongurup National Park
- Status: Complete. Did not progress to Stage 3. Proponent redirected to DBCA to be considered by the agency.

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### **MLPPOS3 Prison industries and prisoner employment program**

The Department of Justice sought proposals from the private sector on how to better utilise our prison industries to improve productivity, efficiency and profitability. Prospective partnerships were required to innovate and create employment opportunities, both within the community and for prisoners.

- Industry: Justice.
- Lead Agency: Department of Justice

### **Current status**

1 proposal was invited to Stage 2 of the process:

- Proponent(s): workRestart Social Enterprises Ltd
  - Proposal description: Development of an Innovation Roadmap for secondary and primary industries in nine nominated WA facilities.
  - Status: Complete. Did not progress to Stage 3.
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### **MLPPOS27 Supply Chain Certainty for healthcare Personal Protective Equipment (PPE) in WA**

An opportunity for the State Government to partner with or support reputable or proven healthcare manufacturers to establish a long-term, local manufacturing presence in Western Australia to produce healthcare PPE.

- Industry: Health.
- Lead Agency: Department of Jobs, Tourism, Science and Innovation

### **Current status**

1 proposal was invited to Stage 2 of the process:

- Proponent(s): Adarsh Investments Pty Ltd.
  - Proposal description: A proposal to establish capacity to manufacture surgical masks and be able to meet State supply requirements.
  - Status: Complete. Did not progress to Stage 3. Proponent redirected to JTSI to be considered by the agency.
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### **MLPPOS8 - Rebuilding the Western Australian softwood plantation estate**

Problem and Opportunity Statement process closed and referred to Forrest Products Commission to develop a State-led Forest expansion.

- Industry: Forestry.
- Lead Agency: Forest Products Commission.

### **Current status**

3 proposals were invited to Stage 2 of the process:

- Proponent(s): Global Forest Partners LP (GFP).
- Proposal description: Proposal seeks to acquire land, establish new pine plantations, and register eligible plantings to receive carbon credits and sell carbon credits to the State as they accrue.
- Status: Complete. Did not progress to Stage 3.
  
- Proponent(s): New Forest Asset Management Pty Ltd (NFAM).
- Proposal description: Proposal seeks to find and acquire suitable land and establish new pine plantations with the government underwriting a minimum carbon credit price.
- Status: Complete. Did not progress to Stage 3.
  
- Proponent(s): WA Plantation Resources Pty Ltd (WAPRES).

- Proposal description: Expansion of the Softwood Plantation Estate. Investment company structure to be established with joint State Government and industry funding and shared returns. Primary objectives are wood value and Australian Carbon Credit Units.
- Status: Withdrawn.

**Page reviewed 10 November 2022**

### **Related pages**

- [Market-led Proposals](#)
- [Market-led Proposals Process](#)
- [Government Priorities and Exclusions](#)
- [Current and completed proposals](#)
- [Publications and templates](#)

## **Provided by**

Department of Planning, Lands and Heritage

## **Contact**

Market-led Proposals Secretariat

Telephone:

61 8 6552 4731

Email:

marketledproposals@dplh.wa.gov.au