

**LEGISLATIVE COUNCIL**  
**Question Without Notice**

**Wednesday, 29 November 2023**

**C1692. Hon Dr Steve Thomas to the Minister for Emergency Services representing the Treasurer**

I refer to the market led proposals (MLPs) initiated by the private sector for the calendar year 2022 and for calendar year 2023 to date, and I ask for each of those years:

1. How many MLPs were received by the Government from private sector proponents?
2. How many MLPs progressed to public disclosure at the end of the stage 2 and 3 processes?
3. How many of the MLPs were officially released by the Government to industry and the private sector to respond to? And
4. What financial return has each MLP delivered to the state, and how is that financial return determined or calculated?

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**Answer**

- 1-4. Details about current and completed Market-led Proposals are published on the WA Government website.

I table a copy of the 'Current and completed proposals' webpage as at 29 November 2023.

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2. [WA Government](#)
3. [Document collections](#)
4. Market-led Proposals - Current and completed proposals

## Market-led Proposals - Current and completed proposals

Since the MLP Policy commenced in 2019, the Government has received more than 65 proposals. Of those proposals received, two are completed transactions and 16 are currently under assessment.

**Last updated: 20 November 2023**

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From 11 April 2019 to 17 October 2023, we have received 75 unsolicited MLPs. The table below outlines the number of proposals received in each industry category.

Category	Number received
Property	20
Health	13
Community services	10
Infrastructure	17
Tourism	3
Telecommunications and ICT	1
Education	2
Publishing and media	1
Retail	2
Environmental	1
Agriculture and farming	1
Mining and resources	1
Transport	1
Other	2

Category	Number received
<b>Total</b>	<b>75</b>

Of those 75 proposals:

- 4 have been completed
- 9 are current
- 6 were withdrawn
- 9 were referred
- 47 were declined.

The table below outlines the primary reason why 62 MLPs did not progress as they were either declined, referred or withdrawn. (Some may not have progressed for multiple reasons).

Reasons	Number of proposals
Scope and Priorities Assessment	27
Procurement Pathway Assessment	5
Evaluation Criteria Assessment	24
Withdrawn by Proponent	6
<b>Total</b>	<b>62</b>

## Completed proposals

Visit the [Completed Market-led Proposals webpage](#) for more details.

## Proposals in Stage 2

### MLP23002 Peel Public Health Services

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
- Proponent: Ramsay Health Care Australia Pty Ltd
- Industry: Health
- Governance for Stage 2: Agency-led by the Department of Health
- Description: The proposal seeks a contract with State Government for the provision of public health services. The services will be provided at the Proponent's proposed new private hospital in the Peel region.
- Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Health.
- Next advice: Update will be provided at the conclusion of Stage 2.

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### MLP22008 Jetty C Acquisition, Emu Point, Albany

- Status: Invited to Stage 2 of the MLP Process, with the ability to negotiate on an exclusive basis
- Proponent: Harvest Road Oceans Pty Ltd
- Industry: Infrastructure
- Governance for Stage 2: Centrally-led by the Department of Transport
- Description: The proposal seeks to acquire Jetty C to enable permanent berthing of the Proponent's current and planned expanded fleet of vessels adjacent to its onshore processing facility, to support increased shellfish production.
- Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Transport

- Next advice: Update will be provided at the conclusion of Stage 2
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#### **MLP19026 Palliative Care Hub Osborne Park**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process.
  - Proponent: Bethesda Health Care and The Bethanie Group Incorporated.
  - Industry: Health.
  - Governance for Stage 2: Agency-led process via the Department of Health.
  - Description: Proposing the construction and operation of a facility integrating a 120-bed residential aged care and dementia care facility, and a 25-bed specialist inpatient palliative care hub.
  - Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy, however, did not justify the right for exclusive negotiation. The Department of Health released an Expression of Interest that closed on 9 November 2021. The proponent was assigned a 20 per cent bid premium applied to their overall score, in an open and transparent process. A consortium of Bethesda Health Care and The Bethanie Group was the successful respondent and has been invited to submit a business case to the Department of Health.
  - Next advice: Update will be provided upon advice from the Department of Health in relation to outcomes of the business case evaluation in Stage 2.
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#### **MLP20002 Swanbourne Village Project**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent Expression of Interest process.
  - Proponent: Cedar Woods Properties Limited (Cedar Woods).
  - Industry: Property Development and Construction.
  - Governance for Stage 2: Centrally-led process via the Department of Planning, Lands and Heritage.
  - Description: Cedar Woods proposed the development of State-owned land within the Railway Reserve adjacent to Swanbourne Station to enhance the performance of the station, provide a better context for the proposed Congdon Street Bridge replacement and deliver METRONET objectives. The development would be planned to include a mix of residential, retail, commercial and community uses, and designed to respond to the local Swanbourne Village context.
  - Current status: The proposal was determined to have a reasonable prospect of meeting the criteria of the MLP Policy however did not justify the right for exclusive negotiation. The State Government has undertaken baseline due diligence to identify land within the Railway Reserve that is suitable for urban development. The baseline due diligence will be provided to respondents to the Invitation for Expressions of Interest.
  - An Invitation for Expression of Interest has been released to the market via [Tenders WA](#) inviting proponents to express their interest in the Swanbourne development opportunity. The Proponent will receive a 15 per cent bid premium to its score against the Value for Money criterion in the evaluation of submissions. The Invitation for Expression of Interest closes on 19 January 2024.
  - Next advice: Update will be provided at the conclusion of the Expression of Interest process.
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#### **MLP20003 Graylands Hospital Site and Shenton Precinct**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.

- Proponent: Hesperia Property Pty Ltd.
  - Industry: Property Development and Construction.
  - Governance for Stage 2: Centrally-led process via the Department of Planning, Lands and Heritage.
  - Description: Proposing the development of land to create an urban infill project. The proposal incorporates the implementation of an odour management and solar power solution at the Subiaco Waste Water Treatment Plant (WWTP). The proposal is investigating the potential to repurpose the current Graylands Hospital Site for future urban development.
  - Current status: This concept has a reasonable prospect of meeting the criteria of the MLP Policy and the proponent has been invited to complete a full business case with the Department of Planning, Lands and Heritage, in consultation with other impacted agencies as required.
  - To note: that all planning, feasibility and due diligence must first consider the current use of the Graylands Hospital site in determining any potential future use of the current Graylands Hospital Site. This will be completed in collaboration with the Department of Health and the Graylands Reconfiguration and Forensic Taskforce. Please see [media release relating to the Graylands Taskforce](#).
  - To note: that there is no endorsed nor funded disinvestment and reconfiguration of Graylands Hospital site and its services at this stage. Any future changes to the WWTP will be in consultation with the Water Corporation.
  - Next advice: Update will be provided at the conclusion of Stage 2.
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#### **MLP20005 Land Exchange Byford and Ellenbrook**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
- Proponent: LWP Group Pty Ltd.
- Industry: Land and Property Development.
- Governance for Stage 2: Centrally led by the Department of Planning, Lands and Heritage.
- Description: Proposal is an exchange of State urban zoned land in Henley Brook with land owned by the Proponent in Byford and Ellenbrook Town Centres to enhance the State's development options at the two METRONET precincts.
- Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Planning, Lands and Heritage.
- Next advice: Update will be provided at the conclusion of Stage 2.

### **Proposals in Stage 3**

\*Current MLP Policy stipulates new MLP submissions will be considered via two stages, unless otherwise advised by the State.

There are currently no active proposals in Stage 3.

### **Declined, referred or withdrawn proposals**

#### **MLP21011 Collie to Coast**

- Proponent: South West Irrigation Management Cooperative Limited, and South West Irrigation Asset Cooperative Limited.
- Industry: Water distribution, Irrigation.

- Lead Agency: Centrally led by the Department of Primary Industries and Regional Development (DPIRD).
  - Description: Proposal to deliver a water infrastructure project designed to improve water availability and quality, for the benefit of agriculture and industrial water users in the South-West Region.
  - Previous status: The proposal was invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Current status: The proposal has been referred outside of the MLP process, for further progression and negotiation between DPIRD and the proponent. The MLP process is closed.
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#### **MLP19008 Second Home Innovation Hub at Ainslie House**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Proponent: Hesperia Property Pty Ltd and Second Home (the Consortium)
  - Industry: Property and innovation.
  - Governance for Stage 2: Centrally-led by the Department of Planning, Lands and Heritage.
  - Description: The proposal seeks to establish a Second Home Innovation Hub at Ainslie House.
  - Previous status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Planning, Lands and Heritage.
  - Current status: Proponent withdrew from the MLP process; the process is closed.
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#### **MLP19027 Bullsbrook Intermodal Container Terminal**

- Proponent: Harvis Capital Pty Ltd.
  - Industry: Land Development and Primary Production.
  - Lead Agency: Centrally-led process via the Department of Transport.
  - Description: The proposal sought investment in rail to deliver a long-term integrated solution to Perth's future infrastructure needs, by facilitating an intermodal container terminal at Bullsbrook.
  - Previous Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Current status: Proposal did not progress to Stage 3; the process is closed.
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#### **MLP20019 Integrated Finfish Aquaculture Precinct**

- Proponent: Harvest Road Oceans Pty Ltd
  - Industry: Aquaculture
  - Lead Agency: Centrally-led process via Department of Primary Industries and Regional Development
  - Description: Proposed development of a land-based yellowtail kingfish aquaculture precinct. The proponent would construct and operate a grow-out facility supplied by a hatchery constructed and operated by the State, with infrastructure shared by the parties. The proposal incorporated capacity for other commercial grow-out operators in the precinct.
  - Previous status: The Proposal had a reasonable prospect of meeting all the criteria of the MLP Policy, however did not justify the right for exclusive negotiation. The State issued an Invitation for Expression of Interest on Tenders WA for this or similar proposal, in an open and transparent process. In accordance with the First Mover Advantage of the MLP Policy, the proponent received a 20 per cent bid premium applied to their total score as part of the evaluation.
  - Current Status: Proposal did not progress to Stage 2 Business Case; the MLP process is closed.
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## MLP20021 Mid-West Desalination Project

- Proponent: AGI Operations Pty Ltd
- Industry: Land Development and Primary Production.
- Lead Agency: Centrally-led process via the Department of Jobs, Tourism, Science and Innovation.
- Description: Proposal is for the proponent to fund the construction of a reverse osmosis desalination plant at Oakajee Strategic Industrial Area (OSIA) to supply scheme water to Water Corporation for the Geraldton region. Proponent proposes to supply water to industrial, mining and agricultural customers.
- Previous Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process.
- Current status: Proponent withdrew from the MLP process; the process is closed.

### Related pages

- [Market-led Proposals](#)
- [Market-led Proposals Process](#)
- [Government Priorities and Exclusions](#)
- [Current problem and opportunity statements](#)
- [Publications and templates](#)

## Provided by

[Department of Planning, Lands and Heritage](#)

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