

Barry Hayden

Coordinator Protected Area Management

Department of Environment, Water and Natural  
Resources



**SOUTH**  
AUSTRALIA

# NATURE LIKE NOWHERE ELSE

Activating Nature-based Tourism in South Australia





# Nature-based tourism: New business opportunities

2017-18







**Nature café**  
Morialta Conservation Park



**Old Adelaide Gaol**  
Boiler room and wood yard



**Old Adelaide Gaol**  
New building



**Kangaroo Island adventure hub**  
Kelly Hill Conservation Park



**World Heritage package**  
Naracoorte Caves National Park



**Iconic Victorian residence**  
Belair National Park



**Homestead on the Coorong**  
Coorong National Park



**Kangaroo Island lighthouse**  
Flinders Chase National Park



**Kangaroo Island lighthouse**  
Cape Willoughby Conservation Park



**Mountain bike hubs**  
Adelaide and Mount Lofty Ranges parks



**New garden enterprise**  
Mount Lofty Botanic Garden



**New garden enterprise**  
Wittunga Botanic Garden



**Historic fort on Adelaide's coastline**  
Fort Glenville Conservation Park



**Eco-lodge on the Eyre Peninsula**  
Lincoln National Park



**Tourism village on the Yorke Peninsula**  
Innes National Park



**Remote island adventures**  
Neptune Islands Conservation Park



**Hospitality services in busy Adelaide parks**  
Adelaide and Mount Lofty Ranges parks



**Accessible accommodation hub on the Eyre Peninsula**  
Lincoln National Park



## **Homestead on the Coorong**

### **Coorong National Park**

Bring new life to Cantara Homestead to establish an accommodation offering nestled in the dunes of the Coorong.

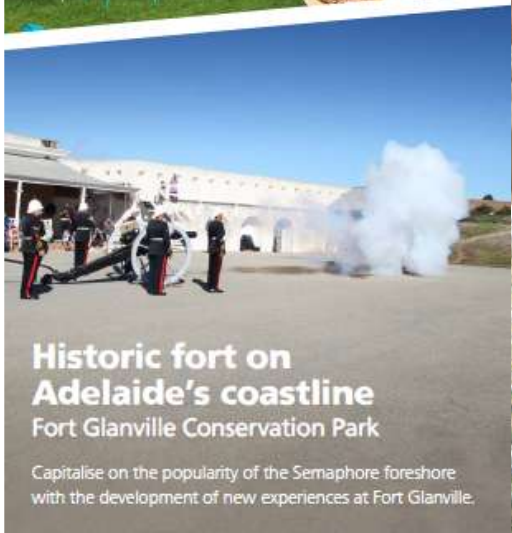
## **World Heritage package**

### **Naracoorte Caves National Park**

Operate and expand an existing café and cave tour products within a World Heritage Area.







**Historic fort on  
Adelaide's coastline**  
Fort Glanville Conservation Park

Capitalise on the popularity of the Semaphore foreshore with the development of new experiences at Fort Glanville.



**Iconic Victorian residence**  
Belair National Park

Opportunity to develop a unique accommodation, hospitality or event based enterprise at Old Government House in Adelaide's most-loved national park.



**Mountain bike hubs**  
Adelaide and Mount Lofty Ranges parks

Service the growing community of cyclists and mountain bikers who are making the most of trails offered across Adelaide's metropolitan parks.



**Hospitality services in  
busy Adelaide parks**  
Adelaide and Mount Lofty Ranges parks

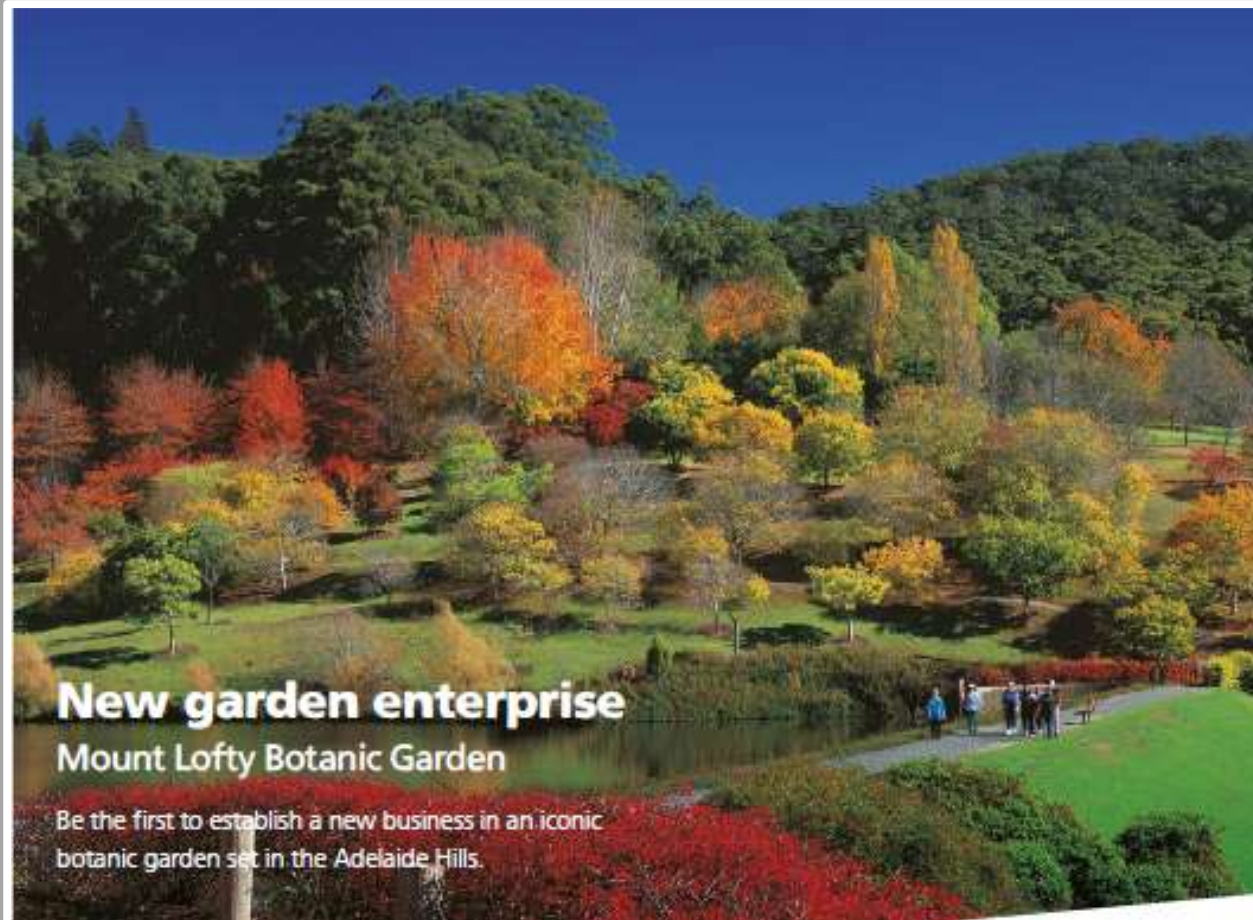
Combine nature with Adelaide's sophisticated culinary culture.



**Nature café**  
Morialta Conservation Park

Develop and operate a nature themed café by adapting an existing building adjacent to Adelaide's brand-new Mukanthi nature play space.





## **New garden enterprise**

### **Mount Lofty Botanic Garden**

Be the first to establish a new business in an iconic botanic garden set in the Adelaide Hills.

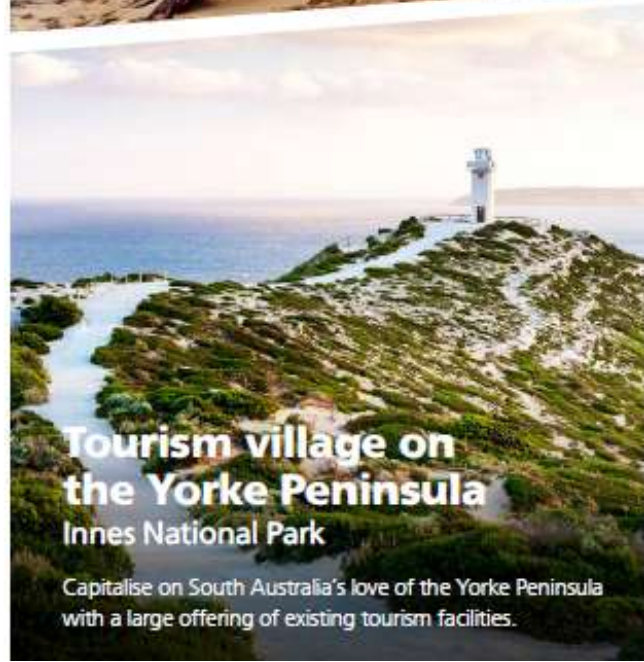


## **New garden enterprise**

### **Wittunga Botanic Garden**

Launch a brand-new experience in a garden oasis just 15 km from Adelaide's CBD.





**Tourism village on  
the Yorke Peninsula**  
Innes National Park

Capitalise on South Australia's love of the Yorke Peninsula  
with a large offering of existing tourism facilities.



### **Old Adelaide Gaol** Boiler room and wood yard

Develop and operate an unusual historic hospitality space within Adelaide's vibrant riverbank precinct.



### **Old Adelaide Gaol** New building

Develop and operate a unique historic accommodation and events space within Adelaide's vibrant riverbank precinct.





## Kangaroo Island adventure hub

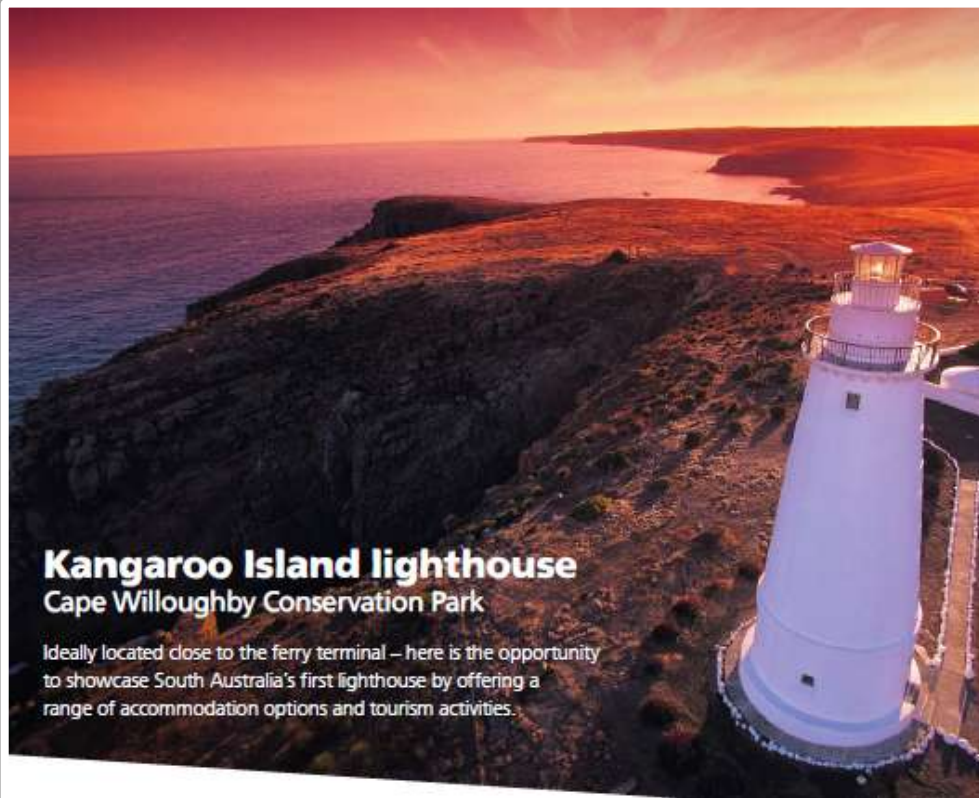
### Kelly Hill Conservation Park

Develop and operate an adventure hub at the end of the Kangaroo Island Wilderness Trail – an international drawcard for hikers and adventurers.



## Kangaroo Island lighthouse Flinders Chase National Park

Develop the original Cape Borda lighthouse precinct to offer a range of accommodation options and tourism activities.



## Kangaroo Island lighthouse Cape Willoughby Conservation Park

Ideally located close to the ferry terminal – here is the opportunity to showcase South Australia's first lighthouse by offering a range of accommodation options and tourism activities.





## Accessible accommodation hub on the Eyre Peninsula Lincoln National Park

Expand established accommodation facilities to create a scenic and secluded accommodation precinct close to Port Lincoln.



## Remote island adventures Neptune Islands Conservation Park

Complement the existing great white shark tourism activities with the development of new transport options, unique accommodation and experiences on South Neptune Island.



## Eco-lodge on the Eyre Peninsula Lincoln National Park

Meeting demand for standout accommodation in a high profile tourism region.





Native vegetation Act and regulations

Heritage places act

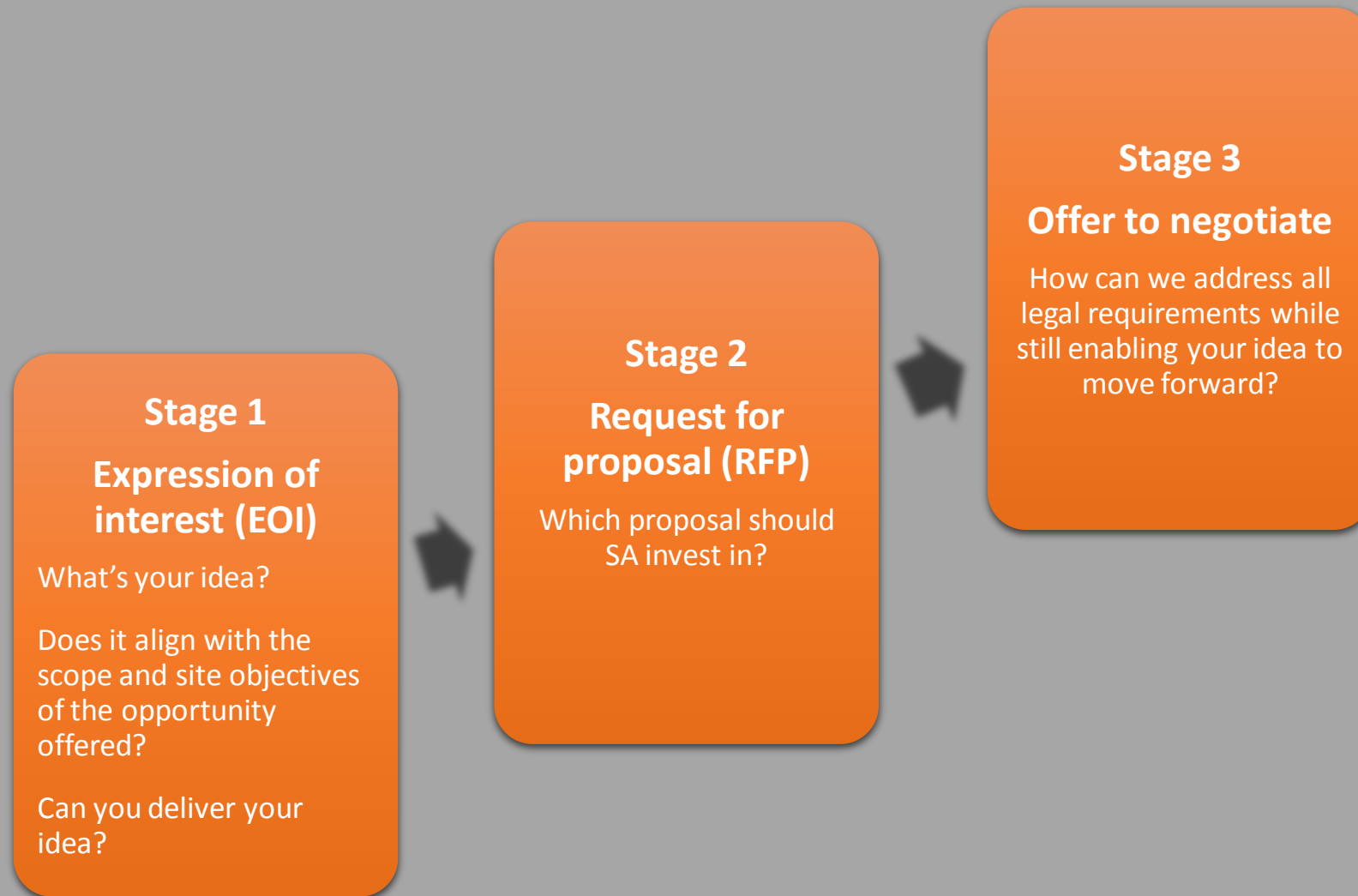
National Parks Act & regulations

Environments Protection and Biodiversity Conservation Act

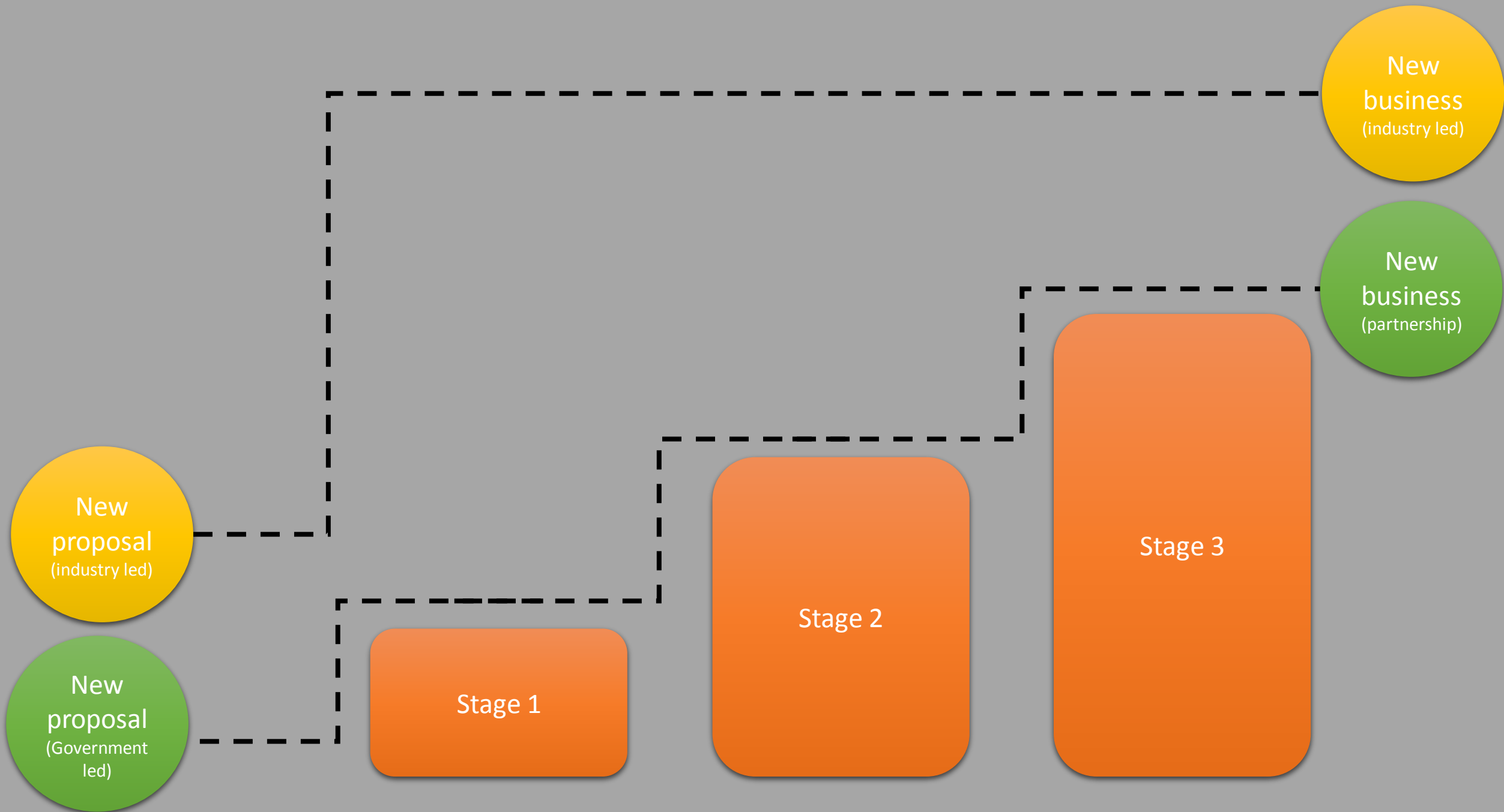
Development Act

Aboriginal Heritage Act

Native Title Act









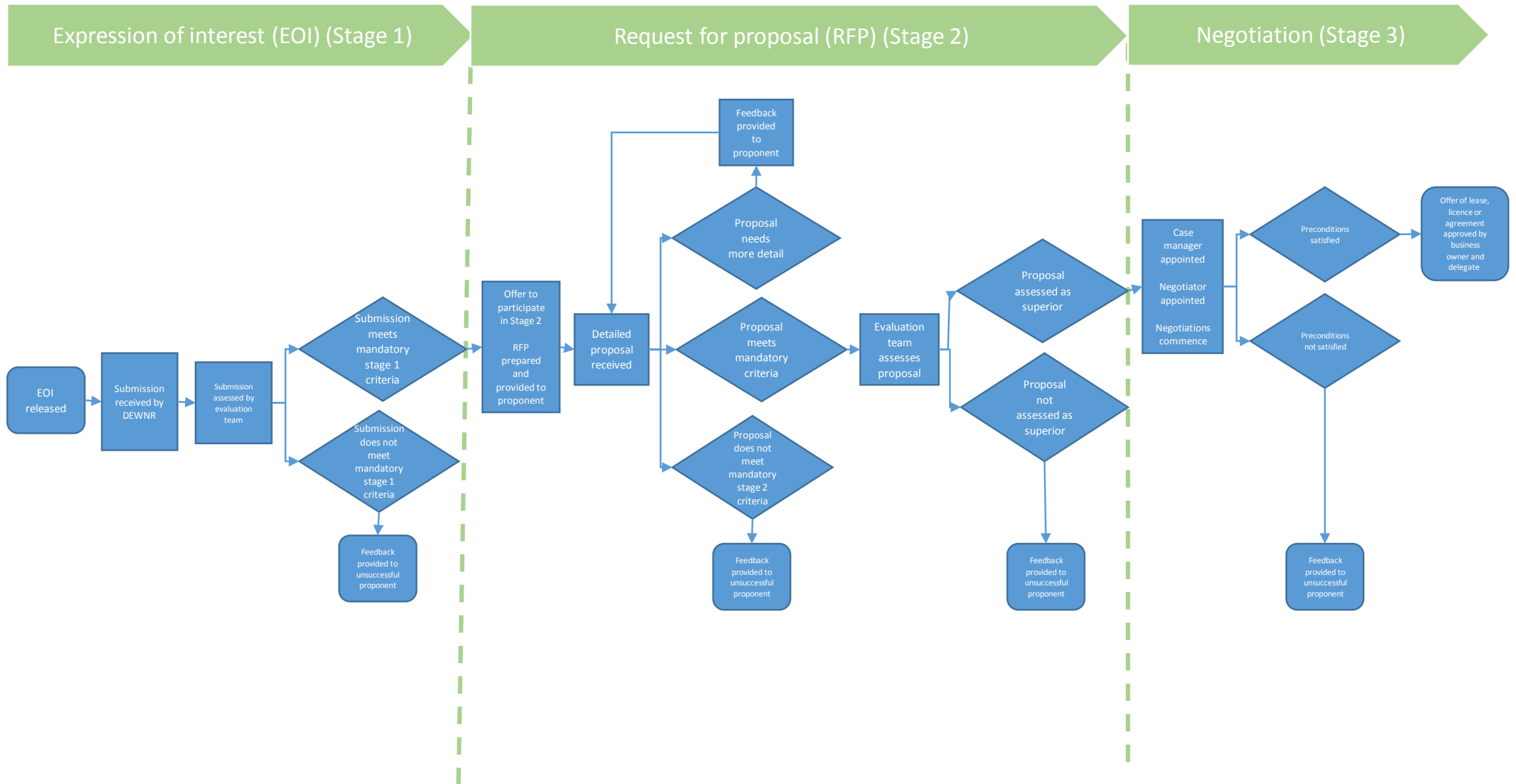
More information

[www.parks.sa.gov.au/newbusiness](http://www.parks.sa.gov.au/newbusiness)

Submissions by 31 January 2018









## STAGE 1 Initial proposal

The purpose of Stage 1 is to identify those businesses that have an idea which they are interested in progressing.

You can register your interest by submitting a short proposal. The submission of a proposal does not place any obligation on the applicant, or on DEWNR, to proceed to Stage 2. Your proposal must include:

1. Your business name, ABN/ACN (if applicable), postal address and email address.
2. The name and contact details of your preferred contact person.
3. The opportunity/s you are interested in pursuing and a brief outline of your concept.

To be invited to participate in Stage 2 by DEWNR, the proposal must be consistent with the scope of the opportunity offered, and must be compatible with the site objectives. An explanation of the scope and site objectives for each opportunity is provided in each opportunity fact sheet.

4. A brief description of your skills and experience in developing and operating comparable enterprises.
5. An outline of your financial capacity to deliver the concept.

Proposals should be clearly marked as 'Commercial in Confidence'.

Submit your proposal at  
[www.parks.sa.gov.au/KXXXXXX](http://www.parks.sa.gov.au/KXXXXXX)

Submissions close  
5pm, 31 January 2018

## STAGE 2 Detailed proposal

The purpose of Stage 2 is to select those businesses that will be offered the exclusive chance to negotiate directly with government on an opportunity.

Proposals received in Stage 1 will be evaluated by a government panel. Those applicants that have not met criteria 1-5 above will be notified that they have not been invited to participate in Stage 2.

Those applicants that have met criteria 1-5 above will be invited to participate in Stage 2 through a request for proposal. The request for proposal will:

1. Provide further information to the applicant about the approval pathway that their proposal will need to follow.
2. Outline the information that should be included in detailed proposal.
3. Detail the qualitative criteria that will be used to evaluate each detailed proposal.

## STAGE 3 Offer to proposal

The purpose of Stage 3 is to negotiate the terms and conditions of agreements.

The commencement of negotiations does not place any obligation on the applicant or government to enter into an agreement. Agreements will generally take the form of a lease. For several opportunities,

a licence may also be negotiated enabling non-exclusive commercial activities, such as tours.

Once all terms and conditions have been negotiated and any pre-conditions have been met, a lease or licence will be forwarded to the Minister of the Minister's delegate for signing.



*Develop and operate a nature themed café by adapting an existing building adjacent to Adelaide's brand new Morialta Nature Play Space.*



### Scope

- Operate the existing building for hospitality or event purposes.
- Make approved modifications to the building to enhance its function.

### Site objectives

- To establish the Morialta nature play precinct as an appealing destination for children, schools and families.
- To promote nature play, physical activity and the establishment of personal connections to nature.
- To avoid any impact on the natural, cultural and aesthetic values of the park.
- To create jobs and business opportunities for local businesses.

### Site description

#### Regional attractions

Morialta Conservation Park is only 12km from the Adelaide CBD and is already one of the key nature-based tourism attractions in the Adelaide Hills. Approximately one million people visit the Adelaide Hills each year, with direct tourism expenditure of \$110 million.

The Adelaide Hills provide much more than a geographic backdrop for the city; they provide much of its food and they are a major wine-growing district with some 50 cellar doors. The region boasts a great range of wineries, craft breweries and cider houses – with something to tempt everyone. Sampling the fresh local produce or enjoying a meal from one of the providers, restaurants or cafes makes for a delightful day trip or luxurious long weekend. There is a string of quaint towns and villages that offer charming streets for exploring by foot and taking-in the changing seasonal colours.

#### Local highlights

Morialta Conservation Park is a key attraction for South Australian nature-lovers. The park receives more than 100,000 visits annually and 18% of South Australians surveyed visited Morialta Conservation Park in 2016.

The gorges, waterfalls and woodlands of Morialta have attracted recreational walkers and rock climbers for over 100 years. The three waterfalls along Fourth Creek are popular features of the park and are linked by an extensive network of walking trails. Views from the rock climbing zone over the gorge and nearby Adelaide plains are breathtaking.





1 message

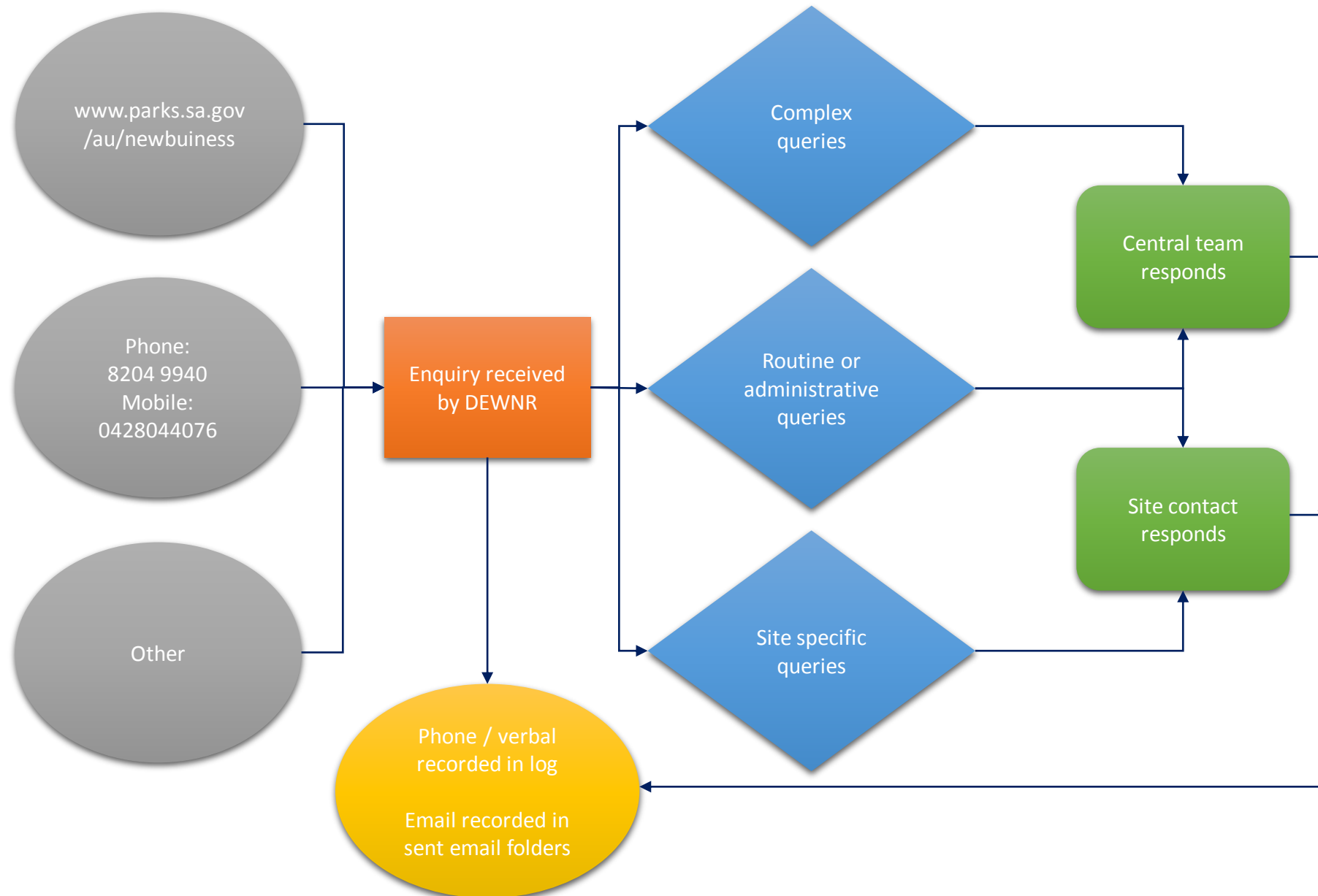
1 point of initial  
contact

1 record of  
interactions

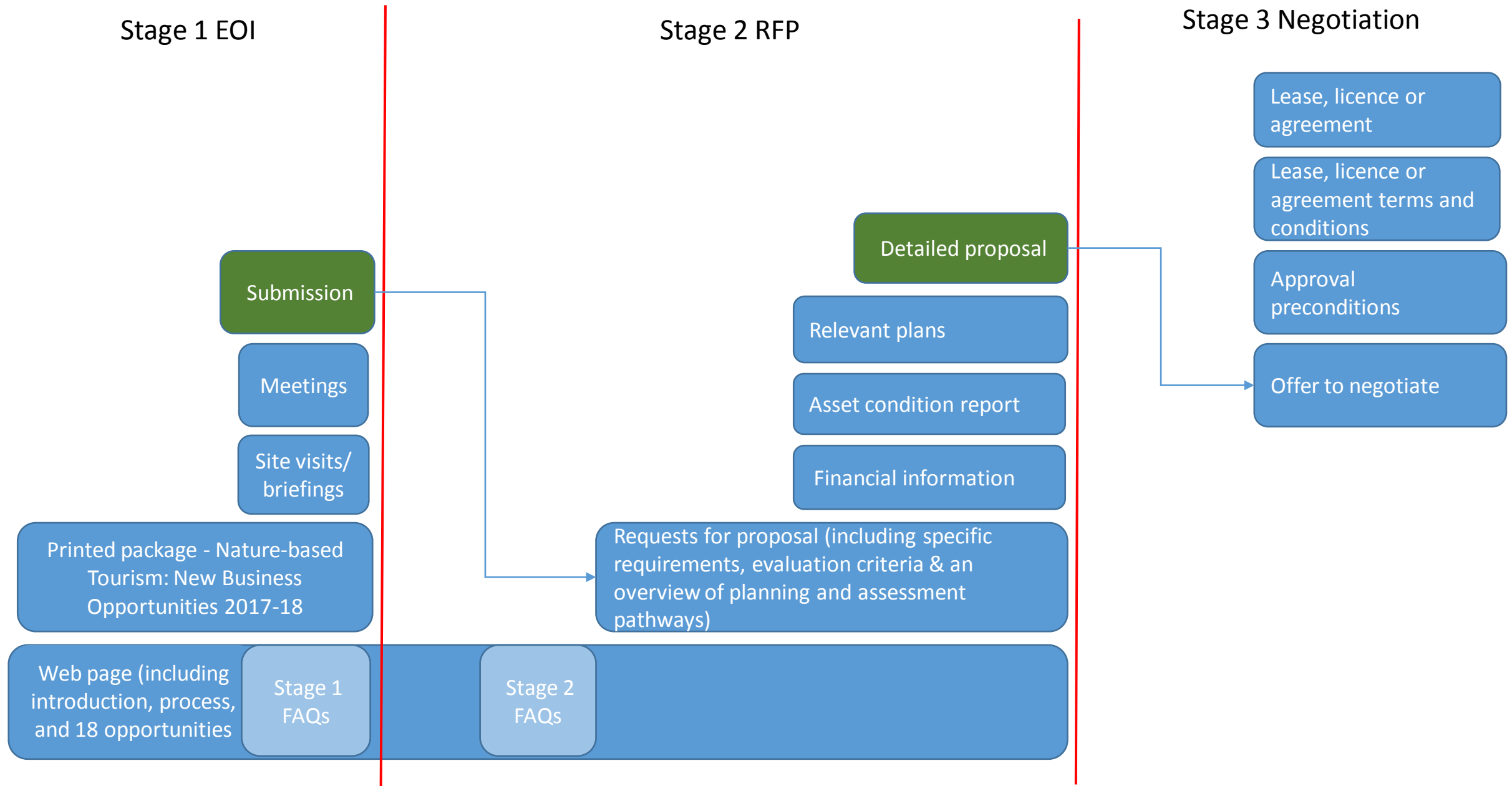
- All questions, requests for site visits and EOI's will come to one point
- Site visits coordinated centrally & supported Regionally
- Stakeholder communication coordinated
- Detailed information about sites is not necessary for Stage 1
- Any meetings or information provided to investors will be recorded on a central log



## Nature-based Tourism: New Business Opportunities – Enquiry management protocols



## Nature-based Tourism: New business Opportunities – Information provided to proponents



## Request for Proposal – Team structure

