



EXPRESSION OF INTEREST

Assessment of the current and future potential supply chain infrastructure supporting regional forestry and wood processing activities.



Key EOI Information

The North Queensland Regional Forestry Hub is seeking Expressions of Interest (EOI) from individuals and organisations interests in assisting the Hub in evaluating the current and future potential supply chain infrastructure supporting regional forestry and wood processing activities.

This will require an undertaking to define the infrastructure needs supporting current supply chains, as well as the Barriers and Opportunities associated with facilitating the movement of fibre and wood products between regions.

The project is expected to be completed using a combination of desk research and in-person / remote stakeholder consultation. Project components (described in Chapter 3 below) could be delivered as part of a single consulting project or as separate projects by various consultants.

If you believe that your expertise satisfies the requirements outlined in this document, please complete, and submit an Expression of Interest (EOI).

Closing date for the EOI submission: 25/07/2022

Email your EOI to: Hub Manager – Hulton King h.king@nqfh.com.au

Once submitted, your EOI will be considered by the Hub Committee. If the proposal is deemed acceptable for consideration, a Hub representative will contact you to discuss your proposal.

1. Introduction

The Queensland forest and timber industry makes a significant economic contribution to the State, supporting more than 25,000 direct and indirect jobs, as well as contributing more than \$3.2 billion to the state economy. Many of these jobs are in rural and regional areas across the State.

In September 2018, the Australian Government launched the National Forest Industries Plan: Growing a Better Australia – A Billion Trees for Jobs and Growth. The Plan outlines the Commonwealth Government’s strategy to drive growth in the renewable timber and wood fibre industry. It supports the sustainable forest industries as long-term growth engines for regional Australia. The Plan ambitiously aims to deliver a billion new trees over the next decade (including 400,000 new hectares

of plantations nationally) to meet a projected fourfold increase in global demand for timber and wood fibre products by 2050. This translates to planting the right trees, at the right scale, in the right places. The Federal Government has subsequently funded Hubs in Southwest Western Australia, South Australia, and Victoria (The Green Triangle); North and Northwest Tasmania; Northeast New South Wales; Central West New South Wales; Southwest Slopes New South Wales; Gippsland Victoria; Southeast Queensland; and North Queensland.

The North Queensland Regional Forestry Hub will assess priority issues to determine the technical issues, needs and opportunities to progress growth. Funded by the Australian Government through the Department of Agriculture and Water Resources, the Hub is seeking to fund projects that will help grow our forest industry through improved investor returns, smarter management and utilisation of forestry resources, traditional owner engagement and a renewed community understanding and engagement in forestry.

2. Project Justification

Queensland is home to 41% of Australia's forests. Queensland has the most forested land area in the country, with 52.5 million hectares of native forests and 233,000 hectares of plantations. Most of Queensland's timber comes from mature softwood plantations dominated by exotic pine and native hoop pine. The processing sector employs 90 percent of Queensland's forest industry workforce. Our softwood processing industry meets 87 percent of Queensland's current softwood demand and nearly quadruples the timber resource's value.¹ Across Northern Australia you can find approximately 15,000ha of softwood (mainly *Pinus caribaea*) plantation in Far North Queensland (e.g. around Mareeba), approximately 1,500ha of teak (*Tectona grandis*) plantation (Qld), approximately 13,000ha of African mahogany (*Khaya senegalensis*) plantations (NT) and an estimated 500ha of red mahogany (*Eucalyptus pellita*) plantations, all intended primarily for higher-value, solid wood products.²

A notable weakness of the North Queensland timber market is its relative size and distance to other metropolitan areas, with most of the state's four million people living in the south-east, about 1,500 km away. This has led to a drive to high-value products in distant domestic or export markets. A situational report on the forestry industry across Northern Australia highlighted the issue of supply chains as a significant constraint in some locations.³

The Queensland timber industry recognises that to support new investments for existing and future operations, an updated situational supply chain analysis is required.

Several opportunities exist for forestry growth in North Queensland, including new plantation investments and expansion, carbon farming initiatives and new fibre and wood product innovations. The scope for inclusion of emerging technologies and innovations within the Region's value and supply chain is currently unknown.

¹ Timber Queensland

² CRCNA - Northern forestry and forest products situational analysis <https://crcna.com.au/file-download/download/public/400>

³ As above.

3. Project Scope

Conduct a comprehensive assessment of the existing and prospective supply chain infrastructure for forestry across North Queensland. Including:

- The economics of growing wood and the ability for improved self-reliance on domestically grown timber.
- Innovation barriers and opportunities every point along the value chain, from seedling/nursery stock to manufacturing wood products and delivery to market.
- Developing a clearer understanding of:
 - Capacity for existing and potential regional infrastructure (roads, rail, and ports)
 - The main supply chain and infrastructure stakeholders/providers within the region
 - Identified pathways to remove supply chain bottlenecks, limitations
 - Regulatory framework surrounding infrastructure for the region
 - Strengths, weaknesses, opportunities, threats

4. Methodology

The project/s in scope should identify and discuss the following key components:

- a. Economic situational analysis of current forestry and wood processing operations within the Region's supply chain – an up-to-date situational report as a first stage that will include a review of the available publications from previous projects and available databases as well as consultation with relevant stakeholders across the sector.
- b. Based on the above step, identify opportunities and barriers for better utilisation and/or expansion of key supply chain infrastructure (e.g., access to ports, improvements to efficiencies, requirements to infrastructure integration), and solutions facilitating the movement of wood/wood fibre products between and across regions.
- c. Identify the Supply/Market thresholds (e.g., final prices, capital costs etc.) required to trigger future infrastructure investment opportunities (from b above) for the forestry and timber industry.
- d. Other impediments or challenges (e.g., financial, geographical regulatory, institutional)

The project is expected to be completed using a combination of desk research and in-person / remote stakeholder consultation. All components (described above) could be delivered as part of a single consulting project or as separate projects by various consultants.

[North Queensland Hub Boundaries⁴](#)

LGAs covered by the Hub include:

⁴ <https://www.awe.gov.au/sites/default/files/documents/north-queensland-rfh.pdf>

Aurukun Shire Council	Hinchinbrook Shire Council	Northern Peninsula Area Regional Council
Burdekin Shire Council	Hope Vale Aboriginal Shire Council	Pormpuraaw Aboriginal Shire Council
Burke Shire Council	Kowanyama Aboriginal Shire Council	Richmond Shire Council
Cairns Regional Council	Lockhart River Aboriginal Shire Council	Tablelands Regional Council
Carpentaria Shire Council	McKinlay Shire Council	Torres Shire Council
Cassowary Coast Regional Council	Mackay Regional Council	Torres Strait Island Regional Council
Charters Towers Regional Cook Shire Council	Mapoon Aboriginal Shire Council	Townsville City Council
Croydon Shire Council	Mapoon Aboriginal Shire Council	Whitsunday Regional Council
Doomadgee Aboriginal Shire Council	Mareeba Shire Council	Wujal Wujal Aboriginal Shire Council
Douglas Shire Council	Mornington Shire Council	Yarrabah Aboriginal Shire Council
Etheridge Shire Council	Napranum Aboriginal Shire Council	
Flinders Shire Council		

Consultation with businesses, state and municipal governments, and other relevant stakeholders, as well as local communities, is required for the project. Stakeholder interviews and/or consultation workshops must be done at least once during the report development process.

Key stakeholders to be consulted during the project include, but are not limited to:

- a. Forest growers, Plantations
- b. Nurseries
- c. Forest Harvesters & Processors
- d. Sugar Processors
- e. Local, State and Commonwealth government and agencies as appropriate
- f. Transport and freight providers
- g. Other groups as per the priority issues for the region, for example, relevant supply chain actors
- h. Regional Development Australia Tropical North Queensland⁵ - (currently undertaking a concurrent assessment of regional biomass for bio-reactor use).

5. Project Deliverables

Key deliverables include the completion of the following at the satisfaction of the Hub Committee:

- Detailed project plan, including stakeholder identification and consultation methodology is completed by applicant
- Draft reports are completed and presented to the Hub Committee at different stages of the project life (as agreed)
- Final report is completed and presented to the Hub Committee before the project completion.

⁵ <https://www.rdatropicalnorth.org.au/our-region/>

6. Project Timeline

The project is scheduled to begin in July/August and conclude within 2-3 months of the project start date.

7. Indicative Budget

This project comes with a **\$75,000** indicative budget cutoff for all applications.

8. Selection Criteria

The Hub will select the successful applicant for the report based on evaluation of all submitted proposals against the following criteria.

CRITERIA 1: Capabilities and expertise in producing technical reports

To address this selection criterion, the expression of interest should describe the following:

- Applicant's ability to produce high quality technical reports (e.g. related experience preparing reports for alternate clients)
- Contact details of two previous clients for which the applicant has produced similar reports, including company position, telephone, and email address, that the Hub can contact as referees
- Examples of any publicly or commercially available reports that the applicant has produced

CRITERIA 2: Capabilities and expertise in the understanding and analysis of supply-chain and value-chain economics.

To address this selection criterion, the expression of interest should describe the following:

- Applicant's experience, skills and capabilities relating to the project's scoping requirements identified in Item 3 & 4 above.
- Examples of any publicly available reports that the applicant has produced related to the supply chain analysis and value chain analysis.

CRITERIA 3: Knowledge and experience of the project team members in the forestry sector or close associated sectors (research and education, agriculture) and the profile of the key point of contact and project team

To address this selection criterion, the expression of interest should provide the following:

- An overview of the applicant's organisation and business operations
- An overview of the proposed project team
- A brief description of each project team member's professional experience; highlighting their relevant experience and capabilities in relation to the project requirements
- A key point of contact for the Hub who will act as the project manager for the project

CRITERIA 4: Total cost and cost structure (against the identified deliverables)

To address this selection criterion, the expression of interest should provide the following:

- Total cost that will be charged, inclusive and exclusive of GST, for completing the project

- Break-down of cost structure against key project deliverables

The Hub may additionally request candidates to engage in interviews and/or to present their plans formally as part of the selection process.

CRITERIA 5: Proposed methodology to achieve the scope of works

To address this selection criterion, the expression of interest should provide the following:

- An outline of the proposed methodology and/or approaches to be adopted to achieve the scope of works and deliverables, including an outline of a project plan, the factors they believe will be critical to the success of the project, as well as their design methods and approaches to the management of challenges and risks.

9. EOI Terms and Conditions

EOI Terms and Conditions

1. A party seeking to express interest in applying for this must do so by submitting a completed EOI form, addressing criteria 1-5, sent to the listed address, no later than the closing date and time, stated in the EOI.
2. Each party who submits an EOI Form agrees to be bound by the terms and conditions set out in this information package.
3. Within the EOI Form, all prices must be stated inclusive of Goods and Services Tax (GST).
4. Each EOI submission will constitute a legally binding offer by the submitting party to produce a Report(s), and in accordance with the terms of, the completed EOI Form.
5. The NQFHub is not bound to accept any EOI submission.
6. In circumstances where an applicant, within its EOI submission, offers to produce one or more Reports, the price offered for each Report constitutes a separate offer capable of acceptance by the Hub unless the price is specifically noted as being part of a discount package.⁶
7. EOIs may be submitted by any person or entity, including:
 - 7.1. Not-for-profit community groups.
 - 7.2. Commercial organisations; and
 - 7.3. Private Individuals.
8. All queries regarding this EOI process must be directed to the Hub General Manager
9. Prospective parties must bear their own costs and expenses relating to their participation in this EOI process.
10. During the assessment process, applicants may be contacted by the Hub to provide further information about the application. Failure to provide any requested information in a timely manner may result in the application being rejected.

11. The form of agreement which will come into place on acceptance of the successful tender response.
12. The invoice shall be sent, within 30 days of the end of the Contract to the Hub Manger. h.king@nqfh.com.au quoting the Contract name. The NQFHub Inc undertakes to pay correctly submitted invoices within 30 days of receipt. The NQFHub Inc shall not be responsible for any delay in payment caused by an incomplete or illegible invoice. Administration Expressions of interest must be submitted by 25/07/2022. Late applications will not be considered.

Notification of Outcome

It is currently anticipated that the Hub will advise the successful party (or parties) that their EOI submission has been accepted by no later than close of business 25/07/2022.

A successful party must, upon notice by the Hub that its offer(s) has been accepted, return to the Hub a duly signed agreement within 7 days.

Confidentiality

The Hub will use and disclose the information provided by applicants for the purposes of discharging their functions under this Information Package and otherwise for the purposes of developing and delivering the Reports and related uses.

Publicity of Successful Applicants

There may be a public announcement of successful applicants. Prior to each announcement, successful applicants will be notified of the outcome of their application. The public announcement may include details of successful applicants, the nature of the Report and timing schedules.

Disclaimer

Although care has been taken in the preparation of this document, no warranty, express or implied, is given by the Hub as to the accuracy or completeness of the information it contains. The Hub accepts no responsibility for any loss or damage that may arise from anything contained in or omitted from or that may arise from the use of this document, and any person relying on this document and the information it contains does so at their own risk absolutely.

The Hub does not accept liability or responsibility for any loss incurred by any applicant that is in any way related to this EOI process, or related to production of Assessment Reports pursuant to this EOI.

Attachment 1: EXPRESSION OF INTEREST FORM

Assessment of the current and future potential supply chain infrastructure supporting regional forestry and wood processing activities.

PART A: Applicant Details

Lead Organisation Name	
Address	
Primary Contact Name	
Position Title	
Telephone	
Email	

Part B: Selection Criteria

CRITERIA 1: Capabilities and expertise in producing technical reports

To address this selection criterion, the expression of interest should describe the following:

- Applicant's ability to produce high quality technical reports (e.g. related experience preparing reports for alternate clients)
- Contact details of two previous clients for which the applicant has produced similar reports, including company position, telephone and email address, that the Hub can contact as referees
- Examples of any publicly available reports that the applicant has produced

--

CRITERIA 2: Capabilities and expertise in assessing current and future potential supply chain infrastructure supporting regional forestry and wood processing activities.

To address this selection criterion, the expression of interest should describe the following:

- Applicant’s experience, skills and capabilities relating to the project’s scoping requirements identified in Item 3 above
- Examples of any publicly available reports that the applicant has produced related to the supply chain infrastructure supporting regional forestry.

CRITERIA 3: Key point of contact and project team

To address this selection criterion, the expression of interest should provide the following:

- An overview of the applicant’s organisation and business operations
- An overview of the proposed project team
- A brief description of each project team member’s professional experience; highlighting their relevant experience and capabilities in relation to the project requirements
- A key point of contact for the Hub who will act as the project manager for the project

CRITERIA 4: Total cost and cost structure

To address this selection criterion, the expression of interest should provide the following:

- Total cost that will be charged, inclusive and exclusive of GST, for completing the project
- Break down of cost structure against key project deliverables