



REQUEST FOR TENDER

LEASE OF FARMLAND – Ravensthorpe Airport

Agricultural cropping lease of Shire-owned land adjoining Ravensthorpe Airport

Tender detail	Requirement
RFT Number	2026-2027-003
RFT Opens	22 October 2026
Closing Time and Date	4.00 pm (AWST), Monday, 16 November 2026
Lodgement	Email: tenders@ravensthorpe.wa.gov.au or delivery to the Shire Administration Office, 65 Morgans Street, Ravensthorpe WA 6346. Marked confidential.
Enquiries	Chief Executive Officer (08) 9839 0000 shire@ravensthorpe.wa.gov.au

SUBMISSIONS MUST BE RECEIVED BEFORE THE CLOSING TIME. LATE TENDERS MAY NOT BE ACCEPTED.

Important

This Request for Tender invites offers for a commercial agricultural lease. It is not an offer capable of acceptance by a tenderer. No legal relationship arises until the Shire has resolved to accept a tender and a formal lease has been executed by all parties.

This RFT is to be read with the draft Ground Lease for Agricultural Purposes made available with the tender. If there is any inconsistency, the final lease approved by the Shire will prevail. Tenderers should obtain their own legal, financial, taxation and other professional advice before submitting a tender.

Part 1 - Conditions of Tendering

1.1 Invitation

The Shire of Ravensthorpe invites tenders from suitably experienced individuals, partnerships, companies, trusts, and other eligible entities for the lease of farmland adjoining Ravensthorpe Airport for agricultural cropping purposes. The objective is to secure a capable lessee who will protect the productive capacity and condition of the land, operate safely around an active airport, and provide a competitive commercial return to the Shire. The Shire intends to grant a five (5) year lease with one further five (5) year option, subject to the final lease terms, Council approval and the successful tenderer meeting all required conditions.

The disposal of the land by lease is to be undertaken in accordance with the Local Government Act 1995, the Local Government (Functions and General) Regulations 1996 and Shire Policy LPP12 Leases and Licences.

1.2 Tender Documents

- Part 1 - Conditions of Tendering
- Part 2 - Specification and Principal Lease Requirements
- Part 3 - Evaluation Criteria
- Part 4 - Returnable Schedules
- Appendix A - Site Plan
- Appendix B - Principal Lease Terms Summary
- Appendix C - Tenderer Checklist

1.3 Tender Enquiries

All enquiries must be directed to the nominated Shire contact. Tenderers must not rely on information provided by any other person unless confirmed in writing by the Shire. Material clarifications may be circulated to all known tenderers.

Tenderers must not canvass Councillors or other Shire officers in relation to the tender. Canvassing may result in disqualification.

1.4 Site Inspection and Due Diligence

Tenderers are responsible for making their own enquiries regarding the land, including the actual arable area, soil condition, access, water availability, fencing, weeds, infrastructure, approvals, environmental constraints, airport operational constraints, and suitability for the proposed farming system. The land is offered on an “as is” basis. Site inspections may be arranged through the Shire.

1.5 Lodgement

A complete tender must be received by the Closing Time. Electronic submissions should clearly identify the RFT in the subject line. Hard-copy submissions should be marked “CONFIDENTIAL - RFT [insert number] - Ravensthorpe Airport Farmland Lease.” The risk of timely delivery rests with the Tenderer.

1.6 Late, Incomplete and Non-Conforming Tenders

The Shire may reject a late, incomplete, or non-conforming tender. The Shire may, at its discretion, seek clarification, waive an immaterial irregularity, or invite a Tenderer to correct an obvious error, provided this does not give the Tenderer an unfair advantage.

1.7 Acceptance and Reservation of Rights

The Shire is not bound to accept the highest rental offer or any tender. It may accept the tender it considers most acceptable, reject all tenders, negotiate with one or more Tenderers after evaluation where lawful, or discontinue the process. No binding agreement arises until the lease is formally approved and executed by the parties.

1.8 Validity

Tenders must remain valid and open for acceptance for 90 days after the Closing Time unless otherwise agreed in writing.

1.9 Canvassing and Conflicts

Canvassing Councillors or Shire employees in relation to the tender may result in exclusion. Tenderers must disclose actual, potential, or perceived conflicts of interest and any relationship that could reasonably be considered relevant to the procurement or lease decision.

1.10 Tender Costs and Confidentiality

Tenderers bear all costs of preparing and submitting a tender. The Shire will manage tender information in accordance with applicable law, its governance obligations, and any legitimate confidentiality claims, noting that local government records may be subject to statutory disclosure requirements.

Part 2 - Specification and Lease Requirements

2.1 Background

The Shire owns land adjoining Ravensthorpe Airport at the corner of Ravensthorpe-Hopetoun Road and Jerdacuttup Road. Portions not required for airport operations have historically been leased for cropping.

The Shire is now seeking a lessee for the next lease period through a competitive tender process.

Tenderers must rely on the final lease plan and their own enquiries as to the usable area.

2.2 Land and Premises

Item	Proposed requirement
Location	Land adjoining Ravensthorpe Airport, Ravensthorpe-Hopetoun Road / Jerdacuttup Road, Ravensthorpe WA.
Land parcels	Portions of Lot 759 (DP208808) and Lot 82 (DP224161), as depicted in Appendix A and subject to the final lease plan
Use	Cultivating agricultural crops and associated works only, unless otherwise approved in writing
Airport exclusion	All airport operational areas, runways, taxiways, aprons, navigation/lighting infrastructure, and any other areas identified by the Shire are excluded from the lease or remain subject to overriding Shire access and operational rights
Clay target Club Exclusion	The Clay Target Club area is excluded from the Lease. The Area of the Clay Target Club is showcased as follows: Note: The Access Track provides access from Ravensthorpe-Hopetoun Road to the 'Described Area' of the Hopetoun Clay Target Club ONLY. It does permit access to any other part of the property.

2.3 Proposed Term

The proposed lease term is five (5) years, with one further option of five (5) years, subject to satisfactory performance, Council approval where required, compliance with the lease and any other approvals. Tenderers

may identify any material concern with this term in Schedule 5; however, departures may reduce the attractiveness of a tender.

2.4 Rent and Rent Review

- Tenderers must offer an annual base rent exclusive of GST in Schedule 4.
- Rent is proposed to be payable quarterly in advance, with the first instalment due on execution or commencement of the lease.
- The final lease will provide for rent review. The Shire's current lease policy provides for commercial lease rent to be informed by market valuation, with market valuation reviews every three years and CPI (All Groups, Perth) in intervening years. The final review mechanism will be stated in the lease approved by the Shire.
- GST and applicable outgoings are additional to the rent.

2.5 Agricultural Management Requirements

The Lessee must manage the land in accordance with good agricultural practice and in a manner that protects soil health, productive capacity, environmental values, airport safety, and Shire assets. The tender must include a practical Farm Management Plan addressing, at minimum:

- cropping system and proposed rotations;
- fertiliser and soil nutrition management;
- weed control, including summer weeds and declared pests;
- chemical use, storage, application controls, and record keeping;
- stubble and residue management, including any proposed burning;
- erosion, soil structure, and groundcover management;
- fire prevention, harvest operations, and compliance with Shire fire requirements;
- biosecurity, vermin, and pest control;
- rubbish removal and prevention of contamination;
- fence, gate, track, and other improvement maintenance;
- management of contractors and workplace safety; and
- measures to prevent farming operations interfering with airport operations, visibility, access, lighting, navigation aids, or aviation safety.

2.6 Airport Operations and Access

Ravensthorpe Airport is an operational public asset. Airport operations take priority over agricultural use. The Lessee must provide the Shire, its employees, contractors, emergency services, and authorised persons with access to the leased area as reasonably required. The Shire may enter without notice where required for an emergency, aviation safety, inspection, maintenance, or operational requirement. The Lessee must promptly comply with reasonable directions issued for airport safety or operations.

The Shire may require temporary cessation, relocation, or modification of farming activities where necessary for airport works, safety, emergency response, regulatory compliance or infrastructure. The final lease may include a Shire termination right on written notice, consistent with the draft agricultural ground lease.

2.7 Maintenance and Improvements

- The Lessee is responsible for routine maintenance and repair of the leased premises, including fences, gates, tracks and improvements used by the Lessee, except where the final lease expressly states otherwise.
- Damage caused by the Lessee, its contractors, invitees, machinery or operations must be repaired at the Lessee's cost.
- No building, structure, alteration, excavation, service, sign or other improvement may be installed or altered without prior written Shire approval and all statutory approvals.
- At the end of the lease the Lessee must leave the premises clean and in the condition required by the lease, including removal or retention of improvements as directed or agreed by the Shire.

2.8 Insurance and Risk

- Public liability insurance of not less than \$20 million for any one occurrence.
- Workers compensation insurance as required by law.
- Insurance for the Lessee's plant, machinery, crops, property and other risks appropriate to the operation.
- Environmental/pollution cover where required by the final lease or reasonably required having regard to the activities undertaken.
- The Lessee will indemnify the Shire in accordance with the final lease and must provide certificates of currency before commencement and when requested.

2.9 Environmental and Statutory Compliance

The Lessee must comply with all applicable Commonwealth, State and local laws, approvals, codes and notices. The Lessee is responsible for preventing pollution and contamination arising from its activities, managing hazardous substances lawfully, and promptly reporting material incidents. The Lessee must not clear native vegetation, remove flora or fauna, or undertake works requiring approval without first obtaining all required approvals and the Shire's written consent.

2.10 Inspection and Annual Reporting

The Shire may inspect the premises periodically, including an annual compliance inspection. The Lessee must provide an annual summary of cropping and land management activities when requested, including crop rotation, fertiliser and chemical use, weed management, yields, maintenance undertaken, incidents and any proposed works.

2.11 Lease Documentation and Costs

The successful Tenderer will be required to enter into the Shire's formal Ground Lease for Agricultural Purposes, as updated by the Shire's solicitors. The Lessee will be responsible for the Shire's reasonable lease preparation, approval and registration costs to the extent permitted by law and stated in the final lease. The Shire may require a personal guarantee, bank guarantee or other security having regard to the successful Tenderer's entity structure and financial capacity.

2.12 Assignment and Subletting

The lease may not be assigned, sublet, licensed, mortgaged or otherwise dealt with without the Shire's prior written consent and satisfaction of the conditions in the final lease and Shire policy.

Part 3 - Evaluation and Tender Response Requirements

3.1 Evaluation Objective

The Shire will select the tender that, in its opinion, is the most acceptable having regard to agricultural capability, proposed stewardship of the land, airport compatibility, risk, financial capacity and commercial return. The highest rental offer will not necessarily be accepted.

3.2 Evaluation Criteria

Criterion	Weighting	What the Shire will consider
Relevant agricultural experience, capability and financial capacity	30%	Experience with broadacre cropping in comparable conditions; qualifications; plant/resources; references; capacity to meet lease obligations.
Farm management, land stewardship and airport interface plan	35%	Quality and practicality of proposed rotation, soil/fertiliser management, weed/pest control, fire management, chemical controls, maintenance, environmental protection and measures for safe operation beside an active airport.
Annual rent offered and overall commercial value	30%	Annual rent exclusive of GST, payment proposal, qualifications/departures, and whole-of-lease value to the Shire.
Local / regional contribution and responsiveness	5%	Ability to respond promptly to operational issues; use of local/regional suppliers and contribution to the district where relevant.

The Shire may undertake referee checks, financial capacity checks and other due diligence. A Tenderer may be excluded if it fails to demonstrate the minimum capacity to safely and lawfully perform the lease obligations.

3.3 Mandatory / Essential Information

- Completed and signed Offer Form (Part 4).
- Annual rent offered, exclusive of GST.
- Details of Tenderer entity, ABN/ACN (where applicable) and authorised representative.
- Relevant agricultural experience and at least two referees.
- Farm Management Plan addressing the requirements in clause 2.5.
- Evidence of capacity to obtain the required insurance.
- Disclosure of conflicts of interest and material departures from the proposed lease terms.

3.4 Evaluation Method

Conforming tenders will be assessed against the weighted criteria. Price may be normalised relative to other conforming offers. The evaluation panel may seek clarifications and may verify claims. The panel will prepare

a recommendation for consideration in accordance with the Shire's governance and delegation arrangements. Any award remains subject to required Council approval and execution of the lease.

Part 4 - Respondent Offer and Schedules

4.1 Offer Form

Field	Tenderer response
Registered entity name	
Trading name (if different)	
ABN	
ACN (if applicable)	
Entity type	Individual / Partnership / Company / Trust / Other: _____
Registered / postal address	
Contact person	
Telephone	
Email	

I/We submit this tender for the lease of the Ravensthorpe Airport Farmland and acknowledge that I/we have read and understood the RFT, the proposed lease requirements and the mapping. I/We agree that this tender will remain valid for 90 days after the Closing Time. I/We acknowledge that no contract or lease is formed unless and until the Shire formally approves and executes a lease.

Authorised signatory	Details
Name	
Position / capacity	
Signature	
Date	

4.2 Schedule 1 - Relevant Experience and Capability

Provide details of relevant farming experience, qualifications, current operations, machinery/resources, personnel and capacity to manage the property. Attach additional pages if required.

Response	
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Relevant experience (years, districts, enterprise types)	
Key personnel and qualifications	
Plant, equipment and resources available	
Financial / operational capacity to meet lease obligations	

4.3 Schedule 2 - Referees

Referee	Name / organisation	Telephone	Email
1			
2			

4.4 Schedule 3 - Farm Management Plan

Attach a Farm Management Plan or complete the fields below. The response should be specific to the Airport Farmland.

Proposed crop rotation and farming system	Tenderer response

Soil testing, fertiliser and nutrition management	Tenderer response

Weed, pest and biosecurity management	Tenderer response

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Chemical storage, application and records	Tenderer response

Stubble / burning approach	Tenderer response

Fire and harvest risk management	Tenderer response

Erosion, groundcover and environmental protection	Tenderer response

Fence, gate, track and improvement maintenance	Tenderer response

Airport interface, access and aviation safety controls	Tenderer response
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Annual reporting and communication with the Shire	Tenderer response

4.5 Schedule 4 - Rental Offer

Item	Tenderer offer
Annual base rent (exclusive of GST)	\$_____ per annum + GST
Payment frequency	Quarterly in advance (or proposed alternative): _____
Other financial offer / value (if any)	
Offer assumptions	

4.6 Schedule 5 - Departures and Qualifications

List every proposed departure from this RFT or the draft lease. If none, state “Nil”. Unstated departures may not be accepted after award.

Clause / item	Proposed departure	Reason

4.7 Schedule 6 - Insurance and Risk

Requirement	Current / proposed cover	Insurer / comments
Public liability - minimum \$20 million		
Workers compensation		

Plant / machinery / property		
Environmental / pollution (if applicable)		

4.8 Schedule 7 - Conflicts and Disclosures

Disclose any actual, potential or perceived conflict of interest, relationship with a Councillor or Shire employee relevant to this RFT, current litigation with the Shire, insolvency event, material regulatory action, or other matter that may affect the Shire's assessment of risk. If none, state "Nil".

Disclosure	Tenderer response

4.9 Schedule 8 - Tenderer Declaration

By signing below, the tenderer declares that the information supplied is true and complete; it has examined the RFT and made its own enquiries; it accepts that the Shire is not bound to accept the highest rental offer or any tender; it agrees to keep the tender open for the stated validity period; and, if selected, it will negotiate and execute the Shire's lease documentation and provide required insurances and information.

Authorised signatory

Position

Signature

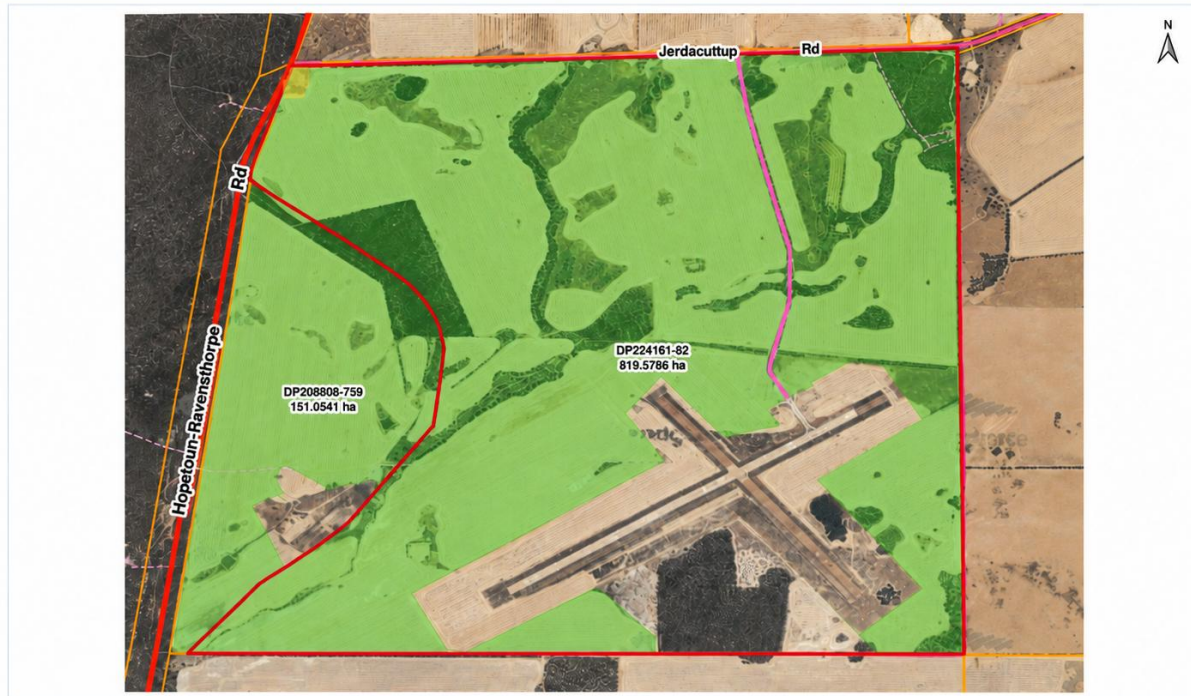
Date

Appendix A - Indicative Lease Area Mapping

The following mapping is supplied for tender information. Boundaries, areas, and exclusions are indicative and subject to the final lease plan. Tenderers must satisfy themselves as to the actual usable and arable area.

RAVENSTHORPE AIRPORT - INDICATIVE LEASE AREA PLAN

Two depicted lots | Green shaded area indicates the proposed included lease area



 GREEN SHADED AREA = INCLUDED LEASE AREA

Indicative lease-inclusion reference prepared from supplied annotated aerial map. Not a survey or cadastral determination.

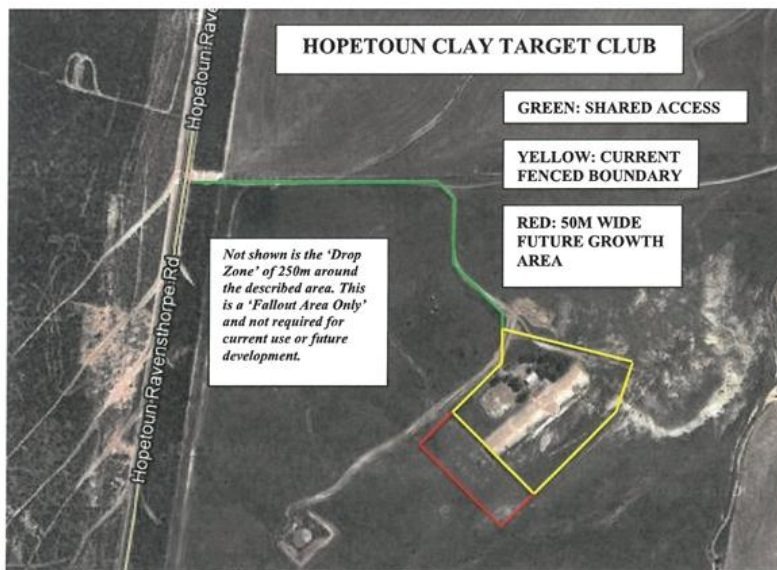
Estimated included lease area: approx. 800 hectares

Estimate based on the total site area of approximately 971 hectares less the previously identified exclusion areas. Indicative only and not survey accurate.

Source: supplied marked-up plan | 19 October 2026

Exclusions

- Airport operational areas and infrastructure remain subject to the Shire's overriding operational and access requirements.
- Hopetoun Clay target Club is excluded as per the attached area



Note: The Access Track provides access from Ravensthorpe-Hopetoun Road to the 'Described Area' of the Hopetoun Clay Target Club ONLY. It does permit access to any other part of the property.

- The final lease plan will define the Premises.

Appendix B - Principal Lease Terms

This summary is provided for convenience only and does not replace the draft or final lease.

Topic	Principal term
Lessor	Shire of Ravensthorpe
Premises	Farmland adjoining Ravensthorpe Airport as defined in the final lease plan
Permitted purpose	Cultivating agricultural crops and associated approved works
Proposed term	5 years + 5 year option
Rent	Tendered annual rent + GST and applicable outgoings; proposed quarterly payment in advance
Rent review	As specified in final lease, having regard to Shire policy and market/CPI review mechanisms
Public liability	\$20 million minimum
Maintenance	Lessee responsible for land and improvements in accordance with lease; pest and weed control; damage repair
Alterations	Prior written Shire consent and all statutory approvals required
Access	Shire access on reasonable notice and without notice for emergency / airport operational needs
Airport priority	Agricultural activities must not interfere with aviation safety or airport operations
Assignment / subletting	No assignment or subletting without Shire consent and compliance with lease
Environmental obligations	Lessee responsible for preventing and remediating contamination attributable to its activities
Termination / surrender	In accordance with final lease, including restoration and removal obligations and any Shire termination right
Governing law	Western Australia

Appendix C - Tenderer Checklist

Before lodging your tender, confirm that the submission includes:

- ☐ Signed Offer Form
- ☐ Entity details and ABN/ACN
- ☐ Relevant experience and capability response
- ☐ Two referees
- ☐ Farm Management Plan
- ☐ Annual rental offer exclusive of GST
- ☐ Insurance information / evidence of ability to obtain cover
- ☐ All departures and qualifications
- ☐ Conflict and disclosure statement
- ☐ Any supporting information relied upon in the tender

Lodgement reminder

Closing: 4.00 pm (AWST), Monday, 16 November 2026. Tenderers should allow sufficient time for electronic transmission or delivery. Email to tenders@ravensthorpe.wa.gov.au or deliver to the Shire Administration Office, 65 Morgans Street, Ravensthorpe WA 6346. Tenderers should retain evidence of lodgment. Ensure the tender is marked Confidential